



Healthcare industry in India

Investment Opportunities in Healthcare Sector

<https://www.entrepreneurindia.co>
<https://www.niir.org>

INTRODUCTION



Healthcare is a costly sector to enter, and running your own firm is even more so, but you can make it work if you have the proper idea. If you're thinking of starting your own healthcare company, there are a few things you should do first. While there are exceptions, determining what form of business will help your community and sell your healthcare product or service best is the first step in figuring out how to establish a business in healthcare

This includes determining who your target market is and what value they will receive from acquiring your product or service over similar items or services offered by other firms.

Healthcare Industry Business opportunities in India

By 2020, the health-care sector is anticipated to be worth \$3 trillion. This means that there are a plethora of options for entrepreneurs who want to start a business and make money in one of the most profitable industries in history. However, if you're considering starting a healthcare firm, you'll need specific skill sets as well as understanding of a variety of elements that will be vital to your success


From occupations inside hospitals and medical offices to enterprises that service healthcare workers and customers, there are a variety of options for business ownership in healthcare. If you're thinking about beginning a small business in the healthcare industry, hospitals and medical offices are a good place to start. Hospitality is one of those fields where hard work pays well. To be in close proximity to your customers you can capitalize on this proximity by creating a coffee shop or restaurant inside a hospital or medical office building.

GROWTH OF HEALTHCARE INDUSTRY



The Indian healthcare sector is one of the fastest expanding in the world, contributing significantly to both revenue and jobs. Hospitals, medical devices, health insurance, telemedicine, clinical trials, medical tourism, and medical equipment are all included in this category. For the past 24 months, healthcare has been at the centre of attention. This shift in attention to healthcare infrastructure caused not only the country, but the entire world,

to wake up and understand that there is a huge opportunity for the country outside of the pharmaceutical sector. The hospital industry in India, which accounts for 80% of the entire healthcare market, is seeing strong demand from both international and domestic investors. From \$61.8 billion in 2017, the hospital business is predicted to grow to \$132 billion by 2023. Expanding at a 16-17 percent compound annual growth rate (CAGR). By 2020, the Indian medical tourism sector is expected to increase from \$3 billion to \$7-8 billion

A photograph of two medical professionals, a woman on the left and a man on the right, both wearing white lab coats and light blue surgical masks. They have their arms crossed and are looking upwards and to the right. The background is a modern, multi-story building with a grid of windows, slightly out of focus.

The diagnostics sector in India is valued at \$4 billion at the moment. In this section, the organized sector accounts for over a quarter of the total (15 percent in labs and 10 percent in radiology).

Market size of Healthcare industry

Total healthcare spending in India is expected to reach US\$280 billion by 2020, growing at a CAGR of 16.8 percent. It is now valued at \$93 billion, with a forecast of \$200 billion by 2017. The industry has been consistently rising since 2010-11, when it expanded by 5%. By the end of FY17, the market is expected to have grown to Rs. 2.20 lakh crores (US\$36 billion) from Rs. 1.55 lakh crores (US\$27 billion) on March 31, 2016.

To put things in perspective, that's more than twice what we already spend on education and defence. According to PwC, India's health-care spending would increase from \$65 billion in 2012 to \$280 billion in 2020. According to the World's reports, According to the World Health Organization (WHO), the health-care sector accounts for 3% of our country's GDP and is expected to rise to 4% by 2025.

Working towards building a healthier India



Hospitals, medical devices, clinical trials, outsourcing, telemedicine, medical tourism, health insurance, and medical equipment are all part of India's healthcare industry. Due to expanding coverage, services, and increased spending by both public and private entities, the business is growing at a breakneck speed.

The healthcare market in India is being driven by a growing incidence of lifestyle diseases, rising demand for affordable healthcare delivery systems due to rising healthcare costs, technological advancements, the emergence of telemedicine, rapid health insurance penetration, and government initiatives such as e-health, as well as tax benefits and incentives. In 2020, the Indian healthtech business was estimated to be worth \$1.9 billion. It is predicted to reach \$ 5 billion by 2023, with a CGAR of 39%

- The Indian digital healthcare industry was worth INR 116.61 billion in 2018, and is expected to rise to INR 485.43 billion by 2024, with a compound annual growth rate (CAGR) of 27.41 percent between 2019 and 2024.
- The diagnostics industry is predicted to expand at a CAGR of 20.4 percent from \$5 billion in 2012 to \$32 billion by 2022.



- The in-patient healthcare market is predicted to increase at a CAGR of 13% from 2015 to 20.



- Telemedicine is India's most promising health area, with revenues estimated to reach \$5.4 billion by 2025, expanding at a 31 percent compound annual growth rate (CAGR).

- The National Digital Health Blueprint has the potential to unlock approximately \$200 billion in incremental economic value for India's healthcare industry over the next ten years.
- India boasts the world's largest government-sponsored health insurance programme (Ayushman Bharat).

- India's overall investment in medical education: during 2014, INR 17,691.08 crore has been invested in 157 new recognised medical colleges.
- The Ayush sector has grown significantly from \$3 billion in 2014 to \$18 billion in 2022. Greenfield developments are eligible for 100% FDI under the automatic route. Under the government method, up to 100 percent FDI can be invested in brownfield projects.

- By 2022, India's healthcare industry is expected to be worth \$372 billion dollars.
- Hospitals, medical devices, clinical trials, outsourcing, telemedicine, medical tourism, health insurance, and medical equipment are all part of India's healthcare industry.

- The healthcare sector is expanding at a breakneck speed, thanks to expanded coverage, services, and increased spending by both public and private entities.
- India's hospital business, which accounts for 80% of the country's entire healthcare market, is seeing strong demand from both international and domestic investors.

- The hospital industry is predicted to increase at a CAGR of 16-17 percent from \$61.8 billion in 2017 to \$132 billion in 2023.

By 2020, the Indian medical tourism sector is predicted to rise from \$3 billion to \$7-8 billion.

- India's hospital business is currently valued at \$4 billion. In this section, the organised sector has a nearly 25% stake (15 percent in labs and 10 percent in radiology).

- The primary care industry is worth \$13 billion right now. In this situation, the organised sector's part is basically non-existent.
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- In India, 70,000 Ayushman Bharat facilities are open, with the goal of providing primary health care services to people closer to their homes.
- The AYUSH market grew by 17% from 2014 to 2016, to \$18.1 billion, and the business is expected to increase to \$23.3 billion by 2022.



- Health insurance accounts for 20% of non-life insurance revenue, making it the second-largest portfolio. In FY20, gross direct premium income covered by health insurance increased 17.16% year on year to \$6.87 billion.

- **Robotic process automation (RPA)**

RPA can help enhance the efficiency of the healthcare staff while also lowering costs and increasing value.

Shifting Disease Burden

In India, non-communicable diseases (NCDs) account for half of the disease burden and 60% of all deaths.

- **Rise in Medical Tourism**

Medical tourism is growing at a rate of 22-25 percent in India due to the relatively low cost of medical care. It contributes more than \$2 billion to India's healthcare market. Medical tourism has increased demand for healthcare and medical devices.

- **Policy Support & Incentives**

Greenfield and brownfield projects are authorised 100 percent FDI, and initiatives to remedy the unfavourable tariff structure are being implemented, as well as a single-window clearance e-portal to improve EoDB.

- **Atmanirbhar Bharat Abhiyaan - Self Reliant India**

A specific economic and comprehensive package worth INR 20 lakh crores is being offered to India in order to promote manufacturing.

- **Life Expectancy**

By 2022, life expectancy would have surpassed 70 years, necessitating greater healthcare services.

- **Insurance Coverage**

20% of Indians are covered; this number is anticipated to rise as incomes and urbanisation increase.

- **Emergence of telemedicine**

The rise of telemedicine, as well as government programmes such as e-health, combined with tax perks and incentives, are propelling the Indian healthcare business.

- **Medical Infrastructure**

By 2024, more than \$200 billion will have been spent on medical infrastructure.

- **Telemedicine**

Telemedicine services have been embraced by major hospitals, and a number of PPPs have been formed. The Indian telemedicine market is predicted to grow at a CAGR of 20% from 2016 to 2020, reaching \$32 million.

- **Artificial intelligence**

AI for keeping track of medical records and delivering the best treatment to patients at the proper time

- **Mobile & Wearable Devices**

With around 2 million devices sold in 2017, India is poised to become a significant market for wearables, with 129 million units predicted by 2030.

- **Robotic Surgeries**

The surgical robotics market in India is expected to grow at a CAGR of 20% from 2017 to 2025, reaching \$350 million.

- **Health Insurance**

The Rashtriya Swastha Bima Yojana (RSBY), which is led by the government, is planned to cover about 380 million people by FY20.

- **Robotic Surgeries**

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Major Queries/Questions Answered in Our Report?

- 1. How has the industry performed so far and how will it perform in the coming years?**
- 2. What is the Project Feasibility of the Plant?**
- 3. What are the requirements of Working Capital for setting up the plant?**
- 4. What is the structure of the industry and who are the key/major players?**

5. **What is the total project cost for setting up the plant?**
6. **What are the operating costs for setting up the plant?**
7. **What are the machinery and equipment requirements for setting up the plant?**
8. **Who are the Suppliers and Manufacturers of Plant & Machinery for setting up the plant?**
9. **What are the requirements of raw material for setting up the plant?**

10. Who are the Suppliers and Manufacturers of Raw materials for setting up the plant?

11. What is the Manufacturing Process of the plant?

12. What is the total size of land required for setting up the plant?

13. What will be the income and expenditures for the plant?

14. What are the Projected Balance Sheets of the plant?

- 15. What are the requirement of utilities and overheads for setting up the plant?**
- 16. What is the Built up Area Requirement and cost for setting up the plant?**
- 17. What are the Personnel (Manpower) Requirements for setting up the plant?**
- 18. What are Statistics of Import & Export for the Industry?**
- 19. What is the time required to break-even?**

- 20. What is the Break-Even Analysis of the plant?**
- 21. What are the Project financials of the plant?**
- 22. What are the Profitability Ratios of the plant?**
- 23. What is the Sensitivity Analysis-Price/Volume of the plant?**
- 24. What are the Projected Pay-Back Period and IRR of the plant?**
- 25. What is the Process Flow Sheet Diagram of the plant?**
- 26. What are the Market Opportunities for setting up the plant?**
- 27. What is the Market Study and Assessment for setting up the plant?**
- 28. What is the Plant Layout for setting up the plant?**

Project Financials

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- Production Schedule.....3
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 - **Total Cost of Sales**
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 - **Net Cash Accruals**

- **Annexure 3 :: Assessment of Working Capital requirements**
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- **Annexure 4 :: Sources and Disposition of Funds**

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- **Annexure 6 :: Profitability Ratios**

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- **Annexure 7 :: Break-Even Analysis**

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- **Annexure 15** :: **Total Raw Material Cost**
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- **Annexure 33 :: Interest and Repayment - Term Loans**
- **Annexure 34 :: Tax on Profits**
- **Annexure 35 :: Projected Pay-Back Period and IRR**

Reasons for Buying Our Project Report

- ✓ **The report helps you to identify a profitable project for investing or diversifying into by throwing light to crucial areas like industry size, market potential of the product and reasons for investing in the product**
- ✓ **This report provides vital information on the product like it's characteristics and segmentation**
- ✓ **This report helps you market and place the product correctly by identifying the target customer group of the product**

- ✓ **This report helps you understand the viability of the project by disclosing details like machinery required, project costs and snapshot of other project financials**
- ✓ **The report provides a glimpse of government regulations applicable on the industry**
- ✓ **The report provides forecasts of key parameters which helps anticipate the industry performance and make sound business decisions**

Our Approach

- **Our research reports broadly cover Indian markets, present analysis, outlook and forecast for a period of five years.**
- **The market forecasts are developed on the basis of secondary research and are cross-validated through interactions with the industry players**
- **We use reliable sources of information and databases. And information from such sources is processed by us and included in the report**

Free Instant Online Project Identification and Selection Service

Our Team has simplified the process for you by providing a "Free Instant Online Project Identification & Selection" search facility to identify projects based on multiple search parameters related to project costs namely: Plant & Machinery Cost, Total Capital Investment, Cost of the project, Rate of Return% (ROR) and Break Even Point % (BEP). You can sort the projects on the basis of mentioned pointers and identify a suitable project matching your investment requisites.....[Read more](#)

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NPCS is manned by engineers, planners, specialists, financial experts, economic analysts and design specialists with extensive experience in the related industries.

Our Market Survey cum Detailed Techno Economic Feasibility Report provides an insight of market in India. The report assesses the market sizing and growth of the Industry. While expanding a current business or while venturing into new business, entrepreneurs are often faced with the dilemma of zeroing in on a suitable product/line.

And before diversifying/venturing into any product, they wish to study the following aspects of the identified product:

- **Good Present/Future Demand**
- **Export-Import Market Potential**
- **Raw Material & Manpower Availability**
- **Project Costs and Payback Period**

The detailed project report covers all aspect of business, from analyzing the market, confirming availability of various necessities such as Manufacturing Plant, Detailed Project Report, Profile, Business Plan, Industry Trends, Market Research, Survey, Manufacturing Process, Machinery, Raw Materials, Feasibility Study, Investment Opportunities, Cost and Revenue, Plant Economics, Production Schedule,

Working Capital Requirement, uses and applications, Plant Layout, Project Financials, Process Flow Sheet, Cost of Project, Projected Balance Sheets, Profitability Ratios, Break Even Analysis. The DPR (Detailed Project Report) is formulated by highly accomplished and experienced consultants and the market research and analysis are supported by a panel of experts and digitalized data bank.

We at NPCS, through our reliable expertise in the project consultancy and market research field, have demystified the situation by putting forward the emerging business opportunity in India along with its business prospects.....[Read more](#)

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NIIR PROJECT CONSULTANCY SERVICES

106-E, Kamla Nagar, Opp. Mall ST,

New Delhi-110007, India.

Email: npcs.ei@gmail.com , info@entrepreneurindia.co

Tel: +91-11-23843955, 23845654, 23845886

Mobile: +91-9097075054, 8800733955

Fax: +91-11-23845886

Website : www.entrepreneurindia.co, www.niir.org

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Entrepreneur **India**



Who are we?

A trusted and leading name in the industry, we have been putting forth exceptionally integrated and comprehensive technical consultancy services. We believe that project consultancy serves as a critical element for the success of your projects. Moreover, we keep in mind that no client is the same and nor are the requirements. Therefore, we ensure uniqueness in every service you avail from us.

What do we offer?

- **Project Identification**
- **Detailed Project Reports/Pre-feasibility Reports**
- **Market Research Reports**
- **Business Plan**
- **Technology Books and Directory**
- **Industry Trend**
- **Databases on CD-ROM**
- **Laboratory Testing Services**
- **Turnkey Project Consultancy/Solutions**
- **Entrepreneur India (An Industrial Monthly Journal)**

How are we different ?

- We have two decades long experience in project consultancy and market research field
- We empower our customers with the prerequisite know-how to take sound business decisions
- We help catalyze business growth by providing distinctive and profound market analysis
- We serve a wide array of customers , from individual entrepreneurs to Corporations and Foreign Investors
- We use authentic & reliable sources to ensure business precision

Our Approach

Requirement collection

Thorough analysis of the project

Economic feasibility study of the Project

Market potential survey/research

Report Compilation

Who do we Serve?

- Public-sector Companies
- Corporates
- Government Undertakings
- Individual Entrepreneurs
- NRI's
- Foreign Investors
- Non-profit Organizations, NBFC's
- Educational Institutions
- Embassies & Consulates
- Consultancies
- Industry / trade associations

Sectors We Cover

- Ayurvedic And Herbal Medicines, Herbal Cosmetics
- Alcoholic And Non Alcoholic Beverages, Drinks
- Adhesives, Industrial Adhesive, Sealants, Glues, Gum & Resin
- Activated Carbon & Activated Charcoal
- Aluminium And Aluminium Extrusion Profiles & Sections,
- Bio-fertilizers And Biotechnology
- Breakfast Snacks And Cereal Food
- Bicycle Tyres & Tubes, Bicycle Parts, Bicycle Assembling

Sectors We Cover *Cont...*

- Bamboo And Cane Based Projects
- Building Materials And Construction Projects
- Biodegradable & Bioplastic Based Projects
- Chemicals (Organic And Inorganic)
- Confectionery, Bakery/Baking And Other Food
- Cereal Processing
- Coconut And Coconut Based Products
- Cold Storage For Fruits & Vegetables
- Coal & Coal Byproduct

Sectors We Cover *Cont...*

- Copper & Copper Based Projects
- Dairy/Milk Processing
- Disinfectants, Pesticides, Insecticides, Mosquito Repellents,
- Electrical, Electronic And Computer based Projects
- Essential Oils, Oils & Fats And Allied
- Engineering Goods
- Fibre Glass & Float Glass
- Fast Moving Consumer Goods
- Food, Bakery, Agro Processing

Sectors We Cover *Cont...*

- Fruits & Vegetables Processing
- Ferro Alloys Based Projects
- Fertilizers & Biofertilizers
- Ginger & Ginger Based Projects
- Herbs And Medicinal Cultivation And Jatropha (Biofuel)
- Hotel & Hospitality Projects
- Hospital Based Projects
- Herbal Based Projects
- Inks, Stationery And Export Industries

Sectors We Cover *Cont...*

- Infrastructure Projects
- Jute & Jute Based Products
- Leather And Leather Based Projects
- Leisure & Entertainment Based Projects
- Livestock Farming Of Birds & Animals
- Minerals And Minerals
- Maize Processing(Wet Milling) & Maize Based Projects
- Medical Plastics, Disposables Plastic Syringe, Blood Bags
- Organic Farming, Neem Products Etc.

Sectors We Cover *Cont...*

- Paints, Pigments, Varnish & Lacquer
- Paper And Paper Board, Paper Recycling Projects
- Printing Inks
- Packaging Based Projects
- Perfumes, Cosmetics And Flavours
- Power Generation Based Projects & Renewable Energy Based Projects
- Pharmaceuticals And Drugs
- Plantations, Farming And Cultivations
- Plastic Film, Plastic Waste And Plastic Compounds
- Plastic, PVC, PET, HDPE, LDPE Etc.

Sectors We Cover *Cont...*

- Potato And Potato Based Projects
- Printing And Packaging
- Real Estate, Leisure And Hospitality
- Rubber And Rubber Products
- Soaps And Detergents
- Stationary Products
- Spices And Snacks Food
- Steel & Steel Products
- Textile Auxiliary And Chemicals

Sectors We Cover *Cont...*

- Township & Residential Complex
- Textiles And Readymade Garments
- Waste Management & Recycling
- Wood & Wood Products
- Water Industry(Packaged Drinking Water & Mineral Water)
- Wire & Cable

Objective

- To get a detailed scenario of the industry along with its structure and classification
- To provide a comprehensive analysis of the industry by covering aspects like:
 - Growth drivers of the industry
 - Latest market trends
 - Insights on regulatory framework
 - SWOT Analysis
 - Demand-Supply Situation
 - Foreign Trade
 - Porters 5 Forces Analysis

Objective

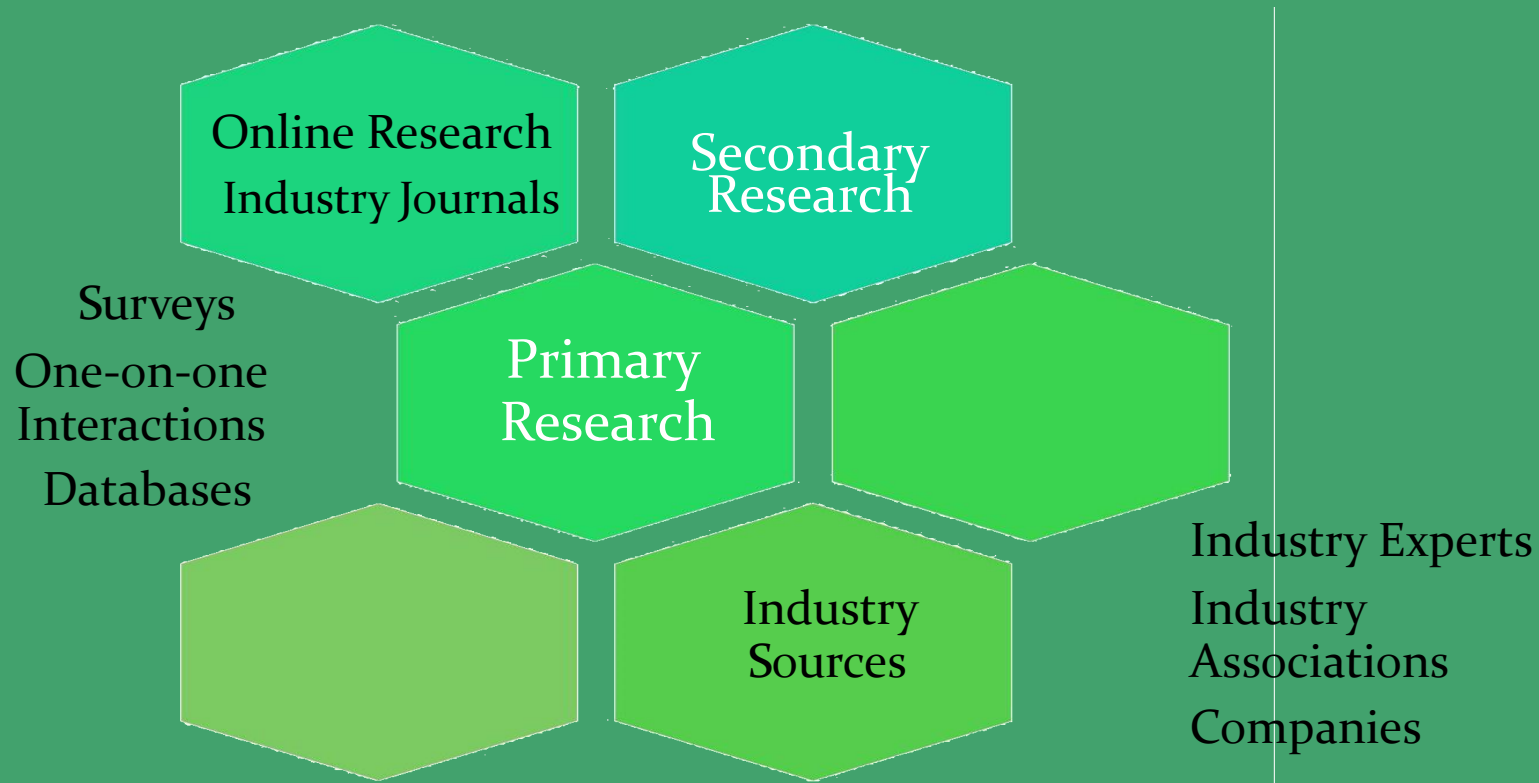
- To provide forecasts of key parameters which helps to anticipate the industry performance
- To help chart growth trajectory of a business by detailing the factors that affect the industry growth
- To help an entrepreneur/manager in keeping abreast with the changes in the industry
- To evaluate the competitive landscape of the industry by detailing:
 - Key players with their market shares
 - Financial comparison of present players

Clientele

- Venturist/Capitalists
- Entrepreneur/Companies
- Industry Researchers
- Investment Funds
- Foreign Investors, NRI's
- Project Consultants/Chartered Accountants
- Banks
- Corporates

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Data Sources



Scope & Coverage



Our Team

⌘ Our research team comprises of experts from various financial fields:

⌘ MBA's

⌘ Industry Researchers

⌘ Financial Planners

⌘ Research veterans with decades of experience

Structure of the Report

1. Overview
2. Market Analysis
 - 2.1 Growth Drivers
 - 2.2 Emerging Trends in the Industry
 - 2.3 Regulatory Framework
 - 2.4 SWOT Analysis
 - 2.5 Herfindahl–Hirschman Index (HHI)
3. Market Forecasts
4. Key Players

Structure of the Report

Cont

- 5. Key Financials and Analysis
 - 5.1 Contact Information
 - 5.2 Key Financials
 - 5.3 Financial comparison
- 6. Industry Size & Outlook

Contact us

NIIR PROJECT CONSULTANCY SERVICES

Entrepreneur India

106-E, Kamla Nagar, Opp. Mall ST,
New Delhi-110007, India.

Email: npcs.ei@gmail.com , info@entrepreneurindia.co

Tel: +91-11-23843955, 23845654, 23845886

Mobile: +91-9097075054, 8800733955

Fax: +91-11-23845886

Website : www.entrepreneurindia.co , www.niir.org

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A close-up photograph of a hand holding a blue fountain pen, writing the words 'Thank you!' in a cursive, blue ink on a white surface. The pen is positioned at the end of the word 'you!', with the nib pointing towards the right. The background is a soft, out-of-focus light grey.

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