

Website: Pharmabiz	Date : 17.05.2013
Page No : --	Edition : Online

<http://www.pharmabiz.com/NewsDetails.aspx?aid=75380&sid=2>

MHE invests Rs.40 cr to offer Andrology & Reproductive services with Ankur

Our Bureau, Bengaluru

Manipal Health Enterprises (MHE) which runs a country-wide hospital chain under the brand Manipal Hospitals, has now invested Rs.40 crore to provide Andrology & Reproductive services partnering with Ankur Healthcare, a speciality Centre for Reproductive Medicine - IVF, Andrology and Men's Health. The new venture will be known as Manipal-Ankur Andrology & Reproductive Services (MAARS).

Ankur is spearheaded by Dr Vasan SS, who will lead the new entity as CEO and medical director and Dr Bina Vasan who would head the Reproductive Medicine Division.

Commenting on the partnership, Rajen Padukone, managing director and chief executive officer, Manipal Health Enterprises said that by investing in Ankur Healthcare, it now forays into allied healthcare delivery formats with Andrology and Reproductive Services. Our focus on allied healthcare delivery formats will ensure that key traits like quality, technology, ethical practice and affordable care, values will continue as top priority. MAARS would be one of a kind venture that would create a chain of specialty hospitals focusing on Andrology reproductive medicine and men's health in the country. This MAARS would expand from the existing four centres to 12 over the next 18-24 months, with new centres located in existing hospitals of MHE, standalone centres in Chennai, Pune, Hyderabad, Indore, Chandigarh, etc. as well as setting up such facilities within other hospitals, said Dr Vasan.

MHE manages 5,000 beds among 15 hospitals, over 11 locations across five states in India. The network of hospitals covers all levels of delivery from primary to quaternary care. Its healthcare skill pool consists of 2,000 doctors and 6,000 nurses, paramedics and support staff. The hospital network treats two million patients in India and from abroad.

Website: VCCircle	Date : 17.05.2013
Page No : --	Edition : Online

<http://www.vccircle.com/news/healthcare-services/2013/05/16/manipal-health-enterprises-invests-ankur-healthcare>

Manipal Health Enterprises invests in Ankur Healthcare

India Value Fund-backed Manipal Health Enterprises Ltd, which runs a country-wide hospital chain under the brand Manipal Hospitals, has invested an undisclosed amount in Ankur Healthcare Pvt Ltd, which specialises in infertility treatment.

Post the deal, Bangalore-based Ankur Healthcare will be renamed as Manipal Ankur Andrology and Reproductive Services (MAARS) and will be led by Vasanth SS, founder of Ankur.

Bangalore-based Manipal Health Enterprises is part of Manipal Education and Medical Group, started by Dr TM Pai in 1953. The company has over 5,000 beds across 15 hospitals out of which it owns 11 facilities. With this investment, it has entered single specialty hospital business and allied healthcare delivery formats.

“Our new initiative will create a chain of specialty hospitals focusing on andrology reproductive medicine and men’s health in the country. Our focus on allied healthcare delivery formats will also ensure that key traits like quality, technology, ethical practice & affordable care, and values will continue as top priority,” said Rajen Padukone, managing director & chief executive officer at Manipal Health Enterprises.

With the current investment in place, Ankur plans eight more facilities (as of now, it has four centres) over the next 18-24 months. Some of these will be located within the existing Manipal hospitals while standalone centres will also come up in cities like Chennai, Pune, Hyderabad, Indore and Chandigarh, among others. The company will also look at setting up similar facilities with other hospitals. It also expects to increase its sales to Rs 100 crore over the next three years, according to Padukone.

Last year, Manipal Health Enterprises got a funding of \$180 million from India Value Fund. The company is also looking at acquisition opportunities in India, Malaysia and Dubai for further growth.

Single specialty hospitals have attracted a lot of investor interest due to attractive returns on capital, easy scalability and low capital expenditure, among other factors. Some of the key investments in this space include ASG Eye Hospitals raising \$5.49 million from Sequoia Capital, Mewar Orthopaedic Hospitals securing \$5.46 million from Matrix India and Total Dental Care receiving \$5 million from Asian Healthcare Fund.