

## NephroPlus to expand services in SE & W Asia

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**The dialysis provider raised Rs 323 crore from Bahrain based private equity player, Investcorp**



Setting sights on expanding their services in dialysis care, NephroPlus, India's largest dialysis center network is foraying into International markets beginning with West Asia and South East Asia. The center which is focused at redefining dialysis treatment, received an investment of \$45 million (Rs 323 crore) from Investcorp, a Bahrain based, Global alternative asset management company.

With a footprint of a notable dialysis network in the country with over 200 centers, NephroPlus has been providing cost effect treatments to over 14,000 dialysis patients. With the latest investment, the company is looking at expanding beyond their current presence in 20 states of India. The funds will further be for acquisitions and partnerships commencing with Indonesia, Philippines, Vietnam, Saudi Arabia and Bahrain. A contract with Vietnam is currently underway and will be effective within the next two- three months.

The focus for the Indian market will continue to develop through the dialysis programmes currently on track at 180 hospitals and will subsequently continue through select acquisitions and expansion of centers; joint ventures and new operation and maintenance contracts will also be set in motion.

Speaking about the big-ticket announcement, Vikram Vuppala, Founder & CEO, NephroPlus, said, *"My partner Kamal Shah and I are excited on this newest development, our partnership with Investcorp will help transform the healthcare industries in India and overseas. With our current growth rate through our existing services, we are now aiming at a rapid growth through this investment"*.

Further commenting on the company's hindsight of future developments in Indian and International markets, Vuppala says, *"Through acquisitions and joint ventures, we are hoping to set-up 75-100 centers in the 5 International markets within the next three years. In India, we are aiming to grow momentum by expanding to 40 centers every year through our high quality but cost-effective models"*.