

NephroPlus, India's Largest Dialysis Network Acquires Majority Stake in Royal Care Dialysis Centers, Philippines

Mumbai, 13th October, 2020: NephroPlus, India's largest dialysis network and a trailblazer in redefining dialysis care in India announced its first major overseas acquisition. NephroPlus acquired majority stake in Royal Care Dialysis Centers, Inc (RCDC), a reputed dialysis network in the Philippines with deep focus in delivering high quality care. Through this strategic partnership, NephroPlus has become the 1st Indian dialysis network to expand overseas, marking the company's transition to becoming a Multi-National Corporation (MNC).

RCDC Network is a growing network in Philippines and currently treats ~400 dialysis patients across its 6 dialysis clinics located in Metro Manila and other nearby provinces. Through this deal, NephroPlus will be responsible for the network's existing operations and will lend all its India based protocols, technologies and operational expertise to RCDC with an aim to improve dialysis care in the Philippines. As part of company's overseas expansion strategy, NephroPlus aims to expand the services in other provinces and grow this network to 50 dialysis centers in next 5 years to be the dominant dialysis network in the Philippines by 2025.

On closing the first overseas acquisition, Mr. Vikram Vuppala, Founder and CEO, NephroPlus said: *"We are excited to add the team from RCDC to our network. Working together with this leadership team of RCDC, we are now aiming to become the largest dialysis network in Philippines in next 5 years. We have already started talking to several dialysis centers in Philippines to fuel our expansion plans. With this entry into Philippines, we reiterate our commitment to build a dominant multinational network across Asia, Middle East and CIS geographies."*

Commenting on the partnership, **Mr. Kamal Shah, Co-Founder and Director Patient Services, NephroPlus,** said: *"This partnership is a big move for NephroPlus in the International market as we want to deliver the best care possible at efficient price points to patients across multiple countries. We are excited to rollout best practices around patient centric care in Philippines and are keen to bring best practices of RCDC into India as well. This multinational operational expertise will significantly strengthen NephroPlus's brand equity amongst our nephrologist and hospital partners in India"*

Commenting on the deal, **Mr. Sunil Chellani, Founder, Royal Care Dialysis Network,** said, *"We are excited to partner with NephroPlus, India's largest dialysis network to accelerate our growth journey in Philippines. They bring in over a decade long experience of operating dialysis centers and introduced many first time SOPs and innovations in the Indian dialysis ecosystem. We aim to bring NephroPlus's world class clinical care coupled with industry leading patient centric philosophy to better serve patients in the Philippines. With this partnership, we are confident that we will grow to become the dominant dialysis network in Philippines in 4 – 5 years."*

About NephroPlus:

NephroPlus operates 230 dialysis centers in 132 cities across 20 states in India and is known for its quality focus and patient-centricity. The company was established 10 years back with a vision to enable people on dialysis across the world to lead long, happy, and productive lives. The company treats 20,000+ patients per month and has performed 52+ Lakh treatments till date. For further information: <https://www.nephroplus.com/>

For more information contact: Madison PR

Clayton Dsouza

Email: clayton.dsouza@madisonpr.in

Mobile: 9930011602