



LifeSpring Hospital's Pathway to Growth

SHOPS Access to Finance Health e-Conference

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LifeSpring's Mission



- LifeSpring is a private, for-profit company with a social mission

“To be the leading health care provider delivering high quality, affordable core maternal health care to low-income mothers across India.”

The Need

- Majority of maternal mortality and morbidity can be averted by access to skilled clinician
- LifeSpring fills the gap between under-resourced public hospitals and expensive, private hospitals
- By significantly cutting down our costs, we have given thousands of women access to high quality maternal care



Low-Cost Model to Delivering High-Quality Care

High Asset Utilization

High volumes of deliveries allow for high utilization of our most expensive asset: our doctors and nurses

Service Specialization

- Standardization of all clinical and administrative process
- Focus on operational excellence and routine cases

“No Frills Set-Up”

- Outsource pharmacy & lab
- Lease existing buildings
- Partner with hospitals to serve complicated cases

Para-skilling

Use of Auxiliary Nurse Midwives (ANM) in addition to General Nurse Midwives (GNM)

LifeSpring's Customers

- LifeSpring's customers generally have a family income of \$2-\$5 per day, and the majority have an educational level of grade 10th or below
- Their husbands work in the informal sector as daily wage earners
- At LifeSpring, they are treated as a "customer" instead of a passive "recipient"



Improving Access through Low Prices

- As a for-profit (but not profit-maximising) model, LifeSpring does not rely on outside grants. Our costs are kept as low as possible without sacrificing quality.
- Our customers pay for the healthcare services we offer. At a package price of Rs 4,000 (\$86) for a normal delivery and Rs 9,000 (\$200) for a Caesarian delivery, our prices are very affordable.
- Our customers typically pay for our services by saving a little each month, over the course of the woman's pregnancy. Our customers have a family income of Rs 3,000 – 6,000 per month.
- LifeSpring has recently launched a Foundation, through which the deliveries of women living below the income level of our target population are 100% sponsored by Indian and international donors.

Accessing Financing and LifeSpring's Investors

- Proof-of-concept hospital incubated within Hindustan Latex Family Planning & Promotion Trust (HLFPPT)
- Became operationally profitable in 18 months
- Equity financing received in 2008 to expand LifeSpring's innovative model
- Equity investors are Acumen Fund and Hindustan Lifecare Limited (each with 50% share)
- Debt from State Bank of India



Looking Ahead



- LifeSpring currently has 9 hospitals operating in and around Hyderabad
- This year, LifeSpring adding 6 hospitals to chain
- Expansion strategy utilizing cluster approach, serving urban poor
- Goal to have 200 hospitals operating in major Indian metros within the next five years

Thank you

