



C O M P A N Y P R O F I L E

ARFAM OVERSEAS

PRIVATE LIMITED

*Building a Market-Intelligent
Healthcare Ecosystem*

MEDICAL DEVICES · MEDICAL EQUIPMENT · MEDICAL CONSUMABLES

CIN: U46301AP2026PTC127042

Incorporated 18 July 2026 · Machilipatnam, Andhra Pradesh, India

H.No. 5/389, Jawvaru Peta, Azad Road, Machilipatnam, Krishna, Andhra Pradesh – 521001

arfamoverseas@outlook.com · +91 99669 78786 · Africa · GCC · Europe

DETAILED PROJECT REPORT

ARFAM OVERSEAS PRIVATE LIMITED

Building a Market-Intelligence-Led India-to-Global Healthcare Export Platform

Medical Devices • Medical Equipment • Medical Consumables



Prepared for Bank Appraisal, Government Grant Evaluation and Investor Review

CIN: U46301AP2026PTC127042 | Incorporated: 18 July 2026
H.No. 5/389, Javvaru Peta, Azad Road, Machilipatnam, Krishna, Andhra Pradesh, India – 521001

2. Company Profile

ARFAM Overseas Private Limited is a private limited company incorporated in India on 18 July 2026, headquartered in Machilipatnam, Andhra Pradesh. The Company has been established as an international sourcing and export platform focused initially on medical devices, medical equipment and medical consumables, connecting global healthcare demand with India's medical manufacturing ecosystem through market intelligence, supplier evaluation and structured international market development.

Particular	Details
Legal Name	ARFAM Overseas Private Limited
Constitution	Private Limited Company
CIN	U46301AP2026PTC127042
Date of Incorporation	18 July 2026
Registered Office	H.No. 5/389, Javvaru Peta, Azad Road, Machilipatnam, Krishna, Andhra Pradesh, India – 521001
Business Activity	Healthcare Trade & Export
Managing Director / Founder	Dr. Fathima Begum Mohammad
Director / Co-Founder	Mohammed Dil Khush
Email	arfamoverseas@outlook.com
Phone	+91 9966978786
Sector	Healthcare Trade & Export
Mode of Operation	Sourcing & Export Platform (non-manufacturing)
Target Markets	Africa, GCC / Gulf Countries, Europe

Company Positioning

ARFAM Overseas Private Limited is positioned as an India-based international sourcing and export platform, rather than as a conventional trading intermediary or a manufacturer. This distinction is deliberate and central to the Company's strategic identity. Traditional trading intermediaries typically operate reactively, responding to buyer enquiries or supplier offers as they arise, with limited systematic groundwork ahead of any given transaction. Manufacturers, by contrast, carry the capital intensity, fixed-asset commitments and production risk associated with owning physical output capacity. ARFAM's model is structured to avoid both positions.

Instead, the Company's stated approach is to build competitive advantage through systematic, structured research conducted ahead of committing capital to any specific product line or geographic market. This research spans three interlinked dimensions: global demand intelligence (identifying which healthcare products are genuinely needed, and where), Indian supply-side capability (mapping which manufacturers can reliably meet that demand at export quality and scale), and country-specific market-entry requirements (understanding the regulatory, certification and logistical conditions that govern each destination market).

This intelligence-first orientation is intended to differentiate ARFAM from commodity traders, whose competitive position typically rests on price arbitrage rather than structured market knowledge. By sequencing research ahead of sourcing and market entry, ARFAM aims to reduce the risk of mismatched product-market fit, and to build supplier and buyer relationships that are more durable than one-off transactions.

Over time, this approach is designed to support a scalable and repeatable export model one that can be extended across multiple geographies and product categories without requiring the Company to rebuild its operating playbook from scratch for each new market it enters.

7. Products & Services

ARFAM's initial export focus is structured around five healthcare product categories, each carrying a planned share of total revenue and a distinct purchase-cost and margin profile, as set out in the Company's financial model.

Product Category	Planned Revenue Mix	Purchase Cost (% of Selling Price)	Implied Trading Margin
Hospital Equipment	30%	70%	30%
Diagnostic Equipment	25%	68%	32%
Surgical & Critical Care	20%	65%	35%
Medical Consumables	20%	60%	40%
Specialized Categories	5%	63%	37%

Initial Export Focus

ARFAM's initial export focus is anchored entirely in healthcare, structured across five product categories that together span the breadth of institutional medical procurement:

- Hospital Equipment monitoring, patientcare, operating-room and hospital-infrastructure products, forming the equipment backbone of any functioning healthcare facility.
- Diagnostic Equipment laboratory, diagnostic and point-of-care technologies that enable clinical decision-making at the point of need.
- Surgical & Critical Care surgical instruments, critical-care and emergency-care products supporting high-acuity clinical settings.
- Medical Consumables high-volume hospital consumables and disposable healthcare products that generate recurring, repeat-order demand by their very nature.
- Specialized Categories additional niche healthcare product lines identified through ARFAM's ongoing market intelligence, allowing the portfolio to adapt as new demand signals emerge.

Future Diversification (from Year 4)

Beyond this healthcare foundation, ARFAM has identified a longer-term diversification path into adjacent industrial export categories, to be evaluated only once the healthcare model is proven:

- Machinery industrial and precision machinery sourced from India's manufacturing clusters for international buyers.
- Hardware engineered hardware and allied components serving construction, industrial and infrastructure markets.
- Allied Industrial Products broader export categories that would build ARFAM into a multi-sector India-to-global export platform over time, leveraging the same sourcing and buyer-development discipline developed in healthcare.

This sequencing is deliberate rather than aspirational. Diversification beyond healthcare will follow only after the healthcare export model demonstrates repeatable operational and commercial performance meaning consistent buyer retention, reliable supplier performance and predictable revenue generation must first be established. Importantly, this future diversification is not assumed in the Company's core six-year financial projections, which remain healthcare-focused throughout the entire projection period. This conservative approach ensures that ARFAM's funding case and financial credibility rest solely on its proven healthcare model, with industrial diversification treated as genuine upside rather than a built-in assumption underpinning the Company's baseline financial commitments to lenders and investors.

Source: Government of India / Press Information Bureau / Department of Pharmaceuticals / DGCIS. Export value cited as ₹42,360 Crore for FY2024-25. Segment-level figures are indicative and drawn from the same underlying government data series; minor rounding differences between the segment total and the headline export value may occur across reporting bases.

13. Africa, GCC & Europe Target-Market Analysis

Target Market: Africa

Africa represents a high-growth opportunity within ARFAM's target regions, driven by expanding healthcare infrastructure investment, donor-funded procurement programmes, and a large, underserved population with growing access to healthcare services. African markets prioritise cost-effective, durable and accessible medical products, where Indian manufacturers are positioned to compete on both price and quality relative to Western suppliers. Significant African healthcare procurement is channelled through government health ministries, international NGOs and multilateral health organisations, which ARFAM intends to target strategically through distributor-led market development rather than direct local operations.

Metric	Value
Market Size (2025)	US\$4.26 Billion
Projected Market Size (2032)	US\$7.14 Billion
CAGR	~7.7% highest among ARFAM's three target regions

Target Market: GCC / Gulf Countries

The GCC represents the most immediately accessible of ARFAM's three target regions, reflecting India's strong existing trade relationships with Gulf nations, established Indian business communities, geographic proximity, and the GCC's significant investment in modern healthcare infrastructure. GCC nations particularly Saudi Arabia and the UAE are investing heavily in new hospital facilities, specialty-care centres and healthcare capacity, creating demand across a wide range of medical equipment and devices. GCC markets can also support higher-value medical-equipment exports relative to Africa, offering better margin potential for qualified Indian manufacturers.

Metric	Value
Market Size (2025)	US\$8.44 Billion
Projected Market Size (2035)	US\$16.19 Billion
CAGR	~6.73% over the decade

Target Market: Europe

Europe represents a premium, high-value market requiring a distinctly different strategic approach from Africa and GCC. Entry into European markets demands rigorous certification compliance (CE marking, MDR/IVDR), deep regulatory preparation, and partnerships with specialised, technically capable distributors. ARFAM will prioritise Indian manufacturers holding CE marking and relevant European regulatory approvals and will target niche and specialty categories particularly consumables and mid-tier devices where Indian manufacturers offer competitive quality and pricing relative to European domestic supply.

Metric	Value
Market Size (2024)	€170 Billion (~26.4% of global medical-device market)
Top 5 Markets	Germany, France, United Kingdom, Italy, Spain