

Make Money Differently



IPO NOTE

from

Shalby Limited



Issue Opens on: Dec 5 , 2017

Issue Closes on: Dec 7, 2017

Promoters of the Company:

The Promoters of our Company are Dr Vikram Shah, Dr Darshini Shah, Shanay Shah, Shah Family Trust, and Zodiac Mediquip Limited.

Dr Vikram Shah, Dr Darshini Shah, Shanay Shah, Shah Vikram Indrajit HUF and Shah Indrajit Chimanlal HUF are the promoters of Zodiac Mediquip Limited.

Issue Break up:

Reservation For	Issue Size (Lower Band) - Rs. in Cr.	Issue Size (Upper Band) - Rs. in Cr.	% of Issue
Employee	2.96	3.00	
QIB	252.25	252.40	50%
NIB	75.67	75.72	15%
Retail	176.57	176.68	35%
Total	299,827,818	8,245-8,695	100%

Object of the Issue:

The Company will not receive any proceeds from the Offer for Sale. All the expenses in relation to the Offer other than listing fees (which will be borne by the Company), shall be shared between the Company and the Selling Shareholder in accordance with applicable laws. The Selling Shareholder shall reimburse the Company for all expenses incurred by the Company in relation to his Equity Shares offered in the Offer for Sale.

REQUIREMENT OF FUNDS

The Company proposes to utilise the Net Proceeds from the Fresh Issue towards the following objects:
 Repayment or prepayment in full, or in part of certain loans availed by the Company;

1. Purchase of medical equipment for existing, recently set up and upcoming hospitals;
2. Purchase of interiors, furniture, and allied infrastructure for upcoming hospitals; and
3. General corporate purposes.

Summary Statement of Profit and Losses, as restated* (Rs. In Mn.)

Particulars	For the quarter ended 30th June, 2017	Year Ended March 31, 2017
Total Income	905.99	3328.62
Total Expenditure	720.00	2796.17
Profit Before Tax	185.99	532.45
Profit after Tax	143.91	625.63
E.P.S.(Rs.) Basic	*1.63	7.16
E.P.S.(Rs.) Diluted	*1.63	7.16
RONW (%)	*4.93	23.54

*Not Annualized

Indicative Timetable:

Activity	On or about
Finalization of Basis of Allotment	December 12, 2017
Refunds/Unblocking ASBA Fund	December 13, 2017
Credit of equity shares to Depository account	December 14, 2017
Trading commences	December 15, 2017

Business Overview:

Shalby Limited; one of the leading multi-specialty chain of hospitals in India (Source: F&S Report). The hospitals are tertiary care hospitals, few of which also offer quaternary healthcare services to patients in various areas of specialisation such as orthopaedics, complex joint replacements, cardiology, neurology, oncology, and renal transplantations. It provides inpatient and outpatient healthcare services through 11 operational hospitals with an aggregate bed capacity of 2,012 beds. It also provides outpatient services through 47 Outpatient Clinics and have ten shared surgery centres within third party hospitals, which it calls "Shalby Arthroplasty Centre of Excellence" ("SACE"), where it offers orthopaedic healthcare services including surgeries. Since March 2007, it has conducted an aggregate of 92,100 surgeries, and provided healthcare services to an aggregate of 1,025,533 patients, consisting 133,652 inpatients and 891,881 outpatients. Headquartered in Ahmedabad, India, the Company has a domestic and overseas outreach through a network of hospitals in India, and Outpatient Clinics and SACE located in India, Africa, and the Middle East. Having strong presence in western and central India and focus on Tier – I and Tier – II cities, its hospitals operate across five states, its Outpatient Clinics operate across 37 cities in 12 states in India, and its SACE are present in seven cities in six states in India. The Company's

international footprint consists of five Outpatient Clinics and one SACE in Africa, and two SACE in the UAE. It is expanding its footprint in western and central India with hospitals being set up in Nashik and Vadodara.

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Achievers Equities Ltd (AEL) Member of NSE, BSE & MCX

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NSE Registration Nos.: NSE (Cash) : INB231395832 ; NSE (F&O) : INF231395832 ; NSE (Currency) : INE231395832 ; BSE (Cash) : INB011395838 ; BSE (F&O) : INF011395838 ; BSE(Currency) : INE011395838 | DSE Registration Nos. : INB051395839 | USE Registration Nos. : INE271395837

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