

Shalby/SE/2022-23/37

The Listing Department
National Stock Exchange of India Ltd
Mumbai 400 051.

Scrip Code : SHALBY
Through : <https://digitalexchange.nseindia.com>

Corporate Service Department
BSE Limited
Mumbai 400 001.

Scrip Code: 540797
Through : <http://listing.bseindia.com>

Sub: Investor Presentation for the Quarter ended 30th June 2022

Dear Sir / Madam,

We are submitting herewith Investor Presentation on financial & operational performance of the Company for the quarter ended 30th June 2022.

We request to take the same on your records.

Thanking you,

Yours sincerely
For Shalby Limited



Tushar Shah
AVP & Company Secretary
Mem. No: FCS-7216



Encl.: as above

Shalby Limited

Regd. Off. : Opp. Karnavati Club, S G Road, Ahmedabad – 380015 (India)

Tel. No. : (079) 40203000 | Fax : (079) 40203109 | www.shalby.org | info@shalby.org

Regd. No. : 061000596 | CIN : L85110GJ2004PLC044667

Vapi - Indore - Jabalpur - Mohali - Naroda (Ahmedabad) Krishna Shalby (Ahmedabad) Surat - Jaipur **Upcoming Hospitals : Nashik - Mumbai**



Growth Unbounded



Investor Presentation
Q1 FY2023

AGENDA



HOSPITAL BUSINESS **QUARTERLY PERFORMANCE**



FRANCHISE BUSINESS **QUARTERLY UPDATE**



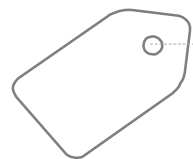
SHALBY ACADEMY **QUARTERLY UPDATE**



IMPLANT BUSINESS **QUARTERLY PERFORMANCE**

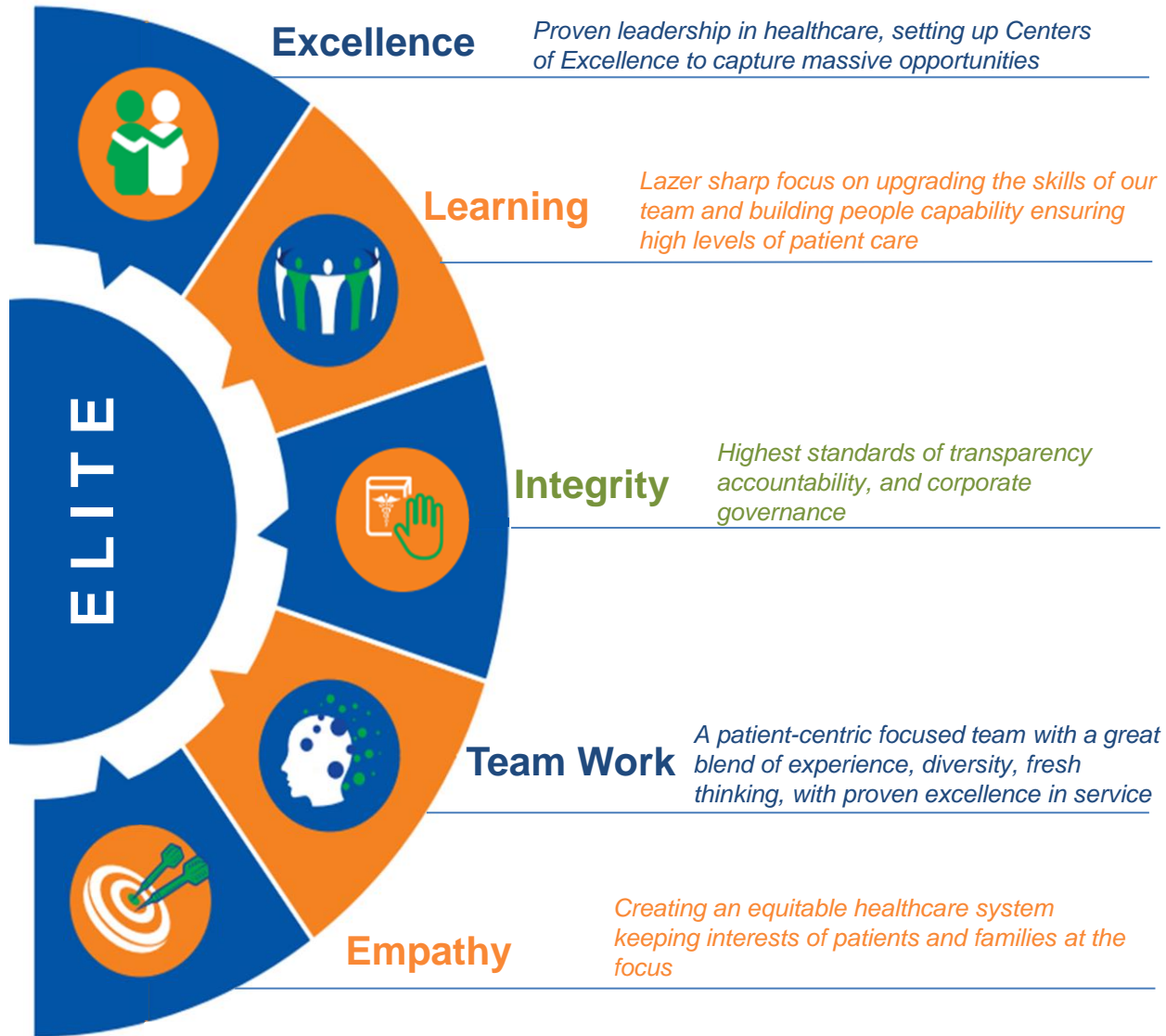



SHALBY GROUP **STRATEGIC POSITIONING**




HOSPITAL BUSINESS (Q1 FY23)


Hospital Business - Core Values and Strength



 Facilities	11	5	1,200+
	Hospitals	States	Operational Beds

 Workforce	500+	3,500	43%
	Doctors	Total Employees	Female Workforce

 Arthroplasty	1,38,000+	15%
	Joint Replacement Till Date	Arthroplasty Market Share*

 Revenue CAGR Growth FY08-FY22	21%	23%
	Revenue CAGR Growth FY08-FY22	EBITDA CAGR Growth FY08-FY22

*Market share in terms of Volume

Hospital Portfolio



SG Shalby



Vapi Shalby



Indore Shalby



Jaipur Shalby



Krishna Shalby



Mohali Shalby



Naroda Shalby



SOCE

Vijay Shalby



Jabalpur Shalby



**Zynova Shalby
(Mumbai)**

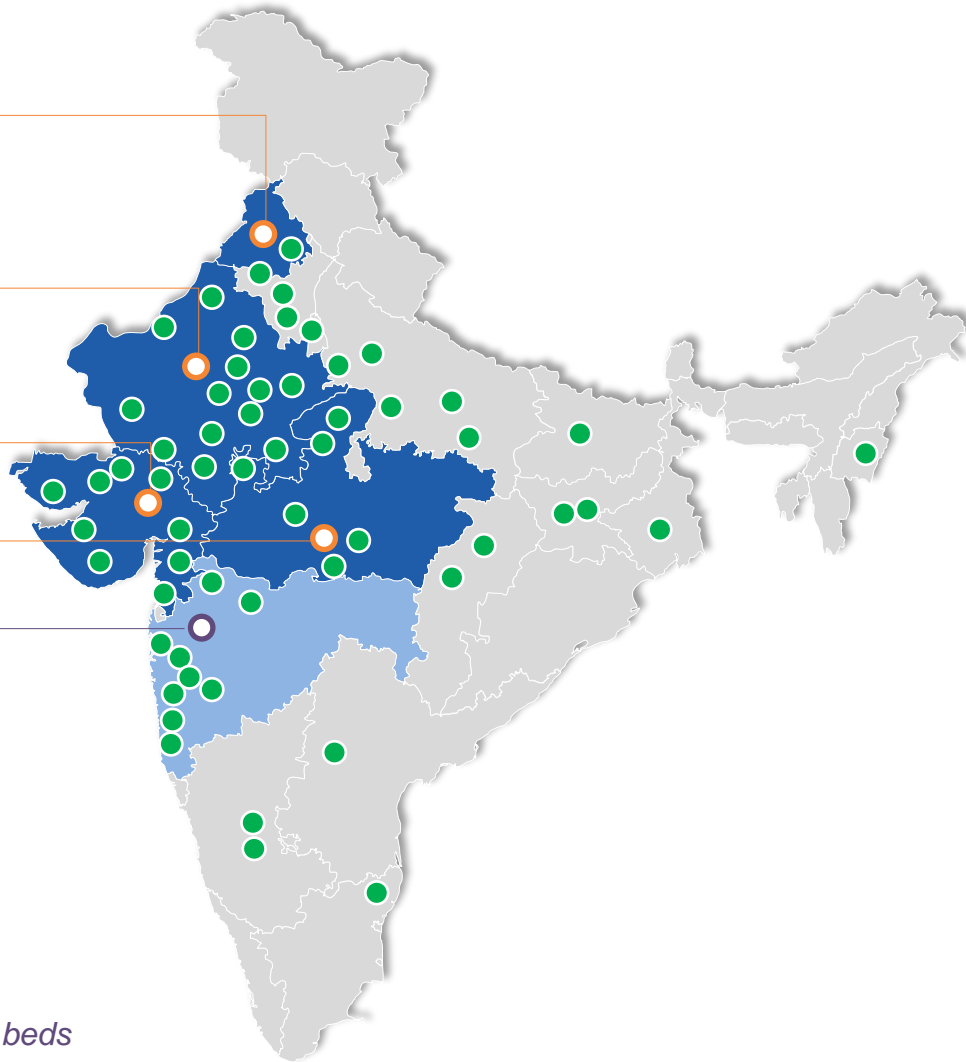


Surat Shalby

Biggest Healthcare Corporate Group in Western and Central India

➤ National Presence

- PUNJAB**
 - Mohali – 145 beds
- RAJASTHAN**
 - Jaipur – 237 beds
- GUJARAT**
 - Ahmedabad
 - SG – 201 beds
 - Krishna – 220 beds
 - Vijay – 27 beds
 - Naroda – 267 beds
 - Vapi – 146 beds
 - Surat – 243 beds
- MADHYA PRADESH**
 - Indore – 243 beds
 - Jabalpur – 233 beds
- MAHARASHTRA**
 - Ghatkoper (Zynova) – 150 beds



○ Existing 11 Units (2012 beds)

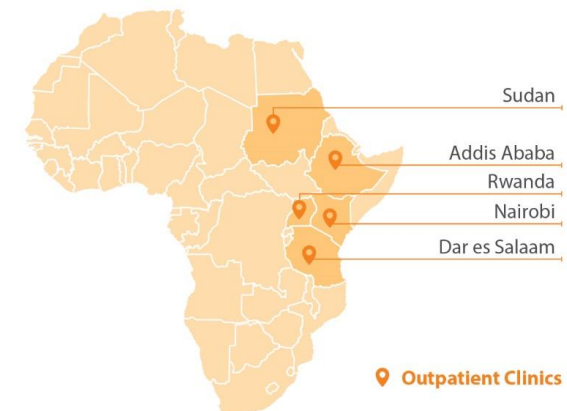
● 59 OPDs across 16 states

○ Upcoming 2 Units (321 Beds)

MAHARASHTRA

- Mumbai (Santacruz) – 175 beds
- Nashik – 146 beds

➤ International Presence (in Africa)



Note:

- Zynova is operating on Revenue sharing business model
- 9 OPDs are added in Q1 FY23

State-of-the-Art Medical Infrastructure Across All Units



3D Neuro / Spine Navigation

Enables clear visualization and surgical navigation of every segment in the spine & Neuro



Cath Lab

For Angiography & Angioplasty



CT Machine

Detecting abnormalities in the body, such as tumors, abscesses, abnormal blood vessels, etc, when they are suspected by symptoms or other tests



Linear Accelerator

A Linear accelerator can be used to treat Cancer In virtually any area of the body through Radiation Therapy



MRI Machine

Radiology Equipment especially useful for looking at soft tissues and the nervous system.



IVUS System

IVUS is an imaging technique that uses a transducer or probe to generate sound waves and produce pictures of the insides of blood vessels



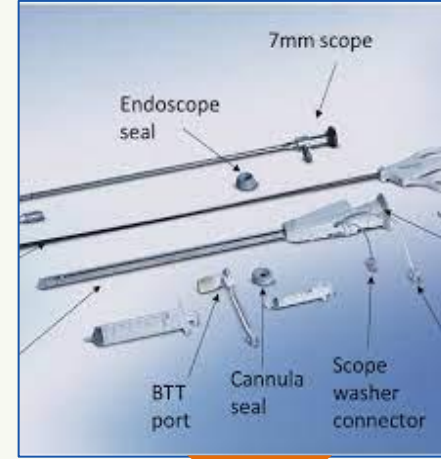
ECMO Machine

It is similar to the heart-lung by-pass machine used in open-heart surgery. It pumps and oxygenates a patient's blood outside the body, allowing the heart and lungs to rest.



Breast Biopsy System

To check a lump or mass that can be felt in the breast. To check a problem seen on a mammogram, such as small calcium deposits in breast tissue or a fluid-filled mass (cyst).



EVH System

Endoscopic Vessel Harvesting system is at the forefront of technological advances that improve vessel harvesting for coronary artery bypass graft (CABG) surgery..



CRRT System

CRRT is blood purification therapy. During this therapy, a patient's blood passes through a special filter that removes fluid and uremic toxins, returning clean blood to the body.

Clinical Excellence Across Specialties during Q1 FY23

- Shalby SG and Indore performed 13 transplant (Kidney and Liver) during this quarter
- Total 12 Revision Knee Replacement surgeries and 1 Revision Hip Replacement surgery performed
- Six times failed hip replacement surgery of a Ghana patient done successfully at Shalby Krishna
- Burn victim gets a new lease of life at Shalby Ahmedabad. The burns were up to 3rd degree and in most severe category.
- Complex pregnancy handled successfully at Shalby Jaipur. The patient was suffering from asthma and had tried many hospitals before she chose Shalby.
- Life of a critical patient with autoimmune neurological disease and severe comorbidities saved at Shalby Surat with a team of doctors
- Timely treatment of a 5 Year child at Shalby Jabalpur averts a major emergency. Had ingested a sharp pin and needed immediate intervention.
- Urgent cardiac intervention saves 35 years old's life at Shalby Indore. The patient had been ignoring symptoms and had suffered massive heart attack in office.
- Severe heart disease patient treated with pacemaker implantation with LBB technique and intravascular shockwave lithotripsy technique at Shalby Mohali. The techniques are novel and used very sparingly for very severe cases.
- Removed 10-11 cms of Fibroid Uterus by Morcelation technique and the patient was discharged in 48 hours
- Removal of 15mm Renal calculus with minimal incision & tubeless and the patient was discharged same day
- Patient finds relief from years of pain with Reverse Shoulder Replacement at Shalby Surat. This was a challenging and complex surgery.

ESG Mindset

“We at Shalby are embracing sustainability to drive new values to our business”



- We at Shalby are committed to embrace sustainability to drive new values to our business with best practices leading us towards a sustainable and profitable path forward.
- We at Shalby are embracing new solutions and technologies in areas like infrastructure, operations, supply chain, electrification energy, issues of employee and internal as well as other external stakeholders.
- We have always worked on enhancing our operational efficiencies and intelligent asset management to create more sustainable environment
- Our first ESG report and can be viewed on our website or click here: [Shalby ESG Report](#)

15 Healthcare Camps and screening 3700+ patients



Total Training Hours In Q1 FY23 – 16,629 Hours

11,728 hrs

Clinical Training

4,901 hrs

Non-Clinical Training

Community Connect



Workplace Wellness

Workforce Training



Business Update & Growth

THE ECONOMIC TIMES Industry
English Edition | Print Edition

Home ETPrime Markets News Industry RISE Politics Wealth Mutual Funds Tech Jobs Opinion NRI Panache

Auto Banking/Finance Cons. Products Energy Renewables Indl Goods/Svs Healthcare/Biotech Services Media/Ent

Business News > Industry > Healthcare/Biotech > Pharmaceuticals > Shalby to add 50 orthopaedic centres in 3-5 years

Shalby to add 50 orthopaedic centres in 3-5 years

By Viswanath Pilla. ET Bureau • Last Updated: Jun 21, 2022, 05:43 PM IST

Synopsis
The SOCE centres will have highly experienced and qualified specialists equipped with the latest high-definition arthroscopic systems to deliver state-of-the-art joint replacements with computer navigation technology.

Shalby's chairman and managing director Vikram Shah

Ahmedabad-based **Shalby Hospitals**, the healthcare chain known for joint replacement surgeries, said it will open **50 orthopaedic** centres across India and abroad in the next three to five years through franchise agreements.

Shalby's chairman and managing director **Vikram Shah** told ET in an interview that to ramp up the accessibility of orthopaedic services quickly, he has decided to take the asset-light route by establishing standalone **Shalby Orthopaedics Centres of Excellence (SOCE)**.

The SOCE centres will have highly experienced and qualified specialists equipped with the latest high-definition arthroscopic systems to deliver state-of-the-art joint replacements with computer navigation technology.

Shalby Hospitals positive on franchise and implants business growth

Shalby Hospitals is an expansion spree, and they are looking to take up the franchise route for the same. The company is looking to add 50 centres in the next 3-5 years and has already signed up for 5 of them. Out of the 5, 2 units are operational currently and another 3 are expected to come up in the second half of this year. The company is targeting Rs. 15 crore - Rs. 20 crore more revenues this year from franchise business and for the future has identified 30 cities for expanding through the franchise.

On the running business operation, **Shanay Vikram Shah of Shalby Hospitals** says that currently, they are witnessing significant pent-up demand in Q1/22 with a 25 percent volume uptick.

For the full year, he believes that the topline and bottom line can show a growth of 20 percent - 30 percent in FY23 on the back of improved volumes.

Shalby Hospitals positive on franchise and implants business growth

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Medical tourism is another factor expected to contribute to growth, currently the vertical has reached 80 percent of its pre-Covid level and management is expecting double-digit growth in medical tourism-led business to be witnessed pretty soon.

The asset light model with a franchise setup is expected to give a good boost to growth. The company is planning to invest Rs. 5 crore per franchise for medical equipment which is quite low from a working capital perspective. This will help the company to expand in newer geographies with less capital requirement where the company won't invest in land and building.

Implant business is also a key focus area for growth by the management. They have been doing business in US and Japan and planning to expand more into newer geographies. Management is looking to do Rs. 100 crore of business this year from this vertical. India and Southeast Asia are the geographies where the company is planning to expand and introduce new products as well. The company aims to scale up the business from the implant business to manufacture 5,000 components in the near term versus 3,000 months now. Times Now

SHALBY READY TO TACKLE COVID SURGE?

President Says
Seeing Significant Pent Up Demand

Shanay Vikram Shah of Shalby Hospitals on expansion plans amid COVID-19 | ET Now...

Updated: Jun 21, 2022 | 02:26 PM IST

Shanay Vikram Shah, President of Shalby Hospitals joins ET Now to weigh in on his company's expansion plans keeping in mind COVID-19. He shares insights about the growth of Shalby Hospitals and the vision to take the enterprise forward. Shalby Hospitals' growth is pegged at 20% with the EBITDA margin for the hospital being seen at a 20% for FY22. Mr. Shah is also saying that they are targeting Rs. 10-20 crore more revenue from the franchise business. Hospitals come under immense pressure due to the pandemic on the patient load and the need for quality medical services become paramount. Keep watching to know more about it! #ETNow #Hospitals #COVID-19

Innovative Business Models Reshaping Healthcare Opportunities In India

terms of improving healthcare and enhancing competitiveness among healthcare providers. The incorporation of these models by leading healthcare institutions is intrinsically realigning how the business models and healthcare treatments are driven by employing technology, patient data and advanced analytics into the mix

Severe corona attack exposed 'latent asthma' in many

Parth Shastri / TNN / Updated: May 3, 2022, 08:50 IST

ARTICLES

- Severe corona attack exposed 'latent asthma' in many
- Jewellers pin hopes on Aksha Trij to raise demand
- Ahmedabad: Women shift gears, beat men at clearing 4...
- Gujarat: 4

ARTICLES

- Severe corona attack exposed 'latent asthma' in many
- Jewellers pin hopes on Aksha Trij to raise demand
- Ahmedabad: Women shift gears, beat men at clearing 4...

AHMEDABAD: It has been exactly one year since Gujarat witnessed one of the worst phases of the Covid pandemic. The delta variant of the virus attacked the lungs, and many of the patients, who survived the worst of the infection, developed several lung issues including fibrosis.

As World Asthma Day is marked on May 3, city-based experts said that the number of patients with asthma has increased over the past year.

Interview of Dr Vikram Shah, CMD

संभलत और काम के बीच संतुलन जरूरी

डॉ. विक्रम शाह, अध्यक्ष, शालबी हॉस्पिटल, गुजरात

डॉ. विक्रम शाह, अध्यक्ष, शालबी हॉस्पिटल, गुजरात, ने कहा कि स्वास्थ्य सेवाओं को बढ़ावा देने के लिए डॉ. विक्रम शाह, अध्यक्ष, शालबी हॉस्पिटल, गुजरात, ने कहा कि स्वास्थ्य सेवाओं को बढ़ावा देने के लिए डॉ. विक्रम शाह, अध्यक्ष, शालबी हॉस्पिटल, गुजरात, ने कहा कि स्वास्थ्य सेवाओं को बढ़ावा देने के लिए...

Free Orthopedic & Other Health Check-up Camps at various locations.

World leader in Joint Replacement.

अलवर भास्कर 11-06-2022

स्वास्थ्य जांच शिविर का हुआ आयोजन

अलवर, चिकित्सा शिविर के दौरान उपस्थित कर्मचारी व अन्य।

अलवर में शालबी अहमदाबाद द्वारा आयोजित स्वास्थ्य जांच शिविर का शुभारंभ हुआ। शिविर में शालबी अहमदाबाद के डॉक्टरों ने शिविर में उपस्थित लोगों का स्वास्थ्य जांच किया। शिविर में शालबी अहमदाबाद के डॉक्टरों ने शिविर में उपस्थित लोगों का स्वास्थ्य जांच किया।

Business News This Week

Shalby Hospital Ahmedabad Launches Free Orthopedic & Joint Diseases Camps in North Eastern States

Shalby Hospital Ahmedabad has announced the launch of free orthopedic and joint diseases camps in North Eastern States. The camps are being organized in Assam, Guwahati, and Siliguri regularly for years. Now, it has now decided to launch its services to all other north eastern states of Manipur, Nagaland, Meghalaya, Arunachal Pradesh, Sikkim and Tripura with free consultation camps.

निःशुल्क हड्डी रोग परामर्श कैंप का आयोजन किया

अनिल सिखवाल/कट्टी विनय/अनमोल/व्याखर

शालबी अहमदाबाद के डॉक्टरों ने शिविर में उपस्थित लोगों का स्वास्थ्य जांच किया। शिविर में शालबी अहमदाबाद के डॉक्टरों ने शिविर में उपस्थित लोगों का स्वास्थ्य जांच किया।

SHALBY HOSPITALS: WORLD'S RENOWNED CENTRE FOR JOINT REPLACEMENT

DR VIKRAM I. SHAH
Chairman & MD, Shalby Hospitals

Shalby Hospital To Organize Freeortho & Joint Diseases Camps In NE

(MENAFN- Market Press Release) June 25, 2022 1:08 am - Shalby Hospital Ahmedabad has announced the launch of free orthopedic and joint diseases camps in north eastern states.

Shalby Hospital Ahmedabad has announced the launch of free orthopedic and joint diseases camps in north eastern states. Announcing the launch, Dr Bharat Gajjar, Global OPD Director, Shalby Hospitals said, "Our free orthopedic and joint camp is being organized in Dimapur in Nagaland on June 26 and in Imphal on June 27 and 28. Next month we will be holding camps in Shillong, Gangtok, Agartala and Itanagar. We plan to organize consultation camps and OPDs in all the north eastern states every month."

Besides close to 50 cities across India, Shalby has been organizing these OPDs in Assam in Guwahati and Siliguri regularly for years and has now decided to launch its services to all other north eastern states of Manipur, Nagaland, Meghalaya, Arunachal Pradesh, Sikkim and Tripura with free consultation camps.

Shalby Hospital launches free orthopaedic and joint diseases camps in North Eastern States

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Free Orthopaedics and joint pain consultation camp kicks off

IMPHAL, Jun 27: A two day free Orthopaedics and Joint Pain consultation camp was inaugurated by Thangmeibam AC MLA, Kh Jhoksan at Marwa Dharmsala at Thangal Bazar today. The free consultation camp was jointly organised by Shri Digambar Jain Samaj Imphal, Dr Vikram Shah, Shalby Multi-Specialty Hospital and Chamber of Commerce.

The inauguration programme was also attended by Shri Digambar Jain Samaj Imphal president, Ashok Patni and secretary Ajit Kala among others. Speaking at the occasion, Kh Jhoksan expressed gratitude to doctors of Shalby Multi-Specialty Hospital for conducting such free health consultation camps in Manipur. He appealed to all to take the benefits of the camp. The MLA also sought the attention of the Government to organise free health camps to ensure that the people of the State lead a healthy life. He further lauded the noble activities of Shri Digambar Jain Samaj Imphal for taking up welfare activities for the people of the State at times of need.

Shalby Jaipur completed 5 years

शैलबी हॉस्पिटल के स्वास्थ्य सेवा में पांच वर्ष पूरे

शैलबी हॉस्पिटल जयपुर ने स्वास्थ्य सेवा में अपने पांच साल पूरे कर लिए हैं। यह शैलबी की 11 अस्पतालों की शृंखला का एक हिस्सा है, जिसकी स्थापना जॉइंट रिप्लेसमेंट सर्जन डॉ. विक्रम शाह ने की थी। शैलबी जयपुर की स्थापना 2017 में हुई थी। यह 240 बेड का मल्टीस्पेशलिटी हॉस्पिटल है। शैलबी हॉस्पिटल के ग्रुप सीओओ डॉ. निरिता शुक्ला ने प्रेसवार्ता में बताया कि हमें पिछले 5 वर्षों में पांच साल पूरे करने पर गर्व है। हम अपने रोगियों को सर्वोत्तम स्वास्थ्य सेवाएं देने के लिए प्रतिबद्ध हैं। हमारे अस्पतालों में हड्डी रोग और जॉइंट रिप्लेसमेंट सर्जरी, आर्थ्रोस्कोपी और खेल चिकित्सा, रीढ़ और न्यूटन इनवैर्सिव स्पान सर्जरी, कार्डियोवैस्कुलर सर्जरी, सर्जिकल और रेडिएशन कैन्सर सेवाएं, न्यूरोलॉजी और न्यूरोसर्जरी आदि शामिल हैं। शैलबी विशेष रूप से अपने जॉइंट रिप्लेसमेंट, हृदय संबंधी सेवाएं और कैन्सर का उपचार जिसमें कैन्सर सर्जरी और रेडिएशन चिकित्सा शामिल है, के लिए जाना जाता है। इसने पिछले 80 दिनों में 800 जॉइंट रिप्लेसमेंट सर्जरी की है और नियमित रूप से न्यूटन इनवैर्सिव कार्डियक सर्जरी और न्यूरो रोगियों का इलाज किया है। इस अवसर पर शैलबी हॉस्पिटल जयपुर एंड मोहाली के क्लस्टर हेड अनुभव सुखवाणी, एजीपी कॉर्पोरेट डवलपमेंट शैलबी हॉस्पिटल डॉ. हार्दिक ठक्कर सहित अन्य लोग मौजूद थे।

Shalby starts free orthopedic & joint diseases camps in North East.



Shalby Hospital to organize freeorthopedic & joint diseases camps in NE

Shalby Hospital Ahmedabad has announced the launch of free orthopedic and joint diseases camps in north eastern states.

Announcing the launch, Dr Bharat Gajjar, Global OPD Director, Shalby Hospitals said, "Our free orthopedic and joint camp is being organized in Dimapur in Nagaland on June 26 and in Imphal on June 27 and 28. Next month we will be holding camps in Shillong, Gangtok, Agartala and Itanagar. We plan to organize consultation camps and OPDs in all the north eastern states every month."

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Shalby Hospitals, which is headquartered in Ahmedabad, is renowned for its orthopedic and joint replacement expertise. Besides, its hospitals spread in 8 Indian cities, it also holds these consultations in some countries in Africa.

Founded by Dr Vikram Shah, world-renowned joint replacement surgeon, Shalby has carved a niche in orthopedics and joint replacement since it was established 28 years back. It is a leader nationally in joint replacement surgeries accounting to around 75% of all joint replacement surgeries among private hospitals. It performs more than 10000 successful joint replacement surgeries every year. In total, more than 130000 successful joint replacement surgeries have been performed by Shalby.

Recently, a Ghana patient whose hip replacement surgery had failed six times was successfully operated by Dr Vikram Shah.

Shalby psychiatrist featured in an article on World No Tobacco Day

Teenage addiction to tobacco rises 35% in 5 years in city

CONTINUED FROM PAGE 1

In Kavaratti, a psychiatrist and an addiction specialist with a regional hospital in Maldives reported that the number of teenagers and young adults who are getting addicted to tobacco is rising. More than 14 lakh 25 lakh people in the Maldives are addicted to tobacco, which is a major public health problem, said Dr Kavaratti. In the last five years there has been a 35% surge in teenagers coming to the hospital for addiction to cigarettes, alcohol, and ADHD drugs. He said, "Most of the patients are aged students, who initially experimented with cigarettes, alcohol and weed at farmhouse parties with his friends. He then moved to MD drugs. His father who is a businessman and his mother who is a bank manager brought him to the de-addiction center after his habit went out of hand and he began to misbehave with his mother. The teen is on the way to recovery. Dr Kavaratti said.

In another case, a graduate from NID began to experiment with psychotropic substances while in Mumbai.

Dr Kavaratti, psychiatrist and addiction specialist

Dr Kavaratti, psychiatrist and addiction specialist

Shalby Hospitals achieves the milestone of treating 15000 West Bengal patients.



চিকিৎসা ক্ষেত্রে নতুন মাইলফলক স্থাপন করল আহমেদাবাদের শালবি হাসপাতাল

কলকাতা : ইউ প্রতিস্থাপন এবং অধি রেপের চিকিৎসার বিশ্ব বিখ্যাত আহমেদাবাদের শালবি হাসপাতাল এজেরের ১৫,০০০ পঁচিশে বাধা ও জটিল হাজারে অসুখে রোগী মনুষ্যকে সফল করে। কলকাতা, হাওড়া, আহমেদাবাদ, শিলিগুড়ি, বরদ্বার, বর্ধমান এবং দুর্গাপুরের মত এ রাজ্যের বিভিন্ন প্রান্তে সরকারি স্ব স্ব শালবি হাসপাতালে চিকিৎসা করতে যান। পাশাপাশি প্রতিবেশী রাজ্যের জামশেদপুর, ভিলি এবং বানারসের বহু প্রাচীন ইউ এবং হিপ প্রতিস্থাপন আবেশনসহরজগত সোমোনে দিয়ে থাকে। শালবির অধি রেপের কেস হিসেবে যারা হয়েছে।

কলকাতার ভবানীপুর এলাকার শান্তি গুয়েলমেন কোয়ারে দুপুর একটার সময় রোগীদের পরামর্শ দেন। ৬৩৫৭৩৯৫০০ নম্বরে ফোন করে রোগীর পরামর্শের জন্য নিজেদের নাম নথিভুক্ত করতে পারেন। ১৯৯৪ সালে আহমেদাবাদে বিশ্ব বিখ্যাত জয়েন্ট রিপ্লেসমেন্ট সার্ভার তথা বর্তমানে সংস্থার চেয়ারম্যান তথা ম্যানেজিং ডিরেক্টর ডা. বিক্রম শাহ ৬ শয্যা বিশিষ্ট ছোট হাসপাতালটি তৈরি করেন। তাঁর সুদৃশ্য নেতৃত্বে এই সময় এটি ১১টি মাল্টি স্পেশালিটি হাসপাতালের চেয়ে পরিচালিত হয়েছে, যার বিস্তার দেশের আটটি শহর জুড়ে। সাধারণ এটি জয়েন্ট রিপ্লেসমেন্ট এবং জটিল অস্ত্রোপচারের কেস হিসেবে যারা হয়েছে।

কলকাতার ভবানীপুর এলাকার শান্তি গুয়েলমেন কোয়ারে দুপুর একটার সময় রোগীদের পরামর্শ দেন। ৬৩৫৭৩৯৫০০ নম্বরে ফোন করে রোগীর পরামর্শের জন্য নিজেদের নাম নথিভুক্ত করতে পারেন। ১৯৯৪ সালে আহমেদাবাদে বিশ্ব বিখ্যাত জয়েন্ট রিপ্লেসমেন্ট সার্ভার তথা বর্তমানে সংস্থার চেয়ারম্যান তথা ম্যানেজিং ডিরেক্টর ডা. বিক্রম শাহ ৬ শয্যা বিশিষ্ট ছোট হাসপাতালটি তৈরি করেন। তাঁর সুদৃশ্য নেতৃত্বে এই সময় এটি ১১টি মাল্টি স্পেশালিটি হাসপাতালের চেয়ে পরিচালিত হয়েছে, যার বিস্তার দেশের আটটি শহর জুড়ে। সাধারণ এটি জয়েন্ট রিপ্লেসমেন্ট এবং জটিল অস্ত্রোপচারের কেস হিসেবে যারা হয়েছে।



নজর কাড়ছে শালবি হাসপাতাল

কলকাতার ভবানীপুর এলাকার শান্তি গুয়েলমেন কোয়ারে দুপুর একটার সময় রোগীদের পরামর্শ দেন। ৬৩৫৭৩৯৫০০ নম্বরে ফোন করে রোগীর পরামর্শের জন্য নিজেদের নাম নথিভুক্ত করতে পারেন। ১৯৯৪ সালে আহমেদাবাদে বিশ্ব বিখ্যাত জয়েন্ট রিপ্লেসমেন্ট সার্ভার তথা বর্তমানে সংস্থার চেয়ারম্যান তথা ম্যানেজিং ডিরেক্টর ডা. বিক্রম শাহ ৬ শয্যা বিশিষ্ট ছোট হাসপাতালটি তৈরি করেন। তাঁর সুদৃশ্য নেতৃত্বে এই সময় এটি ১১টি মাল্টি স্পেশালিটি হাসপাতালের চেয়ে পরিচালিত হয়েছে, যার বিস্তার দেশের আটটি শহর জুড়ে। সাধারণ এটি জয়েন্ট রিপ্লেসমেন্ট এবং জটিল অস্ত্রোপচারের কেস হিসেবে যারা হয়েছে।



পশ্চিম বঙ্গাল কে ১৫ হাজার মর্টারীকা ইলাজ করত বুকাই থেকে হাটপাল

কলকাতা. অসুখে রোগীকে শালবি হাসপাতালে, জোড়ার কো বন্ধনে আর অসুখে রোগীদের কে ধীরে ধীরে উল্লেখ্যেরীকে চলতে দুনিয়ায় মনোহর, নে জোড়ার কে বর্ধ আর অসুখে রোগীদের বর্মারীকা বর্ধ বঙ্গাল কে ১৫ হাজার মর্টারীকা ইলাজ সামলসুখক বিয়াই হই. মর্টারীকা ইলাজ পশ্চিম বঙ্গাল কে মর্টারীকা ইলাজ কোলকাতা হই. দুকে প্রত্যা হারবু, অসুখে রোগীকে, মিললুগুড়ি, কামরূম, বর্ধমান আর কুমিল সে মর্টারীকা জা জা হই. জয়েন্ট রিপ্লেসমেন্ট সার্ভার আর শালবি কে বর্ধমান সহ মর্টারীকা ইলাজের বর্ধ বিক্রম শাহ কহাই হ: সুখে রোগীকে হি বি বঙ্গাল কে লেগাঁ ম জলাজ কে লিগা ম পর পরমা বিয়াই হই. মর্টারীকা কে বর্ধ আর জিলে অসুখে রোগীদের বর্ধ হজা হা হা সাল সে মর্টারীকা ইলাজ সে কর হই.

Our cardiologist featured in an article on heart health in The World, one of the leading magazines of India.

Heart of the matter

Managing stress, following a healthy diet and adopting novel treatment methods can help in dealing with elevated levels of LDL, a common culprit behind cardiovascular problems

There are 39 million people in India who are at risk of heart disease, according to a report by the Ministry of Health and Family Welfare. The report says that the number of people who are at risk of heart disease is increasing rapidly. This is due to a number of factors, including a sedentary lifestyle, poor diet, and smoking. The report also says that heart disease is the leading cause of death in India. This is a worrying trend, as heart disease is a preventable condition. By following a healthy diet, exercising regularly, and managing stress, you can reduce your risk of heart disease. The report also says that heart disease is a preventable condition. By following a healthy diet, exercising regularly, and managing stress, you can reduce your risk of heart disease.

cardiologist, Shalby Hospitals, India. It is a leading magazine of India. The report says that the number of people who are at risk of heart disease is increasing rapidly. This is due to a number of factors, including a sedentary lifestyle, poor diet, and smoking. The report also says that heart disease is the leading cause of death in India. This is a worrying trend, as heart disease is a preventable condition. By following a healthy diet, exercising regularly, and managing stress, you can reduce your risk of heart disease. The report also says that heart disease is a preventable condition. By following a healthy diet, exercising regularly, and managing stress, you can reduce your risk of heart disease.

Shalby Jaipur completed five years. It is the biggest joint replacement center of Rajasthan and one of the leading hospitals in cardiac treatment



Shalby's Head of Hip Surgery curated India's First Joint Implants Museum that opened in Ahmedabad recently



Santa Cruz Development Update

Business Model: **Revenue Sharing**

Bed Capacity: **175**

Operating and Management Term: **30 + 30 years**

Operationalization Year: **FY 2025-26**

Estimated Cost: **Rs. 1,600 million**

Approval awaited from Brihanmumbai Municipal Corporation (BMC). Formed a wholly owned subsidiary in the name of Shalby Hospitals Mumbai Private Limited to manage Mumbai hospital



- A 175 bedded hospital in the heart of Mumbai, Santacruz, to be equipped with state-of-the-art equipment and technology
- Diversifying Shalby presence by entering into attractive Mumbai market
- Leveraging Shalby brand of multi-specialty and catering to higher health-conscious demography with higher per-capita income to avail services

Nashik Development Update

Business Model: **Revenue Sharing Asset Light Model**

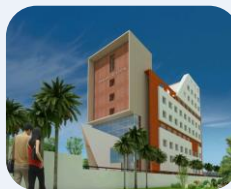
Bed Capacity: **146**

Operating and Management Term: **30 years**

Operationalization Year: **FY 2023**

Estimated Cost: **Rs. 310 million**

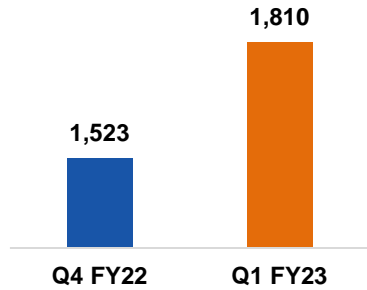
Brownfield development with Shalby to invest in medical equipments. Shell structure is ready. MEP and interior work is underway



- Brownfield expansion into Nashik under Operations and Management arrangement
- Infrastructure will be built by Samruddhi (partner) and on completion will hand over to Shalby for managing the hospital
- Shalby will invest only into equipment's

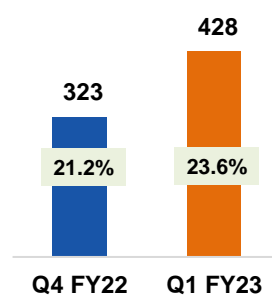
Q1 FY2023 Performance Highlights (QoQ)

Rs. million



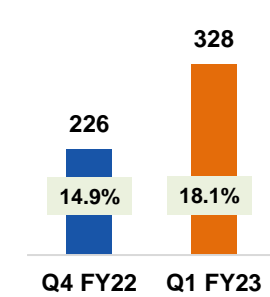
Total Income

↑ 19%



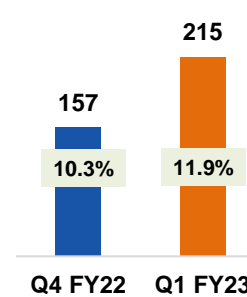
EBITDA

↑ 32%



Profit Before Tax¹

↑ 44%



Profit After Tax

↑ 37%



11,044

In-Patients Count

↑ 15%



1,11,961

Out-Patient Count²

↑ 9%



7,211

Surgeries Count

↑ 30%



557

Occupied Beds

↑ 12%

- Total Income of Rs.1,810 mn grew by 19% q-o-q primarily driven by rise in elective surgeries which drove our core specialties
- EBITDA of Rs 427 mn, grew by 32% q-o-q
- EBITDA margin of 23.8% in Q1 FY23 as compared to 21.2% in Q4 FY22
- Profit before tax of Rs 327 mn, grew by 44% q-o-q
- Surgery count of 7211, increased by 30% q-o-q
- Occupied beds increased to 557 up by 12% q-o-q
- Home Care revenue of Rs. 21.5 mn grew by 13% q-o-q
- Home care patients served in Q1 FY23 were 5868 as compared to 5198 patients in the previous quarter
- International revenue of Rs 24 million grew by 47 % q-o-q

Home Care (Q1FY23)



24,665

No of Visits



5,868

No of Patients



21.5 mn

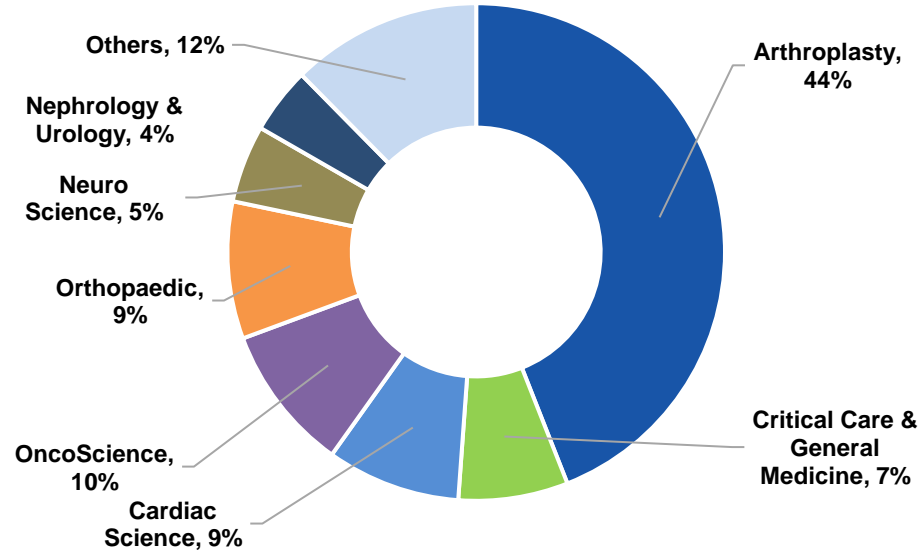
Revenue

Notes:

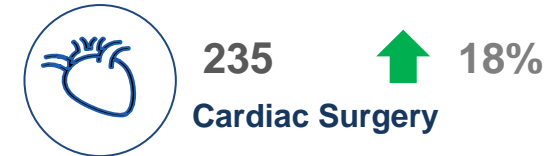
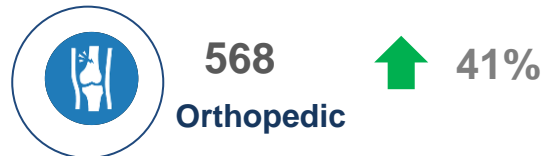
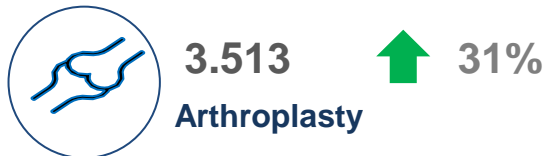
- PBT is before Exceptional Items
- Out-Patient Count is excluding Vaccination counts
- All numbers are on Standalone basis

Highest Revenue contribution from Pharmacy, Physio, Pathology and Attendant services with Ahmedabad, Surat and Jaipur each contributing more than 20% in Q1FY23 for home care

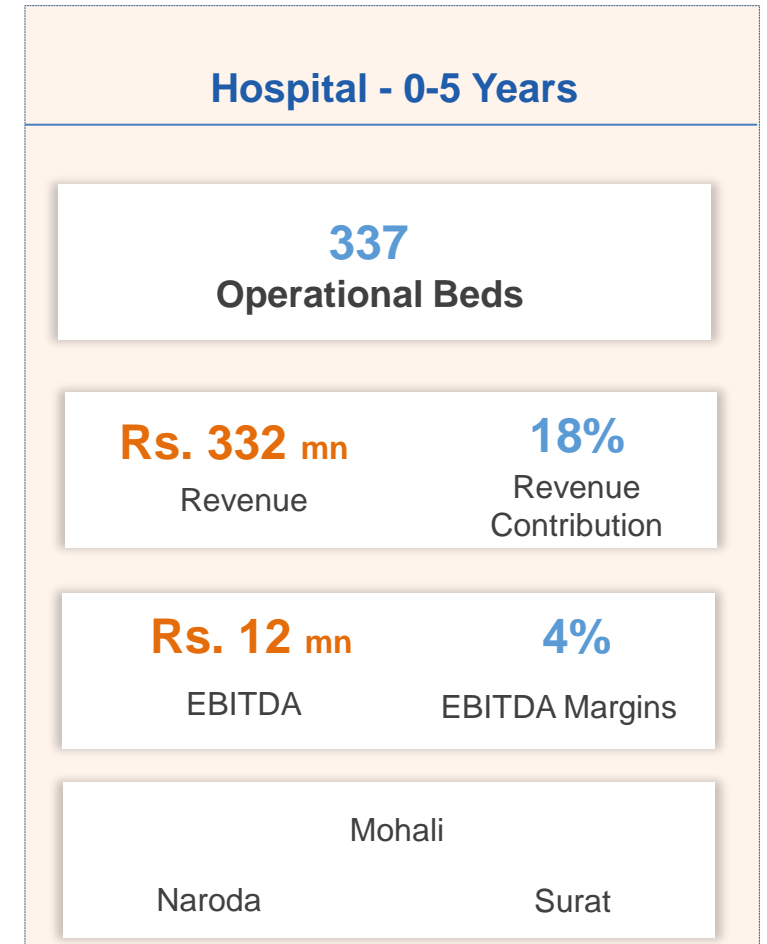
Revenue Mix : Q1 FY2023



Q1 FY2023 Surgery Count and Q-o-Q Growth



Q1 FY2023 Hospital Performance (Maturity wise)

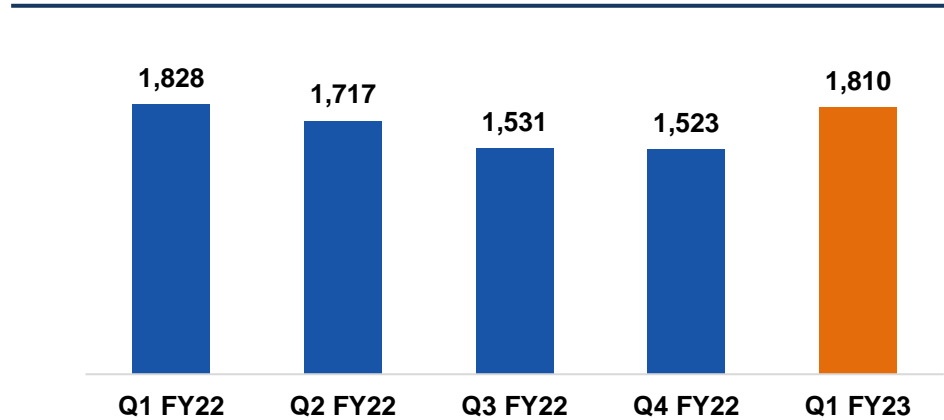


Notes:

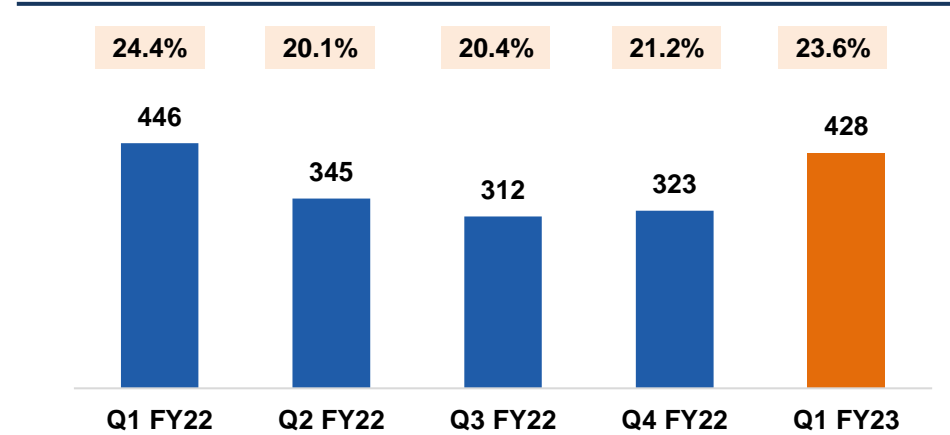
- 1. Revenue and EBITDA above are at unit level
- 2. All numbers are on standalone basis and for Q1 FY23
- 3. Vapi has moved to 10+ years from 5-10 years and Jaipur moved to 5-10 years from 0-5 years

Q1 FY2023 Performance Trends

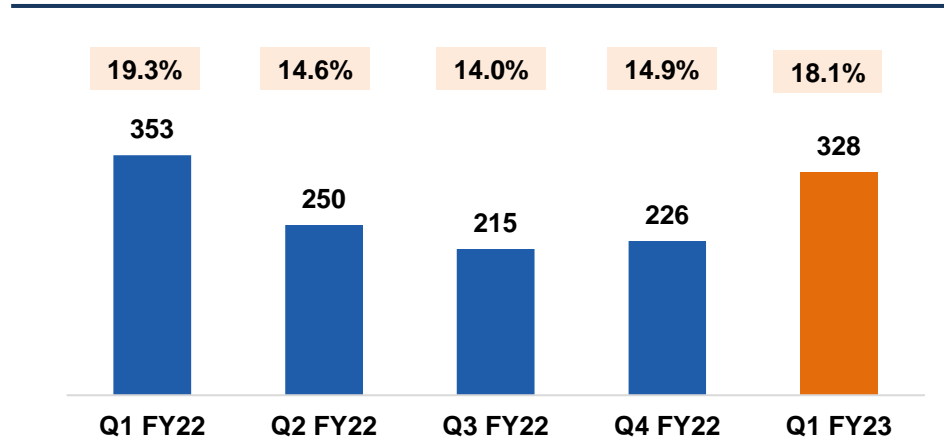
Total Revenue (Rs. Mn)



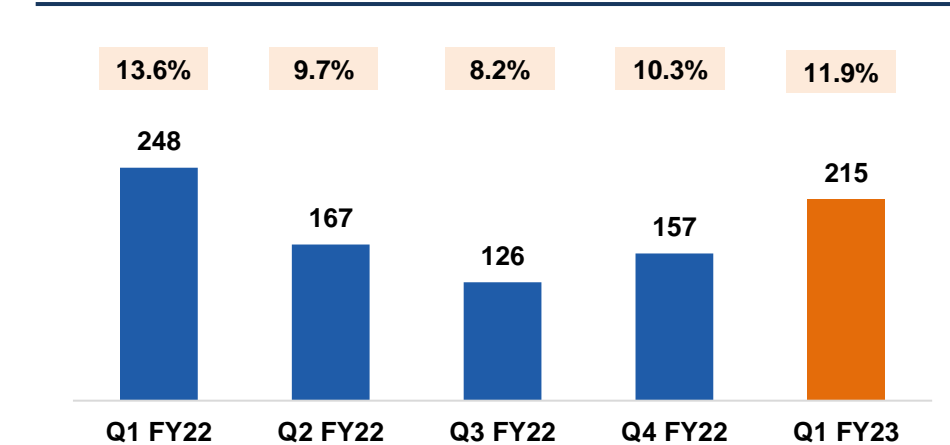
Operating EBITDA (Rs. Mn) and Margin



PBT (Rs. Mn) and Margin



Reported PAT (Rs. Mn) and Margin



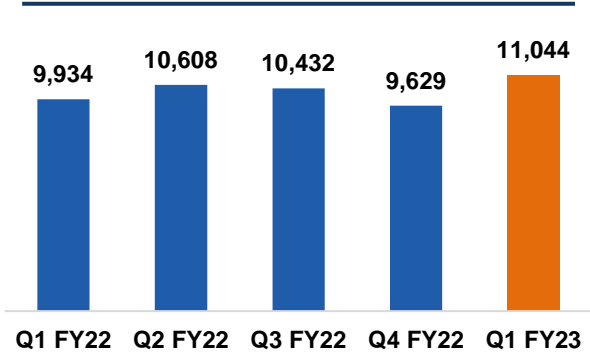
Note.

1. Q1FY22 includes COVID Revenue of Rs 1000 mn
2. PBT is before exceptional items
3. All numbers are on Standalone basis

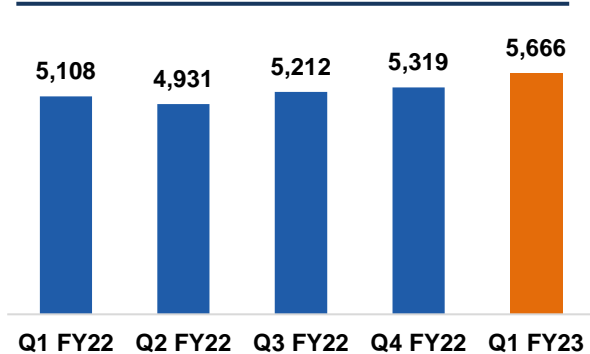
Q1 FY2023 Performance Trends

Robust operational performance with growth In-Patients count and Surgery count resulting in higher ARPOB q-o-q basis

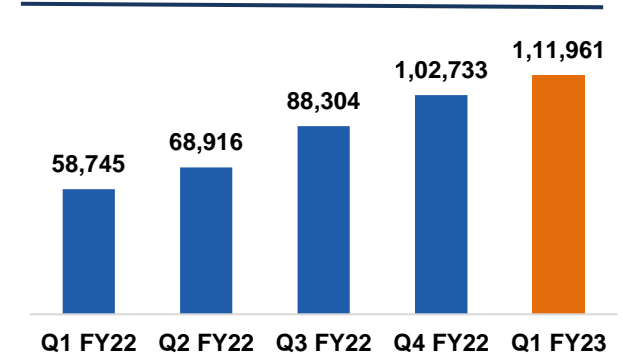
In Patients Count



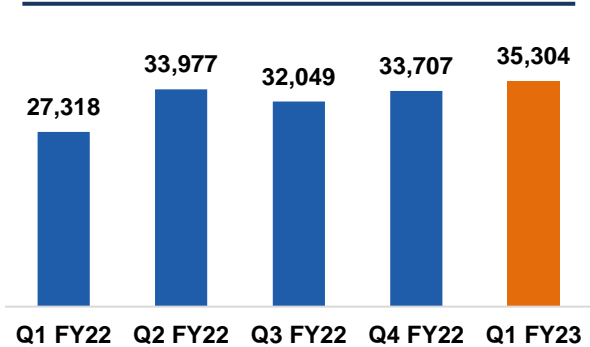
Day Care Patients Count



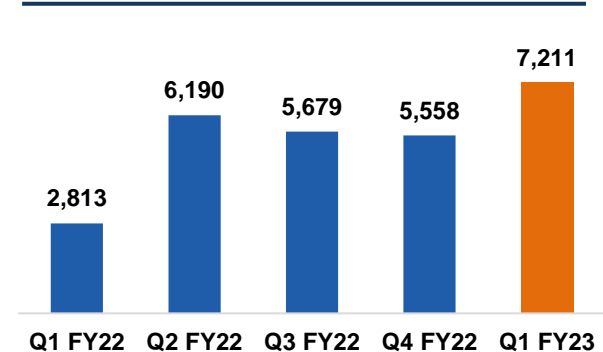
Out-Patients Count



ARPOB (Rs.)



Surgery Count

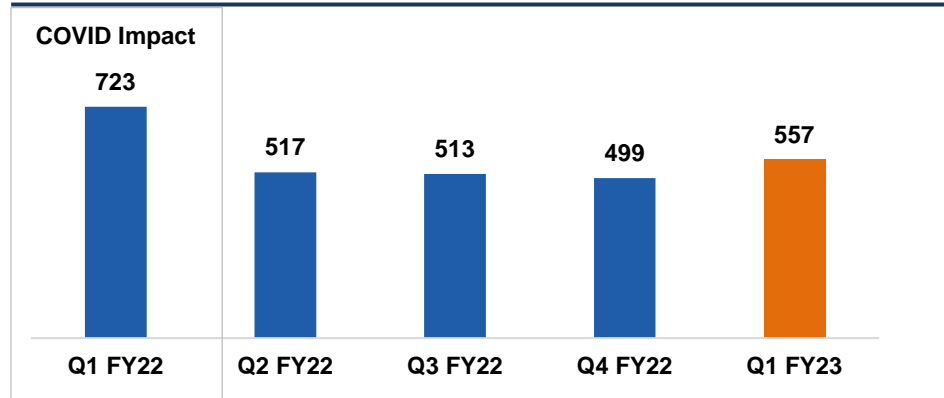


Notes:

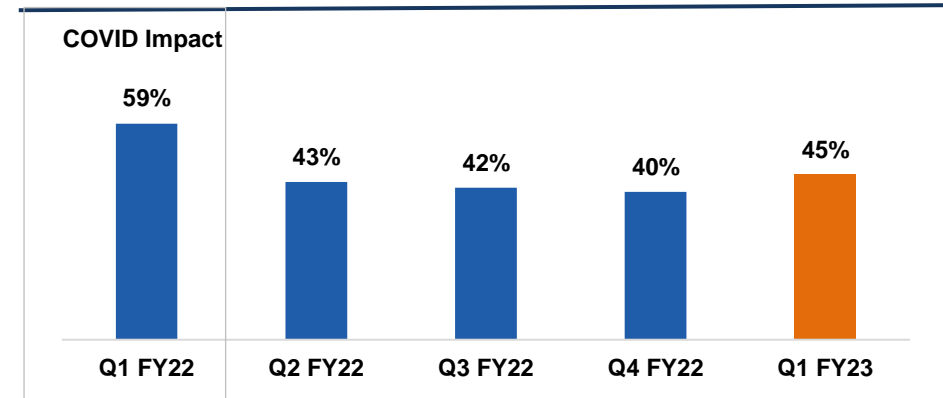
- 1. Outpatients count excluding Vaccination doses which is 38773 in Q1 FY23,
- 2. ARPOB is excluding Vaccination revenues
- 3. All numbers are on Standalone basis

Q1 FY2023 Performance Trends

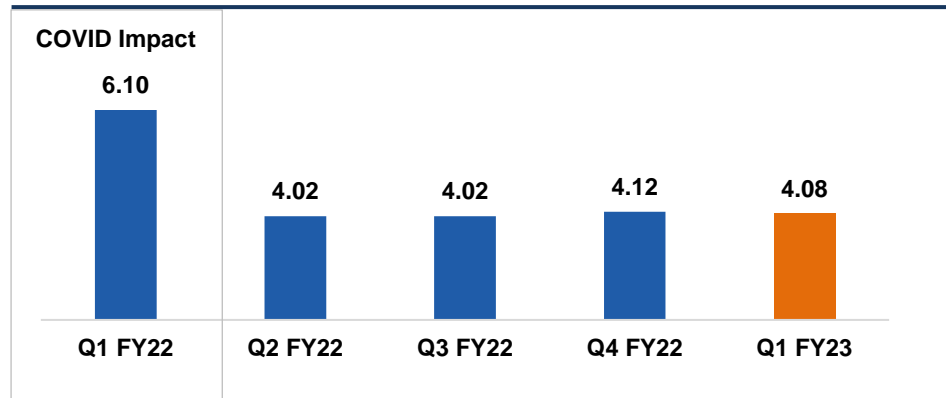
No of Bed Occupied



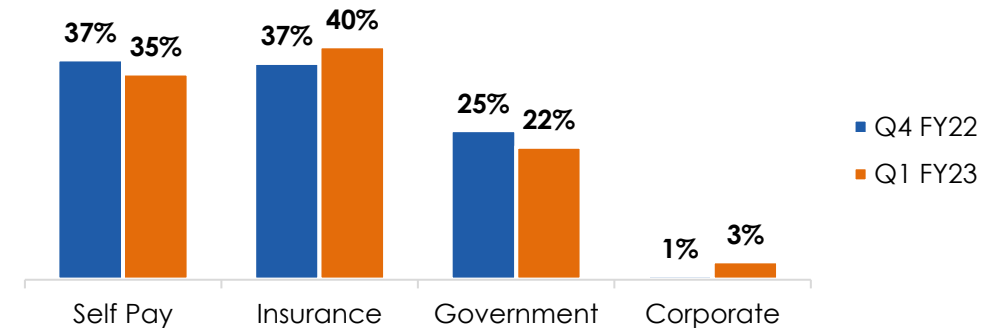
Occupancy Rate*



Average Length of Stay (ALOS)



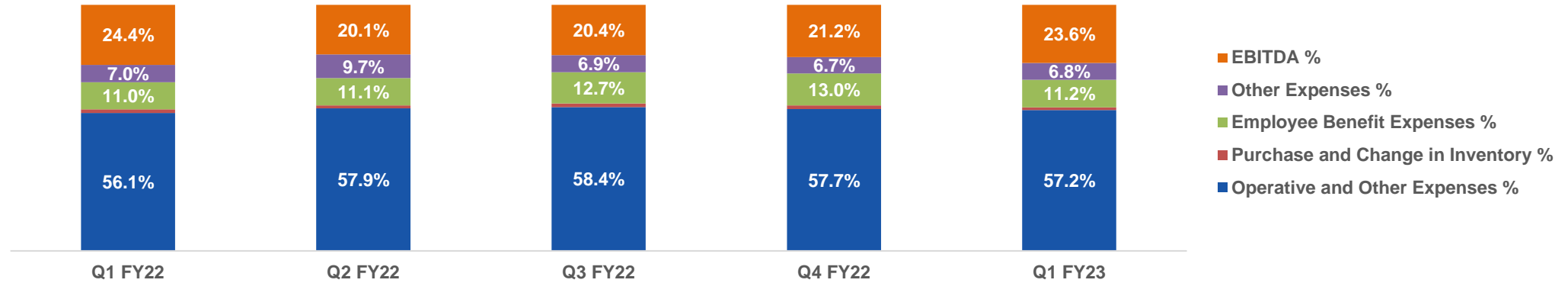
Revenue by Payor Mix



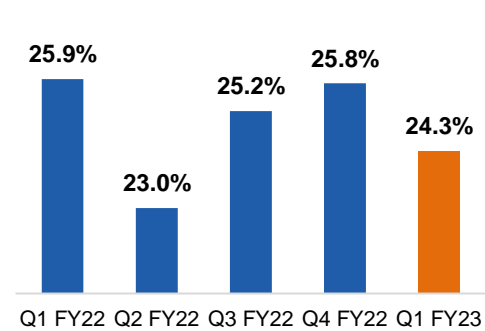
Notes:

1. Occupancy rate is on the basis of operational beds. Operational beds Q1 FY23 – 1235, Q3&4 FY22- 1235, Q2 FY22 – 1,200, Q1 FY22 – 1,224,
2. ALOS is excluding Day Care
3. All numbers are on Standalone basis

Total Revenue to EBITDA Bridge

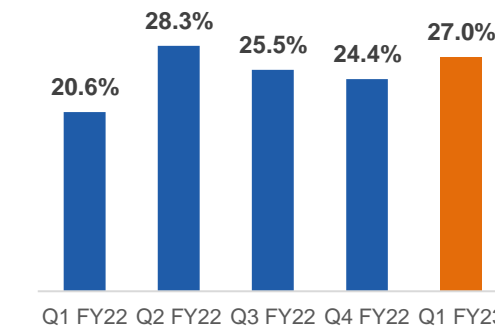


Doctor Costs as % of Revenue from Operations



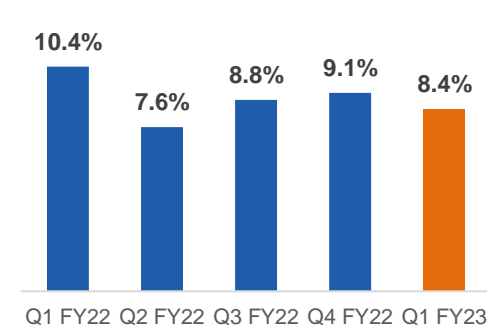
Q1 FY23 Rs. 430 mn | Q4 FY22 Rs.382mn

Consumables as % of Revenue from Operations



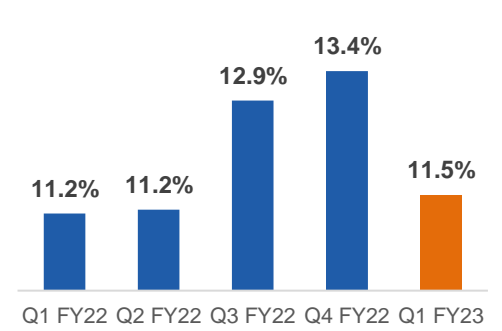
Q1 FY23 Rs. 478 mn | Q4 FY22 Rs. 361mn

Other Operative Expense as % of Revenue from Operations



Q1 FY23 Rs. 148 mn | Q4 FY22 Rs. 135 mn

Employee Costs as % of Revenue from Operations



Q1 FY23 Rs. 204 mn | Q4 FY22 Rs. 198 mn

Notes:

- Total Operating Expenses comprises of Operative and other expenses, Purchase and Change in Inventory, Employee costs and Other Expenses
- All numbers are on Standalone basis

Q1 FY2023 Performance Highlights

Particulars (in Rs. Millions)	Q1 FY23	Q4 FY22	QoQ Growth	Q1 FY22	YoY Growth
In-Patient Count (Nos.)	11,044	9,629	14.7%	9,934	11.2%
Day-Care Patient Count (Nos.)	5,666	5,319	6.5%	5,108	10.9%
Out patient Count (Nos.)	1,11,961	1,02,490	9.2%	58,745	90.6%
Surgeries Count	7,211	5,558	29.7%	2,813	156.3%
ARPOB (In Rs.)	35,304	33,707	4.7%	27,318	29.2%
Operational Beds (Nos.)	1,235	1,235	0.0%	1,224	0.9%
Occupancy (Beds)	557	499	11.5%	723	(22.97)%
Occupancy (%) (based on operational beds)	45.1%	40.4%	466 bps	59.1%	(1,397) bps
Average Length of Stay (without Daycare)	4.08	4.12	(1.0)%	6.10	(33.2)%

Notes:

1. Out-Patient Count is excluding Vaccination Count
2. Operational beds and Occupancy is excluding Zynova beds

Q1 FY2023 Performance Highlights - Standalone

Particulars (in Rs. Millions)	Q1 FY23	Q4 FY22	QoQ Growth	Q1 FY22	YoY Growth
Revenue from Operations	1,771	1,478	19.8%	1,801	(1.7)%
Other Income	39	45	(12.6)%	27	47.4%
Total Income	1,810	1,523	18.9%	1,828	(0.9)%
Expenses					
COGS	1,056	901	17.2%	1,052	0.4%
<i>% of Total Income</i>	<i>58%</i>	<i>59%</i>		<i>58%</i>	
Employee Benefit Expenses	203	198	2.8%	201	0.8%
<i>% of Total Income</i>	<i>11%</i>	<i>13%</i>		<i>11%</i>	
Other Expenses	123	101	21.7%	129	(4.1)%
<i>% of Total Income</i>	<i>7%</i>	<i>7%</i>		<i>7%</i>	
Total Operating Costs	1,383	1,200	15.2%	1,382	0.0%
<i>% of Total Income</i>	<i>76.4%</i>	<i>78.8%</i>		<i>75.6%</i>	
EBITDA	428	323	32.4%	446	(4.0)%
EBITDA Margins	23.6%	21.2%		24.4%	
Depreciation and Amortisation Expenses	93	89	3.5%	86	7.5%
Finance Cost	7	7	5.2%	7	6.1%
PBT before Exceptional Items	328	226	44.7%	353	(7.0)%
Exceptional items	0	0	na	0	na
PBT	328	226	44.7%	353	(7.0)%
Tax Expenses	57	41	38.4%	67	(15.3)%
Adjusted PAT	271	186	46.1%	286	(5.1)%
Adjusted PAT Margins %	15.0%	12.2%		15.6%	
Additional tax expense as per the regulatory requirements	56	29	95.0%	37	50.5%
Reported PAT	215	157	37.1%	248	(13.5)%
PAT Margins %	11.9%	10.3%		13.6%	

Notes:

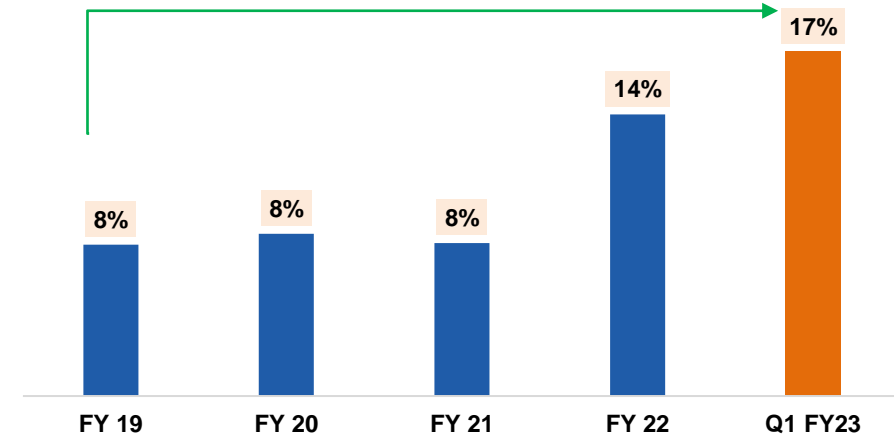
- Margins are calculated on the basis of Total Revenue
- All numbers are on Standalone basis

Net cash positive balance sheet to support future growth plans. Double digit ROCE of 17% on Q1 FY23 annualized basis

Well Capitalized Balance Sheet to Fund the Growth Capex Plans

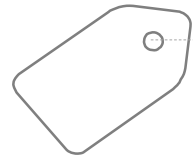
Figures in Rs Million	FY 19	FY 20	FY 21	FY22	Q1 FY23
Cash and Investments (A)	861	1,024	1,343	1,964	1,743
Gross Borrowings (B)	708	622	440	413	487
Net Cash (A-B)	153	402	903	1,551	1,255
Equity	7,940	8,138	8,496	9,067	9,206

Return on Capital Employed



Notes:

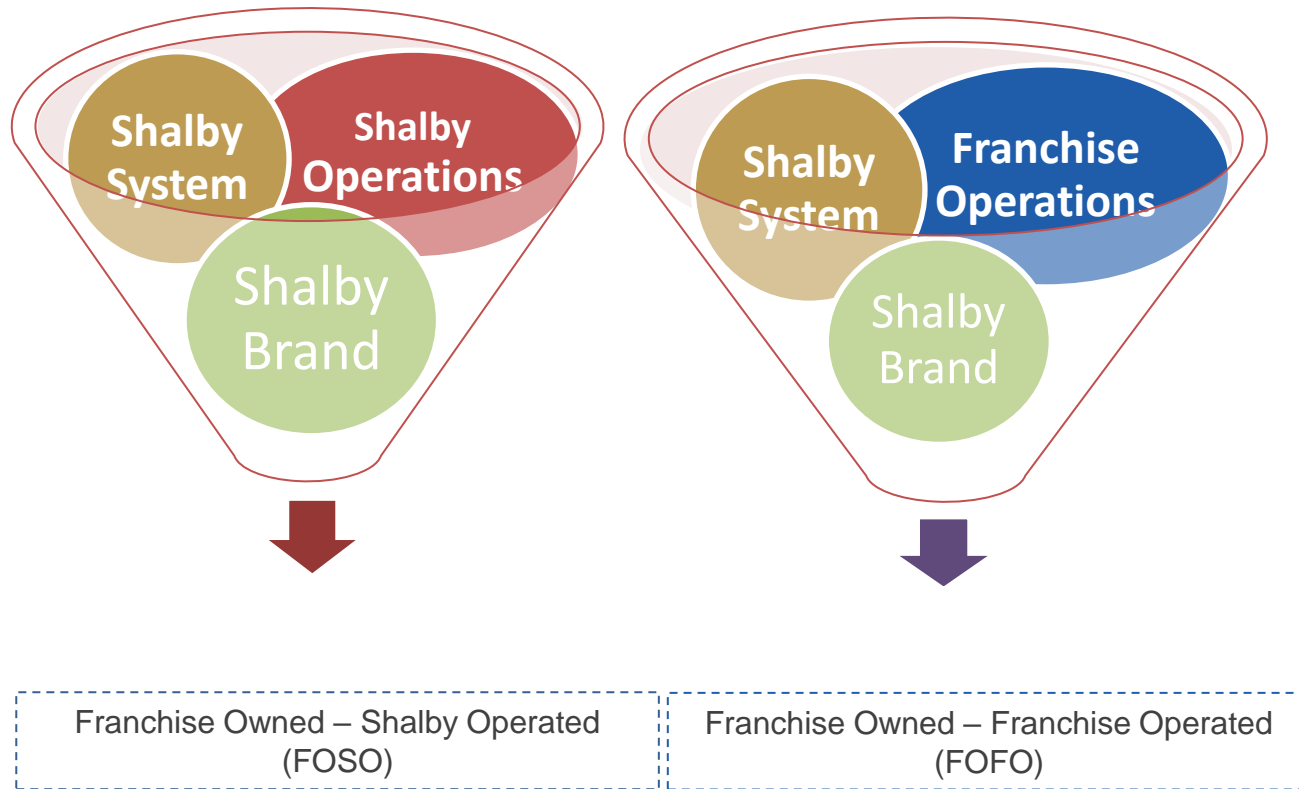
1. ROCE is calculated as EBIT / Capital Employed. (Capital Employed = Total Equity + Net Debt)
2. All numbers are on Standalone basis



FRANCHISE BUSINESS – SOCE (Q1 FY23)

SHALBY ORTHOPEDIC CENTRE OF EXCELLENCE

An Asset light franchise model will leverage Shalby expertise and enable to penetrate faster across pan-India



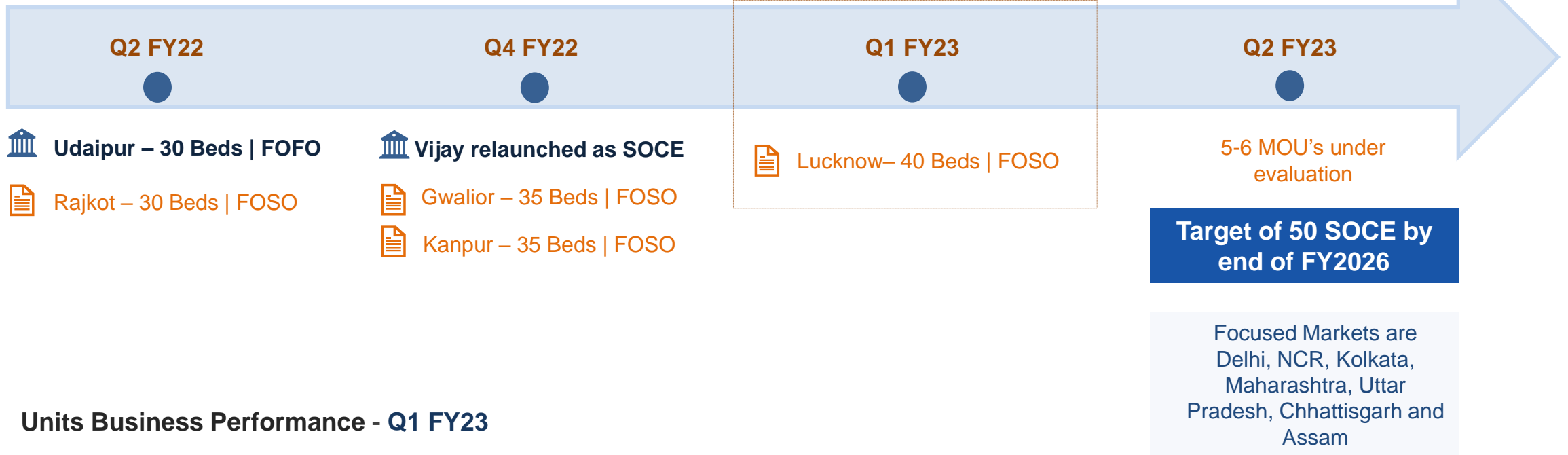
FOSO Model

- Franchisee is responsible for all capex
- Managed and operated by Shalby
- Franchisee to Receive %age of Revenue

FOFO Model

- Franchisee is responsible for all capex & opex
- Managed and operated by Franchisee
- Provide Shalby systems (HIS, procurement, manpower planning etc)
- All hospital activities will be supervised and governed by Shalby SOP
- Shalby To Receive management fees % age of Revenue

MOUs signed & Operationalised with Future Plan In Place

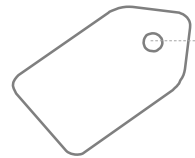


Units Business Performance - Q1 FY23

	Vijay	Udaipur ²
Total Surgeries (Count)	43	67
Total Revenue (INR MN)	11 ¹	10

Note:

1. Includes Vaccination revenue of INR 2.85 MN
2. Franchise Owned and Franchise Operated (FOFO)



SHALBY ACADEMY (Q1 FY23)

Q1 FY2023 highlights

1. Trained more than **445 students** on the various disciplines like Physiotherapy, Nursing, Lab Technician Nutrition & Dietetic, Clinical, Paramedics, Hospital Management and Pharmacy as part of their academic outreach.
2. **90 students** enrolled in One year of Diploma program on various paramedical courses in affiliation with the National Council of Paramedical (NCPD), Delhi.
3. **22 students** enrolled for 6 months of **Certification Program in Infection Control and Critical Care** in affiliation with **Ganpat University, Gujarat**
4. **21 students** enrolled for **e-course in Advance Certificate in Hospital Management** in affiliation with IIPH University, Gandhinagar

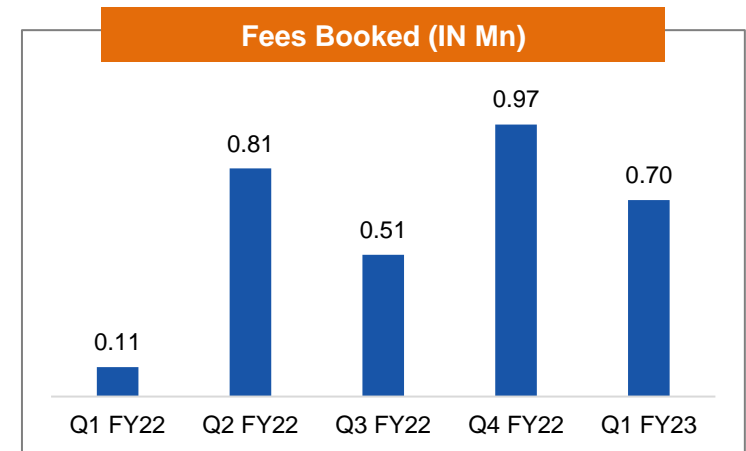
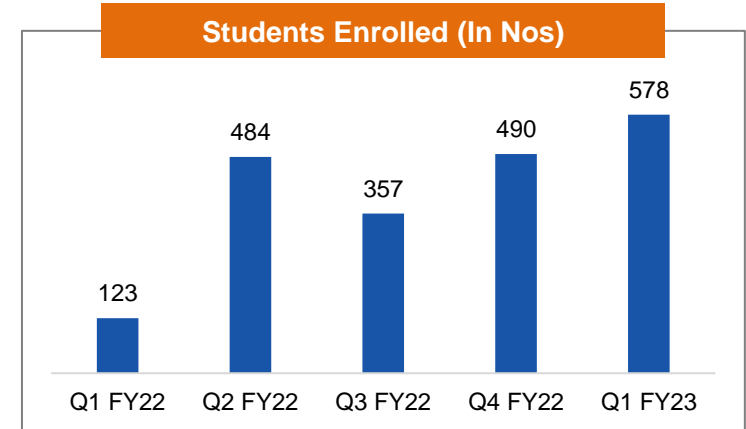
Total of 150 MOUs including **9 MOUs signed** during Q1 FY23 with various Physiotherapy, Allied Health Science, and Nutrition & Dietetic colleges for providing hands-on-trainings to students

Alumni Meet at Ahmedabad, Indore, Jaipur and Jabalpur



Partnering with General Nursing Leadership Academy (**GNLA**) for providing online learning hub for medial professionals for upgrading their healthcare knowledge. This partnership will help students in the following ways:

- International standards of Curriculum
- Learning multiple global nursing protocols
- Interactive Sessions
- Mutual Development & Training
- Faculty Development Programs
- Opportunity for an internship at Shalby



Well Equipped Simulation Lab



Our Strengths

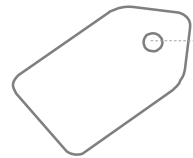
- Availability of Simulation Lab for experiential learning
- Certified clinical (BLS) trainers
- Equipped with digital LMS platform
- Availability of clinical in-house experts
- Associated with renowned Healthcare Universities
- Vast Alumni network across Pan India

Academic Partnership



Various Categories of Courses

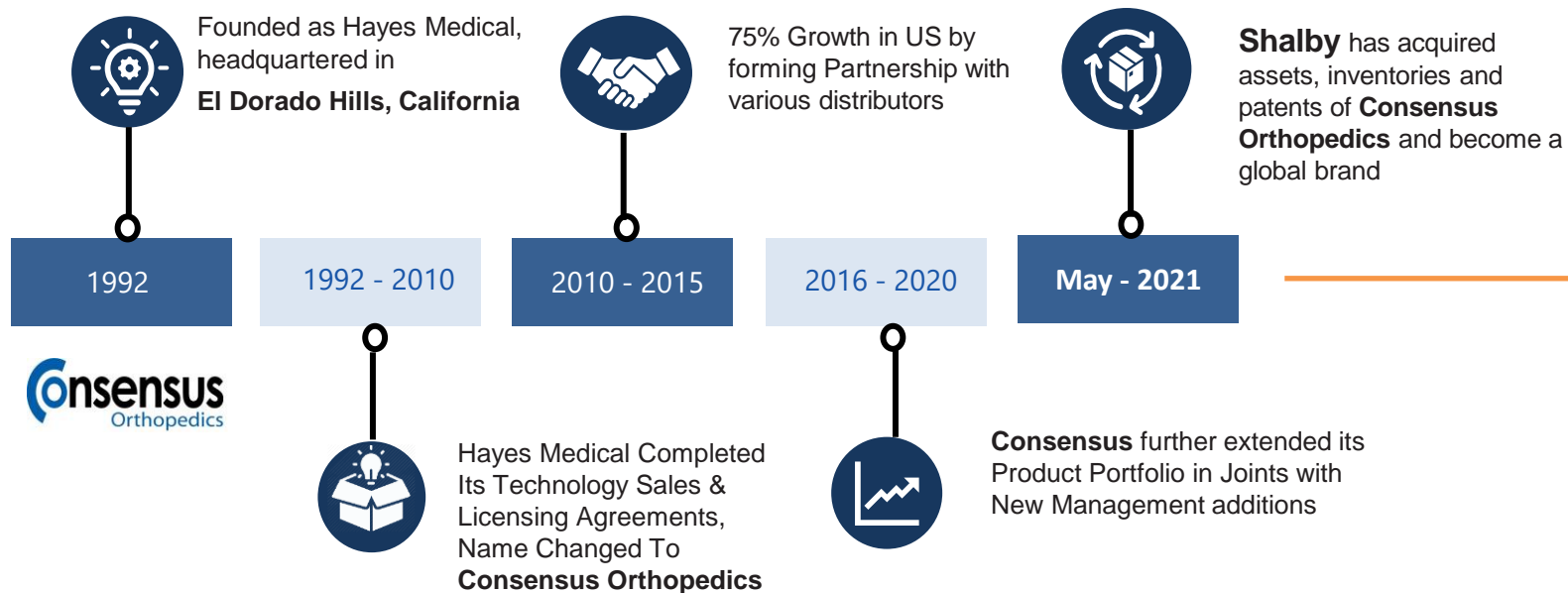
- Up-skilling Courses for Nurses
- Management programs in healthcare and hospital management
- Fellowship programs for Doctors
- Courses in Allied Health Science
- Life Saver trainings and programs
- Internship and observer-ship programs



IMPLANT BUSINESS (Q1 FY23)

Diversified into Implants Manufacturing By Acquiring Consensus Orthopedics Assets

Background of Consensus



Shalby Advanced Technologies Inc.
 El Dorado Hills, California

Other Key Facts



Golden Milestone

Over 100,000 Joints

With ZERO Product Recall



Notes:
 * Potential Capacity

Implant Business - Focused Key Joint Demographic Markets

Shalby Advanced Technologies plans to reach out globally in a phased manner

Current Presence

North America

Japan



Phase 1

- India** (already soft launch)
- South East Asian Countries**
 - Indonesia,
 - Malaysia
 - Philippines
 - Vietnam
- South Asian Countries**
 - Bangladesh
 - Nepal

Phase 2

- Middle East Countries**
 - UAE
 - Saudi Arabia
 - Oman
- European Countries**

Phase 3

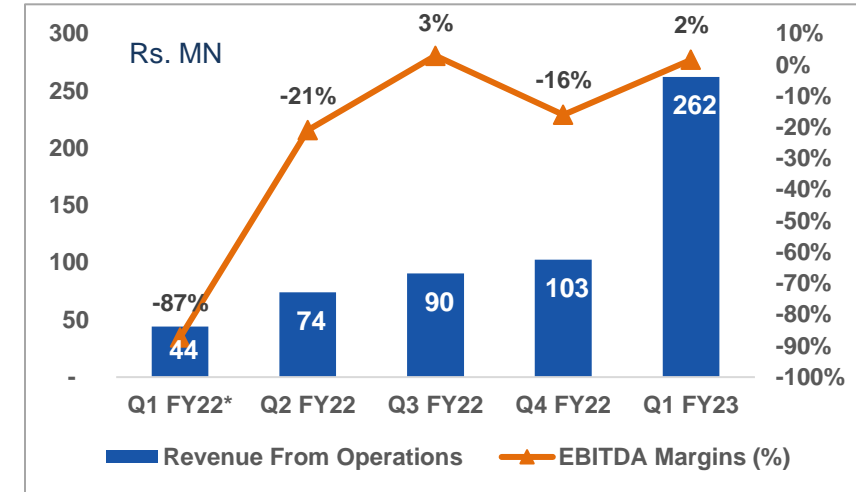
- East Africa**
 - Kenya
 - Ethiopia
 - Tanzania
- CIS Countries**

Currently we are in Phase-1

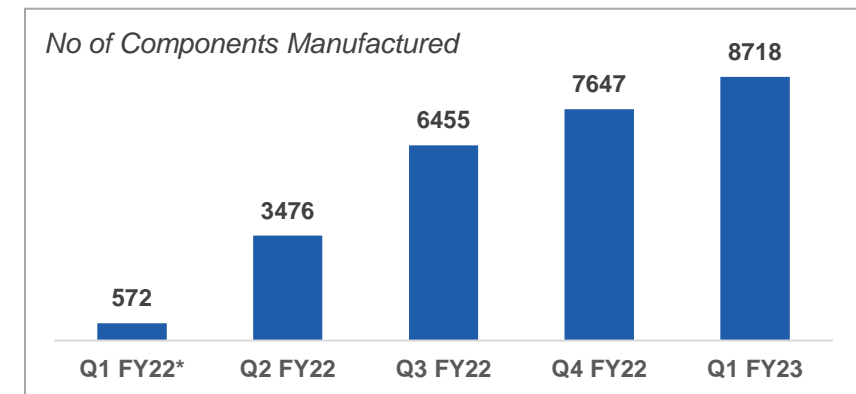
Key Performance Highlights

- In Q1 FY23, recorded total revenues of Rs 262 mn (April'22 to June'22) grew by 156% q-o-q also includes Rs 118 mn sales to India
- Out of US sales. product mix with Knee and Hip segment contributing ~50% and ~50% respectively and customer mix with Retail and Wholesale contributing 55% and 45% respectively
- Ramping up production to support sales growth in US and India and is expected to increase to ~5000 components soon
- Re-engineering the production process to reduce cost of production
- Continue to hire and train shop floor personnel to support rise in production
- Post received import license, started using consensus implants in India with soft launch and there has been an encouraging response
- Actively working on improvements with new variant and its instrumentation designing
- Mainly focus is on enhancing operational efficiency and optimizing available capacity
- On track to deliver INR 1000 million sales in FY23

Growing towards operational breakeven



Ramping up production QoQ



*Operative only for 45 days

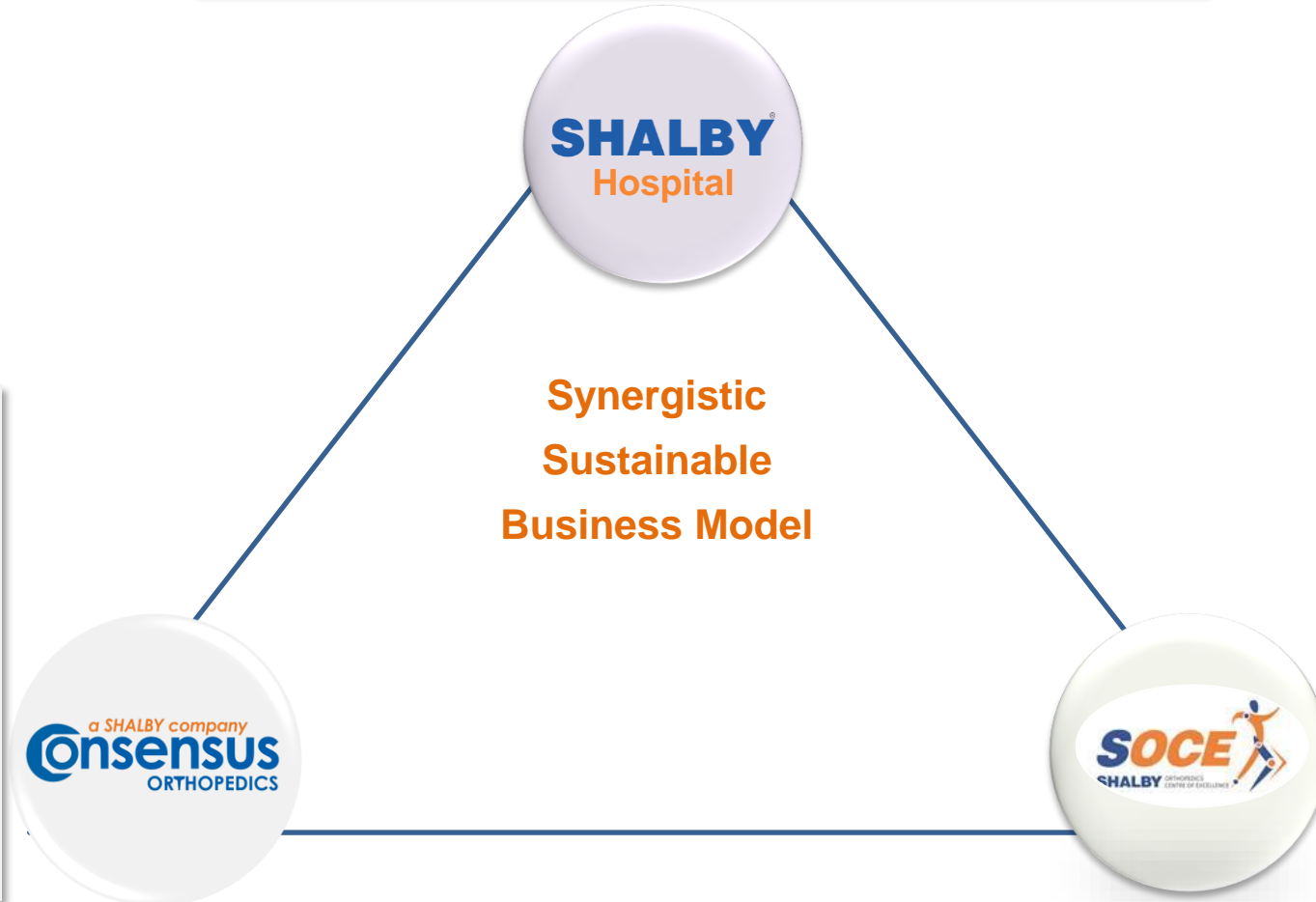
Building Integrated Orthopedic Implant Ecosystem

Shalby is a Leader in Joint Replacement with 15% Market Share

- Performed **more than 1,38,000** joint replacement surgeries since inception
- Performs **More than 12,000+ surgeries** every year with an aim to perform 15,000+ in FY 23
- Indian orthopedic industry is expected to witness nearly **1.5 million joint replacement surgeries** annually

Shalby Consensus Engaged In Innovative Implants Manufacturing

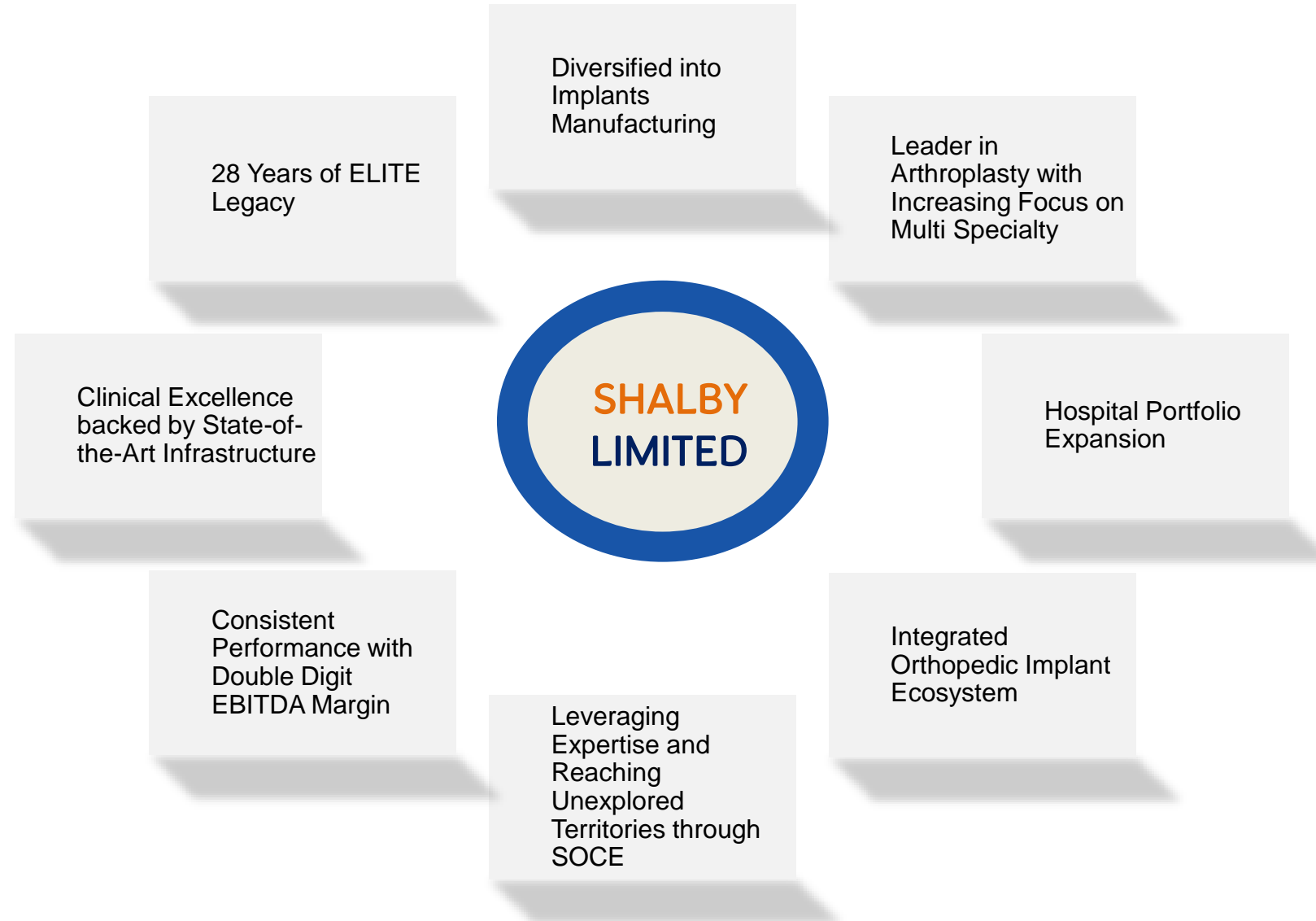
- Shalby Consensus to meet the **inhouse demand** for implants
- Asset light franchise model will also help to boost **Consensus implant demand**
- **Shalby trained doctors** practicing on Shalby manufactured implants are expected to continue to use Shalby consensus implants



Shalby Orthopedics Centre of Excellence and Franchise Model

- **Standalone hospitals** to provide world-class orthopedic care services to patients
- The orthopedic centers to be equipped with the latest high-definition arthroscopic systems and establish **state-of-the-art joint replacements** facility
- Shalby to monitor and control the quality of the services

Well Positioned to Deliver Long Term Sustainable Growth



Q1 FY2023 Performance Highlights - Consolidated

SHALBY

LIMITED

• Passion • Compassion • Innovation •

Particulars (in Rs. Millions)	Q1 FY23	Q4 FY22	Q-o-Q Growth	Q1 FY22	Y-o-Y Growth
Revenue from Operations	2,017	1,626	24.1%	1,924	4.8%
Other Income	40	43	(6.6)%	25	58.7%
Total Income	2,057	1,668	23.3%	1,949	5.5%
Expenses					
COGS	1,108	907	22.2%	1,126	(1.6)%
<i>% of Total Income</i>	<i>54%</i>	<i>54%</i>		<i>58%</i>	
Employee Benefit Expenses	323	329	(1.7)%	250	29.4%
<i>% of Total Income</i>	<i>16%</i>	<i>20%</i>		<i>13%</i>	
Other Expenses	184	150	23.2%	165	12.0%
<i>% of Total Income</i>	<i>9%</i>	<i>9%</i>		<i>8%</i>	
Total Operating Costs	1,616	1,386	16.6%	1,541	4.9%
% of Total Income	78.6%	83.1%		79.1%	
EBITDA	440	283	55.8%	408	7.9%
EBITDA Margins	21.4%	16.9%		20.9%	
Depreciation and Amortisation Expenses	116	112	3.8%	90	28.8%
Finance Cost	18	17	5.8%	10	84.8%
PBT before Exceptional Items	306	154	99.1%	308	(0.6)%
Exceptional items	0	0	na	0	na
PBT	306	154	99.1%	308	(0.6)%
Tax Expenses	58	39	48.3%	69	(16.2)%
Adjusted PAT	249	115	116.4%	239	3.9%
PAT Margins %	12.1%	6.9%		12.3%	
Additional tax expense as per the regulatory requirements	48	14	248.5%	37	27.4%
Reported PAT	201	101	98.6%	202	(0.5)%
PAT Margins %	9.8%	6.1%		10.4%	

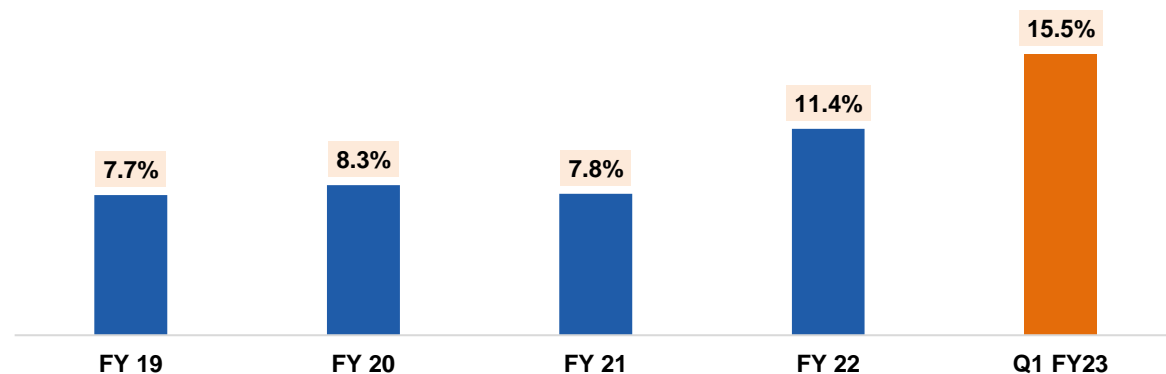
Notes:

1. Margins are calculated on the basis of Total Revenue
2. All numbers are on Consolidated basis

Strong Investment Case Summary

Figures in Rs Million	FY 19	FY 20	FY 21	FY22	Q1 FY23
Cash and Investments (A)	861	1,025	1,349	2,026	1,813
Gross Borrowings (B)	708	622	440	1550	1,374
Net Cash (A-B)	153	403	909	475	439
Equity	7,798	7,992	8,347	8,762	8,895

Return on Capital Employed



Note:

- ROCE is calculated as EBIT / Capital Employed. (Capital Employed = Total Equity + Net Debt)
- All numbers on Consolidated Basis

Key Valuation Metrics	25 July 2022
Share Price (in Rs)	115.6
Number. of Shares (in Cr)	10.7
Equity Value (Rs. Cr)	1,240.5
Gross Borrowings (Rs. Cr) – 30 June, 22	137.4
Cash and Cash Equivalents (Rs. Cr) – 30 June, 22	(181.3)
Net Debt (Rs. Cr)	(43.9)
Enterprise Value (Rs. Cr)	1,196.6
Adjusted PAT (Rs. Cr)	108.2
EBITDA in (Rs. Cr)	170.7
Adjusted P / E	11.5x
Adjusted EV / EBITDA	7.0x

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For further information, please contact:

Puneet Maheshwari / Amit Shah
Shalby Limited

+91 951 204 9871 / +91 800 341 2562
ircs3.corp@shalby.org / ircs2.corp@shalby.org

SHALBY LIMITED | Regd Off: Opp. Karnavati Club, S.G. Road, Ahmedabad – 380015, Gujarat, India. Phone: 079 4020 3000 Fax: +91 79 4020 3109 |

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