

#### Shalby/SE/2024-25/100

February 4, 2025

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

Scrip Code : SHALBY Through : <u>https://neaps.nseindia.com/NEWLISTINGCORP/</u>

Corporate Service Department BSE Limited Mumbai 400 001.

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

#### Sub: Investor Presentation for the Quarter and nine months ended 31<sup>th</sup> December, 2024

#### Dear Sir / Madam,

We are submitting herewith Investor Presentation on financial & operational performance of the Company for the quarter year and nine months ended December 31, 2024, which will be discussed at the Investor Conference call scheduled on February 5, 2025.

The said Investor Presentation is being uploaded on website of our Company at <u>https://www.shalby.org/investors/</u>  $\rightarrow$  Investors Presentation.

You are requested to take the same on your record.

Thanking you,

Yours sincerely For **Shalby Limited** 

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

Encl.: as above

#### SHALBY LIMITED

**Regd. Office:** Opp. Karnavati Club, S. G. Road, Ahmedabad - 380 015, Gujarat, India. Tel: 079 40203000 | Fax: 079 40203109 | info.sg@shalby.org | www.shalby.org CIN: L85110GJ2004PLC044667





# **Investors Presentation**

Q3 FY2025

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# **Financials Snapshot Q3 FY25**



Consolidated Revenue at ₹ 2,811 mn in Q3 FY25 vs ₹ 2,206 mn in Q3 FY24

Consolidated EBITDA at ₹ 393 mn in Q3 FY25 vs ₹ 468 mn in Q3 FY24

Consolidated Financial Highlights

Consolidated PBT at ₹ 124 mn in Q3 FY25 vs ₹ 308 mn in Q3 FY24

Consolidated Net debt stood at Rs.2,667 mn as on December'24

**Consolidated Annualized ROCE stood at 10%** 

Standalone Revenue at ₹ 2,269 mn in Q3 FY25 vs ₹ 2,004 mn in Q3 FY24

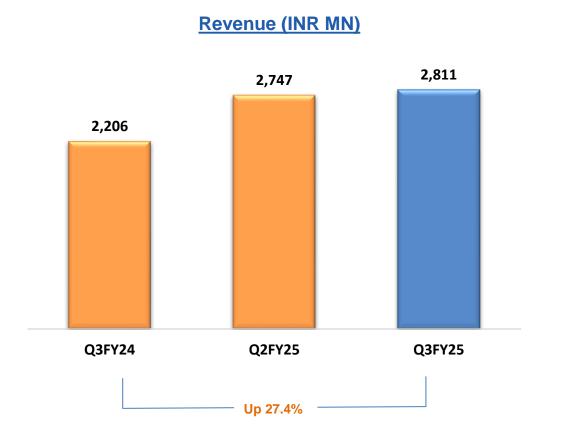
Standalone EBITDA at ₹ 488 mn in Q3 FY25 vs ₹ 484 mn in Q3 FY24

Standalone Financial Highlights Standalone PBT at ₹ 358 mn in Q3 FY25 vs ₹ 385 mn in Q3 FY24

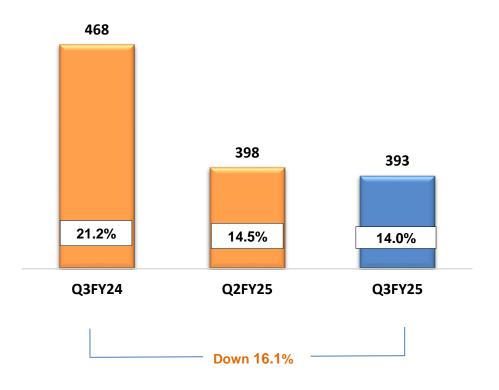
Standalone Net cash stood at Rs.660 mn as on December'24

Standalone Annualized ROCE stood at 15%





#### EBITDA<sup>1</sup> & Margin (INR MN)





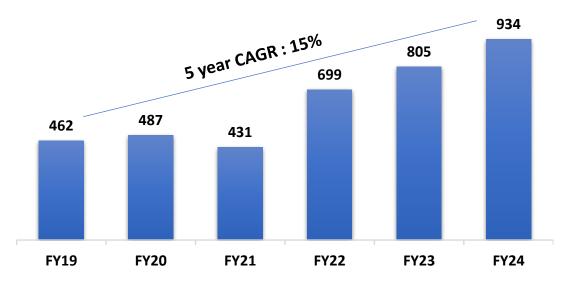
| Profit & Loss (INR Mn)     |            |            |            |                 |                 |  |
|----------------------------|------------|------------|------------|-----------------|-----------------|--|
| Particulars (Rs. Millions) | Q3<br>FY25 | Q2<br>FY25 | Q3<br>FY24 | Q-o-Q<br>Growth | Y-o-Y<br>Growth |  |
| Revenue                    | 2811       | 2747       | 2206       | 2.3%            | 27.4%           |  |
| EBITDA <sup>2</sup>        | 393        | 398        | 468        | (1.2%)          | (16.1%)         |  |
| EBITDA Margin %            | 14.0%      | 14.5%      | 21.2%      |                 |                 |  |
| PBT                        | 124        | 137        | 308        | (9.9%)          | (59.9%)         |  |
| PBT Margin %               | 4.4%       | 5.0%       | 14.0%      |                 |                 |  |
| PAT                        | (29.9)     | 23.6       | 190.6      | (226.8%)        | (115.7%)        |  |
| PAT Margins %              | (1.1%)     | 0.9%       | 8.6%       |                 |                 |  |

| Balance Sheet (INR Mn)     |         |  |  |  |  |
|----------------------------|---------|--|--|--|--|
| Gross<br>Borrowings        | 4,639   |  |  |  |  |
| Cash & Cash<br>Equivalents | 1,972   |  |  |  |  |
| Net Cash/(Debt)            | (2,667) |  |  |  |  |
| ROCE <sup>1</sup>          | 10%     |  |  |  |  |
| Debt/Equity                | 0.27%   |  |  |  |  |

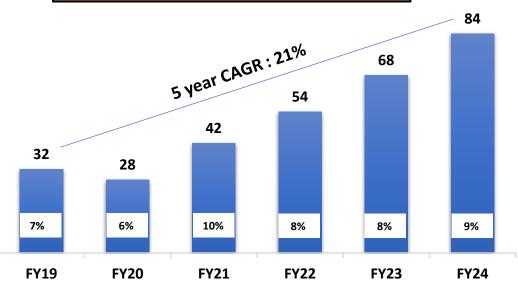
# Financial Trends – Shalby Limited (Consolidated)



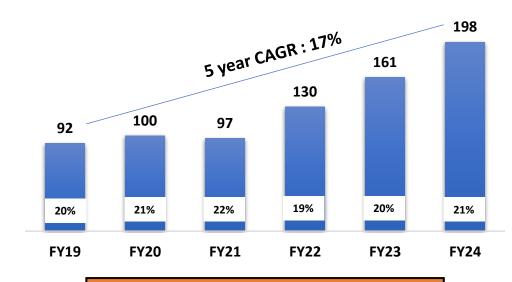
#### Revenue (In INR Cr)



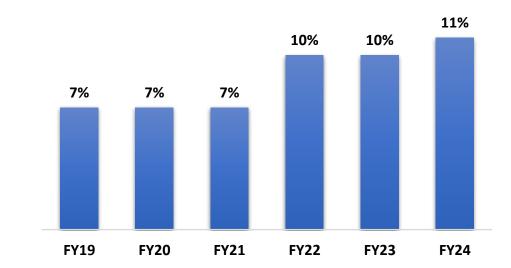
PAT (In INR Cr) & Margin (%)



#### EBITDA (In INR Cr) & Margin (%)



ROCE (%)





#### Healthcare Conglomerate



Building An Integrated Orthopedic Solutions Ecosystem

#### Multi-Specialty

11 Hospitals across western, northern and central India

- Headroom to grow further with existing bed capacity without major capex
- Ongoing diversification of Arthroplasty with Cardiac, Onco & Neuro-Science, Critical Care, General Medicine and Transplants
- Continue to maintain leadership in Joint Replacement by volume
- Homecare and International
  business further accelerate growth
- Adopting and Leveraging Technology to bring better medical outcomes and patient reach



# Franchise

5 Hospital network

- An Asset light franchise model will leverage Shalby expertise
- Shalby to monitor and control the quality of the services through FOSO and FOSM business model
- These centers to be equipped with the latest high-definition arthroscopic systems and establish state-of-the-art joint replacements facility
- Plans to open 40 SOCE across
  India

#### Implant

USA based Knee & Hip Manufacturing facility

- Manufacturing US FDA approved implants to sell across the US and international markets
- Highly experienced management team appointed to lead implant business
- Enables Shalby to procure high quality implants for its own consumption in India
- Plans to become USD 100 mn business









Dr Vikram I Shah, Founder & Chairman **Dr Vikram I. Shah**, the Founder of Shalby Ltd, is a world-renowned Joint Replacement Surgeon who innovated "**Zero Technique**" that revolutionized Joint Replacement Surgery.

A visionary entrepreneur, he transformed Shalby from a 6 bedded hospital in 1994 to an integrated healthcare group with 16 hospitals network and 2350+ beds across 13 cities in India with an implant manufacturing facility in California, USA and distribution facility in India and South-East Asian countries.

Shalby is today the Biggest Corporate Hospital Group in Western and Central India focusing on all major disciplines in medicine with credentials of being the Largest Joint Replacement Centre of the World, having done over 1,50,000+ successful joint replacement surgeries till date.

Leveraging this expertise, he has envisioned establishing 40 Orthopedic franchises in 30 cities in India.

Shalby Limited is listed on both the premier stock exchanges in India and has the aspiration of growing multifold while preserving the core values of "Passion, Compassion and Innovation".

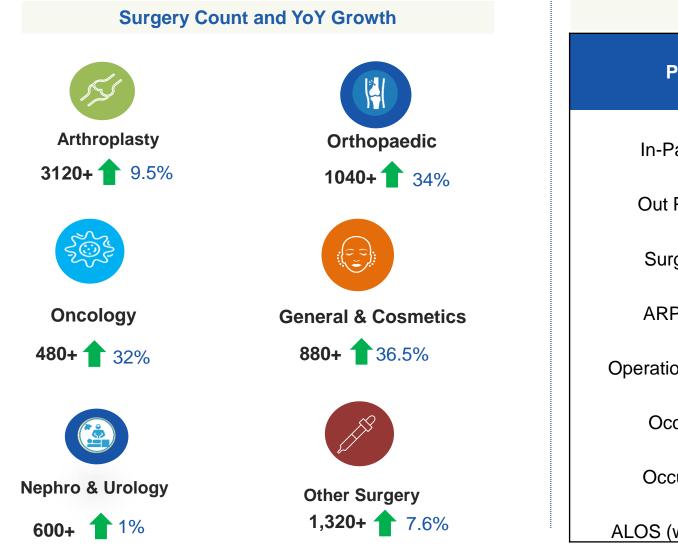




## **Hospital Business Highlights Q3 FY25**



**Global leader in Joint replacements with more than 1,75,000 surgeries** 



| <b>Operational Performance</b> <sup>3</sup> |            |            |               |  |  |  |
|---|------------|------------|---------------|--|--|--|
| Particulars                                 | Q3<br>FY25 | Q3<br>FY24 | YoY<br>Growth |  |  |  |
| In-Patient <sup>1</sup> (Nos.)              | 22.369     | 20,737     | 7.9%          |  |  |  |
| Out Patient (Nos.)                          | 1,30,711   | 1,10,891   | 17.9%         |  |  |  |
| Surgeries Count                             | 7,465      | 6,476      | 15.3%         |  |  |  |
| ARPOB ( In Rs.)                             | 42,704     | 37,342     | 14.4%         |  |  |  |
| Operational Beds <sup>2</sup> (Nos.)        | 1,415      | 1,260      | 12.3%         |  |  |  |
| Occupied Beds                               | 646        | 590        | 9.5%          |  |  |  |
| Occupancy Rate                              | 46%        | 47%        | (114bps)      |  |  |  |
| ALOS (without Daycare)                      | 3.62       | 3.79       | (4.5)%        |  |  |  |

Notes:

1. In-Patient count Includes Day care count 2. Included operational beds in (FOSO) SOCE unit 3.Q3'FY25 numbers includes PK Healthcare performance. 4. Occupancy Rate excluding PK Healthcare is 48%,.

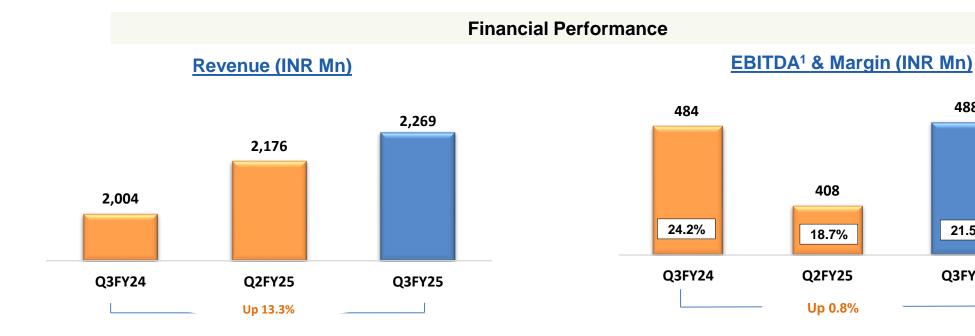
## **Standalone Business Highlights – Q3 FY25**



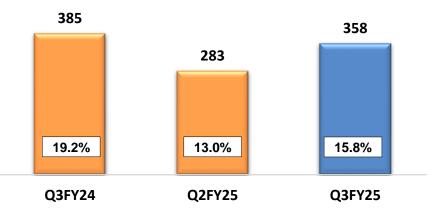
488

21.5%

Q3FY25



PBT & Margin (INR Mn)

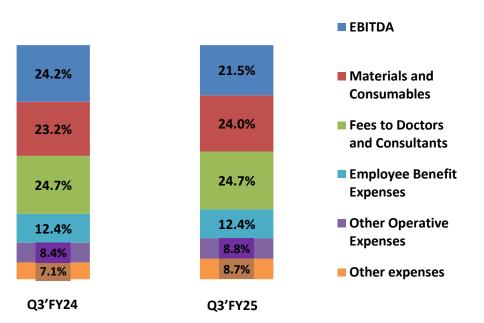


### **Standalone Business P&L and B/S – Q3 FY25**



| Profit & Loss (INR Mn) |            |            |            |               |               |  |
|------------------------|------------|------------|------------|---------------|---------------|--|
| Particulars (Rs Mn)    | Q3<br>FY25 | Q2<br>FY25 | Q3<br>FY24 | QoQ<br>Growth | YoY<br>Growth |  |
| Total Revenue          | 2269       | 2176       | 2004       | 4.3%          | 13.3%         |  |
| EBITDA <sup>2</sup>    | 488        | 408        | 484        | 19.8%         | 0.8%          |  |
| EBITDA Margin %        | 21.5%      | 18.7%      | 24.2%      |               |               |  |
| РВТ                    | 358        | 283        | 385        | 26.5%         | (7.0%)        |  |
| PBT Margin %           | 15.8%      | 13.0%      | 19.2%      |               |               |  |
| PAT                    | 209        | 173        | 247        | 20.3%         | (15.6%)       |  |
| PAT Margin %           | 9.2%       | 7.9%       | 12.3%      |               |               |  |

#### **Total Revenue to EBITDA**



#### Balance Sheet as on December'24 (INR Mn)

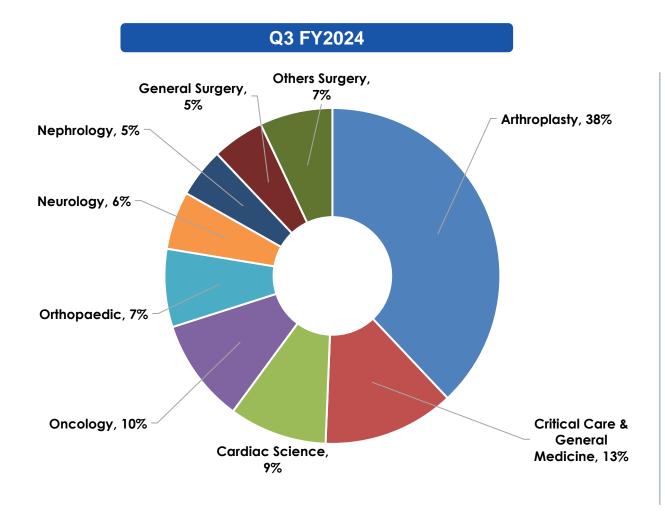
| Gross Borrowings               | 1064 |
|--------------------------------|------|
| Cash & Cash Equivalents        | 1724 |
| Net Cash/(Debt)                | 660  |
| ROCE <sup>1</sup> (annualized) | 15%  |

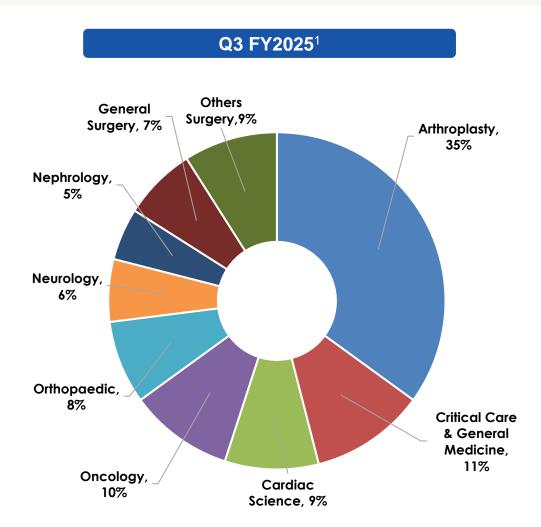
#### Notes:

1. ROCE= Annualized EBIT/ Average (Equity +Debt- Cash & Cash Equivalent) 2. EBITDA includes other income.



Specialty Revenue Mix

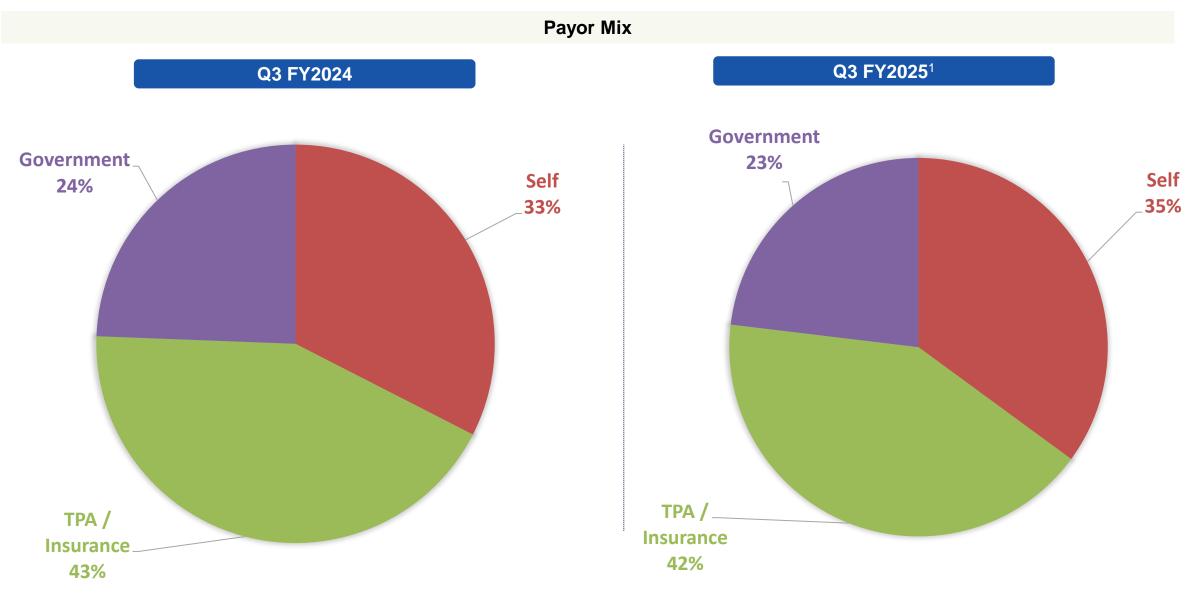




#### Notes:

1. Orthopedic includes Spine 2.Q3'FY25 numbers includes PK Healthcare performance.

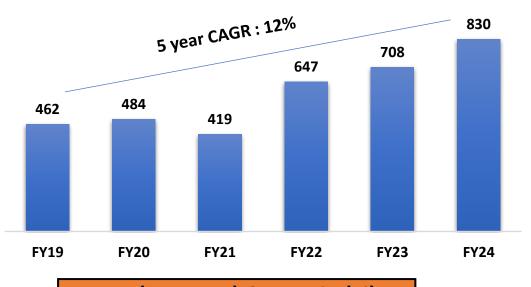




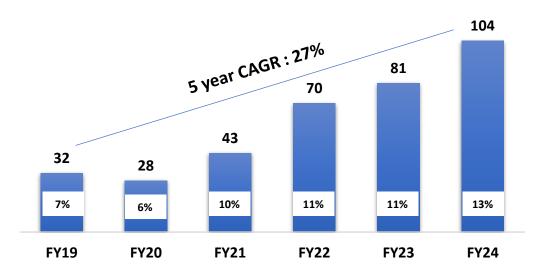
# Financial Trends – Hospital Business



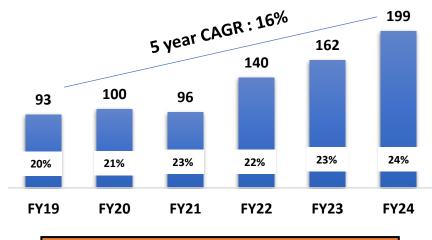
### Revenue (In INR Cr)



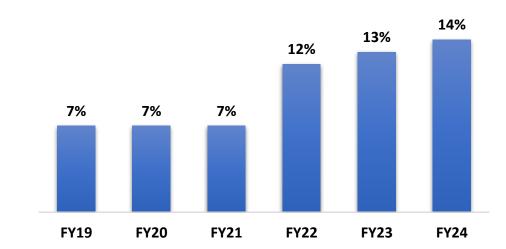
PAT (In INR Cr) & Margin (%)



### EBITDA (In INR Cr) & Margin (%)



ROCE (%)



# **Operational Trends – Hospital Business**





#### Notes:

1. Above metrics are inclusive of PK Healthcare & FOSO. 2.Bed Capacity includes PK Healthcare, FOSO & Shalby Zynova.

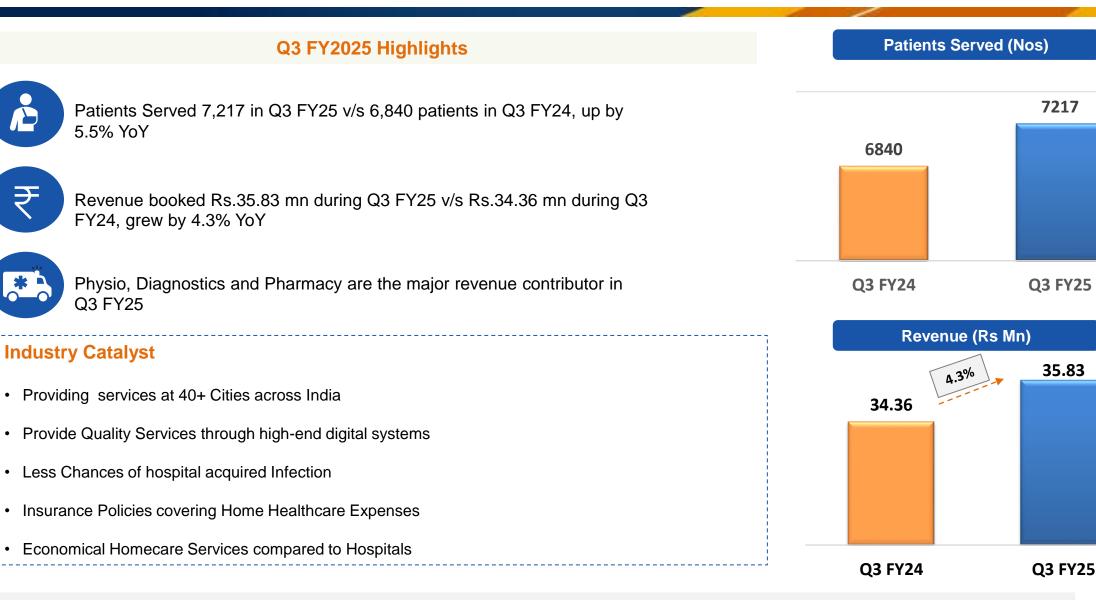


| Maturity         | No. of<br>Hospitals | Revenue<br>(in INR Crs) | Operational<br>Beds | ARPOB  | EBITDA <sup>2</sup> | EBITDA<br>Margin |
|------------------|---------------------|-------------------------|---------------------|--------|---------------------|------------------|
| 10+ Years        | 4                   | 76.6                    | 391                 | 63,754 | 23.8                | 31%              |
| 5-10<br>Years    | 6                   | 133.2                   | 844                 | 30,613 | 22.5                | 17%              |
| 0-5<br>Years     | 3                   | 26.1                    | 180                 | 80,924 | (3.8)               | (15%)            |
| Other<br>Revenue | -                   | 15.2                    | -                   | -      | 3.3                 | 22%              |
| Total            | 13                  | 251.1                   | 1415                | 42,704 | 45.8                | 18.2%            |

Notes:

1. .Q3'FY25 numbers includes PK Healthcare performance 2. EBITDA includes other income..





#### Shalby Homecare Comprehensive Services

ICU @Home | Diagnostic | Pharmacy | Medical Equipment | Doctor Visit | Nursing Care | Physiotherapy | Patient Attendant

# **Clinical Update And Research Across Units during Q3 FY25**



Our commitment towards augmenting Shalby's medical program has made notable strides in advancing our growth initiative from single-specialty to multi-specialty by various brand awareness campaign, through digital platform and other various ATL model by continuous investment in state of art medical equipment like EBUS (endobroncoscopy) setup for procedure used to diagnose different type of inflammation, infection and cancer of Lungs. Radiation machine has been installed at Krishna Shalby Ahmedabad and Surat Shalby.

#### **Excellent Clinical outcome in rare and high end surgeries :-**

- Donor with rare 'Aend' Blood Group A 20 year old male donor presented with a Rare 'Aend' Blood Group which previously diagnosed as O Negative blood group outside. A pedigree analysis was done and then sample was sent to Australia for Molecular confirmation then its discovered as 'Aend' Blood Group. 'Aend' is very rare subtype of A Blood group, meaning its incidence world wide is <1% of the population, and in India this blood group find out in <10 persons till now. SHALBY SG</p>
- 122 Interventional surgeries took place in SHALBY Surat. (Interventional Radiology 71, Interventional Pulmonology 10, Interventional Neurology 41), 34 Interventional surgeries took place in SHALBY SG. (Interventional Radiology 5, Interventional Pulmonology 23, Interventional Neurology 6). 24 Interventional Radiology surgeries took place in SHALBY Naroda.
- A 38yr/F known case of cancer of ovary stage 4 under went major and rare surgery Cytoreduction and Hipec by Dr Aditi Bhatt. Post operatively patient doing good and chances of survival is increased Shalby SG
- High end procedures with advanced technology Thyroid Microwave Ablation, Uterine Angiography + Embolization, Radial EBUS & EBUS TUBNA Minor .
- Construction of the second second
- Total Clinical Research Trial at Shalby Group is 27 in Q3'FY25 (13 Ongoing, 3 EC Approval Received, 10 Upcoming, 1 EC Docs Received)

# **Key Focus Areas For Future In Hospital business**



#### **Global Leader in Joint Replacement with diversification in other specialties**

- · Continue to maintain global leadership in joint replacements
- Ongoing diversification with Cardiac Science, Oncology, Neuro-science, Critical Care, General Medicine and Transplants









# Leveraging Expertise Through Franchise Asset Light Model



#### Franchise model will leverage Shalby expertise and enable to penetrate faster across pan-India

#### **Business models**

Franchise Owned – Shalby Operated (FOSO)

- The franchise is responsible for setting up the centre and SHALBY will be responsible for running the day-to-day operations.
- Investments for operational expenses and New medical Equipment by Shalby

Franchise Owned – Shalby Managed (FOSM)

- 1. Franchisee sets up SOCE Centre. The Operations are managed with a Shalby Appointed Unit Manager
- Centre operated as per Shalby SOP wrt clinical / non-clinical / admin / Purchase / SCM
- Investment for all Operational Expenses / New medical equipments by Franchisee.

## **SOCE Performance in Q3 FY25**

| Revenue (in ₹ mn) | FOSO  | FOSM | Total |
|-------------------|-------|------|-------|
| Q3-25             | 25.7  | 7.1  | 32.8  |
| Q3-24             | 14.1  | 6.8  | 20.9  |
| YOY Growth        | 82.3% | 4.4% | 56.9% |



# SHALBY ACADEMY



# **Shalby Academy**

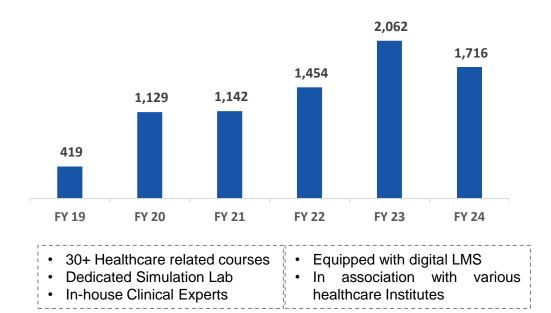
#### Q3 FY25 highlights

- 1. Around **545**+ new students registered in **Q3 FY24-25** in various disciplines like Physiotherapy, Nursing, Lab Technician Nutrition & and dietetics, Clinical, Paramedics, Hospital Management, and Pharmacy as part of their academic outreach and up-grade their skills know as internships, clinical exposure etc.
- 2. New Students have been registered for various Paramedic courses like Lab Technicians, OT Technicians, MRI, CT, and XRAY, etc. The enrolment process is still on.
- Overall 200+ Enrolments for Team Indore & 50+ enrolments for Team Jabalpur in paramedic's stream. Total Paramedics Enrolments for the FY24-25 are 385+ enrolments as on 31<sup>st</sup> December,2024.
- 4. So far **87** students (Clinical) certified through **AHA** (American Heart Association) & SCOELS Ahmedabad.
- Trained 30+ PharmD (Doctor of Pharmacy) for one month students at our various under the guidance of Pharmacist, General Physicians, Pharmacologists, with collaboration with Sharda School of Pharmacy, Gandhinagar.



Doctor of Pharmacy students final day of their training 30th Dec, 2024

#### **Students Enrolled (In Nos)**



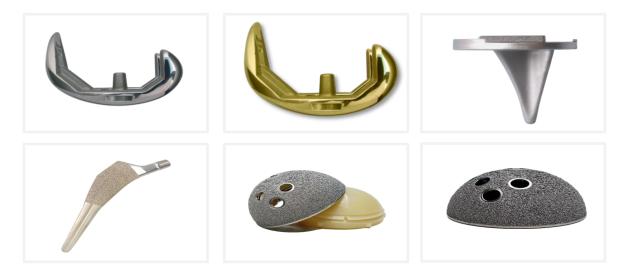
#### **Domestic and International Partnership**









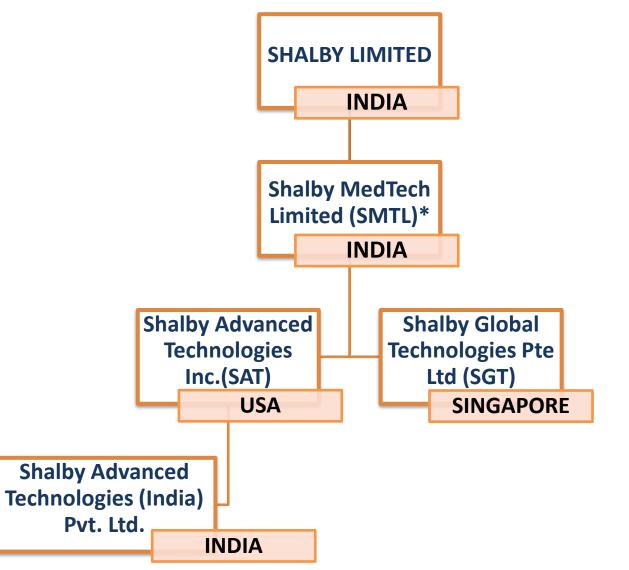








# **Shalby's Company Structure of Implant Business**

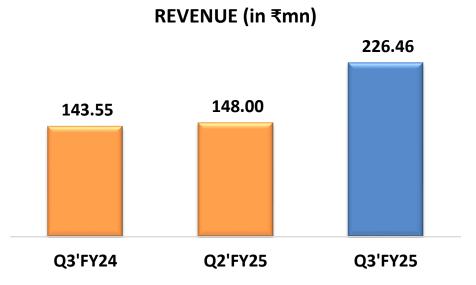


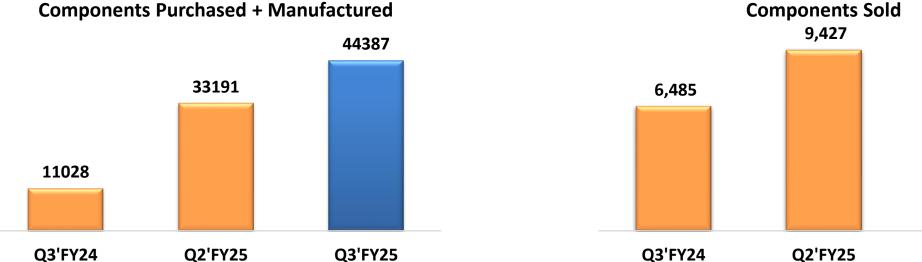
\* Shalby MedTech Limited (SMTL) formerly known as Mars Medical Devices Limited. (MMDL)

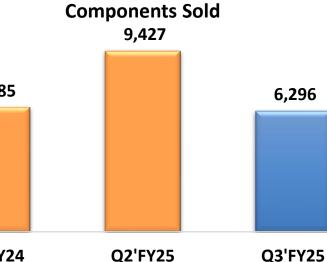
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# **Shalby MedTech Limited (Consolidated)**

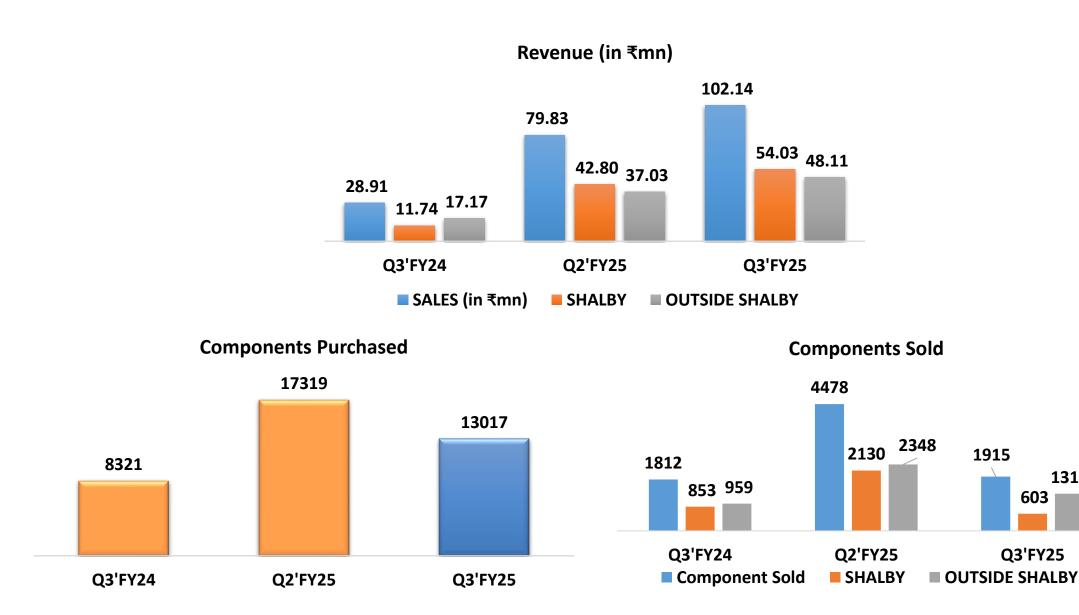




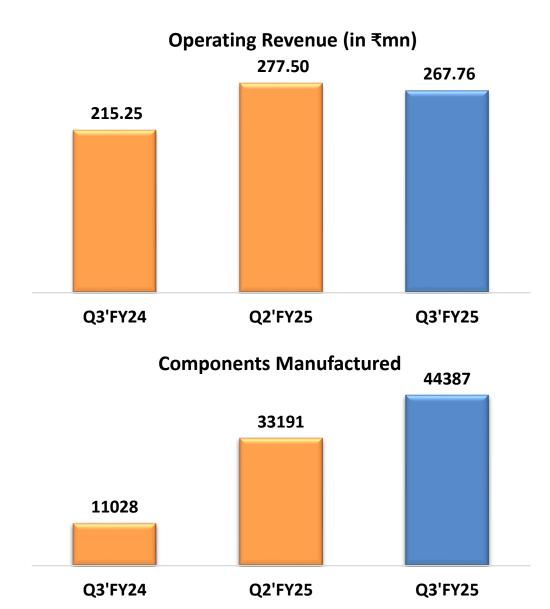


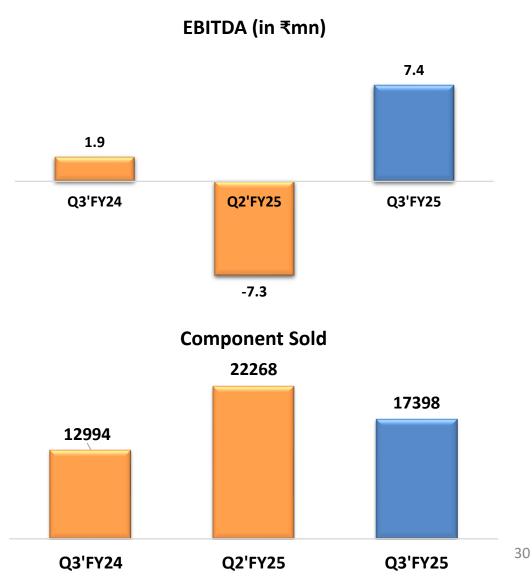
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# Shalby MedTech Limited (Standalone)

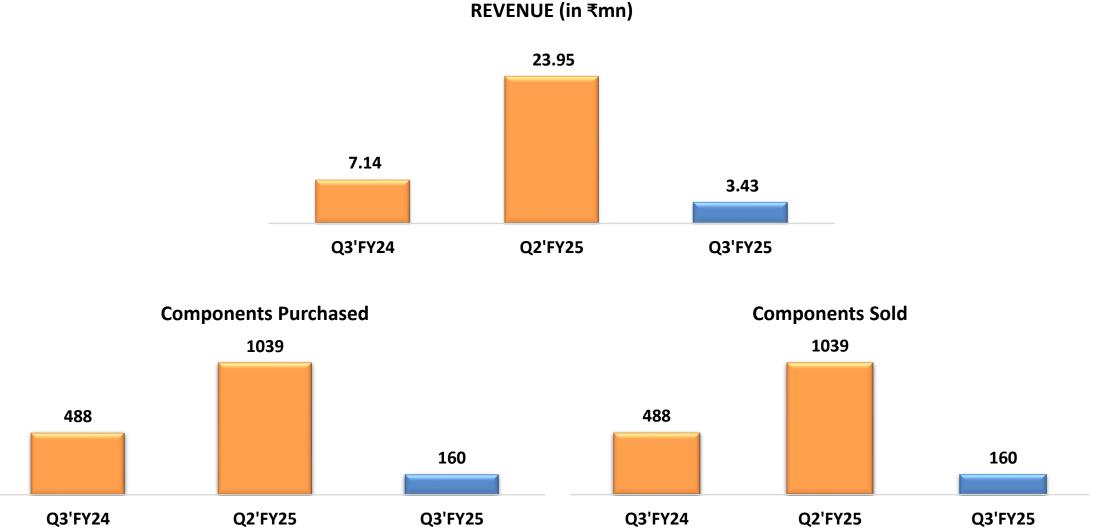


# **Shalby Advanced Technologies Inc. (Standalone)**





# Shalby Global Technologies Pte. Ltd. (Standalone)



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Med



# New Product Launches

Full suite of knee & hip implants and associated instrumentation

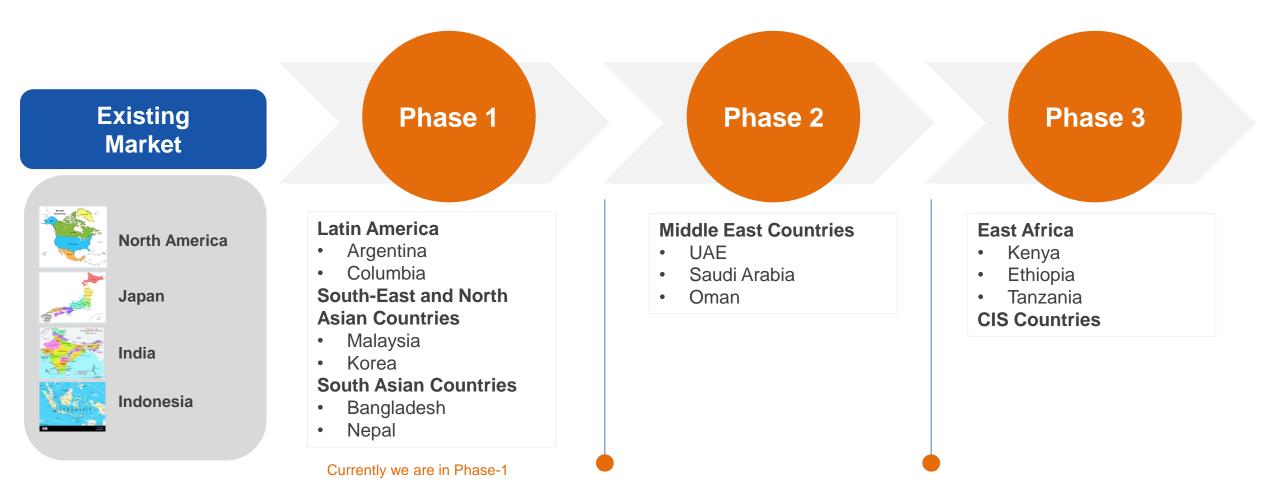




# **Implant Business Roadmap**



#### Shalby Advanced Technologies plans to become a Global player in a phased manner

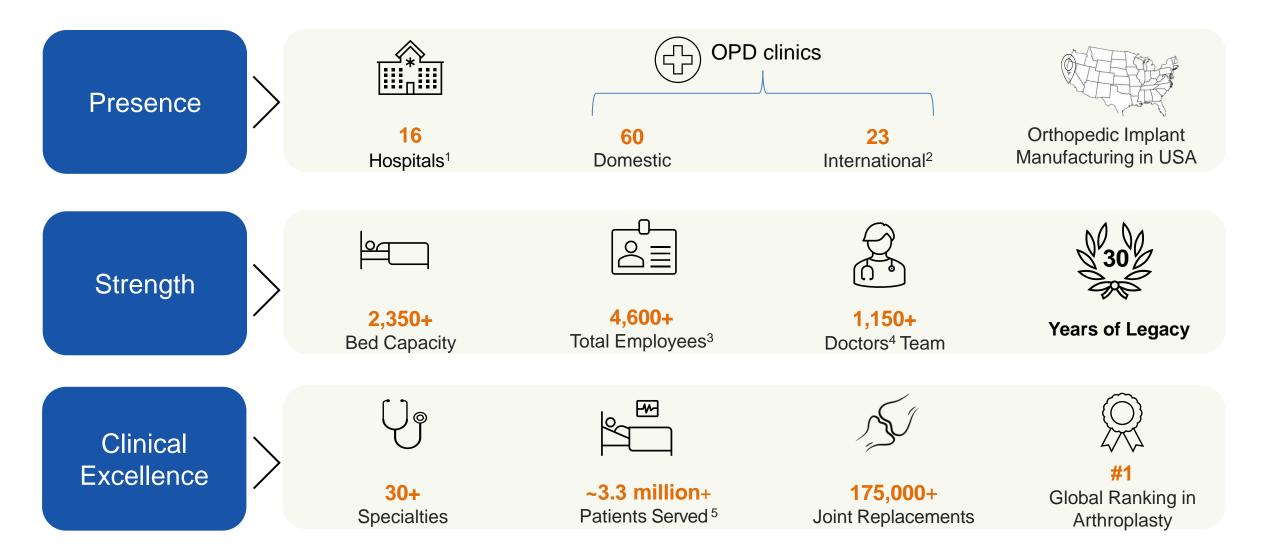






## **Shalby At A Glance**





11 Multispecialty and 5 Single Specialty, 2. East African Countries, Iraq, CIS, Dubai, Oman, Bangladesh and Nepal. 3. Including Doctors, 4. Including visiting consultants,
 5. Since Inception

## **30 Years of ELITE Legacy**





## **Our Journey & Expansion Plan**





Expansion Plan: Mumbai 175 beds & Nashik 146 Beds

# **Hospitals Portfolio**



#### Multispecialty Units (Owned and Operate)



### **Franchise Hospital Portfolio**



### Shalby Orthopedics Centre of Excellence (SOCE)



(Shalby Operated)



(Shalby Operated)

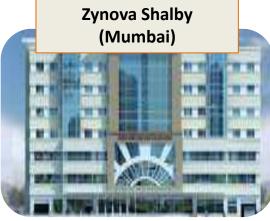


(Shalby Operated)



(Shalby Managed)

### Multispecialty



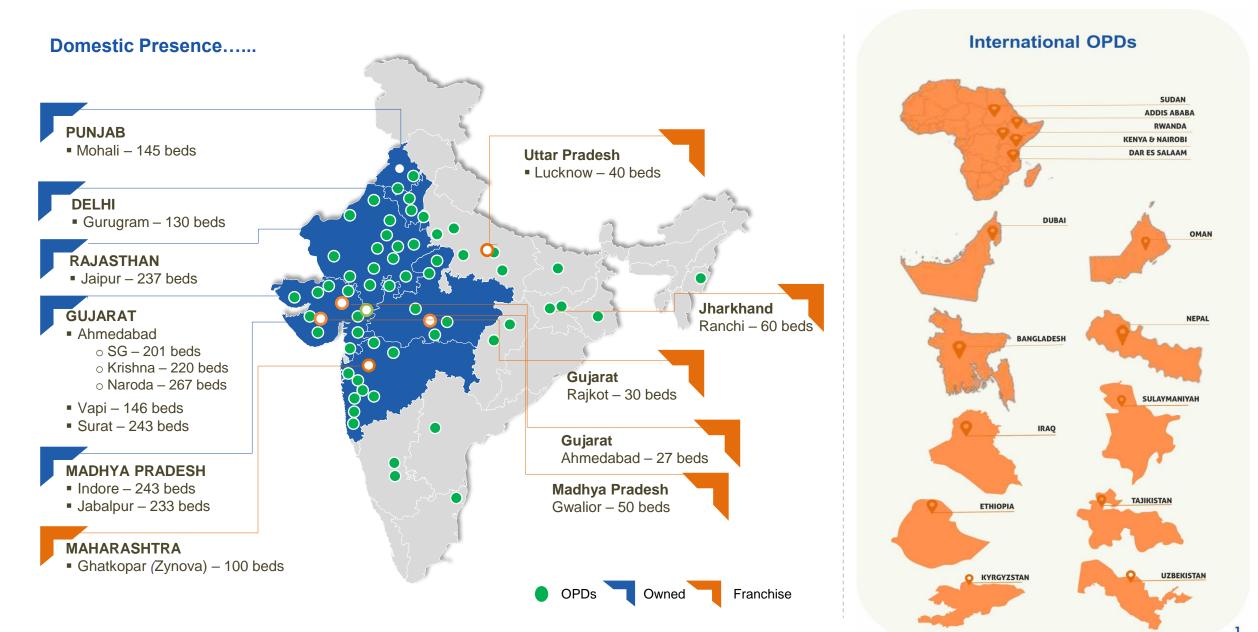
(Shalby Managed)



(Shalby Managed)

# **Biggest Healthcare Corporate Group in Western and Central India**



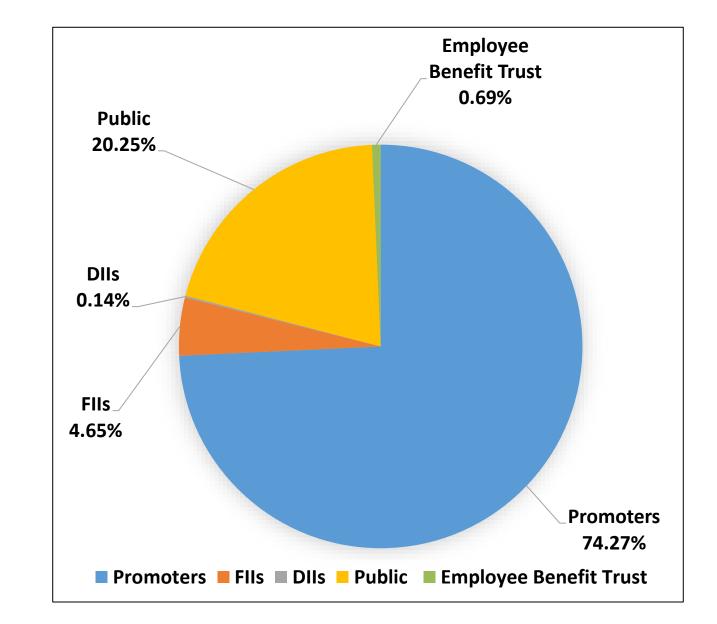


Note:

• Franchise Network- Zynova, Gwalior and Ranchi are under FOSM operating model Vijay, Rajkot and Lucknow is under FOSO operating model

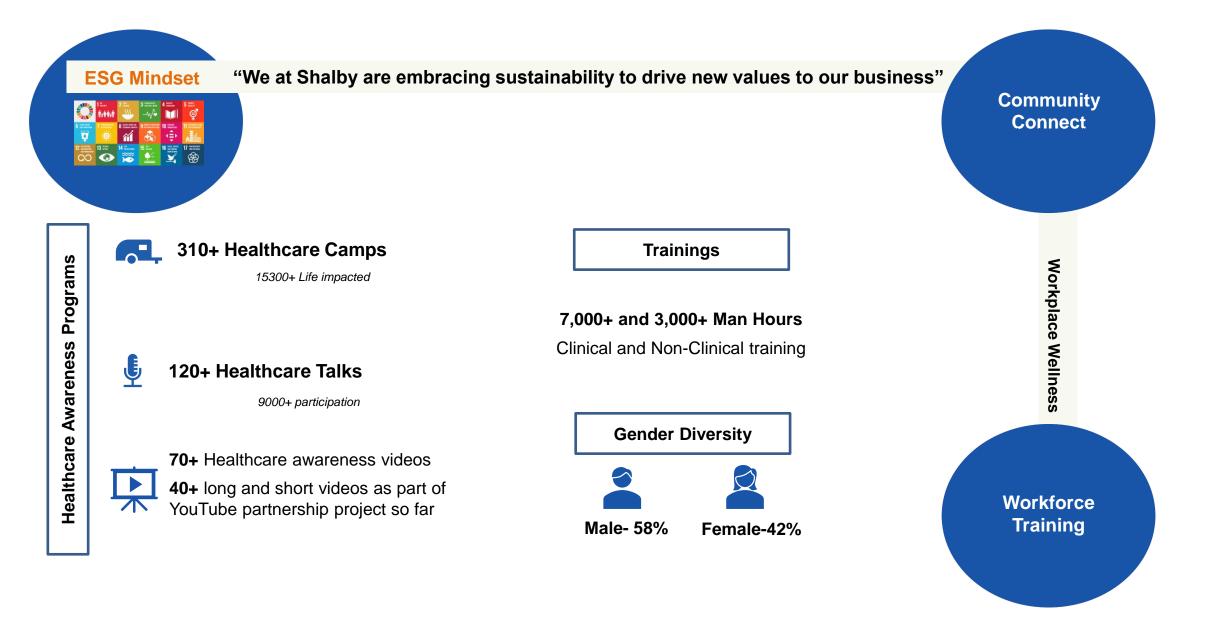
# Shalby Limited Shareholding Pattern (as on Dec 31,2024)





## **Sustainability Initiatives**





# Shalby Awards and Accolades in Q3'FY25





Best Hospital Shalby Mohali – Pioneer Healthcare centre in Tricity by Zee Awards.



Economic Times Award for Hospital Chain of the Year West to Shalby Multi Specialty Hospitals



Dr. Jasmeet Singh Consultant Diabetes-Pioneer in medical care.



TIMES Healthcare leaders - Service Excellence in Comprehensive Cancer care Certificate to Naroda Shalby



Economic Times for Multi-Speciality Hospital of the Year to Jaipur Shalby



Tourism Awards 2024 - Best Medical Tourism Centre of Gujarat to Shalby Hospitals



Sanjeevani 2024 Healthcare and wellness expo – Best joint replacement and orthopaedics hospital by SEPC.



Dr. Pardeep Aggarwal Chairman Shalby Mohali – Pioneer in Orthopaedic services.

# **Experienced Board Of Directors**





Dr. Ashok Bhatia Independent Director



Mr. Tej Malhotra Independent Director

Ms. Sujana Shah Independent Director



Dr. Vikram Shah Chairman and **Managing Director** 

Dr. Vikram Shah, serving as Director of the Department of Knee Replacement at Shalby Hospitals since 1993 has nearly three decades of vast professional healthcare experience across the UK. USA and India. In recognition of his outstanding contribution in the field of orthopedics for completion of 1,00,000 joint replacement surgeries, he was conferred with the 'Times Man of the Year' Award by Times of India Group in 2018.

Dr. Ashok Bhatia, a senior pharma professional has over 40 of professional experience in India and Emerging Markets. In the past, he was President, Emerging Markets with Cadila Healthcare. Currently, he works as an external consultant of McKinsey & Co and is a visiting faculty member at IIM Ahmedabad, IIM Rohtak and IIT Gandhinagar.

Mr. Malhotra boasts four decades of international and Indian industry experience. Past roles include Senior Executive Director at GHCL. Technical Director in a Saudi Calcium Chloride Company, and Executive Engineer at Hindustan Copper. He's a recipient of prestigious awards, including the 'Bhartiya Udyog Ratan' and 'Bhartiya Gaurav' from esteemed organizations, alongside the 'Darbari Seth Award 2009' from the Alkali Manufacturers of India for outstanding soda-ash plant management.

Mrs. Sujana Shah, a practicing Chartered Accountant has vast experience of nearly two decades across the domain of finance, accounts, audit, direct and indirect taxes, banking and treasury. Currently, she serves as a partner of V. R. Shah & Associates, Chartered Accountants. She has also audited many reputed public banks in India as Statutory and Internal Auditor.



Mr. Shyamal Joshi Independent

Associated with Shalby Hospitals since 2010, Mr. Joshi holds a bachelor's degree in commerce from Gujarat University and is a member of the ICAI. He has huge working experience that spans corporate strategy, fund raising, acquisition, merger, taxation and accounting among others. Currently, he holds directorship of various other Companies.



**Dr. Umesh Menon** Independent Director

Dr. Menon has deep expertise in finance and cost accounting. He also holds MBA with specialization in Finance, and a fellow member of Institute of Cost Accountants of India. He has been conferred with the Doctorate (PhD) in Management. Currently, he also serves on the board of directors of various other companies. He is also an international expert and trainer for the United Nations Industrial Development Organization.



Mr. Vijay Kedia Independent Director

Mr. Vijay Kedia joined Shalby as an independent director on May 18, 2023. He is the Managing Director of Kedia Securities Pvt. Ltd. Holding directorships in companies such as Atul Limited and Greenline Tea & Exports Ltd, Kedia received a Doctorate in Management Excellence in 2016. His accomplishments include the "SARVOTTAM SAMMAN" in 2020, the Shri Babasaheb Ambedkar Award, and the Shri Abdul Kalam Award. A well-known figure in the investment community. Kedia has inspired numerous young investors.



# **Thank You**

For further information, please contact:

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