SHALBY LIMITED
•Passion••Compassion••Innovation•

January 17, 2023

Shalby/SE/2022-23/97

The Listing Department **National Stock Exchange of India Ltd** Mumbai 400 051.	Corporate Service Department **BSE Limited** Mumbai 400 001.
Scrip Code : SHALBY Through : https://neaps.nseindia.com/NEWLISTINGCORP/	**Scrip Code: 540797** Through : http://listing.bseindia.com

Sub: Investor Presentation for the Quarter ended 31st December, 2022.

Dear Sir / Madam,

We are submitting herewith Investor Presentation on financial & operational performance of the Company for the Quarter ended 31st December, 2022.

You are requested to take the same on your records.

Thanking you,

Yours sincerely
For **Shalby Limited**

Shah Tushar Dineshchandra
Digitally signed by Shah Tushar Dineshchandra
Date: 2023.01.17 17:41:52 +05'30'

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

SHALBY LIMITED

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Investor Presentation

Q3 FY2023

SHALBY® MULTI-SPECIALTY HOSPITALS

SOCE SHALBY ORTHOPEDICS CENTRE OF EXCELLENCE

Shalby Advanced Technologies Inc.
Restoring Mobility, Improving Lives.

AGENDA

01 SHALBY GROUP QUARTERLY PERFORMANCE

02 HOSPITAL BUSINESS QUARTERLY PERFORMANCE

03 FRANCHISE BUSINESS QUARTERLY PERFORMANCE

04 SHALBY ACADEMY QUARTERLY PERFORMANCE

05 IMPLANT BUSINESS QUARTERLY PERFORMANCE

Q3 FY23 Snapshot

SHALBY LIMITED
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Financial Highlights

- Consolidated Revenue at INR 2,067 mn v/s INR 1,652 mn in Q3 FY22, growth of 25.1% YoY
  - Hospital business Revenue at INR 1,798 mn grew by 17.4 % YoY from 1,531 mn in Q3 FY22
  - Implant business Revenue at INR 228 mn grew by 153% YoY from INR 90 mn in Q3 FY22
- Consolidated EBITDA at INR 380 mn v/s INR 310 mn in Q3 FY22, growth of 22.5% YoY
- Consolidated PBT[1] at INR 235 mn v/s INR 182 in Q3 FY22, growth of 29.3% YoY
- Consolidated PAT[1] at INR 153 mn v/s 129 mn in Q3 FY22, growth of 18.3% YoY

Operational Highlights

- In-Patient[2] and Out-Patient volumes grew by 15% & 17% YoY respectively
- Total Surgery count has increased by 19.4% to 6,782 on YoY basis
- Occupied Bed has increased by 6% to 544 beds from 513 in Q3 FY22
- ARPOB has improved to INR 36,291 from 32,049 in Q3 FY22
- ALOS recorded at 3.74 days v/s 4.02 days in Q3 FY22
- 300+ students enrolled in various disciplines of healthcare courses under Shalby Academy
- Orthopedic Franchise (SOCE)
  - Lucknow SOCE unit fully operationalized from November 2022
  - Gwalior SOCE unit soft launched with OPD services in December 2022
- Quarterly implant Production (components and instruments) doubled to 13,260 units in Q3 FY23 from 6,455 in Q3 FY22

Note:
1. Profit before tax is before exceptional items. PAT is after considering exceptional item of INR 4.4 cr in Q3 FY22
2. In-Patient count includes Day care count

Consolidated Performance Highlights – Q3 FY23

SHALBY LIMITED
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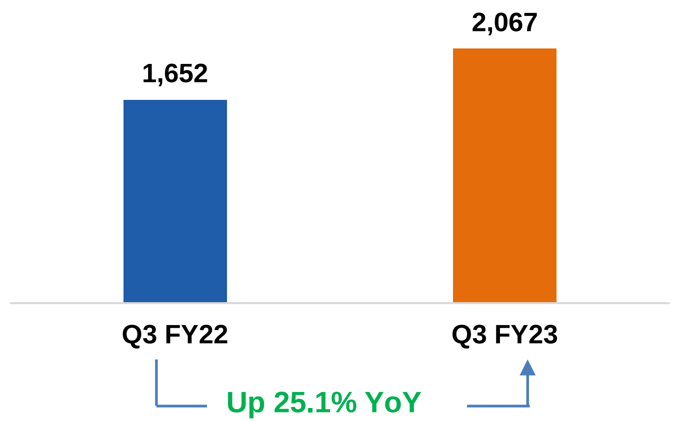
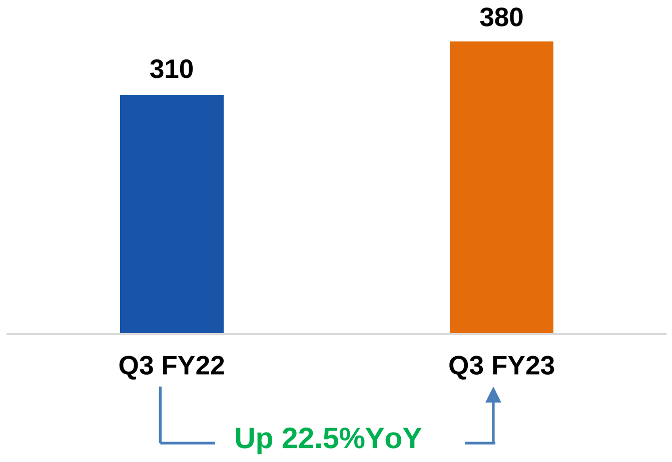
All figures in INR Million

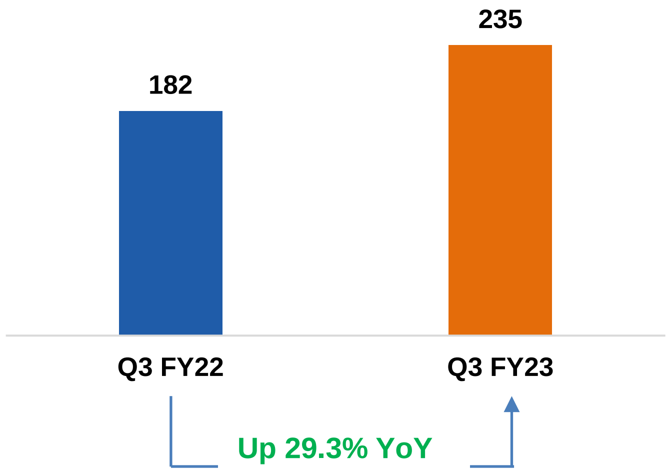
Revenue



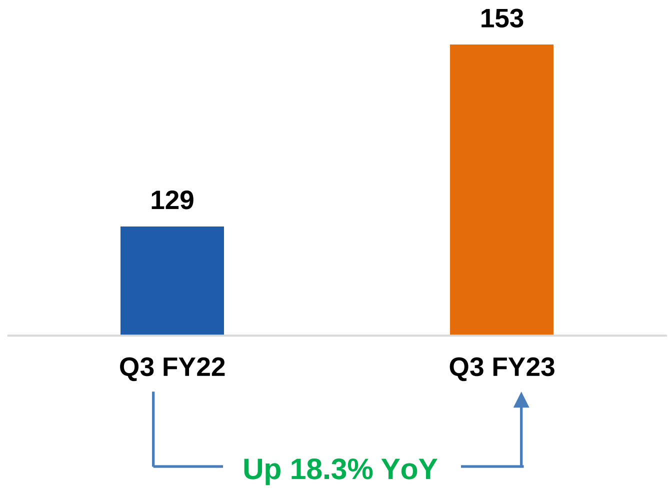
EBITDA Profile



PBT (Before Exceptional Items)



PAT



Gross Borrowings	1,253
Cash & Cash Equivalents[1]	1,628
Net Cash/(Debt)	376
ROCE[2]	13.9%
Debt/Equity	0.14x

- Double Digit Growth in Topline
- Healthy Operating Margin
- Strong Balance Sheet
    - Very Healthy Capital Structure
    - Net Cash Positive
- Operational leverage crystalized in double-digit ROCE

1. Investments are in Liquid funds and FDs
2. Annualised ROCE = EBIT/ (Equity + Net debt)

Consolidated Profit & Loss – Q3 FY23

SHALBY LIMITED
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Particulars (in INR Millions)	Q3 FY23	Q3 FY22	Y-o-Y Growth
Revenue	**2,067**	**1,652**	**25.1%**
EBITDA	**380**	**310**	**22.5%**
EBITDA Margin %	*18.4%*	*18.8%*	
PBT (before Exceptional Items)	**235**	**182**	**29.3%**
Exceptional Items	0.0	(44)	(100.0)%
PBT	**235**	**138**	**71.0%**
PBT Margin %	*11.4%*	*11.0%*	
PAT	**153**	**129**	**18.3%**
PAT Margins %	*7.4%*	*7.8%*	

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

Business Verticals

Healthcare Conglomerate

Synergistic Sustainable Business Model

Building An Integrated Orthopedic Solutions Ecosystem

Multi-Specialty

Shalby is a Leader in Joint Replacement with 15%[1] Market Share

- Headroom to grow further with existing bed capacity without additional capex
- Ongoing diversification of Arthroplasty with Cardiac, Onco & Neuro Science, Critical Care and General Medicine
- Doubling ROCE with operational leverage Kicking in
- Homecare and International business further accelerate growth
- Adopting and Leveraging Technology to bring better medical outcomes and patient reach

SHALBY MULTI-SPECIALTY HOSPITALS

Single-Specialty

Shalby Orthopedics Centre of Excellence and Franchise Model

- An Asset light franchise model will leverage Shalby expertise
- 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 through FOSO and FOSM business model
- Plans to open 50 SOCE across India with in next 3 years

SOCE SHALBY

Implant

Shalby Advanced Technologies, Inc.

- 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
- In line to deliver INR 100 crore of sales in FY2023 at operational breakeven

Shalby Advanced Technologies Inc. Restoring Mobility, Improving Lives.

Diversification in Revenue Mix

Notes:
1. Organized Joint replacement market in India

A Legend and Visionary Doctorpreneur behind Shalby

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 13 hospitals (10 Multispeciality and 3 Orthopedic Franchise) and 2000+ beds across 10 major cities in India and an implant manufacturing facility in California, USA.

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 1,44,000 successful joint replacement surgeries till date.

Leveraging this expertise, he has envisioned establishing 50 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 Performance *(Q3 FY23)*

Hospital Business Highlights Q3 FY23

Key Facts

The Largest Joint Replacement Centre In The World

13
Hospital
10 Multi-Specialty[1]
3 Single-Specialty[2]

10
Cities in
6 states

1200+
Operational
Beds

500+
Doctors with
200+ surgeons

3500+
Employees

41%
Female
Workforce

1,44,000+
Joint Replacements Till date

15%
Organized
Arthroplasty
Mkt Share

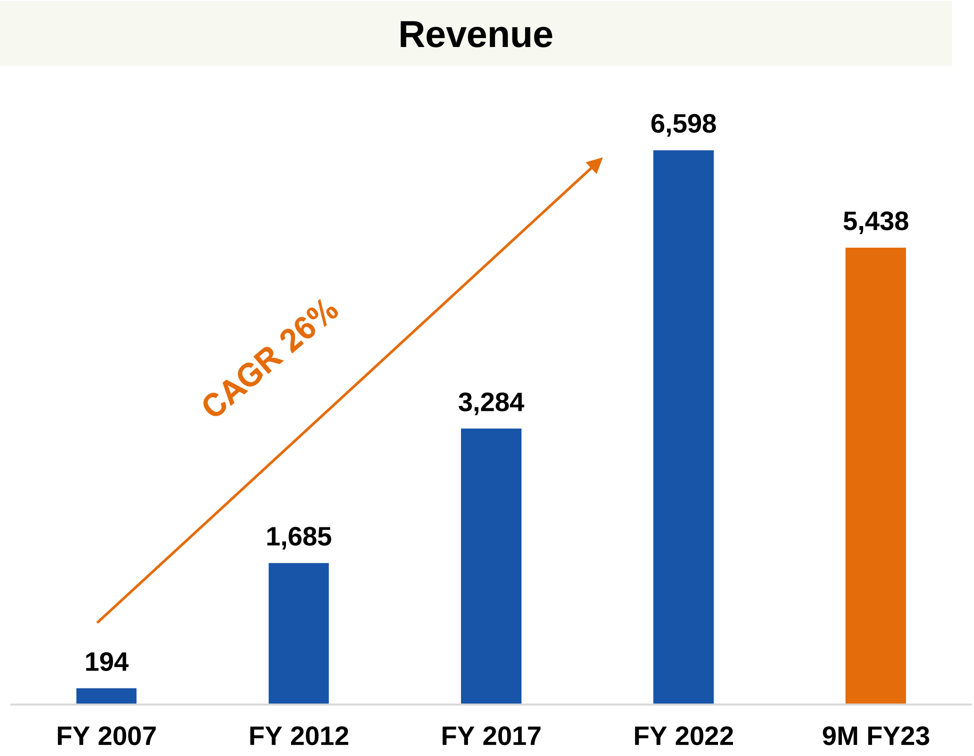
Operational Performance

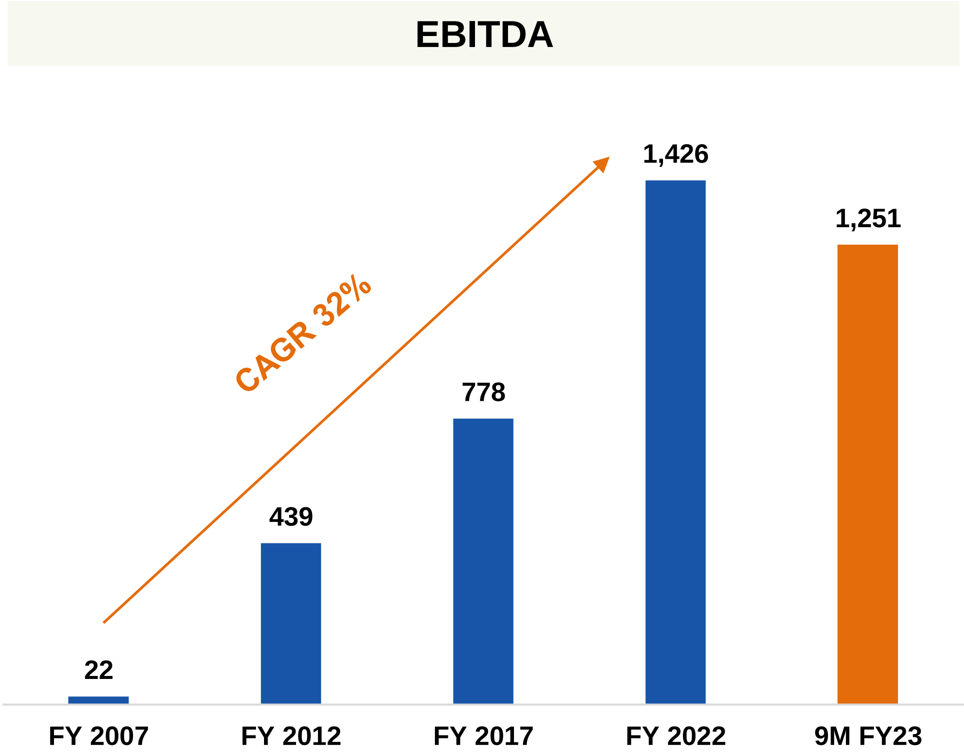
Particulars	Q3 FY23	Q3 FY22	YoY Growth
In-Patient Count (Nos.)	**11,713**	10,432	12.3%
Day-Care Patient Count (Nos.)	**6,287**	5,212	20.6%
Out patient Count (Nos.)[3]	**1,11,060**	95,070	16.8%
Surgeries Count	**6,782**	5,679	19.4%
ARPOB (In Rs.)	**36,291**	32,049	13.2%
Operational Beds (Nos.)[4]	**1,260**	1,235	2.0%
Occupied Beds	**544**	513	6.09%
Occupancy Rate	**43.2%**	41.5%	166 bps
ALOS (without Daycare)	**3.74**	4.02	(7.1)%

Notes:
1. Presence in Ahmedabad, Vapi, Surat, Jaipur, Indore, Jabalpur, Mohali and Mumbai
2. Shalby Orthopedic Centre of Excellence (SOCE) in Ahmedabad, Udaipur and Lucknow
3. Out-Patient Count is excluding Vaccination counts
4. Added 25 beds in Lucknow (Orthopedics FOSO) SOCE unit

Hospital Performance Summary

Shalby Continued to deliver high double-digit growth over the last 2 decades





Note:
Above all numbers are on Standalone basis

Hospital Business Highlights Q3 FY23

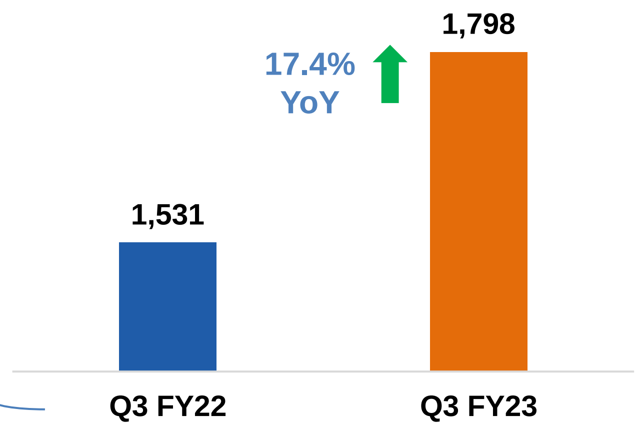
Financial Performance

All Figures are in INR million

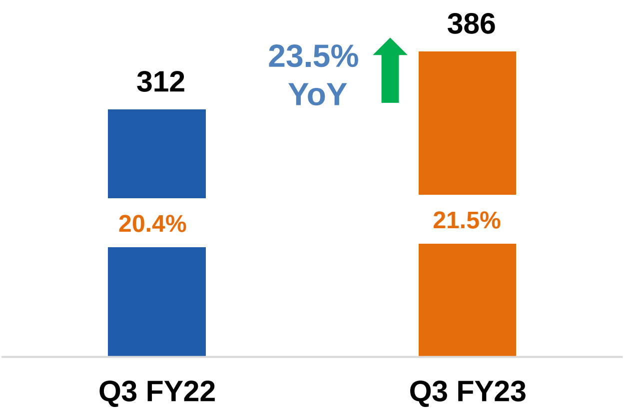
International Revenue
INR 25 mn 58% YoY

Homecare revenue INR
26.5 mn 42% YoY

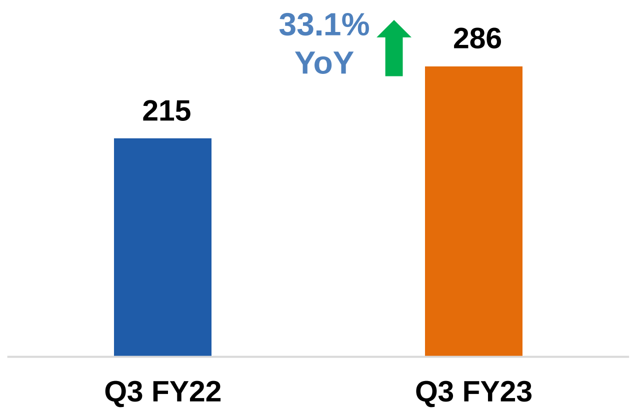
Revenue



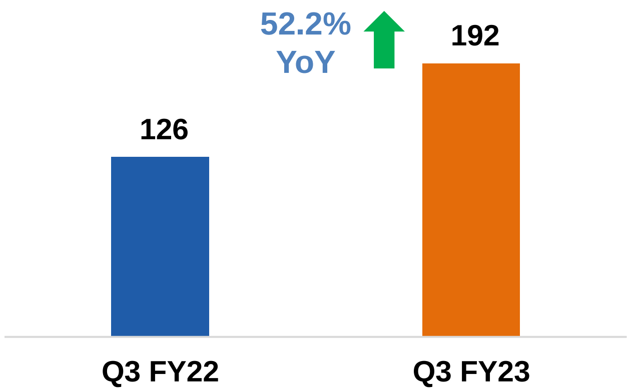
EBITDA Profile



Profit Before Tax[1]



Profit After Tax[1]



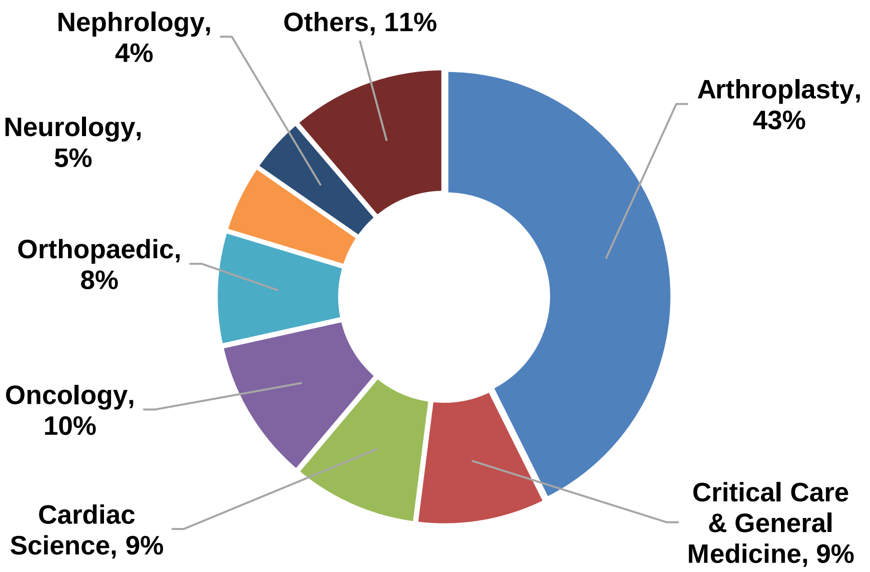
Notes:
1. PBT is before Exceptional Items and PAT is after considering exceptional item of INR 4.4 cr in Q3 FY22
2. All numbers are on Standalone basis
3. Revenue Includes INR 1 mn from Vaccination in Q3 FY23 and INR 17.3 mn from vaccination and INR 1.8 mn from COVID in Q3 FY22

Hospital Business Highlights Q3 FY23

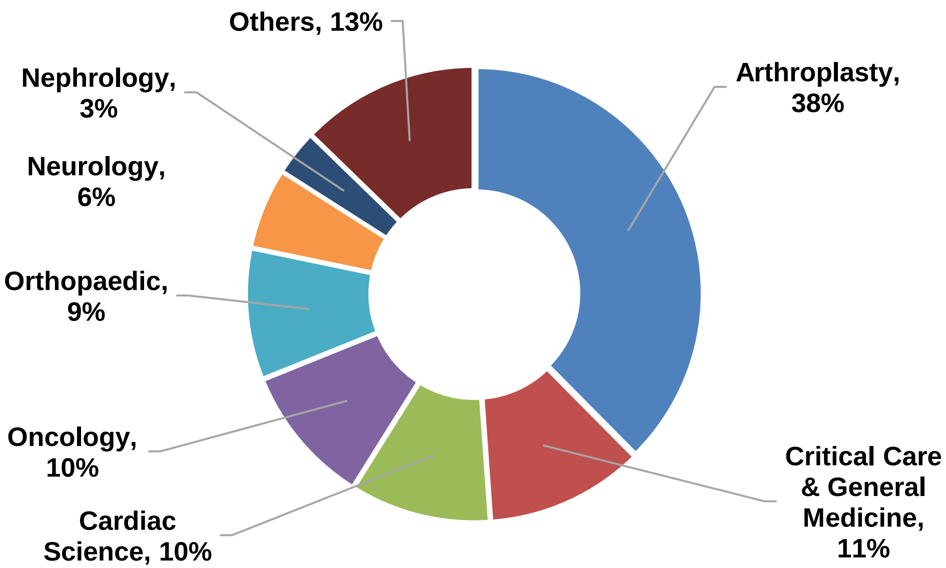
SHALBY MULTI-SPECIALTY HOSPITALS

Global Leader in Arthroplasty with increasing focus on Multi Specialty

Specialty Revenue Mix : Q3 FY2023



Specialty Revenue Mix : Q3 FY2022



Notes:
1. Orthopedic includes Spine

Hospital Business Highlights Q3 FY23

SHALBY MULTI-SPECIALTY HOSPITALS

Surgery Count and Y-o-Y Growth

	Surgery Count	Y-o-Y Growth
Arthroplasty	3,297	↑ 23%
Orthopedic[1]	831	↑ 24%
Onco Surgery	380	↑ 58%
General & Cosmetic Surgery	641	↑ 18%
Cardiac Surgery	194	↓ -3%
Nephro & Urology	484	↑ 31%

Surgery in other Specialties are growing by high double digit

Notes:
1. Orthopedic includes Spine

Hospital Business Performance Q3 FY2023

SHALBY MULTI-SPECIALTY HOSPITALS

Profit & Loss Statement

Particulars (in INR Millions)	Q3 FY23	Q3 FY22	YoY Growth
Revenue	**1,798**	**1,531**	**17.4%**
EBITDA	**386**	**312**	**23.5%**
EBITDA Margin %	21.5%	20.4%	
PBT before Exceptional Items	**286**	**215**	**33.1%**
Exceptional items	0	(44)	(100.0)%
PBT	**286**	**170**	**67.8%**
PAT	**192**	**126**	**52.2%**
PAT Margin %	*10.7%*	*8.2%*	

Well Capitalized Balance Sheet to Fund the Growth Capex Plans

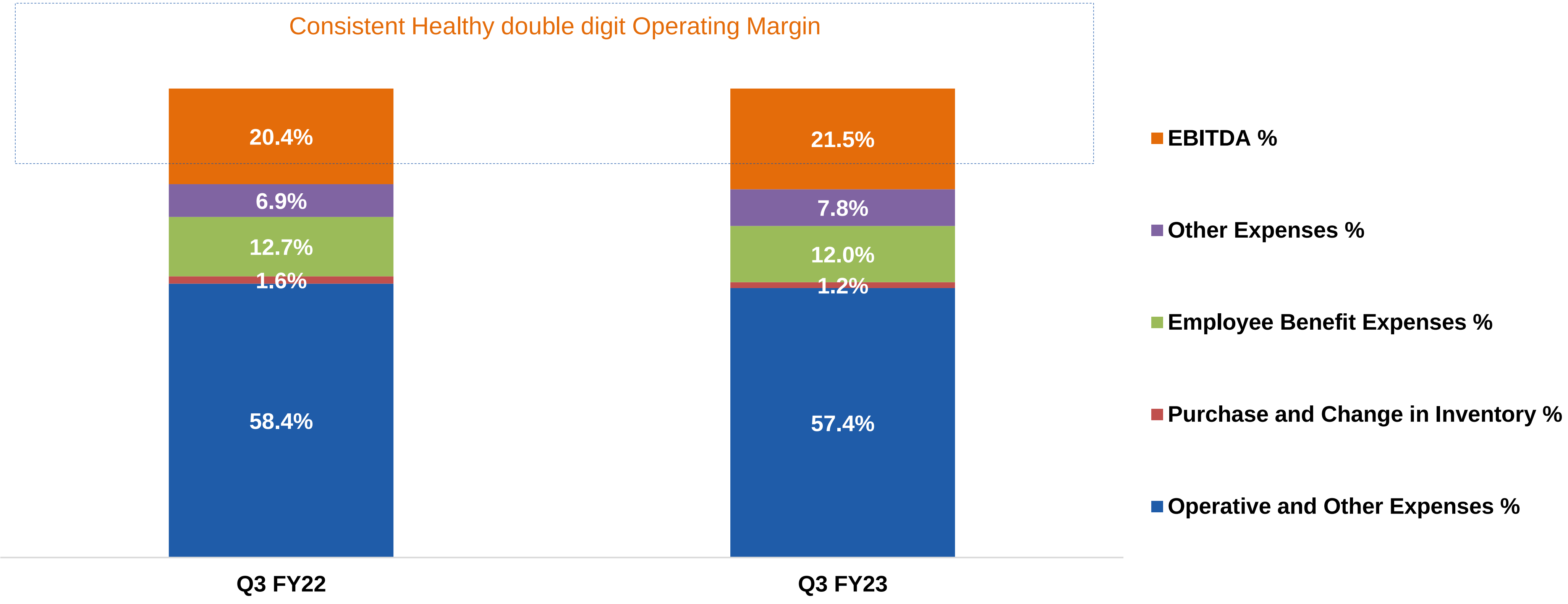
Gross Borrowings	282
Cash & Cash Equivalents[1]	1,506
Net Cash/(Debt)	1,224
ROCE[2]	16.3%

1. Investments are in Liquid funds and FDs
2. Annualised ROCE = EBIT/ (Equity + Net debt)

Notes:
1. Margins are calculated on the basis of Total Revenue
2. All numbers are on Standalone basis

EBITDA Profile- Q3 FY23

Total Revenue to EBITDA



Clinical Excellence and Initiatives Across Specialties during Q3 FY23

- An obese patient with severe heart disease that needed implanting Cardiac Defibrillator goes under Total Knee Replacement successfully.
- A pre-term baby delivered at 27th week with a weight of just 800 gm who was in a critical condition was managed and treated successfully in NICU. The baby was discharged hale and hearty after 50 days of stay at Shalby.
- A CPR survivor with septic shock, aspiration pneumonia with just 40% oxygen level treated successfully.
- Cardiac Sciences Department performed a complex Resynchronization Procedure (CRT-D) on a 42 yr. female Patient
- 56 yr. old female patient from peripheries, underwent Mitral valve replacement and tricuspid valve repair. in her case, both, mitral and tricuspid were so badly damaged that both required replacement.
- First time a complex Rotatripsy (combination of Rota Ablation and Intra vascular Lithotripsy) was performed in a highly calcified right coronary lesion in a 73 years old male patient
- we successfully performed a highly challenging LAD CTO lesion angioplasty & stenting via a previously placed tortuous LIMA graft
- SICS performed the implantation of the most advanced Neutrino Cardiac Resynchronization & Defibrillation (CRTD) device {Abbott} in an advanced heart failure patient
- in SICS we have initiated use of Perclose Proglide (percutaneous Vascular closure device) which makes early mobilization of femoral angioplasty patients and minimizes access site complications
- First time in a patient of Post MI Septal rupture with double vessel CAD device cosure of VSD done along with double vessel stenting.

Homecare Business Highlights Q3 FY23

SHALBY MULTI-SPECIALTY HOSPITALS

24x7 Homecare Services

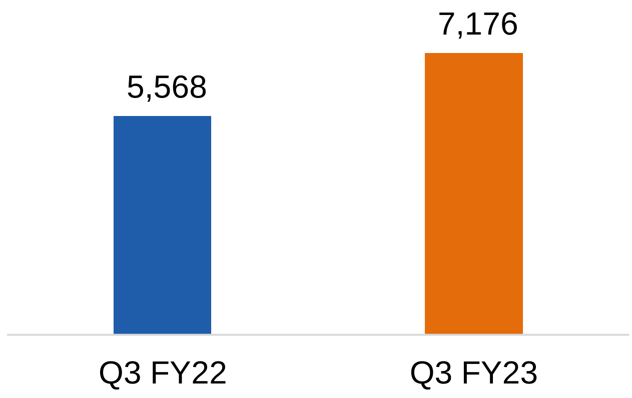
20,000+ patients served during 9M FY23

Achieved revenue of INR **70** mn in 9M FY23

Presence in 8 cities[1] with all comprehensive services @Home

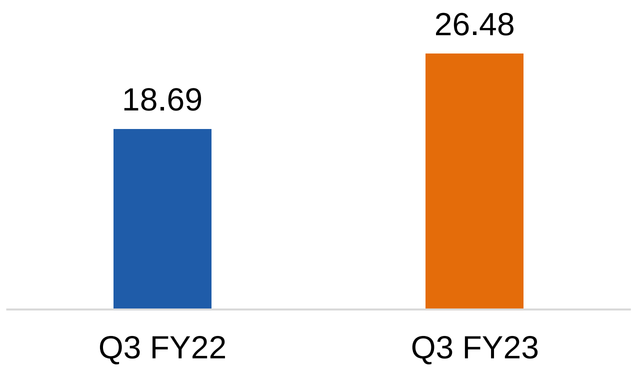
Shalby Homecare Comprehensive Services
ICU @Home | Diagnostic | Pharmacy | Medical Equipment | Doctor Visit | Nursing Care | Physiotherapy | Patient Attendant

Patients Served (Nos)



Up 29% YoY

Revenue (INR MN)



Up 42% YoY

Industry Growth Drivers

Provide Quality Services Through High-end digital systems

Less Chances of hospital Required Infection

Insurance Policies Covering Home Healthcare Expenses

Economical Homecare Services Compared to Hospitals

Note: 1. Ahmedabad, Vapi, Surat, Jaipur, Indore, Jabalpur, Mohali and Mumbai

Q3 FY2023 Hospital Performance (Maturity wise)

All hospitals, at different maturity stages, continues to deliver steady performance

Hospital > 10 Years

391
Operational Beds

₹ 702 mn Revenue from operation	40% Revenue Contribution
₹253 mn EBITDA	36% EBITDA Margins

Shalby SG | Krishna | Vapi

Hospital < 10 Years

869
Operational Beds

₹ 1,033 mn Revenue from operation	60% Revenue Contribution
₹ 159 mn EBITDA	15% EBITDA Margins

Jaipur | Surat | Naroda | Jabalpur | Indore | Mohali

Notes:
1. Revenue and EBITDA above are at unit level (standalone)
2. Krishna moved to 10+ years and Surat, Mohali and Naroda have moved to 5-10 years from 0-5 years in Q2 FY23
3. Vijaya is not included being SOCE and Zynova is on revenue sharing model

Key Focus Areas For Future

Global Leader in Joint Replacement with diversification in other specialties
- Aiming for 15k+ joint replacements annually
- Ongoing diversification with Cardiac Science, Oncology, Neuro-science, Critical Care and General Medicine

Prudent Capital Allocation
- Sustainable Capex business model whereby becoming a preferred O&M partner on revenue sharing mode
- Focus to doubling ROCE in coming year due to operational leverage

Growth in Occupancy Rate
- Additional 40% of the total bed capacity is available to support organic growth trajectory with limited capex

24x7 Homecare Services
- Provide Quality Services Through High-end digital systems
- Growing no of services and markets outside home locations

Training and Development
- Investment in high impact training programs will establish a dedicated professional medical base

Leveraging Technology
- Adoption and leveraging technology to provide better medical outcomes, patient reach and satisfaction

Expansion Plan
- Nashik and Santacruz hospitals within development budget and provide access to important local markets

Hospital Journey & Further Expansion

1994

Vijay Shalby, Ahmedabad

27 beds

2007

SG Shalby, Ahmedabad

201 beds

2012

Vapi Shalby, Vapi (**146 beds**)

Krishna Shalby, Ahmedabad (**220 beds**)

2015

Jabalpur Shalby, Jabalpur (**233 beds**)

Indore Shalby, Indore (**243 beds**)

Mohali Shalby, Mohali (**145 beds**)

2017

Jaipur Shalby, Jaipur (**237 beds**)

Naroda Shalby, Ahmedabad (**267 beds**)

Surat Shalby, Surat (**243 beds**)

Zynova[1] Shalby, Mumbai (**150 beds**)

+

Expansion in Pipeline

Mumbai

Bed Capacity: **175**
Business Model: **Revenue Sharing**
O&M Period: **30 + 30 years**
Operationalization Year: **2025-26**
Estimated Cost: **INR 1,600 million**

- In the heart of Mumbai, Santacruz, to be equipped with state-of-the-art equipment and technology
- Diversifying Shalby presence by entering 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

Bed Capacity: **146**
Business Model: **Revenue Sharing**
O&M Period: **30 years**
Operationalization Year: **2023-24**
Estimated Cost: **INR 310 million**

- 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

Note:
1. Zynova is operating on Revenue sharing business model

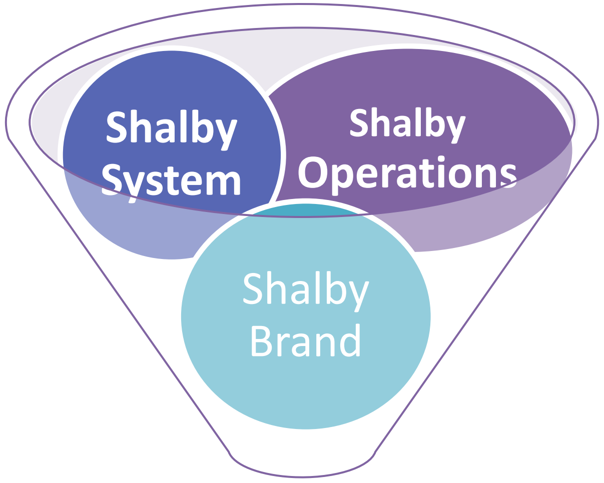
SOCE Franchise Performance *(Q3 FY23)*

Leveraging Expertise Through Franchise Asset Light Model Under SOCE

SHALBY ORTHOPEDIC CENTRE OF EXCELLENCE

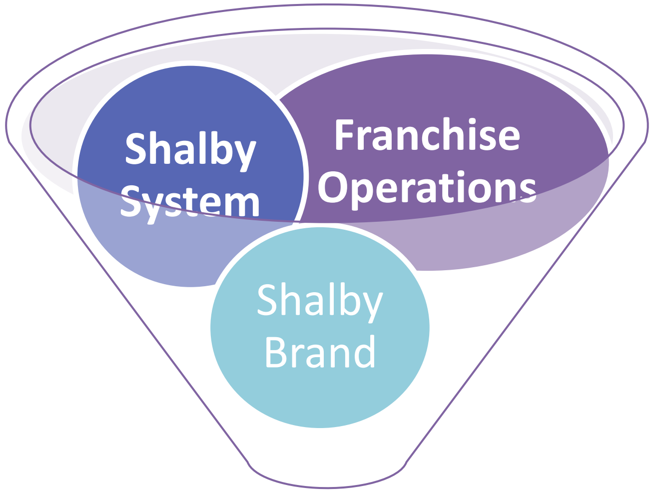
An Asset light franchise model will leverage Shalby expertise and enable to penetrate faster across pan-India

Two Business models



Franchise Owned – Shalby Operated (FOSO)

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



Franchise Owned – Shalby Managed (FOSM)

- Franchisee is responsible for all capex & opex
- Management by Shalby
- Provide Shalby systems (HIS, procurement, manpower planning etc)
- Shalby to receive management fees % age of Revenue

SOCE Unit Performance – Q3 FY23

Shalby Orthopedics Centre of Excellence (SOCE)

Joint Replacement Procedures	Q3 FY23	Q3 FY22	YoY Change
Vijay	57	23	148%
Lucknow[1]	7	0	NA
Total	**112**	**50**	

Revenue (INR MN)	Q3 FY23	Q3 FY22	YoY Change
Vijay	12.2	4.8	82%
Udaipur[1] (management fees)	0.36	0.25	42%
Lucknow	0.7	0	NA
Total	**13.24**	**5.07**	

! **Gwalior** Unit has been operationalised during end of December 2022 with OPD services; however Joint Replacement Procedures will begin from end of January 2023.

* Udaipur is Shalby Managed and Lucknow is Shalby Operated

Upcoming Centres[1]

Location	Bed capacity	Business Model
Aurangabad	35	FOSO
Rajkot	30	FOSO

1. MOUs are signed with counterpart for all above centres

50 SOCE by end of FY2026

Target Locations

Metro & Tier 1 Cities

- Mumbai
- Delhi
- Kolkata
- Bangalore
- Hyderabad
- Pune
- Kanpur
- Nagpur
- Patna
- Bhopal
- Raipur
- Ranchi

Tier 2 & 3 Cities

- Vadodara
- Agra
- Ludhiana
- Nashik
- Jamshedpur
- Amritsar
- Jodhpur
- Kota
- Guwahati
- Bhubaneswar
- Dehradun
- Gorakhpur
- Jammu
- Ujjain

*Based on city population

SHALBY ACADEMY

SHALBY ACADEMY *(Q3 FY23)*

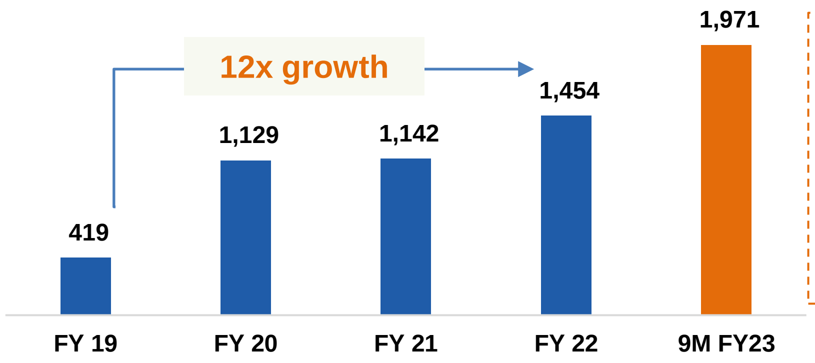
Shalby Academy- Industry Ready Education

SHALBY ACADEMY

Key Strengths

- 6200+* Students
- 30+ Healthcare programs
- Inhouse Job Offers
- In-house Clinical experts
- 155 Domestic and International MOUs*
- Certified BLS trainers
- Digital LMS Platform
- State-of-Art Simulation Lab

Students Enrolled (In Nos)



Constantly growing with strong academic partnership and robust infrastructure

1. 300+ students enrolled in Q3 FY23 in the various Healthcare disciplines
2. 248 students has registered for Paramedical Courses at various locations for the Academic Year 22-23.
3. Total Fees booked is recorded at INR 14 mn during 9M FY23 (INR 4.26 mn in Q3 FY23).

Domestic and International Partnership

Indus University | Ganpat University | IIHMR University | CGC Landran | UEM | Dr Sagar Mal Juniwal's Apex University Jaipur | GNLA | Healthstaffed | National Council of Paramedical Sciences Delhi (India) | Indian Institute of Public Health Gandhinagar

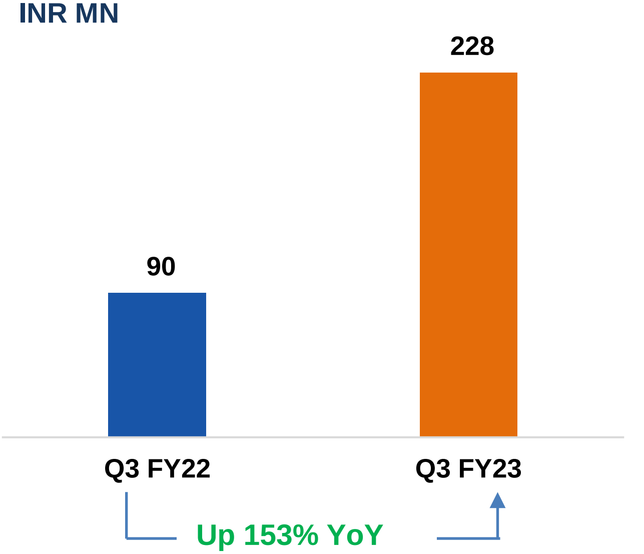
*Since inception

Shalby Advanced Technologies Inc.
Restoring Mobility, Improving Lives.

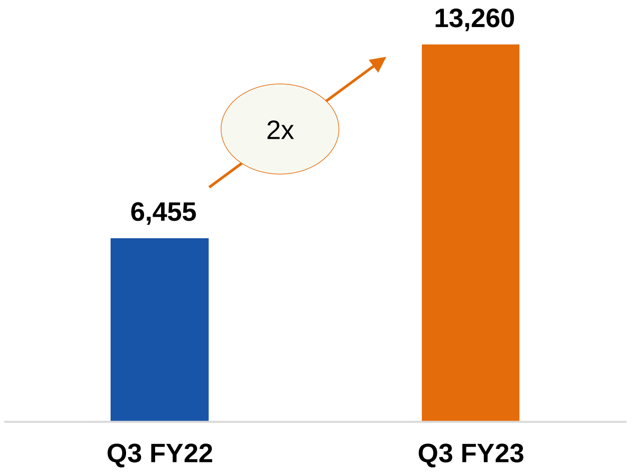
IMPLANT BUSINESS Performance *(Q3 FY23)*

Implant Business Performance - Q3 FY23

Revenue



Quarterly Production*

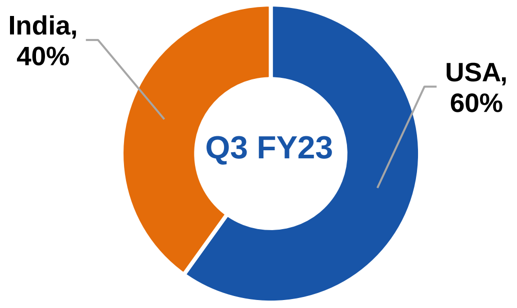


* Implant components and instruments

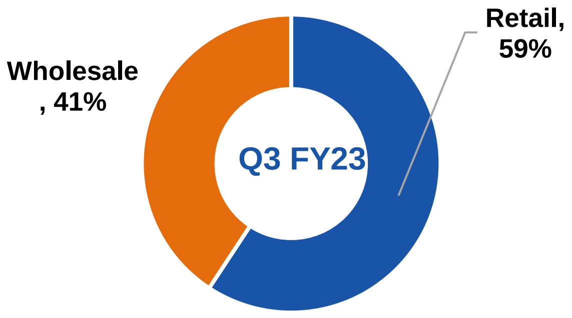
Q3 FY23 Highlights

- Q3 FY23 sales of INR 228 mn grew by 150% YoY with 60% contribution by USA and 40% by India
- In principle 8 new distributors are added YTD
- Improved production capacity by ~50% to avg 4500 components though the year
- Onboarded 2 very senior talent in critical leadership positions
    - Garrett Kiesle as President and COO
    - Japheth Noah as our VP for QA and RA
- Receiving registration approvals to launch our Products in Indonesia in Q4 FY23
- Strong R&D with new series of products in pipeline

Geographical Sales Mix



USA Customer Sales Mix



Shifting focus to Retail from wholesale

Way to build 5k components

- Tracking Machine utilization more closely to get maximum output
- Bringing more efficiencies helping to reduce time taken in several functionalities
- Selected vendor for Outsourcing machining and finishing work
- Moving to procure more refined raw material to save product time
- Product in focus are Unisyn, TUKS and cementless knees for building inventory which is in line with surgeon's demand
- Building up related instrumentation to support new surgeon and distributors

Implant Business Roadmap

Shalby Advanced Technologies Inc.
Restoring Mobility, Improving Lives.

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

Current Presence

North America	Japan	India
		

Phase 1

South East and North Asian Countries
- Indonesia,
- Malaysia
- Korea

South Asian Countries
- Bangladesh
- Nepal

Currently we are in Phase-1

Phase 2

Middle East Countries
- UAE
- Saudi Arabia
- Oman

Phase 3

East Africa
- Kenya
- Ethiopia
- Tanzania

CIS Countries

28 Years of ELITE Legacy

Integrity

Highest standards of transparency accountability, and corporate governance

Learning

Lazer sharp focus on upgrading the skills of our team and building people capability ensuring high levels of patient care

Team Work

A patient-centric focused team with a great blend of experience, diversity, fresh thinking, with proven excellence in service

Excellence

Proven leadership in healthcare, setting up Centres of Excellence to capture massive opportunities

Empathy

Creating an equitable healthcare system keeping interests of patients and families at the focus

Hospitals Portfolio

SHALBY MULTI-SPECIALTY HOSPITALS

Multispecialty Units (Owned and Managed)

SOCE

SG Shalby

Vapi Shalby

Indore Shalby

Jaipur Shalby

Vijay Shalby

Krishna Shalby

Mohali Shalby

Naroda Shalby

Udaipur Shalby

Jabalpur Shalby

Zynova Shalby (Mumbai)

Surat Shalby

Lucknow Shalby

Biggest Healthcare Corporate Group in Western and Central India

SHALBY MULTI-SPECIALTY HOSPITALS

National Presence

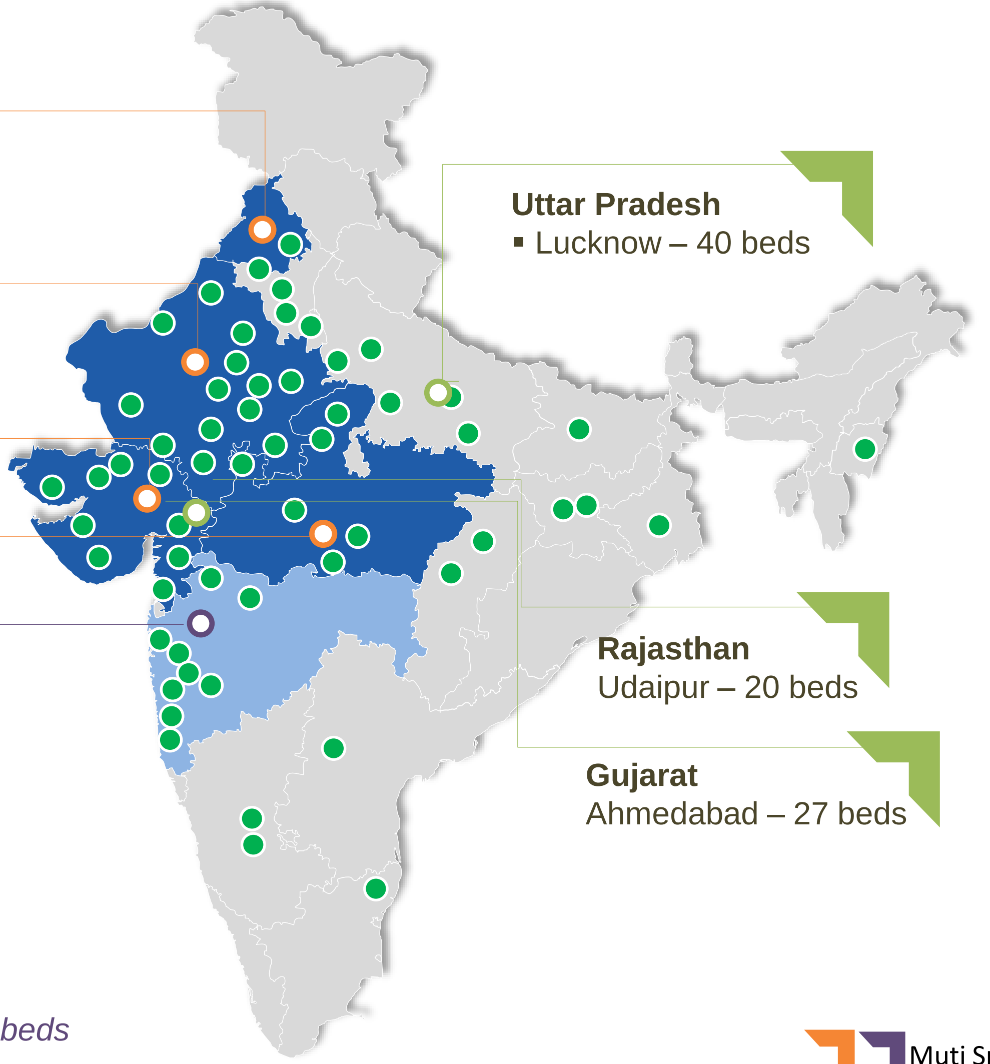
PUNJAB
- Mohali – 145 beds

RAJASTHAN
- Jaipur – 237 beds

GUJARAT
- Ahmedabad
  - SG – 201 beds
  - Krishna – 220 beds
  - Naroda – 267 beds
- Vapi – 146 beds
- Surat – 243 beds

MADHYA PRADESH
- Indore – 243 beds
- Jabalpur – 233 beds

MAHARASHTRA
- *Ghatkopar (Zynova) – 150 beds*



Uttar Pradesh
- Lucknow – 40 beds

Rajasthan
Udaipur – 20 beds

Gujarat
Ahmedabad – 27 beds

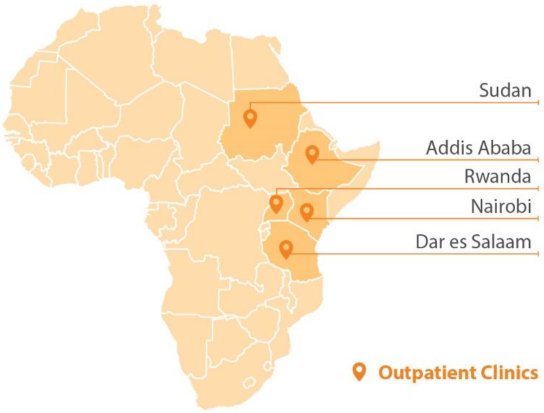
Muti Specialty

SOCE

- 10 Multispecialty Hospital and 3 Orthopedic Centers (SOCE) (2000 + 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
- Udaipur and Lucknow are SOCE FOSM, and SOCE FOSO respectively

Sustainability Initiatives

SHALBY MULTI-SPECIALTY HOSPITALS

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*

Community Connect

270+
Healthcare Camps
14,000+ patients participation

100+
Healthcare Talks

Workplace Wellness

Training Man Hours In Q3 FY23 – 17,601 Hours

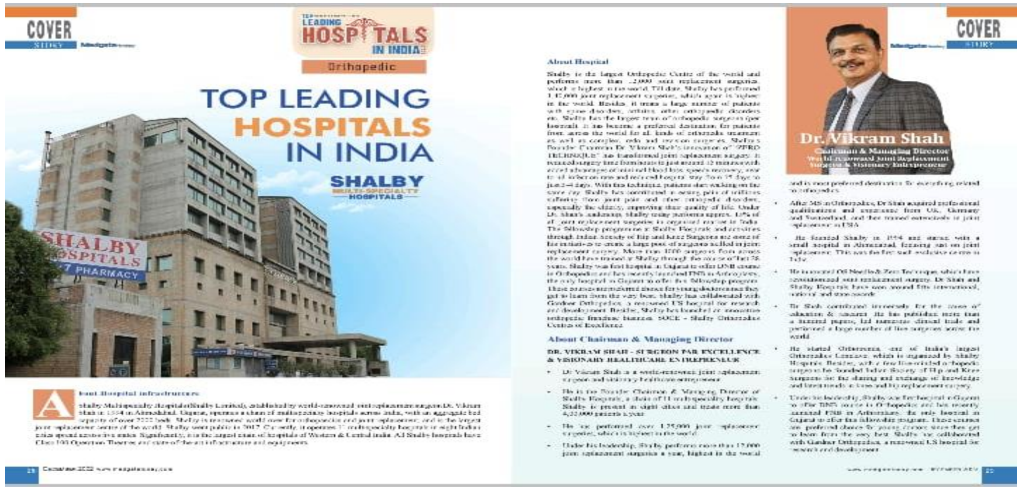
Clinical Training Man Hours	Non-Clinical Training Man Hours
9,742	**7,859**

Workforce Training

Gender Diversity
Male- 59% Female - 41%

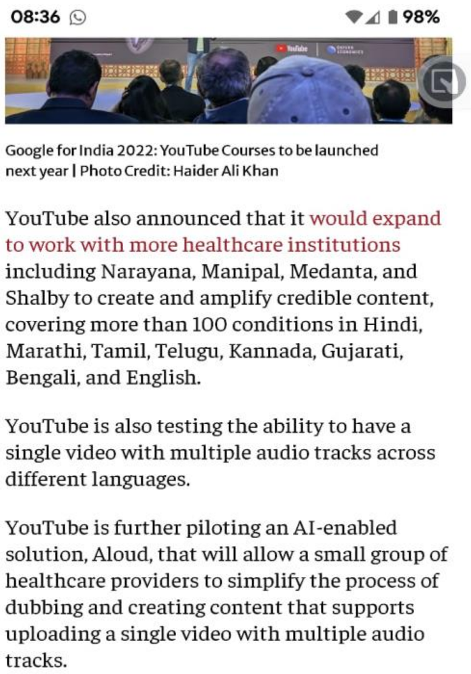
Shalby In News

Shalby featured in Medgate Today (leading International Healthcare Magazine)

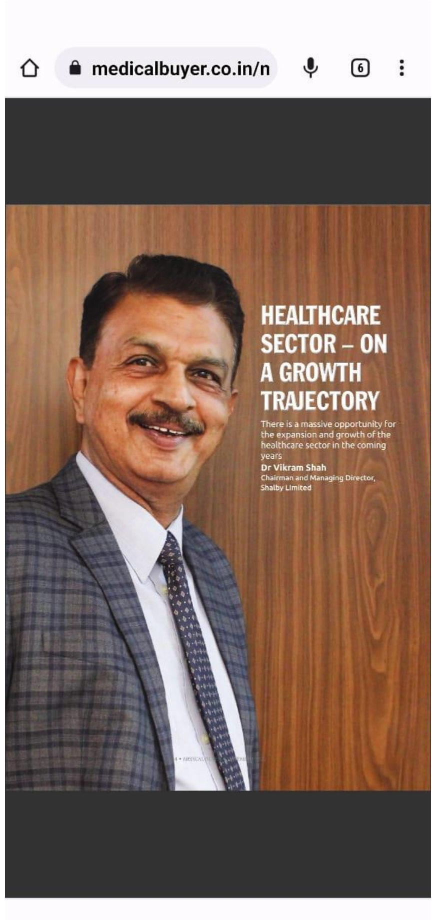


CNBC TV 18 interviewing Mr Shanay Shah, President on Shalby's business outlook

Shalby Partnering with Google…



An Article by Dr Vikram Shah, CMD on Medical Buyer



Shalby In News

SHALBY
MULTI-SPECIALTY
HOSPITALS

Nerve block technique during Joint Replacement surgery in Shalby Jaipur

शैल्बी हॉस्पिटल के डॉक्टर्स का कमाल

बिना एनेस्थिसिया के किया सफल जोड़ प्रत्यारोपण

राजस्थान में पहली बार नर्व ब्लॉक तकनीक से जॉइंट रिप्लेसमेंट कर दी मरीज को नई आशा

जयपुर। हृदय की गंभीर बीमारियों से जूझ रहीं 80 वर्षीय प्रेमलता (परिवर्तित नाम) के लिए जीवन और अधिक मुश्किल हो गया जब ऑर्थराइटिस के कारण उनका दाहिना घुटना खराब हो गया और चल पाना भी असंभव हो गया था। उन्हें जोड़ प्रत्यारोपण सर्जरी की सलाह तो हर जगह से मिली लेकिन हार्ट में लगी डिवाइस और बेहद कमजोर पंपिंग क्षमता (मात्र 20 प्रतिशत) के चलते उनकी सर्जरी में काफी जोखिम था। लेकिन शहर के

डॉक्टर्स ने इन सभी चुनौतियों को पार करते हुए उनकी सफलतापूर्वक जॉइंट रिप्लेसमेंट सर्जरी की और उन्हें दोबारा चलने योग्य बनाया। शहर के शैल्बी हॉस्पिटल के सीनियर जॉइंट रिप्लेसमेंट सर्जन डॉ. धीरज दुबे ने नर्व ब्लॉक तकनीक का इस्तेमाल कर यह हाई रिस्क सर्जरी की। डॉक्टर्स का दावा है कि राजस्थान में अपनी तरह का यह पहला मामला है।

डॉ. धीरज दुबे ने बताया कि मरीज की उम्र अधिक थी और वजन भी 85 किलो तक पहुंच गया था। उनके हृदय की धड़कन को संभालने के लिए उन्हें आईसीडी डिवाइस लगाई थी और उन्हें डायलेटेड कार्डियक मायोपैथी नाम की गंभीर हृदय की बीमारी भी थी। उनके दाहिने घुटने में गंभीर ऑर्थराइटिस के कारण जोड़ पूरी तरह खराब हो गया था जिससे उनका थोड़ा बहुत चल पाना भी संभव नहीं था। ऐसे में उनके लिए जॉइंट रिप्लेसमेंट सर्जरी ही एकमात्र उपाय रह गया था लेकिन इसमें भी काफी जोखिम था।

अल्ट्रासाउंड गाइडेड नर्व ब्लॉक से संभव हुई सर्जरी

इस हाई रिस्क केस में डॉक्टर्स ने नई तकनीक अल्ट्रासाउंड गाइडेड नर्व ब्लॉक तकनीक का इस्तेमाल किया। डॉ. धीरज दुबे ने बताया कि इस तकनीक से अल्ट्रासाउंड की मदद से फिमोरल और सियाटिक नर्व, जिससे मरीज को दर्द महसूस होता है, उन्हें ब्लॉक कर दिया गया। ऐसे में मरीज को एनेस्थिसिया देने की आवश्यकता नहीं पड़ी और उनकी सर्जरी हो गई। जिन मरीजों में जॉइंट रिप्लेसमेंट करने में काफी जोखिम होता है, उनके लिए यह तकनीक काफी कारगर है। इस केस को सफल बनाने में एनेस्थिसिया विशेषज्ञ डॉ. हिमेश, डॉ. नीरज जैन, डॉ. योगेश, डॉ. मिताली और डॉ. गरिमा का विशेष सहयोग रहा। सर्जरी के बाद अब मरीज आसानी से चल फिर पा रही हैं।

Emergency training camp in Mumbai

नवभारत

क्रिसमस पर झाइनोवा शाल्बी हॉस्पिटल का मानवीय उपक्रम

मुफ्त आपातकालीन प्रशिक्षण शिविर

■ **मुंबई,** नवभारत न्यूज नेटवर्क. क्रिसमस पर झाइनोवा शाल्बी मल्टी-स्पेशियलिटी हॉस्पिटल्स के तत्वावधान में सभी कोविड सुरक्षा नियमों का पालन करते हुए घाटकोपर पश्चिम स्थित आर-सिटी मॉल में 3 दिवसीय मुफ्त आपातकालीन चिकित्सा प्रशिक्षण शिविर का आयोजन किया गया. कैंप के जरिए लोगों को आपात स्थिति में क्या करना है, अस्पताल पहुंचने तक मरीज की जान कैसे बचानी है, इसका प्रशिक्षण दिया गया, जो कहीं भी, कभी भी और किसी के साथ भी हो सकती है. अस्पताल की फिजिशियन डॉ. उर्वी माहेश्वरी ने कहा कि हार्ट अटैक, डूबने की घटना, आग लगने, बीमारी, चोट लगने

और दुर्घटना जैसी आपात स्थिति कभी भी हो सकती है. इसलिए आपातकालीन प्रशिक्षण के बारे में सभी को जानना जरूरी है. इसलिए हमने बेसिक लाइफ सपोर्ट, कार्डियोपल्मोनरी रिससिटेशन, फर्स्ट एड, चाइल्ड केयर और फायर सेफ्टी के बारे में प्रशिक्षित करने का फैसला किया. अस्पताल की यूनिट हेड रेनी वर्गीज ने कहा कि हम समाज में जागरुकता अभियान चला रहे हैं.

Mumbai Edition
26-december-2022 Page No. 4
epaper.enavabharat.com

Insights on COVID in Ahmedabad Mirror

Demand of masks, sanitisers spikes as Covid curbs return

1.5 lakh masks sold per day in state till two weeks ago, figure now rises to about 2.5 lakh pieces; prices of sanitisers, mask unlikely to rise as manufacturers abound; packs of 50 or 100 flying off shelves

Kuldeep.Tiwari
@ahmedabadmirror.in
TWEETS @kuldeeptMIRROR

Fear of spread of Omicron sub-variant BF.7 virus has led to a significant jump in the sale of masks in Ahmedabad and across Gujarat. Chemists and druggists in the state said there is a notable hike of over 20% in the sales of masks. Sanitisers and hand wash items too are seeing a gradual rise in sales.

Federation of Gujarat State Chemist and Druggist Association (FGSCDA) chairman Alpesh Patel said, "Two weeks ago, 1.5 lakh pieces of masks were sold per day in Gujarat. This has gone up to about 2.5 lakh pieces in the last 3-4 days. Ahmedabad's share from this increased sale is about 30%, and same is the case with sanitisers too. In the next few weeks, demand and sales are likely to go up by three times."

Of this, the share of 3-layer (surgical) one time use masks is about 90% and the remaining includes N-95

FILE PHOTO

Use of masks rising by the day

masks and other masks.

As per FGSCDA data, people are mostly buying masks in packs of 50 or 100 for the entire family members and for their travel.

According to manufacturers and chemists in Ahmedabad, one of the reasons for the surge in the sales of masks is because of institutional buying. Chirag Kabra, MD of Nikshe Multiproducts Ltd, which manufactures personal protective equipment like PPE kits and masks, said, "Institutional demand for masks and other products has gone higher as they buy in bulk. This includes government bodies, hospitals and companies like pharmaceutical, food, electronic, automobile, etc. who stock it for employees and customers."

Another manufacturer said as there are many micro, small and medium enterprises manufacturing masks and sanitisers locally, it is unlikely that there is a rise in price of masks and PPE kits as manufacturers are plentiful.

Dr Nikhil Lala, group medical head of Shalby Hospitals, told Mirror, "Though the reports say that the BF.7 virus is not that deadly, we cannot take it lightly. It is advisable to wear 3-layer masks for precaution. These use-and-throw masks should be disposed of after wearing for a day."

"Reports say that BF.7 virus is not that deadly, but we cannot take it lightly. It is advisable to wear 3-layer masks. These use-and-throw masks should be disposed of after use for a day

–Dr Nikhil Lala, Shalby Hospital

Gel-based sanitisers preferred

According to FGSCDA, the demand for gel-based sanitisers has gone up against the high-alcohol based type. This is because people had been facing skin issues in the past from high-alcohol based sanitisers. Currently, overall sales of sanitisers have marginally gone up by 2-5% in the state.

Shalby- Awards & Recognition

SHALBY MULTI-SPECIALTY HOSPITALS

Awarded for the Best Orthopedic Hospital of India at **The Economic Times Healthcare Awards 2022**

Organ Donation Coordinator from Indore Ms Hemlata Singh has won the award of Best Organ Transplant Coordinator by NATCO (Network & Alliance for Transplant Coordinators of India). Sharing pics and message by SOTTO Madhya Pradesh.

Best Multi-Specialty Hospital Chain

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