

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER IN THE LAST 3 FINANCIAL YEARS

Name of the Issue:

Shalby Limited

1. Type of Issue (IPO/FPO)

IPO

2. Issue Size (Rs. Cr)

INR 504.8

3. Grade of issue along with name of the rating agency

Name

NA

Grade

NA

4. Subscription Level (Number of times)

2.7707 times (excluding Anchor allocations and after removing multiple and duplicate bids and technical rejection cases)

Source – Minutes of Basis of Allotment dated December 12, 2017

5. QIB Holding (as a % of outstanding capital) as disclosed to stock exchanges

Particulars	Percentage
(i) allotment in the issue*	7.91%
(ii) at the end of the 1st Quarter immediately after the listing of the issue**	7.95%
(iii) at the end of 1st FY (March 31, 2018)**	6.72%
(iv) at the end of 2nd FY (March 31, 2019)^	NA
(v) at the end of 3rd FY (March 31, 2020)^	NA

(^) QIB Holding not disclosed as reporting for relevant period / fiscal years has not been completed

** Shareholding Pattern filed with Stock Exchange for the quarter ended December 31, 2017 and Financial Year March 31, 2018 respectively - represents holding of "Institutions" category

* As per the Shareholding Pattern available on the website of NSE.

6. Financials of the issuer - Standalone

(Rs in Crores)

Parameters	1st FY (March 31, 2018)#	2nd FY (March 31, 2019)*	3rd FY (March 31, 2020)*
Income from operations	385.52	N.A.	N.A.
Net Profit for the period	44.01	N.A.	N.A.
Paid-up equity share capital	108.01	N.A.	N.A.
Reserves excluding revaluation reserves	667.24	N.A.	N.A.

* Financials not disclosed as reporting for the relevant fiscal years has not been completed.

#Source - As per the annual financial results submitted to stock exchanges for FY March 31, 2018

Financials of the issuer - Consolidated

(Rs in Crores)

Parameters	1st FY (March 31, 2018)#	2nd FY (March 31, 2019)*	3rd FY (March 31, 2020)*
Income from operations	382.36	N.A.	N.A.
Net Profit for the period	42.72	N.A.	N.A.
Paid-up equity share capital	108.01	N.A.	N.A.
Reserves excluding revaluation reserves	653.43	N.A.	N.A.

* Financials not disclosed as reporting for the relevant fiscal years has not been completed.

#Source - As per the annual financial results submitted to stock exchanges for FY March 31, 2018.

7. Trading Status in the scrip of the issuer

Company's Equity Shares are listed on both the BSE Limited and the National Stock Exchange of India Limited.

Particulars	Status
(i) at the end of 1st FY (March 31, 2018)	Frequently Traded
(ii) at the end of 2nd FY (March 31, 2019)*	N.A.
(iii) at the end of 3rd FY (March 31, 2020)*	N.A.

* Trading status not disclosed as reporting for the relevant fiscal years has not been completed

8. Change in Directors of issuer from the disclosures in the offer document

Particulars	Name of the Director	Appointed / Resigned
(i) at the end of 1st FY (March 31, 2018)	None	None
(ii) at the end of 2nd FY (March 31, 2019)#	Dr. Darshini Shah	Resigned Non-Executive Director effective from May 7, 2018
	Mrs. Sujana Shah	Appointment as additional director - Non-Executive Independent Director for a period of 5 years w.e.f. May 7, 2018,
(iii) at the end of 3rd FY (March 31, 2020)*	N.A.	N.A.

However till October 31, 2018 of the current fiscal year, changes in the Board are mentioned above.

*Changes in directors not disclosed as reporting for relevant fiscal years has not been completed

9. Status of implementation of project/ commencement of commercial production

- (i) As disclosed in the offer document: NA
- (ii) Actual implementation: NA
- (iii) Reasons for delay in implementation, if any: NA

10. Status of utilization of issue proceeds

- (i) As disclosed in the offer document:

Particulars	Amount to be Funded from the Net Proceeds (in ₹ million)	Estimated Utilisation of Net Proceeds (in ₹ million)		
		Fiscal 2018	Fiscal 2019	Fiscal 2020
Repayment or prepayment in full or in part of certain loans availed by our Company	3,000.00	3,000.00	NIL	NIL
Purchase of medical equipment for existing, recently set up and upcoming hospitals ⁽¹⁾	635.80	246.37	200.73	188.70
Purchase of interiors, furniture, and allied infrastructure for upcoming hospitals	111.84	NIL	29.81	82.03
General corporate purposes ^{(2)*}	816.64*	544.43*	272.21*	NIL
Total	4,564.28	3,790.80	502.75	270.73

⁽¹⁾ Unless specifically included in quotations received from vendors by our Company, freight expenses and other taxes shall be funded from the internal accruals of our Company.

⁽²⁾ To be finalised upon determination of the Offer Price. The amount shall not exceed 25% of the Gross Proceeds of the Fresh Issue.

* Subject to finalisation of Basis of Allotment.

(ii) **Actual utilization: (As at September 30, 2018)**

(Rs. In millions)

Particulars	Amount proposed to be utilized	Amount utilization up to September 30, 2018	Amount pending utilization
Repayment or prepayment in full or in part of certain loans availed by our Company	3000	3000	---
Purchase of medical equipment for existing, recently set up and upcoming hospitals	635.80	147.22	488.58
Purchase of interiors, furniture, and allied infrastructure for upcoming hospitals	111.84	-	111.84
General corporate purposes	816.64	426.69	389.95
Net Proceeds	4564.28	3573.91	990.37*

* *Unutilized amounts of Rs. 990.37 million has been invested in Fixed Deposit.*

Note – Estimated Issue Expenses were Rs. 235.72.millions and Rs. 232.53 millions have been utilized.

(iii) **Reasons for deviation, if any: No**

Source – Monitoring Agency Report dated October 25, 2018

11. Comments of monitoring agency, if applicable

(a) Comments on use of funds	None
(b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document	None
(c) Any other reservations expressed by the monitoring agency about the end use of funds	None

Source – Monitoring Agency Report dated October 25, 2018

12. Pricing Data

Issue Price (Rs.):

INR 248

Designated Stock Exchange:

NSE

Listing Date:

December 15, 2017

Price parameters	At close of listing day (i.e. December 15, 2017)	At close of 30th calendar day from listing day (i.e. January 15, 2018)^	At close of 90th calendar day from listing day (ie. March 14, 2018)	As at the end of 1st FY after the listing of the issue (March 31, 2018)		
				Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (NSE)	239.60	239.15	219.45	206.9	274.4	190
Nifty	10,333.25	10741.55	10410.9	10113.7	11171.55	9951.9
Sectoral Index	NA	NA	NA	NA	NA	NA

Price parameters	As at the end of 2nd FY after the listing of the issue (March 31, 2019)*			As at the end of 3rd FY after the listing of the issue (March 31, 2020)*		
	Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (NSE)	NA	NA	NA	NA	NA	NA
Nifty	NA	NA	NA	NA	NA	NA
Sectoral Index	NA	NA	NA	NA	NA	NA

Source: NSE Limited

* Pricing Data not disclosed as reporting for the relevant fiscal years has not been completed

^ Since 30th calendar being Sunday, closing figures of next working day have been considered.

13. Basis for Issue Price (Source of accounting ratios of peer group and industry average may be indicated; Source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated)

Accounting ratio		As disclosed in the offer document(1)	At the end of 1st FY (March 31, 2018) ⁽³⁾	At the end of 2nd FY (March 31, 2019) ⁽²⁾	At the end of 3rd FY (March 31, 2020) ⁽²⁾
EPS	Issuer:				
	Standalone (Basic)	7.24	2.97	N.A	N.A
	Standalone (Diluted)	7.24	2.97	N.A	N.A
	Consolidated (Basic)	7.16	N.A ⁽⁵⁾	N.A	N.A

	Consolidated (Diluted)	7.16	N.A ⁽⁵⁾	N.A	N.A
	Peer Group :				
	Apollo Hospitals Enterprise Limited	15.88	8.44	N.A	N.A
	Fortis Healthcare Limited	8.87	N.A ⁽⁶⁾	N.A	N.A
	Narayana Hrudayalaya Limited	4.09	2.53	N.A	N.A
	Healthcare Global Enterprises Limited	2.69	2.38	N.A	N.A
	Industry Avg:	7.88	N.A	N.A	N.A
P/E	Issuer:				
	Standalone (Basic)	33.84	69.66	N.A	N.A
	Standalone (Diluted)	33.84	69.66	N.A	N.A
	Consolidated (Basic)	34.22	N.A ⁽⁵⁾	N.A	N.A
	Consolidated (Diluted)	34.22	N.A ⁽⁵⁾	N.A	N.A
	Peer Group:				
	Apollo Hospitals Enterprise Limited	71.48	29.04	N.A	N.A
	Fortis Healthcare Limited	14.89	N.A ⁽⁶⁾	N.A	N.A
	Narayana Hrudayalaya Limited	72.84	110.38	N.A	N.A
	Healthcare Global Enterprises Limited	111.12	121.49	N.A	N.A
	Industry Composite:	67.58	N.A	N.A	N.A
RoNW (%)	Issuer:				
	Standalone	23.05	5.68%	N.A	N.A
	Consolidated	23.54	5.61%	N.A	N.A

	Peer Group:				
	Apollo Hospitals Enterprise Limited	2.80	4.01	N.A	N.A
	Fortis Healthcare Limited	7.20	N.A ⁽⁶⁾	N.A	N.A
	Narayana Hrudayalaya Limited	8.60	4.95	N.A	N.A
	Healthcare Global Enterprises Limited	4.70	4.39	N.A	N.A
	Industry Composite:	5.83	N.A	N.A	N.A
NAV	Issuer:				
	Standalone	31.39	71.78	N.A	N.A
	Consolidated	30.40	70.50	N.A	N.A
	Peer Group:				
	Apollo Hospitals Enterprise Limited	279.44	235.68	N.A	N.A
	Fortis Healthcare Limited	121.89	N.A ⁽⁶⁾	N.A	N.A
	Narayana Hrudayalaya Limited	47.14	50.68	N.A	N.A
	Healthcare Global Enterprises Limited	57.18	53.83	N.A	N.A
	Industry Avg:	126.41	N.A	N.A	N.A

Notes:

(1) Prospectus dated December 11, 2017

(2) Not disclosed as the reporting for the relevant fiscal years has not been complete

(3) Source – As per the annual financial results submitted to stock exchanges Financials for FY March 31, 2018

(4) All financial information for listed industry peers mentioned above is presented on a consolidated basis and is sourced from financial statements of the respective company, for the year ended March 31, 2018

(5) EPS of Issuer on consolidated basis is not available in the financial statements for the year ended March 31, 2018

(6) Financial statements of the Fortis Healthcare Limited for the year ended March 31, 2018 are not yet available

14. Any other material information

Particulars		Date															
The Company informed the exchange regarding outcome of board meeting inter alia granting of unsecured loan of Rs. 3 Crores to wholly owned subsidiary M/s Vrundavan Shalby Hospitals Limited		09-Jan-2018															
Shalby Limited has informed the Exchange regarding 'Authorization of KMP for determining materiality of information'.		10-Jan-2018															
<table border="1"> <thead> <tr> <th>Name of the KMP</th> <th>Designation</th> <th>Contact Details</th> </tr> </thead> <tbody> <tr> <td>Dr. Vikram Shah</td> <td>Chairman and Managing Director</td> <td>drvikram@shalby.org +91 79 40203000</td> </tr> <tr> <td>Mr. Ravi Bhandari</td> <td>Chief Executive Officer</td> <td>ceo@shalby.org +91 79 40203000</td> </tr> <tr> <td>Mr. S L Kothari</td> <td>Chief Financial Officer</td> <td>cfo@shalby.org +91 79 40203000</td> </tr> <tr> <td>Mr. Jayesh Patel</td> <td>Company Secretary</td> <td>dgm.legal@shalby.org +91 79 40203000</td> </tr> </tbody> </table>		Name of the KMP	Designation	Contact Details	Dr. Vikram Shah	Chairman and Managing Director	drvikram@shalby.org +91 79 40203000	Mr. Ravi Bhandari	Chief Executive Officer	ceo@shalby.org +91 79 40203000	Mr. S L Kothari	Chief Financial Officer	cfo@shalby.org +91 79 40203000	Mr. Jayesh Patel	Company Secretary	dgm.legal@shalby.org +91 79 40203000	
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Mr. Jayesh Patel	Company Secretary	dgm.legal@shalby.org +91 79 40203000															
The Company informed the exchange that the Department of Oncology and Oncosurgery at Company's Naroda unit (Shalby Naroda), in Ahmedabad has commissioned state-of-the art Radiation Therapy centre with Varian Trilogy Radiotherapy machine with FFF (Flattening Filter Free) technology, the first of its kind in Gujarat on World cancer day i.e. on February 4, 2018 for treatment of cancer.		06-Feb-2018															
The Company informed the exchange that the Department of Oncosciences at Shalby Hospital Jaipur has launched its Radio therapy Centre with Varian Trilogy Radiotherapy machine with FFF (Flattening Filter Free) technology, the first of its kind in Jaipur i.e. on February 11, 2018 for treatment of cancer		12-Feb-2018															
The Company informed the exchange that Dr. Purvish M. Parikh has got associated with Shalby with effect from February 15, 2018 as Group's Advisor of Oncology who will lead and monitor the complete set up of oncology at group level to give fillip to group's activities in treating cancer patients.		15-Feb-2018															
Shalby Limited has signed Memorandum of Understanding (MoU) to establish state- of- the art, Heart & Lung Transplant Centres, across all Shalby Units in India in association with Gleneagles Global Health City to provide comprehensive medical care facilities to patients across all Shalby units in India.		27-Mar-2018															
<p>Shalby Limited (Shalby Multispecialty Hospitals), has signed a Memorandum Of Understanding (MOU) with Sen Sok International University Hospital, Phnom Penh, Cambodia on April 12, 2018 to send Specialists to Sen Sok .Hospital for Orthopedic Specialty, which may be expanded to other specialties on mutual agreement.</p> <p>Further, under the scope of the MOU, Shalby Academy, a unit of Shalby Limited, will allow nursing and Paramedic staff from Sen Sok International University Hospital to undergo various academic courses being run by Shalby Academy in India.</p>		17-Apr-2018															
Shalby Multi Specialty Hospital announce that it is now empanelled under 'Mukhyamantri Amrutam Yojana' for joint replacement surgeries. The Government of Gujarat, vide its notification no. FPW-102012-471-B-1 dated March 27, 2018 has approved Total Knee Replacement (TKR) and Total Hip Replacement (THR) under Mukhyamantri Amrutam 'Ma' Yojana and Mukhyamantri Amrutam Vatsalya Yojana and announced to provide INR 40,000 financial support to the patients covered under the scheme. This scheme today covers over 2 Crores citizens in the state.		19-Apr-2018															

This will benefit a huge number of citizens of state who otherwise were finding it difficult to get this treatment done due to economic reasons. Shalby being the world leader in Orthopedic including joint replacement, is the best placed to get advantage of this scheme by treating maximum number of patients. Also, the reach of Shalby is quite good with its presence in Ahmedabad, Surat & Vapi in Gujarat state.	
The Company informed the exchange that Registrar of Companies, Gujarat, has approved the change in Company Identification Number [CIN] from U85110GJ2004PLC044667 to L85110GJ2004PLC044667 to reflect the status of Company as listed entity.	19-Apr-2018
The Company informed the exchange regarding appointment of Central Depository Services (India) Limited ("CDSL") as Designated Depository for monitoring Foreign Investment Limits	16-May-2018
The Company informed the exchange that Dr. Vikram Shah, Chairman and Managing Director of the Company has been felicitated at Times Group's "Men of the Year" Awards function.	22-June-2018
The Company informed the exchange that Shalby Hospitals is celebrating its Silver Jubilee Year.	22-June-2018
The Company informed the exchange that Shalby Hospital announces a Centre for Liver Disease & Transplantation (CLDT) in Ahmedabad with two Successful Liver transplants	06-July-2018
The Company informed the exchange that Shalby Hospitals, Unit at Indore, Madhya Pradesh, has received the approval for Renal Transplant for a period of 5 Years w.e.f July 06, 2018	01-Sept-2018
The Company informed the exchange that Shalby Multi Specialty Hospitals, has become the official medical partner for the event "India Baja Northern Motorsport 2018" and the Certificate of appreciation was issued recognizing commendable effort in ensuring all medical emergencies during the running of car rally made by the team of Doctors at venue of the said event	07-Sept-2018
The Company informed the exchange that Shalby Hospitals, Surat (Gujarat) has been granted certificate under pre-accreditation Entry level-Hospitals (PEH) programme for a period of two years by National Accreditation Board for Hospitals and Healthcare Providers, a Constituent Board of Quality Council of India.	23-Oct-2018

Source – Stock Exchange Filings

All the above information has been updated till October 31, 2018 unless indicated otherwise