

Shalby/SE/2025-26/73

November 13, 2025

The Listing Department

National Stock Exchange of India Ltd

Mumbai 400 051.

BSE Limited
Mumbai 400 001.

Scrip Code : SHALBY

Scrip Code: 540797

Through: https://neaps.nseindia.com/NEWLISTINGCORP/

Through: http://listing.bseindia.com

Corporate Service Department

Sub: Investor Presentation for the Quarter ended 30th September 2025

Dear Sir / Madam,

We are submitting herewith Investor Presentation on financial & operational performance of the Company for the quarter year ended September 30, 2025, which will be discussed at the Investor Conference call scheduled on November 15, 2025.

The said Investor Presentation is being uploaded on website of our Company at https://www.shalby.org/investors/ → Investors Presentation.

You are requested to take the same on your record.

Thanking you,

Yours sincerely For **Shalby Limited**

SHAH TUSHAR DINESHCHAND DINESHCHAN DINESHCHANDRA Date: 2025.11.13

Tushar Shah

AVP & Company Secretary

Mem. No: FCS-7216

Encl.: as above

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







Q2'FY2026















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AGENDA

01	SHALBY GROUP QUARTERLY PERFORMANCE
02	CONSOLIDATED BUSINESS QUARTERLY PERFORMANCE
d 03	STANDALONE BUSINESS QUARTERLY PERFORMANCE
04	IMPLANT BUSINESS QUARTERLY PERFORMANCE
4.	IMPLANT BUSINESS QUARTERLY PERFURMANCE
05	SHALBY ACADEMY QUARTERLY PERFORMANCE

Financials Snapshot Q2 FY26



Consolidated Financial Highlights

Consolidated Revenue at ₹ 2,899 mn in Q2 FY26 vs ₹ 2,747 mn in Q2 FY25

Consolidated EBITDA at ₹ 461 mn in Q2 FY26 vs ₹ 398 mn in Q2 FY25

Consolidated PBT at ₹ 191 mn in Q2 FY26 vs ₹ 137 mn in Q2 FY25

Consolidated Net debt stood at ₹ 3,622 mn as on September'25

Consolidated Annualized ROCE stood at 8.1%

Standalone Financial Highlights

Standalone Revenue at ₹ 2,298 mn in Q2 FY26 vs ₹ 2,176 mn in Q2 FY25

Standalone EBITDA at ₹ 448 mn in Q2 FY26 vs ₹ 408 mn in Q2 FY25

Standalone PBT at ₹ 306 mn in Q2 FY26 vs ₹ 283 mn in Q2 FY25

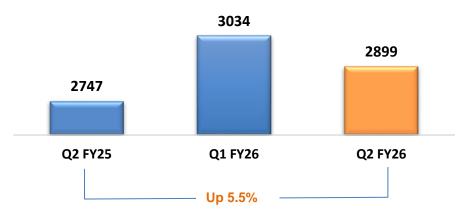
Standalone Net debt stood at ₹ 309 mn as on September'25

Standalone Annualized ROCE stood at 11.8%

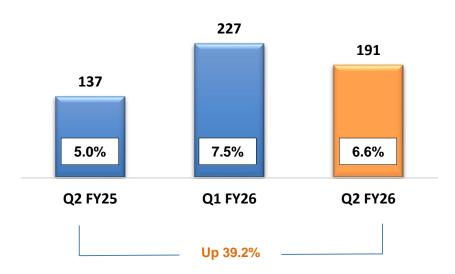
Consolidated Performance Highlights – Q2 FY26



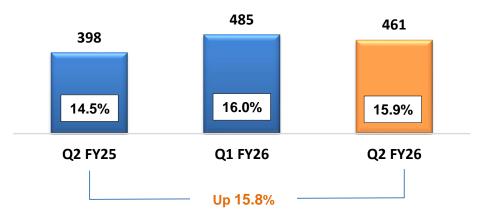
Revenue (INR MN)



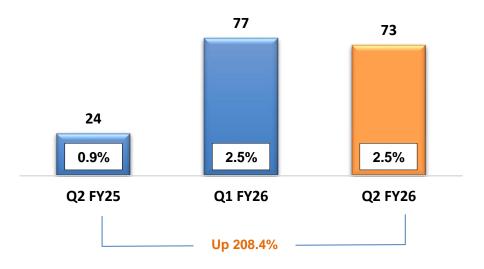
PBT & Margin (INR Mn)



EBITDA¹ & Margin (INR MN)

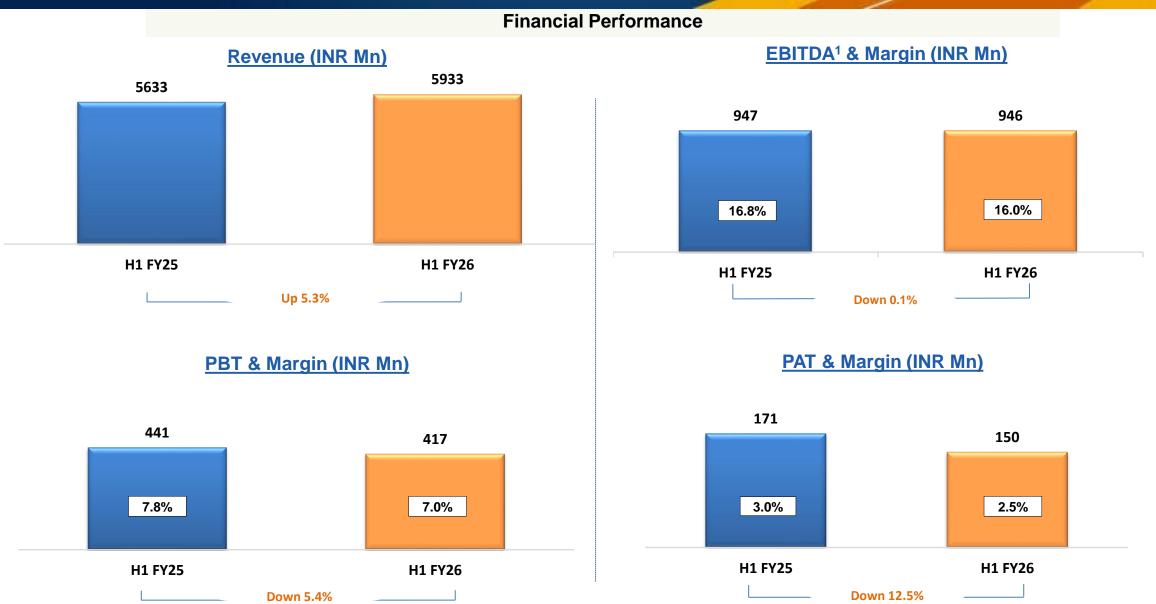


PAT & Margin (INR Mn)



Consolidated Business Highlights – H1 FY26





Consolidated P/L & B/S – Q2 FY26



Profit & Loss (INR Mn)

Particulars (Rs. Millions)	Q2 FY26	Q1 FY26	Q2 FY25	Q-o-Q Growth	Y-o-Y Growth
Revenue	2899	3034	2747	(4.5%)	5.5%
EBITDA ²	461	485	398	(5.1%)	15.8%
EBITDA Margin %	15.9%	16.0%	14.5%		
РВТ	191	227	137	(15.8%)	39.2%
PBT Margin %	6.6%	7.5%	5.0%		
PAT	73	77	24	(5.2%)	208.4%
PAT Margins %	2.5%	2.5%	0.9%		

Balance Sheet (INR Mn)				
Gross Borrowings	4867			
Cash & Cash Equivalents	1245			
Net Cash/(Debt)	(3622)			
Debt/Equity	0.36x			
ROCE ¹	8.1%			

Shalby Limited: Consolidated Revenue & EBITDA Breakup – Q2 FY26



	Revenue (%)	Revenue (in crores)	EBITDA (in crores)
Shalby Hospitals, Pharma & Franchise ¹	80.9%	234.5	42.0
Shalby International (PK Healthcare, Delhi-NCR) ²	(PK Healthcare, 6.9%		(1.2)
Shalby MedTech (Implant Business)	11.6%	33.7	3.7
Others	0.6%	1.8	1.6
Shalby Limited (Consolidated)		289.9	46.1

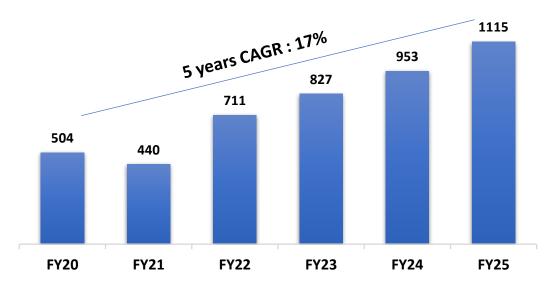
Notes:

^{1.} Includes Shalby Academy, Slaney and Griffin which is into pharmacy trading 2.Includes fellow subsidiaries in Delhi-NCR region.

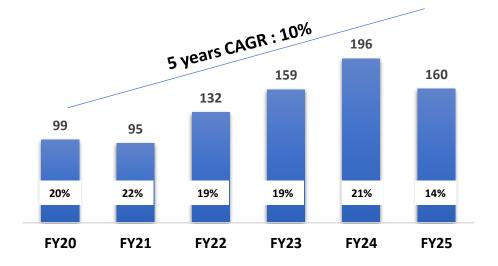
Financial Trends – Shalby Limited (Consolidated)



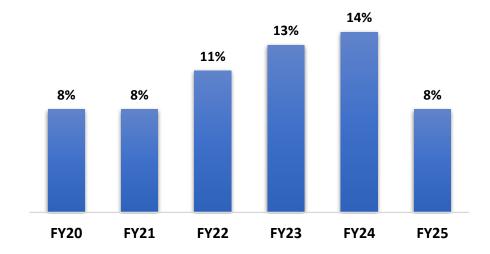




EBITDA (In INR Cr) & Margin (%)



ROCE (%)





Healthcare Conglomerate

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



4 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.

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











Diversification in Revenue Mix

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 15 hospitals network and 2300+ beds across 12 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 1,75,000+ successful joint replacement surgeries till date.

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".





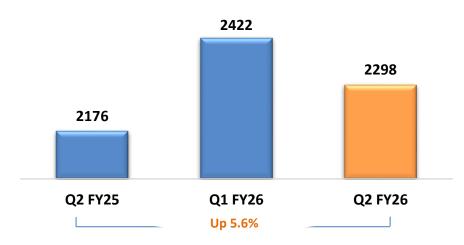
STANDALONE BUSINESS PERFORMANCE

Standalone Business Highlights – Q2 FY26



Financial Performance

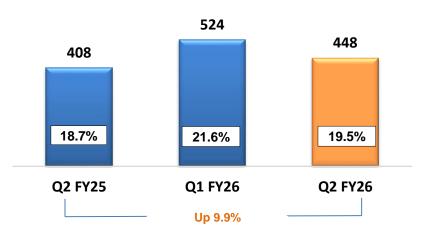
Revenue (INR Mn)



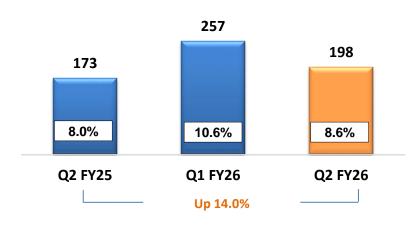
PBT & Margin (INR Mn)



EBITDA¹ & Margin (INR Mn)

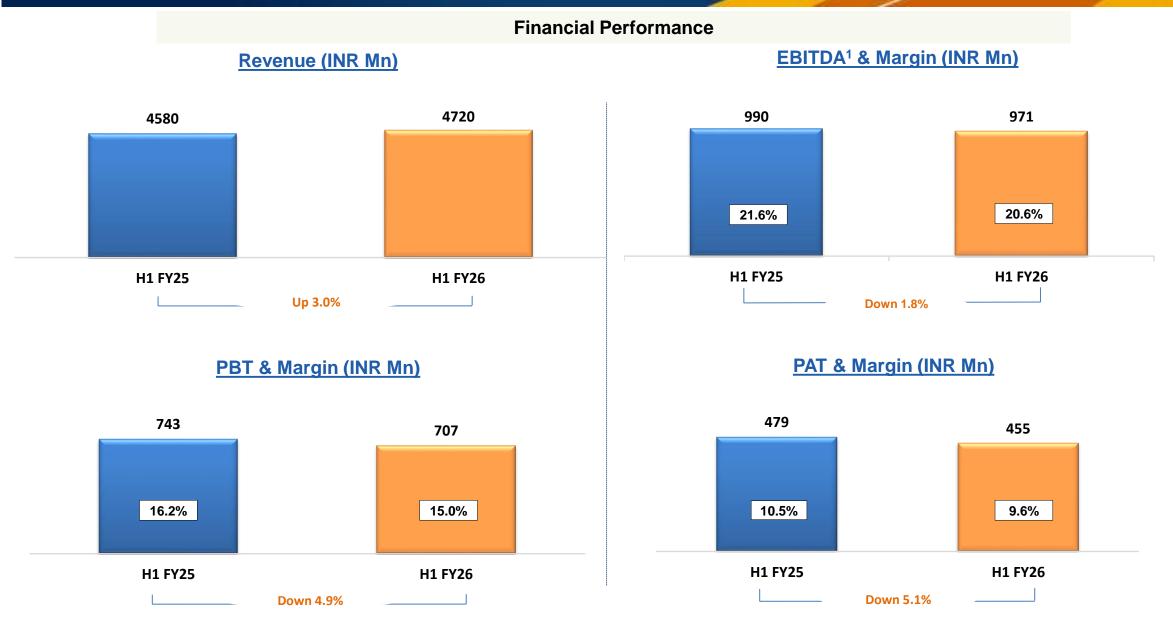


PAT & Margin (INR Mn)



Standalone Business Highlights – H1 FY26





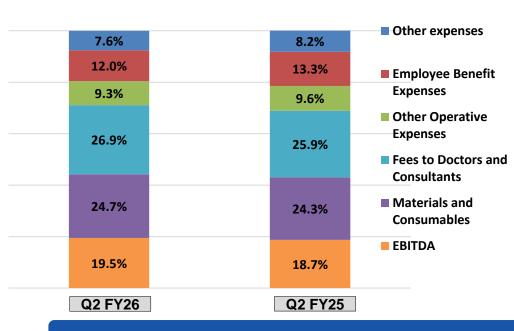
Standalone Business P&L and B/S – Q2 FY26



Profit & Loss (INR Mn)

Particulars (Rs Mn)	Q2 FY26	Q1 FY26	Q2 FY25	QoQ Growth	YoY Growth
Total Revenue	2298	2422	2176	(5.1%)	5.6%
EBITDA ²	448	524	408	(14.5%)	9.9%
LBITDA	770	JZŦ	700	(14.570)	9.970
EBITDA Margin %	19.5%	21.6%	18.7%		
PBT	306	401	283	(23.8%)	8.1%
PBT Margin %	13.3%	16.6%	13.0%		
PAT	198	257	173	(23.1%)	14.0%
PAT Margin %	8.6%	10.6%	8.0%		

Total Revenue to EBITDA

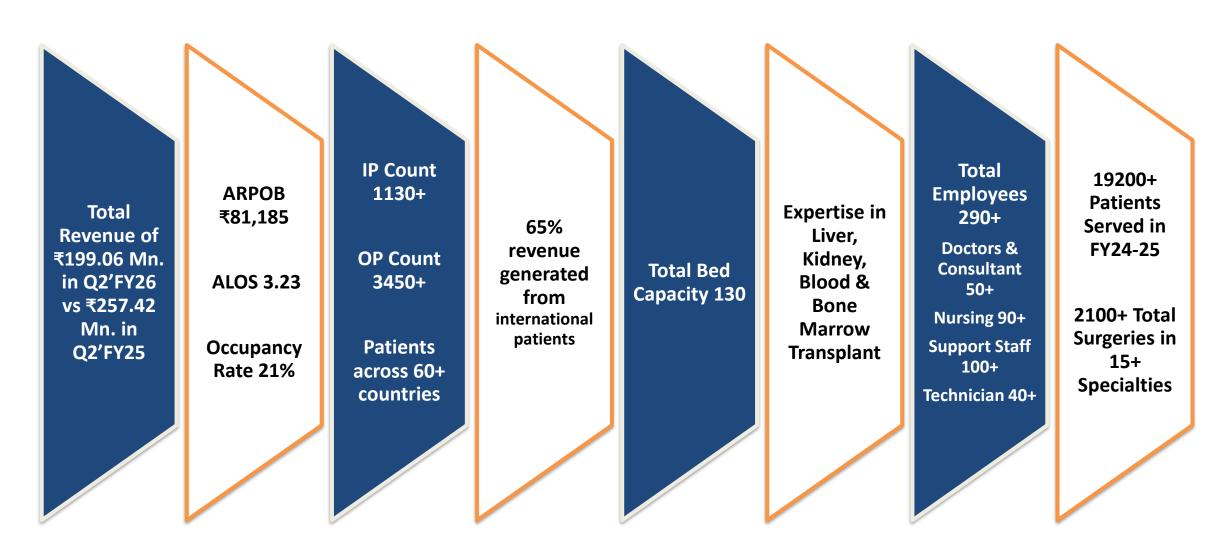


Balance Sheet as on September'25 (INR Mn)

Gross Borrowings	1294.41
Cash & Cash Equivalents	985.10
Net Cash/(Debt)	(309.31)
ROCE ¹ (annualized)	11.8%

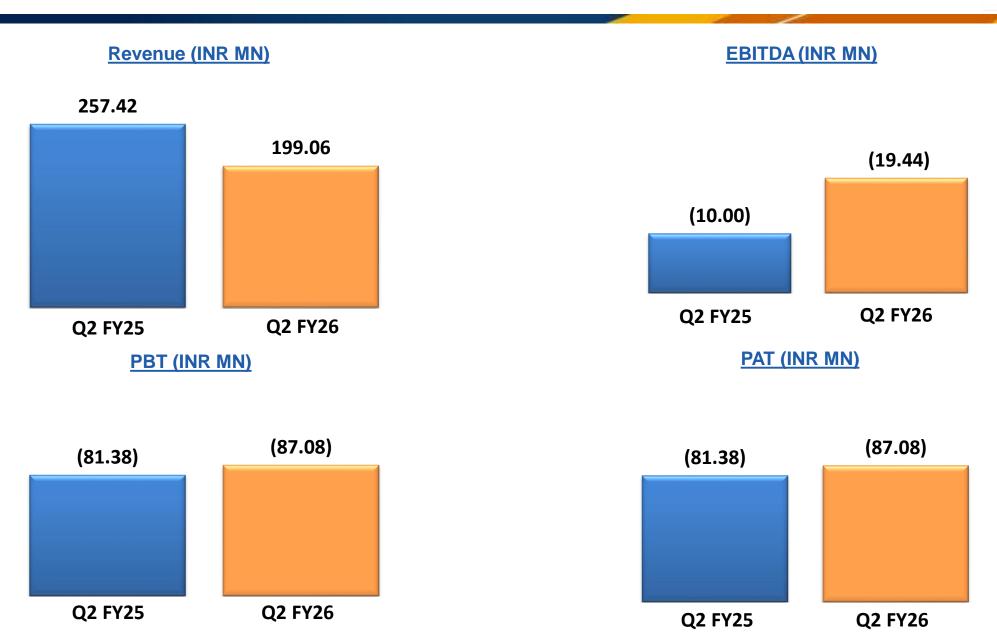
Shalby International Q2'FY26 Highlights





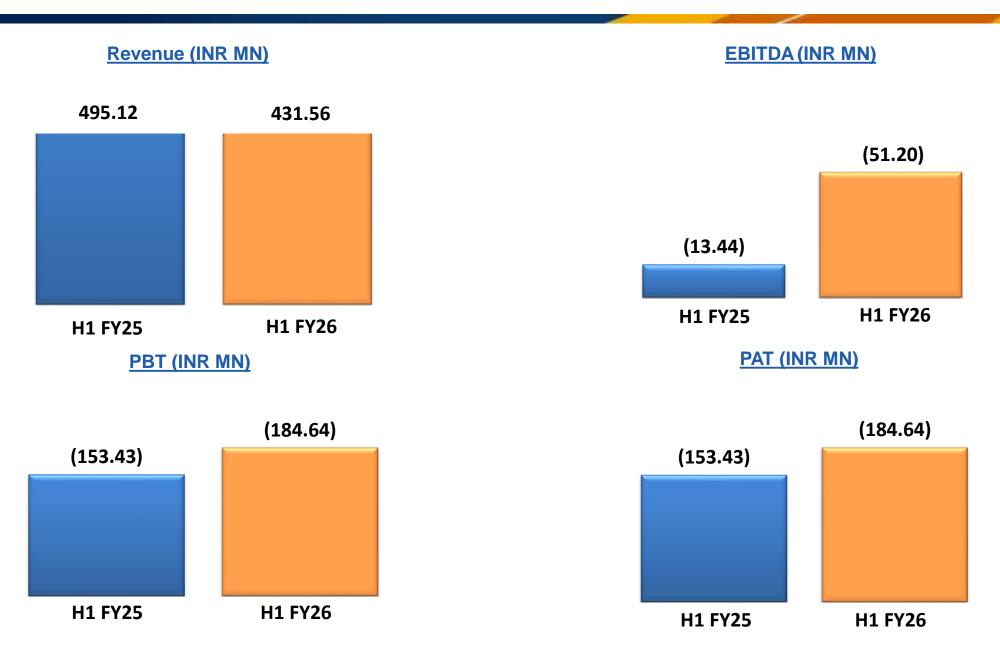
Shalby International Performance Highlights – Q2 FY26





Shalby International Performance Highlights – H1 FY26





Hospital Business Highlights Q2 FY26



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

Surgery Count and YoY Growth



Arthroplasty

2970+ 5.5%



Oncology

515+ 1.9%





Orthopaedic

1215+ 1 13.7%



General & Cosmetics

930+ 10.5%



Other Surgery

1,230+ 10.3%

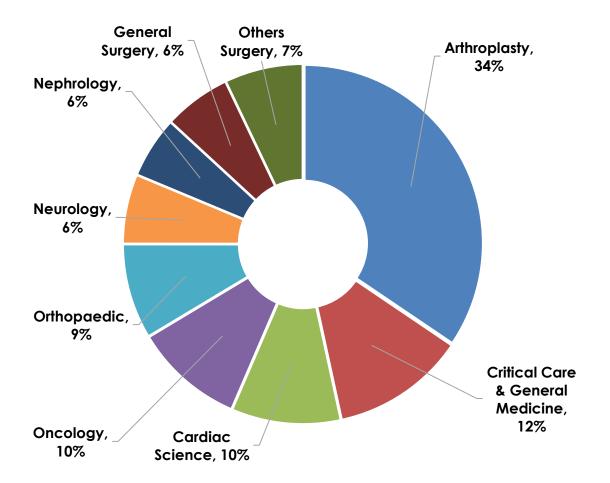
Operational Performance³

Particulars	Q2 FY26	Q2 FY25	YoY Growth
In-Patient ¹ (Nos.)	22,735	23,907	(4.9%)
Out Patient (Nos.)	1,27,709	1,43,261	(10.8%)
Surgeries Count	7,539	7,646	(1.4%)
ARPOB (In Rs.)	40,794	38,779	5.2%
Operational Beds ² (Nos.)	<mark>1,415</mark>	1,415	-
Occupied Beds	673	690	(2.5%)
Occupancy Rate ⁴	<mark>48%</mark>	49%	(120bps)
ALOS (without Daycare)	<mark>374</mark>	3.60	3.9%

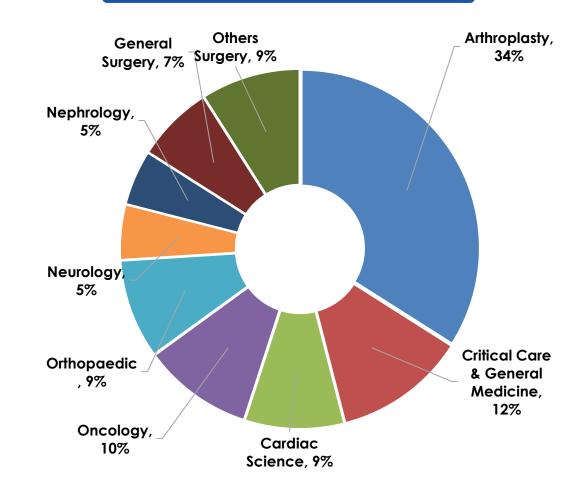


Specialty Revenue Mix





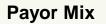
Q2 FY2026²

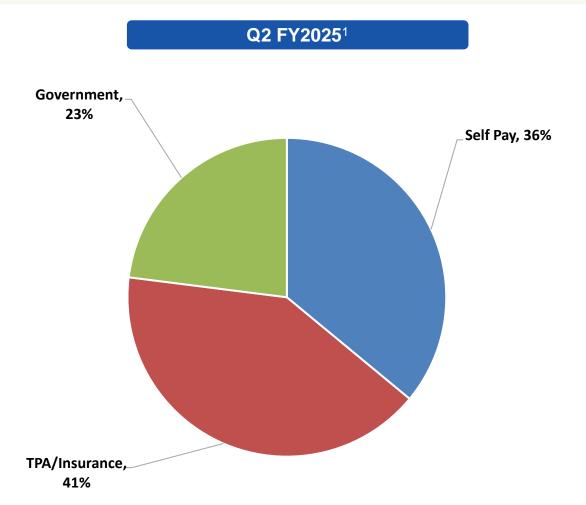


Notes:

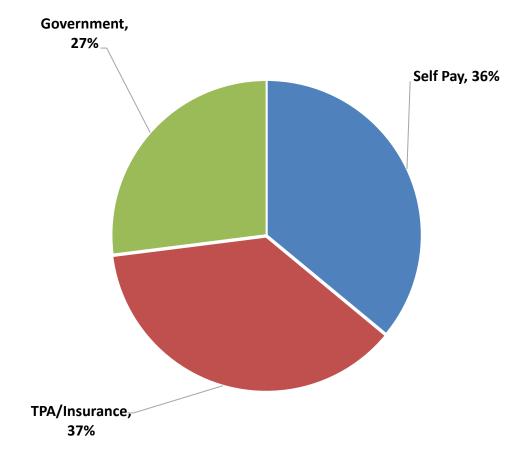
Hospital Business Highlights







Q2 FY2026¹



Maturity Wise Hospital Performance – Q2 FY26¹



Maturity	No. of Hospitals	Revenue (in INR Crs)	Operational Beds	ARPOB	EBITDA (in INR Crs)	EBITDA Margin
10+ Years	7	147.2	808	43,497	35.8	24.3%
5-10 Years	3	76.1	427	30,757	13.5	17.7%
0-5 Years	3	21.2	180	79,802	(3.1)	(14.6%)
Corporate ^{2,3}	-	5.2	-	-	(3.4)	(65.4%)
Total	13	249.7	1415	40,794	42.8	17.2%

Notes:

^{1. .}Q2'FY26 numbers includes PK Healthcare performance 2. Corporate revenue includes MF gains & FD interest, FOSM revenue sharing, interest and corporate guarantee commission income from inter-company loans. 3. EBITDA loss includes Corporate employees expense and other common administrative expense.

Clinical Update And Research Across Units during Q2 FY26



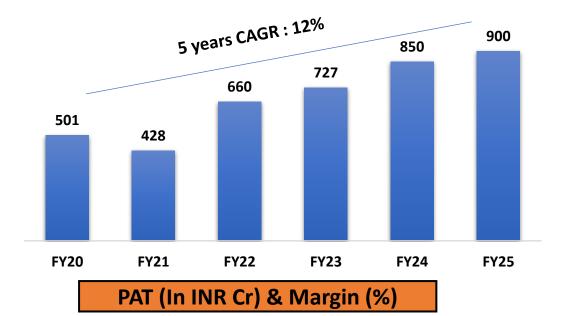
Excellent Clinical outcome in rare and high end surgeries:

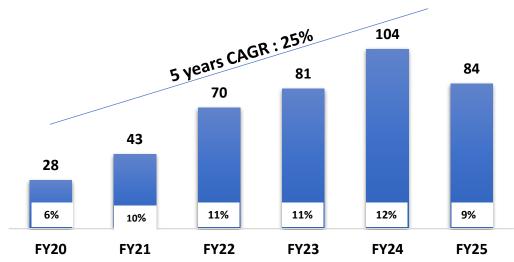
- Complex Coronary Intervention in an Octogenarian: An 80-year-old man with diabetes, hypertension, and CKD had chest pain and was diagnosed with heavily calcified double-vessel coronary disease. Due to high surgical risk, he underwent a percutaneous coronary intervention using Intravascular Lithotripsy (IVL) to break the calcified plaque. Two drug-eluting stents were placed successfully in the LAD and OM arteries. The procedure was uneventful, and he was discharged in stable condition. This case demonstrates IVL as a safe, effective alternative to bypass surgery in elderly patients with complex calcified arteries.
- Pancreatoduodenectomy in Pancreatic Carcinoma: A 75-year-old diabetic and hypertensive patient presented with painless jaundice and poor appetite. CT and PET scans revealed a mass in the pancreatic head consistent with carcinoma. He underwent a Pancreatoduodenectomy (Whipple's Procedure) after being declared fit for surgery. The postoperative course was smooth, with no complications and early discharge. Histopathology confirmed moderately differentiated adenocarcinoma of the ampulla with negative lymph nodes.
- Laparoscopic Excision of Large Para-ovarian Cyst: A 17-year-old girl presented with right-sided abdominal pain and nausea. Ultrasound and MRI revealed a large Para-ovarian cyst (~9 cm) with normal tumor markers. She underwent laparoscopic cyst excision, and recovery was uneventful. Histopathology showed a benign serous cystadenoma. This case highlights minimally invasive management of large benign ovarian cysts in young patients.
- Left Fronto-Temporal Craniotomy: A 51-year-old male presented with headache, vertigo, imbalance, and emotional changes. MRI revealed a left fronto-temporal space-occupying lesion (SOL) suggestive of meningioma/hemangiopericytoma. He underwent left fronto-temporal craniotomy with excision of SOL under Dr. Mohit Goyal. The tumor was successfully removed without complications. Patient recovered well and was discharged in stable condition.
- ❖ 31 Transplants (22 Kidney, 8 Liver, 1 Bone Marrow) during Q2 FY26 and with this we have performed 495+ Transplants so far at our Shalby SG, Shalby Indore, Shalby International Delhi NCR, Shalby Jaipur & Shalby Naroda units.
- ❖ Total Clinical Research Trial at Shalby Group is 34 in Q2'FY26 (19 Ongoing, 5 Upcoming, 10 Closed)

Financial Trends – Standalone Business ¹

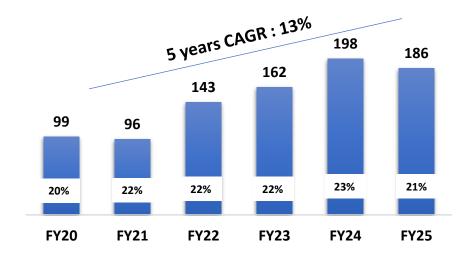




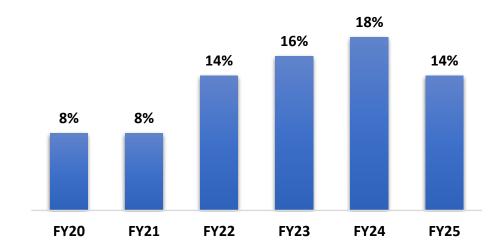




EBITDA (In INR Cr) & Margin (%)



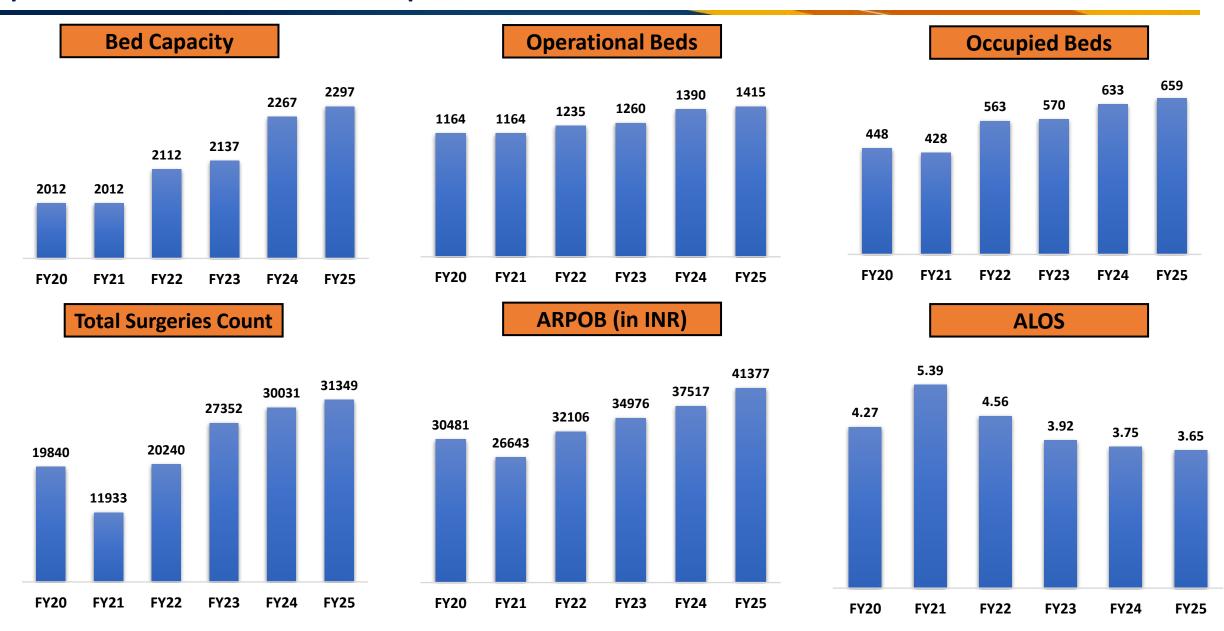




Notes:
1. Above metrics are excluding of PK Healthcare & FOSM.

Operational Trends – Hospital Business ^{1,2}





Notes:

Key Focus Areas For Future In Hospital business

6



Global Leader in Joint Replacement with diversification in other specialties

· Continue to maintain global leadership in joint replacements

Leadership position

in Arthroplasty

LTI-SPECIALTY HOSPITALS—

Leveraging Technology

5

• Ongoing diversification with Cardiac Science, Oncology, Neuro-science, Critical Care, **General Medicine and Transplants**

2

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

24x7 Homecare Services **Training and Development** 3

 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

· Mumbai hospitals within development budget and provide access to important local markets







IMPLANT BUSINESS











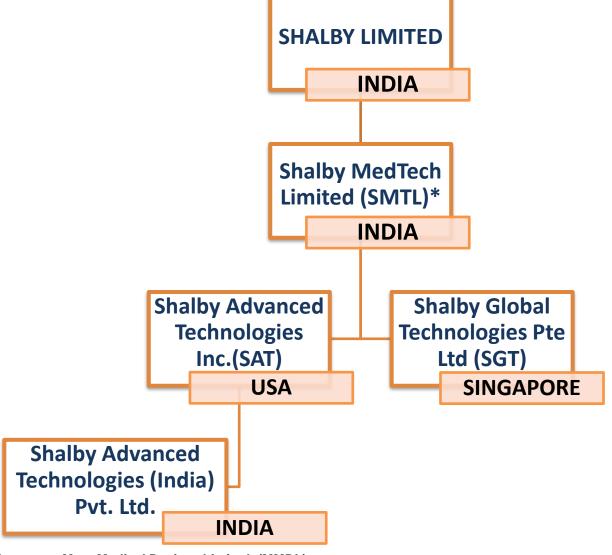






Shalby's Company Structure of Implant Business





²⁸

Shalby MedTech Limited (Consolidated) Q2'FY26



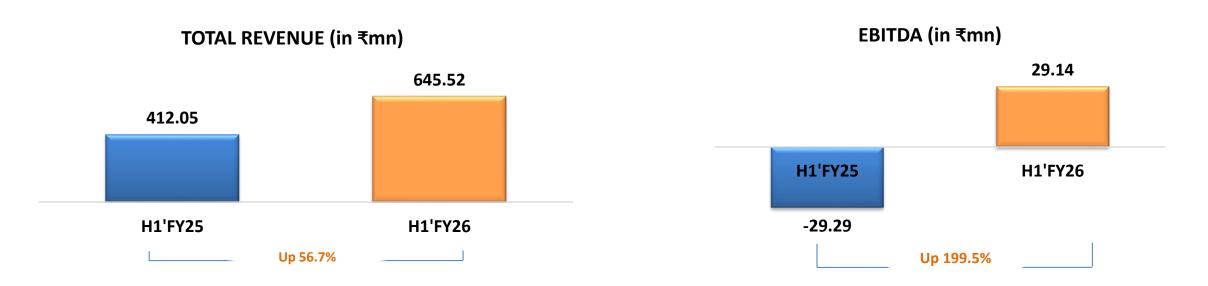


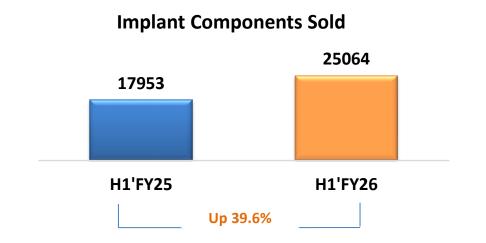
Implant Components Sold



Shalby MedTech Limited (Consolidated) H1'FY26

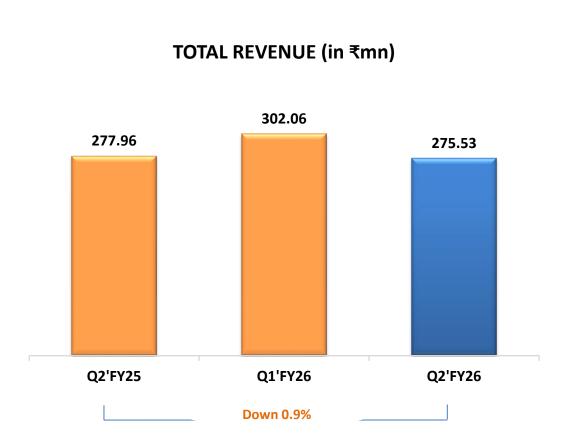


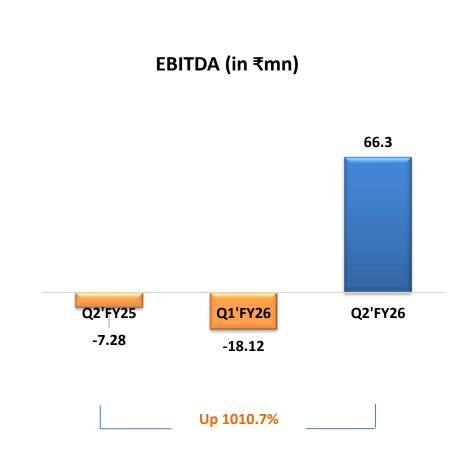




Shalby Advanced Technologies Inc. (Standalone)

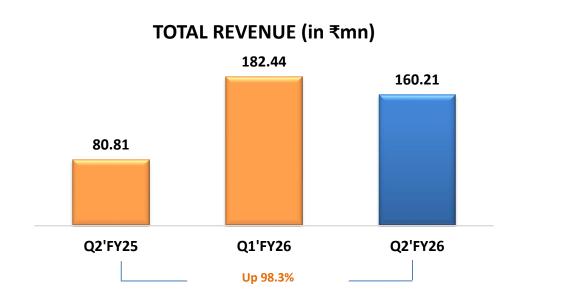


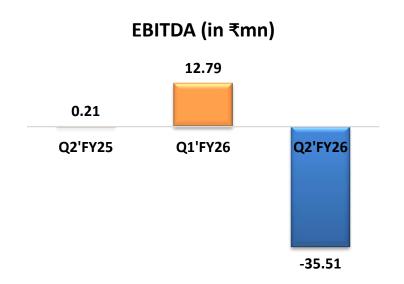




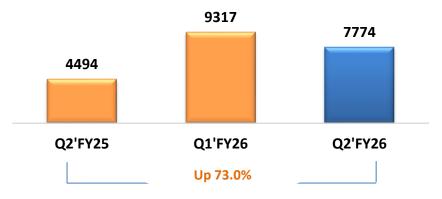
Shalby MedTech Limited (Standalone)





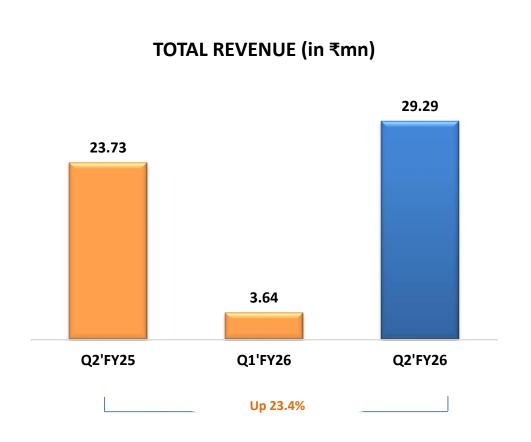


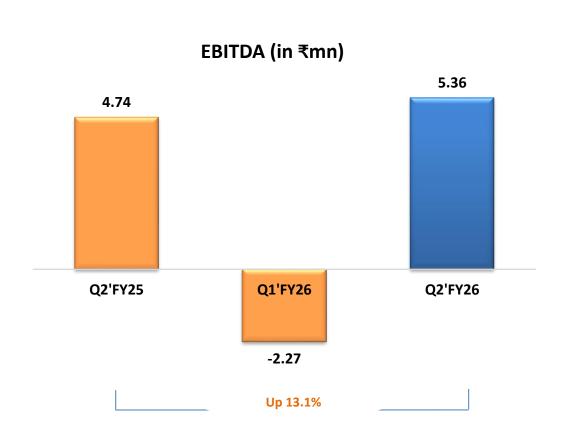
Implant Components Sold



Shalby Global Technologies Pte. Ltd. (Standalone)















INDIA

Restoring Mobility Improving Lives

Mission

We will exceed the expectations of our customers and employees through successful patient outcomes by providing surgeons with the highest quality products and services

Key Value Proposition

Reliability

- Quick, Nimble and Simple product solutions
- Dependable & Responsive teams constantly accessible and proactive
- Personalized & Flexible as per each user need
- Consistency on high Quality and Ethics

Integrity

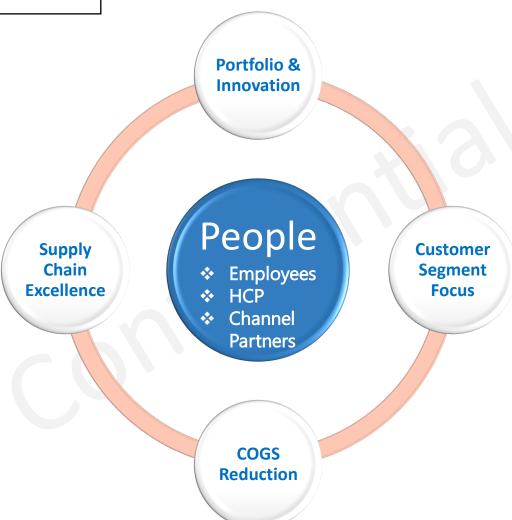
- Open, Truthful and Honest interactions with all partners
- Ethical Decision making
- Transparency & Accountability in all actions
- Maintaining Customer-centric approach and building mutual trust & respect

Teamwork

- Collaborating with Purpose as one team, valuing open communication, respect and alignment towards common goals
- Focus and Growth as the only Primary Culture
- Easy and comfortable to work with a customer-centric mindset
- Huge collective Orthopedic experience

Core Strategic Pillar

- Recruitment, retention & training of sales and corporate teams
- Strong employee engagement, involvement and regular communication
- Clear career development pathway
- Rewards and recognition
- Annual goals and performance planning



- Continual training of employees, HCPs and Channel Partners
- Solid Partner Relationship
- Achieve industry-best talent
- Implement robust succession planning process
- Scale leadership development programs

Implant Business Roadmap



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







SHALBY ACADEMY



Shalby Academy Q2 FY26 highlights

- 1. Over 385 students are registered in Q2'FY26 in various disciplines like Physiotherapy, Nursing, Lab Technician Nutrition & and dietetics, Clinical, Paramedics, Hospital Management, AHA workshops and Pharmacy as part of their academic outreach and up-grade their skills know as internships, clinical exposure etc.
- 2. 65+ Students have been enrolled for Kaushalya The Skill University (Govt of Gujarat) & SHALBY Academy Allied Health Science Courses like BSc MLT, MSc MLT & Dip MLT, Dip OTAT for AY 25-26.
- 3. SVVV Indore, BBAHHM & MBAHHM 1st batch enrollments for AY is 29 & Ganpat University 4th batch MBAHHM enrolments for AY is 31.



Shalby Academy is proud to announce the signing of a Memorandum of Understanding (MoU) with BSDU (Bhartiya Skill Development University Jaipur. (Rajendra Ursula Joshi Foundation, Switzerland). This partnership aims to jointly conduct Vocational Programs in Allied Health Science in Swiss Dual Model - with the shared vision of nurturing industry-ready healthcare professionals and future leaders in the healthcare sector.

Students Enrolled (In Nos)





- 30+ Healthcare related courses
- Dedicated Simulation Lab
- In-house Clinical Experts
- Equipped with digital LMS
- In association with various healthcare Institutes

Domestic and International Partnership

























ABOUT SHALBY

Shalby At A Glance





^{1. 11} Multispecialty and 4 Single Specialty, 2. East African Countries, Iraq, CIS, Dubai, Oman, Bangladesh and Nepal. 3. Including Doctors, 4. Including visiting consultants,

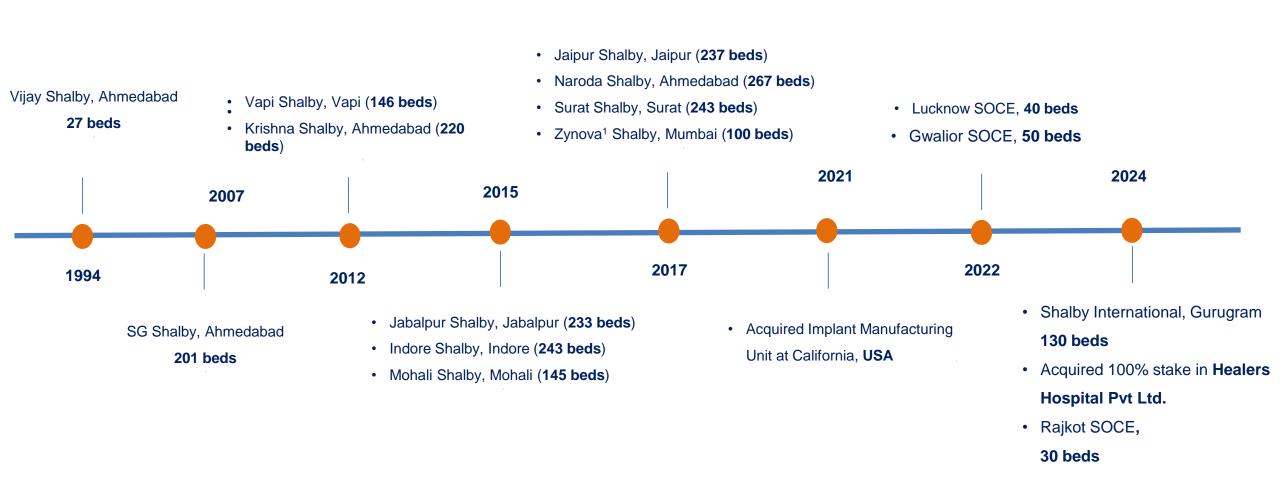
32 Years of ELITE Legacy





Our Journey & Expansion Plan



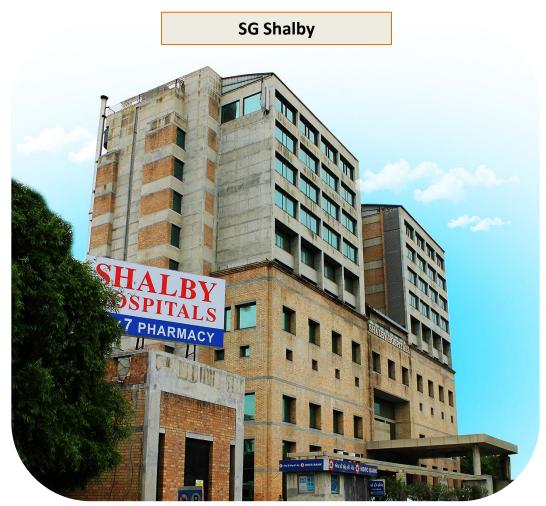


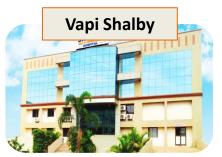
Expansion Plan: Mumbai 175 beds

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

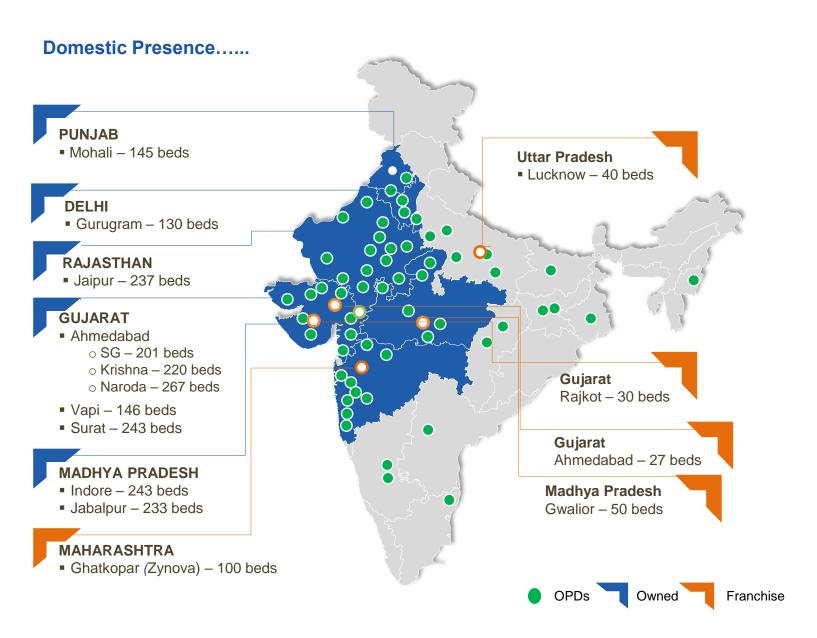
Zynova Shalby (Mumbai)

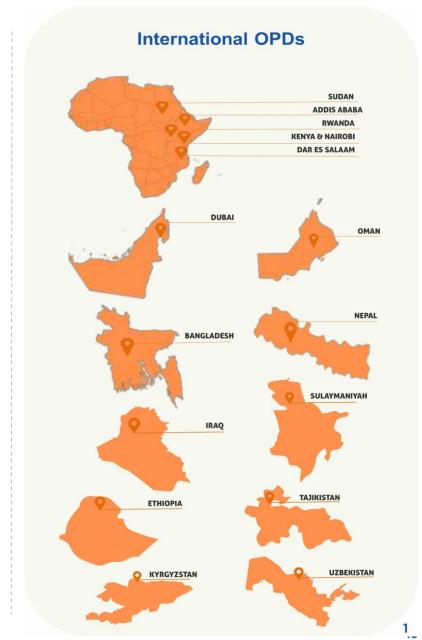


(Shalby Managed)

Biggest Healthcare Corporate Group in Western and Central India





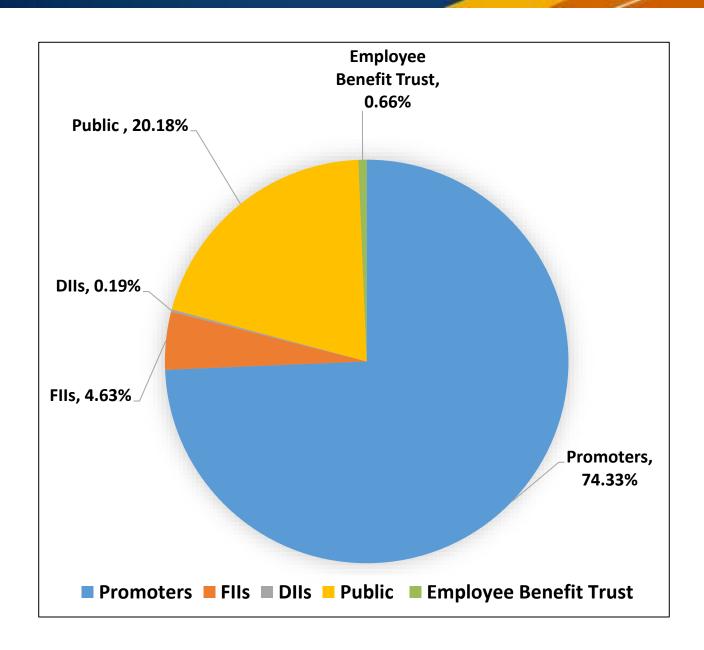


Note:

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

Shalby Limited Shareholding Pattern (as on 30th Sept'25)





Shalby Awards & Accolades – Q2 FY26





Health Institution of the Year at the ET

Rajasthan Business Summit Awards.



Awards by times of India for service excellence in oncology for Shalby Hospital.



Dr Manoj Sharma, Urologist Surgeon awarded by Dainik Bhaskar.



Dr Arvind Kaul, Cardiologist Surgeon awarded by Dainik Bhaskar.



Dr Pardeep Aggarwal, Orthopaedic Surgeon awarded by Dainik Bhaskar.



First Accredited Medical Transport Organization in India by the QAI.

Experienced Board Of Directors





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 1,75,000 joint replacement surgeries, he was conferred with the 'Times Man of the Year' Award by Times of India Group in 2018.



Dr. Ashok Bhatia Independent Director

Mr. Ashok Bhatia is an experienced Pharmaceutical executive with over 48 years of leadership spanning sales, marketing, business development, M&A, and talent management. He dedicated 37 years to Zydus Lifesciences, where he rose to the position of President – Emerging Markets, overseeing operations across 12 markets and managing a team of over 800 professionals. He holds a Doctorate in Business Administration (DBA), an MBA, and a B.Sc., and is a guest faculty at IIM Ahmedabad and IIM Rohtak, specialising in International Marketing and Talent Management. His article 'Gender and Workplace' has been published in VIKALPA, the journal of IIM Ahmedabad.



Mr. Shyamal Joshi Independent Director

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.



Mr. Tej Malhotra Independent Director

Mr. Malhotra comes with over four decades of experience across various industries in India and internationally. Earlier, he was associated with GHCL as Senior Executive Director, Idea Soda Ash and Calcium Chloride Company of Saudi Arabia as Technical Director and as Executive Engineer (Mechanical) at Hindustan Copper. He has been awarded the 'Bhartiya Udyog Ratan' award by the Indian Economic Development and Research Association, the 'Bhartiya Gaurav' award by the World Economic Progress Society and 'Darbari Seth Award 2009' by the Alkali Manufacturers of India for best managed soda-ash plant.



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.



Ms. Sujana Shah Independent Director

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. Vijay Kedia Independent Director

Vijay Kedia is a private investor in the stock market, having experience of more than three decades. He has been a key note speaker in many business schools, including IIM Ahmedabad, IIM Bangalore, IIM Amritsar, and London Business School. He has been a TEDx speaker twice. He has been awarded with "ACE INVESTOR" by Hon'ble Ministers Shri Piyush Goyal ji and Shri Devendra Fadnavis ji. He was also awarded "SARVOTTAM SAMMAN" 2020 at Raj Bhavan by the Maharashtra Governor Shri Bhagat Singh Koshyari. He was also honoured with Shri Babasaheb Ambedkar Award and Shri Abdul Kalam Award.



Thank You

For further information, please contact:

Jigar Todi Investors Relation & Corporate Strategist

+91 9512049871 <u>ircs3.corp@shalby.org</u>

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