

Shalby/SE/2025-26/12

May 30, 2025

The Listing Department

National Stock Exchange of India Ltd

Mumbai 400 051.

Scrip Code: SHALBY

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

Corporate Service Department **BSE Limited**

Mumbai 400 001.

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

Sub: Investor Presentation for the quarter and year ended 31st March 2025.

Dear Sir / Madam,

We are submitting herewith Investor Presentation on financial & operational performance of the Company for the Quarter and year ended March 31, 2025.

We request to take the same on your records.

Thanking you,

Yours sincerely For **Shalby Limited**

Tushar Shah
AVP & Company Secretary

Mem. No: FCS-7216

Encl.: as above

SHALBY LIMITED

Regd. 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







Q4 & FY2025















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AGENDA

01 SHALBY GROUP QUARTERLY AND ANNUAL PERFORMANCE 02 **HOSPITAL BUSINESS QUARTERLY AND ANNUAL PERFORMANCE** 03 IMPLANT BUSINESS QUARTERLY AND ANNUAL PERFORMANCE 04 FRANCHISE BUSINESS QUARTERLY AND ANNUAL PERFORMANCE **05** SHALBY ACADEMY QUARTERLY AND ANNUAL PERFORMANCE 06 HOMECARE BUSINESS QUARTERLY AND ANNUAL PERFORMANCE

Financials Snapshot Q4 FY25



Consolidated Financial Highlights

Consolidated Revenue at ₹ 2,702 mn in Q4 FY25 vs ₹ 2,492 mn in Q4 FY24

Consolidated EBITDA at ₹ 262 mn in Q4 FY25 vs ₹ 439 mn in Q4 FY24

Consolidated PBT at ₹ (7) mn in Q4 FY25 vs ₹ 218 mn in Q4 FY24

Consolidated Net debt stood at ₹ 2,790 mn as on March'25

Consolidated Annualized ROCE stood at 7.8%

Standalone Financial Highlights

Standalone Revenue at ₹ 2,142 mn in Q4 FY25 vs ₹ 2,107 mn in Q4 FY24

Standalone EBITDA at ₹ 380 mn in Q4 FY25 vs ₹ 426 mn in Q4 FY24

Standalone PBT at ₹ 257 mn in Q4 FY25 vs ₹ 325 mn in Q4 FY24

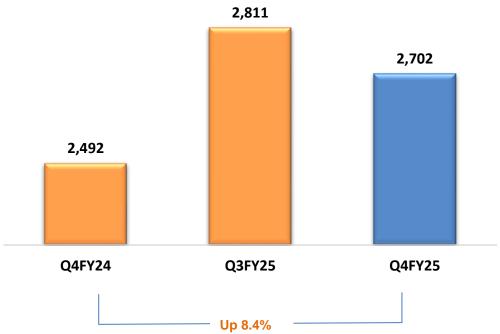
Standalone Net cash stood at ₹ 225 mn as on March'25

Standalone Annualized ROCE stood at 13.7%

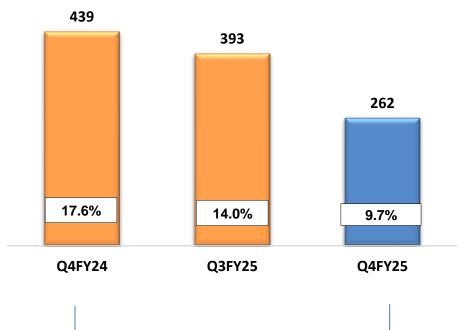
Consolidated Performance Highlights – Q4 FY25







EBITDA¹ & Margin (INR MN)



Down 40.4%

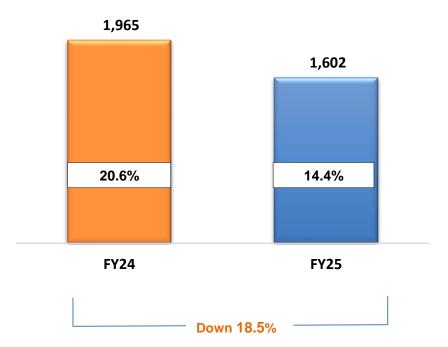
Consolidated Performance Highlights – FY25







EBITDA¹ & Margin (INR MN)



Consolidated P/L & B/S – Q4 FY25



Profit & Loss (INR Mn)

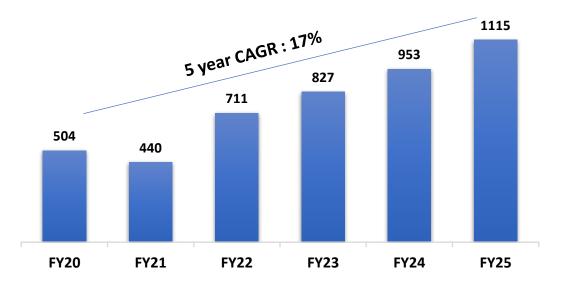
Particulars (Rs. Millions)	Q4 FY25	Q3 FY25	Q4 FY24	Q-o-Q Growth	Y-o-Y Growth
Revenue	2702	2811	2492	(3.9%)	8.4%
EBITDA ²	262	393	439	(33.5%)	(40.4%)
EBITDA Margin %	9.7%	14.0%	17.6%		
PBT	(7)	124	218	(106.0%)	(103.4%)
PBT Margin %	(0.3)%	4.4%	8.7%		
PAT	(122)	(30)	160	(307.2%)	(176.0%)
PAT Margins %	(4.5%)	(1.1%)	6.4%		

Balance Sheet (INR Mn)			
Gross Borrowings	4267		
Cash & Cash Equivalents	1477		
Net Cash/(Debt)	(2790)		
Debt/Equity	0.28x		
ROCE ¹	7.8%		

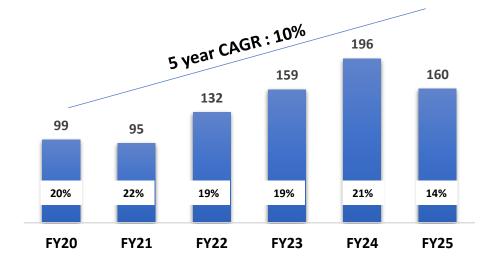
Financial Trends – Shalby Limited (Consolidated)







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

Franchise

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 1,50,000+ 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".





HOSPITAL BUSINESS PERFORMANCE

Hospital Business Highlights Q4 FY25



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

Surgery Count and YoY Growth



Arthroplasty

3140+ 48.7%



Oncology

500+ 0.8%





1100+ **1**23.4%



General & Cosmetics

810+ 11.7%



Other Surgery

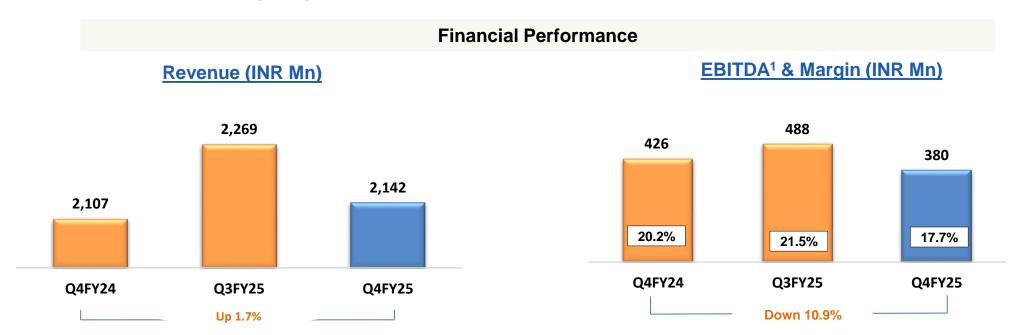
1,260+ 6.8%

Operational Performance³

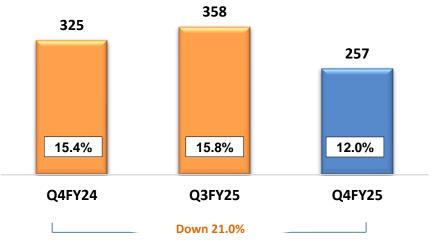
Particulars	Q4 FY25	Q4 FY24	YoY Growth
In-Patient¹ (Nos.)	21,202	21,313	(0.5%)
Out Patient (Nos.)	1,31,271	1,29,289	1.5%
Surgeries Count	7,405	7,601	(2.6%)
ARPOB (In Rs.)	41,585	39,101	6.4%
Operational Beds ² (Nos.)	1,415	1,390	1.8%
Occupied Beds	633	637	(0.6%)
Occupancy Rate	45%	46%	(110bps)
ALOS (without Daycare)	3.68	3.75	(1.9%)

Standalone Business Highlights – Q4 FY25





PBT & Margin (INR Mn)



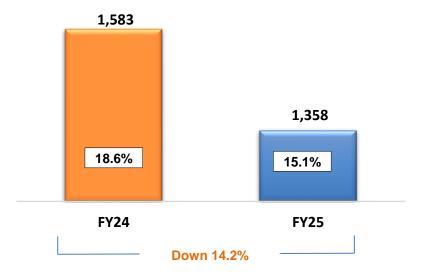
1. EBITDA includes other income

Standalone Business Highlights – FY25





PBT & Margin (INR Mn)



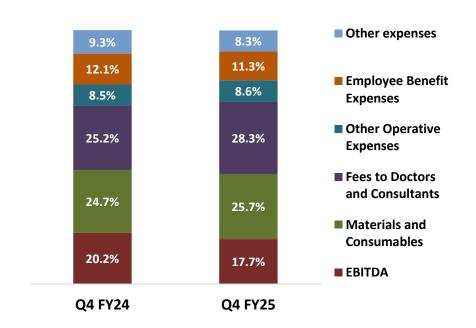
Standalone Business P&L and B/S – Q4 FY25



Profit & Loss (INR Mn)

Particulars (Rs Mn)	Q4 FY25	Q3 FY25	Q4 FY24	QoQ Growth	YoY Growth
Total Revenue	2142	2269	2107	(5.6%)	1.7%
EBITDA ²	380	488	426	(22.2%)	(10.9%)
EBITDA Margin %	17.7%	21.5%	20.2%		
РВТ	257	358	325	(28.2%)	(21.0%)
PBT Margin %	12.0%	15.8%	15.4%		
PAT	150	209	226	(28.3%)	(33.7%)
PAT Margin %	6.9%	9.2%	10.7%		

Total Revenue to EBITDA

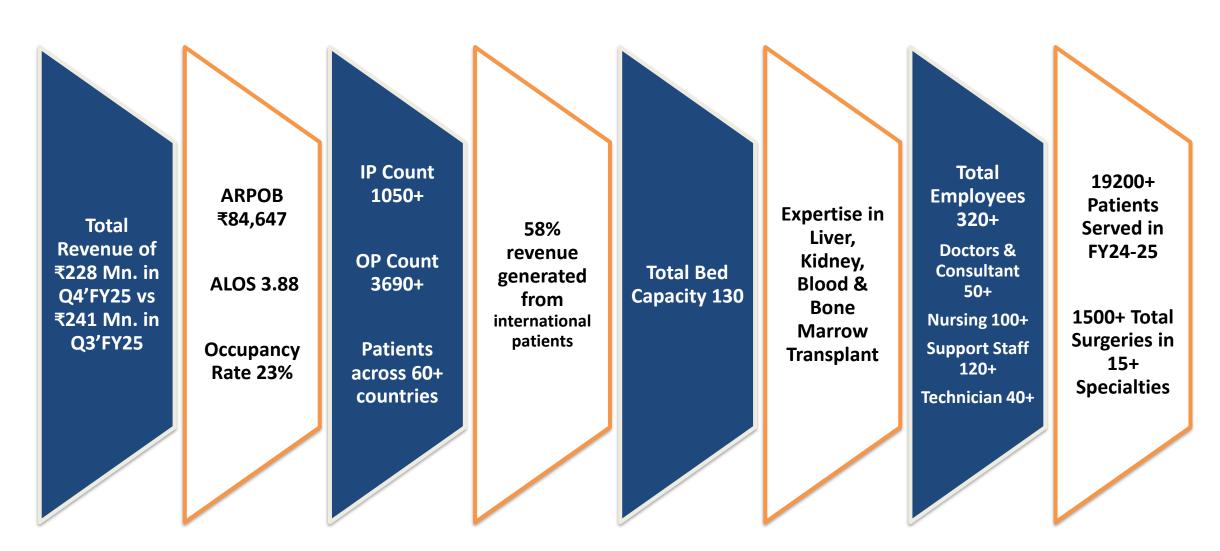


Balance Sheet as on March'25 (INR Mn)

Gross Borrowings	1032
Cash & Cash Equivalents	1257
Net Cash/(Debt)	225
ROCE ¹ (annualized)	13.7%

Shalby Sanar Q4'FY25 Highlights

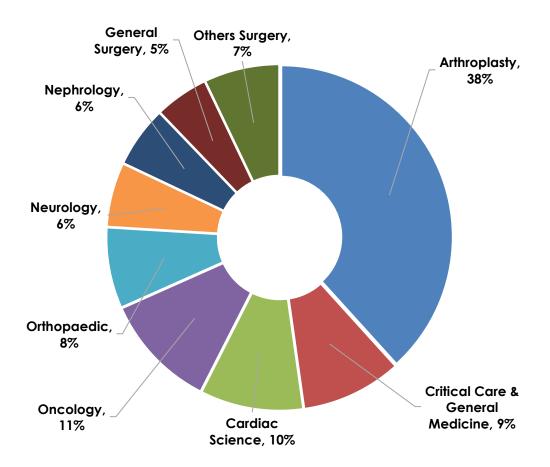




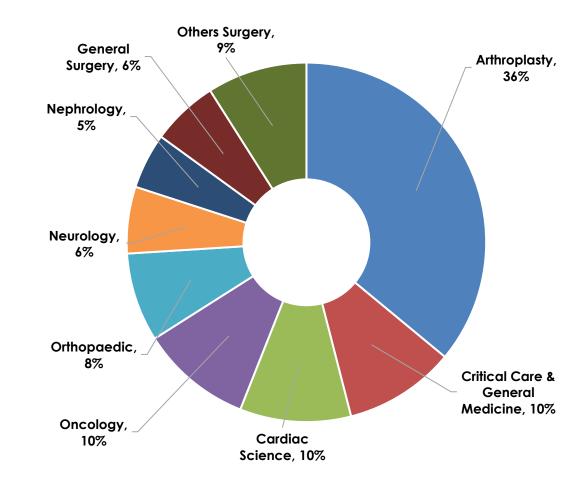


Specialty Revenue Mix

Q4 FY2024



Q4 FY2025

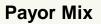


Notes:

1. Orthopedic includes Spine.

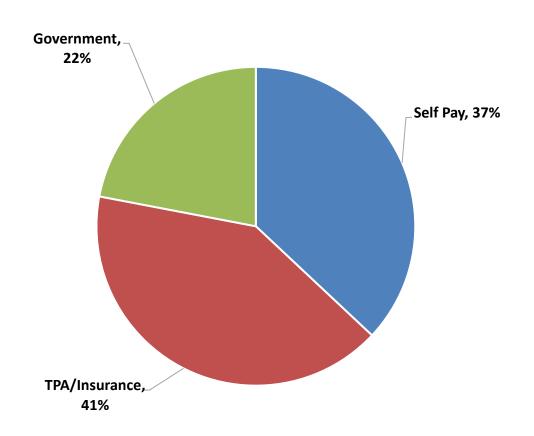
Hospital Business Highlights

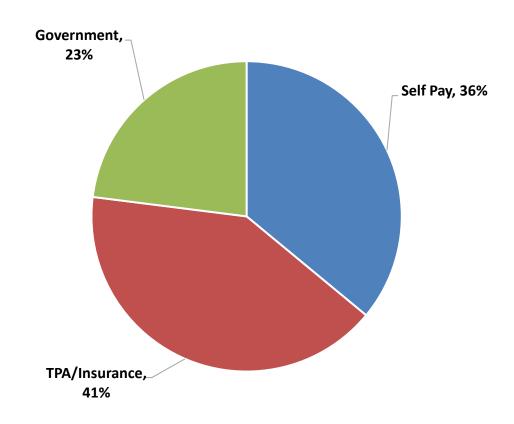




Q4 FY2024¹

Q4 FY2025¹

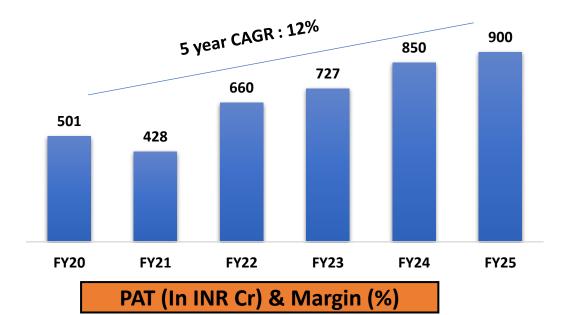


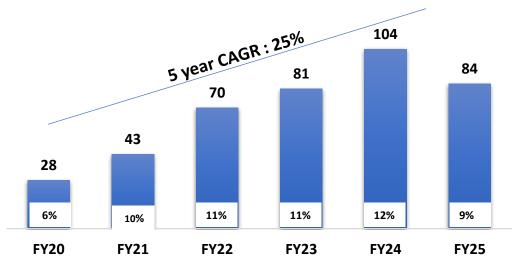


Financial Trends – Standalone Business ¹

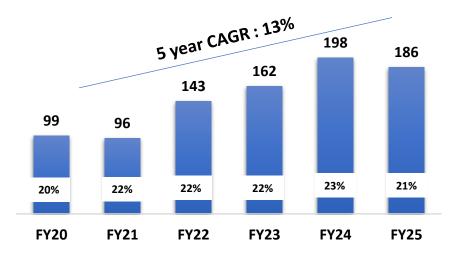








EBITDA (In INR Cr) & Margin (%)



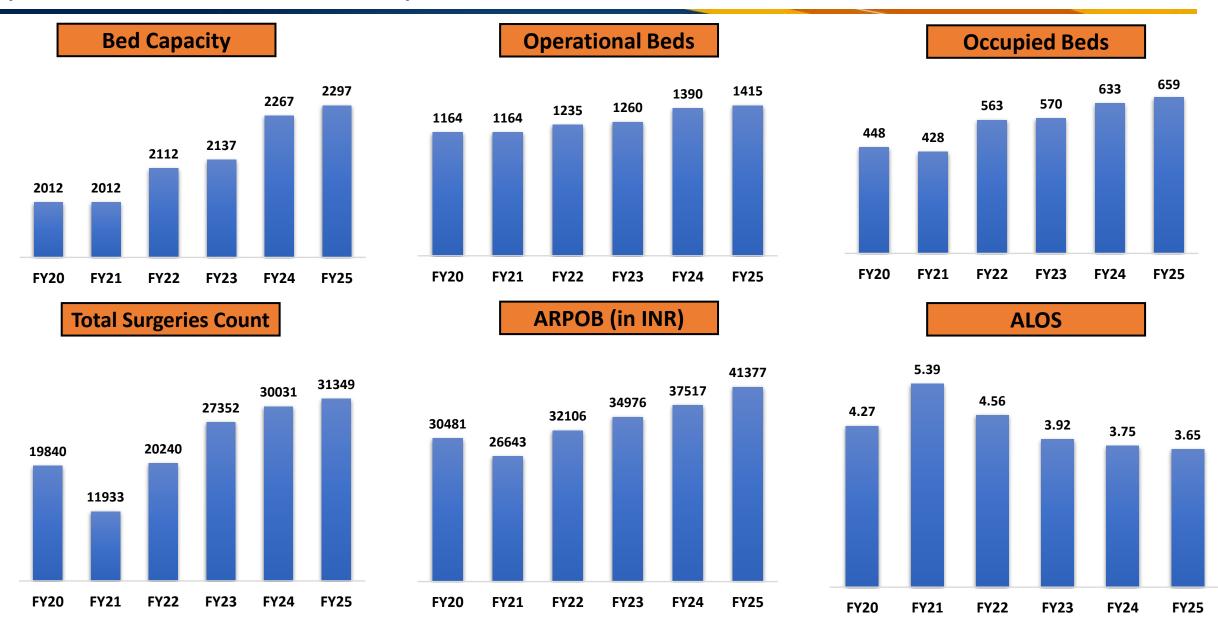




Notes:
1. Above metrics are excluding of PK Healthcare & FOSO.

Operational Trends – Hospital Business ^{1,2}





Notes:

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

Homecare Business Highlights FY24-25



FY24-25 Highlights



Patients Served 30,044 in FY25 v/s 29,645 patients in FY24, up by 1.3% YoY



Revenue booked Rs.152.91 mn during FY25 v/s Rs.145.57 mn during FY24, grew by 5.0% YoY

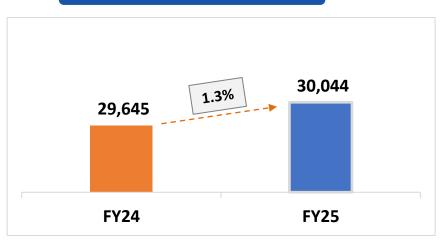


Physio, Diagnostics and Pharmacy are the major revenue contributor in FY25.

Industry Catalyst

- · Providing services at 40+ Cities across India
- Provide Quality Services through high-end digital systems
- · Less Chances of hospital acquired Infection
- Insurance Policies covering Home Healthcare Expenses
- Economical Homecare Services compared to Hospitals

Patients Served (Nos)



Revenue (Rs Mn)



Shalby Homecare Comprehensive Services

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

Clinical Update And Research Across Units during Q4 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:

- Urosepsis, Hypothermia A patient was 75-year-old male, with symptoms of rigors, hypothermia, oliguria, and perspiration. He has a history of hypertension, cerebrovascular accident, and psychiatric illness. On admission, investigations revealed elevated WBC, platelets, and CRP levels, along with low albumin. 2D Echo showed concentric LVH with normal LV function. Further testing indicated low sodium and elevated TSH levels. He was closely monitored, given electrolyte management, and started on physiotherapy. His sodium levels fluctuated, and treatment provided accordingly. After stabilization, he was discharged in a hemodynamically stable condition. SHALBY Krishna
- A 72-year-old man, was diagnosed with **kidney cancer** during a routine check-up. A CT scan revealed a 3 cm renal mass. Dr. Anoop Jain and Dr. Ishan Merchant's team performed a successful laparoscopic-assisted open partial nephrectomy, removing the tumor while preserving the kidney and timely treatment saved his life. **SHALBY Jabalpur**
- LRTI Type-1 LV dysfunction A 70-year-old male presented with complaints of chest pain since 4-5 days. Investigations revealed Positive TROP-I and H1N1 positive. The patient shifted to ICU with oxygen support. Patient was intubated and has been informed about his critical condition. Patient was given medical management for H1N1. patient gradually improved and shifted to ward. SHALBY Krishna
- ❖ 16 Transplants (10 Kidney, 6 Liver) during Q4 FY25 and with this we have performed 450+ Transplants so far at our SG, Indore & Sanar units.
- ❖ Total Clinical Research Trial at Shalby Group is 80 in Q4'FY25 (24 Ongoing, 2 EC Approval Received, 42 Upcoming, 12 Closed)

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

Shalby

Hospital

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 **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

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





FRANCHISE BUSINESS



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)

- 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
- 3. Investment for all Operational Expenses / New medical equipments by Franchisee.

SOCE Performance in Q4 FY25

Revenue (in ₹ mn)	FOSO	FOSM	Total
Q4'FY25	21.9	7.6	29.5
Q4'FY24	17.4	8.0	25.4
YOY Growth	25.9%	(5.0%)	16.1%

SOCE Performance in FY25

Revenue (in ₹ mn)	FOSO	FOSM*	Total
FY25	99.7	32.2	131.8
FY24	67.4	35.6	103.0
YOY Growth	47.9%	(9.7%)	28.0%

^{*} Ranchi FOSM is discontinued from Mar-25. Udaipur FOSM is discontinued from June-24.





SHALBY ACADEMY



Shalby Academy

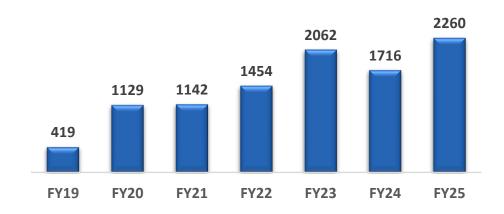
Q4 FY25 highlights

- 1. Around **595**+ new students registered in **Q4 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.
- 3. Overall 200+ Enrolments for Team Indore & 50+ enrolments for Team Jabalpur in paramedic's stream. Total Paramedics Enrolments are 388 enrolments in FY25 vs 307 enrolments in FY24.
- 4. Total 110 clinical professionals certified through AHA (American Heart Association) & SCOELS Ahmedabad.
- 5. 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.



SHALBY ACADEMY (A Unit of SHALBY LIMITED)

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









IMPLANT BUSINESS













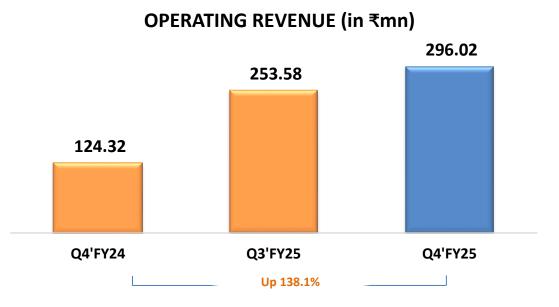


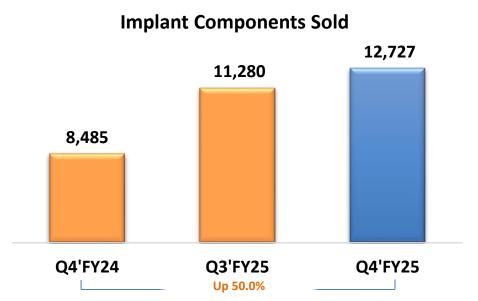


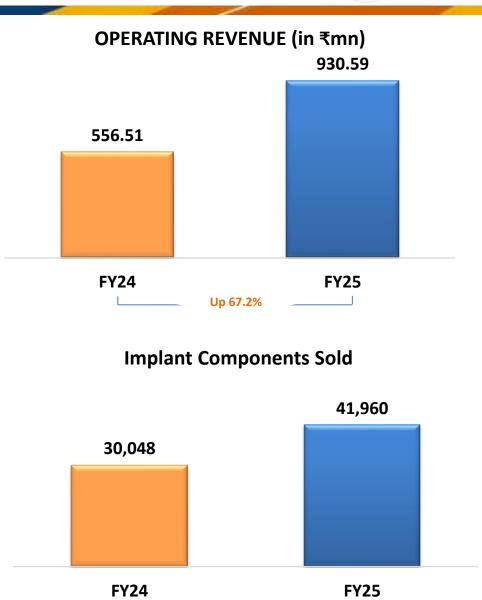
Shalby MedTech Limited (Consolidated)



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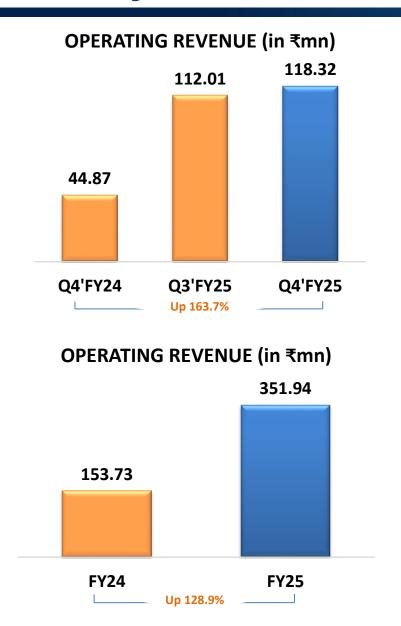




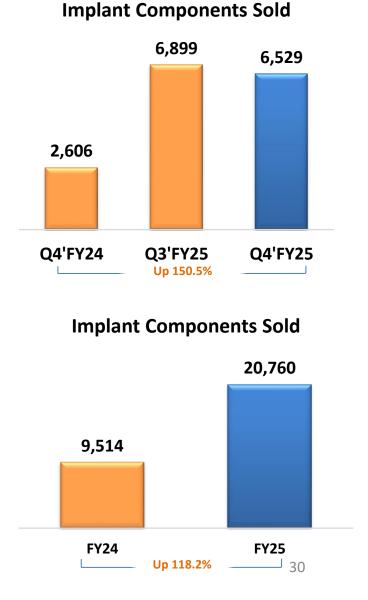
Up 39.6%

Shalby MedTech Limited (Standalone)



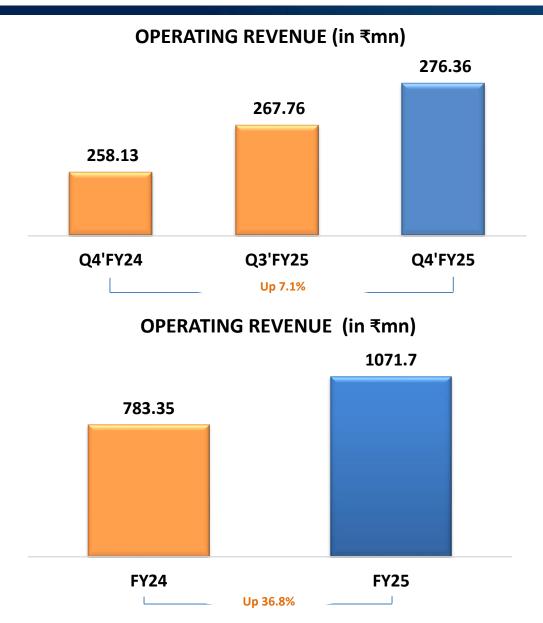


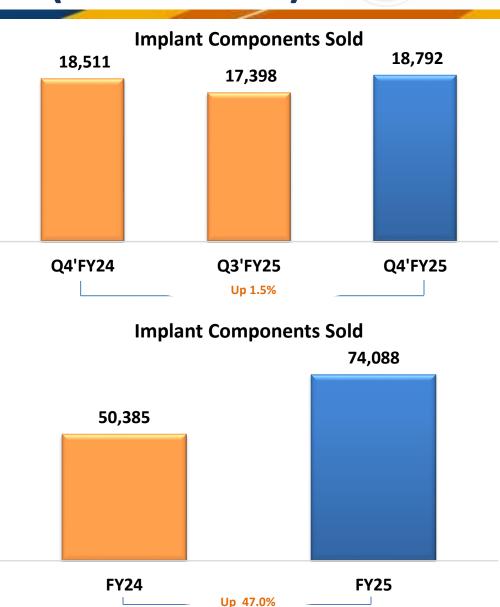




Shalby Advanced Technologies Inc. (Standalone)







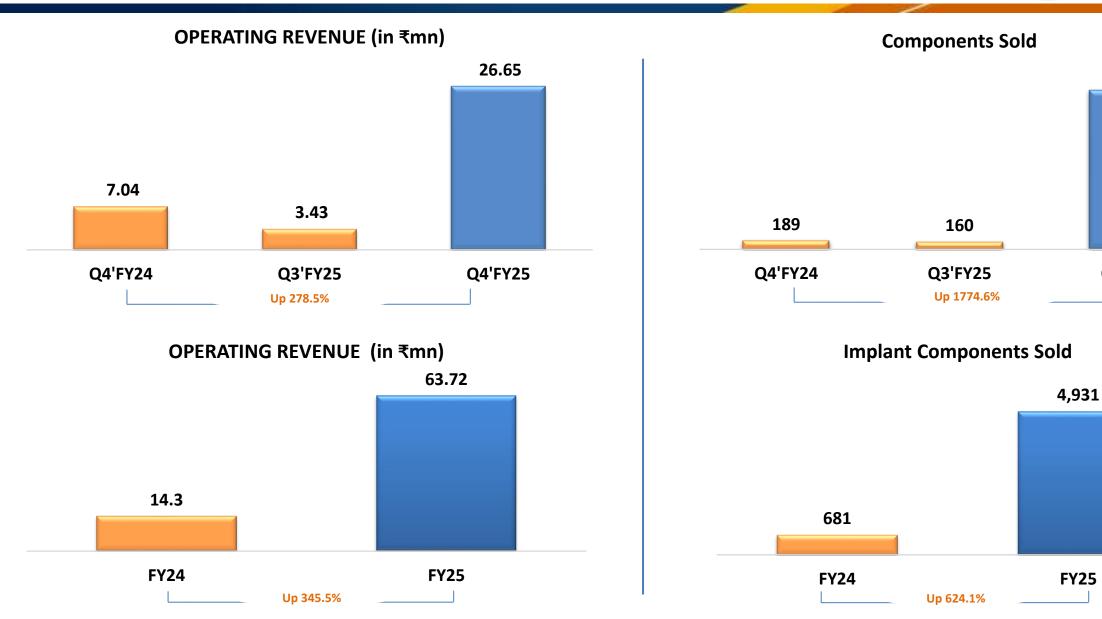
Shalby Global Technologies Pte. Ltd. (Standalone)



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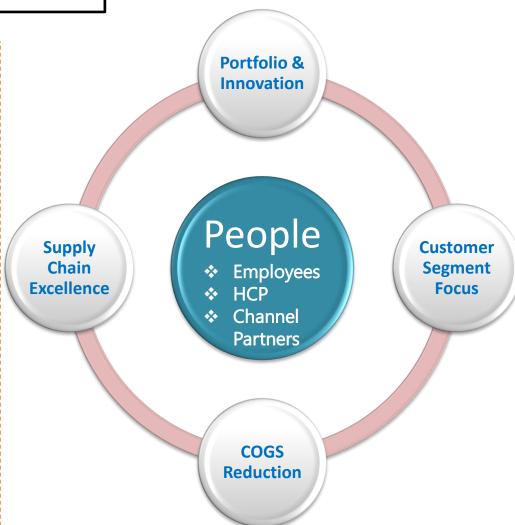
Q4'FY25

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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

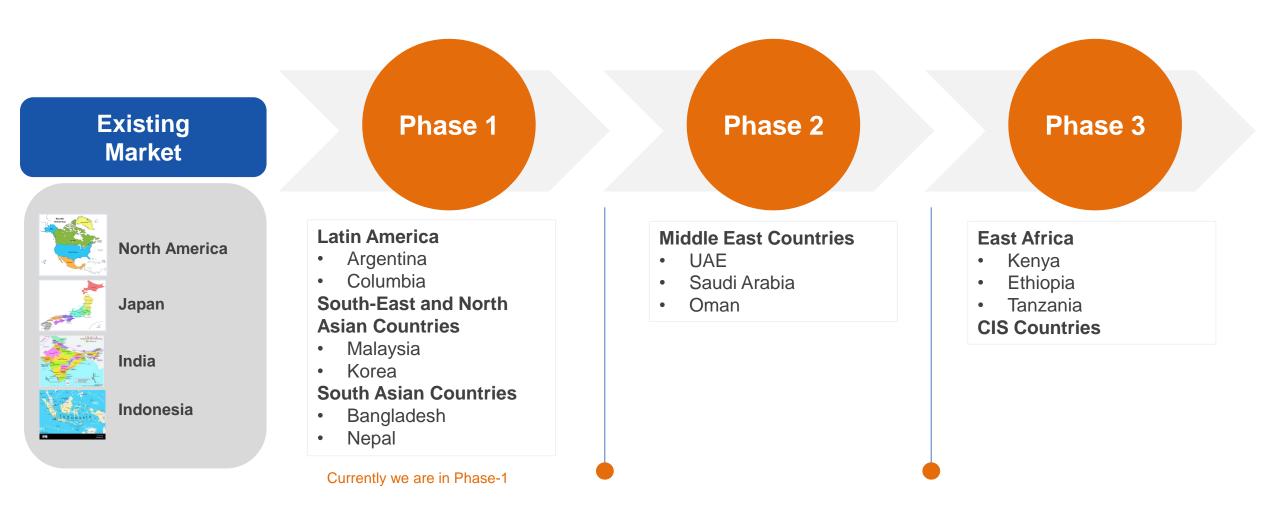


- Continual training of employees, HCPs and Channel Partners
- Solid Partner Relationship
- Achieve industry-best talent
- Implement robust succession planning process
- Scale leadership development programs

Implant Business Roadmap



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







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,

30 Years of ELITE Legacy

opportunities





ELITE

and families at the

focus

Our Journey & Expansion Plan



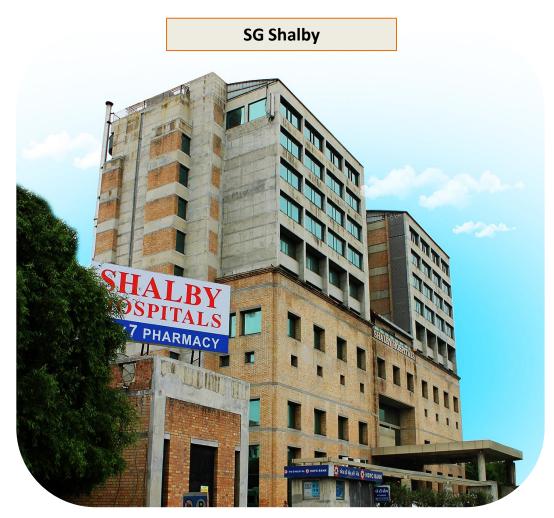


Expansion Plan: Mumbai 175 beds

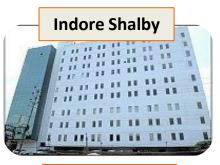
Hospitals Portfolio



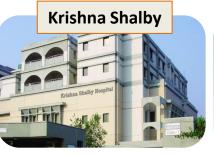
Multispecialty Units (Owned and Operate)





















Franchise Hospital Portfolio



Shalby Orthopedics Centre of Excellence (SOCE)



(Shalby Operated)



(Shalby Operated)



(Shalby Operated)



(Shalby Managed)

Multispecialty

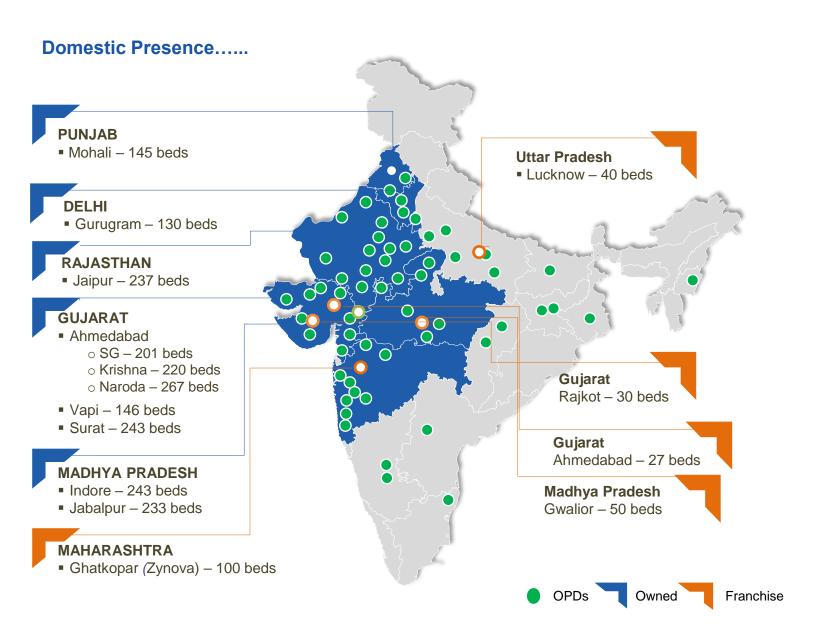
Zynova Shalby (Mumbai)

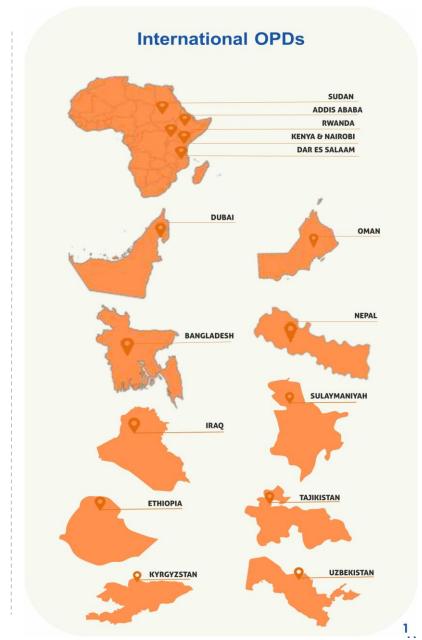


(Shalby Managed)

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 TISSUE BANK



Preserving Tissues, Transforming Lives

A pioneering initiative by Shalby Hospitals dedicated to advancing medical care through the banking of high-quality allografts.

As a Non-Profit Division, our Mission is to enhance patient outcomes by providing irradiated allogenic bone grafts specifically designed for orthopaedic surgeries and dental implant surgeries.





Available grafts

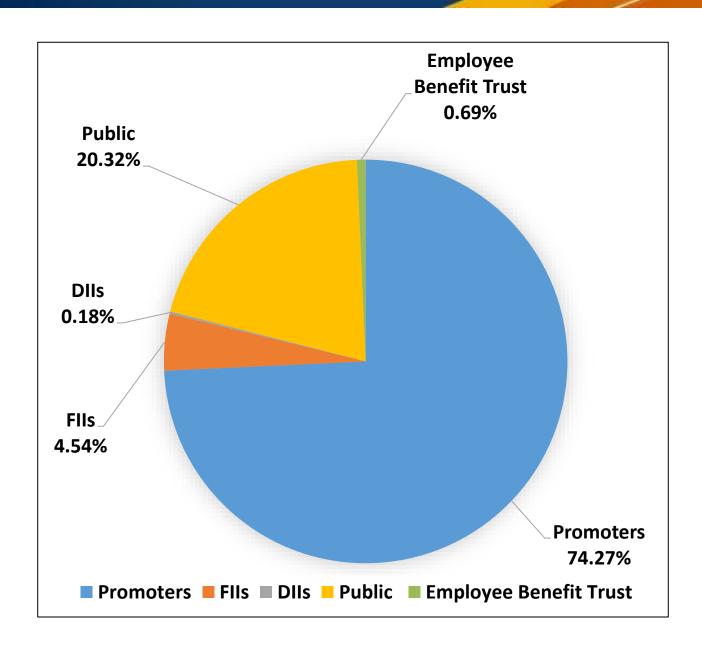
- Cortico-cancellous chips (Freeze dried, irradiated)
- Cortico-cancellous chips (Frozen, irradiated)
- •Femoral Head Bone Blocks (Freeze dried, irradiated)
- •Femoral Head Bone Blocks (Frozen, Irradiated)
- •Demineralized Bone Granules 0.5 cc vials
- •Bone Granules 0.5 cc vials



Shalby Tissue and Bone Bank inaugurated by Hon'ble Home Minister of India **Shri Amit Shah** at Shalby Krishna.

Shalby Limited Shareholding Pattern (as on 31st March,25)





Sustainability Initiatives



ESG Mindset

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

Community Connect

Programs

Healthcare Awareness



480+ Healthcare Camps

10900+ Life impacted



115+ Healthcare Talks

7850+ participation



75+ Healthcare awareness videos

40+ No. of Teleconsultation

45+ long and short videos as part of YouTube partnership project so far



5,750+ and 11,200+ Man Hours

Clinical and Non-Clinical training







Male- 58%

Female-42%

Workplace Wellness

Workforce **Training**

Shalby Awards and Accolades





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



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



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



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



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



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



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



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

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 1,00,000 joint replacement surgeries, he was conferred with the 'Times Man of the Year' Award by Times of India Group in 2018.



Dr. Ashok Bhatia Independent Director

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.



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 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.



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

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:

Jigar Todi Investors Relation & Corporate Strategist

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

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

Website: www.shalby.org | CIN: L85110GJ2004PLC044667