

## ONE LINE PITCH

**A fast-growing, established, holistic Clinical and Lifestyle Solutions provider in Nephrological Care in eastern India - founded and run by Dr. Pratim Sengupta - a renowned nephrologist & transplant specialist, and a first gen entrepreneur.**

Kolkata-headquartered, fast-growing, holistic clinical and lifestyle solutions provider in nephrological care commenced operations in 2021. The company is led by Dr. Pratim Sengupta, a renowned nephrologist in India with 20+ years of active clinical experience. The company offers various services such as outpatient care in nephrology, diabetology, cardiology, ophthalmology, and neurology, NABL-accredited pathology labs, in-house pharmacy, advanced diagnostics, renal nutrition, and home care programs. The operations are end-to-end supported and enabled by robust technology infrastructure, cloud storage, and focused analytics. The company has 100 employees, including 5 in-house doctors.

## VISION OF A RENOWNED DOCTOR

### A renowned Nephrologist in India having 20+ years of active clinical experience

- Performed 1,000+ kidney transplants to date
- A pioneer in the field of holistic renal care through a combination of clinical intervention, yoga and lifestyle support

### Excellent track record in educational pursuits

- MBBS from R.G. Kar Medical College & Hospital
- Bachelor of Medicine and Surgery University of Calcutta
- Doctor of Medicine degree from the University of Calcutta
- Doctor of Medicine in Nephrology
- Clinical Research Fellowship from Harvard Medical School Boston, USA

### Authored 30+ original scientific articles in peer-reviewed international medical journals

### Honoured with several awards and certifications

- Gold Medal in Ophthalmology from R.G. Kar Medical College & Hospital, University of Calcutta



**Dr. Pratim Sengupta**  
PROMOTER & MANAGING DIRECTOR

**5,352**

sq. ft. Flagship Operational Clinic at Salt Lake, Kolkata; doubles up as Registered Office and a Hub

**27**

state-of-the-art dialysis machines across operational centres

**27,000+**

Volumes achieved in the Outpatient department (Invoices for 9MFY24)

**2**

Satellite clinics (Salt Lake & Chandan Nagar - acting as Spokes - with patients managed by 10 visiting doctors)

## FINANCIAL PERFORMANCE (RS. LAC)

Particulars	FY21	FY22	FY23	9MFY24
Revenue (Rs. Lac)	182.47	342.44	1709.27	<b>1975.15</b>
EBITDA (Rs. Lac)	15.46	12.55	364.53	<b>504.64</b>
EBITDA Margin (%)	8.5%	3.7%	21.3%	<b>25.6%</b>
PAT (Rs. Lac)	8.87	(0.98)	194.24	<b>340.04</b>
PAT Margin (%)	4.9%	(0.3%)	11.4%	<b>17.2%</b>
EPS (Rs.)	4.44	(0.03)	1.94	<b>3.36</b>
NAV per Share (Rs.)	0.75	0.50	2.44	<b>11.70</b>

## ROBUST INFRASTRUCTURE



No. of shares (FV Rs. 10 each)	45,84,000 Equity Shares (Fresh Issue)
Price band (Rs.)	85-90
Issue size (at the upper band)	41.26
Issue type	Book-building (Fresh Issue)
Issue opens	Friday, 28th June, 2024
Anchor Book opens	Thursday 27th June 2024
Issue closes	Tuesday, 02nd July, 2024

Anchor Book	12,38,400 Equity Shares
Reservation for Market Maker	2,30,400 Equity Shares
Reservation for Employees	2,25,600 Equity Shares
Reservation for HNIs	6,19,200 Equity Shares
Reservation for QIBs (Net)	8,25,600 Equity Shares
Reservation for Retail	14,44,800 Equity Shares
Lot size	1,600 Equity Shares



## OBJECTS TO THE ISSUE

- Setting up a new Multi Specialty Hospital in the name of Vivacity Multi Speciality Hospital (Unit of Nephrocare) at Kolkata (Madhyamgram), West Bengal
- General Corporate Purpose

The project cost of Rs. 36.51 crore - to be funded to the extent of Rs. 26.15 crore of IPO Proceeds and the rest from internal accruals

Proposed to have 100 inpatient beds, including a 30 bedded Critical Care unit having ICU, HDU, RTU and NICU facilities; also a 20-bed advance dialysis centre

Also proposed an advanced OT set-up comprising 5 modular operation theatres, one Minor OT and a Cath lab with Laminar Air Flow & HEPA Filter

## Hospital to commence operations in Q2FY25

### LEAD MANAGER TO THE ISSUE



**CORPORATE CAPITAL VENTURES PRIVATE LIMITED**  
B1/E13, First Floor, Mohan Co-operative Industrial Estate, Mathura Road, New Delhi - 110044,  
Tel: +91-11-41824066;  
Email: smeipo@ccvindia.com  
Investor Grievances Email Id: investor@ccvindia.com  
Website: www.ccvindia.com  
SEBI Registration: INM000012276  
Contact Person: Mrs. Harpreet Parashar

### REGISTRAR TO THE ISSUE



**BIGSHARE SERVICES PRIVATE LIMITED**  
Address: Office No S6-2, 6th-floor Pinnacle Business Park, Andheri (East) Mumbai - 400093  
Tel No: +91-22-6263-8200;  
SEBI Registration No.: INR000001385  
Contact Person: Mr. Vinayak Morbale

### ISSUE TO BE LISTED ON



**DISCLAIMER:** NEPHRO CARE INDIA LIMITED ("Company") is contemplating the potential, subject to necessary approvals, market conditions, and other considerations, of initiating an initial public offering of its equity shares ("IPO") and has submitted the Red Herring Prospectus to the SME Platform of NSE Limited ("NSE Emerge"). Prospective investors should be aware that investing in equity shares involves a significant level of risk. For detailed information regarding such risks, potential investors are advised to refer to the section titled "Risk Factors" in the Red Herring Prospectus.