



## IPO DETAILS

# Medplus Health Services Limited



Issue Opens

13<sup>th</sup> Dec 21, Mon

Issue Closes

15<sup>th</sup> Dec 21, Wed

Min. Lot Size

18 Shares

Issue Price Band

₹780 - ₹796

Industry

Pharmacy

Issue size

Fresh Issue:

0.75 Cr Equity Shares  
(₹600.00 Cr)

OFS:

1.00 Cr Equity Shares  
(₹798.30 Cr)

Face Value

₹2

Listing at

NSE, BSE

### Objectives of the Issue

Investment into the Material  
Subsidiary, Optimal for funding working  
capital requirements.

General corporate purposes.

Rating

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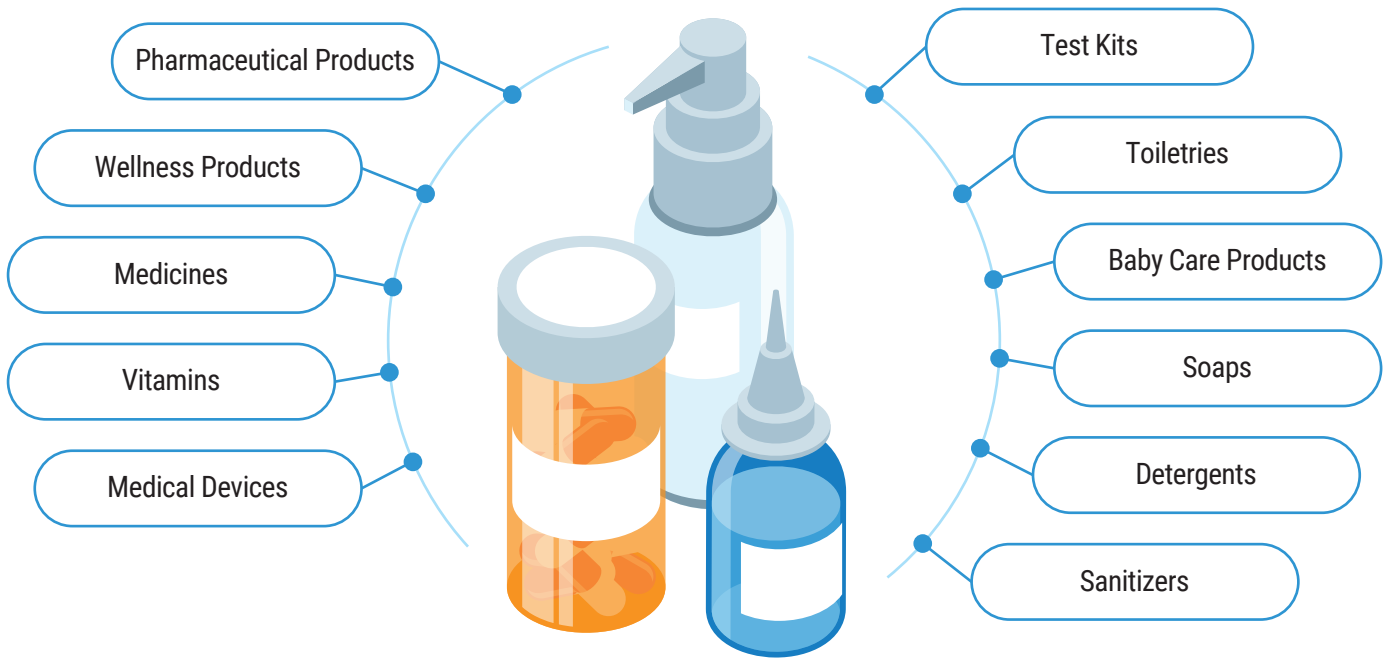
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Medplus Health Services Limited

## Company Overview

### Company's Offerings



**1<sup>st</sup>**

Ranked in  
Chennai and Bangalore

**2<sup>nd</sup>**

Ranked in  
Hyderabad and Kolkata

In terms of number of stores as of March 31, 2021.

### Pharmacy Retail Network

As of March 31



### Avg. Revenue per Store

Company's average revenue per store was approximately 15.9 million, as compared to the average revenue per store in the domestic pharmacy retail industry of approximately 2.3 million in financial year, 2021.



### Omni-channel Platform

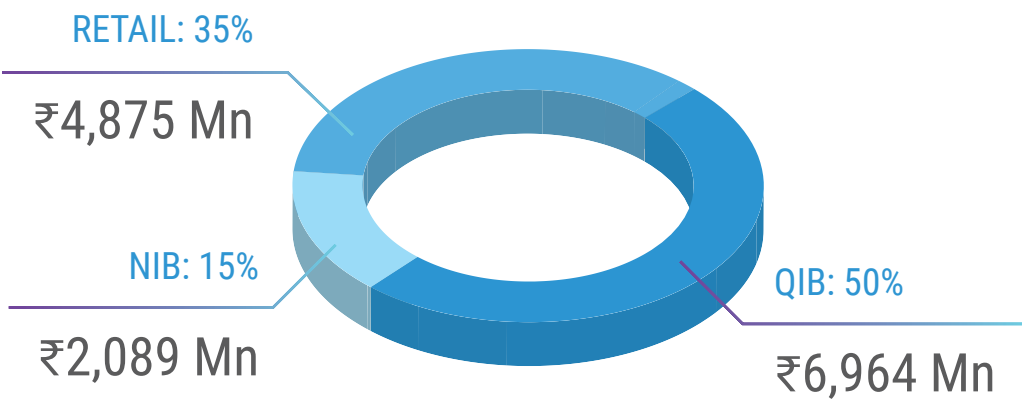
The company is the first pharmacy retailer in India to offer an Omni-channel platform, where the customers could either visit their stores or access their offerings online, through the website and mobile application.



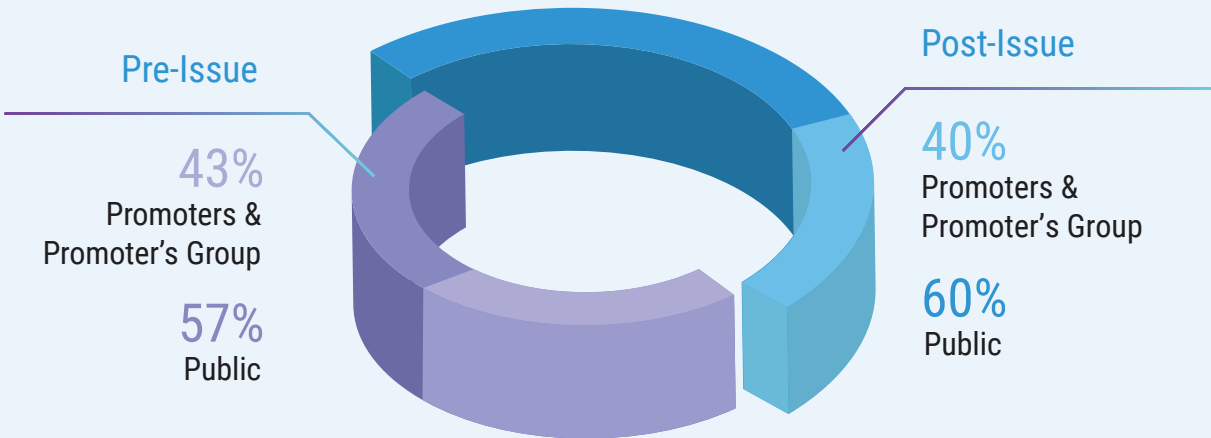
Medplus Health Services Limited

# Issue Details

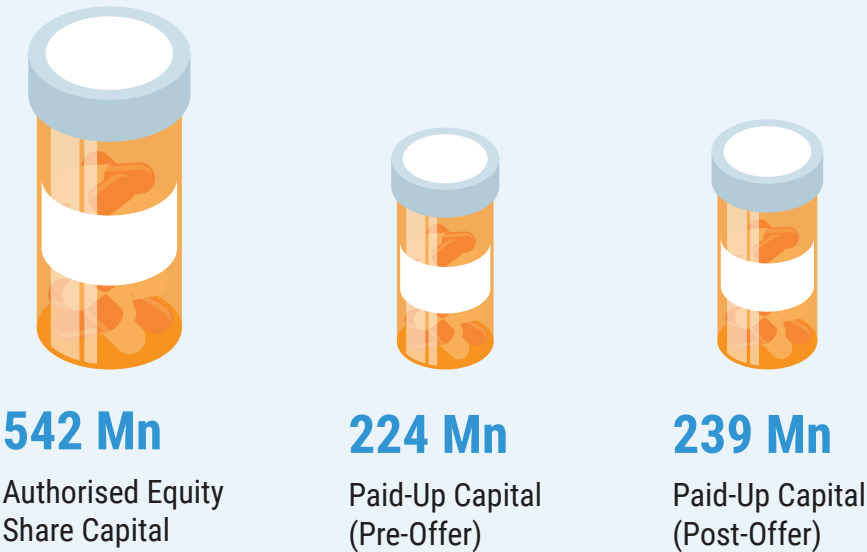
## Issue Break-Up



## Shareholding Pattern



## Capital Structure (in ₹)





Medplus Health Services Limited

## Valuations



Market  
Capitalization

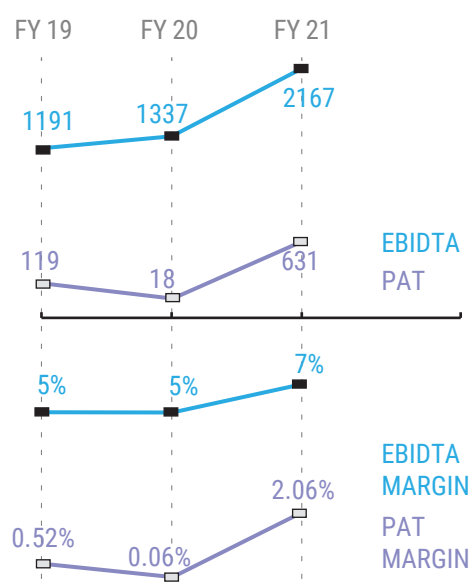
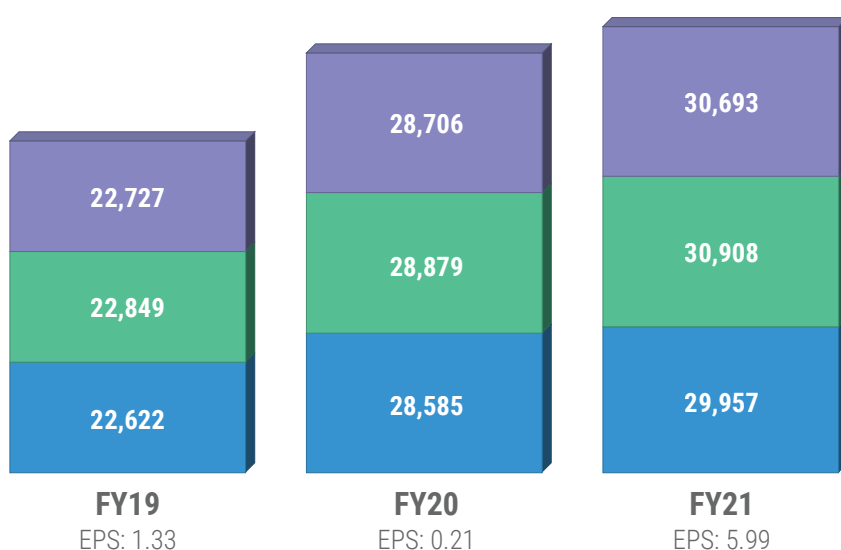
94,962 Mn

Price to Earnings  
(P/E)

88.58X

## Financial Snapshot (in Mn ₹)

Revenue  
Total Income  
Total Expenses





Medplus Health Services Limited

# Business Insights



## Competitive Strengths

- India's Second Largest Pharmacy retailer.
- Established Brand and Value Proposition to Customers.
- Successful Track Record of Expansion Using a Distinct Cluster-based and Replicable Store Unit Expansion Approach.
- High Density Store Network Enhancing Omni-channel Proposition.
- Lean Cost Structure and Technology Driven Operations.
- Well Qualified, Experienced and Entrepreneurial Board and Senior Management Team.



## Business Strategy

- Strengthen Market Position by Increasing Store Penetration in Existing Clusters and Developing New Clusters.
- Further develop their Omni-channel Platform with a Hyperlocal Delivery Model.
- Increase the Share of Private Labels and Enhance the Stock Keeping Unit (SKU) Mix.
- Enhance Revenue and Increase Customer Wallet Share through Continued Investment in Technology Infrastructure and expansion into Adjacent Healthcare Vertical.
- Continue to Increase Operating Efficiency and Enhance Supply Chain Management to Drive Profitability.



## Risks

- The company have in the past, and May in future, experience negative cash flows from operating, investing and financing activities.
- One of the Promoters, Lone Furrow Investments Private Limited, has pledged a portion of its shareholding with certain lenders under various loan and security agreements. Any exercise or enforcement of such pledge could dilute the shareholding of Lone Furrow Investments Private Limited, which may adversely affect the business and future prospects.

## Promoters and Management Details

Mr. Gangadi Madhukar Reddy - Managing Director and Chief Executive Officer

Mr. Anish Kumar Saraf - Non-Executive Director

Mr. Atul Gupta - Non-Executive Director