



IPO NOTE

MEDI ASSIST HEALTHCARE SERVICES LTD.



Rating:
NEUTRAL



ISSUE OFFER

Issue Opens on	JAN 15, 2024
Issue Close on	JAN 17, 2024
Total IPO size (cr)	1,171.58
Fresh issue (cr)	NIL
Offer For Sale (cr)	1,171.58
Price Band (INR)	397-418
Market Lot	35
Face Value (INR)	5
Retail Allocation	35%
Listing On	NSE, BSE

ISSUE BREAK-UP (%)

QIB Portion	<div><div></div></div>	50%
NIB Portion	<div><div></div></div>	15%
Retail Portion	<div><div></div></div>	35%

SHAREHOLDING (No. of Shares)

Pre Issue	Post Issue
68,859,212	68,859,212

INDICATIVE TIMETABLE

Finalisation of Basis of Allotment	18-01-2024
Refunds/Unblocking ASBA Fund	19-01-2024
Credit of equity shares to DP A/c	19-01-2024
Trading commences	22-01-2024

Medi Assist Healthcare Services Limited provides third-party administration services to insurance companies through its wholly-owned Subsidiaries. A third-party administrator is an organization that processes health insurance claims for insurance companies and provides services such as policy administration, customer service, and network management, among others.

OBJECTS OF THE ISSUE

- The object of the Offer is to achieve the benefits of listing.

OUTLOOK & VALUATION

Medi Assist Healthcare Services Limited is a well-established health-tech and insurance-tech company. It has scalable, technology-enabled infrastructure that addresses the needs of all constituents of the health insurance ecosystem. It has a diversified base of group accounts and a strong relationship with the majority of insurance companies.

Financially, the company exhibits encouraging metrics. However, some potential concerns warrant consideration. Medi Assist concentrates a significant portion of its revenue on a limited number of clients, and its subsidiaries play a crucial role in its overall performance, introducing dependencies. Additionally, the offering being a pure OFS with a premium valuation warrants a cautious approach.

Therefore, while Medi Assist's strong market position and growth potential are attractive, the identified risks and premium valuation necessitate careful assessment by investors.



KEY MANAGERIAL PERSONNEL

01

Dr. Vikram Jit Singh Chhatwal

Chairman and Whole-time Director of the Company. He was previously associated with Apollo Health Street, Indraprastha Apollo Hospitals, Reliance Capital Limited, Advent India PE Advisors Private Limited and was a member of the NUS President's Advancement Advisory Council. He joined our Company in 2007 as an additional director.

02

Satish V.N. Gidugu

Whole-time Director and Chief Executive Officer of the Company. He joined the Company on October 7, 2013 as Chief Technology Officer and was re-designated as Chief Operating Officer of the Company on January 12, 2015. He was previously associated with redBus, SAP Labs India Private Limited and Intergraph Consulting Private Limited.

03

Mathew George

Chief Financial Officer of the Company since March 3, 2021. He was previously associated with HCL Technologies Limited, Jumbo Electronics Company Limited (LLC), Cognizant Technology Solutions, Genpact India Private Limited, Sea Trucks Nigeria Ltd, GE Capital International Services and Accenture.

04

Simmi Singh Bisht

Company Secretary and Chief Compliance Officer of the Company. She was previously associated with Metropolis Healthcare Limited, Balaji Telefilms Limited, Ventura Textiles Limited, Pearls Dhanshree Infrastructure Private Limited, Elpro International Limited and IITL Projects Limited.

05

Nikhil Chopra

Chief Business Officer of the Company. He had joined the Company as Head - MediBuddy Platform and Vice President - Infiniti of the Company on May 2, 2016. He has also been appointed as the whole-time director of Medi Assist TPA with effect from March 1, 2021.

06

Himanshu Rastogi

Chief Technology Officer of the Company. He joined the Company on February 7, 2015 as Vice President - Technology and was re-designated as the Chief Information Officer on September 1, 2016.

COMPANY PROFILE

- As a third-party administrator, we act as a facilitator between (a) insurance companies and their policyholders, (b) insurance companies and healthcare providers (such as hospitals), and (c) the Government and beneficiaries of public health schemes.
- The Company also facilitates other healthcare and ancillary services such as hospitalization services, call center services, customer relations and contract management services, billing services, and claims processing services through the Company and its other Subsidiaries.
- It has developed a pan-India healthcare provider network that comprises 18,754 hospitals across 1,069 cities and towns and 31 states (including union territories) in India and a network across 141 countries globally, as of September 30, 2023.
- Its technology-driven infrastructure and services are custom-built, and assist various stakeholders such as insurance companies, hospitals, insurance brokers, and insurance agents in their operations, and are scalable, comprehensive, easy to use, and secure..

COMPETITIVE STRENGTHS

- Well Established Third Party Administrator in India.
- Scalable Technology-Enabled Infrastructure Addressing the Needs of All Constituents of the Health Insurance Ecosystem.
- Longstanding Relationships with a Majority of Insurance Companies.
- Diversified base of Group Accounts with Longstanding Relationships.
- Its Ability to Integrate Acquisitions.
- Experienced Management Team and Marquee Shareholders.

KEY STRATEGIES

- Maintain the Leadership Position among Group Accounts.
- Continue Pursuing Inorganic Growth Opportunities.
- Continue to Enhance the Technology Platforms.
- To Increase its Share in the Retail Segment.

KEY CONCERNS

- The company derives a significant portion of its revenues from a limited number of clients.
- Dependent on health insurance policies availed by employers to benefit their employees ("Group Accounts") in certain industries for a significant portion of its revenue.
- The performance of its Subsidiaries plays a critical role in the overall success of its business.
- The third-party administration industry is intensely competitive.
- It is subject to various statutory obligations, non-compliance of which could result in penalties, legal actions, or financial liabilities.
- The Company had negative cash flows from operating, investing, and financing activities in the past.



COMPARISON WITH LISTED INDUSTRY PEERS (AS ON 31ST MARCH 2023)

There are no listed companies in India that engage in a business similar to that of this Company and its Subsidiaries. Accordingly, it is not possible to provide an industry comparison in relation to Medi Assist Healthcare Service Limited.

FINANCIALS (RESTATED CONSOLIDATED)

PARTICULARS (RS. IN MILLIONS)	FY 2023	FY 2022	FY 2021
Equity Share Capital	344.30	344.30	0.37
Other Equity	3,421.81	3,026.99	2,903.51
Net Worth	3,836.72	3,392.86	2,925.45
Total Borrowings	-	-	-
Revenue from Operations	5,049.34	3,938.10	3,227.42
EBITDA	1,333.67	1120.45	984.27
Profit before tax	1,036.09	806.87	610.42
Net Profit/loss for the year	740.42	642.18	262.74



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