



# IPO NOTE

## SAGILITY INDIA LIMITED



Rating:  
**AVOID**



### ISSUE OFFER

Issue Opens on	NOV 05, 2024
Issue Close on	NOV 07, 2024
Total IPO size (cr)	₹2,106.60
Fresh issue (cr)	NIL
Offer For Sale (cr)	₹2,106.60
Price Band (INR)	28-30
Market Lot	500
Face Value (INR)	₹10
Listing At	NSE, BSE
Market Capitalization (cr)	14043.99

### ISSUE BREAK-UP (%)

QIB Portion	<div style="width: 75%;"></div>	75%
NII Portion	<div style="width: 15%;"></div>	15%
Retail Portion	<div style="width: 10%;"></div>	10%

### PROMOTER HOLDING %

Pre Issue	Post Issue
99.48%	85 %

### INDICATIVE TIMETABLE

Basis of Allotment	08-11-2024
Refunds/Unblocking ASBA Fund	08-11-2024
Credit of Share to Demat A/c	11-11-2024
Listing Date	12-11-2024

Sagility India Limited provide technology-enabled business solutions and services to clients in the U.S. healthcare industry. It is a pure-play healthcare focused services provider, and our clients include Payers and Providers.

### OBJECTS OF THE ISSUE

- Achieve the benefits of listing and carry out offer for sale.

### FINANCIALS (RESTATED CONSOLIDATED)

PARTICULARS (IN CRORE)	FY 2024	FY 2023	FY 2022
Equity Share Capital	4285	1918	1918
Net Worth	6443	6206	4026
Revenue	4753	4218	923
Operating Profit Margin %	23.48%	24.77%	22.80%
Net Profit of the year	228.26	143.57	4.6

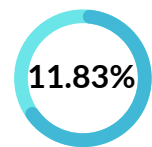
### FINANCIAL RATIOS OF FY24



D/E



P/E



PAT Margin

### OUTLOOK & VALUATION

- The company is exclusively focused on the U.S. healthcare market.
- U.S. presidential election outcomes could affect its operations.
- Valuation appears high, with no direct peers for comparison.
- The IPO is a complete offer for sale.
- Current market conditions may further impact subscription and listing performance.
- Investors may consider skipping this IPO.



## COMPANY PROFILE

- Its services to Payers cater to core benefits administration and (ii) clinical functions.
- Its services to Providers include revenue cycle management functions.
- All of its clients are located in the U.S. As of June 30, 2024.
- Its five largest client groups had an average tenure of 17 years with the Business.
- It served five of the top 10 Payers by enrolment in the U.S.
- In the Financial Year 2024, it helped its Payer clients process 105 million claims and handle over 75 million Member and Provider interactions.



## COMPETITIVE STRATEGIES

- Strengthen its relationships with existing clients.
- Establish new client relationships across categories.
- Enhance its portfolio of technology tools and platforms.
- Pursue strategic acquisitions and collaborations.



### KEY CONCERNS

- The healthcare services industry is highly competitive.
- Business is solely focused on the U.S. healthcare industry.
- Goodwill and other intangible assets are its largest assets.
- Anti-outsourcing legislation could adversely affect its business.
- Derived a significant portion of its revenue from certain large clients groups.
- Subject to regulatory requirements in the performance of services.
- Business is subject to seasonality.



### KEY STRENGTHS

- Leader in the large and resilient U.S. Payer and Provider solutions market.
- Domain expertise in healthcare operations, with end-to-end service offerings.
- Suite of scalable, technology-enabled services and solutions.
- Deep, long-term, expanding client relationships.
- Multi-shore, scalable and flexible delivery model.
- Strong financial performance and high margins

## COMPARISON WITH LISTED INDUSTRY PEERS

There are no listed service providers in India or abroad that cater to US healthcare enterprises.



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