



IPO INSIGHTS



Entero Healthcare Solutions Limited

Issue Dates - Opens: 09-02-2024 | Closes: 13-02-2024

IPO Note	<ol style="list-style-type: none"> Entero Healthcare Solutions Limited is a distributor of healthcare products in India. The Company's technology-driven platform provides healthcare product distribution services to pharmacies, hospitals, and clinics throughout India.
Rating	★★★(Good)

IPO SNAPSHOT

Issue Size	₹ 1600 Crores
Issue Type	Book Built Issue IPO
Fresh Issue	₹ 1000 Crores
Offer for Sale	₹ 600 Crores
Face Value Per Share	₹ 10
Price Band Per Share	₹1195 to ₹1258
Minimum Lot Size	11 shares
Listing On	BSE, NSE
Registrar to the Issue	Link Intime India Private Ltd

IPO SNAPSHOT – Entero Healthcare Solutions Limited

About the Company

- Incorporated in 2018
- The Company is amongst the top three healthcare products distributors in India. They achieved the fastest scale-up of operations among healthcare products distributors in India.
- The Company's technology-driven platform provides healthcare product distribution services to pharmacies, hospitals, and clinics throughout India.
- Entero Healthcare Solutions has relationships with over 1,900 healthcare product manufacturers, giving them access to over 64,500 product stock-keeping units as of March 31, 2023.
- They add value to the healthcare product manufacturers that work with us by providing them reach and accessibility to pharmacies, hospitals and clinics through our integrated and technology driven, pan-India healthcare products distribution platform.
- The pharmacies, hospitals and clinics that they service get access to a wide range of healthcare products through our distribution infrastructure and our healthcare product manufacturer relationships.
- As of September 30, 2023, we have supply relationships with over 1,900 healthcare product manufacturers that gives us access to over 63,900 product stock-keeping units.
- The company has 73 warehouses in 37 cities across 19 states and union territories, and its customer base includes over 81,400 pharmacies and 3,400 hospitals in 495 districts as of March 31, 2023. This provides excellent access to healthcare product manufacturers.

Competitive Strengths

- They operate in the large and highly fragmented Indian healthcare products distribution market and expect to benefit from market consolidation.
- One of India's largest and fastest growing healthcare products distribution platforms
- Track record of inorganic expansion and integration to grow our geographic reach, revenues and scale
- Differentiated business model offering comprehensive and integrated commercial and supply chain solutions
- Proprietary technology platform with integrated business intelligence tools and solutions
- Experienced, committed and qualified founding and professional management team with deep industry expertise and backed by healthcare focused investor

Financials (₹ in Crores)

Particulars	31-3-2021	31-3-2022	31-03-2023	Y-o-Y
Revenue	1779.74	2522.07	3300.21	31%
EBITDA	21.55	24.44	64.01	162%
EBITDA Margin	1.2%	1.0%	1.9%	
PAT	-15.35	-29.44	-11.10	62%
PAT Margin	-0.9%	-1.2%	-0.3%	

Valuation

- Attributing Annualized FY23 Earnings asking P/E = 129.69

Peers

Company Name	P/E ratio
MedPlus Health Services Limited	153.62

Note : P/E ratio is calculated as closing share price as on 07th January, 2024.

Promoters

- Prabhat Agrawal
- Prem Sethi
- OrbiMed Asia III Mauritius Limited

Objects of the issue

- Repayment/prepayment, in full or part, of certain borrowings availed of by the company and our Subsidiaries.
- Funding the long term working capital requirements
- Pursuing inorganic growth initiatives through acquisitions.
- General Corporate purposes

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