

# PRE-IPO NOTE

## Basic Parameters

M Cap.	23000 Cr
CMP	₹ 38
52 W H/L	130/32
Face Value	₹ 1
No. of Shares	610 Cr

## Financials

Particulars	FY22	FY21	FY20	FY19
Revenue	5728	2335	667	358
EBITDA	-2302	-569	-386	-243
PAT	-3991	-641	-335	-243
EPS	-7	-2	-12	-2090

(in Cr.)

## Peer Comparision

Particulars	Tata 1 mg		Pharmeasy	
	FY22	FY21	FY22	FY21
Revenue	475	250	5700	2300
Profit	-408	-155	-4000	-640

(in Cr.)

## Top 5 Shareholders

Name of Shareholders	% of Holdings
Naspers Ventures BV	12.04%
Macritchie Investments Pvt. Ltd.	10.84%
Surbhi Singh	6.70%
TPG Growth V SF Markets Pte. Ltd.	6.65%
Evermed Holdings Pte. Ltd.	5.86%

## About Pharmeasy

They are one of the largest digital first platforms in the country that aggregates healthcare data and interconnects the traditionally disparate stakeholders of the healthcare value chain. They operate an integrated, end-to-end business that aims to provide solutions for healthcare needs of consumers across the following critical stages:

- providing digital tools and information on illness and wellness
- offering tele-consultation
- offering diagnostics and radiology tests
- delivering treatment protocols including products and devices

## Products and Services of Pharmeasy

- Retailio** : Using technology from Retailio, pharmacies procure a wide range of pharma, over-the-counter ("OTC") and private label medical products from Pharmeasy and other wholesalers at competitive prices.
- Distribution** : They are a technology-enabled supplier of Pharma, OTC and private label medical products, surgical and consumables to pharmacies, hospitals, doctors, clinics and medical centres.
- Diagnostics services** : With Thyrocare acquisition they are the largest diagnostics test provider by volumes, with one of the lowest costs of testing.
- PharmEasy marketplace** : PharmEasy is India's leading consumer healthcare super app for consumers (providing online pharmacy, OTC, teleconsultation and diagnostics services) in terms of GMV of products and services sold on the platform.

## Valuation of Pharmeasy

Currently, in the unlisted market, the Pharmeasy Shares are available at Rs. 38 per share and Mcap is at ~23000 Crores.

