



IPO INSIGHTS



Sagility India Limited

Issue Dates - Opens: 05-11-2024 | Closes: 07-11-2024

IPO Note	<ol style="list-style-type: none"> Sagility India Limited provides healthcare-focused solutions and services to Payers (US health insurers who fund and reimburse the cost of healthcare services) and Providers (primarily hospitals, physicians, diagnostics and medical technology companies). The Company supports the core business of both payers and providers.
Rating	★★ (Average)

IPO SNAPSHOT

Issue Size	₹2106.60 Crores
Issue Type	Book Built Issue IPO
Fresh Issue	-
Offer for Sale	₹2106.60 Crores
Face Value Per Share	₹ 10
Price Band Per Share	₹28 to ₹30
Minimum Lot Size	500 Shares
Listing On	BSE, NSE
Registrar to the Issue	Link Intime India Private Ltd

IPO SNAPSHOT- Sagility India Limited

About the Company

- Incorporated in 2021.
- Sagility India Limited, formerly known as Berkmeer India Private Limited, provides healthcare-focused solutions and services to Payers (US health insurers who fund and reimburse the cost of healthcare services) and Providers (primarily hospitals, physicians, diagnostics and medical technology companies).
- Services to payers span their entire operational spectrum, including centralized claims administration and clinical services functions.
- For providers, the company offers revenue cycle management services to assist them in managing their billing and claiming treatment costs from payers.
- In addition, the Company also offers some of the services it provides to Payers to Pharmacy Benefit Managers (“PBMs”) who manage prescription drug coverage for members (i.e., insured) under health benefit plans.
- The company delivers these services leveraging their tools and platforms, as needed, through their capable talent pool from their five global service delivery locations in India, the Philippines, the U.S., Jamaica and Colombia.
- They have been recognized for the quality and scale of the services by industry specialists. They were ranked as a Leader by Avasant in their Clinical Services Business Process Transformation RadarView report.
- Their Predecessor Company commenced providing services to Payer clients in 2000 and gradually increased the scope of services provided to Payers and Providers, and the number of its clients, through organic and inorganic growth.

Competitive 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 to Payers and Providers.
- Suite of scalable, technology-enabled services and solutions, supported by proprietary tools and platforms.
- Deep, long-term, expanding client relationships across healthcare Payers and Providers.
- Multi-shore, scalable and flexible delivery model with certified data protection and service standards.
- Strong financial performance and high margins.
- Experienced management and board, motivated employee base, marquee sponsor support and a sustainability focused culture.

Financials (₹ in Crores)

Particulars	31-3-2022	31-3-2023	31-03-2024	Y-o-Y
Revenue	923.40	4218.40	4753.55	13%
EBITDA	189.58	1027.21	1088.09	6%
EBITDA Margin	20.5%	24.4%	22.9%	
PAT	-4.67	143.57	228.26	59%
PAT Margin	-0.51%	3.40%	4.80%	

Valuation

- Attributing Annualized FY23 Earnings asking P/E = 61.52

Peers

- No listed peers

Promoters

- Sagility B.V.
- Sagility Holdings B.V.

Objects of the issue

- Achieve the benefits of listing the Equity Shares on the Stock Exchanges.
- Carry out the Offer for Sale of up to 702,199,262 Equity Shares of the face value of Rs. 10 each by the Promoter Selling Shareholder.

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