PROMISING HEALTHY CHILDHOOD

DETAILED INVESTMENT MEMORANDUM

Dr. Shafi's Advanced Children's ENT Hospital

ACENT · Cochin, Kerala, India

A 15-bed, premium yet affordable Pediatric & ENT daycare surgical specialty centre — the expansion and upgradation of Dr. Shafi's Advanced ENT Center.

PROMOTED BY

HADI Healthcare Pvt Ltd

PRIVATE & CONFIDENTIAL

July 2026

> *“This institution is more than a hospital — it is a promise to every child who deserves a healthier tomorrow.”*

> *“With compassion, precision, and innovation, we redefine pediatric ENT care for the next generation.”*

> *“Together, we build not just a facility, but a legacy of healing, hope, and excellence.”*
>
> DR. MUHAMMED SHAFI P S · MANAGING DIRECTOR, DR. SHAFI’S ADVANCED CHILDREN’S ENT HOSPITAL PVT LTD

This Detailed Investment Memorandum has been prepared by Dr. Shafi’s Advanced Children’s ENT Hospital Pvt Ltd for the purpose of presenting the expansion and upgradation of Dr. Shafi’s Advanced ENT Center into Dr. Shafi’s Advanced Children’s ENT Hospital Pvt Ltd (ACENT). It is intended solely for the recipient’s evaluation of the investment opportunity described herein and should be read in full, including the financial annexures. All figures, valuations and structures are as prepared by the promoters; the final allotment of shares shall be carried out in accordance with the Companies Act, 2013 and applicable statutory provisions.

INVESTMENT DISCLAIMER

This memorandum is for information purposes only and does not constitute a public offer or solicitation. Investments shall be made only through Private Placement Offer Letters issued under Sections 42 and 62 of the Companies Act, 2013 and subject to definitive agreements.

Contents

How to read this book. Chapters 1–11 present the story of the investment — vision, market, model and returns. The annexures carry the complete financial workings: the independent valuation, five-year projections, and supporting schedules, preserved figure-for-figure.

THE OPPORTUNITY AT A GLANCE

A proven ENT practice, scaling into a first-of-its-kind children's ENT hospital in Kerala

Dr. Shafi's Advanced Children's ENT Hospital Pvt Ltd is raising **₹10 crore in fresh equity** to expand the 10-year-old Dr. Shafi's Advanced ENT Center into **ACENT** — a 15-bed, premium yet affordable pediatric & ENT daycare surgical specialty centre in Cochin, serving local and international patients.

₹10 Cr	₹15 Cr	₹25 Cr	40%
EQUITY RAISE	PRE-MONEY VALUATION	POST-MONEY VALUATION	INVESTOR EQUITY (UP TO)

35,000+	3,000+	15	18 mo
PATIENTS TREATED SINCE MAY 2016	SUCCESSFUL SURGERIES PERFORMED	BEDS — DELUXE, SEMI-PRIVATE & RECOVERY	PROJECT COMPLETION TIMELINE

WHY NOW

- **High-demand specialty** — pediatric ENT forms ≈25% of surgical volume in Kerala.
- **First of its kind** — a dedicated 15-bed pediatric & ENT surgical centre in Kerala.
- **Medical tourism gateway** — 10 km from Cochin International Airport.

DEAL CHARACTER

- **100% equity-based** — no bank loans involved.
- **Private placement** under Sections 42 & 62(1)(c), Companies Act 2013, with CA-audited allotments and ROC filings.
- **Phase-1 revenue-linked incentive** for eligible early investors during construction, converting to dividends thereafter.

CHAPTER ONE

01

Executive Summary

A state-of-the-art pediatric specialty hospital, born from a decade of trusted clinical practice and built for the next generation of children — in Kerala and around the world.

A state-of-the-art pediatric specialty hospital

The proposed Pediatric Specialty Hospital will be a cutting-edge healthcare facility dedicated to delivering **world-class outpatient and daycare services for children**, with a specialized focus on **pediatric ENT conditions**, including adenoid and tonsil surgeries.

PRIME LOCATION

Cochin, Kerala, India

The hospital will cater to both **local and international patients**, targeting the growing **medical tourism market**.

UPGRADED FROM A TRUSTED INSTITUTION

An advanced extension of **Dr. Shafi's Advanced ENT Center** — a **10-year-old daycare surgical center** established in **May 2016**, which has already:

- Treated over **35,000 patients**
- Successfully performed more than **3,000 surgeries**

Advancing pediatric ENT care

This expansion aims to set new benchmarks in pediatric ENT treatment by integrating:

TECHNOLOGY

Cutting-edge medical technology across theatres, diagnostics and recovery.

EXPERTISE

Expert-driven, patient-centric services under a highly specialized clinical team.

ACCESS

Comprehensive, high-quality and accessible healthcare for children worldwide.

> *"This facility is designed to become a center of excellence, ensuring top-tier care for children while expanding the reach of specialized pediatric ENT services."*

The investment story in one page

Vision › Problem › Market Opportunity › Solution › Hospital Concept ⌄

Business Model › Financial Strength › Investment Opportunity › Projected Returns

THE PROBLEM

Tonsil and adenoid diseases are among the most common ENT conditions affecting children worldwide — yet in Kerala many pediatric cases remain untreated due to fear of surgery, age-related complexities and financial constraints.

THE SOLUTION

ACENT: a dedicated children's ENT hospital built around the **coblation technique** — a 100% bloodless, painless, 20-minute daycare procedure — in a warm, playful, child-first environment.

THE MODEL

Two divisions under one brand: the existing centre continues as the OPD, Dental & Diagnostics division; the new hospital handles IPD admissions, surgeries and inpatient services — with separate accounting for clarity and compliance.

THE ECONOMICS

- Total project cost **₹10 crore**, funded 100% by equity — no bank loans.
- Steady-state revenue streams averaging **₹7.0 crore per year** across four lines.
- Five-year projections: revenue rising to **₹8.46 Cr** with **₹3.68 Cr net profit** by Year 5.
- Break-even targeted within **6 years of launch (FY 2032)**.

THE RETURNS

- Eligible Phase-1 investors receive a **revenue-linked incentive** — an illustrative interim cash yield on current clinic revenue — during construction.
- Target dividend distribution of ≈20–25% of annual profits, subject to profitability, Board recommendation and shareholder approval, from 18 months onwards.
- Indicative buy-back of **1.5× to 2.0×** between years 5 and 10, plus long-term equity upside.

> **Promise of the institution.** "Promising Healthy Childhood" is not a slogan but the operating principle of ACENT: safe, effective and accessible ENT care for children, making a positive impact on their health and well-being.

THE CASE IN ONE PAGE

Why invest in ACENT?

✓ INDEPENDENT CA VALUATION

₹15 Cr

Net equity value under the Discounted Cash Flow method, certified by a Chartered Accountant.

✓ EXISTING BUSINESS

35,000+

Patients treated · **3,000+ surgeries** · **10 years** of trusted practice.

✓ CLEAR EXIT PATHWAYS

Revenue Share → Dividend → Buy-back

Returns mapped to every stage — construction, operations and maturity.

✓ ZERO DEBT

100%

Equity-funded project — no bank loans, no lender claims ahead of shareholders.

✓ PROMOTER ALIGNMENT

60%

Promoters retain a clear majority after the raise — staying majority-invested in outcomes.

Independent valuation, independent conviction. Every headline term of this offering — the ₹15 crore pre-money, the equity offered, the exit pathways — is anchored to the Chartered Accountant's DCF valuation presented in full in Annexure C.

CHAPTER TWO

02

Promoter Profile & Vision

A promoter-led venture anchored by internationally practicing clinical leadership, transparent capital structure, and full statutory compliance.

Leadership & shareholding

THE PROMOTER

Dr. Muhammed Shafi P S

ENT & ENDOSCOPIC SURGEON · MANAGING DIRECTOR

Internationally practicing ENT & Endoscopic Surgeon, leading a multidisciplinary team of doctors. Promoter-led execution with an active presence in **Dubai & Kerala**.

INITIAL PAID-UP CAPITAL

90%	10%
DR. MUHAMMED SHAFI P S	SHAMSU S K

Company paid-up share capital: **₹50 lakh**. Contribution split between the two promoters as shown.

Financial highlights of the raise

₹10 Cr
TOTAL ESTIMATED PROJECT COST

₹15 → ₹25 Cr
PRE-MONEY → POST-MONEY VALUATION

40%
EQUITY OFFERED TO INVESTORS (UP TO)

60%
PROMOTER OWNERSHIP RETAINED POST-RAISE

CA-Valued
ISSUE PRICE, PREMIUM & SHARE COUNT TO BE SET BY THE BOARD PER THE INDEPENDENT CA VALUATION & COMPANIES ACT, 2013

§42 & 62(1)(c)
PRIVATE PLACEMENT, COMPANIES ACT 2013 — CA-AUDITED ALLOTMENTS, ROC FILINGS

Structure in one line. The plan raises ₹10 crore through equity participation at a pre-money valuation of ₹15 crore, giving investors up to 40% of a ₹25 crore post-money company, with promoters retaining 60%.

Operational framework

Two complementary divisions under **Dr. Shafi's Advanced Children's ENT Hospital Pvt Ltd** — shared branding, separate accounting structures for financial clarity and regulatory compliance.

EXISTING · CONTINUES

Dr. Shafi's Advanced ENT Center

Operates as the **OPD, Dental and Diagnostics division** — consultations, dental, audiology and allergy services.

OPD · Dental · Audiology · Allergy · Diagnostics

NEW · THIS PROJECT

Dr. Shafi's Advanced Children's ENT Hospital Pvt Ltd

Handles **IPD admissions, surgeries and inpatient services** — the In-Patient and Surgical division for daycare and overnight procedures.

IPD · Daycare Surgery · Overnight Care · 2 Operation Theatres

DR. SHAFI'S ADVANCED CHILDREN'S ENT HOSPITAL PVT LTD — STRATEGIC OVERSIGHT & BRAND SYNERGY

How the divisions work together

REFERRAL SYSTEM

The hospital provides a **5% referral fee** to the OPD centre for admitted patients — aligning incentives across the group.

SHARED RESOURCES

Shared medical staff and equipment maximize efficiency, maintained **under separate accounts**.

GOVERNANCE

Both divisions operate under Dr. Shafi's Advanced Children's ENT Hospital Pvt Ltd for **strategic oversight and brand synergy**.

CHAPTER THREE

03

Project Overview

A premium, highly advanced children's ENT facility — warm, playful and friendly — designed exclusively for children.

PROJECT OVERVIEW

The ACENT concept

In Kerala, we recognize how important it is for children to receive **tender, loving care** when they aren't feeling well. Our aim is to fulfill this need by creating a **dedicated healthcare facility designed exclusively for children** — a warm, playful and friendly place where they are always given top priority.

- **Advanced Children's ENT Hospital (ACENT)** will be a premium, highly advanced ENT facility offering a wide range of **outpatient and daycare services**, involving various pediatric subspecialties — both medical and surgical.
- A **homely and playful atmosphere** tailored to children across every age group.
- Supported by a **highly specialized team of doctors** led by internationally practicing ENT & Endoscopic Surgeon **Dr. Muhammed Shafi**.
- The team's expertise ensures **optimal, evidence-based treatment**, delivered through a **multidisciplinary approach**.

POSITIONING

15 beds.
Premium *yet* affordable.

A Pediatric & ENT Daycare surgical specialty centre — premium care and advanced technology for all.

Dr. Shafi's Advanced Children's ENT Hospital — evening view (render; may differ from final project)

Facilities & clinical focus

FACILITIES

- **15 beds** — Deluxe + Semi-Private + Recovery
- **2 Operation Theatres** + 5 Recovery Beds
- **24-hour Pharmacy & Laboratory**
- **Digital X-ray** and Minor OT
- **Pediatric Play Zone** & family-friendly design
- **Coblation and Endoscopic Surgery Suites**
- **Tele-ENT Consultation** & International Patient Desk

FOCUS AREAS

Adenoidectomy
Signature daycare procedure of the practice

Tonsillectomy
Coblation-based, bloodless technique

Pediatric Airway & Sinus Surgeries
Endoscopic, minimally invasive

Pediatric Sleep-Disordered Breathing
Diagnosis to surgical resolution

Allergy & Immunotherapy Support
Comprehensive medical management

Riverside evening view — illuminated facade

Riverside terrace & sunset view

PROJECT OVERVIEW

Purpose & clinical relevance

Tonsil and adenoid diseases (growth inside the nose) are among the most common **ENT conditions affecting children worldwide**.

If left untreated, these conditions can lead to multiple **short- and long-term health complications**, negatively impacting the child's **quality of life**. When swollen adenoids and tonsils **do not respond to medication** or cause severe enlargement, they require immediate surgical removal (**adenoidectomy or tonsillectomy**) — among the most common pediatric surgical procedures.

Why cases go untreated in Kerala today

BARRIER 01

Fear of surgery

Parents hesitate over conventional, invasive procedures.

BARRIER 02

Age-related complexities

Younger patients need specialised pediatric protocols.

BARRIER 03

Financial constraints

Affordability keeps families away from quality care.

The ACENT answer: the coblation technique

100%

BLOODLESS & PAINLESS PROCEDURE

20 min

DAYCARE SURGICAL PROCEDURE — HOME THE SAME DAY

Faster

MINIMAL DISCOMFORT & FASTER RECOVERY

> **Our commitment** is to ensure safe, effective, and accessible ENT care for children, making a positive impact on their health and well-being.

PROJECT OVERVIEW

Why we are special

ADVANCED COBLATION TECHNOLOGY

Use of **Advanced Coblation Technology**, ensuring a bloodless, painless procedure.

CHILD-FIRST ENVIRONMENT

A child-friendly and playful atmosphere designed to **reduce fear and anxiety**.

PROVEN SUCCESS

Over **35,000 patients** and **3,000+ surgeries** in the past 10 years.

MULTIDISCIPLINARY TEAM

An advanced, multidisciplinary team led by **Dr. Muhammed Shafi**.

DAYCARE FOCUS

Outpatient and daycare services allow children to **return home the same day**.

ACCESSIBLE & AFFORDABLE

Accessibility and affordability, ensuring **high-quality care for all**.

Proven expertise — the upgraded facility advantage

- **3,000+ successful surgeries** to date
- **Trusted track record** at Dr. Shafi's Advanced ENT Center
- **Cost-effective solutions** for growing demand
- **Safe & advanced treatment options** with improved pediatric care & patient comfort

TRACK RECORD SINCE MAY 2016

A decade of quiet, compounding trust

35,000+	3,000+	10
PATIENTS	SURGERIES	YEARS

CHAPTER FOUR

04

Operational Model

One brand, two engines: an established OPD & diagnostics unit feeding a purpose-built surgical hospital, with clean accounting between them.

OPERATIONAL MODEL

OPD, IP, surgical & diagnostic divisions

DIVISION 01 · OPD & DIAGNOSTICS

Dr. Shafi's Advanced ENT Center

Operates as the OPD and Diagnostics unit, focusing on **consultations, dental, audiology and allergy services**.

DIVISION 02 · IN-PATIENT & SURGICAL

Dr. Shafi's Advanced Children's ENT Hospital Pvt Ltd (ACENT)

Serves as the In-Patient and Surgical division, handling **daycare and overnight procedures**.

The patient & referral flow

Patient visits **OPD Centre** › Consultation & **Diagnostics** › Referral for surgery / **admission to ACENT** › Daycare surgical **procedure & recovery** › Follow-up at OPD / **Tele-ENT**

5% REFERRAL FEE

The hospital provides a 5% referral fee to the OPD centre for admitted patients.

SHARED STAFF & EQUIPMENT

Maximizing efficiency under **separate accounts**.

UNIFIED OVERSIGHT

Both divisions operate under Dr. Shafi's Advanced Children's ENT Hospital Pvt Ltd for strategic oversight and brand synergy.

OPERATIONAL MODEL

Key features of the hospital

SPECIALIZED SERVICES

- Pediatric ENT Care with a focus on **Adenoid and Tonsil Surgeries**
- Comprehensive Outpatient Services — diagnostics, allergy testing, and consultations
- Daycare Surgeries designed for **minimal hospital stay** and quick recovery

INFRASTRUCTURE & TECHNOLOGY

- Advanced Operation Theatres equipped for **minimally invasive procedures**
- Child-Friendly Recovery Rooms for comfort and emotional support
- Cutting-edge Diagnostic Tools, including **high-resolution imaging and endoscopy systems**

PATIENT-CENTRIC FACILITIES

- **Dedicated Childcare Team** to reduce anxiety and improve the overall experience
- Telemedicine Services for convenient follow-up care and consultations
- Concierge Support for International Patients — **visa, travel & accommodation**

DESIGNED AS AN ECOSYSTEM, NOT A WARD

Play zones on every floor, family apartments on site, a multi-cuisine restaurant and hotel-grade rooms mean a child's hospital visit feels less like an admission and more like a stay — while parents remain close at every step.

CHAPTER FIVE

05

Market Potential & Business Scope

Cochin — the business and healthcare capital of Kerala — 10 km from an international airport, at the crossroads of India's medical tourism corridor.

Location advantage

Cochin, known as the *Business and Healthcare Capital of Kerala*, attracts both **local and international patients**.

Proposed riverside site, Cochin — 4.5 km from Athani Junction, 10 km from Cochin International Airport

10 km

FROM COCHIN INTERNATIONAL AIRPORT

NH17 & NH66

EASY HIGHWAY ACCESS TO THE SITE

INTERNATIONAL PATIENT ACCESSIBILITY

The hospital will offer **complimentary airport transfers** for eligible international patients.

GLOBAL REACH

Participation in **international expos and marketing campaigns** will increase awareness of the hospital's unique pediatric ENT services.

> **≈25% of surgical volume** in Kerala is pediatric ENT — a deep, recurring local demand base beneath the medical-tourism upside.

Enhanced patient experience

MULTILINGUAL STAFF

Fluent in **Arabic, Hindi and English** — international families are understood from the first hello.

MULTI-LANGUAGE WEBSITE

Hospital website with **multi-language translation** for global users.

TRAVEL DESK

Assistance with **transportation and accommodation arrangements** end to end.

Additional amenities

MULTI-CUISINE RESTAURANT

Catering to **diverse international tastes** on campus.

STRICT HYGIENE STANDARDS

Maintained both **inside and outside** the hospital.

The international patient journey

Tele-ENT **consultation** › Visa, travel & stay via **concierge desk** › Complimentary **airport transfer** › 20-minute **daycare surgical procedure** › Family apartment **recovery stay** › Telemedicine **follow-up at home**

> *"Kerala's medical-tourism story has a missing chapter: a hospital built entirely around children. ACENT is written to fill it."*

CHAPTER SIX

06

Financial Overview

A ₹10 crore project funded entirely by equity — transparent capital structure, chartered-accountant-certified valuation, and statutory discipline at every allotment.

FINANCIAL OVERVIEW

Estimated project cost & funding allocation

■	Civil & Construction	30%
■	Land	20%
■	Medical Equipment & Technology	20%
■	Operational Setup & Working Capital	20%
■	Marketing & Promotions	10%

Total project cost: ₹10 crore — allocated across land, construction, technology, operations and market-building as budgeted by the promoters.

Setup cost breakdown

CATEGORY	ALLOCATION	ESTIMATED COST (₹ CR)
Land (50 cents)	20%	2.0
Construction (15,000 sq ft hospital building)	30%	3.0
Medical Equipment & Technology	20%	2.0
Operational Setup & Working Capital	20%	2.0
Marketing & Promotions	10%	1.0
Total		**10.0**

Allocation and cost figures as stated in the promoters' project budget.

Capitalization summary

PARTICULARS	AMOUNT / SHARE
Existing paid-up capital	₹0.50 Cr
Pre-money valuation	₹15 Cr
Fresh capital raise	₹10 Cr
Post-money valuation	**₹25 Cr**
Promoter holding after raise	60%
Investor holding (up to)	40%

Promoters **60%** Investors **40%**

Basis of valuation. The company's valuation has been certified by a Chartered Accountant, and share allotments will be executed in accordance with the Companies Act, 2013 — through private placement under Sections 42 and 62(1)(c) — with CA-audited allotments and ROC filings at every round. The final issue price, securities premium and number of shares shall be determined by the Board based on the independent Chartered Accountant valuation and in accordance with the Companies Act, 2013.

Investment highlights

100% EQUITY-BASED

Funding model with **no bank loans** involved.

TRANSPARENT & FLEXIBLE

A transparent, flexible and **high-return investment** opportunity.

INVESTOR-FRIENDLY

Structured payment options that ease participation.

Growth outlook

18 mo
PROJECT COMPLETION TIMELINE

6 yrs
EXPECTED BREAK-EVEN PERIOD

1st
OF ITS KIND IN KERALA — 15-BED PEDIATRIC & ENT SURGICAL CENTRE

2 markets
DOMESTIC DEMAND + INTERNATIONAL MEDICAL TOURISM

Investment structure & incentives

₹1,00,000

MINIMUM INVESTMENT TO PARTICIPATE

12 months

CONTRIBUTION WINDOW, STARTING JULY 2026

FIRST-COME, FIRST-SERVED

Equity allotment is on a first-come, first-served basis — early participation secures the allocation.

REFERRAL REWARDS

1% discount per referral — investors who introduce new participants earn a reduction on their own subscription.

How a subscription flows

Expression of **interest** › Private-placement offer **§42 & 62(1)(c)** › Contribution over **12 months from Jul 2026** › CA-audited **allotment** › ROC filing & **share certificate**

> *"Every rupee of the ₹10 crore raise is equity — no leverage, no lender priority, no interest burden on the hospital's early years."*

DISCIPLINE

Statutory allotments with CA audit and ROC filings at each round.

CLARITY

Issue price, securities premium and share count determined by the Board per the independent CA valuation.

ALIGNMENT

Promoters retain 60%, staying majority-invested in outcomes.

CHAPTER SEVEN

07

Investment Proposition

Clear entry points from ₹10 lakh to ₹1 crore — with a revenue-linked incentive for eligible Phase-1 investors from day one, converting to equity and dividends.

Investment options & equity stakes

INVESTMENT AMOUNT	EQUITY STAKE	CHARACTER
₹10,00,000 (₹10 Lakh)	**0.4%**	Entry participation
₹20,00,000 (₹20 Lakh)	**0.8%**	Core participation
₹50,00,000 (₹50 Lakh)	**2.0%**	Anchor participation
₹1,00,00,000 (₹1 Crore)	**4.0%**	Lead participation

Equity stakes are computed on the post-money valuation of ₹25 crore.

The investor timeline

JULY 2026

Funding window opens

Early investors enter Phase 1 and begin earning a monthly revenue share of the running clinic's gross revenue (1% per ₹10 lakh invested).

ON REACHING ₹2.5 CRORE

Phase 2 — equity lock-in

Once the ₹2.5 crore Phase-1 target is achieved, subsequent investments are equity-only. The final issue price, securities premium and number of shares shall be determined by the Board based on the independent Chartered Accountant valuation and in accordance with the Companies Act, 2013.

DECEMBER 2027

Hospital launch — dividend model begins

The revenue-share arrangement concludes at launch and investor returns shift to the dividend model.

DECEMBER 2027 ONWARDS

Profit distribution & buy-back options

Target dividend distribution of ≈20–25% of annual profits from month 18 — subject to profitability, Board recommendation and shareholder approval — with indicative buy-back options from year 5.

INVESTMENT PROPOSITION

Why this is a strong investment

ESTABLISHED BRAND

A **10-year-old trusted practice** — over **35,000 patients** treated and **3,000+ surgeries** performed.

DEEP SPECIALTY DEMAND

Pediatric ENT represents approximately **25% of surgical volume in Kerala**.

ZERO-DEBT CAPITAL STRUCTURE

A **zero-debt capital structure** — no lender claims ahead of shareholders.

TRANSPARENT REPORTING

Monthly reports and audited financials shared with investors.

LEADERSHIP PRESENCE

Promoter-led execution with an active leadership presence across **Dubai and Kerala** — connecting Gulf-based patient communities directly to the hospital's international patient desk.

Layers of return, mapped to time

YEARS 0–1.5

Revenue share

Monthly payouts from clinic revenue during construction (Phase 1 investors).

MONTH 18 ONWARDS

Dividends

Target distribution of ≈20–25% of annual profits, subject to profitability, Board recommendation and shareholder approval.

YEARS 5–10

Buy-back & upside

Graduated buy-back from 1.5× to 2.0×, or hold equity for long-term growth.

Phase 1 — the revenue-linked incentive

The first **₹2.5 crore** raised acts as a bridge — funding the **land advance, design and early construction** — and is rewarded with a monthly share of the running clinic's gross revenue.

INVESTMENT	MONTHLY REVENUE SHARE	DURATION
₹10,00,000	**1%** of monthly gross revenue	Until the ₹2.5 Cr target is reached
₹20,00,000	**2%** of monthly gross revenue	Until the ₹2.5 Cr target is reached
₹30,00,000	**3%** of monthly gross revenue	Until the ₹2.5 Cr target is reached
Total revenue-share pool	**Up to 25%**	**During the 15–18 month window**

PAYMENT SOURCE

Paid from the **running clinic's operations** — Dr. Shafi's Advanced ENT Center.

PAYOUT CYCLE

Monthly or quarterly payouts, at the investor's preference.

TAX TREATMENT

Payouts subject to **TDS at 10%** as per prevailing rules.

After the target. Once ₹2.5 crore is achieved, further investments are **equity-only**. From the hospital launch in **December 2027**, the revenue-share arrangement ends and returns transition to the **dividend model**.

An illustration of early-investor returns

WORKING ASSUMPTIONS

- Average clinic revenue: **₹10 lakh per month**
- Investor commitment: **₹10,00,000** (1% share)
- Window: **18 months — July 2026 to December 2027**

MONTHLY PAYOUT

₹10,000 / month

1% of ₹10,00,000 monthly gross revenue

WHAT THAT ADDS UP TO

₹1.2 L

PER YEAR — ILLUSTRATIVE ANNUAL CASH YIELD ON CURRENT CLINIC REVENUE

₹1.8 L

TOTAL OVER 18 MONTHS — ≈18%

...and at launch the same investor still holds a **0.4% equity stake** in the hospital — the revenue share was the bridge, not the destination.

Return summary — ₹10 lakh Phase-1 investor

COMPONENT	VALUE	NOTES
Monthly revenue share	₹10,000	1% of ₹10 lakh average monthly clinic revenue
Annual payout	₹1,20,000	Illustrative annual cash yield based on the current clinic revenue
Total payout, 18 months	≈₹1,80,000	≈18% of the invested amount, July 2026 – December 2027
Equity retained at launch	**0.4%**	**Converts to dividend income + buy-back optionality**

Illustrative figures based on the assumptions stated above; actual clinic revenue may vary month to month.

Advantages for early investors

PASSIVE INCOME FROM DAY ONE

Revenue share begins with the first month of participation — no waiting for the hospital to open.

CONVERSION UNDER THE INVESTMENT AGREEMENT

Phase-1 amounts convert to equity in the hospital at the defined share price.

TRANSPARENT REPORTING

Revenue statements shared with investors on every payout cycle.

BLENDED RETURN

Illustrative interim cash yield **plus** equity upside — income and ownership in the same instrument.

Investment highlights, restated

100%
EQUITY FUNDING — ZERO DEBT ON THE PROJECT

Open
TRANSPARENT MODEL — MONTHLY REPORTS, AUDITED FINANCIALS

CA-Valued
ATTRACTIVE ENTRY — ISSUE PRICE SET BY THE BOARD PER THE INDEPENDENT VALUATION

Shares
STRUCTURED VIA EQUITY SHARES UNDER THE COMPANIES ACT, 2013

> *"Early capital carries the project through construction; the project then carries its early capital — through revenue share, dividends and buy-back — for a decade."*

CHAPTER EIGHT

08

Projected Financials

Four revenue streams averaging ₹7 crore a year, EBITDA scaling from 20% to 30% by Year 3, and a defined path to break-even by FY 2032.

Revenue streams & five-year outlook

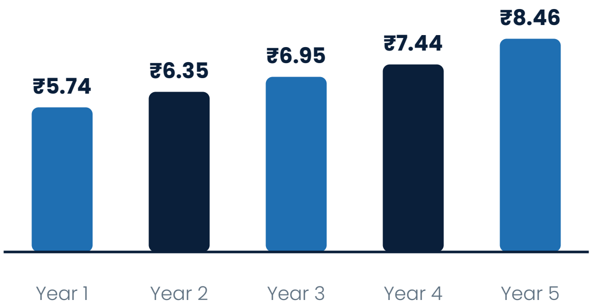
AVERAGE ANNUAL REVENUE OVER 8 YEARS

Daycare surgeries & procedures	3.5 Cr
International patient packages	1.5 Cr
Outpatient consultations	1 Cr
Ancillary services — pharmacy, diagnostics	1 Cr

Four complementary lines — surgical, international, outpatient and ancillary — averaging **₹7.0 crore per year** across the first eight years.

Financial projections — the first five years

YEAR	REVENUE (₹ CR)	PROFIT BEFORE TAX (₹ CR)	NET PROFIT (₹ CR)
Year 1	5.74	2.75	2.06
Year 2	6.35	3.19	2.39
Year 3	6.95	3.59	2.69
Year 4	7.44	4.03	3.02
Year 5	**8.46**	**4.92**	**3.68**



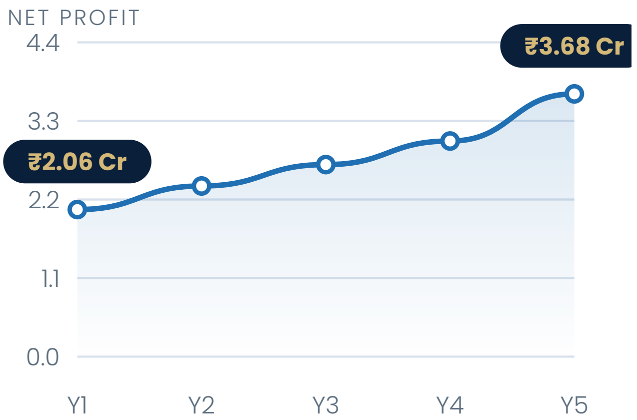
Projected revenue ramp (₹ crore) — Years 1–5, per the updated CA valuation (Annexures C–D)

Break-even expected within 6 years of launch (FY 2032) — on a zero-debt balance sheet, every rupee of operating profit flows to shareholders and reinvestment rather than interest.

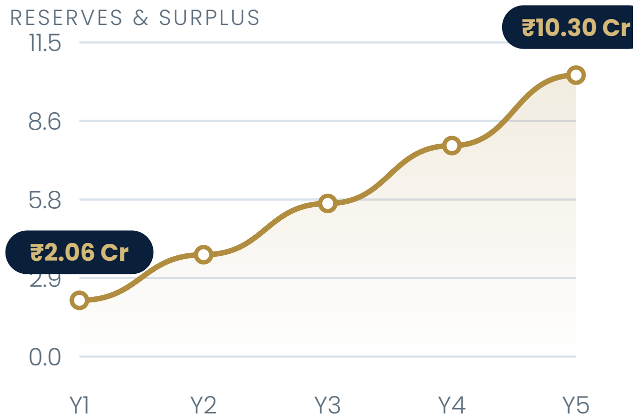
PROJECTED FINANCIALS

The five-year growth curve

Total hospital revenue — growing from ₹5.74 crore (Year 1) to ₹8.46 crore (Year 5)



Net profit after tax: ₹2.06 Cr → ₹3.68 Cr



Reserves & surplus: ₹2.06 Cr → ₹10.30 Cr

All points are annual values from the updated Chartered Accountant valuation; the complete statements and workings appear in Annexures C–G.

PROJECTED FINANCIALS

Exit & ROI options

OPTION 01

Graduated buy-back

Indicative buy-back opportunity between **Year 5 (1.5×)** and **Year 10 (2.0×)** of the invested amount — subject to the Companies Act, Board approval, distributable reserves and applicable regulations.

OPTION 02

Dividend income

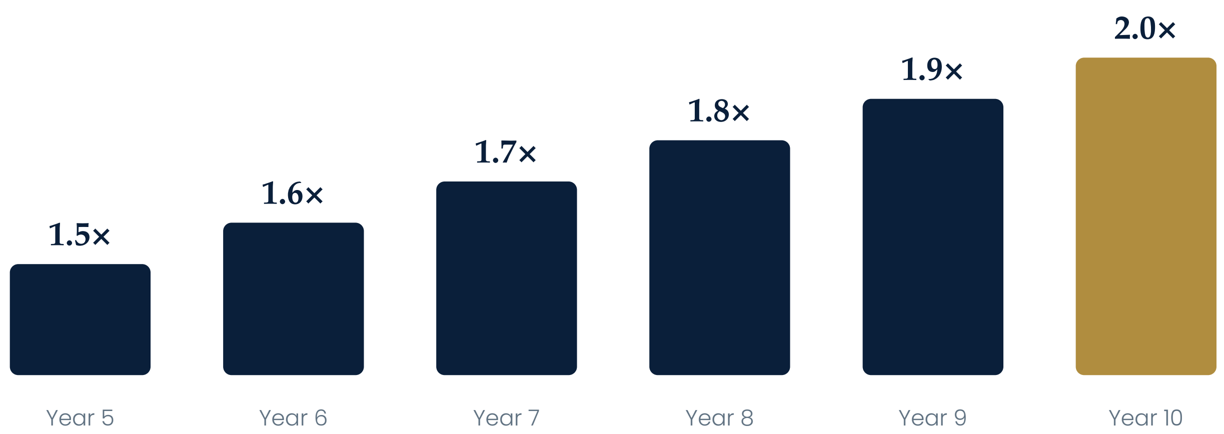
From **18 months** after launch — target distribution of **≈20–25% of annual profits**, subject to profitability, Board recommendation and shareholder approval.

OPTION 03

Hold the equity

Remain a shareholder and participate in the long-term growth of a first-of-its-kind dedicated pediatric ENT surgical centre in Kerala.

The buy-back ladder



Indicative buy-back multiple on invested amount, by exit year — rising in steps from 1.5× to 2.0×

Reading the ladder. An investor of ₹10 lakh who exercises the buy-back in Year 5 receives ₹15 lakh; the same investor waiting until Year 10 receives ₹20 lakh — in both cases after having received Phase-1 revenue share (if an early investor) and dividends from month 18 onwards.

The milestone map

A single reference for how the project's operating, accounting and investor milestones relate to one another — from construction completion through to the investor exit window.

MILESTONE	EXPECTED TIMELINE	MEANING
Construction Completion	December 2027	Hospital fully operational and begins revenue generation.
Operational Break-even	Year 1	Monthly operating income covers routine operating expenses (excluding depreciation and promoter investment).
EBITDA Break-even	Year 1	Earnings before interest, taxes, depreciation and amortization become consistently positive.
Accounting Break-even	Year 5–6	Cumulative accounting profits recover the initial capital invested.
Cash Flow Break-even	Year 5–6	Cumulative operating cash inflows exceed total project investment.
Investor Return Phase	From Launch	Eligible Phase-1 investors receive a revenue-linked incentive during construction, followed by dividends subject to profitability and Board approval.
Investor Exit Window	**Year 5 onwards**	**Graduated buy-back opportunity (1.5×–2.0×) or continued equity participation.**

Reading the map. Operational and EBITDA break-even arrive early, in Year 1 — the hospital covers its running costs and generates positive operating earnings almost from launch. Accounting and cash-flow break-even, which measure full recovery of the initial capital invested, follow in Years 5–6 — the same window in which the investor exit ladder opens.

CHAPTER NINE

09

Implementation Plan

Eighteen months from ground-breaking to the first patient — four phases, each with a defined owner, budget line and completion date.

From plan to first patient

THE FOUR PHASES

PHASE 1

Planning & Approvals

Land acquisition, design and statutory approvals.

PHASE 2

Construction & Equipment

Civil works and installation of medical equipment.

PHASE 3

Recruitment & Training

Clinical and support staff hiring and training.

PHASE 4

Marketing & Launch

Pre-launch campaigns and hospital commissioning.

Implementation timeline

PHASE	SCOPE	TIMELINE
Phase 1	Planning & Approvals	July – September 2026
Phase 2	Construction & Equipment	September 2026 – September 2027
Phase 3	Recruitment & Training	September – December 2027
Phase 4	**Marketing & Launch**	**December 2027**

JUL – SEP 2026

Planning & approvals

Funding window opens in parallel; Phase-1 investors begin earning revenue share.

SEP 2026 – SEP 2027

Construction & equipment

15,000 sq ft riverside hospital rises; theatres and diagnostics fitted out.

SEP – DEC 2027

Recruitment & training

Highly specialized clinical team assembled and drilled on pediatric protocols.

DEC 2027

Launch

ACENT opens; revenue share ends and the dividend era begins.

IMPLEMENTATION PLAN

Where the ₹10 crore goes

SETUP COMPONENT	SHARE OF PROJECT	ESTIMATED COST (₹ CR)
Land — 50 cents, riverside Cochin	20%	2.0
Construction — 15,000 sq ft hospital building	30%	3.0
Medical Equipment & Technology	20%	2.0
Operational Setup & Working Capital	20%	2.0
Marketing & Promotions	10%	1.0
Total project cost		**10.0**

CAPITAL DISCIPLINE

The first ₹2.5 crore raised bridges the land advance, design and early construction — keeping the critical path funded while the balance of the raise completes.

EXECUTION OWNERSHIP

Promoter-led delivery under Dr. Shafi's Advanced Children's ENT Hospital Pvt Ltd, with the operating clinic's cash flows supporting Phase-1 investor payouts throughout construction.

> *"Eighteen months, four phases, one promise kept — a hospital open by December 2027."*

CHAPTER TEN

10

Marketing Strategy

Three concentric circles of demand: Kerala's referral networks, India's digital front door, and the Gulf's medical-travel corridor.

MARKETING STRATEGY

Building the patient pipeline

LOCAL OUTREACH

- Partnerships with **pediatricians** across Kerala
- Programs with **schools**
- Community **health camps**

INTERNATIONAL MARKETING

- Collaboration with **medical tourism agencies** in the **Middle East and Maldives**
- **Digital campaigns** aimed at international families
- Participation in **international healthcare expos**

BRANDING

- Multi-language **hospital website**
- **Patient testimonials** and success stories
- Positioning as a **centre of excellence** in pediatric ENT

How marketing compounds the model

Referral & digital **demand generation** › OPD consultations at **the existing centre** › Surgical conversion **at ACENT** › Testimonials & **word of mouth** › Lower acquisition cost **each year**

A decade of goodwill is the first campaign. 35,000 treated patients and their families form a referral base most new hospitals spend years buying — ACENT starts with it.

CHAPTER ELEVEN

11

Projected Outcomes & Conclusion

Occupancy, reputation and reach — the three milestones by which the project measures itself, and the closing case for partnership.

What success looks like

70%	**10%**	**2 yrs**
OCCUPANCY EXPECTED WITHIN THE FIRST YEAR OF OPERATIONS	OF INDIA'S PEDIATRIC MEDICAL-TOURISM MARKET TARGETED WITHIN 3 YEARS	TO ESTABLISH ACENT AS A WORLD-CLASS PEDIATRIC ENT HOSPITAL

Conclusion — the case for partnership

ACENT brings together everything an investor looks for in a healthcare venture: a **proven clinical franchise** with ten years of history and 35,000 patients; a **specialty with deep, recurring demand** where pediatric ENT accounts for roughly a quarter of Kerala's surgical volume; a **differentiated clinical technique** — coblation — that removes the fear that keeps families away; and a **capital structure with no debt**, a certified valuation, and statutory discipline at every allotment.

The investment design respects time: revenue share while the hospital is built, dividends once it runs, and a graduated buy-back for those who seek an exit — with equity upside for those who stay. Behind it all stands a promoter whose name is already the brand, and a mission whose beneficiaries are children. The equity value of ₹15 crore represents the fair pre-money valuation of the Company immediately prior to the proposed equity infusion of ₹10 crore.

THE INVITATION

Join us in building a first-of-its-kind dedicated children's ENT hospital in Kerala — and in the promise of a healthy childhood for every child who walks through its doors.

ANNEXURES

A–J

The Complete Workings

Location and design documentation, the chartered-accountant valuation, five-year projected financial statements and supporting schedules — preserved figure-for-figure from the promoters' workings.

ANNEXURE A

Proposed location & project renders

Proposed riverside site — 4.5 km from Athani Junction, 10 km from Cochin International Airport

Main hospital elevation — aerial dusk view (render)

Riverside evening view — illuminated facade

Evening elevation study

Child-friendly patient room

All renders are conceptual visualizations prepared for the project and may differ from the final constructed design.

ANNEXURE B

Elevation plan — 15,000 sq ft across three levels

GROUND FLOOR · 5,000 SQ FT

- 4 OPD consultation rooms
- Pharmacy · Reception · Waiting area
- Digital X-ray & Laboratory
- VIP lounge · Cafeteria
- Kids' play area
- 2 Operation Theatres
- 5-bed recovery / ICU

FIRST FLOOR · 5,000 SQ FT

- OPD consultation rooms
- 15-bed semi-private ward
- Children's play area
- 3 one-bed apartments
- 5 semi-private rooms

BASEMENT & RIVERSIDE LEVEL

- 2 exclusive cottages (1 BHK each)
- Private lawn, sit-out & pool per cottage
- Ample waterfront car parking

15,000 sq ft

TOTAL BUILT-UP AREA

5,000 sq ft

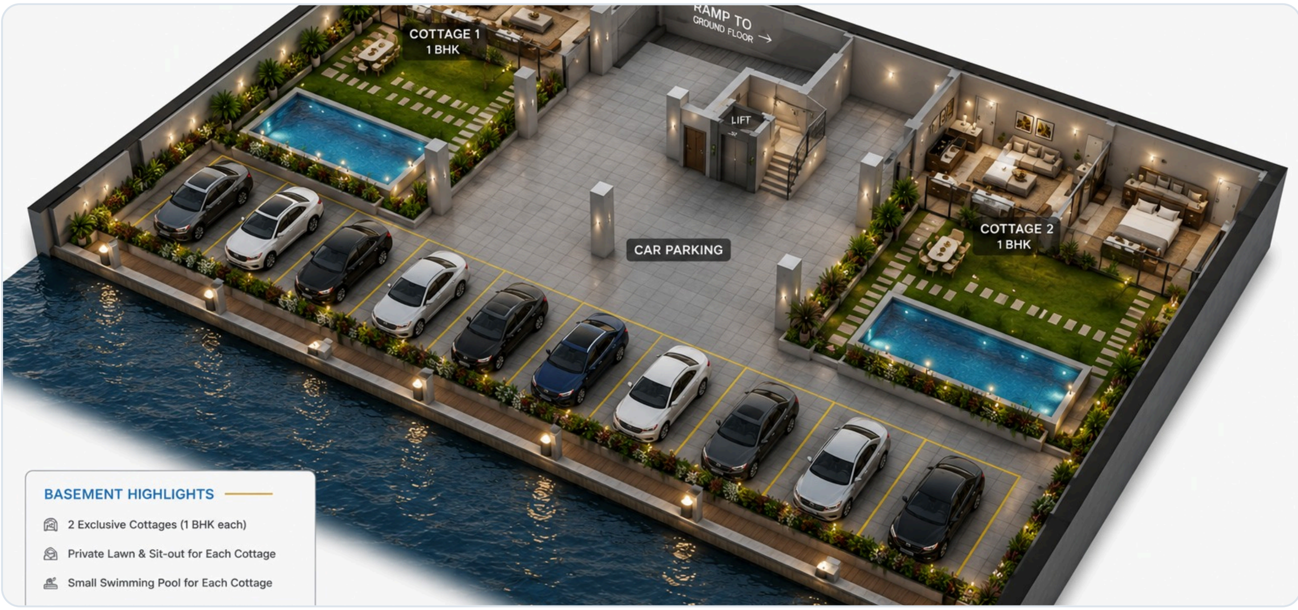
PER FLOOR PLATE

3

LEVELS — GROUND, FIRST & RIVERSIDE BASEMENT

Design intent. Clinical zones sit at ground level for shortest patient paths; recovery and family accommodation rise above; leisure and parking settle toward the river — a hospital organized like a home.

BASEMENT FLOOR · 5,000 SQ FT



Two exclusive 1-BHK riverside cottages with private lawn, sit-out and pool, alongside ample waterfront car parking, ramp and lift access to the ground floor

ANNEXURE B

Floor layouts — a three-dimensional view

Clinical & diagnostics　Surgical & recovery　Hospitality & family　Public & circulation

GROUND FLOOR · 5,000 SQ FT

OPD, diagnostics, pharmacy, twin operation theatres and 5-bed recovery / ICU — with VIP lounge, cafeteria and kids' play zone at the front of house

FIRST FLOOR · 5,000 SQ FT

15-bed semi-private ward with nursing station, 5 semi-private rooms, 3 one-bed family apartments, children's play & reading area and cafeteria

Illustrative three-dimensional interpretation of the architect's floor layouts; room mix as per the elevation plan on the previous page. Final positions subject to detailed architectural design.

Computation of free cash flow

All figures in ₹, as per the Chartered Accountant's updated valuation working. Years 1–5 of hospital operations.

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Revenue	5,74,00,000.00	6,34,64,000.00	6,95,37,200.00	7,44,04,804.00	8,46,39,908.84
Less: Operating expenses	2,95,00,000.00	3,07,60,000.00	3,27,26,277.00	3,31,92,619.77	3,46,21,445.56
Less: Depreciation	4,33,333.33	8,19,791.67	8,76,093.75	8,84,773.44	8,35,641.80
EBIT	2,74,66,666.67	3,18,84,208.33	3,59,34,829.25	4,03,27,410.79	4,91,82,821.48
Less: Tax	69,13,360.00	80,25,255.24	90,44,796.52	1,01,50,409.30	1,23,79,316.17
Earnings after tax (EAT)	2,05,53,306.67	2,38,58,953.10	2,68,90,032.73	3,01,77,001.50	3,68,03,505.31
Add: Depreciation	4,33,333.33	8,19,791.67	8,76,093.75	8,84,773.44	8,35,641.80
Less: Capital expenditure	3,71,00,000.00	10,00,000.00	15,00,000.00	—	8,00,000.00
Less: Working capital expenditure	40,86,640.00	62,86,535.83	1,28,11,896.74	1,08,36,210.92	1,03,35,618.88
Free cash flow (NOPAT)	**-2,02,00,000.00**	**1,73,92,208.93**	**1,34,54,229.74**	**2,02,25,564.02**	**2,65,03,528.23**

₹2,78,28,705

TERMINAL-YEAR CASH FLOW

₹41,54,71,355

TERMINAL VALUE

Method. Discounted Cash Flow over five projected years plus a terminal value, discounted at the weighted average cost of capital, with discounts applied for lack of control and lack of marketability — detailed on the following page.

Discounted cash flow & equity value

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	TERMINAL
Free cash flow	-2,02,00,000.00	1,73,92,208.93	1,34,54,229.74	2,02,25,564.02	2,65,03,528.23	41,54,71,355.00
Present-value factor	0.8953	0.8015	0.7176	0.6424	0.5751	0.5751
Discounted cash flow	**-1,80,84,460.89**	**1,39,40,011.70**	**96,54,314.25**	**1,29,93,239.10**	**1,52,43,148.43**	**23,89,52,771.74**

ENTERPRISE-TO-EQUITY BRIDGE (₹)

Value of the enterprise	27,26,99,024.32
Add: Cash and cash equivalents	50,00,000.00
Less: Initial investment	10,00,00,000.00
Equity value	17,76,99,024.32
Less: Discount for lack of control (5%)	88,84,951.22
Less: Discount for lack of marketability (10%)	1,77,69,902.43
Net value of equity	**15,10,44,170.67**
Total outstanding number of shares	5,00,000
Value per share	**₹302.09**

FACTORS CONSIDERED

Weighted average cost of capital (WACC)	11.70%
Terminal growth rate	5.0%
Discount for lack of control (DLOC)	5%
Discount for lack of marketability (DLOM)	10%

COST OF EQUITY — CAPM

Risk-free rate (R_f)	6.96%
Beta (β)	0.59
Market rate of return (R_m)	13%
Discounting factor = $R_f + \beta(R_m - R_f)$	10.60%
Add: Alpha risk premium	1.10%
Cost of equity	11.70%
After-tax cost of debt	0.00%

WACC weighting: cost of equity 11.70% on ₹50,00,000 (100% of capital); cost of debt 0.00% (nil borrowing) — WACC 11.70%.

Context. The DCF-derived net value of equity of **₹15.10 crore** — ₹302.09 per share on 5,00,000 shares — supports the pre-money valuation of ₹15 crore adopted for this offering, as presented in Chapter 6.

ANNEXURE D

Projected statement of profit & loss

Dr. Shafi's Advanced Children's ENT Hospital Pvt Ltd — all figures in ₹. Projection years 1–5 of hospital operations.

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Proceeds from sale of services	5,74,00,000.00	6,34,64,000.00	6,95,37,200.00	7,44,04,804.00	8,46,39,908.84
Total revenue	5,74,00,000.00	6,34,64,000.00	6,95,37,200.00	7,44,04,804.00	8,46,39,908.84
Purchase of stock-in-trade	80,00,000.00	84,00,000.00	85,00,000.00	86,70,000.00	93,63,147.20
Employee benefits expense	50,00,000.00	52,00,000.00	54,08,000.00	55,16,160.00	56,81,644.80
Administration cost	1,65,00,000.00	1,71,60,000.00	1,88,18,277.00	1,90,06,459.77	1,95,76,653.56
Depreciation & amortization	4,33,333.33	8,19,791.67	8,76,093.75	8,84,773.44	8,35,641.80
Total expenses	2,99,33,333.33	3,15,79,791.67	3,36,02,370.75	3,40,77,393.21	3,54,57,087.36
Profit before tax	2,74,66,666.67	3,18,84,208.33	3,59,34,829.25	4,03,27,410.79	4,91,82,821.48
Tax expense — current tax @ 25.17%	69,13,360.00	80,25,255.24	90,44,796.52	1,01,50,409.30	1,23,79,316.17
Profit / (loss) after tax	**2,05,53,306.67**	**2,38,58,953.10**	**2,68,90,032.73**	**3,01,77,001.50**	**3,68,03,505.31**

₹8.46 Cr

REVENUE BY YEAR 5

₹3.68 Cr

PROFIT AFTER TAX BY YEAR 5

25.17%

CORPORATE TAX RATE APPLIED THROUGHOUT

ANNEXURE E

Projected balance sheet

All figures in ₹. Projected as at the end of each operating year, per the updated valuation workings.

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Equity & liabilities					
Share capital (Note 2.1)	50,00,000.00	50,00,000.00	50,00,000.00	50,00,000.00	50,00,000.00
Reserves & surplus (Note 2.2)	2,05,53,306.67	3,72,54,573.83	5,60,77,596.74	7,72,01,497.79	10,29,63,951.51
Long-term borrowings (Note 2.3)	1,70,00,000.00	1,70,00,000.00	1,70,00,000.00	1,00,00,000.00	1,00,00,000.00
Trade payables (Note 2.4)	20,00,000.00	21,00,000.00	31,50,000.00	45,07,996.24	62,39,336.09
Short-term provision (Note 2.5)	69,13,360.00	80,25,255.24	90,44,796.52	1,01,50,409.30	1,23,79,316.17
Total	**5,14,66,666.67**	**6,93,79,829.07**	**9,02,72,393.27**	**10,68,59,903.33**	**13,65,82,603.77**
Assets					
Property, plant & equipment (Note 2.6)	3,66,66,666.67	3,68,46,875.00	3,59,70,781.25	3,50,86,007.81	3,50,50,366.02
Non-current asset	—	1,00,00,000.00	1,60,00,000.00	1,80,00,000.00	3,30,00,000.00
Inventory (Note 2.7)	35,00,000.00	44,00,000.00	49,00,000.00	58,00,000.00	58,60,000.00
Trade receivables (Note 2.8)	95,00,000.00	1,60,98,431.07	3,04,79,869.09	4,28,79,689.02	5,71,15,554.63
Cash & cash equivalents (Note 2.9)	18,00,000.00	20,34,523.00	29,21,742.92	50,94,206.50	55,56,683.12
Total	**5,14,66,666.67**	**6,93,79,829.07**	**9,02,72,393.26**	**10,68,59,903.33**	**13,65,82,603.77**

Figures reproduced exactly as prepared in the updated valuation report; note references correspond to Annexure F. Long-term borrowings represent unsecured promoter / director funding and not external bank debt.

ANNEXURE F

Notes to the projections — I

All figures in ₹; projection years 1–5 of hospital operations.

NOTE 2.1 — SHARE CAPITAL

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Authorized capital	60,00,000.00	60,00,000.00	60,00,000.00	60,00,000.00	60,00,000.00
Issued, subscribed & paid-up capital	**50,00,000.00**	**50,00,000.00**	**50,00,000.00**	**50,00,000.00**	**50,00,000.00**

NOTE 2.2 — RESERVES & SURPLUS

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Opening balance	—	2,05,53,306.67	3,72,54,573.83	5,60,77,596.74	7,72,01,497.79
Add: Profit for the year	2,05,53,306.67	2,38,58,953.10	2,68,90,032.73	3,01,77,001.50	3,68,03,505.31
Less: Dividends paid	—	(71,57,685.93)	(80,67,009.82)	(90,53,100.45)	(1,10,41,051.59)
Closing balance	**2,05,53,306.67**	**3,72,54,573.83**	**5,60,77,596.74**	**7,72,01,497.79**	**10,29,63,951.51**

NOTE 2.3 — LONG-TERM BORROWINGS

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Loan from directors	**1,70,00,000.00**	**1,70,00,000.00**	**1,70,00,000.00**	**1,00,00,000.00**	**1,00,00,000.00**

Long-term borrowings represent unsecured promoter / director funding and not external bank debt.

NOTE 2.4 — TRADE PAYABLES

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Sundry creditors	**20,00,000.00**	**21,00,000.00**	**31,50,000.00**	**45,07,996.24**	**62,39,336.09**

ANNEXURE F

Notes to the projections — II

NOTE 2.5 — SHORT-TERM PROVISION

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Provision for current tax	69,13,360.00	80,25,255.24	90,44,796.52	1,01,50,409.30	1,23,79,316.17

NOTE 2.7 — INVENTORY

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Opening stock — medicines & drugs	—	35,00,000.00	44,00,000.00	49,00,000.00	58,00,000.00
Closing stock — medicines & drugs	35,00,000.00	44,00,000.00	49,00,000.00	58,00,000.00	58,60,000.00

NOTE 2.8 — TRADE RECEIVABLES

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Sundry debtors	95,00,000.00	1,60,98,431.07	3,04,79,869.09	4,28,79,689.02	5,71,15,554.63

NOTE 2.9 — CASH & CASH EQUIVALENTS

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Cash in hand	2,00,000.00	2,10,000.00	2,20,500.00	2,31,525.00	2,59,019.25
Cash at bank	16,00,000.00	18,24,523.00	27,01,242.92	48,63,317.50	52,97,663.87
Total	18,00,000.00	20,34,523.00	29,21,742.92	50,94,206.50	55,56,683.12

Note 2.6 (property, plant & equipment) is presented in full as Annexure G.

Fixed assets & depreciation

All figures in ₹. Net block (written-down value) at the end of each projection year; depreciation rates shown against each asset class.

NET BLOCK BY ASSET CLASS

ASSET CLASS (RATE)	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Land (0%)	3,00,00,000	3,00,00,000	3,00,00,000	3,00,00,000	3,00,00,000
Building (10%)	23,95,833	21,56,250	19,40,625	17,46,563	15,71,906
Furniture & fittings (10%)	9,58,333	8,62,500	7,76,250	6,98,625	6,28,763
Computer (40%)	5,00,000	5,00,000	5,00,000	3,00,000	1,80,000
Medical equipment (15%)	28,12,500	33,28,125	27,53,906	23,40,820	26,69,697
Net block — total	**3,66,66,667**	**3,68,46,875**	**3,59,70,781**	**3,50,86,008**	**3,50,50,366**

MOVEMENT SUMMARY

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Additions during the year	3,71,00,000	10,00,000	15,00,000	—	8,00,000
Depreciation charge for the year	**4,33,333**	**8,19,792**	**8,76,094**	**8,84,773**	**8,35,642**

YEAR 1 ADDITIONS — ₹3,71,00,000

Land ₹3,00,00,000 · Building ₹25,00,000 · Furniture & fittings ₹10,00,000 · Computer ₹6,00,000 · Medical equipment ₹30,00,000.

SUBSEQUENT ADDITIONS

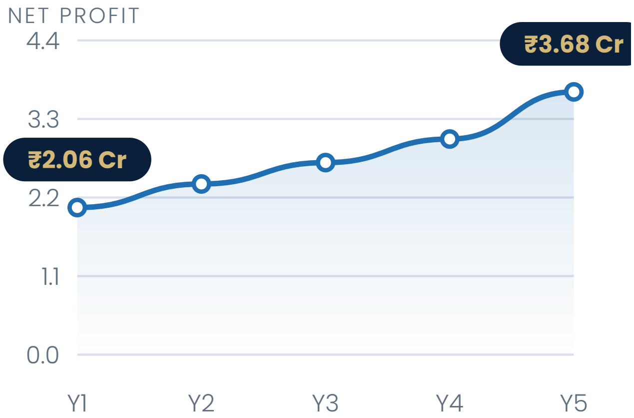
Medical equipment: ₹10,00,000 (Year 2) · ₹15,00,000 (Year 3) · ₹8,00,000 (Year 5).

Annual depreciation ties to the charge in the projected profit & loss statement (Annexure D); closing net block ties to property, plant & equipment in the projected balance sheet (Annexure E).

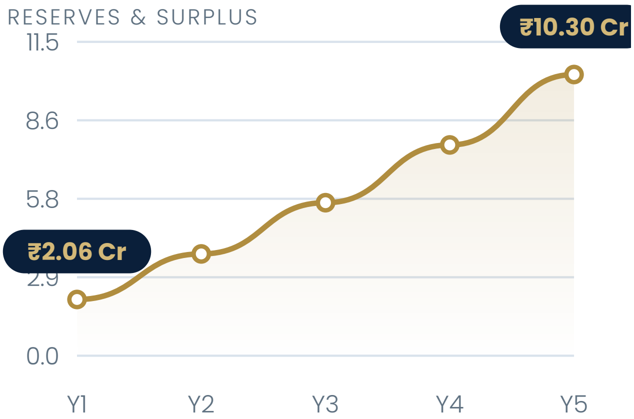
ANNEXURE H

Financial projection charts

Total revenue trajectory over five operating years — ₹5.74 crore to ₹8.46 crore



Net profit after tax — ₹2.06 Cr → ₹3.68 Cr



Reserves & surplus — ₹2.06 Cr → ₹10.30 Cr

All points are annual values from the updated valuation working (Annexures C–F). Steady-state stream mix (8-year average) appears in Chapter 8.

ANNEXURE I

OPD revenue pattern & staffing structure

MONTHLY OPD INCOME DISTRIBUTION

Consultation fees	40.5%
Follow-up income	28.2%
IP room charges	8.2%
Lab tests	7%
Procedures	6.4%
X-ray	3.7%
Miscellaneous (₹1,000/patient)	3.1%
Audiology	2.9%

MONTHLY SALARY DISTRIBUTION BY ROLE

Pediatrician (3)	26.8%
Resident Medical Officer (4)	23.8%
Junior ENT Surgeon (2)	14.9%
Dr. Shafi	11.9%
OT Assistant (6)	8.9%
OT Nurse (5)	8.3%
Pharmacist & Asst. Pharmacist (2)	3%
Anesthesia Technician	1.5%
X-ray Technician	0.9%

ANNEXURE J

Contact information

PROMOTER & MANAGING DIRECTOR

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ASSISTANT MANAGER

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Next step. To receive the private-placement offer documents, schedule a site visit to the existing centre, or discuss allocation, please reach the team at any of the contacts above. Allotment is first-come, first-served.

"Promising Healthy Childhood."

DR. SHAFI'S ADVANCED CHILDREN'S ENT HOSPITAL PVT LTD · COCHIN, KERALA

DISCLOSURE

Risk factors

As with any healthcare venture, an investment in ACENT involves risks. Prospective investors should consider, among others, the following:

- **Project execution risk** — delivery of a greenfield facility depends on effective project management and vendor performance.
- **Regulatory approvals** — licences, clearances and healthcare regulations must be obtained and maintained on schedule.
- **Construction timeline** — delays in civil works or equipment installation could defer the launch and the start of revenue.
- **Medical tourism demand** — international patient volumes are sensitive to travel, economic and geopolitical conditions.
- **Healthcare reimbursement risk** — changes in insurance, reimbursement or pricing frameworks may affect realized revenue.

> **Note.** This summary is illustrative and not exhaustive. Prospective investors should review the Private Placement Offer Letter and definitive agreements, and seek independent professional advice before investing.

> *"Together, we build not just a facility, but a legacy of healing, hope, and excellence."*

Dr. Shafi's Advanced Children's ENT Hospital Pvt Ltd

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