

Spark Capital Advises Omni Hospitals (Incor Group) on its Structured Debt Raise from IFMR Capital

Spark Capital is pleased to announce the successful closure of transaction encompassing consolidation of existing debt & fresh fund raise across group entities of Omni Hospitals, HealthCare arm of Incor group. The fund raise will provide growth capital for bringing in state of art technology as well as creation of additional capacity in their existing healthcare facilities across the group. The structured deal was consummated with IFMR capital enabling better cash efficiencies and improved deal economics.

Spark Capital acted as exclusive financial advisor to the Company for the transaction:

With this deal Spark Capital furthers consolidates its position in the healthcare sector having concluded 19 transactions in equity and structured finance space aggregating to \$500 Million raise thus far.

Managing Director of Omni Hospitals, **Mr.Suryanarayana Reddy Pulagum** remarked “Omni Hospitals with an asset light business model and presence in prime locations of Hyderabad, Visakhapatnam & Kurnool provides us a unique advantage over competition. As part of our growth strategy we plan to add around 100 beds over the next six months and the current debt raise from IFMR Capital will significantly aid our progress towards achieving that goal as well improve profitability. Spark Capital clearly understood our objective of this transaction and have stitched a suitable structure and importantly identified a competent investor for this debt raise”.

About OMNI Hospitals:

Omni Hospitals promoted by serial entrepreneurs Mr. Suryanarayana Reddy Pulagam and Mr. Anand Reddy started in 2010 with a 146 bed super speciality hospital in Kothapet, Hyderabad. Since its inception, the hospital has setup over 20 specialities including Cardiology, Nephrology, Orthopaedics and Paediatrics. The group has over 550 operational beds across five multi-speciality facilities, three in Hyderabad at Kothapet, Abids and Kukatpally and two other in Visakhapatnam and Kurnool in the state of Andhra Pradesh. Omni Hospitals operates on an asset light model with low capex per bed compared to industry norms which enables it to provide a high end tertiary care to the middle income target segment. The current transaction will help the company consolidate its position as a tertiary player in Andhra and Telangana and build further capacities in the coming years. Further information available on www.omnihospitals.in

About Spark Capital:

Spark Capital is among India's leading mid-market investment banks, providing a full suite of services encompassing Investment Banking, Institutional Equities, Wealth Management and Structured Finance & Debt Syndication. Spark's Investment Banking business has successfully consummated a total transaction value of close to USD 6 Bn since inception; Spark Capital's Institutional Equities division covers over 200 stocks under research and enjoys empanelment with over 200 institutional clients across FIIs, DIIs and Family offices. Spark has offices in Bengaluru, Mumbai and Chennai. Further information is available at www.sparkcapital.in

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