RESULTS FLASH

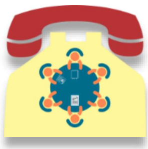
7 August 2025
Results Flash | Sector: Healthcare

Global health

BSE SENSEX	S&P CNX
80,623	24,596

CMP: INR1,327

Conference Call Details



Date: 8th August 2025
Time: 4:00 pm IST
Dial-in details:
Zoom Link

Financials & Valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Sales	36.9	40.2	48.6
EBITDA	8.9	9.6	12.8
Adj. PAT	5.3	6.0	8.4
EBIT Margin (%)	18.5	18.5	21.3
Cons. Adj. EPS (INR)	19.8	22.4	31.2
EPS Gr. (%)	11.1	13.3	39.0
BV/Sh. (INR)	126.1	144.6	170.3
Ratios			
Net D:E	0.1	0.1	(0.0)
RoE (%)	16.9	16.6	19.8
RoCE (%)	15.2	14.7	17.4
Payout (%)	16.0	17.6	17.6
Valuations			
P/E (x)	67.7	59.7	43.0
EV/EBITDA (x)	40.9	37.7	28.1
EV/Sales (x)	9.9	9.0	7.4
Div. Yield (%)	0.2	0.3	0.3
FCF Yield (%)	(0.1)	0.7	1.2

In-line EBITDA; PAT better than estimates

- In 1QFY26, sales grew 20% YoY to INR10.3b (vs our est: INR9.6b).
- EBITDA margin was largely stable at 22% YoY (our est: 23%).
- Medanta's EBITDA grew 18.7% YoY to INR2.3b (in line).
- Medanta had a one-time gain of INR196m related to the reversal of interest liability on Export Promotion Capital Goods (EPCG).
- Adjusting for the same, PAT grew 36% YoY to INR1.4b. (vs our est: INR1.3b).
- In 1QFY26, revenue/PAT outperformed the Bloomberg estimate by 6% each. EBITDA was in line with estimates.

Other highlights

- Mature hospitals revenue (66% of total revenue) grew 10.7% YoY to INR7b. EBITDA stood at INR1.6b for the quarter, and margins contracted 90bp YoY to 23.7%.
- Developing hospitals' revenue (34% of total revenue) grew 36% YoY to INR3.2b. EBITDA stood at INR940m for the quarter, with margins expanding 440bp YoY to 29.3%.
- In 1QFY26, ARPOB grew 4% YoY to INR66.5K.
- Both IPD/OPD volumes increased 14%/13% YoY for the quarter.
- Occupancy levels stood at 63% (vs. 59% in 1QFY25) and 61% in 4QFY25.
- ALOS stood at 3.03 days (vs. 3.05/3.1 days in 1QFY25/4QFY25).
- OPD Pharmacy revenue increased 21.6% YoY to INR404m.
- During the period, International Patients Revenue increased 33.8% YoY to INR636m, driven by increased international patient volumes.

Quarterly Earning Model (INR m)

Y/E March	FY25				FY26				FY25	FY26E	FY26E	vs Est
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Gross Sales	**8,611**	**9,566**	**9,434**	**9,312**	**10,308**	**9,880**	**10,059**	**10,600**	**36,923**	**40,181**	**9,643**	7%
YoY Change (%)	11.4	13.3	12.8	15.2	19.7	3.3	6.6	13.8	12.7	8.8	12.0	
Total Expenditure	6,699	7,222	7,023	7,066	8,039	7,558	7,594	7,971	28,008	30,548	7,425	
EBITDA	**1,912**	**2,344**	**2,412**	**2,247**	**2,270**	**2,322**	**2,464**	**2,629**	**8,915**	**9,633**	**2,218**	2%
YoY Change (%)	3.7	7.3	8.9	17.6	18.7	-0.9	2.2	17.0	7.6	8.1	16.0	
Margins (%)	22.2	24.5	25.6	24.1	22.0	23.5	24.5	24.8	24.1	24.0	23.0	
Depreciation	515	555	519	493	451	537	547	576	2,082	2,183	524	
Interest	180	160	163	150	138	155	160	167	653	634	152	
Other Income	219	182	160	229	205	245	252	318	791	1,045	230	
PBT before EO expense	**1,437**	**1,811**	**1,891**	**1,833**	**1,885**	**1,875**	**2,010**	**2,203**	**6,972**	**7,860**	**1,772**	6%
Extra-Ord expense/(Income)	0	0	0	-499	196	0	0	0	-499	0	0	
PBT	**1,437**	**1,811**	**1,891**	**1,334**	**2,081**	**1,875**	**2,010**	**2,203**	**6,473**	**7,860**	**1,772**	17%
Tax	374	503	462	321	492	435	472	516	1,659	1,839	416	
Rate (%)	26.0	27.8	24.4	24.0	23.6	23.2	23.5	23.4	25.6	23.4	23.5	
Reported PAT	**1,063**	**1,308**	**1,429**	**1,014**	**1,590**	**1,440**	**1,537**	**1,688**	**4,813**	**6,021**	**1,355**	17%
Adj PAT	**1,063**	**1,308**	**1,429**	**1,393**	**1,440**	**1,440**	**1,537**	**1,688**	**5,193**	**6,021**	**1,355**	6%
YoY Change (%)	4.2	4.5	15.6	9.4	35.6	10.1	7.6	21.1	8.6	15.9	27.6	
Margins (%)	12.3	13.7	15.1	15.0	14.0	14.6	15.3	15.9	14.1	15.0	14.1	

E: MOFSL Estimates