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ADD

**Sector View: Positive** 

# Global Health: Phase of Aggressive Expansion

August 11, 2025 | CMP: INR 1,406 | Target Price: INR 1,500

Expected Share Price Return: 6.7% I Dividend Yield: 0.0% I Expected Total Return: 6.7%

Change in Estimates	×
Target Price Change	<b>~</b>
Recommendation	×
Company Info	
BB Code	MEDANTA IN EQUITY
Face Value (INR)	2.0
52 W High/Low (INR)	1,392/936
Mkt Cap (Bn)	INR 378/ \$ 4.4
Shares o/s ( Mn)	268.6
3M Avg. Daily Volume	2,96,290
r	

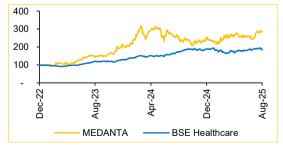
Change in Estimates									
	FY26E								
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)			
Revenue	44.1	44.1	0.0	52.1	52.1	0.0			
EBITDA	10.8	10.8	0.0	13.2	13.2	0.0			
EBITDAM %	24.5	24.5	(0)bps	25.3	25.3	(0)bps			
PAT	6.5	6.5	(0.1)	8.0	8.0	0.1			
EPS	24.3	24.3	(0.1)	30.0	29.9	0.1			

Actual vs CIE									
INR Bn	Q1FY26A	CIE Est.	Dev.%						
Revenue	10.3	9.7	5.8						
EBITDA	2.3	2.2	1.3						
EBITDAM %	22.0	23.5	(97bps)						
PAT	1.6	1.4	14.0						

Key Financials									
INR Bn	FY24	FY25	FY26E	FY27E	FY28E				
Revenue	32.8	36.9	44.1	52.1	62.1				
YoY (%)	21.6	12.7	19.5	18.0	19.3				
EBITDA	8.0	8.8	10.8	13.2	16.2				
EBITDAM %	24.4	23.8	24.5	25.3	26.0				
Adj PAT	4.8	4.4	6.5	8.0	9.9				
EPS	17.8	16.5	24.3	30.0	36.8				
ROE %	16.5	13.1	16.1	16.6	16.9				
ROCE %	18.8	18.4	19.9	21.0	21.6				
PE(x)	79.0	78.5	57.9	46.9	38.2				
EV/EBITDA	46.8	42.6	34.6	28.3	23.0				
BVPS	108.2	126.2	150.4	180.4	217.2				
FCF	8.9	11.4	16.3	19.8	23.9				

	June-25	Mar-25	Dec-24
Promoters	33.01	33.03	33.03
FIIs	11.54	11.76	12.48
DIIs	12.20	11.93	10.51
Public	43.19	43.28	43.98

Relative Performance (%)								
YTD	2Y	1.5Y	1Y					
BSE Healthcare	56.7	25.4	6.9					
MEDANTA	91.4	7.0	11.2					



Previous Report Link- Management Meet Note

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Email: maitri.sheth@choiceindia.com Ph: +91 22 6707 9511 MEDANTA: Phase of aggressive expansion: MEDANTA is entering a high-growth phase, with plans to add 3,000 beds over the next 4–5 years, including the upcoming launch of its 550-bed Noida facility and a new 110-bed hospital in Ranchi. On the strength of strong strategic locations and operational excellence, this expansion will unlock significant long-term value.

View and Valuation: We maintain our estimates and introduce FY28E projections. We forecast revenue/EBITDA/PAT to expand at a CAGR of 18.5%/22.6%/30.5% over FY25–FY28E. Valuing the stock at an EV/EBITDA multiple of 27x (maintained) on the average of FY27 and FY28 estimates, we arrive at a revised target price of INR 1,500 (earlier INR 1,350), maintaining our ADD rating. Higher multiple is the result of MEDANTA's financial metrics which were better than the peer group (refer Exhibit 1), expansion into new geographies, cash in hand to support expansion and improve margins.

#### MEDANTA delivered strong growth with highest quarterly revenue and PAT

- Revenue grew by 19.7% YoY /10.7% QoQ to INR 10.3Bn (vs. CIE estimate: INR 9.7Bn), driven by higher patient volume and improved realisation.
- EBITDA grew by 21.8% YoY and 1% QoQ to INR 2.3Bn; margins improved by 38 bps YoY but contracted by 211 bps QoQ to 22% (vs. CIE estimate: 23%).
- PAT grew by 49.6% YoY/57% QoQ to INR 1.6Bn (vs. CIE estimate: INR 1.4Bn).

#### MEDANTA targets 100% surge in bed capacity by FY30 (3,062 to 6,132):

MEDANTA is aggressively scaling up its infrastructure, with plans to add 1,000 beds by FY27 and a further 2,000 through greenfield projects in Noida, Mumbai, Guwahati and Pitampura, backed by a substantial INR 40,000Mn capex. The recently-operationalised 110-bed Ranchi hospital and the upcoming launch of the 550-bed Noida facility will significantly augment MEDANTA's capacity in high-demand markets, such as NCR and Eastern India. The other key developments include capacity additions in Lucknow (200 beds) and Patna (160 beds), pushing the total bed count to 4,082 by FY27.

We believe that, with new geographies in play and a sharp focus on execution, MEDANTA is well-positioned to sustain its strong growth momentum. It is poised to double its operational scale while preserving its strong EBITDA margin profile of ~25%, reflecting strong market positioning.

upside: MEDANTA's developing hospitals delivered a strong performance in Q1FY26, reporting 36% YoY revenue growth and healthy EBITDA margins of 29.3%. Occupancy improved to 64%, while average occupied bed days increased by 39% YoY, indicating strong demand and improved operational efficiency. Looking ahead, we believe that both the hospitals are well-positioned for continued growth. Patna is set to add 100 new beds along with a dedicated mother-and-child floor, while both units will see further specialty expansion. Although ARPOB and margins faced some pressure due to a higher share of

scheme patients, this is expected to normalise as patient mix improves and

volumes increase. These hospitals are steadily transitioning into mature assets

with scalable infrastructure and growing clinical depth.

Developing hospitals (Lucknow and Patna) drive margin and volume

Particulars (INR Mn)	Q1FY26	Q1FY25	YoY (%)	Q4FY25	QoQ (%)
Revenue	10,308	8,611	19.7	9,312	10.7
Cost of Goods Sold	2,391	2,089	14.5	2,136	11.9
Gross Margin (%)	76.8	75.7	107 bps	77.1	(25 bps)
Operating Expenses	5,648	4,659	21.2	4,929	14.6
EBITDA	2,270	1,863	21.8	2,247	1.0
EBITDA Margin (%)	22.0	21.6	38 bps	24.1	(211bps)
Depreciation	451	466	(3.2)	493	(8.4)
Interest	138	180	(23.3)	150	(8.3)
PBT	1,885	1,437	31.3	1,833	2.8
Tax	492	374	31.5	321	53.3
PAT	1,590	1,063	49.6	1,014	56.8
EPS	5.9	4.0	49.6	3.8	56.8

### **Management Call - Highlights**

#### **Operational Highlights**

- Inpatient volumes increased 4% and outpatient volumes rose 13% YoY during the quarter.
- Average occupancy stood at 63%, with a 13% YoY growth in average occupied bed days.
- ARPOB rose 4% YoY to ₹66,584, driven by case mix and higher realizations at Gurugram.
- International patient revenue grew 34% YoY to INR 636Mn, driven primarily by the Gurugram hospital.
- Mature hospital ARPOB rose 9% YoY to INR 73,256 due to complexity, realization gains and shift in therapy mix.

### The company plans to add ~1,000 beds over the next two years across Noida, Lucknow, Patna, and Ranchi.

Noida's 550-bed hospital is expected to

start operations in the coming weeks with

Strong ARPOB growth expected from

complexity, short ALOS, and high-end

procedures like robotic surgery.

300 beds initially.

#### **Expansion Pipeline**

- MEDANTA launched a new 110-bed hospital in Ranchi under a longterm lease in July 2025.
- Noida's 550-bed hospital is expected to start operations in the next few weeks with 300 beds initially.
- Over 230 employees and 15–20 doctors have already been onboarded for the Noida facility.
  - Expansion pipeline includes addition of 3,000 beds over the next 4-5 years across various project stages.
- Interior fit-outs ongoing at Patna (Tower B) and Lucknow, expanding capacity at both locations.
- Noida will begin with 5 OTs, 2 cath labs, and add ward beds continuously as operations scale.

#### Other Key Updates

- Over 150 doctors hired in Q1; most joined existing units, such as Gurugram, Patna and Lucknow.
- ARPOB declined in Lucknow due to longer ALOS from increased scheme patient mix.
- Mature hospital margin dip was due to Q1 salary increments, expected to normalise in later quarters.
- Ranchi hospitals (new + existing) to function as a unified campus with expanded specialty offering.
- Management is open to M&A, O&M models, and asset-light acquisitions if strategically aligned with MEDANTA.

#### Outlook

- Strong ARPOB growth expected from complexity, short ALOS, and high-end procedures like robotic surgery.
- Tariff hikes may be considered selectively, especially in Gurgaon, Patna, and Lucknow hospitals.
- Developing hospitals still have growth potential through new departments and specialty additions.
- ARPOB in developing hospitals could recover as scheme patient efficiencies improve.

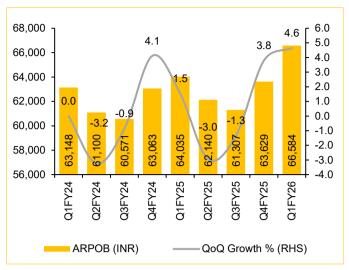
# Peer Comparison (Exhibit 1)

								FY2	7E		
Bloomberg Ticker	Beds Capacity	Additional Beds by FY27	Bed Addition (%)	ARPOB/ day	Occupancy	ROCE	ROIC	ROE	Debt/ Equity	EBITDA Margin	EBITDA Growth (FY25-27E)
APHS	10,187	1,960	19.2%	63,570	67.0%	21.1%	22.5%	21.0%	0.4	15.6%	25.6%
FORH	5,700	1,300	22.8%	72,603	69.0%	18.7%	24.6%	14.9%	0.2	23.2%	35.1%
HCG	2,500	700	28.0%	44,751	67.1%	12.1%	17.1%	15.2%	1.4	18.9%	20.2%
MAXHEALT	5,180	2,200	42.5%	77,100	75.0%	20.0%	24.8%	17.2%	0.2	29.0%	28.7%
MEDANTA	3,062	1,032	33.7%	66,584	63.2%	21.0%	20.2%	16.6%	0.1	25.3%	22.6%
NARH	5,924	100	1.7%	48,352	60.0%	19.7%	22.4%	21.8%	0.3	24.7%	20.3%
RAINBOW	1,935	480	24.8%	63,323	40.2%	25.6%	28.7%	19.1%	0.3	34.1%	22.3%
YATHARTH	2,300	700	30.4%	32,395	65.0%	15.7%	21.7%	12.9%	0.0	25.3%	36.1%

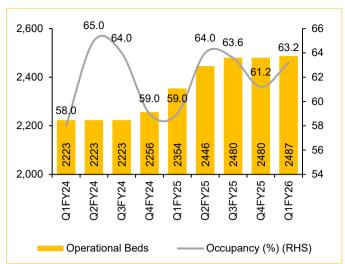
Source: Companies, CIE

# Choice Institutional Equities

#### Highest-ever ARPOB due to change in case mix



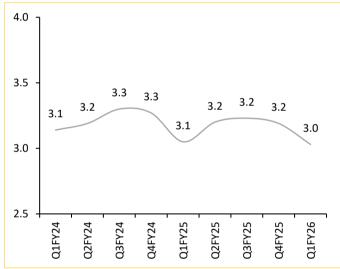
Source: MEDANTA, CIE



Operational beds remained flat but occupancy improved

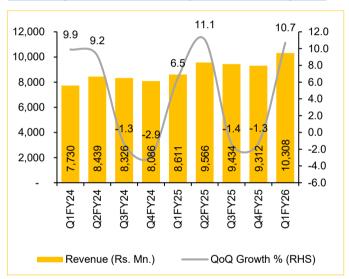
Source: MEDANTA, CIE

#### **ALOS (Average Length Of Stay) improves**



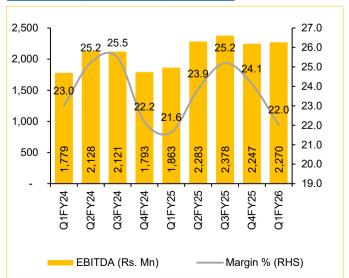
Source: MEDANTA, CIE

#### Revenue grew 19.7% YoY, led by patient volume growth



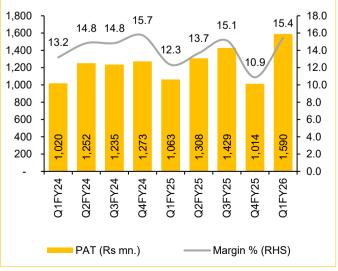
Source: MEDANTA, CIE

#### **EBITDA** margin improved by 38bps YoY



Source: MEDANTA, CIE

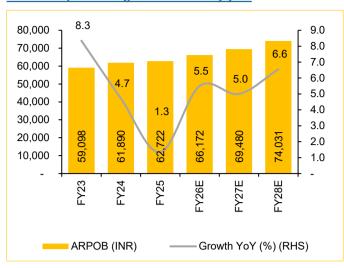
#### Highest-ever PAT with 49.6% YoY growth



Source: MEDANTA, CIE

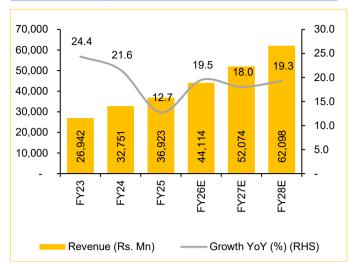
# Choice Institutional Equities

#### ARPOB expected to grow ~5.5% every year



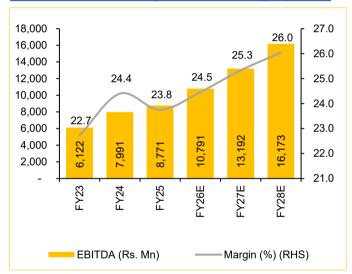
Source: MEDANTA, CIE

#### Revenue set to expand at a CAGR of 18.5% from FY24-FY28E



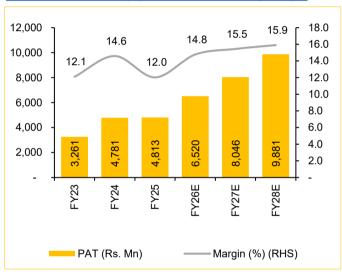
Source: MEDANTA, CIE

#### **EBITDA** and **EBITDA** margins set for a strong expansion



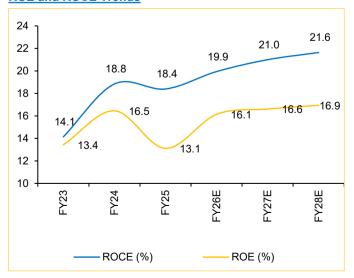
Source: MEDANTA, CIE

#### PAT poised for strong growth with improving margin



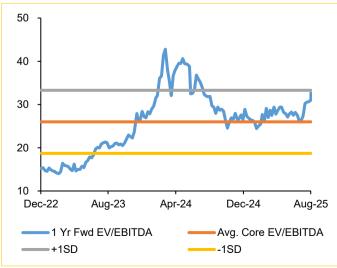
Source: MEDANTA, CIE

#### **ROE and ROCE Trends**



Source: MEDANTA, CIE

#### 1 Yr Forward EV/EBITDA band (x)



Source: MEDANTA, CIE



## **Income Statement (Consolidated in INR Mn)**

Particular	FY24	FY25	FY26E	FY27E	FY28E					
Revenue	32,751	36,923	44,114	52,074	62,098					
Gross Profit	25,158	28,126	33,731	40,020	47,843					
EBITDA	7,991	8,771	10,791	13,192	16,173					
Depreciation	1,727	1,937	2,122	2,416	2,975					
EBIT	6,263	6,833	8,669	10,776	13,198					
Other Income	747	791	700	600	600					
Interest Expense	739	653	601	556	511					
PBT	6,271	6,473	8,768	10,820	13,287					
Reported PAT	4,781	4,813	6,520	8,046	9,881					
EPS	17.8	17.9	24.3	30.0	36.8					
Ratio Analysis	FY24	FY25	FY26E	FY27E	FY28E					
Growth Botics										

Ratio Analysis	FY24	FY25	FY26E	FY27E	FY28E
Growth Ratios					
Revenues	21.6	12.7	19.5	18.0	19.3
EBITDA	30.5	9.8	23.0	22.2	22.6
PBT	39.6	3.2	35.5	23.4	22.8
PAT	46.6	-7.1	46.8	23.4	22.8
Margins					
Gross Profit Margin	76.8	76.2	76.5	76.9	77.0
EBITDA Margin	24.4	23.8	24.5	25.3	26.0
PBT Margin	19.1	17.5	19.9	20.8	21.4
Tax Rate	23.8	25.6	25.6	25.6	25.6
PAT Margin	14.6	12.0	14.8	15.5	15.9
Profitability					
Return On Equity (ROE)	16.5	13.1	16.1	16.6	16.9
Return On Invested Capital (ROIC)	21.3	19.4	19.9	20.2	20.4
Return On Capital Employed (ROCE)	18.8	18.4	19.9	21.0	21.6
Financial leverage					
OCF/EBITDA (x)	0.8	0.7	0.8	0.8	0.8
OCF / Net profit (x)	1.3	1.3	1.3	1.3	1.3
EV/EBITDA (x)	47	43	35	28	23
Earnings					
EPS	17.8	17.9	24.3	30.0	36.8
Shares Outstanding	268.5	268.5	268.5	268.5	268.5
Working Capital					
Inventory Days (x)	32	28	28	28	28
Receivable Days (x)	24	29	28	25	25
Creditor Days (x)	21	19	20	20	20
Working Capital Davs	35	37	36	33	33

Source: MEDANTA, CIE

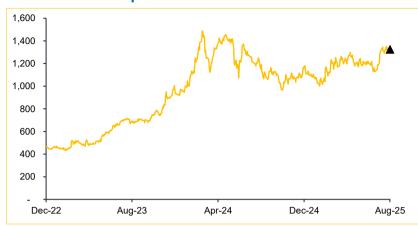
# **Balance Sheet (Consolidated in INR Mn)**

Particular	FY24	FY25	FY26E	FY27E	FY28E
Net Worth	29,056	33,875	40,395	48,441	58,322
Borrowings	8,019	7,177	6,677	6,177	5,677
Trade Payables	1,868	1,948	2,417	2,853	3,403
Other Non-current Liabilities	1,508	1,364	1,363	1,403	1,453
Other Current Liabilities	2,591	3,298	3,276	3,595	3,996
Total Net Worth & Liabilities	43,041	47,662	54,130	62,470	72,851
Net Block	18,129	19,753	25,571	32,528	40,731
Capital WIP	3,863	5,285	5,285	5,285	5,285
Goodwill, Intangible Assets	43	65	65	65	65
Investments	1	27	27	27	27
Trade Receivables	2,153	2,919	3,384	3,567	4,253
Cash & Cash Equivalents	11,753	11,223	10,578	10,548	11,107
Other Non-current Assets	5,918	7,201	7,541	7,963	8,426
Other Current Assets	1,181	1,189	1,679	2,487	2,956
Total Assets	43,041	47,662	54,130	62,470	72,851

Cash Flows (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
Cash Flows from Operations	6,121	6,238	8,396	10,400	12,747
Cash Flows from Investing	(4,408)	(7,209)	(7,941)	(9,373)	(11,178)
Cash Flows from Financing	(5,139)	(974)	(1,101)	(1,056)	(1,011)

DuPont Analysis (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
ROE	16.5%	13.1%	16.1%	16.6%	16.9%
Tax Burden	76.2%	68.6%	74.4%	74.4%	74.4%
Interest Burden	100.1%	94.7%	101.1%	100.4%	100.7%
EBIT Margin	19.1%	18.5%	19.7%	20.7%	21.3%
Asset Turnover	0.8	0.8	0.8	0.8	0.9
Financial Leverage	1.5	1.4	1.3	1.3	1.2

# **Historical share price chart: Global Health Limited**



Date	Rating	Target Price
May 30, 2023	ADD	664
August 14, 2023	ADD	769
November 14, 2023	NEUTRAL	890
February 13, 2024	NEUTRAL	1,362
May 21, 2024	REDUCE	1,457
August 12, 2024	BUY	1,246
November 16, 2024	HOLD	1,146
February 06, 2025	BUY	1,348
June 19, 2025	ADD	1,350
August 11, 2025	ADD	1,500

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#### **CHOICE RATING DISTRIBUTION & METHODOLOGY**

Large	Cap*
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SELL

BUY

The security is expected to generate upside of 15% or more over the next 12 months

BUY ADD The security is expected to show upside returns from 5% to less than 15% over the next 12 months REDUCE The security is expected to show upside or downside returns by 5% to -5% over the next 12 months

The security is expected to show downside of 5% or more over the next 12 months

#### Mid & Small Cap\*

The security is expected to generate upside of 20% or more over the next 12 months

ADD The security is expected to show upside returns from 5% to less than 20% over the next 12 months REDUCE The security is expected to show upside or downside returns by 5% to -10% over the next 12 months

SFLL The security is expected to show downside of 10% or more over the next 12 months

#### Other Ratings

NOT RATED (NR) The stock has no recommendation from the Analyst

UNDER REVIEW (UR) The stock is under review by the Analyst and rating may change

#### Sector View

POSITIVE (P) Fundamentals of the sector look attractive over the next 12 months

NEUTRAL (N) Fundamentals of the sector are expected to be in statis over the next 12 months CAUTIOUS (C) Fundamentals of the sector are expected to be challenging over the next 12 months

\*Large Cap: More Than INR 20,000Cr Market Cap
\*Mid & Small Cap: Less Than INR 20,000Cr Market Cap

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