Metropolis Healthcare Ltd.

Strengthening the core segment through network expansion

In Q1FY24, Metropolis Healthcare Ltd (MHL) reported a strong revenue growth of 12% on a YoY basis in their core business, reflecting a consistent trend of double-digit growth over the past five quarters. Total Revenue for Q1FY24 was down by 1%, primarily because of a large B2G contract insourced by the Government & high base of Covid & Allied tests. The B2C segment of the Company, contributing 52% to the revenue, grew by 13% on a YoY basis, driven by a 9% increase in volume and a 4% growth in Revenue Per Test (RPT). The Company is rapidly expanding its network on a QoQ basis, with the opening of 6 new labs (net addition of 5 labs) and addition of 118 service centers. The Company aims to further increase its presence by adding 25 labs and 700 service centers in the coming 9MFY24. Due to the network expansion, the Company's EBITDA margin was impacted by 110 basis points on a YoY basis and 70 basis points on account of loss of revenue from government contract. Going forward, the Company will focus on strengthening core business through network expansion, expanding new adjacencies through the asset-light model, growing Specialized and Premium Wellness segments, and inorganic growth to enter into new geographics.

Focus on network expansion and improving productivity

Over the past 24 months, MHL has made significant expansions, adding 36 labs and 1,420 centers to its network. The Company's Q1FY24 performance aligns with its 90:30 program, which saw the opening of 6 labs and 118 centers. This aggressive network expansion strategy is ongoing, albeit with some margin pressure, as it typically takes 12-18 months for new labs to achieve a positive EBITDA margin of 5%. However, the Company has noted that labs opened in the last 2-3 years are now yielding positive EBITDA margins, which is expected to contribute to an improved margin profile for the Company going forward.

Contribution of Specialized and Premium Wellness segment to grow

Specialized and Premium Wellness segment has shown a strong growth of 14% and 27% on a YoY basis, respectively. Notably, their revenue contributions have also increased, with the specialized segment rising from 33% in Q1FY23 to 34% in Q1FY24, and the Premium Wellness segment increasing from 13% to 15% during the same period. Looking ahead, the Company aims to further strengthen these segments, targeting a revenue contribution of 20-25% from wellness testing and 40-45% from specialized testing within the next three years.

View & Valuation

We have revised our estimates and maintained our view on Metropolis Healthcare Ltd with a BUY rating and a target price of Rs. 1,605 (52x FY24E PE). We believe that MHL is set to grow its core segment by 15%. The Company's aggressive network expansion initiatives are expected to yield a substantial customer base, thus unlocking the potential for high growth, which is expected to improve operating margin.

4th Aug 2023

BUY

CMP Rs. 1,364 TARGET Rs. 1,605 (+17.7%)

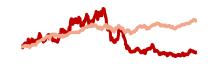
Company Data

Bloomberg Code	METROHL IN
MCAP (Rs. Mn)	75,216
O/S Shares (Mn)	51
52w High/Low	1,789 / 1,176
Face Value (Rs.)	2
Liquidity (3M) (Rs. Mn)	1,376.5

Shareholding Pattern %

	Jun 23	Mar 23	Dec 22
Promoters	49.75	49.75	49.76
FIIs	25.66	25.67	23.86
DIIs	14.89	13.64	13.30
Non- Institutional	9.7	10.94	13.09

MHL vs Nifty





Source: Keynote Capitals Ltd.

Key Financial Data

-			
(Rs. Mn)	FY23	FY24E	FY25E
Revenue	11,482	12,128	13,947
EBITDA	2,883	3,214	3,919
Net Profit	1,425	1,585	2,122
Total Assets	15,016	15,767	17,231
ROCE (%)	15%	16%	19%
ROE (%)	15%	15%	18%

Source: Company, Keynote Capitals Ltd. estimates

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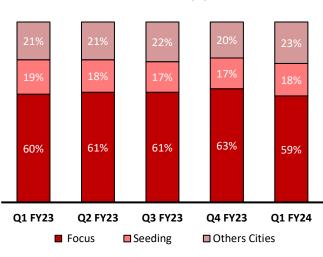
KEYNOTE

Q1 FY24 Result Update

Result Highlight (Rs. Mn)

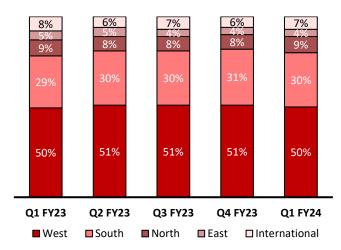
Particulars	Q1 FY24	Q1 FY23	Change % (Y-o-Y)	Q4 FY23	Change % (Q-o-Q)	FY23
Revenue	2,771	2,799	-1%	2,825	-2%	11,482
Raw Material Expenses	594	642	-7%	598	-1%	2,598
Employee Cost	651	622	5%	643	1%	2,527
Other Expense	897	850	6%	881	2%	3,473
EBITDA	629	685	-8%	703	-10%	2,883
EBITDA %	23%	24%	-176 bps	25%	-216 bps	25%
Depreciation	208	212	-2%	234	-11%	892
EBIT	421	473	-11%	469	-10%	1,991
EBIT %	15%	17%	-171 bps	17%	-138 bps	17%
Finance Cost	60	75	-21%	62	-3%	268
Other Income	31	30	0%	12	149%	152
РВТ	392	428	-8%	419	-6%	1,875
Тах	102	93	10%	84	21%	441
Net Profit	290	336	-14%	335	-13%	1,434
EPS	5.6	6.5	-14%	6.5	-14%	27.8

Source: Company, Keynote Capitals Ltd.



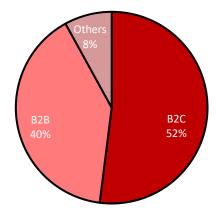
Revenue Mix (%)



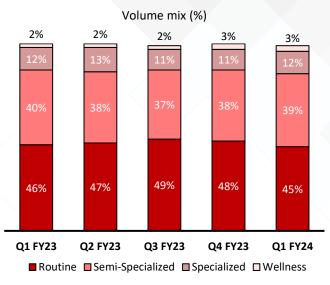


Source: Company, Keynote Capitals Ltd.



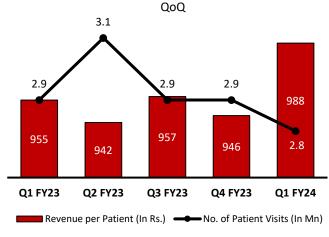


Metropolis Healthcare Ltd. | Quarterly Update



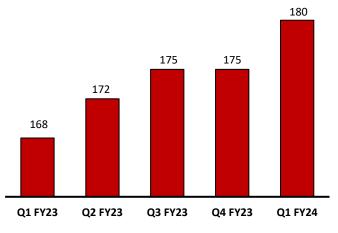
Source: Company, Keynote Capitals Ltd.

No. of patients decreased in Q1FY24 due to the loss of a government contract on YoY and

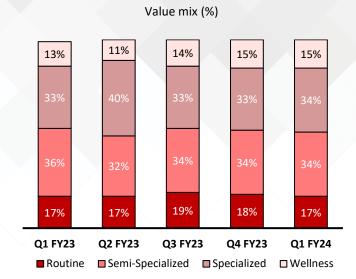


Source: Company, Keynote Capitals Ltd.

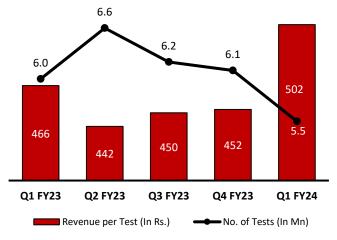
Constant increase in Lab presence

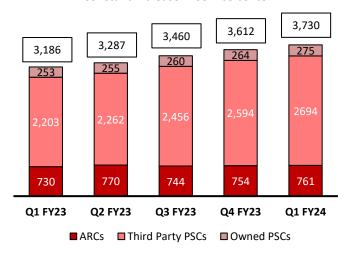


Source: Company, Keynote Capitals Ltd.



No. of tests decreased in Q1FY24 due to the loss of a government contract YoY and QoQ





Constant increase in service center

Q1 FY24 Conference Call Takeaways

Revenue

- Total revenue decreased by 1% on a YoY basis due to the cancellation of government contracts.
- Core business revenue grew by 12% on a YoY basis through a combination of increased test volume by 9% and 3% growth in revenue per test with a change in product mix.
- Over the past five quarters, core business revenue has consistently grown in double digits.
- Mumbai business revenue has shown strong growth of 15% on a YoY basis, with volume growth of 10% and revenue per patient growth of 5%.
- In the B2B segment, the Company continues to see a competitive environment while intensity has reduced. This segment grew by 9% on a YoY basis because of the specialized segment, which tends to be stickier as the need for quality reports is high.

Industry

- In FY23 diagnostic industry is expected to be Rs. 1,000 Bn, and within this pathology, segment accounts for 58%, and the rest in radiology.
- Pathology segment is further divided into three markets:
 - Outpatient Department Market (OPD), which means outside-thehospital test. The market size for this segment is Rs. 330 Bn.
 - Inside hospital market segment size is Rs. 200 Bn.
 - Business-to-Government (B2G) market size is Rs. 50 Bn.

MHL target industry

- Organized market in the OPD service is estimated to be Rs. ~110 Bn. After Covid, this category is increasing rapidly as doctors and consumers constantly move away from unorganized to organized.
- Within this market, the Company focuses on prescriptions from specialist doctors who are willing to pay premiums.
- The outsourced market from the In-Patient Department (IPD), which is the hospital doing testing inside the hospital but still outsourced for specialized lab tests. This segment size is Rs. 40 Bn.
- Combining these two segments, the addressable market for MHL is Rs. 150 Bn. This segment is expected to grow by 12% for 2-3 years.

Metropolis 3.0 strategy

- 1. Strengthen the core business by growing faster than the industry
- Introducing new tests and innovation in testing to provide access to patients by focusing on tier 3 and 4 markets.
- In the next three years, the Company plan to reach 700 cities compared to 370 cities present currently.
- The Company targets 20-25% revenue contribution from wellness testing and 40-45% from specialized testing.
- Aiming to become the top 3 players in North and East.
- 2. Expanding adjacencies
- Expanding the health services closely linked with core business such as basic radiology like ECG.
- The new adjacencies will be CAPEX light to support the organic business.
- 3. Acquisition
- The Company focuses on inorganic growth to enter into new geographies.
- The Company plan to do 5-6 acquisition in the coming three years.

Growth strategy for FY24

- The Company targets to open 25 labs and 700 centers in the coming 9MFY24.
- From the current 370 cities, the Company aims to expand to 500 cities by the end of FY24.
- To strengthen the specialty business, the Company has built a sales force team responsible for expanding the business through collaboration with specialized doctors.
- The Company will adopt different pricing strategies across different geographies depending on the level of competition in specific regions. The Company will implement a volume-driven strategy to gain market share in specific markets.

Other updates

- The Company has discerned synergies and cost efficiencies within the Hitech business, which will yield benefits in the future.
- EBITDA margin was impacted by 1.1% due to network expansion and by 0.7% on account of the loss of revenue from the government contract.

KEYNOTE

Financial Statement Analysis

Income Statement

income statement					
Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E
Net Sales	12,283	11,482	12,128	13,947	16,039
Growth %	23%	-7%	6%	15%	15%
Raw Material Expenses	2,829	2,598	2,789	3,194	3,657
Employee Expenses	2,332	2,527	2,607	2,929	3,368
Other Expenses	3,711	3,473	3,517	3,905	4,491
EBITDA	3,412	2,883	3,214	3,919	4,523
Growth %	20%	-15%	11%	22%	15%
Margin%	28%	25%	27%	28%	28%
Depreciation	632	892	1,056	1,079	1,097
EBIT	2,779	1,991	2,158	2,840	3,426
Growth %	17%	-28%	8%	32%	21%
Margin%	23%	17%	18%	20%	21%
Interest Paid	250	268	197	163	138
Other Income & exceptional	335	152	152	152	152
PBT	2,864	1,875	2,113	2,829	3,440
Tax	768	450	528	707	860
PAT	2,096	1,425	1,585	2,122	2,580
Others (Minorities,					
Associates)	-5	-5	-5	-5	-5
Net Profit	2,091	1,420	1,580	2,117	2,575
Growth %	17%	-32%	11%	34%	22%
Shares (Mn)	51.2	51.2	51.2	51.2	0.0
EPS	41.86	27.75	30.87	41.37	50.32

Balance Sheet

Balance Sheet					
Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E
Cash, Cash equivalents & Bank	1,669	932	2,214	4,207	6,443
Current Investments	138	131	131	131	131
Debtors	1,355	1,219	1,395	1,674	2,005
Inventory	511	446	418	479	549
Short Term Loans & Advances	569	0	0	0	0
Other Current Assets	98	300	300	300	300
Total Current Assets	4,340	3,027	4,458	6,791	9,427
Net Block & CWIP	10,589	11,207	10,528	9,658	8,801
Long Term Investments	18	18	18	18	18
Other Non-current Assets	980	765	765	765	765
Total Assets	15,927	15,016	15,767	17,231	19,010
Creditors	1,032	941	967	1,139	1,304
Provision	551	189	189	189	189
Short Term Borrowings	999	504	304	199	0
Other Current Liabilities	843	1,015	1,015	1,015	1,015
Total Current Liabilities	3,424	2,650	2,476	2,543	2,509
Long Term Debt	1,587	286	95	0	0
Deferred Tax Liabilities	769	782	782	782	782
Other Long-Term Liabilities	1,266	1,391	1,391	1,391	1,391
Total Non-Current Liabilities	3,621	2,459	2,268	2,173	2,173
Paid-up Capital	102	102	102	102	102
Reserves & Surplus	8,760	9,780	10,891	12,378	14,185
Shareholders' Equity	8,862	9,882	10,993	12,480	14,288
Non-Controlling Interest	20	25	30	35	40
Total Equity & Liabilities	15,927	15,016	15,767	17,231	19,010

Source: Company, Keynote Capitals Ltd.

Cash Flow Statement

Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E
Pre-tax profit	2,864	1,875	2,113	2,829	3,440
Adjustments	588	1,041	1,106	1,095	1,088
Change in Working Capital	-164	71	-122	-167	-236
Total Tax Paid	-825	-516	-528	-707	-860
Cash flow from operating					
Activities	2,464	2,471	2,568	3,050	3,432
Net Capital Expenditure	-307	-525	-377	-209	-241
Change in investments	-800	9	0	0	0
Other investing activities	-6,269	984	152	152	152
Cash flow from investing					/ aa
activities	-7,376	468	-224	-57	-88
Equity raised / (repaid)	19.7	1.84	0	0	0
Debt raised / (repaid)	2,585	-2,408	-391	-200	-200
Dividend (incl. tax)	0	-410	-474	-635	-773
Other financing activities	-979	-107	-197	-163	-138
Cash flow from financing					
activities	1,625	-2,923	-1,062	-998	-1,111
Net Change in cash	-3,287	16	1,282	1,995	2,233

Particulars	FY22	FY23	FY24E	FY25E	FY26E
Per Share Data					
EPS	42	28	31	41	50
Growth %	17%	-34%	11%	34%	22%
Book Value Per Share	173	194	215	245	280
Return Ratios					
Return on Assets (%)	16%	9%	10%	13%	14%
Return on Equity (%)	27%	15%	15%	18%	19%
Return on Capital Employed					
(%)	25%	15%	16%	19%	20%
Turnover Ratios					
Asset Turnover (x)	0.9	0.7	0.8	0.8	0.9
Sales / Gross Block (x)	1.5	0.9	0.9	1.0	1.2
Working Capital / Sales (x)	20%	6%	10%	22%	35%
Receivable Days	38	41	39	40	42
Inventory Days	59	67	57	51	51
Payable Days	133	142	126	118	120
Working Capital Days	-35	-34	-30	-27	-27
Liquidity Ratios					
Current Ratio (x)	1.3	1.1	1.8	2.7	3.8
Interest Coverage Ratio (x)	12.1	8.0	11.7	18.4	25.9
Total Debt to Equity	0.3	0.1	0.0	0.0	0.0
Net Debt to Equity	0.1	0.0	-0.2	-0.3	-0.4
Valuation					
PE (x)		50.2	45.2	33.7	27.7
Earnings Yield (%)		2%	2%	3%	4%
Price to Sales (x)		6.2	5.9	5.1	4.5
Price to Book (x)		7.2	6.5	5.7	5.0
EV/EBITDA (x)		25.6	23.0	18.8	16.3
EV/Sales (x)		6.4	6.1	5.3	4.6

KEYNOTE

KEYNOTE Rating History

Date	Rating	Market Price at Recommendation	Upside/Downside
18 th July 2023	BUY	1,448	+17.4%
4 th Aug 2023	BUY	1,364	+17.7%

Rating Methodology

Rating	Criteria
BUY	Expected positive return of > 10% over 1-year horizon
NEUTRAL	Expected positive return of > 0% to < 10% over 1-year horizon
REDUCE	Expected return of < 0% to -10% over 1-year horizon
SELL	Expected to fall by >10% over 1-year horizon
NOT RATED (NR)/UNDER REVIEW (UR)/COVERAGE SUSPENDED (CS)	Not covered by Keynote Capitals Ltd/Rating & Fair value under Review/Keynote Capitals Ltd has suspended coverage

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