## Metropolis Healthcare Ltd.

#### Focus on network expansion

In Q3 FY24, Metropolis Healthcare Ltd (MHL) reported a revenue growth of 12% on a YoY basis in its core business, reflecting a consistent trend of doubledigit growth over the past seven quarters. Total Revenue for Q3 FY24 has increased by 2% YoY, primarily because of a large B2G contract insourced by the Government and a reduction in Covid & Allied tests. The B2C segment of the Company, contributing 53% to the revenue, grew by 15% on a YoY basis, driven by a 13% increase in volume and a 2% growth in Revenue Per Patient (RPP). The Company is rapidly expanding its network on a QoQ basis, with the addition of 5 new labs and 193 service centers during the quarter. Due to the network expansion, the net impact on Company's EBITDA margin was ~40 bps on a YoY basis. Further, the EBITDA margin impacted on account of one-time impact of 80 bps on account of Provision for Doubtful Debt (PDD) and another 140 basis points on account of loss of revenue from government contracts. Going forward, the Company will focus on strengthening core business through network expansion, expanding new adjacencies through the asset-light model, growing Specialized (revenue grew by 12% on a YoY basis) and Premium Wellness (revenue grew by 17% on a YoY basis) segments, and inorganic growth to enter into new geographies.

#### Focus on network expansion and improving productivity

The Company's Q3FY24 performance aligns with its 90:30 program, which saw the opening of 5 labs and 193 centers. The Company further intends to add 13 labs in Q4FY24 and another 30 labs in FY25. As part of its strategic approach, the Company aims to establish these labs in new geographic areas with the goal of boosting its B2B business within the specialty segment and expanding its presence. The Company has expanded its presence to 595 towns in Q3FY24, compared to 307 towns in Q3FY23, and aims to extend its reach to 700 towns by the end of this year. Additionally, the Company also plans to add 1,000 collection centers over the next 12-18 months. 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.

#### Margin to improve

Compared to last year, the margin is impacted due to more intensity in lab expansion, negative operating leverage because of the loss of PPP contracts, and a one-time impact on account of provision for doubtful debts taken. These three elements impacted the margin by around 2.6%. Going forward as the new lab will mature and existing ones experience improved productivity, the management is aiming to increase the EBITDA margin to 26-27%.

#### View & Valuation

We have revised our estimates and changed our view on Metropolis Healthcare Ltd from a BUY to NEUTRAL rating and a target price of Rs. 1,683 (50x FY25E PE). We believe that MHL is set to grow its core segment by 15%, and it is expected to improve the margin. While in our view, all that is priced in for FY25 valuation.

### 5<sup>th</sup> Feb 2024

### NEUTRAL

CMP Rs. 1,667 TARGET Rs. 1,683 (+0.9%)

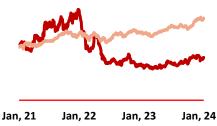
#### **Company Data**

Bloomberg Code	METROHL IN
MCAP (Rs. Mn)	85,238
O/S Shares (Mn)	51
52w High/Low	1,754 / 1,176
Face Value (Rs.)	2
Liquidity (3M) (Rs. Mn)	620

#### Shareholding Pattern %

	Dec 23	Sep 23	Jun 23
	25	25	23
Promoters	49.74	49.74	49.75
FIIs	21.66	24.29	25.66
DIIs	20.73	16.86	14.89
Non- Institutional	7.87	9.11	9.70

#### MHL vs Nifty



an, 21 Jan, 22 Jan, 23 Jan, 24 ——MHL ——NIFTY

Source: Keynote Capitals Ltd.

#### Key Financial Data

(Rs. Mn)	FY23	FY24E	FY25E
Revenue	11,482	11,884	13,667
EBITDA	2,883	2,733	3,348
Net Profit	1,420	1,239	1,710
Total Assets	15,016	15,413	16,592
ROCE (%)	15%	13%	16%
ROE (%)	15%	12%	15%

Source: Company, Keynote Capitals Ltd. estimates

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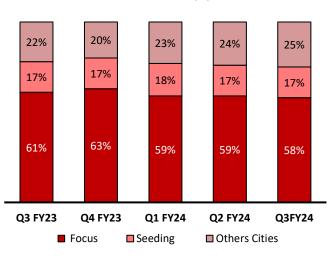
# KEYNOTE

#### Q3 FY24 Result Update

#### Result Highlight (Rs. Mn)

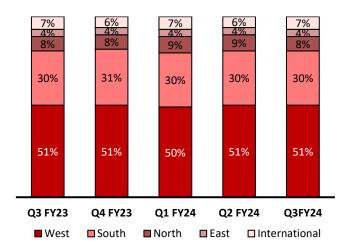
Particulars	Q3 FY24	Q3 FY23	Change % (Y-o-Y)	Q2 FY24	Change % (Q-o-Q)	9M FY24	9M FY23	Change % (Y-o-Y)	FY23
Revenue	2,911	2,855	2%	3,085	-6%	8,767	8,657	1%	11,482
Raw Material Expenses	593	658	-10%	641	-7%	1,828	2,000	-9%	2,598
Employee Cost	695	646	8%	698	0%	2,043	1,884	8%	2,527
Other Expense	974	846	15%	999	-2%	2,870	2,592	11%	3,473
EBITDA	648	705	-8%	748	-13%	2,026	2,180	-7%	2,883
EBITDA %	22%	25%	-242	24%	-197	23%	25%	-208	25%
Depreciation	250	230	9%	222	12%	681	658	3%	892
EBIT	399	475	-16%	526	-24%	1,345	1,522	-12%	1,991
EBIT %	14%	17%	-294	17%	-335	15%	18%	-224	17%
Finance Cost	53	61	-13%	57	-7%	170	206	-18%	268
Other Income	23	66	-65%	12	89%	66	140	-53%	152
РВТ	369	480	-23%	481	-23%	1,242	1,456	-15%	1,875
Тах	96	121	-21%	125	-23%	322	357	-10%	441
Net Profit	273	359	-24%	357	-23%	919	1,099	-16%	1,429
EPS	5.3	7.0		6.9		17.8	21.3		27.8

Source: Company, Keynote Capitals Ltd.



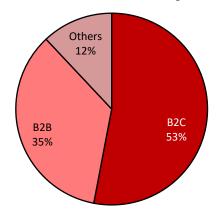
Revenue Mix (%)



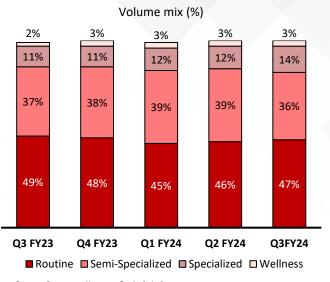


Source: Company, Keynote Capitals Ltd.

#### Q3 FY24 revenue mix across segment

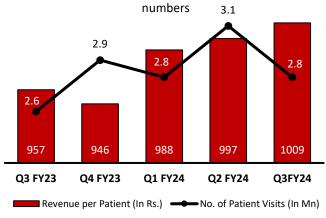


### Metropolis Healthcare Ltd. | Quarterly Update



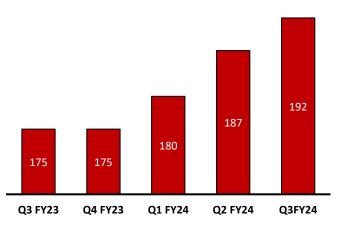
Source: Company, Keynote Capitals Ltd.

The number of patients showed a YoY improvement, primarily driven by strong growth in the core business's patient

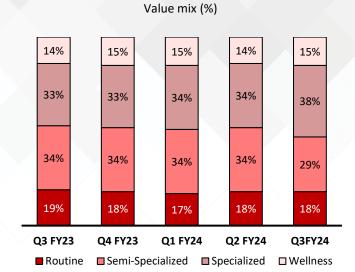


Source: Company, Keynote Capitals Ltd.

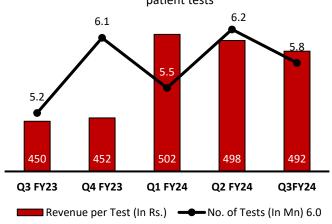
Constant increase in Lab presence

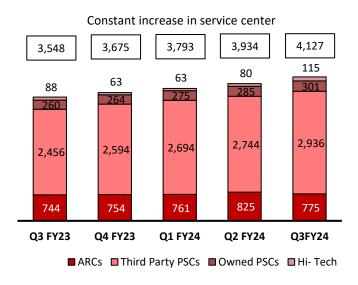


Source: Company, Keynote Capitals Ltd.



The number of tests increased on a YoY basis, led by strong growth in the core business's patient tests





#### Q3 FY24 Conference Call Takeaways

#### Revenue

- The performance in Q3FY24 was slightly affected due to heavy rainfall and floods in Chennai, leading to a loss of revenue for 7-8 days.
- Q3 historically remains a weak quarter due to the festive and holiday season.
- The Company's B2C segment contribution to revenue has increased from 46% in Q3FY23 to 53% in Q3FY24.
- The Company is growing faster in tier III and IV cities, which is visible in the revenue mix of other cities growing at 16% YoY.
- During the quarter, the Company implemented a price hike in the B2C segment, effective January 1, 2024. The resulting effects will become apparent in Q4FY24 and throughout FY25, leading to enhanced revenue and margins.
- The Company also intends to implement a price increase in the B2B segment, specifically for specialized and super-specialized tests, during Q1FY25. This strategic move is expected to contribute to the continued growth of revenue and margins.

#### Industry

- The Diagnostic industry is expected to grow at 8-10% CAGR till FY27, while the Company is confident of growing at 10-11% CAGR.
- The outperformance will be driven by 1) extending presence geographically, both within established retail markets and across new markets; 2) securing a large market share in the wellness segment; 3) enhancing the specialized testing segment by establishing greater credibility among specialized doctors; 4) focus on execution in areas such as distribution, service quality, testing report excellence, and the robustness of the test mix.
- The Company is experiencing competition in the B2B semi-specialized segment, which contributes a single digit of the total revenue. Within this segment, 80% of the individuals prioritize quality and testing performance over discounts. This is evident as the Company is able to grow 11% in this segment, despite the intense competition.

#### One time impact

In February 2023, the Company received an order from Aam Aadmi Mohalla Clinic and diligently adhered to all stipulated procedures and contractual guidelines. MHL plays a pivotal role in engaging with patients, gathering their samples, collecting relevant data, and entering the information into the system. Despite numerous notices to settle outstanding payments, the company has been unsuccessful in receiving the dues and has decided to discontinue the project. Acknowledging the limited influence over the project's future trajectory, the Company has accounted for 100% of the receivables related to the Mohalla Clinic project, resulting in an 80-bps impact at the EBITDA level.

#### Other updates

- Compared to last year, the margin is impacted due to more intensity in lab expansion, loss of PPP contracts, and a one-time impact on account of provision for doubtful debts taken. These three elements impacted the margin by around 2.6%.
- The Company is expecting its B2C segment to increase the contribution from current 53% to 60-65%.
- The Company's specialized tests are experiencing a consistent uptrend, driven by the introduction of new tests and upgradation in technology, along with an increasing level of trust among doctors and specialists. In Q4, the company anticipates a faster growth rate in specialized tests.
- The Company is concentrating on expanding into new geographical areas where they face minimal competition. It is expected to take 3-4 years to recover the margins in these new markets.

# KEYNOTE

### **Financial Statement Analysis**

#### Income Statement

Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E
Net Sales	12,283	11,482	11,884	13,667	15,717
Growth %	23%	-7%	3%	15%	15%
Raw Material Expenses	2,829	2,598	2,496	2,870	3,300
Employee Expenses	2,332	2,527	2,733	3,075	3,458
Other Expenses	3,711	3,473	3,922	4,373	4,872
EBITDA	3,412	2,883	2,733	3,348	4,086
Growth %	20%	-15%	-5%	23%	22%
Margin%	28%	25%	23%	25%	26%
Depreciation	632	892	1,029	1,051	1,068
EBIT	2,779	1,991	1,704	2,297	3,018
Growth %	17%	-28%	-14%	35%	31%
Margin%	23%	17%	14%	17%	19%
Interest Paid	250	268	197	163	138
Other Income & exceptional	335	152	152	152	152
PBT	2,864	1,875	1,659	2,286	3,032
Tax	768	450	415	572	758
PAT	2,096	1,425	1,244	1,715	2,274
Others (Minorities,	-5	-5	-5	-5	-5
Associates)	-5	-5	-5	-5	-5
Net Profit	2,091	1,420	1,239	1,710	2,269
Growth %	17%	-32%	-13%	38%	33%
Shares (Mn)	51.2	51.2	51.2	51.2	51.2
EPS	41.86	27.75	24.41	33.65	44.62

**Balance Sheet** 

Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E
Cash, Cash equivalents & Bank	1,669	932	1,912	3,607	5,601
Current Investments	138	131	131	131	131
Debtors	1,355	1,219	1,367	1,640	1,965
Inventory	511	446	374	430	495
Short Term Loans & Advances	569	0	0	0	0
Other Current Assets	98	300	300	300	300
Total Current Assets	4,340	3,027	4,084	6,108	8,491
Net Block & CWIP	10,589	11,207	10,547	9,701	8,868
Long Term Investments	18	18	18	18	18
Other Non-current Assets	980	765	765	765	765
Total Assets	15,927	15,016	15,413	16,592	18,141
Creditors	1,032	941	853	1,029	1,183
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	2,362	2,433	2,388
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	10,650	11,848	13,437
Shareholders' Equity	8,862	9,882	10,752	11,950	13,539
Non-Controlling Interest	20	25	30	35	40
Total Equity & Liabilities	15,927	15,016	15,413	16,592	18,141

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	1,659	2,286	3,032
Adjustments	588	1,041	1,079	1,067	1,059
Change in Working Capital	-164	71	-164	-154	-235
Total Tax Paid	-825	-516	-415	-572	-758
Cash flow from operating	2,464	2,471	2,160	2,628	3,099
Activities					
Net Capital Expenditure	-307	-525	-369	-205	-236
Change in investments	-800	9	0	0	0
Other investing activities	-6,269	984	152	152	152
Cash flow from investing					
activities	-7,376	468	-217	-53	-83
Equity raised / (repaid)	19.746	1.84	0	0	0
Debt raised / (repaid)	2,585	-2,408	-391	-200	-200
Dividend (incl. tax)	0	-410	-375	-517	-685
Other financing activities	-979	-107	-197	-163	-138
Cash flow from financing	4 695				
activities	1,625	-2,923	-963	-880	-1,023
Net Change in cash	-3,287	16	980	1,696	1,992

Valuation Ratios					
Particulars	FY22	FY23	FY24E	FY25E	FY26E
Per Share Data					
EPS	42	28	24	33	44
Growth %	17%	-34%	-13%	38%	33%
Book Value Per Share	173	194	211	234	265
Return Ratios					
Return on Assets (%)	16%	9%	8%	11%	13%
Return on Equity (%)	27%	15%	12%	15%	18%
Return on Capital Employed	250/	1 5 0/	1.20/	16%	100/
(%)	25%	15%	13%	10%	19%
Turnover Ratios					
Asset Turnover (x)	0.9	0.7	0.8	0.9	0.9
Sales / Gross Block (x)	1.5	0.9	0.9	1.0	1.1
Working Capital / Sales (x)	20%	6%	9%	20%	31%
Receivable Days	38	41	40	40	42
Inventory Days	59	67	60	51	51
Payable Days	133	142	135	117	119
Working Capital Days	-35	-34	-35	-25	-26
Liquidity Ratios					
Current Ratio (x)	1.3	1.1	1.7	2.5	3.6
Interest Coverage Ratio (x)	12.1	8.0	9.4	15.0	22.9
Total Debt to Equity	0.3	0.1	0.0	0.0	0.0
Net Debt to Equity	0.1	0.0	-0.1	-0.3	-0.4
Valuation					
PE (x)		50.2	68.8	49.9	37.6
Earnings Yield (%)		2%	1%	2%	3%
Price to Sales (x)		6.2	7.2	6.2	5.4
Price to Book (x)		7.2	7.9	7.1	6.3
EV/EBITDA (x)		25.6	31.8	26.0	21.3
EV/Sales (x)		6.4	7.3	6.4	5.5

# KEYNOTE

Date	Rating	Market Price at Recommendation	Upside/Downside
18 <sup>th</sup> July 2023	BUY	1,448	+17.4%
4 <sup>th</sup> Aug 2023	BUY	1,364	+17.7%
7 <sup>th</sup> Nov 2023	BUY	1,522	+25.8%
5 <sup>th</sup> Feb 2024	NEUTRAL	1,667	+0.9%

#### **KEYNOTE Rating History**

#### **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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