

Fortis Healthcare (FORH IN)

Rating: BUY | CMP: Rs884 | TP: Rs1,000

August 7, 2025

Q1FY26 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Cu	rrent	Pre	vious
	FY26E	FY27E	FY26E	FY27E
Rating	E	BUY	В	UY
Target Price	1,	000	7	85
Sales (Rs. m)	90,651	1,03,294	87,494	98,881
% Chng.	3.6	4.5		
EBITDA (Rs. m)	20,654	24,603	19,532	23,311
% Chng.	5.7	5.5		
EPS (Rs.)	13.8	17.9	13.0	16.9
% Chng.	6.3	6.0		

Key Financials - Consolidated

Y/e Mar	FY24	FY25	FY26E	FY27E
Sales (Rs. m)	68,930	77,827	90,651	1,03,294
EBITDA (Rs. m)	12,677	15,879	20,654	24,603
Margin (%)	18.4	20.4	22.8	23.8
PAT (Rs. m)	5,829	8,635	10,404	13,493
EPS (Rs.)	7.7	11.4	13.8	17.9
Gr. (%)	13.2	48.1	20.5	29.7
DPS (Rs.)	-	-	-	-
Yield (%)	-	-	-	-
RoE (%)	7.8	10.4	11.1	12.9
RoCE (%)	11.2	12.2	14.1	16.0
EV/Sales (x)	9.7	8.8	7.6	6.6
EV/EBITDA (x)	52.8	43.1	33.3	27.6
PE (x)	114.5	77.3	64.1	49.5
P/BV (x)	8.7	7.5	6.8	6.0
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Key Data FOHE.BO | FORH IN

52-W High / Low	Rs.905 / Rs.480
Sensex / Nifty	80,623 / 24,596
Market Cap	Rs.667bn/ \$ 7,609m
Shares Outstanding	755m
3M Avg. Daily Value	Rs.1411.5m

Shareholding Pattern (%)

Promoter's	31.17
Foreign	30.03
Domestic Institution	19.06
Public & Others	19.74
Promoter Pledge (Rs bn)	_

Stock Performance (%)

	1M	6M	12M
Absolute	9.7	36.0	81.8
Relative	13.5	31.3	79.2

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Strong beat across segments

Quick Pointers:

- Plans to add ~900 beds in FY26E
- Reiterated ~200bps improvement guidance on hospital margin

Fortis Healthcare (FORH) reported strong EBITDA of Rs4.9bn, up 43% YoY, marking strong beat across segments. Though hospital margin has improved by 360bps bps YoY over FY23-25 to ~20%, we see further scope for improvement aided by 1) improving case and payor mix, 2) cost rationalization initiatives and ramp-up of Manesar unit, and 3) new brownfield bed additions. Additionally, we expect margin to expand further, driven by the recent acquisition of Shrimann Hospital and the O&M agreement with Gleneagles.

Our FY26E and FY27E EBITDA stands increased by 6%. We expect EBITDA to clock 24% CAGR over FY25-27E. At CMP, the stock is trading at 28x EV/EBITDA on FY27E, adjusted for Agilus stake. Maintain 'BUY' rating with revised TP of Rs1,000/share, valuing the hospital segment at 32x and diagnostic segment at 30x EV/EBITDA on FY27E.

Margin expansion across segments: FORH's consolidated EBITDA increased 43% YoY (13% QoQ) to Rs4.9bn, 18% above our estimates. Hospital business EBITDA came in at Rs4.1bn, up 42% YoY (PLe Rs3.5bn). Overall hospital OPM improved by 360bps YoY to 22.1%. Diagnostic business EBITDA increased 55% YoY to Rs850mn, with OPM of 25.9%, given higher revenue and no branding related expenses in Q1. Net debt increased by Rs1.75bn QoQ to Rs18.7bn.

Higher ARPOB; occupancy remains steady QoQ despite new bed addition: Hospital business revenue increased 19% YoY (8% QoQ) to Rs18.4bn, vs our estimates of Rs17.6bn. Diagnostic business net revenue grew 6.5% YoY to Rs3.3bn. Hospital occupancy remains steady QoQ at 69% vs 67% in Q1FY25, despite operationalizing ~150 beds in Q1. ARPOB further improved by 10% YoY to Rs72.6k, driven by improved case and payor mix.

Key Conference Call Takeaways:

- **Bed expansion:** The management reiterated its plan to add ~900 new beds, including the recently acquired Jalandhar unit in FY26, of which ~600 beds are expected to contribute to revenue meaningfully from FY27E. In H2FY26, ~200 beds at FMRI, 90 beds at Manesar and 90 beds in Noida are likely to be operationalized. Plans are in place to add 450 new beds in Mohali and 180 beds in Amritsar over the coming years.
- Shrimann Superspeciality Hospital in Jalandhar: FORH acquired the 228-bed Shrimann Superspeciality Hospital in Jalandhar for Rs4.5bn, along with 2.4 acres of adjacent land for Rs169mn. Operational since 2018 with 191 functional beds, which can be expanded to ~270. Of this, 35 beds will be commercialized immediately and the balance ~44 over the next 15–18 months. The additional land allows potential expansion of another ~180 beds. The hospital reported

FY25 revenue of Rs1.5bn and EBITDA of Rs350mn (23% margin), with a strong ARPOB of Rs40k/day and ~50% occupancy. Revenue grew at 33% CAGR over FY22–24. The management expects occupancy ramp-up and cost synergies (notably in RM procurement) to further boost profitability.

- O&M contract with GHIPL: FORH has entered into an O&M services agreement with Gleneagles Healthcare India Pvt Ltd (GHIPL), a subsidiary of IHH, to manage 5 hospitals and 1 clinic in India. FORH will receive a monthly service fee equivalent to 3% of net revenue (excl. taxes). GHIPL recorded Rs7.2bn revenue in FY25 with single-digit operating margin. The O&M deal is expected to add ~Rs250mn to revenue/EBITDA (~2% of FORH' existing EBITDA), with potential for scalability. FORH plans to deepen its collaboration with GHIPL by leveraging latter's existing high-end clinical talent.
- Manesar unit performance: Manesar unit, commissioned in FY25, is currently generating ~Rs110mn in monthly revenue with the management guiding for breakeven by Q2FY26 or Q3FY26, contingent on the unit reaching ~Rs130mn in monthly revenue.
- Operational metrics & occupancy trends: Flagship facilities such as FMRI reported 80% occupancy and continued to maintain strong profitability. Mulund and Ludhiana units reported EBITDA margin exceeding 20%, while Escorts (Delhi) moved up to 15%+ margin bracket. BG Road operated at lower occupancy of 56–57%, yet delivered robust EBITDA due to its focus on highend clinical work. Jaipur, Mohali and BG Road units are witnessing recovery, with the one at Jaipur already operating at ~65% occupancy and delivering double-digit margins. Noida saw a ramp-up in occupancy to 76% after adding 60 beds, while Faridabad reached 80% occupancy.
- Margin performance and outlook: The management maintained its FY26 guidance of 22–23% on consolidated basis and reiterated its 200bps margin expansion guidance in the hospital segment. The Gleneagles India O&M arrangement, under which FORH will earn a 3% revenue share is expected to enhance consolidated EBITDA margin by another 20-30bps.
- ARPOB drivers: ARPOB growth was driven by improved case mix, including 28% YoY growth in oncology, increased share of complex surgeries (up 70%), and an improved payor mix. The management guided for 5–6% ARPOB growth on sustainable basis.
- Focus on oncology and robotic surgeries: Oncology remains a core growth pillar, currently contributing to 17–18% of revenue, and the management targeting to increase it to 19–20%. Robotic surgeries witnessed strong 75% YoY growth. FORH operates 11 robotic machines and plans to add another 4. FORH targets 50% growth in robotic surgery volumes in the coming years.
- Agilus business strategy: B2C:B2B mix remains steady at 51:49. Following the acquisition of a 31.5% stake in Agilus, FORH plans to enhance B2C focus. The management expects the diagnostic business to achieve early double-digit YoY revenue growth. It reiterated its margin guidance at 22-23% for FY26.



Exhibit 1: Q1FY26 Result Overview (Rs mn) – Strong EBITDA beat across segments

Y/e March	1QFY26	1QFY25	YoY gr. (%)	Q1FY26E	% Var.	4QFY25	QoQ gr. (%)	FY26E	FY25	YoY gr. (%)
Net Sales	21,667	18,588	16.6	20,815	4.1	20,072	7.9	90,651	77,827	16.5
COGS	5,141	4,529	13.5	4,892	5.1	4,630	11.0	21,303	18,302	16.4
% of Net Sales	23.7	24.4		23.5		23.1		23.5	23.5	
Employee Cost	3,128	2,954	5.9	3,955	(20.9)	2,873	8.9	17,224	11,672	47.6
% of Net Sales	14.4	15.9		21.3		14.3		19.0	15.0	
Other Expenses	8,492	7,681	10.6	7,826	8.5	8,214	3.4	31,470	31,974	(1.6)
% of Net Sales	39.2	41.3		42.1		40.9		34.7	41.1	
Total	16,761	15,164	10.5	16,673	0.5	15,717	6.6	69,997	61,948	13.0
EBITDA	4,907	3,424	43.3	4,143	18.4	4,355	12.7	20,654	15,879	30.1
Margins (%)	22.6	18.4		19.9		21.7		22.8	20.4	
Other Income	154	130	18.4	175	(12.0)	198	(22.2)	700	669	4.6
Interest	696	353	97.2	680	2.3	676	3.0	2,829	1,844	53.4
Depreciation	1,015	910	11.5	1,040	(2.4)	1,022	(0.7)	4,386	3,856	13.7
PBT	3,350	2,292	46.2	2,598	29.0	2,855	17.4	14,139	10,848	30.3
Tax	838	561	49.4	649	29.0	485	72.7	3,535	1,977	78.8
Tax rate %	25.0	24.5		25.0		17.0		25.0	18.2	
PAT	2,512	1,731	45.1	1,948	28.9	2,370	6.0	10,604	8,872	19.5
Share in (loss)/profit of associate	29	6	394.9	30	(2.7)	46		150	115	30.2
Minority Interest	65	80	(19.0)	60	8.3	41		350	352	(0.5)
EO items	(126)	(2)	6,215.0	-	NA	536	NA	-	893	NA
Reported PAT	2,603	1,659	56.9	1,918	35.7	1,839	41.5	10,404	7,742	34.4

Source: Company, PL

Exhibit 2: Hospital revenue grows 19% YoY, while diagnostic revenue up +6% YoY

Revenues	1QFY26	1QFY25	YoY gr. (%)	4QFY25	QoQ gr. (%)	FY25	FY24	YoY gr. (%)
Hospital	18,380	15,490	18.7	17,012	8.0	65,280	56,860	14.8
% of Total Sales	84.8	83.4		84.8		83.9	82.5	
Diagnostic	3,288	3,090	6.4	3,060	<i>7</i> .5	12,539	12,070	3.9
% of Total Sales	15.2	16.6		15.2		16.1	17.5	
Total Revenues	21,668	18,580	16.6	20,072	8.0	77,819	68,930	12.9

Source: Company, PL

Exhibit 3: Hospital/ Diagnostic EBITDA improves ~42%/ ~55% YoY

EBITDA	1QFY26	1QFY25	YoY gr. (%)	4QFY25	QoQ gr. (%)	FY25	FY24	YoY gr. (%)
Hospital	4,060	2,870	41.5	3,720	9.1	13,390	10,580	26.6
OPM (%)	22.1	18.5		21.9		20.5	18.6	
Diagnostic	850	550	54.5	630	34.9	2,490	2,090	19.1
OPM (%)	25.9	17.8		20.6		19.9	17.3	
Total EBITDA	4,910	3,420	43.6	4,350	12.9	15,880	12,670	25.3

Source: Company, PL

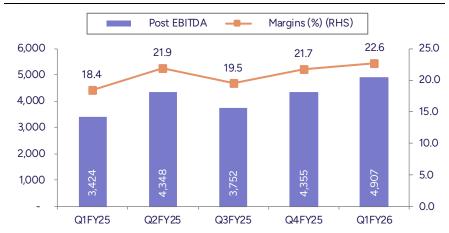


Exhibit 4: 11 hospitals in +20% margin bracket contribute to ~75% of revenue

EBITDA for 9MFY25	No. of facilities (#)	Revenue contribution (%)	Beds (#)	ARPOB (Rs mn)	Occupancy (%)
>20%	11	75	2,888	28.3	71
15-20%	3	12	595	22.3	74
10-15%	1	1	46	18.7	51
<10%	6	11	714	20.2	58
Total/Average	21	99	4,243	22.4	64

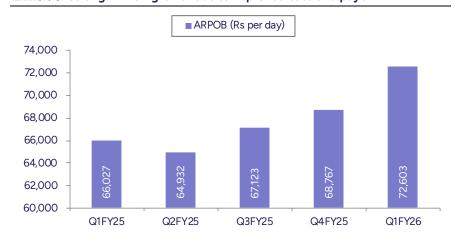
Source: Company, PL; Note: <10% EBITDA margin facilities include Ludhiana 2 (commissioned in Dec'23) and Manesar (commissioned in Sep'24)

Exhibit 5: Margin expands by ~360bps YoY and 20bps QoQ led by both segments



Source: Company, PL

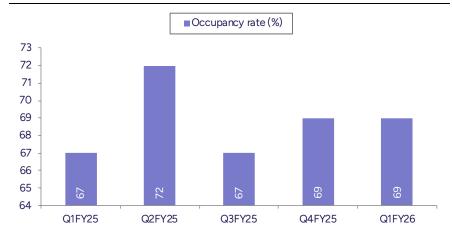
Exhibit 6: Strong ARPOB growth due to improved case and payor mix



Source: Company, PL

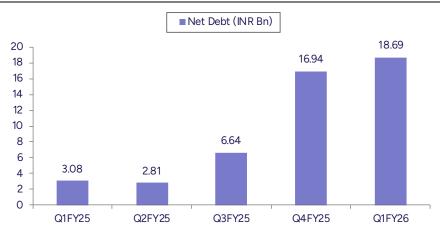


Exhibit 7: Occupancy improves 200bps YoY



Source: Company, PL

Exhibit 8: Net debt increases by Rs1.75bn QoQ



Source: Company, PL



Financials

Incomo	Statement	(Dcm)
income	Statement	(RS M)

Income Statement (Rs m)				
Y/e Mar	FY24	FY25	FY26E	FY27E
Net Revenues	68,930	77,827	90,651	1,03,294
YoY gr. (%)	9.5	12.9	16.5	13.9
Cost of Goods Sold	16,187	18,302	21,303	24,274
Gross Profit	52,743	59,525	69,348	79,020
Margin (%)	76.5	76.5	76.5	76.5
Employee Cost	11,195	11,672	17,224	19,626
Other Expenses	28,871	31,974	31,470	34,791
EBITDA	12,677	15,879	20,654	24,603
YoY gr. (%)	15.1	25.3	30.1	19.1
Margin (%)	18.4	20.4	22.8	23.8
Depreciation and Amortization	3,425	3,856	4,386	4,722
EBIT	9,252	12,023	16,268	19,881
Margin (%)	13.4	15.4	17.9	19.2
Net Interest	1,310	1,844	2,829	2,424
Other Income	383	669	700	800
Profit Before Tax	8,325	10,848	14,139	18,257
Margin (%)	12.1	13.9	15.6	17.7
Total Tax	2,128	1,977	3,535	4,564
Effective tax rate (%)	25.6	18.2	25.0	25.0
Profit after tax	6,198	8,872	10,604	13,693
Minority interest	463	352	350	350
Share Profit from Associate	95	115	150	150
Adjusted PAT	5,829	8,635	10,404	13,493
YoY gr. (%)	13.2	48.1	20.5	29.7
Margin (%)	8.5	11.1	11.5	13.1
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	5,829	8,635	10,404	13,493
YoY gr. (%)	13.2	48.1	20.5	29.7
Margin (%)	8.5	11.1	11.5	13.1
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	5,829	8,635	10,404	13,493
Equity Shares O/s (m)	755	755	755	755
EPS (Rs)	7.7	11.4	13.8	17.9

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
Non-Current Assets				
Gross Block	94,085	1,03,442	1,15,942	1,23,942
Tangibles	94,085	1,03,442	1,15,942	1,23,942
Intangibles	-	-	-	-
Acc: Dep / Amortization	37,290	41,146	45,532	50,254
Tangibles	37,290	41,146	45,532	50,254
Intangibles	-	-	-	-
Net fixed assets	56,795	62,296	70,410	73,688
Tangibles	56,795	62,296	70,410	73,688
Intangibles	-	-	-	-
Capital Work In Progress	5,420	4,065	4,065	4,065
Goodwill	41,942	41,942	41,942	41,942
Non-Current Investments	2,298	1,691	1,691	1,691
Net Deferred tax assets	(1,119)	(1,253)	(1,253)	(1,253)
Other Non-Current Assets	-	-	-	-
Current Assets				
Investments	-	-	-	-
Inventories	1,074	1,153	1,362	1,561
Trade receivables	6,278	7,845	9,639	11,050
Cash & Bank Balance	5,984	5,080	1,352	5,400
Other Current Assets	9,893	9,657	10,623	11,685
Total Assets	1,32,888	1,36,915	1,44,270	1,54,269
Equity				
Equity Share Capital	7,550	7,550	7,550	7,550
Other Equity	69,079	81,616	91,137	1,02,863
Total Networth	76,629	89,165	98,686	1,10,413
Non-Current Liabilities				
Long Term borrowings	7,409	20,857	19,857	16,857
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	1,175	1,096	1,096	1,096
Trade payables	7,278	8,076	10,024	11,492
Other current liabilities	24,205	7,996	4,532	3,987
Total Equity & Liabilities	1,32,888	1,36,915	1,44,270	1,54,269

Source: Company Data, PL Research



Cash	Flow	(Rs m)	١

Y/e Mar	FY24	FY25	FY26E	FY27E
PBT	8,325	10,848	14,139	18,257
Add. Depreciation	3,425	3,856	4,386	4,722
Add. Interest	1,310	1,844	2,829	2,424
Less Financial Other Income	383	669	700	800
Add. Other	(37)	(115)	-	-
Op. profit before WC changes	13,023	16,434	21,354	25,403
Net Changes-WC	106	(218)	(4,484)	(1,751)
Direct tax	(2,128)	(1,977)	(3,535)	(4,564)
Net cash from Op. activities	11,001	14,239	13,335	19,088
Capital expenditures	(8,600)	(26,525)	(12,500)	(8,000)
Interest / Dividend Income	-	-	-	-
Others	(263)	954	150	150
Net Cash from Invt. activities	(8,864)	(25,571)	(12,350)	(7,850)
Issue of share cap. / premium	-	-	-	-
Debt changes	1,552	13,369	(1,000)	(3,000)
Dividend paid	(860)	(1,089)	(883)	(1,767)
Interest paid	(1,310)	(1,844)	(2,829)	(2,424)
Others	837	(9)	-	-
Net cash from Fin. activities	220	10,427	(4,712)	(7,190)
Net change in cash	2,357	(905)	(3,727)	4,048
Free Cash Flow	2,401	(12,286)	835	11,088

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q2FY25	Q3FY25	Q4FY25	Q1FY26
Net Revenue	19,884	19,283	20,072	21,667
YoY gr. (%)	12.3	14.8	12.4	16.6
Raw Material Expenses	4,608	4,535	4,630	5,141
Gross Profit	15,276	14,748	15,442	16,526
Margin (%)	76.8	76.5	76.9	76.3
EBITDA	4,348	3,752	4,355	4,907
YoY gr. (%)	31.7	32.1	14.3	43.3
Margin (%)	21.9	19.5	21.7	22.6
Depreciation / Depletion	951	973	1,022	1,015
EBIT	3,398	2,778	3,332	3,892
Margin (%)	17.1	14.4	16.6	18.0
Net Interest	364	452	676	696
Other Income	132	209	198	154
Profit before Tax	2,568	2,774	2,319	3,477
Margin (%)	12.9	14.4	11.6	16.0
Total Tax	680	251	485	838
Effective tax rate (%)	26.5	9.0	20.9	24.1
Profit after Tax	1,889	2,523	1,834	2,639
Minority interest	166	64	41	65
Share Profit from Associates	42	21	46	29
Adjusted PAT	1,765	2,479	1,839	2,603
YoY gr. (%)	1.6	84.1	2.9	56.9
Margin (%)	8.9	12.9	9.2	12.0
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	1,765	2,479	1,839	2,603
YoY gr. (%)	1.6	84.1	2.9	56.9
Margin (%)	8.9	12.9	9.2	12.0
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	1,765	2,479	1,839	2,603
Avg. Shares O/s (m)	-	-	-	-
EPS (Rs)	2.3	3.3	2.4	3.4

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY24	FY25	FY26E	FY27E
Per Share(Rs)				
EPS	7.7	11.4	13.8	17.9
CEPS	12.3	16.5	19.6	24.1
BVPS	101.5	118.1	130.7	146.2
FCF	3.2	(16.3)	1.1	14.7
DPS	-	-	-	-
Return Ratio(%)				
RoCE	11.2	12.2	14.1	16.0
ROIC	7.3	9.1	11.4	13.4
RoE	7.8	10.4	11.1	12.9
Balance Sheet				
Net Debt : Equity (x)	0.0	0.2	0.2	0.1
Net Working Capital (Days)	0	4	4	4
Valuation(x)				
PER	114.5	77.3	64.1	49.5
P/B	8.7	7.5	6.8	6.0
P/CEPS	72.1	53.4	45.1	36.6
EV/EBITDA	52.8	43.1	33.3	27.6
EV/Sales	9.7	8.8	7.6	6.6
Dividend Yield (%)	-	-	-	-

Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY24	FY25	FY26E	FY27E
Hospital	56,860	65,280	77,108	88,398
Diagnostic	12,070	12,539	13,542	14,896

Source: Company Data, PL Research





Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Apollo Hospitals Enterprise	BUY	8,350	7,616
2	Aster DM Healthcare	BUY	700	605
3	Aurobindo Pharma	BUY	1,300	1,079
4	Cipla	BUY	1,730	1,533
5	Divi's Laboratories	Accumulate	6,550	6,134
6	Dr. Reddy's Laboratories	Reduce	1,270	1,247
7	Eris Lifesciences	BUY	1,975	1,808
8	Fortis Healthcare	BUY	785	806
9	HealthCare Global Enterprises	BUY	620	560
10	Indoco Remedies	Hold	325	322
11	Ipca Laboratories	Accumulate	1,525	1,456
12	J.B. Chemicals & Pharmaceuticals	BUY	2,030	1,778
13	Jupiter Life Line Hospitals	BUY	1,720	1,451
14	Krishna Institute of Medical Sciences	BUY	725	695
15	Lupin	BUY	2,400	1,852
16	Max Healthcare Institute	BUY	1,300	1,300
17	Narayana Hrudayalaya	BUY	2,000	1,830
18	Rainbow Children's Medicare	BUY	1,725	1,541
19	Sun Pharmaceutical Industries	BUY	1,875	1,707
20	Sunteck Realty	BUY	650	427
21	Torrent Pharmaceuticals	Accumulate	4,000	3,623
22	Zydus Lifesciences	Accumulate	970	999

PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly

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ANALYST CERTIFICATION

(Indian Clients)

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