

APOLLO HOSPITALS

RESULT UPDATE

KEY DATA

| | |
|----------------------------------|--------------|
| Rating | BUY |
| Sector relative | Outperformer |
| Price (INR) | 7,809 |
| 12 month price target (INR) | 9,010 |
| 52 Week High/Low | 7,840/6,001 |
| Market cap (INR bn/USD bn) | 1,123/12.8 |
| Free float (%) | 70.7 |
| Avg. daily value traded (INR mn) | 3,209.1 |

SHAREHOLDING PATTERN

| | Jun-25 | Mar-25 | Dec-24 |
|----------|--------|--------|--------|
| Promoter | 29.34% | 29.34% | 29.33% |
| FII | 43.49% | 42.74% | 45.27% |
| DII | 21.34% | 22.29% | 19.98% |
| Pledge | 13.11% | 13.47% | 13.47% |

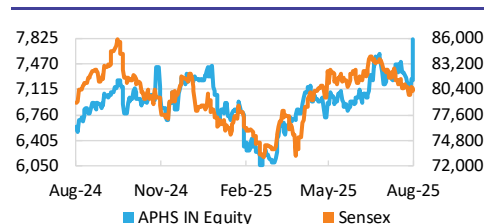
FINANCIALS

| | (INR mn) | | | |
|--------------------|----------|----------|----------|----------|
| Year to March | FY24A | FY25A | FY26E | FY27E |
| Revenue | 1,90,592 | 2,17,940 | 2,53,618 | 3,01,156 |
| EBITDA | 23,907 | 30,218 | 37,932 | 46,592 |
| Adjusted profit | 8,973 | 14,459 | 19,109 | 25,952 |
| Diluted EPS (INR) | 62.4 | 100.6 | 132.9 | 180.5 |
| EPS growth (%) | 25.0 | 61.1 | 32.2 | 35.8 |
| RoAE (%) | 13.7 | 19.1 | 20.8 | 22.7 |
| P/E (x) | 125.1 | 77.6 | 58.8 | 43.3 |
| EV/EBITDA (x) | 48.4 | 38.8 | 30.4 | 24.3 |
| Dividend yield (%) | 0.2 | 0 | 0 | 0 |

CHANGE IN ESTIMATES

| | Revised estimates | | % Revision | |
|-------------------|-------------------|---------|------------|-------|
| Year to March | FY26E | FY27E | FY26E | FY27E |
| Revenue | 253,618 | 301,156 | -0.2 | 0.9 |
| EBITDA | 37,932 | 46,592 | 1.6 | 2.9 |
| Adjusted profit | 19,109 | 25,952 | 2.3 | 4.3 |
| Diluted EPS (INR) | 132.9 | 180.5 | 2.3 | 4.3 |

PRICE PERFORMANCE



HealthCo delivers; sustained execution key

Apollo Hospitals's Q1FY26 EBITDA beat consensus by 6% led by lower 24/7 costs (down 20% YoY). HealthCo growth was impressive at 19% YoY while hospital's was in line with muted expectations (+11% YoY).

We expect hospitals business to gain pace from H2FY26 aided by phased bed expansion, uptick in international patients and improving specialty mix. In HealthCo, 24/7 cost reduction and pickup in insurance business reinforces confidence on end-FY26 digital business breakeven. The Keimed merger, front-end restructuring and potential listing in next 18 months could unlock value. Hence, we are raising HealthCo multiple to 26x (from 22x). We are raising FY26E/27E EBITDA by 2%/4%. Retain 'BUY' with a revised TP of INR9,010 (from INR8,635).

HealthCo performance impressive; hospitals in line with estimates

Hospital revenue growth was modest at 11% YoY (3% volume growth) with occupancy at 65%, hurt by Bangladesh patients. The margin however was healthy at 24.5% (+89bp YoY). HealthCo revenue expanded 19% YoY and EBITDA surged 4x YoY on the back of 20% YoY dip in 24/7 costs. GMV grew 8% QoQ (restated basis). Diagnostic revenue surged 31% YoY to INR1.5bn. PAT was INR4.3bn (+42% YoY).

Bed addition, revival in international patients to accelerate growth

With ~1,600 beds planned to be added in FY26 (~20% addition) and a calibrated operationalisation (~700 in FY26 and balance in FY27), Apollo is on track to grow hospital revenue at a 17% CAGR (FY25–27E) with limited impact on margin. The focus on international patients is encouraging with Apollo aiming to achieve 10% revenue by FY27 (from 5%) from new markets (Iraq, South East Asia, Africa and Middle East) to offset the Bangladesh impact. Insurance/cash segment volumes too are growing healthily at 7%/5%. Furthermore, increased robotic surgeries and focus on CONGO specialties besides cost efficiencies should ensure profitable growth in existing hospitals (13–14% growth with margin expanding to 25%).

24/7 spend cuts welcome; breakeven guidance intact; retain 'BUY'

The reduction in 24/7 costs due to improving unit economics is a welcome development, increasing our confidence on the end-FY26 breakeven guidance. The offline pharmacy segment is poised for 17–18% revenue growth on the back of addition of 600 stores/year. We also appreciate newer initiatives such as insurance and app monetisation bearing fruit. The Keimed scheme and listing of the omni-channel pharmacy business remain value-unlocking opportunities. Hence we are increasing HealthCo multiple to 26x (from 22x), in line with listed peer (Medplus) while keeping the hospital multiple intact, yielding a TP of INR9,010 (exhibit 1).

Financials

| Year to March | Q1FY26 | Q1FY25 | % Change | Q4FY25 | % Change |
|-------------------|--------|--------|----------|--------|----------|
| Net Revenue | 58,421 | 50,856 | 14.9 | 55,922 | 4.5 |
| EBITDA | 8,519 | 6,751 | 26.2 | 7,697 | 10.7 |
| Adjusted Profit | 4,328 | 3,052 | 41.8 | 3,896 | 11.1 |
| Diluted EPS (INR) | 30.1 | 21.2 | 41.8 | 27.1 | 11.1 |

Financial Statements

Income Statement (INR mn)

| Year to March | FY24A | FY25A | FY26E | FY27E |
|------------------------|----------|----------|----------|----------|
| Total operating income | 1,90,592 | 2,17,940 | 2,53,618 | 3,01,156 |
| Gross profit | 92,537 | 1,04,840 | 1,23,005 | 1,46,061 |
| Employee costs | 24,937 | 27,692 | 31,347 | 35,673 |
| Other expenses | 43,693 | 46,930 | 53,725 | 63,795 |
| EBITDA | 23,907 | 30,218 | 37,932 | 46,592 |
| Depreciation | 6,870 | 7,575 | 8,230 | 8,443 |
| Less: Interest expense | 4,494 | 4,585 | 5,543 | 5,757 |
| Add: Other income | 1,063 | 2,003 | 2,487 | 3,661 |
| Profit before tax | 13,786 | 20,391 | 26,985 | 36,474 |
| Prov for tax | 4,455 | 5,340 | 7,093 | 9,597 |
| Less: Other adj | 19 | 0 | 0 | 0 |
| Reported profit | 8,986 | 14,459 | 19,109 | 25,952 |
| Less: Excp. item (net) | 13 | 0 | 0 | 0 |
| Adjusted profit | 8,973 | 14,459 | 19,109 | 25,952 |
| Diluted shares o/s | 144 | 144 | 144 | 144 |
| Adjusted diluted EPS | 62.4 | 100.6 | 132.9 | 180.5 |
| DPS (INR) | 15.0 | 0 | 0 | 0 |
| Tax rate (%) | 32.3 | 26.2 | 26.3 | 26.3 |

Important Ratios (%)

| Year to March | FY24A | FY25A | FY26E | FY27E |
|--------------------------|-------|-------|-------|-------|
| Gross margin (%) | 48.6 | 48.1 | 48.5 | 48.5 |
| Net debt/EBITDA | 0.6 | 0.8 | 0.2 | (0.3) |
| Working cap (% of sales) | 3.2 | 5.8 | 3.6 | 3.6 |
| EBITDA margin (%) | 12.5 | 13.9 | 15.0 | 15.5 |
| Net profit margin (%) | 4.7 | 6.6 | 7.5 | 8.6 |
| Revenue growth (% YoY) | 14.7 | 14.3 | 16.4 | 18.7 |
| EBITDA growth (% YoY) | 16.6 | 26.4 | 25.5 | 22.8 |
| Adj. profit growth (%) | 25.0 | 61.1 | 32.2 | 35.8 |

Assumptions (%)

| Year to March | FY24A | FY25A | FY26E | FY27E |
|------------------------|-------|-------|-------|-------|
| GDP (YoY %) | 6.5 | 6.3 | 6.5 | 6.5 |
| Repo rate (%) | 6.5 | 5.3 | 5.3 | 5.3 |
| USD/INR (average) | 84.0 | 82.0 | 81.0 | 81.0 |
| Hospitals Sales growth | 13.7 | 13.0 | 14.6 | 19.2 |
| ARPOB Growth | 11.3 | 5.4 | 3.0 | 5.5 |
| No. of operating beds | 7,945 | 8,025 | 9,397 | 9,702 |
| Occupancy rate | 65.0 | 68.0 | 72.8 | 68.0 |
| Offline Pharmacy gth. | 15.5 | 15.7 | 17.4 | 17.0 |
| AHLL sales growth | 10.9 | 13.8 | 14.5 | 14.3 |

Valuation Metrics

| Year to March | FY24A | FY25A | FY26E | FY27E |
|--------------------|-------|-------|-------|-------|
| Diluted P/E (x) | 125.1 | 77.6 | 58.8 | 43.3 |
| Price/BV (x) | 16.2 | 13.7 | 11.1 | 8.8 |
| EV/EBITDA (x) | 48.4 | 38.8 | 30.4 | 24.3 |
| Dividend yield (%) | 0.2 | 0 | 0 | 0 |

Source: Company and Nuvama estimates

Balance Sheet (INR mn)

| Year to March | FY24A | FY25A | FY26E | FY27E |
|----------------------|----------|----------|----------|----------|
| Share capital | 719 | 719 | 719 | 719 |
| Reserves | 68,635 | 81,404 | 1,00,513 | 1,26,465 |
| Shareholders funds | 69,354 | 82,123 | 1,01,232 | 1,27,184 |
| Minority interest | 3,851 | 4,406 | 5,188 | 6,114 |
| Borrowings | 31,619 | 52,752 | 52,752 | 52,752 |
| Trade payables | 23,686 | 22,405 | 27,554 | 32,719 |
| Other liabs & prov | 18,194 | 19,382 | 22,430 | 25,775 |
| Total liabilities | 1,67,531 | 2,06,574 | 2,34,662 | 2,70,050 |
| Net block | 65,662 | 73,504 | 80,774 | 87,831 |
| Intangible assets | 11,481 | 13,197 | 13,197 | 13,197 |
| Capital WIP | 8,447 | 7,710 | 7,710 | 7,710 |
| Total fixed assets | 85,590 | 94,411 | 1,01,681 | 1,08,738 |
| Non current inv | 3,087 | 10,817 | 10,817 | 10,817 |
| Cash/cash equivalent | 16,178 | 27,925 | 46,258 | 66,534 |
| Sundry debtors | 25,149 | 30,161 | 31,268 | 37,129 |
| Loans & advances | 1,708 | 1,873 | 1,873 | 1,873 |
| Other assets | 9,871 | 10,461 | 11,839 | 14,034 |
| Total assets | 1,67,531 | 2,06,574 | 2,34,662 | 2,70,050 |

Free Cash Flow (INR mn)

| Year to March | FY24A | FY25A | FY26E | FY27E |
|-----------------------|----------|----------|----------|----------|
| Reported profit | 8,986 | 14,459 | 19,109 | 25,952 |
| Add: Depreciation | 6,870 | 7,575 | 8,230 | 8,443 |
| Interest (net of tax) | 4,494 | 4,585 | 5,543 | 5,757 |
| Others | 5,447 | (822) | 7,875 | 10,523 |
| Less: Changes in WC | (1,928) | 427 | 5,712 | 455 |
| Operating cash flow | 19,202 | 21,364 | 39,376 | 41,533 |
| Less: Capex | (11,368) | (17,127) | (15,500) | (15,500) |
| Free cash flow | 7,834 | 4,237 | 23,876 | 26,033 |

Key Ratios

| Year to March | FY24A | FY25A | FY26E | FY27E |
|-----------------------|-------|-------|-------|-------|
| RoE (%) | 13.7 | 19.1 | 20.8 | 22.7 |
| RoCE (%) | 18.4 | 20.2 | 21.6 | 24.2 |
| Inventory days | 16 | 15 | 14 | 14 |
| Receivable days | 45 | 46 | 44 | 41 |
| Payable days | 80 | 74 | 70 | 71 |
| Working cap (% sales) | (0.4) | 2.4 | (0.2) | (0.3) |
| Gross debt/equity (x) | 0.4 | 0.6 | 0.5 | 0.4 |
| Net debt/equity (x) | 0.2 | 0.3 | 0.1 | (0.1) |
| Interest coverage (x) | 3.8 | 4.9 | 5.4 | 6.6 |

Valuation Drivers

| Year to March | FY24A | FY25A | FY26E | FY27E |
|-------------------|-------|-------|-------|-------|
| EPS growth (%) | 25.0 | 61.1 | 32.2 | 35.8 |
| RoE (%) | 13.7 | 19.1 | 20.8 | 22.7 |
| EBITDA growth (%) | 16.6 | 26.4 | 25.5 | 22.8 |
| Payout ratio (%) | 24.0 | 0 | 0 | 0 |

Q1FY26 conference call: Key highlights

Hospitals

- **Revenue:** Mid-teens revenue growth can be seen in the hospitals business. 13–14% growth from existing and 10% in total over three years from new facilities is likely.
- **EBITDA:** Room for margin expansion exists and aim is to move it to 25%. The new hospitals can add to INR1.5bn losses over two years. Strategy in place to achieve breakeven in 12 months. Do not think it will not meaningfully impact the EBITDA due to their low quantum on the large base. 100bps marginal dip is expected.
- Capacity expansion plan remains on track. 700 beds will be operationalised in FY26 and balance ~800 beds in FY27 out of the ~1500 expansion plan.
- There is huge focus on volumes (5% in Q1FY26 adjusted for Bangladesh). Insurance volumes grew highest at 7% followed by cash patients at 5%. Cash and Insurance patients accounted for 84% of IP revenues.
- **International patients:** FY26 target is 7% of revenue and FY27 target is 10% of revenue from international patients (currently at 5%). Lowest volumes due to Bangladesh was in Nov-Dec 2024 and it has improved now, but not back to previous levels. International patients should see uptick in Q2 and Q3 as newer markets are tapped into (Africa, Middle East, SEA). Iraq is a new market that has been developed too with some patients coming to Chennai. Robotic surgeries are also doing good and this has resulted in 6% drop in ALOS as well. Volume growth will also come from clinical talent especially in metros.
- Almost all volume growth has come from CONGO. CONGO maintained strong momentum with 15% YoY revenue growth. ARPP has grown in healthy double digits in CONGO.
- ARPOB has been replaced by ARPP in the presentation from now on as Apollo believes it is a more accurate measure irrespective of ALOS. Some people were misleading that hospital inflation is higher than it actually is, based on ARPOB, ignoring the costs side and tech advancements.

HealthCo/Others

- **Digital business:** Breakeven at CM1 level already. EBITDA breakeven is expected by end of FY26. At GMV of INR8bn, breakeven can be expected.
- **FY26 GMV – INR30-32bn (25-30% YoY growth).** Certain businesses are being tightened. Revenue to GMV take rate guidance is unchanged at 45%.
- Insurance business has INR50mn revenue (INR70mn was the target). Some tech integrations are still in process. Apollo is getting a reasonably large number of customers who are buying from Star and NivaBupa. SBI is giving good quality customers. App monetisation is going on track.
- 24/7 EBITDA losses reduced due to conscious cost management and closer tracking of unit economics (CAC and cost of delivery).
- **GMV –** There has been a redefinition of GMV and numbers have been restated. This year onwards, new customer business will only be considered for GMV (in hospitals only; diagnostics and pharmacy remains same). The focus should be on revenue for hospital drive. On restated numbers, there is 8% QoQ growth (not -14% QoQ). Total 50% of the GMV for hospital business is from existing customers and now only new business will be considered.

- **Online pharmacy distribution and Apollo 24/7** – Margin was 15.4% because of renegotiated rates with service providers across diagnostics and IP/OP; better unit economics on pharmacy side; insurance uptick was also seen.
- Two players have entered the quick commerce business in Rx pharmacy side in last one month. But Apollo thinks that this is good for the industry as a whole as this will expand the digital market and given Apollo's strong supply chain and trust in it, it will hold on in the long run. Apollo will not be in a customer acquisition war.
- **Offline pharmacy EBITDA margin** – Increase can be expected from volume and scale and margin expansion can be expected in coming quarters. A new head for this segment will be coming as well.
- 120 stores have been added in Q1FY26. Plan is to add 600/annually. Central and South region is the focus in terms of geography. Revenue growth of 17-18% can be expected due to the expansion plan.
- Apollo HealthCo will be separately listed by Q4FY27. By that time, Keimed merger would also be done. Company expects to achieve INR250bn of run rate annualized revenue in Q4FY27 with 7% EBITDA margin. Entire scheme is expected to get complete by end of FY27. Keimed margin guidance is 3.1% going up to 3.5% (most of this will come from scale apart from cost efficiencies).
- **Scheme synergies** – Integration synergies like people, cost and technology. On the product side, there is huge scope to drive private label and generics.
- **Diagnostics margin** – A central reference lab was opened in Chennai recently and there were one-off costs in Q1FY26. 10.3% is the adjusted EBITDA margin.

Exhibit 1: SotP valuation

| Valuation | Jun-27 |
|---|-----------|
| Healthcare services business | |
| Multiple (EV/EBITDA) | 26 |
| EBITDA post Ind AS 116 | 37,726 |
| EV | 9,88,432 |
| Less: Net debt | (9,323) |
| Equity value | 9,97,754 |
| Apollo HealthCo business | |
| Multiple (EV/EBITDA) | 26 |
| EBITDA post 24/7 (incl Keimed) (proforma) | 15,255 |
| EV | 3,96,633 |
| Less: Net debt | 18,000 |
| Equity value | 3,78,633 |
| ~60% stake | 2,27,180 |
| AHLL (67% stake) (30x EBITDA) | 62,761 |
| Equity value | 61,161 |
| Other JVs and associates | 6,600 |
| Total EV | 14,54,426 |
| Total Equity Value | 12,92,696 |
| No. of shares | 144 |
| Value per share | 9,010 |

Source: Company, Nuvama Research

Exhibit 2: Segmental details (INR mn)

| Segmental Revenues | Q1FY26 | Q1FY25 | Y-o-Y (%) | Q4FY25 | QoQ (%) |
|------------------------------------|--------|--------|-----------|--------|---------|
| Healthcare services | 29,351 | 26,373 | 11.3 | 28,220 | 4.0 |
| Offline pharmacy | 21,634 | 18,369 | 17.8 | 20,844 | 3.8 |
| Online 24/7 sales | 3,085 | 2,452 | 25.8 | 2,919 | 5.7 |
| GMV 24/7 | 6,825 | 5,532 | 23.4 | 6,319 | 8.0 |
| Clinics | 4,351 | 3,661 | 18.8 | 3,940 | 10.4 |
| Segmental EBITDA (post Ind AS-116) | Q1FY26 | Q1FY25 | Y-o-Y (%) | Q4FY25 | QoQ (%) |
| Healthcare services | 7,179 | 6,217 | 15.5 | 6,863 | 4.6 |
| Pharmacy | 938 | 225 | 316.9 | 363 | 158.4 |
| 24/7 costs | 1,208 | 1,496 | (19.3) | 1,603 | (24.6) |
| Clinics | 403 | 309 | 30.4 | 472 | (14.6) |
| Segmental EBITDA margin | Q1FY26 | Q1FY25 | | Q4FY25 | |
| Healthcare services | 24.5 | 23.6 | | 24.3 | |
| Pharmacy | 3.8 | 1.1 | | 1.5 | |
| Clinics | 9.3 | 8.4 | | 12.0 | |

Source: Company, Nuvama Research

Exhibit 3: Actuals versus estimates (INR mn)

| | Q1FY26 | Q1FY25 | Y-o-Y (%) | Q4FY25 | QoQ (%) | Nuvama estimates | Deviation (%) | Consensus | Deviation (%) |
|------------------------------|--------|--------|-----------|--------|---------|------------------|---------------|-----------|---------------|
| Net Revenue | 58,421 | 50,856 | 14.9 | 55,922 | 4.5 | 57,714 | 1.2 | 57,714 | 1.2 |
| Raw material costs | 30,476 | 26,230 | 16.2 | 29,286 | 4.1 | 29,896 | 1.9 | | |
| Gross profit | 27,945 | 24,626 | 13.5 | 26,636 | 4.9 | 27,818 | 0.5 | | |
| Gross margin(%) | 47.8 | 48.4 | (59) | 47.6 | 20 | 48.2 | | | |
| Employee costs | 7,126 | 6,581 | 8.3 | 7,246 | (1.7) | 7,358 | (3.2) | | |
| Administrative costs | 12,300 | 11,294 | 8.9 | 11,693 | 5.2 | 12,524 | (1.8) | | |
| EBITDA | 8,519 | 6,751 | 26.2 | 7,697 | 10.7 | 7,936 | 7.4 | 8,004 | 6.4 |
| EBITDA margin (%) | 14.6 | 13.3 | 131 | 13.8 | 82 | 13.8 | | 13.9 | |
| Net finance expense (Income) | 1,083 | 1,164 | (7.0) | 1,148 | (5.7) | 1,200 | (9.8) | | |
| Depreciation | 2,147 | 1,774 | 21.0 | 2,110 | 1.8 | 2,000 | 7.3 | | |
| Other income | 402 | 372 | 8.1 | 611 | (34.2) | 500 | (19.6) | | |
| PBT | 5,691 | 4,185 | 36.0 | 5,050 | 12.7 | 5,236 | 8.7 | | |
| Income tax expense | 1,417 | 1,145 | 23.8 | 1,010 | 40.3 | 1,466 | (3.3) | | |
| PAT | 4,328 | 3,052 | 41.8 | 3,896 | 11.1 | 3,665 | 18.1 | | |
| Extraordinaries (loss)/gain | 0 | 0 | - | 0 | - | 0 | | | |
| Adjusted PAT | 4,328 | 3,052 | 41.8 | 3,896 | 11.1 | 3,665 | 18.1 | 3,773 | 14.7 |
| Adjusted EPS | 30.1 | 21.2 | 42 | 27 | 11 | 25 | 18.1 | | |

Source: Company, Nuvama Research

Exhibit 4: Segmental breakdown (INR mn)

| | FY20 | FY21 | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E | FY28E |
|---------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Revenue breakdown | 1,12,468 | 1,06,581 | 1,39,609 | 1,66,125 | 1,90,592 | 2,17,940 | 2,53,618 | 3,01,156 | 3,49,515 |
| Growth | 17% | -5% | 31% | 19% | 15% | 14% | 16% | 19% | 16% |
| Healthcare services | 57,298 | 51,003 | 74,783 | 86,769 | 98,670 | 1,11,475 | 1,27,743 | 1,52,312 | 1,75,921 |
| Growth | 11% | -11% | 47% | 16% | 14% | 13% | 15% | 19% | 16% |
| Apollo HealthCo | 48,206 | 48,760 | 53,451 | 67,045 | 78,269 | 90,930 | 1,08,083 | 1,28,512 | 1,50,352 |
| Pharmacy -offline | 48,206 | 48,760 | 53,451 | 59,951 | 69,268 | 80,143 | 94,111 | 1,10,110 | 1,28,829 |
| Growth | 24% | 1% | 10% | 12% | 16% | 16% | 17% | 17% | 17% |
| Online pharma/24/7 | | | | 7,094 | 9,001 | 10,787 | 13,972 | 18,402 | 21,523 |
| AHLL | 6,964 | 6,818 | 11,375 | 12,311 | 13,653 | 15,535 | 17,792 | 20,332 | 23,242 |
| Vaccines | | | 4,910 | | | | | | |
| | FY20 | FY21 | FY22 | FY23 | FY24 | FY25 | FY26E | FY27E | FY28E |
| EBITDA breakup | 15,873 | 11,374 | 21,851 | 20,496 | 23,907 | 30,218 | 37,932 | 46,592 | 56,384 |
| Growth | 49% | -28% | 92% | -6% | 17% | 26% | 26% | 23% | 21% |
| Healthcare services | 10,751 | 6,926 | 17,599 | 21,332 | 23,559 | 27,006 | 31,037 | 36,111 | 42,573 |
| Apollo HealthCo | 4,452 | 3,932 | 4,089 | (1,954) | (815) | 1,675 | 5,017 | 7,817 | 10,206 |
| Offline pharmacy | 4,452 | 3,932 | 4,089 | 4,742 | 5,231 | 6,124 | 7,412 | 8,889 | 10,644 |
| Online pharma/24/7 | - | - | - | (6,696) | (6,046) | (4,449) | (2,395) | (1,072) | (438) |
| AHLL | 671 | 768 | 1,621 | 1,181 | 1,167 | 1,537 | 2,061 | 2,858 | 3,732 |
| Vaccines | | | 706 | | | | | | |
| EBITDA margin | 14.1% | 10.7% | 15.7% | 12.3% | 12.5% | 13.9% | 15.0% | 15.5% | 16.1% |
| Healthcare services | 18.8% | 13.6% | 23.5% | 24.6% | 23.9% | 24.2% | 24.3% | 23.7% | 24.2% |
| Apollo HealthCo | | | | -2.9% | -1.0% | 1.8% | 4.6% | 6.1% | 6.8% |
| Offline pharmacy | 9.2% | 8.1% | 7.6% | 7.9% | 7.6% | 7.6% | 7.9% | 8.1% | 8.3% |
| Online pharma/24/7 | 0.0% | 0.0% | 0.0% | -11.2% | -8.7% | -5.6% | -2.5% | -1.0% | -0.3% |
| AHLL | 9.6% | 11.3% | 14.3% | 9.6% | 8.5% | 9.9% | 11.6% | 14.1% | 16.1% |
| | 15,874 | 11,626 | 24,015 | 20,559 | 23,911 | 30,218 | 38,115 | 46,786 | 56,511 |
| PAT | 3,243 | 1,130 | 8,497 | 6,914 | 9,047 | 14,459 | 19,109 | 25,952 | 33,349 |
| EPS | 23 | 8 | 59 | 48 | 62.9 | 101 | 133 | 180 | 232 |

Source: Company, Nuvama Research

Exhibit 5: Quarterly snapshot (INR mn)

| Year to March | Q1FY26 | Q1FY25 | % change | Q4FY25 | % change | FY25 | FY26E | FY27E |
|-----------------------------------|--------|--------|----------|--------|----------|----------|----------|----------|
| Net Revenue | 58,421 | 50,856 | 14.9 | 55,922 | 4.5 | 2,17,940 | 2,53,618 | 3,01,156 |
| Cost of revenue | 30,476 | 26,230 | 16.2 | 29,286 | 4.1 | 1,13,100 | 1,30,613 | 1,55,095 |
| Gross profit | 27,945 | 24,626 | 13.5 | 26,636 | 4.9 | 1,04,840 | 1,23,005 | 1,46,061 |
| Employee cost | 7,126 | 6,581 | 8.3 | 7,246 | (1.7) | 27,692 | 31,347 | 35,673 |
| Administrative cost | 12,300 | 11,294 | 8.9 | 11,693 | 5.2 | | | |
| EBITDA | 8,519 | 6,751 | 26.2 | 7,697 | 10.7 | 30,218 | 37,932 | 46,592 |
| EBITDA margin (%) | 14.6 | 13.3 | | 13.8 | 81.8 | 14 | 15 | 15 |
| Depreciation | 2,147 | 1,774 | 21.0 | 2,110 | 1.8 | 7,575 | 8,230 | 8,443 |
| EBIT | 6,372 | 4,977 | 28.0 | 5,587 | 14.1 | 22,643 | 29,703 | 38,149 |
| Less: Interest Expense | 1,083 | 1,164 | (7.0) | 1,148 | (5.7) | 4,585 | 5,543 | 5,757 |
| Add: Other income | 402 | 372 | 8.1 | 611 | (34.2) | 2,003 | 2,487 | 3,661 |
| Add: Exceptional items | 0 | 0 | | 0 | | 0 | 0 | 0 |
| Profit before tax | 5,691 | 4,185 | 36.0 | 5,050 | 12.7 | 20,061 | 26,647 | 36,053 |
| Less: Provision for Tax | 1,417 | 1,145 | 23.8 | 1,010 | 40.3 | 5,340 | 7,093 | 9,597 |
| Reported Profit | 4,328 | 3,052 | 41.8 | 3,896 | 11.1 | 14,459 | 19,109 | 25,952 |
| Adjusted Profit | 4,328 | 3,052 | 41.8 | 3,896 | 11.1 | 14,459 | 19,109 | 25,952 |
| No. of Diluted shares outstanding | 144 | 144 | | 144 | | 144 | 144 | 144 |
| Adjusted Diluted EPS | 30 | 21 | 41.8 | 27 | 11.1 | 101 | 133 | 180 |
| as % of revenues | | | | | | | | |
| Cost of revenue | 52.2 | 51.6 | | 52.4 | | 51.9 | 51.5 | 51.5 |
| Operating profit | 10.9 | 9.8 | | 10.0 | | 10.4 | 11.7 | 12.7 |
| Net profit | 7.4 | 6.0 | | 7.0 | | 6.6 | 7.5 | 8.6 |
| Tax rate | 24.9 | 27.4 | | 20.0 | | 26.6 | 26.6 | 26.6 |

Source: Company, Nuvama Research

Company Description

Apollo Hospitals is widely recognised as the pioneer of private healthcare in India, and was the country's first corporate hospital. The Apollo Hospitals Group, which started as a 150-bed hospital in Chennai in 1983 and today operates 7,000-plus beds across 70 hospitals. The Group has emerged as the foremost integrated healthcare provider in Asia with mature group companies that specialise in insurance, pharmacy, consultancy, clinics and many such key touch points of the ecosystem.

The group includes hospitals, pharmacies, primary care and diagnostic clinics, and telemedicine centres panning the length and breadth of India. As an integrated healthcare services provider—health insurance services, global projects consultancy capability, medical education centres and a research foundation—with focus on global clinical trials, epidemiological studies, stem cell & genetic research, Apollo has been at the forefront of medical breakthroughs. Its most recent investment went towards commissioning the first Proton Therapy Center in Chennai, India.

Investment Theme

APHS hospital business is on a solid footing as it: i) focuses on high-end surgical work, optimises payor mix and reconfigures beds to drive ARPOB growth; ii) aims to sustain 70%-plus occupancy; and iii) has a detailed ~3,000 bed addition plan for the next five years, which offers visibility. This capex cycle is backed by a healthy balance sheet with a net cash position.

The pharmacy business should grow in double-digits given new stores and product mix. The equity-raise strengthens its balance sheet for bolt-ons and has resulted in a net cash position. APHS's focus on the 24x7 digital app not only puts it ahead of the competition, but also act as a feeder for existing businesses.

Key Risks

- Not able to garner share in newer geographies; specialist physicians could disassociate or unable to attract talent.
- Upcoming capex cycle to dilute margin and RoCE
- Pharmacy business may underperform vis-à-vis expectations
- Regulatory intervention
- Subsidiaries may be unable to sustain profitability ahead

Additional Data

Management

| | |
|-------------------|------------------------------|
| Chairman | Dr. Prathap C Reddy |
| Vice Chairperson | Smt. Preetha Reddy |
| Vice Chairperson | Smt. Shobana Kamineni |
| Managing Director | Smt. Suneeta Reddy |
| Auditor | Deloitte Haskins & Sells LLP |

Holdings – Top 10*

| | % Holding | | % Holding |
|-----------------|-----------|-----------------|-----------|
| Sands Capital | 6.96 | LIC | 2.17 |
| Vanguard | 3.22 | Mirae | 1.76 |
| Schroders | 2.84 | HDFC AMC | 1.54 |
| Franklin Resour | 2.80 | SBI Funds | 1.54 |
| Blackrock | 2.75 | Artisan Partner | 1.52 |

*Latest public data

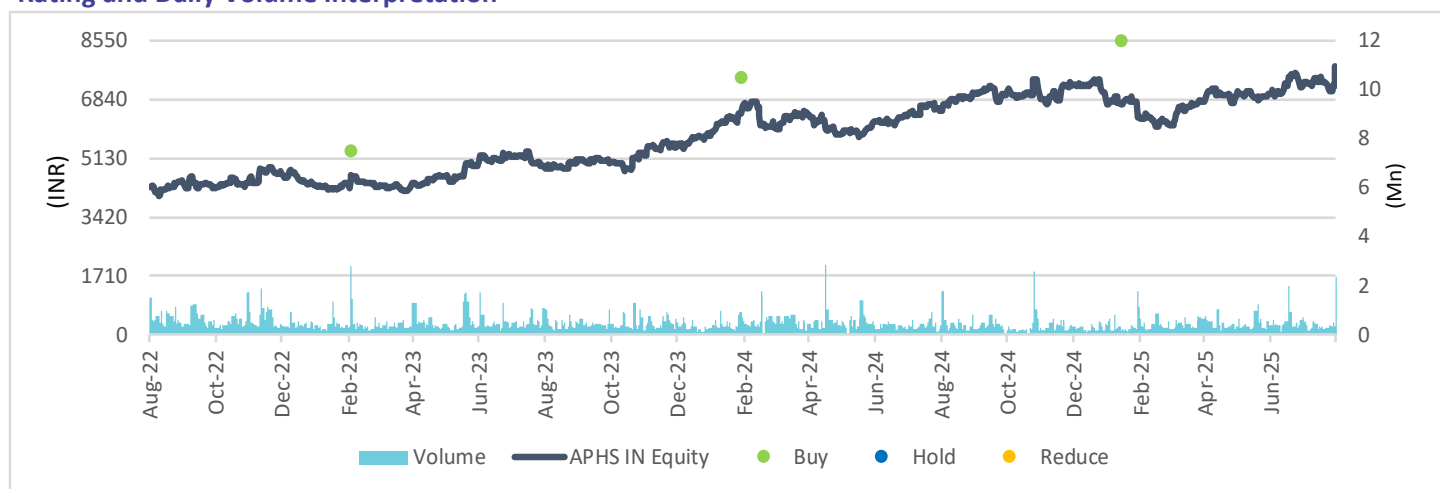
Recent Company Research

| Date | Title | Price | Reco |
|-----------|--|-------|------|
| 01-Jul-25 | Unlocking value through restructuring; <i>Company Update</i> | 7,496 | Buy |
| 31-May-25 | Pulse steady; horizons expanding; <i>Result Update</i> | 7,050 | Buy |
| 11-Feb-25 | Hospitals steady; 24/7 yet to pick up pa; <i>Result Update</i> | 6,317 | Buy |

Recent Sector Research

| Date | Name of Co./Sector | Title |
|-----------|-----------------------|--|
| 08-Aug-25 | Metropolis Healthcare | Focused execution to unlock growth; <i>Result Update</i> |
| 07-Aug-25 | Fortis Healthcare | Momentum building across both verticals; <i>Result Update</i> |
| 04-Aug-25 | Jupiter Hospital | Operationally strong; expansion on track; <i>Result Update</i> |

Rating and Daily Volume Interpretation



Source: Bloomberg, Nuvama research

Rating Rationale & Distribution: Nuvama Research

| Rating | Expected absolute returns over 12 months | Rating Distribution |
|--------|--|---------------------|
| Buy | 15% | 198 |
| Hold | <15% and >-5% | 70 |
| Reduce | <-5% | 36 |

DISCLAIMER

Nuvama Wealth Management Limited (defined as “NWML” or “Research Entity”) a company duly incorporated under the Companies Act, 1956 (CIN No L67110MH1993PLC344634) having its Registered office situated at 801- 804, Wing A, Building No. 3, Inspire BKC, G Block, Bandra Kurla Complex, Bandra East, Mumbai – 400 051 is regulated by the Securities and Exchange Board of India (“SEBI”) and is licensed to carry on the business of broking, Investment Adviser, Research Analyst and other related activities. Name of Compliance/Grievance officer: Mr. Atul Bapna, E-mail address: complianceofficer.nwm@nuvama.com Contact details +91 (22) 6623 3478 Investor Grievance e-mail address: grievance.nwm@nuvama.com

This Report has been prepared by NWML in the capacity of a Research Analyst having SEBI Registration No.INH000011316 and Enlistment no. 5723 with BSE and distributed as per SEBI (Research Analysts) Regulations 2014. This report does not constitute an offer or solicitation for the purchase or sale of any financial instrument or as an official confirmation of any transaction. Securities as defined in clause (h) of section 2 of the Securities Contracts (Regulation) Act, 1956 includes Financial Instruments and Currency Derivatives. The information contained herein is from publicly available data or other sources believed to be reliable. This report is provided for assistance only and is not intended to be and must not alone be taken as the basis for an investment decision. The user assumes the entire risk of any use made of this information. Each recipient of this report should make such investigation as it deems necessary to arrive at an independent evaluation of an investment in Securities referred to in this document (including the merits and risks involved), and should consult his own advisors to determine the merits and risks of such investment. The investment discussed or views expressed may not be suitable for all investors.

This information is strictly confidential and is being furnished to you solely for your information. This information should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject NWML and associates, subsidiaries / group companies to any registration or licensing requirements within such jurisdiction. The distribution of this report in certain jurisdictions may be restricted by law, and persons in whose possession this report comes, should observe, any such restrictions. The information given in this report is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This information is subject to change without any prior notice. NWML reserves the right to make modifications and alterations to this statement as may be required from time to time. NWML or any of its associates / group companies shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. NWML is committed to providing independent and transparent recommendation to its clients. Neither NWML nor any of its associates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including loss of revenue or lost profits that may arise from or in connection with the use of the information. Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein. Past performance is not necessarily a guide to future performance. The disclosures of interest statements incorporated in this report are provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. The information provided in these reports remains, unless otherwise stated, the copyright of NWML. All layout, design, original artwork, concepts and other Intellectual Properties, remains the property and copyright of NWML and may not be used in any form or for any purpose whatsoever by any party without the express written permission of the copyright holders.

NWML shall not be liable for any delay or any other interruption which may occur in presenting the data due to any reason including network (Internet) reasons or snags in the system, break down of the system or any other equipment, server breakdown, maintenance shutdown, breakdown of communication services or inability of the NWML to present the data. In no event shall NWML be liable for any damages, including without limitation direct or indirect, special, incidental, or consequential damages, losses or expenses arising in connection with the data presented by the NWML through this report.

We offer our research services to clients as well as our prospects. Though this report is disseminated to all the customers simultaneously, not all customers may receive this report at the same time. We will not treat recipients as customers by virtue of their receiving this report.

NWML and its associates, officer, directors, and employees, research analyst (including relatives) worldwide may: (a) from time to time, have long or short positions in, and buy or sell the Securities, mentioned herein or (b) be engaged in any other transaction involving such Securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company/company(ies) discussed herein or act as advisor or lender/borrower to such company(ies) or have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of research report or at the time of public appearance. (c) NWML may have proprietary long/short position in the above mentioned scrip(s) and therefore should be considered as interested. (d) The views provided herein are general in nature and do not consider risk appetite or investment objective of any particular investor; readers are requested to take independent professional advice before investing. This should not be construed as invitation or solicitation to do business with NWML (e) Registration granted by SEBI and certification from NISM in no way guarantee performance of NWML or provide any assurance of returns to investors and clients.

NWML or its associates may have received compensation from the subject company in the past 12 months. NWML or its associates may have managed or co-managed public offering of securities for the subject company in the past 12 months. NWML or its associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. NWML or its associates may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. NWML or its associates have not received any compensation or other benefits from the Subject Company or third party in connection with the research report. Research analyst or his/her relative or NWML's associates may have financial interest in the subject company. NWML and/or its Group Companies, their Directors, affiliates and/or employees may have interests/ positions, financial or otherwise in the Securities/Currencies and other investment products mentioned in this report. NWML, its associates, research analyst and his/her relative may have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of research report or at the time of public appearance.

Participants in foreign exchange transactions may incur risks arising from several factors, including the following: (i) exchange rates can be volatile and are subject to large fluctuations; (ii) the value of currencies may be affected by numerous market factors, including world and national economic, political and regulatory events, events in equity and debt markets and changes in interest rates; and (iii) currencies may be subject to devaluation or government imposed exchange controls which could affect the value of the currency. Investors in securities such as ADRs and Currency Derivatives, whose values are affected by the currency of an underlying security, effectively assume currency risk.

Research analyst has served as an officer, director or employee of subject Company: No

NWML has financial interest in the subject companies: No

NWML's Associates may have actual / beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report.

Research analyst or his/her relative has actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report: No

NWML has actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report: No

Subject company may have been client during twelve months preceding the date of distribution of the research report.

There were no instances of non-compliance by NWML on any matter related to the capital markets, resulting in significant and material disciplinary action during the last three years. A graph of daily closing prices of the securities is also available at www.nseindia.com

Analyst Certification:

The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

Additional Disclaimers**Disclaimer for U.S. Persons**

This research report is a product of NWML, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by NWML only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, NWML has entered into an agreement with a U.S. registered broker-dealer, Nuvama Financial Services Inc. (formerly Edelweiss Financial Services Inc.) ("NFSI"). Transactions in securities discussed in this research report should be effected through NFSI.

Disclaimer for U.K. Persons

The contents of this research report have not been approved by an authorised person within the meaning of the Financial Services and Markets Act 2000 ("FSMA").

In the United Kingdom, this research report is being distributed only to and is directed only at (a) persons who have professional experience in matters relating to investments falling within Article 19(5) of the FSMA (Financial Promotion) Order 2005 (the "Order"); (b) persons falling within Article 49(2)(a) to (d) of the Order (including high net worth companies and unincorporated associations); and (c) any other persons to whom it may otherwise lawfully be communicated (all such persons together being referred to as "relevant persons").

This research report must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this research report relates is available only to relevant persons and will be engaged in only with relevant persons. Any person who is not a relevant person should not act or rely on this research report or any of its contents. This research report must not be distributed, published, reproduced or disclosed (in whole or in part) by recipients to any other person.

Disclaimer for Canadian Persons

This research report is a product of NWML, which is the employer of the research analysts who have prepared the research report. The research analysts preparing the research report are resident outside the Canada and are not associated persons of any Canadian registered adviser and/or dealer and, therefore, the analysts are not subject to supervision by a Canadian registered adviser and/or dealer, and are not required to satisfy the regulatory licensing requirements of the Ontario Securities Commission, other Canadian provincial securities regulators, the Investment Industry Regulatory Organization of Canada and are not required to otherwise comply with Canadian rules or regulations regarding, among other things, the research analysts' business or relationship with a subject company or trading of securities by a research analyst.

This report is intended for distribution by NWML only to "Permitted Clients" (as defined in National Instrument 31-103 ("NI 31-103")) who are resident in the Province of Ontario, Canada (an "Ontario Permitted Client"). If the recipient of this report is not an Ontario Permitted Client, as specified above, then the recipient should not act upon this report and should return the report to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any Canadian person.

NWML is relying on an exemption from the adviser and/or dealer registration requirements under NI 31-103 available to certain international advisers and/or dealers. Please be advised that (i) NWML is not registered in the Province of Ontario to trade in securities nor is it registered in the Province of Ontario to provide advice with respect to securities; (ii) NWML's head office or principal place of business is located in India; (iii) all or substantially all of NWML's assets may be situated outside of Canada; (iv) there may be difficulty enforcing legal rights against NWML because of the above; and (v) the name and address of the NWML's agent for service of process in the Province of Ontario is: Bamac Services Inc., 181 Bay Street, Suite 2100, Toronto, Ontario M5J 2T3 Canada.

Disclaimer for Singapore Persons

In Singapore, this report is being distributed by Nuvama Investment Advisors Private Limited (NIAPL) (Previously Edelweiss Investment Advisors Private Limited ("EIAPL")) (Co. Reg. No. 201016306H) which is a holder of a capital markets services license and an exempt financial adviser in Singapore and (ii) solely to persons who qualify as "institutional investors" or "accredited investors" as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Pursuant to regulations 33, 34, 35 and 36 of the Financial Advisers Regulations ("FAR"), sections 25, 27 and 36 of the Financial Advisers Act, Chapter 110 of Singapore shall not apply to NIAPL when providing any financial advisory services to an accredited investor (as defined in regulation 36 of the FAR. Persons in Singapore should contact NIAPL in respect of any matter arising from, or in connection with this publication/communication. This report is not suitable for private investors.

Disclaimer for Hong Kong persons

This report is distributed in Hong Kong by Nuvama Investment Advisors (Hong Kong) Private Limited (NIAHK) (Previously Edelweiss Securities (Hong Kong) Private Limited (ESHK)), a licensed corporation (BOM -874) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to Section 116(1) of the Securities and Futures Ordinance "SFO". This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The report also does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of any individual recipients. The Indian Analyst(s) who compile this report is/are not located in Hong Kong and is/are not licensed to carry on regulated activities in Hong Kong and does not / do not hold themselves out as being able to do so.

INVESTMENT IN SECURITIES MARKET ARE SUBJECT TO MARKET RISKS. READ ALL THE RELATED DOCUMENTS CAREFULLY BEFORE INVESTING.

Abneesh Roy

Head of Research Committee

Abneesh.Roy@nuvama.com
