

## Metropolis Healthcare records consolidated revenue growth of 12.6% in FY20 - Industry Leading Performance

- Despite the Covid-19 outbreak, the company has reported a record revenue of **INR 856cr** in **FY20** against INR 760cr in FY19, **recording a growth of 12.6%**
- Reported **EBIDTA is INR 232cr** in FY20 against INR 206cr in FY19, **growth of 12.9%**
- **PAT before exceptional items is INR 147cr** in FY20 as against INR 129cr in FY19, resulting a **growth of 14.1%**

**Mumbai, May 29, 2020:** Metropolis Healthcare Ltd (NSE: METROPOLIS | BSE: 542650) - a leading diagnostic service provider - announced its audited consolidated financial results today for the financial year (FY20) ended March 31, 2020 and the fourth quarter (Q4FY20) ended March 31, 2020.

### FINANCIAL HIGHLIGHTS

	Revenue	B2C Revenue Share in Focus Cities	No of Tests
<b>FY20</b>	<b>INR 856Cr</b> +12.6% YoY	<b>56%</b> +400 bps	<b>19.62 Mn</b> +15.7% YoY
<b>Q4FY20</b>	<b>INR 206Cr</b> +2.7% YoY	<b>56%</b> +200 bps	<b>5.26 Mn</b> +7.1% YoY

“We are at frontlines of COVID 19 testing and our team is working with a deep sense of urgency and commitment to make sure that patients and doctors get reliable diagnosis as early as possible. The Pandemic has put the diagnostic industry at the cusp of a dynamic shift and established pathology chains like us are set to benefit and cement leadership position. Additionally, as business returns to normal, the momentum will shift in favour of COVID capable labs with customers increasingly choosing trusted brands that offer quality, safety, and reliability. Increased engagement with government and regulatory authorities has opened new avenues and possibilities in the future.

Digital transformation, a growing test menu, and a relentless pursuit of superior customer experience has made Metropolis stronger in our core markets even as we acquire market share in other geographies. We will continue to put quality, safety, and hygiene at the core of patient service.”

**Ameera Shah, Promoter and Managing Director, Metropolis Healthcare Ltd.**

**MEDIA RELEASE**

**GLOBAL ACCREDITATIONS FOR METROPOLIS**

The Global Reference Laboratory of Metropolis holds accreditation from the College of American Pathologists (CAP) since 2005 which is the gold standard in accreditations in our industry, globally.

Our clinical laboratories hold one or more of CAP, NABL, KENAS, ILAC or APLAC accreditations.

(CAP: College of American Pathologists; NABL: National Accreditation Board for Testing and Calibration Laboratories; KENAS: Kenya Accreditation Service; ILAC: International Laboratory Accreditation Cooperation, APLAC: Asia Pacific

**AWARDS AND ACCOLADES**

Our Company was awarded **Iconic Pathology Lab** Award by Mid-Day Health & Wellness Awards in September 2018

Metropolis received the **'Best Diagnostic Laboratory'** in India award at the Women's Health Conference 2019 supported by the Ministry of AYUSH & Ministry of Health & Family Welfare.

Our Company was awarded special jury mention for **"Service Excellence (Diagnostic Centre)"** by FICCI at the Healthcare Excellence Awards 2018

Our Company was awarded for **"Excellence in Customer Service & Delivery"** by Biotrains, 2018

Metropolis Healthcare won the **Best Temperature Controlled Project of the year** at the Cold Chain Summit Awards held in Mumbai, 2018

Metropolis Healthcare honored for **Excellence in Customer Service & Delivery** at the Home Healthcare Summit & Awards

Metropolis is one of the 1st Private Laboratory to commence Covid-19 testing in the country, five fully equipped and audited labs for COVID testing. Our dedicated COVID Lab in Maharashtra is also accredited by NABL for COVID 19 testing.

Despite the pandemic crisis and partial loss of revenue for the month of March FY20, the company recorded **ROCE of 40.0% and ROE to 27.0% in FY20**

Our Revenue growth is estimated at 15.1% in Q4FY20 and 15.9% in FY20 adjusting for Covid-19 impact. In March we lost Revenue and EBITDA of ~Rs. 25cr and ~Rs. 17cr respectively

Company's network as of Q4FY20 consists of 124 **laboratories** and **2,731 patient service centers**. We have initiated Service Network rationalization with a view to increase the productivity and efficiency of the network.

Revenue per patient stands at INR **856 in FY20** as compared to INR 854 in FY19

With strong Balance Sheet of zero-debt and **high cash reserves of INR 223cr**, Metropolis is poised to increase market share.

**OCF / EBITDA improved significantly to 92.7% in FY20** from 43.9% in FY19. Our OCF to EBITDA ratio is constantly increasing and with no large Capex requirements, Free Cash flows of the company will further strengthen Balance Sheet to support growth

A total of 49 new tests (1 in Infectious Molecular, 6 in Chemistry, 40 in molecular pathology and 2 in clinical genetics) have been validated and added to the test menu in Q4FY20 thus expanding our capabilities to conduct more specialized tests

Metropolis and its key management team won a total of 10 awards in FY20 including industry awards for Leader of Year, Patient Experience, Best IT practices, Best Network Optimization, Excellence in Logistics and Marketing Campaigns

## Some Awards won in FY20

- Our MD, **Ms. Ameera Shah** won the **Leader of the Year: NextGen award** at the CNBC-AWAAZ CEO Award organized by CNBC Awaaz held at Raipur
- Metropolis won the **Most Admired Healthcare Company of the Year** and our CEO, **Mr. Vijender Singh** won the **“Best Business Leader of the Year”** award at Business Leader of the Year Awards, 2020
- Lister Metropolis won the **Best Medical Diagnostic Company in Quality Excellence** award at the TANCARE 2020 organized by FICCI in association with the New Indian Express.
- Metropolis won the award for **Best IT Practices at the Data Center Summit, 2019 – October 2019**
- Metropolis won the **'Best Logistics Network Optimization'** & **'Best use of Technology in Logistics'** awards announced at the 5th Asian Supply Chain Thought Leadership Summit & Awards in Mumbai. November 2019
- Our Chairman, **Dr. Sushil Shah**, won the **'Lifetime Achievement Award'** at the South Asia Pacific Healthcare Summit & Business Awards, 2019 for his immense contribution to the diagnostic industry. December 2019
- Our MD, **Ms. Ameera Shah** won the **'Best Woman Entrepreneur of the Year'** in Healthcare Sector award at the ASSOCHAM Women Leadership & Empowerment Summit & Awards for her outstanding leadership and achievements in the diagnostic industry. December 2019
- Metropolis won the **Patient Experience team of the Year Award** at PEXA Awards 2019 in Delhi December 2019
- Metropolis also bagged **'Excellence in Logistics'** award at the **CII SCALE Awards 2019 - Supply Chain & Logistics Excellence Awards** organized by **Confederation of Indian Industries** December 2019
- Metropolis won a special mention as the **Best Performance-Driven Digital Campaign Award** at the InkSpell Drivers of Digital Awards 2019. December 2019

## Financial Highlights

In INR Crs	Q4FY20	Q4FY19	Y-o-Y	FY20	FY19	Y-o-Y
<b>Revenue from Operations</b>	<b>206</b>	<b>201</b>	<b>2.7%</b>	<b>856</b>	<b>760</b>	<b>12.6%</b>
<b>EBIDTA</b>	<b>52</b>	<b>57</b>	<b>-10.1%</b>	<b>232</b>	<b>206</b>	<b>12.9%</b>
<b>EBIDTA (%)</b>	<b>25.0%</b>	<b>28.6%</b>		<b>27.1%</b>	<b>27.0%</b>	
<b>Profit After Tax before exceptional items</b>	<b>29.3</b>	<b>35.9</b>	<b>-18.4%</b>	<b>147</b>	<b>129</b>	<b>14.1%</b>

**About Metropolis:** Metropolis Healthcare Ltd is a leading diagnostics company in India with a widespread presence across 19 states in India. Metropolis touches millions of lives each year by providing actionable health insights to patients and doctors. Metropolis offers a comprehensive range of 4000 plus tests and profiles that include advanced tests in diagnosis of cancer, neurological disorders, infectious diseases and an array of genetic abnormalities. Metropolis' commitment to quality and accuracy in each test is reinforced by its consistent CAP proficiency score of more than 98% over the past decade; which places it amongst the top 1% laboratories worldwide for quality assurance. Metropolis philosophy rests on the pillars of technological superiority, a warm patient centric approach and reliable diagnostic reports.

### Safe harbor statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

Press Release for Immediate Distribution



**For further details please contact:**

Company	Investor Relations Advisors:
 <p>Metropolis Healthcare Ltd. CIN -U73100MH2000PLC192798</p>	 <p>Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285</p>
<p><b>Ms. Nadhiya Mali – Corporate Communications</b> <a href="mailto:nadhiya.mali@metropolisindia.com">nadhiya.mali@metropolisindia.com</a> +91-8879009517  <a href="http://www.metropolisindia.com">www.metropolisindia.com</a></p>	<p><b>Mr. Shogun Jain / Mr. Sagar Shroff</b> <a href="mailto:shogun.jain@sgapl.net">shogun.jain@sgapl.net</a> / <a href="mailto:sagar.shroff@sgapl.net">sagar.shroff@sgapl.net</a> +91-77383 77756 / +91-9820519303  <a href="http://www.sgapl.net">www.sgapl.net</a></p>