



# **FORTIS HEALTHCARE LIMITED**

**EARNINGS PRESENTATION – Q3 FY26 and 9M FY26**

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February 13, 2026

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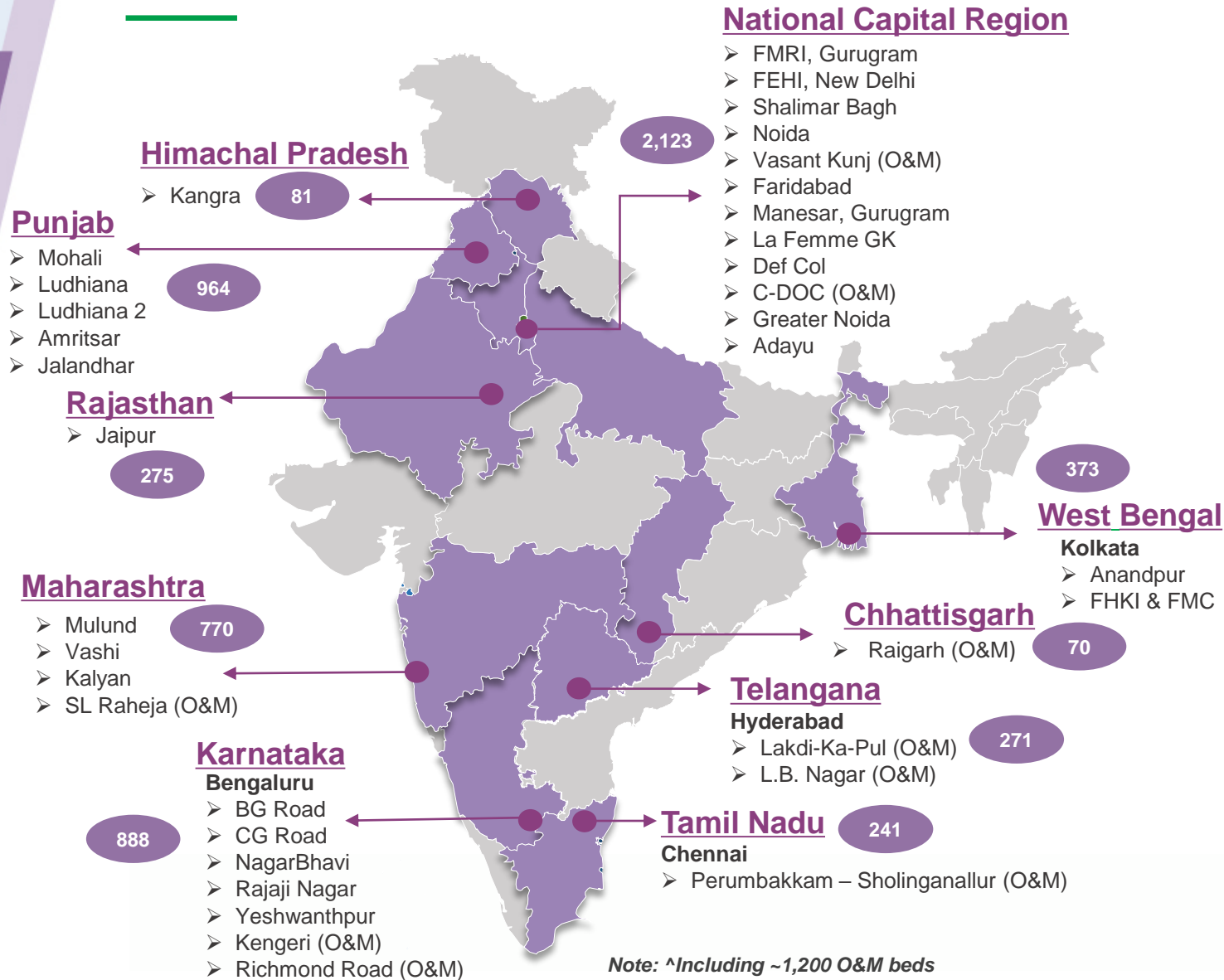
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# About Fortis Healthcare



Note: ^Including ~1,200 O&M beds  
# Including trainee nurses



**36 Healthcare Facilities**



**6,000+ Operational Beds<sup>^</sup>**



**~7,600 Doctors**



**9,400+ Nurses<sup>#</sup>**



**28,000+ employees**  
(including Agilus)



**4 JCI Accredited**



**33 NABH Accredited/  
Certified**

# AGENDA

1. Performance Highlights
  - Earnings and Financial Summary –  
Q3FY26 and 9MFY26
2. Performance Review - Hospital Business
3. Performance Review - Diagnostics Business
4. Clinical Excellence at Fortis
5. Appendix





**Q3FY26 and 9MFY26**  
**PERFORMANCE HIGHLIGHTS**

# Q3FY26 SNAPSHOT

Consolidated Revenue

**2,265 Crores**

 17.5%

Consolidated Op EBITDA

**505 Crores**  
(22.3% Margin)

 34.8%

Consolidated PBT<sup>1</sup>

**312 Crores**

 21.9%

Consolidated PAT<sup>1</sup>

**243 Crores**

 5.6%

Net Debt / (Cash)<sup>3</sup>

**2,547 Crores**

Net Debt to EBITDA<sup>2,3</sup>

**1.24x vs 0.41x**

1. Excluding exceptional items

2. Basis Q3FY26 annualized EBITDA; 3. Net Debt as on 31<sup>st</sup> Dec 2025

# 9MFY26 SNAPSHOT

Consolidated Revenue

**6,763 Crores**

 17.1%

Consolidated Op EBITDA

**1,553 Crores**  
(23.0% Margin)

 34.7%

Consolidated PBT<sup>1</sup>

**1,051 Crores**

 30.4%

Consolidated PAT<sup>1</sup>

**803 Crores**

 22.2%

Net Debt / (Cash)<sup>3</sup>

**2,547 Crores**

Net Debt to EBITDA<sup>2,3</sup>

**1.24x vs 0.41x**

1. Excluding exceptional items

2. Basis Q3FY26 annualized EBITDA; 3. Net Debt as on 31<sup>st</sup> Dec 2025

# KEY UPDATES

## Acquisition of People Tree Hospital, Yeshwanthpur, Bengaluru

**Dec'25 / Jan'26** : In Dec'25, Fortis through its wholly-owned subsidiary signed definitive agreements to acquire the 125-bedded People Tree Hospital in Yeshwanthpur, Bengaluru, for INR 430 Cr, through a 100% acquisition of TMI Healthcare Pvt. Ltd., along with the underlying land and building and an adjacent land parcel, enabling future expansion to over 300 beds. The transaction was consummated in Jan'26.



## Launch of 'Adayu', a Dedicated Facility Offering Specialised Mental Health Care

**Nov'25** : Fortis launched 'Adayu', a 36-bedded specialised mental health care facility located in Gurugram, offering evidence-based treatments through a multidisciplinary approach to deliver comprehensive, compassionate and world-class care.



# Q3FY26 SNAPSHOT

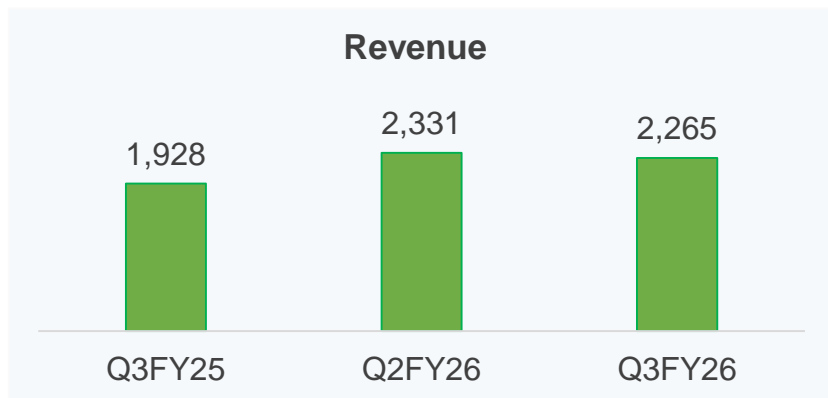
- Hospital business revenues grew 19.4% to INR 1,938 Cr versus INR 1,623 Cr in Q3FY25
- Hospital Business Operating EBITDA stood at INR 420 Cr, up 28.9%; while operating EBITDA margin was at 21.7% versus 20.0% in Q3FY25
- Q3FY26 hospital business ARPOB was at INR 2.56 Cr per annum vs INR 2.45 Cr in Q3FY25, up 4.5%
- Occupancy for the quarter stood at 67%, similar to corresponding previous period
- The company's diagnostics business reported gross revenues of INR 371 Cr versus INR 342 Cr in Q3FY25, up 8.3%
- Operating EBITDA Margin of the diagnostics business (basis gross revenues) stood at 23.1% versus 14.4% in Q3FY25. Excluding one offs\*, the Operating EBITDA Margin stood at 21.3% in Q3 FY25.

*\* In Q3FY25, one off expenses pertain primarily to rebranding expenses*

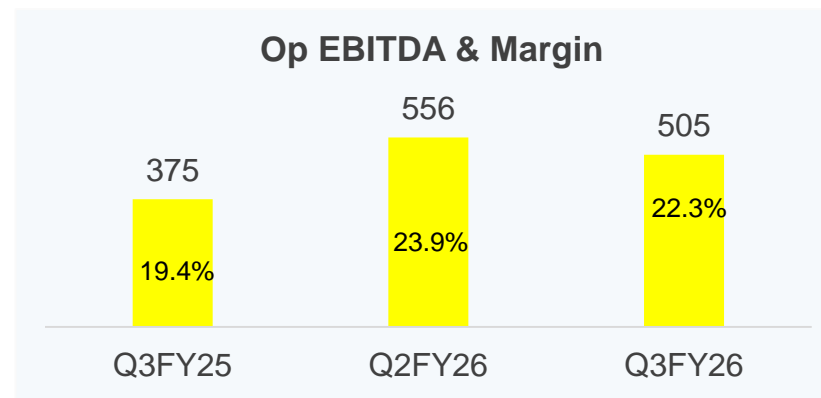


# CONSOLIDATED EARNINGS SUMMARY – Q3FY26

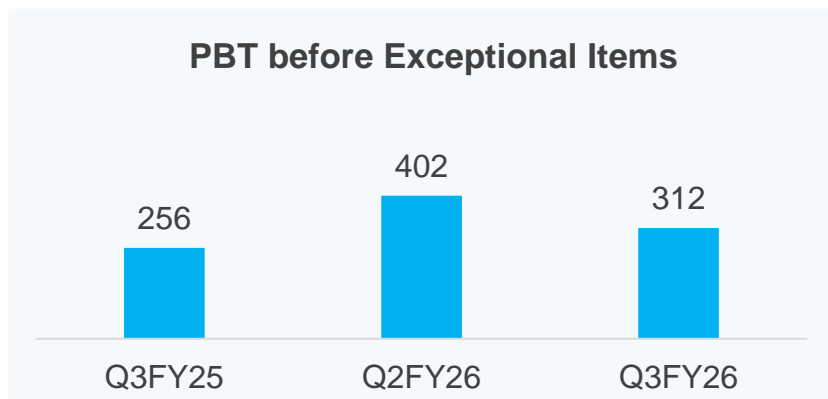
All figures in INR Cr



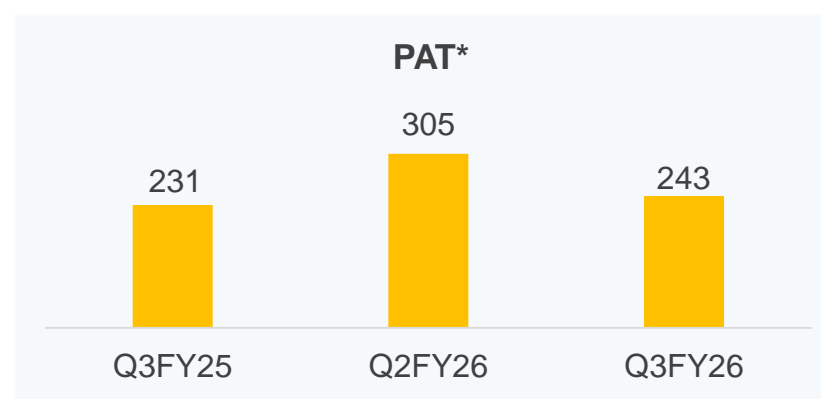
Up 17.5%



Up 34.8%



Up 21.9%



Up 5.6%

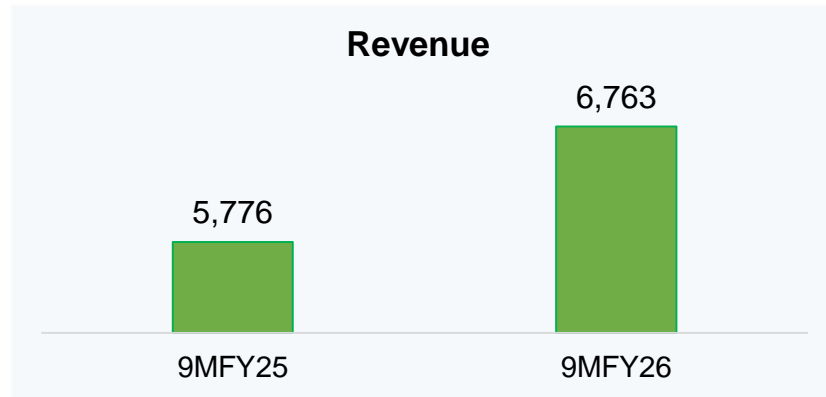
\* Q3FY26 PAT excludes exceptional loss of INR 55.2 Cr which pertains to one-time impact of new Labour Codes set off by reversal of impairment in an associate Company of INR 9.4 Cr, resulting in net impact of INR 45.9 Cr

\* Q2FY26 PAT excludes exceptional gain of INR 23.5 Cr which pertains primarily to reversal of impairment in an associate Company

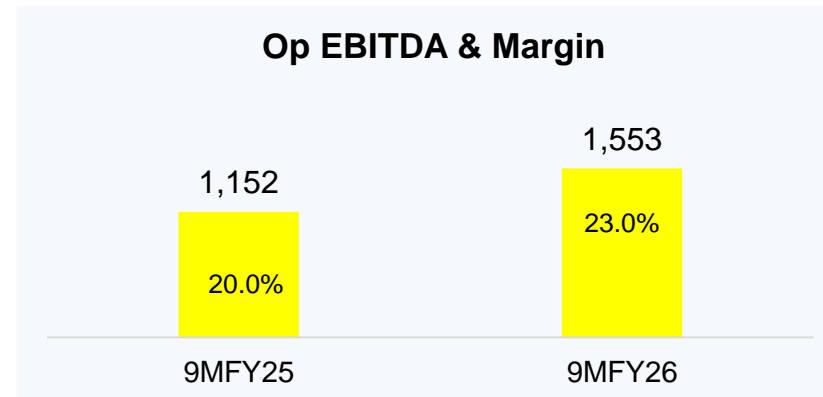
\* Q3FY25 PAT excludes exceptional gain of INR 23.8 Cr which pertains primarily related to the divestment of the Richmond Road, Bangalore facility in December 2024

# CONSOLIDATED EARNINGS SUMMARY – 9MFY26

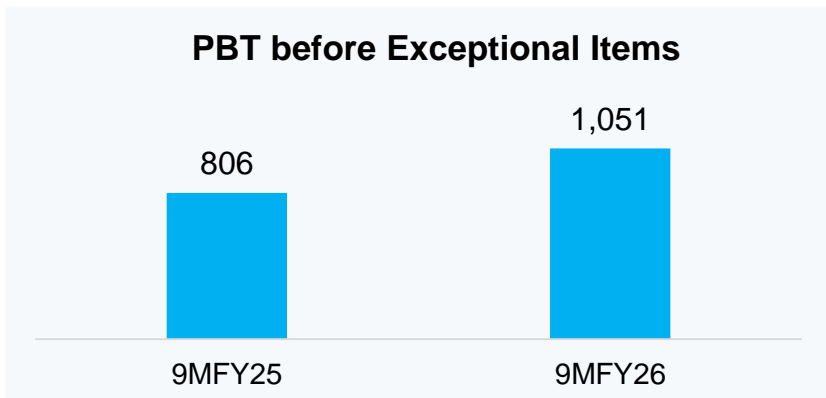
All figures in INR Cr.



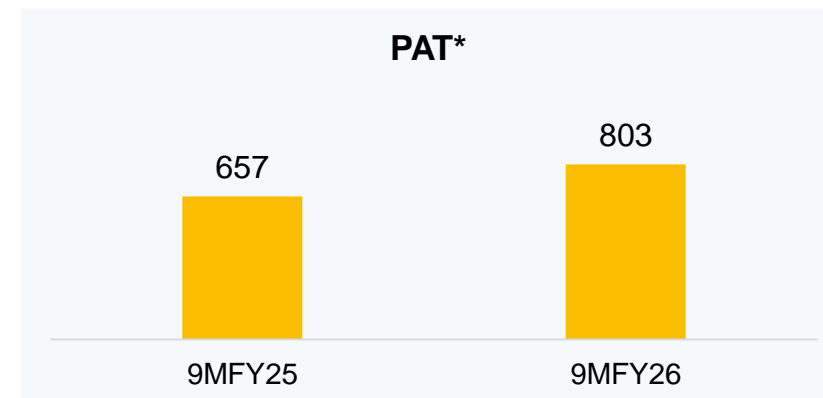
Up 17.1%



Up 34.7%



Up 30.4%



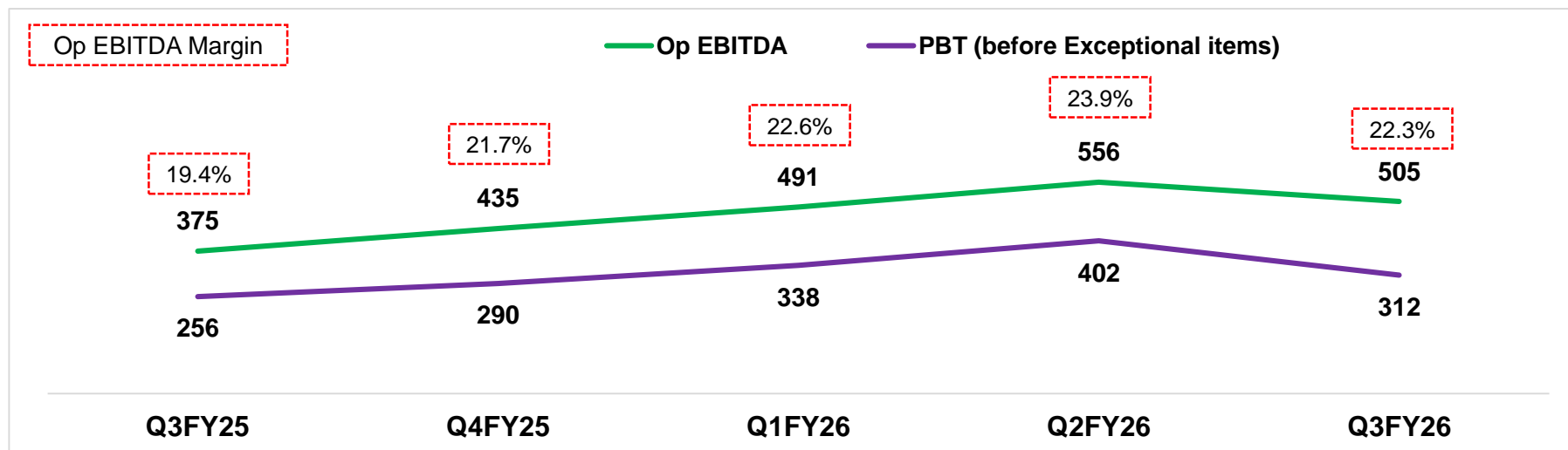
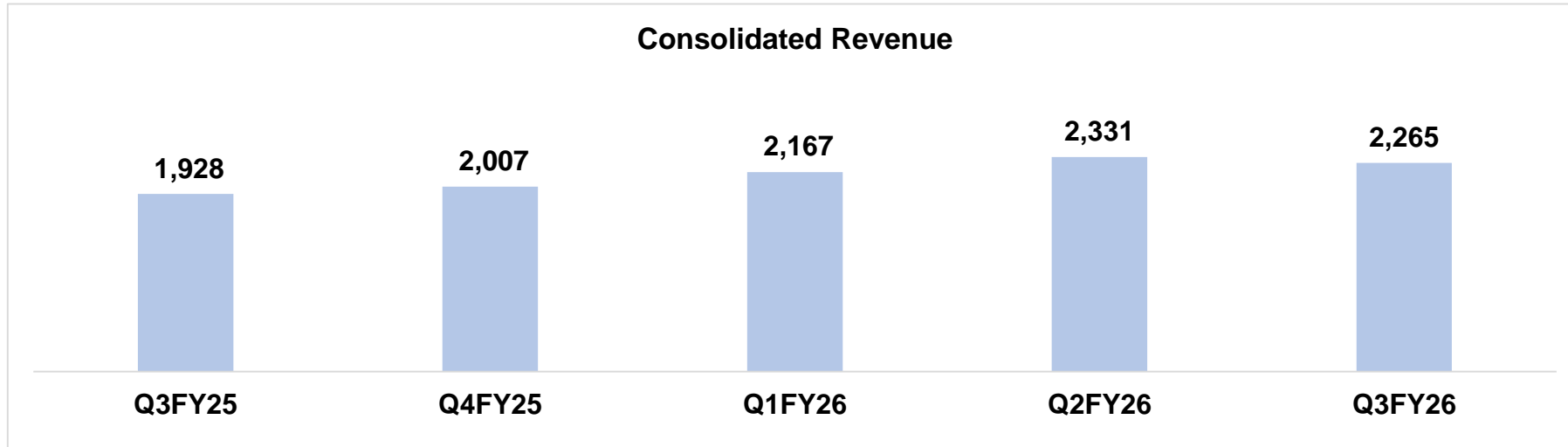
Up 22.2%

\* 9MFY26 PAT excludes exceptional loss of INR 55.2 Cr which pertains to one-time impact of new Labour Codes set off by reversal of impairment in an associate Company of INR 45.5 Cr, resulting in net impact of INR 9.7 Cr

\* 9MFY25 PAT excludes exceptional net loss of INR 35.8 Cr which relates to impairment movement in an associate Company (INR 59.6 Cr) set off by gain of INR 23.8 Cr primarily related to the divestment of the Richmond Road, Bangalore facility in December 2024

# CONSOLIDATED EARNINGS SUMMARY

All figures in INR Cr

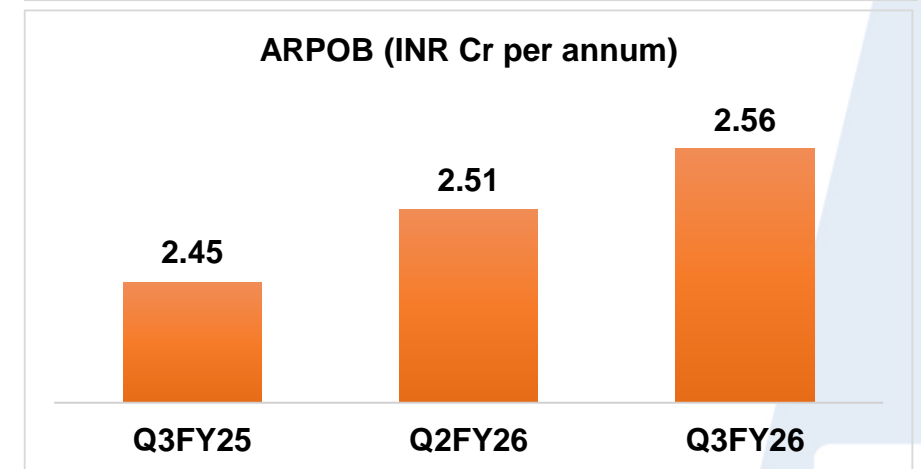
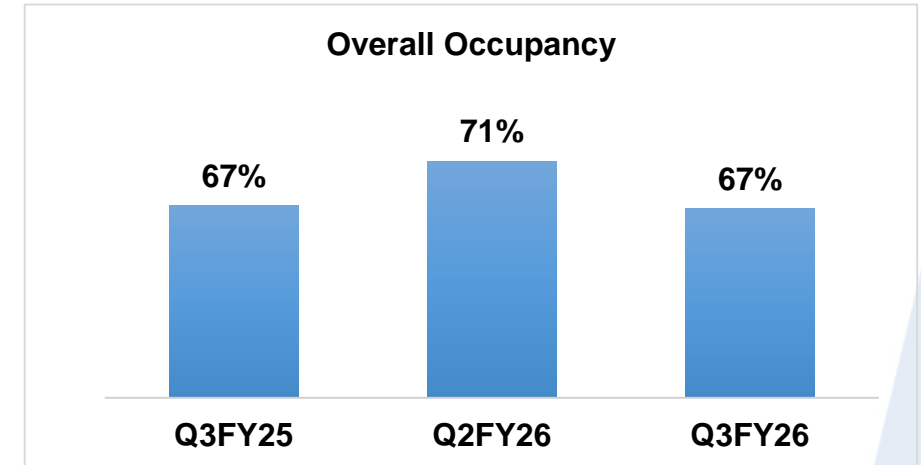


# Q3FY26

## HOSPITAL BUSINESS HIGHLIGHTS

- Occupancy was at 67%, similar to Q3FY25. Occupied beds increased to 3,189 compared to 2,790 in Q3FY25, a growth of 14.3%.
- Revenue from focus specialties comprising Oncology, Neurosciences, Cardiac Sciences, Gastroenterology, Orthopedics and Renal Sciences grew 19% and contributed 61% to overall hospital business revenues.
- International Patient revenues grew 19% to INR 156 Cr in Q3FY26 vs INR 132 Cr in Q3FY25. The business contributed 7.7% to overall hospital business revenues in Q3FY26, similar to Q3FY25.
- Revenues from digital channels viz website, mobile application and digital campaigns witnessed a 18.9% YoY growth; contributed 29.8% to overall hospital revenues versus 29.9% in Q3FY25.
- Company further strengthened its medical talent with the onboarding of specialists in the areas of Oncology, Neurosciences and General Surgery.

### Key Performance Indicators



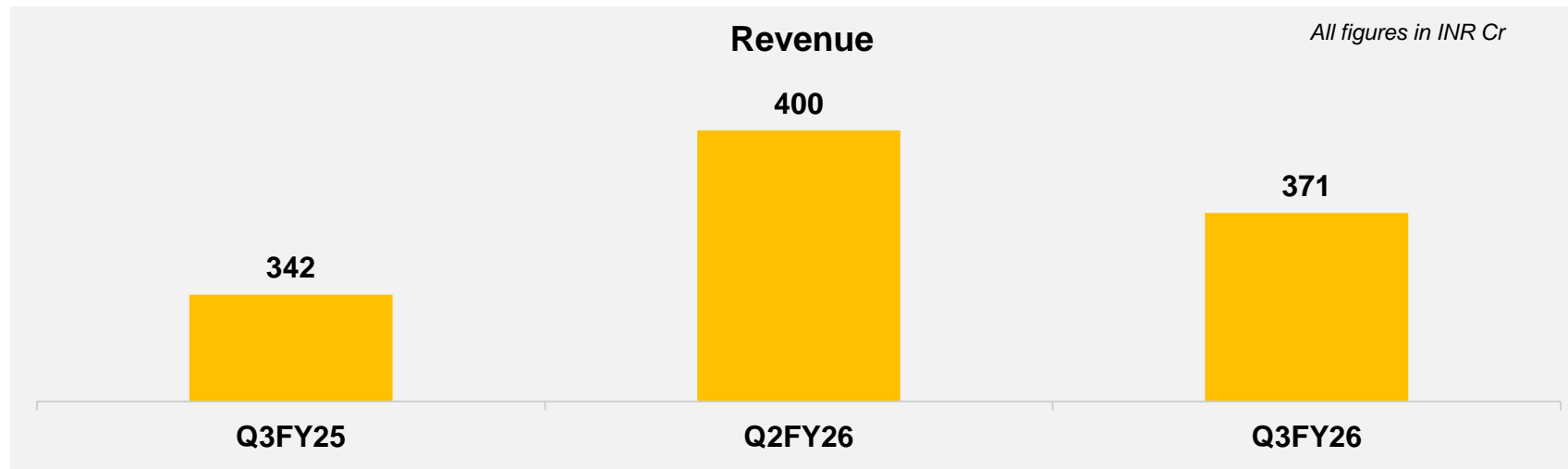
Up 4.5%



# Q3FY26

## DIAGNOSTIC BUSINESS HIGHLIGHTS

- Agilus gross revenues grew 8.3% to INR 371 Cr in Q3FY26 versus INR 342 Cr in Q3FY25
- Operating EBITDA stood at INR 86 Cr in Q3FY26 versus INR 49 Cr in Q3FY25
- Operating EBITDA Margin (basis gross revenues) stood at 23.1% versus 14.4% in Q3FY25. Excluding one offs\*, the Operating EBITDA Margin stood at 21.3% in Q3 FY25.



\* In Q3FY25, one off expenses pertain primarily to rebranding expenses

# OPERATING PERFORMANCE

## HOSPITAL BUSINESS

Particulars (INR Cr)	Hospital Business				
	Q3FY25	Q2FY26	Q3FY26	9MFY25	9MFY26
<b>Operating Revenue</b>	<b>1,623</b>	<b>1,974</b>	<b>1,938</b>	<b>4,827</b>	<b>5,749</b>
Revenue Growth vs LY	16.8%	19.3%	19.4%	15.0%	19.1%
<b>Reported EBITDA</b>	<b>340</b>	<b>483</b>	<b>424</b>	<b>1,004</b>	<b>1,322</b>
EBITDA growth vs LY	34.0%	30.9%	24.8%	33.7%	31.6%
<b>Margin</b>	<b>20.9%</b>	<b>24.5%</b>	<b>21.9%</b>	<b>20.8%</b>	<b>23.0%</b>
Adj: Other Income <sup>^</sup>	14	31	4	37	44
<b>Operating EBITDA</b>	<b>325</b>	<b>452</b>	<b>420</b>	<b>967</b>	<b>1,278</b>
<b>Margin</b>	<b>20.0%</b>	<b>22.9%</b>	<b>21.7%</b>	<b>20.0%</b>	<b>22.2%</b>

- Above financials includes financials of International entities which are part of Fortis group; mainly RHTTM
- <sup>^</sup> Hospital business reported EBITDA for 9MFY26 includes other income primarily pertaining to interest income, dividend income from the Company's majority owned subsidiary Agilus Diagnostics and interest on tax refund
- <sup>^</sup> Hospital business reported EBITDA for 9MFY25 includes other income primarily pertaining to gain on sale of assets, interest on tax refund, interest income and dividend income received from the Company's majority owned subsidiary Agilus Diagnostics

# OPERATING PERFORMANCE

## DIAGNOSTIC BUSINESS

Particulars (INR Cr)	Diagnostic Business				
	Q3FY25	Q2FY26	Q3FY26	9MFY25	9MFY26
<b>Operating Revenue</b>	<b>342</b>	<b>400</b>	<b>371</b>	<b>1,058</b>	<b>1,139</b>
Revenue Growth vs LY	3.5%	7.3%	8.3%	2.4%	7.7%
<b>Reported EBITDA</b>	<b>56</b>	<b>113</b>	<b>92</b>	<b>203</b>	<b>297</b>
EBITDA growth vs LY	51.1%	30.9%	64.2%	14.5%	46.2%
<b>Margin</b>	<b>16.4%</b>	<b>28.4%</b>	<b>24.9%</b>	<b>19.2%</b>	<b>26.1%</b>
Adj: Other Income incl FX	7	9	7	18	22
<b>Operating EBITDA</b>	<b>49</b>	<b>104</b>	<b>86</b>	<b>185</b>	<b>275</b>
<b>Margin</b>	<b>14.4%</b>	<b>26.1%</b>	<b>23.1%</b>	<b>17.5%</b>	<b>24.1%</b>
Adj: One off expenses*	24	1	-	42	1
<b>Operating EBITDA before one off exp</b>	<b>73</b>	<b>105</b>	<b>86</b>	<b>226</b>	<b>276</b>
<b>Margin</b>	<b>21.3%</b>	<b>26.3%</b>	<b>23.1%</b>	<b>21.4%</b>	<b>24.2%</b>

- \* For 9MFY25, one off expenses includes rebranding expenses, a contingent consideration payment for an earlier lab acquisition and reversal of provision related to certain government business
- Diagnostics business revenue is on Gross Basis; Diagnostic business Q3FY26 net revenue (net of inter company elimination) stood at INR 327.4 Cr versus INR 305.2 Cr in Q3FY25 and INR 357.5 Cr in Q2FY26.

# BALANCE SHEET (CONSOLIDATED)

December 31, 2025

Balance Sheet (INR Cr)	Dec 31, 2024	Mar 31, 2025	Dec 31, 2025
Shareholder's Equity	8,984	9,169	9,895
Debt	2,341	2,196	2,924
Lease Liabilities (Ind AS 116)*	268	280	575
<b>Total Capital Employed</b>	<b>11,593</b>	<b>11,645</b>	<b>13,394</b>
Net Fixed Assets (including intangibles & CWIP)	6,477	6,636	7,639
Goodwill	4,194	4,194	4,468
Investments	178	169	229
Cash and Cash Equivalents	1,697	502	377
Net Other Assets^	(953)	144	681
<b>Total Assets</b>	<b>11,593</b>	<b>11,645</b>	<b>13,394</b>
Net Debt / (cash)	644	1,694	2,547
<b>Net Debt to Equity</b>	<b>0.07x</b>	<b>0.18x</b>	<b>0.26x</b>

- \*Pertains to lease liability on account of adoption of new accounting standard on leases w.e.f. April 1, 2019
- Net Debt excludes lease liabilities
- Net Debt to EBITDA was at 1.24x vs 0.41x for Q3FY26 and Q3FY25 (basis annualized EBITDA of Q3FY26 and Q3FY25, respectively)
- ^Includes PUT option liability pertaining to Agilus' Stake held by private equity investors; 7.61% stake was acquired from one of the private equity investors in Dec-24 and the remaining stake of 23.91% was acquired in Jan-25

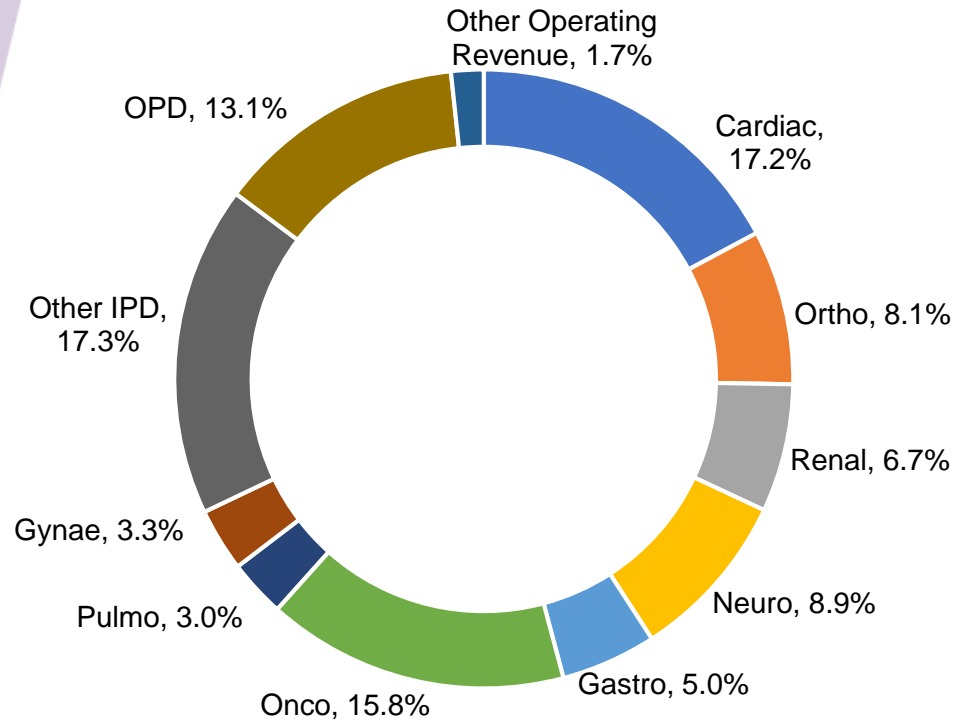


# PERFORMANCE REVIEW

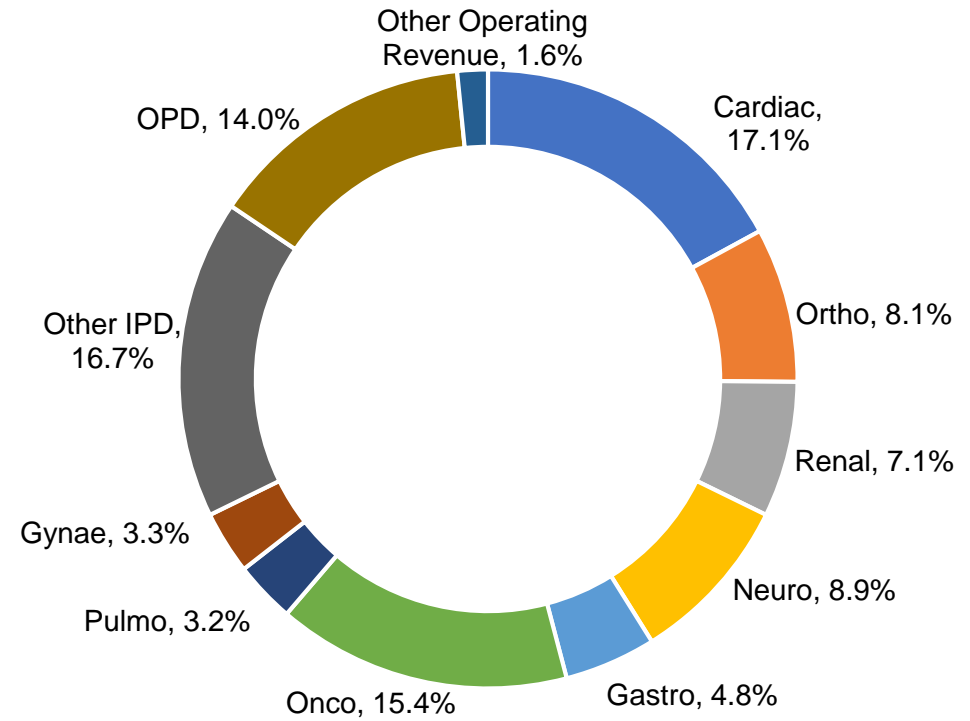
HOSPITALS BUSINESS

# SPECIALTY MIX

## Q3FY25



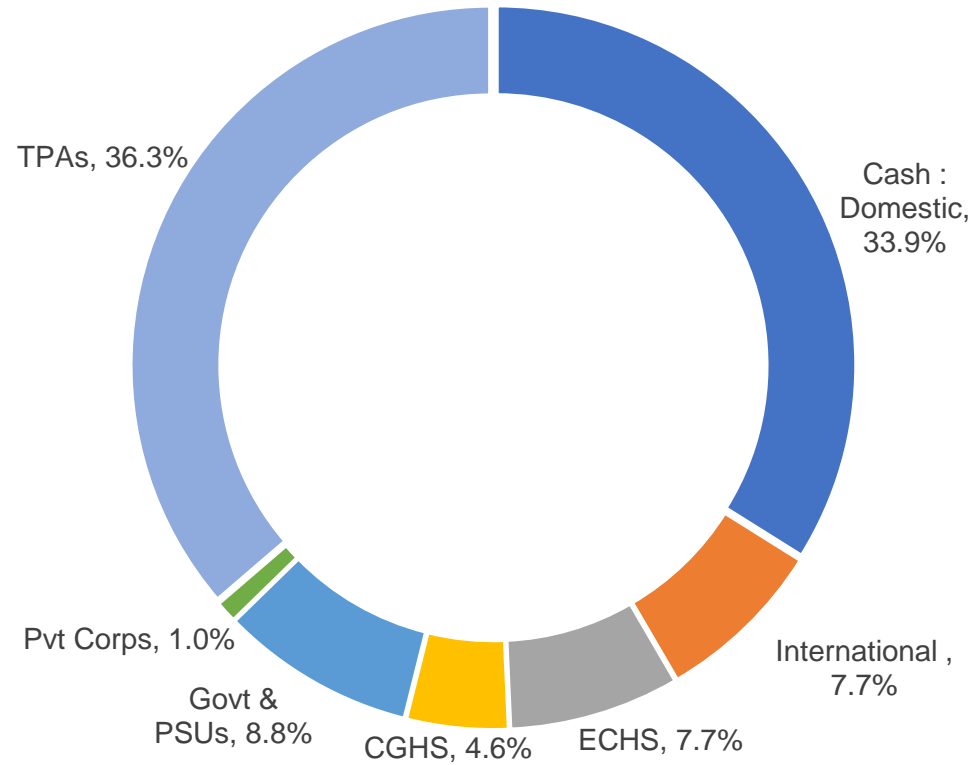
## Q3FY26



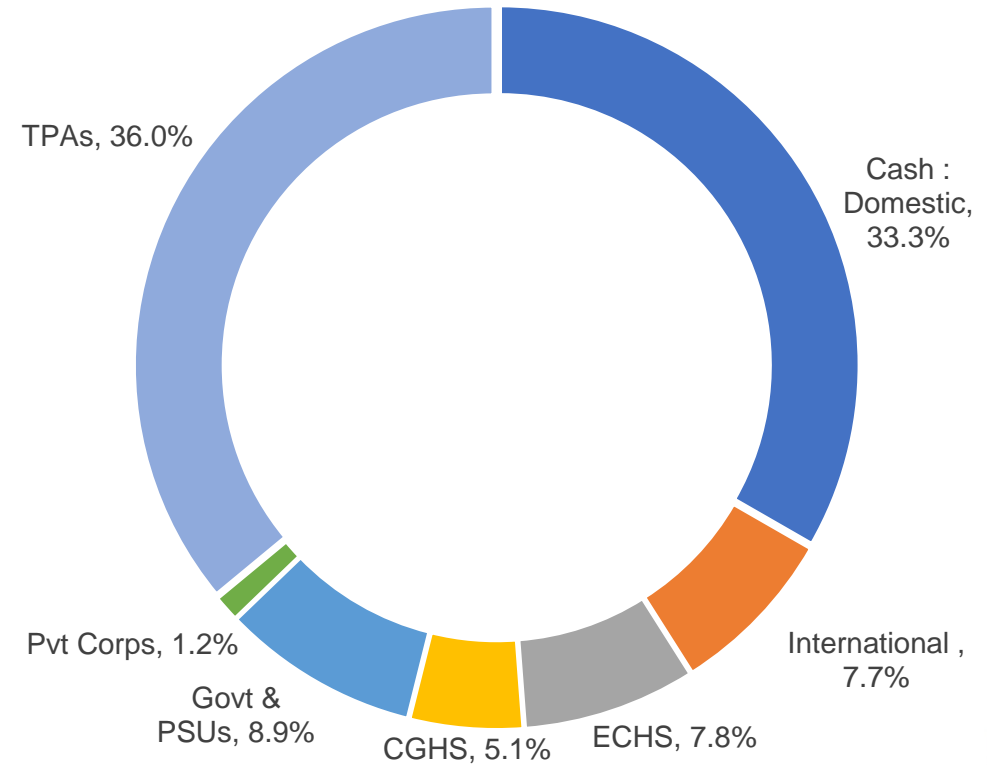
Key Specialties such as Renal Sciences, Pulmonology and Orthopaedics witnessed Y-o-Y revenue growth of 27%, 26% and 20%, respectively

# PAYOR MIX

## Q3FY25

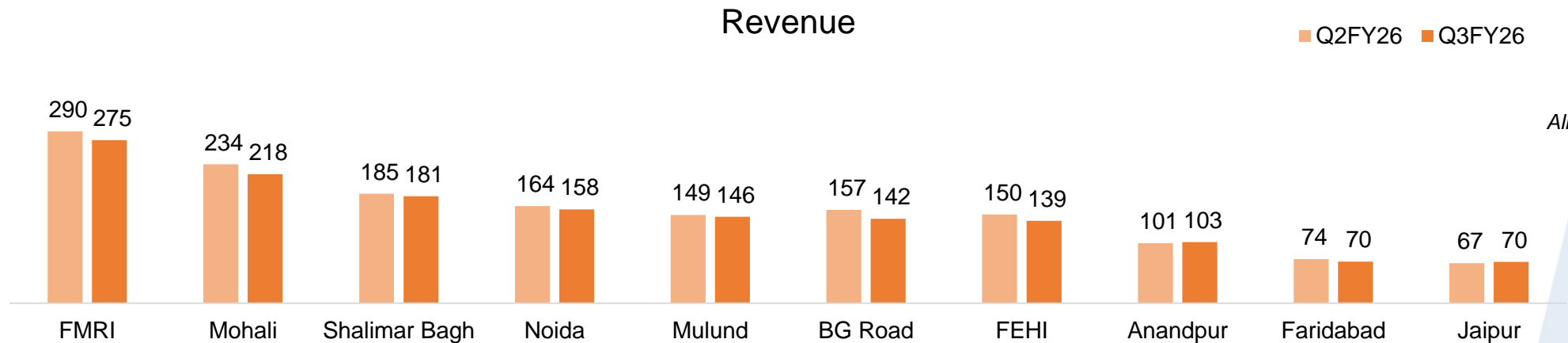
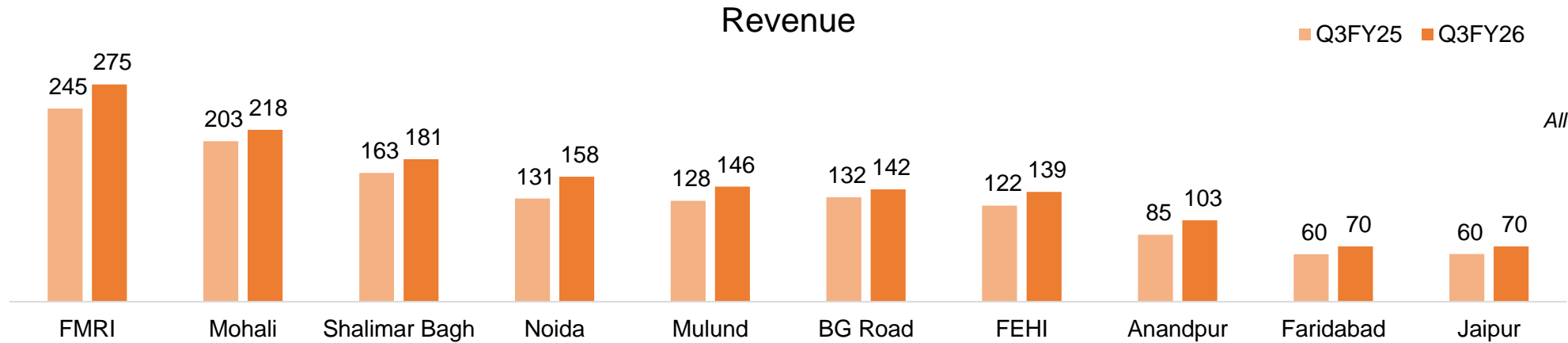


## Q3FY26



# HOSPITAL BUSINESS PERFORMANCE – Q3FY26

Key healthcare facilities continue to witness a YoY upward momentum in revenues



# HOSPITAL MARGIN MATRIX

9MFY26

EBITDA	No of Facilities	Revenue Contribution	Operational beds	ARPOB (INR Cr)	Occupancy
>20%	13	76.8%	3,222	2.65	72%
15% - 20%	4	11.6%	559	2.50	68%
10% - 15%	1	2.1%	119	2.18	64%
<10%	5 <sup>^</sup>	8.3%	738	1.63	57%

<sup>^</sup> Note: <10% EBITDA Margin facilities include Manesar (commissioned in Sep'24) and the recently added Greater Noida facility on lease (commissioned in Oct'22)

FY25\*

EBITDA	No of Facilities	Revenue Contribution	Operational beds	ARPOB (INR Cr)	Occupancy
>20%	10	73.2%	2,611	2.67	72%
15% - 20%	5	9.2%	523	1.64	74%
10% - 15%	2	10.0%	429	2.35	69%
<10%	4	6.3%	533	1.67	50%

Note: \*FY25 numbers exclude Richmond Road facility, Bangalore (Divested in Dec'24)

Note: The margin matrix for FY25 and 9MFY26 reflects EBITDA margins basis IND AS accounting for lease facilities



# **BEDS EXPANSION UPDATE**

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# Key Ongoing Expansion Projects

*Manesar Facility (~300 Beds)\* –  
175 Bed Capacity added till Dec'25  
Remaining Capacity Addition: Q4FY26*



*Noida New Tower (~150 Beds) –  
~73 Beds operationalized: H1FY26  
~50 Beds Expected operationalization: Q4FY26  
~27 Beds Expected operationalization: H1FY27*



*FMRI New Beds (20 Beds through Internal rejig) –  
Operationalized Q1FY26  
FMRI New Tower (200 Beds) – Expected  
operationalization H1FY27*

*Note: \*Manesar facility's total capacity is ~350 beds.*

*In addition to the above-mentioned bed expansions, capacity has been further enhanced in FY26 (excluding O&M beds) by ~125 beds through the Yeshwanthpur (Bengaluru) hospital acquisition, ~191 beds through the Jalandhar hospital acquisition, ~200 beds through the addition of Greater Noida hospital, ~50 beds at Faridabad and ~20 beds at BG Road.*



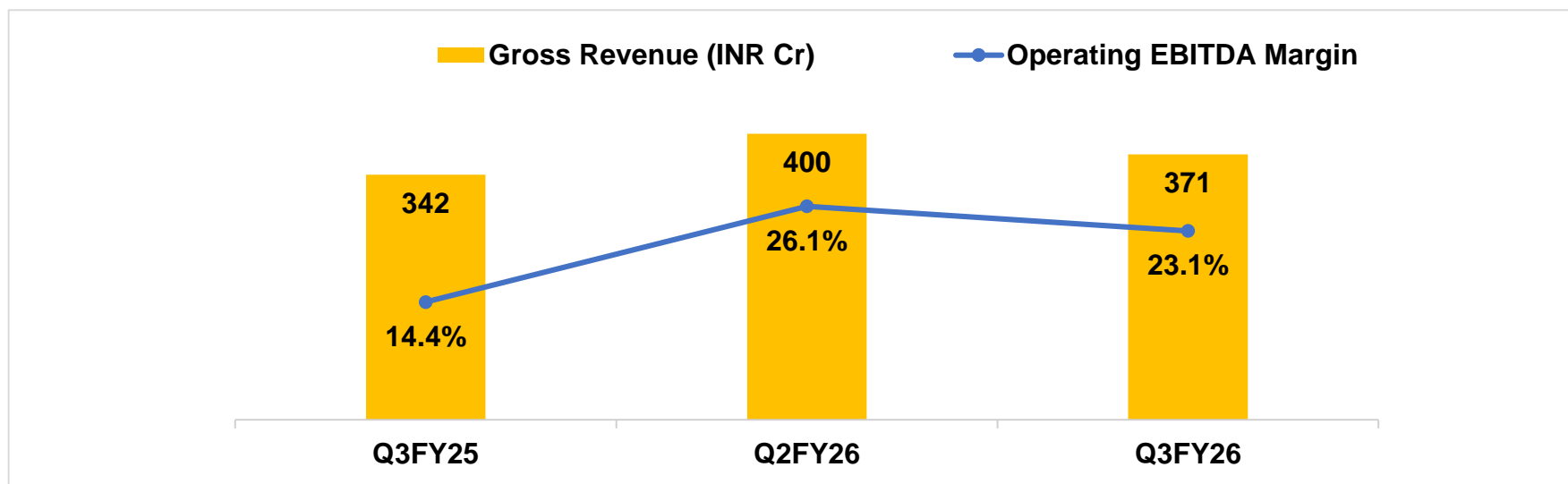
# PERFORMANCE REVIEW

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DIAGNOSTICS BUSINESS

# DIAGNOSTICS BUSINESS

- During Q3FY26, Agilus conducted 9.94 Mn tests, versus 9.59 Mn in Q3FY25
- Agilus added 175+ Customer touchpoints^ to its network in Q3FY26
- Agilus' B2C : B2B revenue mix stood at 52:48 in the quarter compared to 51:49 in Q3FY25
- Operating EBITDA INR 86 Cr in Q3FY26 versus INR 49 Cr in Q3FY25
- Operating EBITDA Margin (basis gross revenues) stood at 23.1% versus 14.4% in Q3FY25. Excluding one offs\*, the Operating EBITDA Margin stood 21.3% in Q3FY25



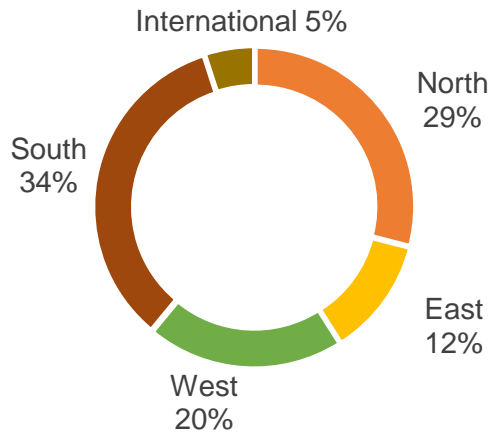
Note: ^ Gross additions

\* In Q3FY25 one off expenses pertain primarily to rebranding expense

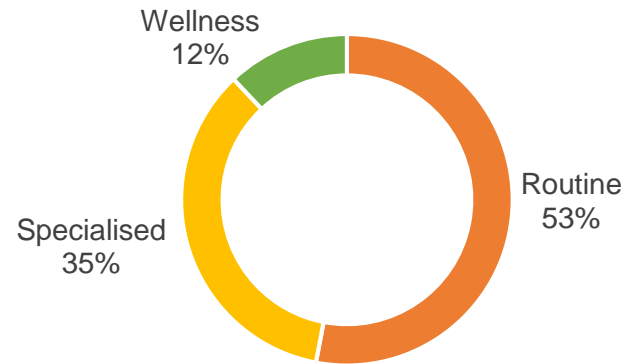
# QUARTERLY REVENUE MIX

Q3FY26

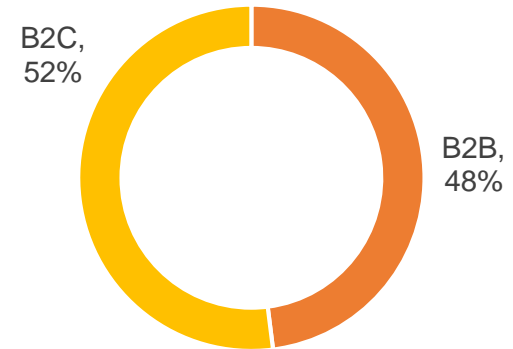
**Geographic mix**



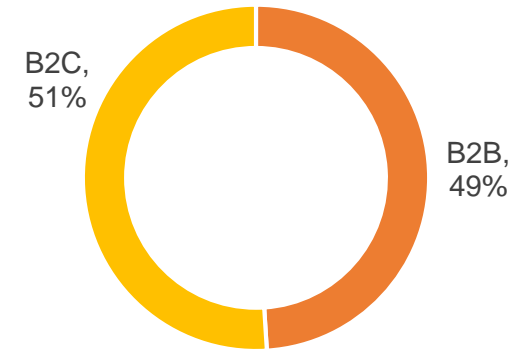
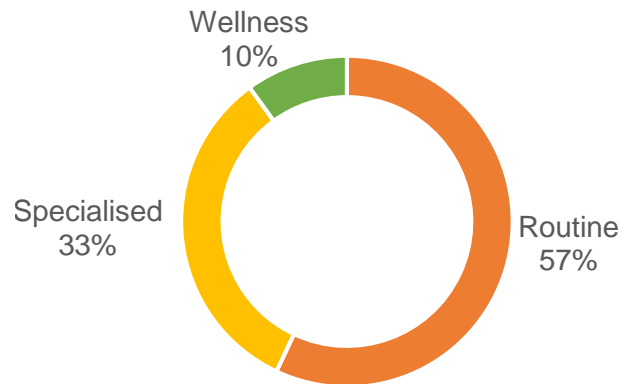
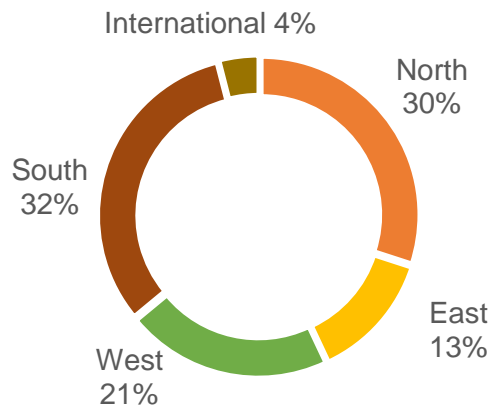
**Product Mix**



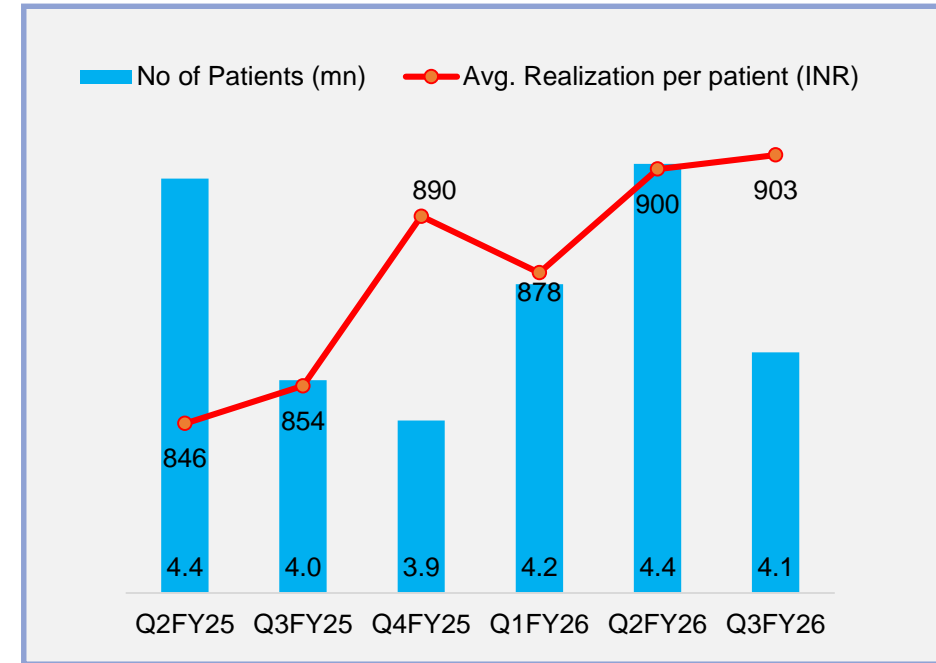
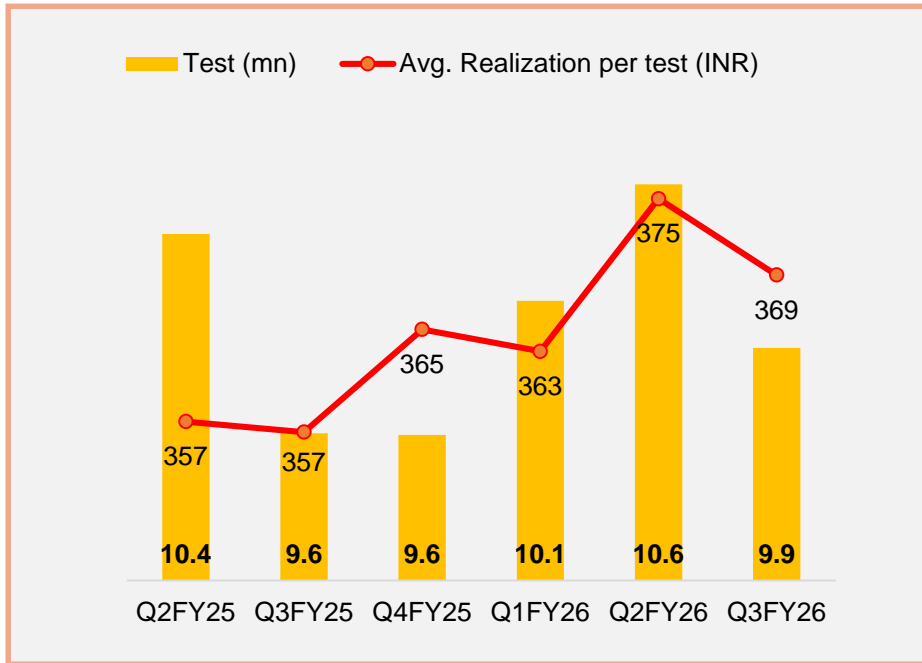
**Segment Mix**



Q3FY25



# QUARTERLY KEY PERFORMANCE METRICS





**CLINICAL EXCELLENCE**

**AT FORTIS**

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**KEY HIGHLIGHTS**

# AUGMENTING MEDICAL PROGRAMS

- **Fortis Hospital, Bannerghatta Road, Bengaluru**, launched a dedicated Advanced Spine Centre to provide comprehensive, multidisciplinary care for patients with spine-related disorders
- **Fortis Hospital, Gurugram**, launched an Ocular Oncology Clinic offering comprehensive care for eye cancers and ocular tumours in both adults and children
- **Fortis Hospital, Jaipur**, launched Rajasthan's first Artificial Intelligence–powered Advanced Therapeutic GI Endoscopy Department for the diagnosis and treatment of gastrointestinal disorders
- **Fortis Hospital, Manesar**, launched the Da Vinci Xi Robotic Surgical System, marking a significant step toward enhanced precision in surgical care
- **Fortis Hospital, Nagarbhavi, Bengaluru**, launched the next-generation Mako Robotic System for advanced knee joint replacement surgeries
- **Fortis Hospital, Mulund**, launched the Fortis Cancer Institute and the Institute of Gastro Sciences — the new wing is equipped with cutting-edge diagnostic technologies, advanced treatment modalities, and a patient-centric care environment

# CLINICAL EXCELLENCE

- **Fortis Hospital, Gurugram**, performed a heart transplant on a 48-year-old woman with end-stage Dilated Cardiomyopathy and a critically low 15% heart function.
- **Fortis Hospital, Anandpur, Kolkata**, performed a complex open heart surgery, including Aortic Valve Replacement, on a 53-year-old woman with a large right atrial tumour and a Sinus of Valsalva aneurysm.
- **Fortis Hospital, Mohali, and Fortis Hospital, Gurugram** secured the prestigious Joint Commission International (JCI) re-accreditation for the sixth and second consecutive time respectively.



*\*Above data pertains to Q3FY26*



# APPENDIX

# GROUP CONSOLIDATED P&L – Q3FY26

Particulars ( INR Cr)	Q3FY25	Q2FY26	Q3FY26
<b>Revenue from operations</b>	<b>1,928.3</b>	<b>2,331.4</b>	<b>2,265.0</b>
Other income	20.9	22.6	8.3
<b>Total income</b>	<b>1,949.2</b>	<b>2,354.0</b>	<b>2,273.3</b>
Expenses	1,553.1	1,775.1	1,759.4
<b>EBITDA*</b>	<b>396.0</b>	<b>578.9</b>	<b>513.9</b>
<b>Margin</b>	<b>20.5%</b>	<b>24.8%</b>	<b>22.7%</b>
Finance costs	45.2	74.9	85.7
Depreciation and amortisation expense	97.3	105.8	120.1
<b>PBT</b>	<b>253.5</b>	<b>398.2</b>	<b>308.1</b>
Share of profit / (loss) of associates and joint ventures (net)	2.1	3.7	3.5
<b>Net profit / (loss) before exceptional items and tax</b>	<b>255.6</b>	<b>401.9</b>	<b>311.6</b>
Exceptional gain/loss**	23.8	23.5	-45.9
<b>Profit / (loss) before tax from continuing operations</b>	<b>279.4</b>	<b>425.4</b>	<b>265.7</b>
Tax expense / (credit)	25.1	96.6	68.3
<b>Net profit / (loss) for the period from continuing operations</b>	<b>254.3</b>	<b>328.8</b>	<b>197.4</b>
<b>Profit / (loss) from continuing operations attributable to Owners of the company</b>	<b>247.9</b>	<b>321.9</b>	<b>193.7</b>

\* EBITDA includes other income, forex and exceptional/non-recurring expenses

\*\* Q3FY26 exceptional loss of INR 55.2 Cr pertains to one-time impact of new Labour Codes set off by reversal of impairment in an associate Company of INR 9.4 Cr, resulting in net impact of INR 45.9 Cr

\*\* Q2FY26 exceptional gain pertains primarily to reversal of impairment in an associate Company

\*\* Q3FY25 exceptional gain of INR 23.8 Cr primarily relates to the divestment of the Richmond Road, Bangalore facility in December 2024

# GROUP CONSOLIDATED P&L – 9MFY26

Particulars (INR Cr)	9MFY25	9MFY26
<b>Revenue from operations</b>	<b>5,775.6</b>	<b>6,763.2</b>
Other income	47.1	46.3
<b>Total income</b>	<b>5,822.7</b>	<b>6,809.4</b>
Expenses	4,623.1	5,210.5
<b>EBITDA*</b>	<b>1,199.6</b>	<b>1,598.9</b>
<b>Margin</b>	<b>20.8%</b>	<b>23.6%</b>
Finance costs	116.9	230.2
Depreciation and amortisation expense	283.4	327.5
<b>PBT</b>	<b>799.4</b>	<b>1,041.3</b>
Share of profit / (loss) of associates and joint ventures (net)	6.9	10.1
<b>Net profit / (loss) before exceptional items and tax</b>	<b>806.3</b>	<b>1,051.4</b>
Exceptional gain/loss**	-35.8	-9.7
<b>Profit / (loss) before tax from continuing operations</b>	<b>770.5</b>	<b>1,041.7</b>
Tax expense / (credit)	149.1	248.7
<b>Net profit / (loss) for the period from continuing operations</b>	<b>621.4</b>	<b>793.0</b>
<b>Profit / (loss) from continuing operations attributable to Owners of the company</b>	<b>590.3</b>	<b>775.9</b>

\* EBITDA includes other income, forex and exceptional/non-recurring expenses

\*\* 9MFY26 exceptional loss of INR 55.2 Cr pertains to one-time impact of new Labour Codes set off by reversal of impairment in an associate Company of INR 45.5 Cr, resulting in net impact of INR 9.7 Cr

\*\* 9MFY25 exceptional net loss of INR 35.8 Cr relates to impairment movement in an associate Company (INR 59.6 Cr) set off by gain of INR 23.8 Cr primarily related to the divestment of the Richmond Road, Bangalore facility in December 2024



**THANK YOU**