

Fortis Healthcare (FORH IN)

Rating: BUY | CMP: Rs916 | TP: Rs1,050

February 17, 2026

Q3FY26 Result Update

Change in Estimates | Target | Reco

Change in Estimates

	Current	Previous		
	FY27E	FY28E	FY27E	FY28E
Rating	BUY		BUY	
Target Price	1,050		1,120	
Sales (Rs. m)	1,04,365	1,17,865	1,04,192	1,17,814
% Chng.	0.2	-		
EBITDA (Rs. m)	25,103	29,952	24,988	29,858
% Chng.	0.5	0.3		
EPS (Rs.)	18.1	23.4	18.1	23.4
% Chng.	0.2	0.1		

Key Financials - Consolidated

Y/e Mar	FY25	FY26E	FY27E	FY28E
Sales (Rs. m)	77,827	91,403	1,04,365	1,17,865
EBITDA (Rs. m)	15,879	20,908	25,103	29,952
Margin (%)	20.4	22.9	24.1	25.4
PAT (Rs. m)	8,635	10,505	13,669	17,666
EPS (Rs.)	11.4	13.9	18.1	23.4
Gr. (%)	48.1	21.7	30.1	29.2
DPS (Rs.)	-	-	-	-
Yield (%)	-	-	-	-
RoE (%)	10.4	11.2	13.0	14.9
RoCE (%)	12.2	14.2	16.1	18.3
EV/Sales (x)	9.1	7.8	6.8	5.9
EV/EBITDA (x)	44.6	34.2	28.2	23.4
PE (x)	80.1	65.8	50.6	39.1
P/BV (x)	7.8	7.0	6.2	5.5

Key Data

	FOHE.BO FORH IN
52-W High / Low	Rs.1,105 / Rs.521
Sensex / Nifty	83,277 / 25,683
Market Cap	Rs.691bn/ \$ 7,627m
Shares Outstanding	755m
3M Avg. Daily Value	Rs.2711.86m

Shareholding Pattern (%)

Promoter's	31.17
Foreign	27.84
Domestic Institution	29.33
Public & Others	11.67
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	2.2	(1.7)	51.7
Relative	2.5	(4.9)	38.3

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Strong growth across segments

Quick Pointers:

- Plans to add 450 beds in FY27; of which 200 are brownfield beds at FMRI
- Guided for 4-5% YoY ARPOB growth for the next 2 years.

Fortis Healthcare (FORH) reported another strong quarter with EBITDA of Rs5.1bn in Q3FY26, up 35% YoY. Though hospital margin has improved by 550bps bps YoY over FY23-9MFY26 to 23%, we see further scope for improvement aided by 1) improving case and payor mix, 2) cost rationalization initiatives and ramp-up of Manesar and Greater Noida 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 FY27E and FY28E EBITDA broadly remain unchanged. We expect FORH to clock 20% EBITDA CAGR over FY26-28E. At CMP, the stock is trading at 24x EV/EBITDA on FY28E, adjusted for Agilus stake. Maintain 'BUY' rating with revised TP of Rs 1,050/ share; valuing at 27x EV/EBITDA on FY28E

Strong EBITDA across segments: FORH's consolidated EBITDA increased 35% YoY (declined 9% QoQ) to Rs5.1bn, in line with our estimates. Hospital business EBITDA came in at Rs4.2bn, up 29% YoY (PLe: Rs4.18bn). Overall hospital OPM improved by 170bps YoY to 21.7%. Diagnostic business EBITDA increased 76% YoY to Rs860mn (PLe: Rs 816mn), with OPM of 26.3%, given no branding related expenses in Q3. Adj for branding expenses, growth was 18% YoY in Q3FY25. Net debt increased by Rs3.3bn QoQ to Rs25.5bn; largely on Agilus brand and Jalandhar acquisition related outflows.

Strong ARPOB; occupancy remains flat YoY despite bed addition: Hospital business revenue increased 19% YoY (declined 2% QoQ) to Rs19.4bn. Diagnostic business net revenue grew 7.3% YoY to Rs3.3bn. Hospital occupancy declined QoQ to 67% from 71% in Q2. ARPOB further improved by 5% YoY to Rs70.1k, driven by better case mix (incl. ~52% YoY growth in robotic surgeries). FORH added ~750 operational beds in 9MFY26.

Key Conference Call Takeaways:

- Bed expansion:** FORH added ~750 operational beds in 9MFY26; of which ~250 beds were organic brownfield additions, while the balance ~500 beds were inorganic through acquisitions (Manesar, Jalandhar, Greater Noida and Faridabad). FORH acquired Bangalore's 125 bedded People Tree in Yeshwantpur. Management has guided ~430 beds addition in FY27, including 200 beds at FMRI and the balance across Manesar, Noida and other units. Most beds are expected to be operational in FY27, except ~100 beds at FMRI which may spill into FY28. At FMRI, ~100 beds are ready for commissioning in Q1FY27 and 60 beds in Noida are expected to be operationalized in Q4FY26/Q1FY27.

- **Gleneagles O&M hospitals:** Integration of Gleneagles O&M hospitals is underway. FORH recognized ~Rs50mn of O&M fees in Q3FY26. Revenue declined ~4% in 9MFY26 due to clinical attrition and management transition; however, management expects growth to resume from next year. Mgtm cited Hyderabad (two units) to see oncology expansion (LG Nagar), with plans to develop Hyderabad into a meaningful cluster over time. Chennai unit has execution problems; however, it is guided to stabilize next year. Bangalore has two units; the smaller facility requires operational turnaround.
- **Unit wise update:** **Manesar** unit operates at revenue run-rate of ~Rs150mn /month; EBITDA marginally positive in Q3. Oncology block under development. **Shalimar Bagh** operates at ~80% occupancy; approval received for additional beds, with construction to commence shortly. **Mulund** operates at ~65% occupancy while **BG Road** continues to face occupancy challenges. **Jaipur's** margins remain impacted by absence of oncology, however mgmt. plans to evaluate Oncology addition over the next 12–18 months. **Faridabad** unit received Oncology block approval last year. **Flagship units** (FMRI, Shalimar Bagh) continue to demonstrate strong traction. **Mulund** has improved meaningfully and is operating at ~65%+ occupancy. Jalandhar and Greater Noida acquisitions contributed to revenue growth of ~4%, with majority of growth coming from existing units.
- **ARPOB** is expected to grow 4–5% YoY over the next two years, with an even mix of pricing and case-mix improvement.
- CGHS negotiations remain pending for super specialty category, with management indicating a likely positive outcome from FY27.
- **Growth guidance:** Management guided for margin expansion in FY27, driven by brownfield expansion, particularly premium bed additions at FMRI, ramp-up of acquired units and case-mix improvement led by oncology.
- **International business guidance:** Management highlighted a calibrated push on international patient revenues, with focused marketing efforts in newer geographies such as East Africa and Central Asia alongside expansion of direct outreach and information centres to drive inbound volumes.
- **Agilus business:** B2C:B2B mix stood at 52:48. Agilus conducted 9.94mn tests during the quarter; up by 4% YoY. Management indicated that the Agilus business continues to witness steady operational improvement, driven by focusing on cost rationalization, network optimization and enhancement in test mix

Exhibit 1: Q3FY26 Result Overview (Rs mn) – Another quarter of strong EBITDA growth in hospital segment

Y/e March	3QFY26	3QFY25	YoY gr. (%)	Q3FY26E	% Var.	2QFY26	QoQ gr. (%)	9MFY26	9MFY25	YoY gr. (%)
Net Sales	22,650	19,283	17.5	22,476	0.8	23,314	(2.8)	67,632	57,755	17.1
COGS	5,161	4,535	13.8	5,282	(2.3)	5,396	(4.3)	15,698	13,672	14.8
% of Net Sales	22.8	23.5		23.5		23.1		23.2	23.7	
Employee Cost	3,276	2,942	11.3	2,922	12.1	3,166	3.5	9,570	8,800	8.8
% of Net Sales	14.5	15.3		15.2		13.6		14.1	15.2	
Other Expenses	9,156	8,054	13.7	9,268	(1.2)	9,189	(0.4)	26,838	23,760	13.0
% of Net Sales	40.4	41.8		48.1		39.4		39.7	41.1	
Total	17,594	15,531	13.3	17,472	0.7	17,751	(0.9)	52,105	46,231	12.7
EBITDA	5,057	3,752	34.8	5,004	1.0	5,563	(9.1)	15,527	11,524	34.7
Margins (%)	22.3	19.5		22.3		23.9		23.0	20.0	
Other Income	83	209	(60.3)	225	(63.2)	226	(63.3)	463	471	(1.8)
Interest	857	452	89.9	760	12.8	749	14.5	2,302	1,169	97.0
Depreciation	1,201	973	23.4	1,060	13.3	1,058	13.5	3,275	2,834	15.6
PBT	3,081	2,536	21.5	3,409	(9.6)	3,982	(22.6)	10,413	7,993	30.3
Tax	683	251	172.1	818	(16.5)	966	(29.3)	2,487	1,491	66.7
Tax rate %	22.2	9.9		24.0		24.3		23.9	18.7	
PAT	2,398	2,285	4.9	2,591	(7.5)	3,016	(20.5)	7,926	6,502	21.9
Share in (loss)/profit of associate	35	21	71.4	42	(16.0)	37		101	69	47.2
Minority Interest	37	64	(42.7)	80	(54.1)	69		171	310	(45.0)
EO items	459	(238)	(292.9)	-	NA	(235)		98	358	(72.7)
Reported PAT	1,937	2,479	(21.9)	2,553	(24.1)	3,219	(39.8)	7,759	5,903	31.5

Source: Company, PL

Exhibit 2: Hospital revenue grows +19% YoY, diagnostic revenue up +7% YoY

Revenues	3QFY26	3QFY25	YoY gr. (%)	2QFY26	QoQ gr. (%)	9MFY26	9MFY25	YoY gr. (%)
Hospital	19,380	16,230	19.4	19,740	(1.8)	57,500	48,267	19.1
% of Total Sales	85.5	84.2		84.7		85.0	83.6	
Diagnostic	3,274	3,052	7.3	3,575	(8.4)	10,137	9,479	6.9
% of Total Sales	14.5	15.8		15.3		15.0	16.4	
Total Revenues	22,654	19,282	17.5	23,315	(2.8)	67,637	57,746	17.1

Source: Company, PL

Exhibit 3: Hospital/ Diagnostic EBITDA improves +29%+/ ~76%+ YoY

EBITDA	3QFY26	3QFY25	YoY gr. (%)	2QFY26	QoQ gr. (%)	9MFY26	9MFY25	YoY gr. (%)
Hospital	4,200	3,250	29.2	4,520	(7.1)	12,780	9,670	32.2
OPM (%)	21.7	20.0		22.9		22.2	20.0	
Diagnostic	860	490	75.5	1,050	(18.1)	2,760	1,840	50.0
OPM (%)	26.3	16.1		29.4		27.2	19.4	
Total EBITDA	5,060	3,740	35.3	5,570	(9.2)	15,540	11,510	35.0

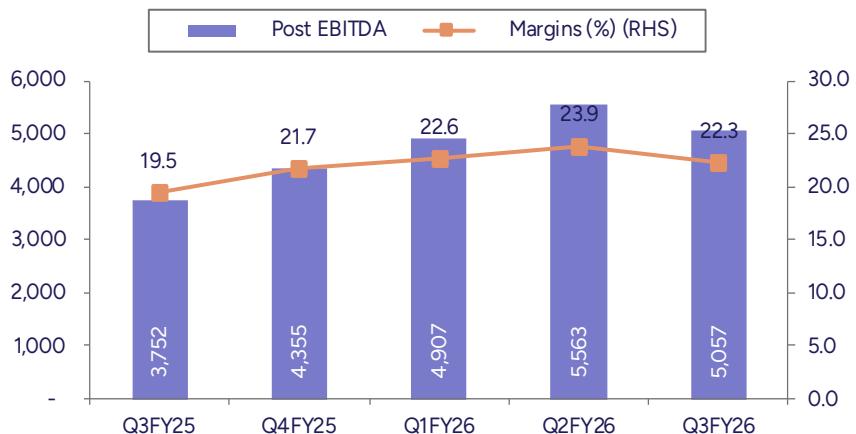
Source: Company, PL

Exhibit 4: 13 hospitals in 20%+ margin bracket contribute to ~77% of revenue

EBITDA for 9MFY26	No. of facilities (#)	Revenue contribution (%)	Beds (#)	ARPOB (Rs mn)	Occupancy (%)
>20%	13	77	3,222	26.5	72
15-20%	4	12	559	25.0	68
10-15%	1	2	119	21.8	64
<10%	5	8	738	16.3	57
Total/Average	23	99	4,638	22.4	65

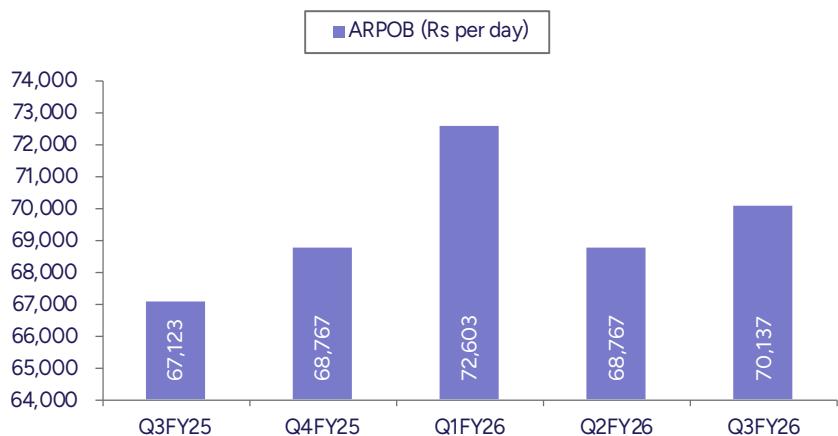
Source: Company, PL; Note: <10% EBITDA margin facilities include Manesar (commissioned in Sep'24) and the recently added Greater Noida facility on lease)

Exhibit 5: Margin expands by ~280bps YoY, ~160bps QoQ led by both segments



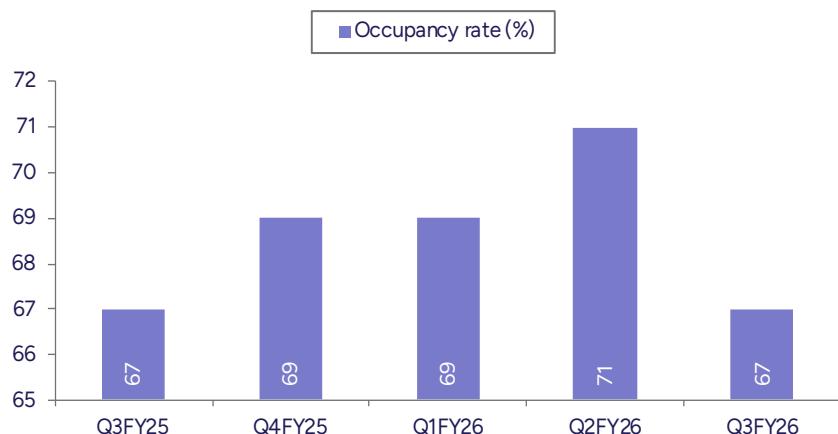
Source: Company, PL

Exhibit 6: 5% YoY ARPOB growth primarily led by improved case mix



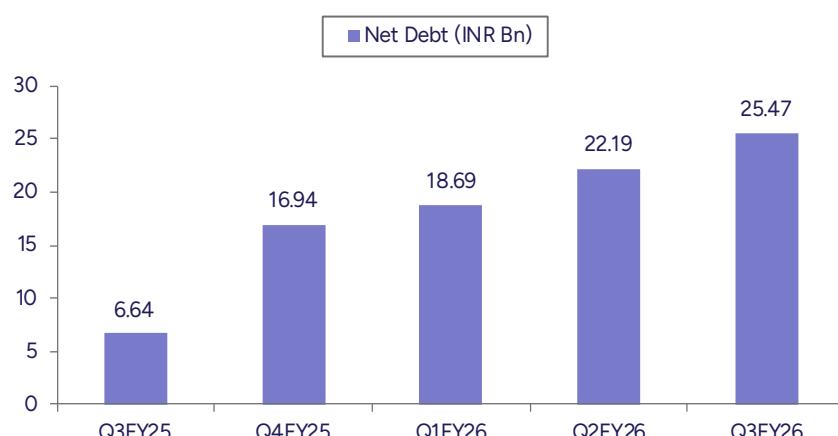
Source: Company, PL

Exhibit 7: Occupancy declined 400bps QoQ due to seasonality



Source: Company, PL

Exhibit 8: Net debt increases by Rs3.3bn QoQ



Source: Company, PL

Financials

Income Statement (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
Net Revenues	77,827	91,403	1,04,365	1,17,865
YoY gr. (%)	12.9	17.4	14.2	12.9
Cost of Goods Sold	18,302	21,480	24,526	27,698
Gross Profit	59,525	69,923	79,839	90,167
Margin (%)	76.5	76.5	76.5	76.5
Employee Cost	11,672	17,367	19,829	22,394
Other Expenses	31,974	31,649	34,907	37,820
EBITDA	15,879	20,908	25,103	29,952
YoY gr. (%)	25.3	31.7	20.1	19.3
Margin (%)	20.4	22.9	24.1	25.4
Depreciation and Amortization	3,856	4,317	4,717	5,117
EBIT	12,023	16,590	20,386	24,835
Margin (%)	15.4	18.2	19.5	21.1
Net Interest	1,844	2,984	2,594	1,814
Other Income	669	600	700	800
Profit Before Tax	10,848	14,207	18,492	23,821
Margin (%)	13.9	15.5	17.7	20.2
Total Tax	1,977	3,552	4,623	5,955
Effective tax rate (%)	18.2	25.0	25.0	25.0
Profit after tax	8,872	10,655	13,869	17,866
Minority interest	352	300	350	350
Share Profit from Associate	115	150	150	150
Adjusted PAT	8,635	10,505	13,669	17,666
YoY gr. (%)	48.1	21.7	30.1	29.2
Margin (%)	11.1	11.5	13.1	15.0
Extra Ord. Income / (Exp)	(893)	362	-	-
Reported PAT	7,742	10,866	13,669	17,666
YoY gr. (%)	29.3	40.4	25.8	29.2
Margin (%)	9.9	11.9	13.1	15.0
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	7,742	10,866	13,669	17,666
Equity Shares O/s (m)	755	755	755	755
EPS (Rs)	11.4	13.9	18.1	23.4

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
Non-Current Assets				
Gross Block	1,03,442	1,19,442	1,29,442	1,39,442
Tangibles	1,03,442	1,19,442	1,29,442	1,39,442
Intangibles	-	-	-	-
Acc: Dep / Amortization	41,146	45,463	50,180	55,297
Tangibles	41,146	45,463	50,180	55,297
Intangibles	-	-	-	-
Net fixed assets	62,296	73,979	79,262	84,145
Tangibles	62,296	73,979	79,262	84,145
Intangibles	-	-	-	-
Capital Work In Progress	4,065	4,065	4,065	4,065
Goodwill	41,942	41,942	41,942	41,942
Non-Current Investments	1,691	1,691	1,691	1,691
Net Deferred tax assets	(1,253)	(1,253)	(1,253)	(1,253)
Other Non-Current Assets	-	-	-	-
Current Assets				
Investments	-	-	-	-
Inventories	1,153	1,377	1,587	1,800
Trade receivables	7,845	9,748	11,234	12,741
Cash & Bank Balance	5,080	211	2,425	5,828
Other Current Assets	9,657	10,623	11,685	12,854
Total Assets	1,36,915	1,46,823	1,57,078	1,68,252
Equity				
Equity Share Capital	7,550	7,550	7,550	7,550
Other Equity	81,616	91,599	103,501	118,517
Total Networth	89,165	99,148	111,051	126,067
Non-Current Liabilities				
Long Term borrowings	20,857	21,857	18,857	12,857
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	1,096	1,096	1,096	1,096
Trade payables	8,076	10,138	11,684	13,250
Other current liabilities	7,996	4,558	4,016	4,257
Total Equity & Liabilities	1,36,915	1,46,823	1,57,078	1,68,252

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
PBT	10,848	14,207	18,492	23,821
Add. Depreciation	3,856	4,317	4,717	5,117
Add. Interest	1,844	2,984	2,594	1,814
Less Financial Other Income	669	600	700	800
Add. Other	(115)	362	-	-
Op. profit before WC changes	16,434	21,869	25,803	30,752
Net Changes-WC	(218)	(4,469)	(1,755)	(1,080)
Direct tax	(1,977)	(3,552)	(4,623)	(5,955)
Net cash from Op. activities	14,239	13,849	19,425	23,717
Capital expenditures	(26,525)	(16,000)	(10,000)	(10,000)
Interest / Dividend Income	-	-	-	-
Others	954	150	150	150
Net Cash from Inv. activities	(25,571)	(15,850)	(9,850)	(9,850)
Issue of share cap. / premium	-	-	-	-
Debt changes	13,369	1,000	(3,000)	(6,000)
Dividend paid	(1,089)	(883)	(1,767)	(2,650)
Interest paid	(1,844)	(2,984)	(2,594)	(1,814)
Others	(9)	-	-	-
Net cash from Fin. activities	10,427	(2,867)	(7,361)	(10,464)
Net change in cash	(905)	(4,869)	2,214	3,403
Free Cash Flow	(12,286)	(2,151)	9,425	13,717

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY25	FY26E	FY27E	FY28E
Per Share(Rs)				
EPS	11.4	13.9	18.1	23.4
CEPS	16.5	19.6	24.4	30.2
BVPS	118.1	131.3	147.1	167.0
FCF	(16.3)	(2.8)	12.5	18.2
DPS	-	-	-	-
Return Ratio(%)				
RoCE	12.2	14.2	16.1	18.3
ROIC	9.1	11.3	13.2	15.3
RoE	10.4	11.2	13.0	14.9
Balance Sheet				
Net Debt : Equity (x)	0.2	0.2	0.2	0.1
Net Working Capital (Days)	4	4	4	4
Valuation(x)				
PER	80.1	65.8	50.6	39.1
P/B	7.8	7.0	6.2	5.5
P/CEPS	55.3	46.6	37.6	30.3
EV/EBITDA	44.6	34.2	28.2	23.4
EV/Sales	9.1	7.8	6.8	5.9
Dividend Yield (%)	-	-	-	-

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q4FY25	Q1FY26	Q2FY26	Q3FY26
Net Revenue	26,859	28,514	30,021	29,579
YoY gr. (%)	26.4	28.6	21.9	19.7
Raw Material Expenses	8,886	9,445	9,752	9,642
Gross Profit	17,973	19,069	20,270	19,937
Margin (%)	114.2	113.4	111.9	112.5
EBITDA	5,590	6,168	6,578	6,202
YoY gr. (%)	57.6	69.8	25.3	30.7
Margin (%)	39.9	41.1	39.0	38.8
Depreciation / Depletion	1,295	1,302	1,384	1,518
EBIT	4,294	4,866	5,194	4,683
Margin (%)	30.8	32.2	29.6	29.0
Net Interest	676	696	749	857
Other Income	250	193	309	112
Profit before Tax	3,333	4,490	4,989	3,479
Margin (%)	26.5	30.8	29.6	23.9
Total Tax	697	1,022	1,046	896
Effective tax rate (%)	41.8	42.3	33.3	50.9
Profit after Tax	2,636	3,468	3,943	2,583
Minority interest	41	65	69	37
Share Profit from Associates	46	29	37	35
Adjusted PAT	2,641	3,432	3,911	2,581
YoY gr. (%)	61.4	86.1	92.8	(33.2)
Margin (%)	21.0	24.1	24.1	17.8
Extra Ord. Income / (Exp)	(536)	126	235	(459)
Reported PAT	2,105	3,558	4,147	2,122
YoY gr. (%)	30.2	93.5	206.4	(56.9)
Margin (%)	18.3	24.7	25.1	15.8
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	2,105	3,558	4,147	2,122
Avg. Shares O/s (m)	61	61	61	61
EPS (Rs)	15.6	17.0	15.6	13.0

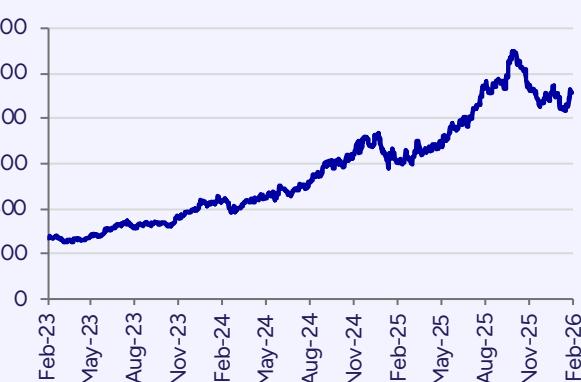
Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY25	FY26E	FY27E	FY28E
Hospital	65,280	77,986	89,875	1,01,926
Diagnostic	12,539	13,417	14,490	15,939

Source: Company Data, PL Research

Price Chart



Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	06-Jan-26	BUY	1,120	915
2	19-Dec-25	BUY	1,120	891
3	12-Nov-25	BUY	1,150	969
4	08-Oct-25	BUY	1,000	1,042
5	07-Aug-25	BUY	1,000	884
6	08-Jul-25	BUY	785	806
7	22-May-25	BUY	785	672
8	08-Apr-25	BUY	760	636

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Ajanta Pharma	BUY	3,200	2,768
2	Apollo Hospitals Enterprise	BUY	9,000	7,507
3	Aster DM Healthcare	BUY	715	558
4	Aurobindo Pharma	BUY	1,300	1,124
5	Brigade Enterprises	BUY	1,045	843
6	Cipla	Accumulate	1,440	1,315
7	Divi's Laboratories	Accumulate	6,850	6,387
8	Dr. Reddy's Laboratories	Reduce	1,300	1,157
9	Eris Lifesciences	BUY	1,900	1,553
10	Fortis Healthcare	BUY	1,120	915
11	Global Health	BUY	1,375	1,108
12	HealthCare Global Enterprises	BUY	850	586
13	Indoco Remedies	Hold	325	225
14	Ipca Laboratories	BUY	1,600	1,514
15	J.B. Chemicals & Pharmaceuticals	BUY	2,300	1,927
16	Jupiter Life Line Hospitals	BUY	1,600	1,251
17	Krishna Institute of Medical Sciences	BUY	810	647
18	Lupin	Accumulate	2,400	2,199
19	Max Healthcare Institute	BUY	1,300	1,040
20	Narayana Hrudayalaya	BUY	2,100	1,901
21	Oberoi Realty	Accumulate	1,820	1,647
22	Prestige Estates Projects	BUY	1,880	1,500
23	Rainbow Children's Medicare	BUY	1,550	1,179
24	Sun Pharmaceutical Industries	BUY	1,900	1,595
25	Sunteck Realty	BUY	550	374
26	Torrent Pharmaceuticals	BUY	4,750	4,078
27	Zydus Lifesciences	Accumulate	1,020	887

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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