


SMC Ranking
★ ★ ☆☆ ☆ (2/5)

Issue Highlights

| Industry | Healthcare |
|--------------------------------|-------------------|
| Offer for sale (Shares) | 9,259,259 |
| Fresh Issue (Shares) | 47,530,864 |
| Net Offer to the Public | 56,790,123 |
| Issue Size (Rs. Cr.) | 875-920 |
| Price Band (Rs.) | 154-162 |
| Offer Date | 10-Dec-25 |
| Close Date | 12-Dec-25 |
| Face Value | 2 |
| Lot Size | 92 Shares |

| Issue Composition | In shares |
|----------------------|------------|
| Total Issue for Sale | 56,790,123 |
| QIB | 28,395,062 |
| NIB | 8,518,518 |
| Retail | 19,876,543 |

Shareholding Pattern (%)

| Particulars | Pre-issue | Post-issue |
|-----------------------------|----------------|----------------|
| Promoters & promoters group | 95.55% | 82.89% |
| QIB | 4.45% | 10.53% |
| NIB | 0.00% | 1.97% |
| Retail | 0.00% | 4.60% |
| Total | 100.00% | 100.00% |

*calculated on the upper price band
Objects of the Issue

The Company Park Medi World IPO proposes to utilise the Net Proceeds from the Issue towards the following objects:

- 1) Repayment/ prepayment, in full or in part, of certain outstanding borrowings availed by the Company and certain of the Subsidiaries.
- 2) Funding capital expenditure for development of new hospital and expansion of existing hospital by our certain Subsidiaries Park Medicity (NCR) and Blue Heavens, respectively.
- 3) Funding capital expenditure for purchase of medical equipment by the Company and our certain Subsidiaries, Blue Heavens and Ratangiri.
- 4) Unidentified inorganic acquisitions and general corporate purposes.

Book Running Lead Manager

- Nuvama Wealth Management Limited
- CLSA India Private Limited
- DAM Capital Advisors Limited
- Intensive Fiscal Services Private Limited

Name of the registrar

- Kfin Technologies Limited

About the company

Park Medi World Limited, incorporated in 2011, is a leading private hospital chain in North India with a total capacity of 3,000 beds as of March 31, 2025. The company operates 14 multi-super speciality hospitals under the 'Park' brand, all accredited by NABH, with eight also holding NABL certification. Its network spans Haryana, Delhi, Punjab, and Rajasthan. The hospitals offer over 30 super speciality and speciality services, including internal medicine, neurology, urology, gastroenterology, general surgery, orthopaedics, and oncology. As of September 30, 2025, the facilities include 870 ICU beds, 67 operating theatres, and on-site oxygen generation plants across all locations. Park Medi World has an extensive presence in Haryana (Ambala, Gurugram, Karnal, Panipat, Palam Vihar, Sonipat, Faridabad), Delhi, Punjab (Patiala, Mohali), and Rajasthan (Jaipur, Behror). The company employs 1,014 doctors and 2,142 nurses as of September 30, 2025.

Strength

Second-largest private hospital chain in North India; largest in Haryana: Park Medi World Limited is the second-largest private hospital chain in North India and the largest in Haryana by bed capacity, with 3,000 beds and 1,600 beds respectively as of March 31, 2025 (CRISIL Report). The company has expanded its bed capacity from 2,550 beds in March 2023 to 3,250 beds by September 30, 2025 through a cluster-based strategy combining organic expansion and acquisitions. Its 14 NABH-accredited multi-super speciality hospitals across Delhi, Haryana, Rajasthan, and Punjab feature advanced medical infrastructure including 870 ICU beds, 67 OTs, two cancer units, and modern technology. The expansion aligns with strong growth prospects in North India, where rising demand and limited bed availability (15–16 beds per 10,000 patients) support long-term scalability in a healthcare market projected to grow at 10–12% CAGR to Rs. 10.2–10.8 trillion by Fiscal 2029.

High-quality, affordable healthcare with diversified specialty offerings: The company focuses on delivering affordable, high-quality healthcare to lower and middle-income segments while maintaining strong cost discipline. Initiatives such as the iMARS robotic system, full-time clinical staffing, vendor consolidation, and scale advantages support operational efficiency. This strategy has resulted in steady profitability, with restated PAT of Rs. 139.14 Crore for H1FY26 and Rs. 213.22 Crore in FY25. The company provides over 30 super specialties, including advanced cardiac interventions, minimally invasive surgeries, leadless pacemakers, stroke care, bariatric surgery, and kidney transplants, reducing concentration risk and supporting sustainable growth.

Proven ability to acquire and integrate hospitals: Park Medi World has successfully acquired and integrated eight hospitals across North India, adding 1,650 beds and significantly strengthening its network, revenues, and profitability. Key acquisitions include hospitals in Faridabad, Karnal, Ambala, Behror, Palam Vihar, Sonipat, and Mohali—the largest being the 350-bed Grecian Super Speciality Hospital in Mohali acquired in May 2023 for Rs. 225 Crore. A 300-bed Kanpur hospital, acquired in June 2025, is being renovated for April 2026 launch. Acquired hospitals contributed over 55% of revenues and 61.90% of PAT in H1FY26. The acquisition of Durha Vittrak (Febris Multi Specialty Hospital, Narela) through an NCLT-approved resolution plan is underway. Standardized processes, cost structures, and branding ensure uniform quality and operational efficiency.

Strong operational and financial performance with diversified payor mix: The company has demonstrated consistent operational scale-up, with inpatient volumes rising from 73,084 in FY23 to 81,311 in FY25, and ARPOB improving from Rs. 24,575 to Rs. 26,206 (Rs. 27,105 in H1FY26). Profitability remains strong with PAT of Rs. 213.22 Crore in

FY25 and Rs. 13.91 Crore in H1FY26. Park Medi World owns 10 of its hospital assets, reducing rental costs and supporting reinvestment. It reported the lowest gross block per bed (Rs. 0.34 Crore vs. peer average of Rs. 1.06 Crore) and the second-highest EBITDA margin among peers (CRISIL Report). Revenue diversification across government schemes, insurance, and cash-paying patients enhances stability.

Doctor-led, experienced leadership team: The company benefits from a doctor-led professional management team with deep operational and clinical expertise. Founder & Chairman Dr. Ajit Gupta (25+ years of experience) and Managing Director Dr. Ankit Gupta (20+ years) lead overall strategy and operations. The leadership team also includes CEO Dr. Sanjay Sharma (20+ years), CFO Rajesh Sharma (28+ years), and experienced functional heads across HR, medical operations, and finance. Their combined expertise has been instrumental in scaling the company and strengthening its reputation for quality healthcare.

Strategy

Expand Network Organically and Inorganically with a Focus on North India: The company aims to accelerate its growth by addressing the significant healthcare deficit in North India, home to 42.9 crore residents but only 6.2–6.3 lakh hospital beds, far below recommended levels. Its expansion strategy includes both strategic acquisitions and organic developments, focusing on 200+ bed hospitals that can be scaled to 300 beds within existing clusters. Key ongoing projects include expanding the Ambala hospital from 250 to 450 beds with an onco-radiation unit by October 2027, establishing a 300-bed hospital in Panchkula by April 2026, and developing a 250-bed Rohtak facility by December 2026. The company is also integrating a 300-bed hospital in Kanpur by April 2026 and acquiring Durha Vitrak (Febris Multi Specialty Hospital, New Delhi) through an NCLT resolution. This strategy aligns with the North India healthcare market, which is projected to grow at a 12–14% CAGR to ₹3.3–3.4 lakh crore by FY29.

Strengthen Presence in Adjacent Markets: Leveraging its cluster-based operating model, the company is expanding into adjacent high-demand markets such as Uttar Pradesh, which has 29.5–30 crore residents and a total of 2.95–3 lakh beds, translating to a low density of just 12–13 beds per 10,000 population. To strengthen its presence, the company has entered a long-term O&M agreement (till December 2055) to operate a 400-bed hospital in Gorakhpur, scheduled for launch by April 2026. It is also acquiring and upgrading a 300-bed hospital in Kanpur, expected to be operational by April 2026. This adjacency-focused strategy enhances brand visibility, reduces operational overheads through shared logistics, and improves economies of scale across regions.

Scale Operations and Improve Efficiencies: To support sustained revenue and margin expansion, the company is strengthening operational efficiency and scaling high-end clinical programs across its network. Key initiatives include increasing the use of advanced robotics such as iMARS to lower procedural costs and improve clinical outcomes, and expanding super-specialty programs such as kidney transplants across five approved hospitals. The company is also strengthening its insurance and cash-pay patient segments through specialized teams, tapping medical tourism through a new international marketing division, and upgrading IT systems, including integrated EMR platforms, to enhance patient experience and streamline operations. These efforts aim to boost occupancy, optimize resource utilization, and drive long-term profitability.

Retain and attract skilled clinicians: The company aims to maintain a strong talent pool through competitive benefits, advanced technology access, structured career development, global training partnerships, and continuous learning programs. As of September 30, 2025, the clinical workforce includes 1,014 doctors, 2,142 nurses, 730 medical professionals, and 2,025 support staff. Investments in leadership development, international workshops, medical device training, and digital knowledge platforms ensure high-quality care and help attract top clinical talent.

Risk Factor

- Any credit rating downgrade may increase borrowing costs and negatively impact the company's business, profitability, and liquidity.
- The company relies heavily on medical professionals. With a doctor attrition rate of 33.72% as of September 30, 2025, difficulties in retaining or attracting talent may weaken operations and financial performance.
- High operating costs, including materials, employee benefits, and professional fees, may hurt margins if the company cannot pass these costs on to patients.
- The company may face challenges in completing acquisitions or integrating new hospitals, which could affect growth and future prospects.
- Proposed hospital projects may face delays or fail to achieve targeted operating capacity, adversely affecting business performance and financial outcomes.
- Several doctors work on a consultancy basis. If they discontinue their services, hospital operations and performance may be negatively affected.

Peer Comparison

| Co_Name | Total Income | PAT | EPS | P/E | P/BV | BV | FV | Price | Mcap |
|--|--------------|---------|--------|-------|-------|--------|----|---------|-----------|
| Apollo Hospitals Enterprise Limited | 23264.7 | 1671.9 | 116.28 | 61.83 | 11.38 | 631.88 | 5 | 7189.25 | 103370.38 |
| Fortis Healthcare Limited | 8433.62 | 1013.99 | 13.34 | 66.56 | 7.11 | 124.9 | 10 | 887.85 | 67028.96 |
| Narayana Hrudalaya Limited | 5961.09 | 845.17 | 41.61 | 46.06 | 9.65 | 198.66 | 10 | 1916.45 | 39164.73 |
| Max Healthcare Institute Limited | 7941.09 | 1357.07 | 14.48 | 75.83 | 10.62 | 103.34 | 10 | 1097.95 | 106805.21 |
| Krishna Institute of Medical Sciences Limited | 3401.6 | 336 | 8.21 | 85.52 | 12.37 | 56.74 | 2 | 702.1 | 28093.75 |
| Global Health Limited | 4004.75 | 561.76 | 22.24 | 52.33 | 8.44 | 137.94 | 2 | 1163.75 | 31280.48 |
| Jupiter Lifeline Hospitals Ltd | 1395.34 | 198.5 | 30.27 | 47.41 | 6.49 | 221.29 | 10 | 1435.1 | 9409.38 |
| Yatharth Hospital & Trauma Care Services Limited | 988.13 | 152.49 | 15.83 | 43.4 | 3.92 | 175.26 | 10 | 686.95 | 6619.06 |
| Park Medi World Ltd. | 1510.72 | 239.47 | 5.54 | 29.22 | 3.44 | 47.12 | 2 | 162.00 | 6997.28 |

*Peer companies financials are TTM based

***Park Medi World LTD financials are based on TTM

Valuation

Considering the P/E valuation, on the upper end of the price band of Rs.162, the stock is priced at pre issue P/E of 26x on TTM EPS of Rs. 6.23. Post issue, the stock is priced at a P/E of 29.22x on its EPS of Rs. 5.54. Looking at the P/B ratio at Rs.162 pre issue, book value of Rs. 32.92 of P/Bvx 4.92x. Post issue, book value of Rs.47.12 of P/Bvx 3.44x.

Considering the P/E valuation, on the lower end of the price band of Rs.154, the stock is priced at pre issue P/E of 24.72 x on TTM EPS of Rs. 6.23. Post issue, the stock is priced at a P/E of 27.78x on its EPS of Rs. 5.54. Looking at the P/B ratio at Rs. 154 pre issue, book value of Rs. 32.92 of P/Bvx 4.68x. Post issue, book value of Rs.47.12 of P/Bvx 3.27x.

Industry Outlook

The industry outlook for the North India region is exceptionally positive, fueled by a significant unmet demand for healthcare services; as of Fiscal 2022, the region's combined population of approximately 42.9 Crore was served by only 620,000 to 630,000 hospital beds, creating a substantial capacity deficit when compared to the National Health Policy's recommended figure of over 857,000 beds. This gap is driving rapid market expansion, with the North region expected to be the fastest-growing among all regions in India between Fiscal 2025 and Fiscal 2029, projecting a Compound Annual Growth Rate (CAGR) of 12% to 14% to reach a market value of Rs. 3.3 trillion to Rs. 3.4 trillion by Fiscal 2029, ultimately accounting for an estimated one-third of India's total healthcare delivery market. In addition to organic growth, demand is further propelled by increasing health insurance coverage due to government schemes like the Pradhan Mantri Jan Arogya Yojana, and by India's emergence as a popular destination for medical tourism owing to its advanced facilities, specialized doctors, and lower treatment costs.

Outlook

Park Medi World Limited is well-positioned for growth, backed by strong scale, affordable quality healthcare, and a successful acquisition track record supported by solid profitability and expanding presence across North India. Its cluster-based growth model, new hospitals, and operating efficiencies strengthen long-term prospects. However, doctor attrition, integration challenges, rising costs, and dependence on credit ratings could pressure margins and scalability.

An Indicative timetable in respect of the Issue is set out below:

| EVENT | INDICATIVE DATE (On or about) |
|--|----------------------------------|
| BID/ISSUE OPENS ON | 10-December-25 |
| BID/ISSUE CLOSES ON | 12-December-25 |
| Finalisation of Basis of Allotment with the Designated Stock Exchange | 15-December-25 |
| Initiation of refunds (if any, for Anchor Investors)/unblocking of funds from ASBA Account | 16-December-25 |
| Credit of Equity Shares to Demat Accounts of Allottees | 16-December-25 |
| Commencement of trading of the Equity Shares on the Stock Exchanges | 17-December-25 |

Annexure

Consolidated Financials

Profit & Loss

Rs. in Cr.

| Particulars | Period ended 30-Sep-25 (6 Months) | Period ended 31-Mar-25 (12 Months) | Period ended 31-Mar-24 (12 Months) |
|---|--------------------------------------|---------------------------------------|---------------------------------------|
| Revenue from operations | 808.66 | 1393.57 | 1231.07 |
| Total expenditure | 591.52 | 1021.40 | 920.77 |
| Operating Profit | 217.14 | 372.17 | 310.30 |
| OPM% | 26.85 | 26.71 | 25.21 |
| Other Income | 14.74 | 32.40 | 32.02 |
| Total Net Income | 231.87 | 404.58 | 342.32 |
| Interest | 29.66 | 59.68 | 70.32 |
| PBDT | 202.21 | 344.90 | 272.00 |
| Depreciation | 28.32 | 58.23 | 50.57 |
| Profit before tax and share of profit of Associate | 173.90 | 286.68 | 221.43 |
| Exceptional item | 0.00 | 0.00 | -3.26 |
| PBT | 173.90 | 286.68 | 218.16 |
| Tax | 34.75 | 73.46 | 66.16 |
| Profit & Loss | 139.14 | 213.22 | 152.01 |

Balance sheet is on next page

Balance Sheet

Rs. in Cr.

| Particulars | As on 30-Sep-25 | As on 31-Mar-25 | As on 31-Mar-24 |
|---|-----------------|-----------------|-----------------|
| Non-current assets | | | |
| Property Plant & Equipment | 755.95 | 764.33 | 707.12 |
| Capital Work In Progress | 53.62 | 36.65 | 31.70 |
| Goodwill | 77.06 | 77.06 | 77.06 |
| Right of use assets | 98.57 | 55.81 | 52.28 |
| Other intangible assets | 1.01 | 1.02 | 0.87 |
| Financial Assets | | | |
| Investments | 0.09 | 0.09 | 0.09 |
| Loans | 72.23 | 48.17 | 44.04 |
| Other financial assets | 203.70 | 62.35 | 20.95 |
| Deferred tax assets (net) | 21.69 | 11.66 | 6.21 |
| Non-current tax assets (net) | 38.96 | 32.06 | 26.75 |
| Other non-current assets | 7.93 | 10.85 | 2.01 |
| Total non-current assets | 1330.79 | 1100.04 | 969.08 |
| Current asset | | | |
| Financial Assets | | | |
| Inventories | 2.89 | 2.54 | 2.20 |
| Trade receivables | 768.68 | 613.50 | 510.96 |
| Cash and cash equivalents | 53.39 | 103.00 | 76.63 |
| Bank balances other than (ii) above | 111.12 | 257.75 | 313.34 |
| Other financial assets | 37.18 | 37.90 | 27.89 |
| Other current assets | 16.88 | 18.96 | 12.01 |
| Total current assets | 990.14 | 1033.66 | 943.02 |
| Total Assets | 2320.93 | 2133.70 | 1912.10 |
| Non-current liabilities | | | |
| Financial liabilities | | | |
| Borrowings | 366.70 | 384.25 | 391.02 |
| Lease liabilities | 93.65 | 56.36 | 50.93 |
| Provisions | 12.53 | 10.70 | 8.05 |
| Deferred tax liabilities (net) | 0.00 | 0.00 | 0.00 |
| Total Non- Current liabilities | 472.88 | 451.31 | 450.01 |
| Current liabilities | | | |
| Financial Liabilities | | | |
| Borrowings | 268.96 | 238.19 | 241.63 |
| Lease liabilities | 4.61 | 3.27 | 3.13 |
| Trade Payables | 0.00 | 0.00 | 0.00 |
| - Total outstanding dues of MSME | 4.13 | 6.70 | 3.76 |
| - Total outstanding dues of creditors other than MSME | 96.59 | 129.42 | 86.59 |
| Other financial liabilities | 94.46 | 84.44 | 76.92 |
| Other current liabilities | 8.65 | 13.32 | 12.18 |
| Provisions | 106.01 | 80.78 | 102.38 |
| Total - Current Liabilities | 583.41 | 556.12 | 526.59 |
| Total Liabilities | 1056.28 | 1007.43 | 976.59 |
| Net worth represented by: | | | |
| Equity share capital | 76.88 | 76.88 | 76.88 |
| Other equity | 1123.90 | 992.70 | 805.92 |
| Non Controlling Interest | 63.87 | 56.69 | 52.71 |
| Total Equity | 1264.65 | 1126.28 | 935.51 |

RANKING METHODOLOGY

| | |
|------------------|-----------|
| WEAK | ★ |
| NEUTRAL | ★ ★ |
| FAIR | ★ ★ ★ |
| GOOD | ★ ★ ★ ★ |
| EXCELLENT | ★ ★ ★ ★ ★ |

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