

February 02, 2024

## Narayana Hrudayalaya Surgical Hospital Private Limited: Ratings reaffirmed

### Summary of rating action

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Fund-based – Working capital	15.00	15.00	[ICRA]AA (Stable); reaffirmed
Fund-based – Term loan	35.00	15.00	[ICRA]AA (Stable); reaffirmed
Short term – Non-fund based	16.00	16.00	[ICRA]A1+; reaffirmed
Long Term/ Short Term- Unallocated	-	20.00	[ICRA]AA (Stable)/ [ICRA]A1+; reaffirmed
<b>Total</b>	<b>66.00</b>	<b>66.00</b>	

\*Instrument details are provided in Annexure-I

### Rationale

The reaffirmation of ratings for Narayana Hrudayalaya Limited (NHL/the Group) continues to consider NHL's established position in the healthcare sector and the significant brand equity of 'Narayana Health'. The ratings also derive comfort from the geographically diversified presence of the Group across India, with a strong presence in Karnataka and East India, as well as its diversified operational specialities ranging from cardiac care and renal sciences to oncology, neurosciences, orthopaedics and gastroenterology. NHL's acquisition of the orthopaedic and trauma hospital in Bengaluru (Shiva and Shiva Orthopaedic Hospital Private Limited, Sparsh) enabled the group to further diversify its presence in other specialities, which offers strategic proximity to its Health City campus. NHL also added a radiation oncology department in Q1 FY2024 and is setting up an additional multi-specialty centre in the Cayman Islands.

ICRA has also factored in NHL's strong financial profile while reaffirming the ratings. In FY2023 and H1 FY2024, NHL witnessed YoY revenue growth of 22.4% and 16.7%, respectively. This growth was supported by a steady improvement in its ARPOB<sup>1</sup>, gradual increases in both domestic and international patient footfalls, enhancement of the payor mix and steady performance improvement of the relatively newer hospitals. The Cayman operations registered YoY revenue growth of 18.5% and ~23% in FY2023 and H1 FY2024, respectively. The revenue growth can be attributed to the increase in patient footfalls along with incremental investments by the company to increase its presence in the Cayman Islands. NHL's operating profit margin (OPM) improved to 21.6% in FY2023 and 22.8% in H1 FY2024 from 17.8% in FY2022. This improvement was supported by better case and payor mix, healthy ramp-up in high-value elective procedures and various cost reduction and efficiency measures undertaken by the company. In FY2023 and H1 FY2024, NHL's debt coverage indicators improved with interest coverage at 14.1 times and 13.2 times, respectively, compared to 9.9 times in FY2022. Additionally, total debt/OPBDITA stood at 1.0 times as on March 31, 2023 and 0.9 times as on September 30, 2023, against 1.2 times as on March 31, 2022. NHL's liquidity profile was marked by cash and cash equivalents of Rs. 860.0 crore as on September 30, 2023, supported by significant undrawn credit lines and financial flexibility to avail additional limits.

The ratings are, however, constrained by NHL's high reliance on three flagship hospitals in India and the Cayman Islands, in terms of revenue and profit generation. However, ICRA notes that the revenue dependence from the three hospitals has sequentially moderated with improvement in performance across its other hospitals. Dharamshila, SRCC Mumbai and the superspeciality hospital in Gurugram, which were previously a drag on margins, have achieved breakeven at the operating level. These units are expected to reach sustainable levels of margins going forward. Further, in line with other industry players,

<sup>1</sup> Average revenue per occupied bed

NHL's performance remains exposed to the risk of adverse regulatory measures and stiff competition in the healthcare industry.

The Group plans to incur capex of ~Rs. 1,200.0 crore in FY2024, of which ~Rs. 310.0 crore has already been invested in H1 FY2024. Around Rs. 500-600 crore of the FY2024 capex outflow will be utilised towards the construction of a greenfield multi-specialty hospital in the Cayman Islands which is expected to start operations in H1 FY2025. While it is expected to provide a significant location advantage to the Group, the overall consolidated margins may be impacted in the initial quarters of the Cayman multi-specialty hospital's operations. In FY2025, NHL is expected to continue to incur sizeable capex towards commencement of construction of its new greenfield projects in Kolkata and Bengaluru. Further, the Group is expected to continue to incur capex towards brownfield expansion and maintenance to the tune of ~Rs. 420-450 crore every fiscal. The capex is expected to be funded through a mix of debt and internal accruals. Given the sizeable and planned capex, the Group's debt metrics are expected to witness some moderation in the near term. That said, given the Group's strong earnings capability, debt metrics are expected to remain healthy despite the expected incremental debt to be availed.

The Group has a track record of growing and diversifying through strategic acquisitions. Any significant debt-funded acquisition, impacting the company's credit metrics, remains an event risk and would be evaluated on a case-by-case basis.

Further, ICRA notes that the company has incorporated two new subsidiaries and has ventured into the health and wellness management segment, as well as the insurance segment. Going forward, the quantum of investments and the amount of cash burn in these new ventures will be a key rating monitorable.

The Stable outlook on the long-term rating reflects ICRA's expectations that NHL will continue to benefit from its strong market position, investments in technology and ramp-up of operations at new centres, thereby, supporting the Group's credit profile.

## Key rating drivers and their description

### Credit strengths

**Significant market position with focus on affordability for patients** – NHL enjoys a strong market position in the healthcare services industry as an established brand, especially in the cardiac and renal sciences. Its goodwill and focus on patient affordability helped it in partnering with Government bodies, not-for-profit trusts and charities, and private organisations to operate and manage their healthcare facilities. Dr. Devi Prasad Shetty, Chairman of Narayana Health, has extensive experience of more than three decades and has received several awards such as the Padma Shri and Padma Bhushan for his contributions to affordable healthcare.

**Geographically diversified operations coupled with international presence** – NHL has 40 healthcare facilities (5,821 operational beds) of which 18 (5,346 beds) are owned/operated, one (178 beds) is managed, three (187 beds) are heart centres, 17 (no beds) are primary healthcare facilities and one (110 beds) hospital is in the Cayman Islands. The company has a strong brand recognition in Karnataka and eastern India, with an emerging presence in western, central and northern India. It also has an international presence with the establishment of Health City Cayman Islands (HCCI) in North America, where it is setting up an additional multi-specialty hospital. Notwithstanding some moderation in margins during the ramp-up phase of the multi-specialty hospital, HCCI is expected to further strengthen its operations in the Cayman Islands.

**Significant improvement in financial profile** – In FY2023, NHL witnessed 22.4% and 16.7% YoY growth in FY2023 and H1 FY2024 respectively, along with the improvement in OPM to 21.6% in FY2023 and 22.8% in H1 FY2024 from 17.8% in FY2022. The improvement was a result of better case and payor mix with increased traction in complex elective surgeries, significant improvement in international patient footfalls to near pre-Covid-19 levels, increased throughput due to investments in technology and digitisation and an improvement in the performance of the new hospitals. Further, the Group's cash, cash equivalents and liquid investments increased to Rs. 619.3 crore as on March 31, 2023, and Rs. 860.0 crore as on September 30, 2023, compared to Rs. 288.7 crore as on March 31, 2022.

## Credit challenges

**High dependence on top-three hospitals and the Cayman Island facility** – A significant portion of NHL's consolidated revenue and operating profit is derived from the three best-performing hospitals of the Group in India, Narayana Institute of Cardiac Sciences, Mazumdar Shaw Medical Centre (both in Bengaluru) and Rabindranath Tagore International Institute of Cardiac Sciences (Kolkata), as well as the Cayman unit. In H1 FY2024, a sizeable portion of the consolidated revenues and operating profit were contributed by the top three hospitals in India. ICRA notes that while NHL is largely dependent on the performance of these flagship facilities, the dependence has reduced significantly over the last few years.

**Significant debt-funded capex plans** – NHL has a planned capital outlay of ~Rs. 1,200 crore for FY2024 and is also expected to incur sizeable capex in FY2025, which will be funded partially through debt. The capex for FY2024 and FY2025 includes replacement/maintenance and brownfield expansion, setting up two greenfield facilities (one each in Kolkata and Bengaluru) and towards expansion in the Cayman Islands, primarily towards the greenfield multi-specialty hospital. Debt metrics of NHL are expected to slightly moderate in FY2024 and FY2025 with an expected increase in debt levels for partially funding the capex. That said, given the Group's strong earnings capability, the debt metrics are expected to remain healthy despite the incremental debt which is expected to be availed.

**Exposure to regulatory risks** – Regulatory risks pertaining to restrictive pricing regulations levied by the Central and state government organisations could constrain the company's profit margins.

**Stiff competition in healthcare industry** – NHL is exposed to competition from other hospital chains in the industry. However, the company's established market position is expected to aid growth going forward.

## Liquidity position: Adequate

The Group's operational cash inflows over the next twelve months, existing cash and liquid investments and ease of access to external financing if required, are expected to be adequate to cover the operational expenses, planned capital expenditures and debt servicing obligations over this period. Further, the Group has a total working capital facility of around Rs. 168 crore, which was used sparingly during H1 FY2024. The Group is expected to incur a total capex of Rs. 1,200 crore in FY2024 and sizeable capex in FY2025 and is expected to raise incremental debt to partially fund the same. The company had free cash, bank balance and liquid investments of Rs. 860.0 crore as on September 30, 2023. The total debt (excluding lease liability) for the company as on September 30, 2023, was Rs. 960.9 crore. Repayment on the existing debt is Rs. 123.1 crore in FY2024 and Rs. 208.2 crore in FY2025. ICRA expects the Group to meet its near-term and medium-term commitments through internal cash sources and incremental debt.

## Rating sensitivities

**Positive factors** – Factors for a rating upgrade include significant improvement in earnings, debt metrics and liquidity position supported by the healthy ramp-up of newer units, resulting in reduced dependence on the flagship hospital units.

**Negative factors** – Pressure on the ratings may emerge in case of material deterioration in profitability and debt metrics of the company on account of sustained delay in achieving profitability at the new units. Specific credit metrics which could lead to a downgrade include net debt / OPBITDA higher than 1.5 times on a sustained basis.

## Analytical approach

Analytical Approach	Comments
Applicable rating methodologies	<a href="#">Corporate Credit Rating Methodology</a> <a href="#">ICRA's Rating methodology for Hospitals</a>
Parent/Group support	Not Applicable
Consolidation/Standalone	For arriving at the ratings, ICRA has considered the consolidated financials of NHL along with its operational subsidiaries and associate companies (mentioned in Annexure-2) on account of the strong business and financial linkages among these entities.

## About the company

NHL operates a chain of multi-speciality, tertiary and primary healthcare facilities. Dr. Devi Shetty, who has over 30 years of medical experience, began NHL in 2000. The Group, which initially focused on cardiac and renal sciences, expanded to additional areas of focus such as cancer care, neurology and neurosurgery, orthopaedics and gastroenterology, and was rebranded as 'Narayana Health' in 2013 to reflect the diversified presence. The Group owns and operates certain hospitals and enters into management agreements with hospitals. As per the agreements, the Group acquires the operating control of these hospitals. It has 40 healthcare facilities (5,821 operational beds) of which 18 (5,346 beds) are owned/operated, one (178 beds) is managed, three (187 beds) are heart centres, 17 (no beds) are primary healthcare facilities and one (110 beds) hospital is in the Cayman Islands. NHL has a strong presence in the southern state of Karnataka and eastern India, with an emerging presence in western, central and northern India.

## Key financial indicators (audited)

NHL Consolidated	FY2022	FY2023	H1 FY2024*
Operating income	3,701.3	4,529.7	2,538.7
PAT	350.6	606.8	410.7
OPBDIT/OI	17.8%	21.6%	22.8%
PAT/OI	9.5%	13.4%	16.2%
Total outside liabilities/Tangible net worth (times)	1.1	0.9	0.9
Total debt/OPBDIT (times)	1.2	1.0	0.9
Interest coverage (times)	9.9	14.1	13.2

PAT: Profit after tax; OPBDIT: Operating profit before depreciation, interest, taxes and amortisation; Amount in Rs crore; \*Provisional numbers

## Status of non-cooperation with previous CRA: Not applicable

## Any other information: None

## Rating history for past three years

Instrument	Current rating (FY2024)				Chronology of rating history for the past 3 years					
	Type	Amount rated (Rs. crore)	Amount outstanding as of September 30, 2023 (Rs. crore)	Date & rating in FY2024	Date & rating in FY2023			Date & rating in FY2022		Date & rating in FY2021
					Feb 2, 2024	Mar 6, 2023	Sep 29, 2022	Apr 25, 2022	Dec 31, 2021	
1 Fund Based – working capital	Long Term	15.0	-	[ICRA]AA (Stable)	[ICRA]AA (Stable)	[ICRA]AA-(CE) (Positive) withdrawn and [ICRA]AA-(Positive) assigned simultaneously	[ICRA]AA-(CE) (Positive)	[ICRA]AA-(CE) (Stable)	[ICRA]AA-(CE) (Stable)	[ICRA]AA-(CE) (Stable)
2 Term Loan	Long Term	15.0	15.0	[ICRA]AA (Stable)	[ICRA]AA (Stable)		[ICRA]AA-(CE) (Positive)	[ICRA]AA-(CE) (Stable)	[ICRA]AA-(CE) (Stable)	[ICRA]AA-(CE) (Stable)
3 Non-Fund Based	Short Term	16.0	-	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+(CE) withdrawn and [ICRA]A1+ assigned simultaneously	[ICRA]A1+ (CE)	[ICRA]A1+ (CE)	[ICRA]A1+ (CE)	[ICRA]A1+ (CE)
4 Unallocated	Long Term/ Short Term	20.00	-	[ICRA]AA (Stable)/ [ICRA]A1+	-	-	-	-	-	-
5 Unallocated	Long Term	-	-	-	-	-	-	Provisional [ICRA]AA-(CE) (Stable); Withdrawn	Provisional [ICRA]AA-(CE) (Stable)	Provisional [ICRA]AA-(CE) (Stable)
6 Unallocated	Short Term	-	-	-	-	-	-	[ICRA]A1+ (CE)	Provisional [ICRA]A1+ (CE)	

## Complexity level of the rated instruments

Instrument	Complexity Indicator
Long Term- Term Loan	Simple
Long Term- Working Capital	Simple
Short Term Non-Fund Based	Very Simple
Long Term/ Short Term- Unallocated	Not Applicable

The Complexity Indicator refers to the ease with which the returns associated with the rated instrument could be estimated. It does not indicate the risk related to the timely payments on the instrument, which is rather indicated by the instrument's credit rating. It also does not indicate the complexity associated with analysing an entity's financial, business, industry risks or complexity related to the structural, transactional or legal aspects. Details on the complexity levels of the instruments are available on ICRA's website: [Click Here](#)

**Annexure I: Instrument details**

ISIN	Instrument Name	Date of Issuance	Coupon Rate	Maturity	Amount Rated (Rs. crore)	Current Rating and Outlook
NA	<b>Fund Based - Working Capital</b>	NA	NA	NA	15.0	[ICRA]AA (Stable)
NA	<b>Term Loan</b>	Sep-2017	NA	Oct-2027	15.0	[ICRA]AA (Stable)
NA	<b>Non-Fund based</b>	NA	NA	NA	16.0	[ICRA] A1+
NA	<b>Unallocated</b>	NA	NA	NA	20.0	[ICRA]AA (Stable)

Source: Company

[Please click here to view details of lender-wise facilities rated by ICRA](#)

**Annexure II: List of entities considered for consolidated analysis**

Company Name	NHL Ownership	Consolidation Approach
<b>Narayana Hrudayalaya Surgical Hospital Pvt Ltd</b>	100%	Full Consolidation
<b>Meridian Medical Research and Hospital Ltd</b>	99.13%	Full Consolidation
<b>Narayana Hospitals Pvt Ltd</b>	100%	Full Consolidation
<b>Narayana Vaishno Devi Speciality Hospitals Pvt Ltd</b>	100%	Full Consolidation
<b>NH Integrated Care Private Limited</b>	100%	Full Consolidation
<b>Athma Healthtech Private Limited</b>	100%	Full Consolidation
<b>Health City Cayman Islands Ltd (HCCI)</b>	100%	Full Consolidation
<b>ENT in Cayman Ltd.</b>	100%	Full Consolidation
<b>Cayman Integrated Healthcare Limited</b>	100%	Full Consolidation
<b>NH Health Bangladesh private Limited</b>	100%	Full Consolidation
<b>Narayana Holdings Private Limited</b>	100%	Full Consolidation
<b>Narayana Health North America LLC</b>	100%	Full Consolidation
<b>Reya health Inc ( formerly Cura Technologies Inc.)</b>	43.58%	Equity Method
<b>ISO Healthcare</b>	20.00%	Equity Method

Source: Company; as on March 31, 2023

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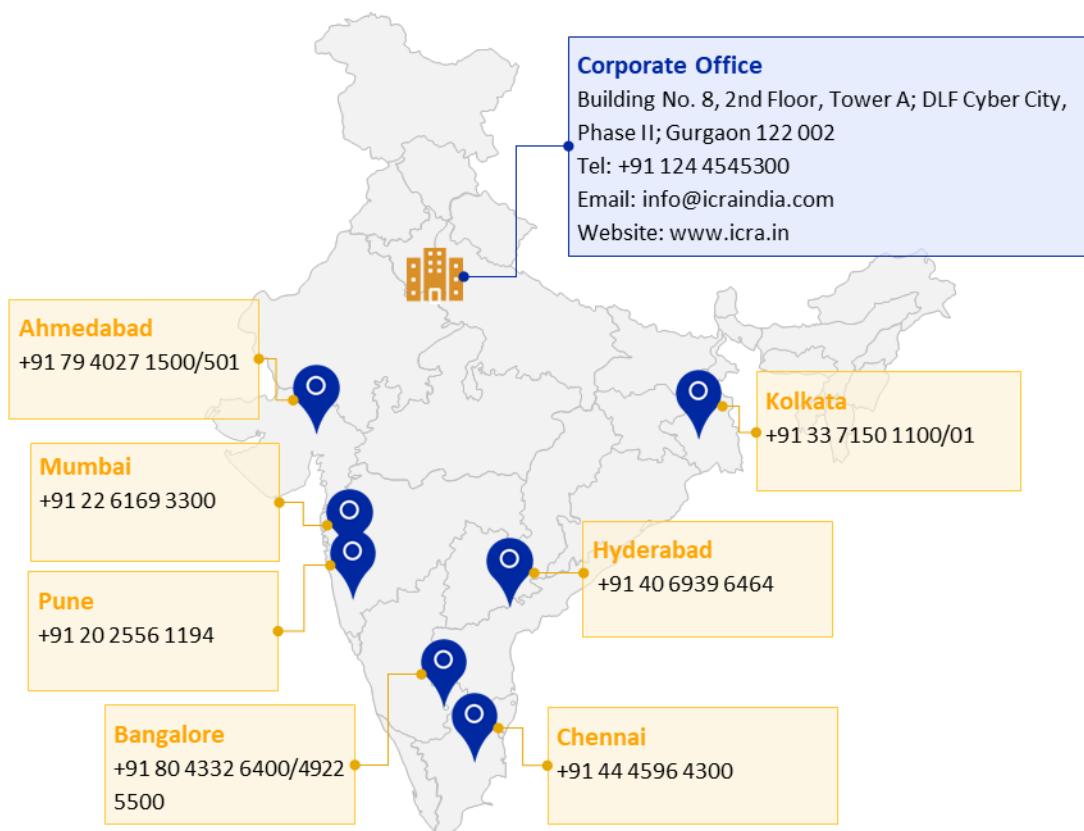
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