Healthcare

Apollo Hospitals

Q1FY12 Result Update

11 August 2011

Buy

Target Price: Rs606 CMP: Rs520* Upside: 17%

*as on 10 August 2011

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Healthy progress

Apollo Hospitals reported Q1FY12 results with sales in line with our estimates at Rs6.4bn. Reduced operating expenses led to 19.9% YoY rise in EBITDA to Rs1059mn, 6% above estimates. Lower interest costs helped boost PAT 30.5% YoY to Rs513mn, 12% above our estimates. We retain Buy rating with a revised price target of Rs606 (earlier: Rs639).

- O Q4 results in line with estimates: Sales increased by a robust 22.5% YoY and 3.2% QoQ to Rs6.4bn, exactly in line with our estimates. The hospital segment reported 17.7% YoY revenue growth to Rs4.5bn. The pharmacy segment reported impressive growth of 35.9% YoY to Rs1.9bn.
- O Margin expansion: Lower operating expenses led to 130bps QoQ EBITDA margin expansion at 16.5% and 90bps above our estimate. The hospital segment saw EBIT margin of 19%, up 170bps QoQ as new hospitals matured. The pharmacy segment reported EBIT margin of 0.2%, down 18bps QoQ.
- O **Profits above estimates:** Lower interest costs at Rs149mn (our estimate Rs160) helped the company post an impressive PAT of Rs513mn, up 31% YoY and 12% above our estimate. Profit margins also came in at a healthy 8% for the quarter vs. 7.5% in Q1FY11 and our estimate of 7.2%.
- O Maintain Buy: We have marginally tweaked our estimates considering the 2011 annual report and Q1FY12 numbers. We retain Buy rating with a revised price target of Rs606 (earlier: Rs639), valuing the stock at 14x FY13E EV/EBITDA.

Key Data APHS IN **Bloomberg Code** APLH.BO **Reuters Code** 131.4 Current Shares O/S (mn) 131.4 Diluted Shares O/S(mn) 68.3/1.5 Mkt Cap (Rsbn/USDbn) 600/387 52 Wk H / L (Rs) 73,236 Daily Vol. (3M NSE Avg.) 5 Face Value (Rs) 1 USD = Rs45.3

One Year Indexed Stock Performance



Price Performance (%)						
	1M	6M	1Yr			
Apollo Hospital	5.4	14.3	31.5			
NIFTY	(8.3)	(3.0)	(5.0)			

Source: Bloomberg, Centrum Research *as on 10 August 2011

Y/E March (Rsmn)	Q1FY12	Q1FY11	YoY (%)	Q4FY11	QoQ (%)	Q1FY12E	Variance (%)
Net sales	6,410	5,233	22.5	6,214	3.2	6,401	0.1
Consumption of raw materials	3,381	2,723	24.2	3,315		3,402	(0.6)
% of sales	52.8	52.0		53.3		53.1	
Employee costs	962	786	22.4	973	(1.1)	970	(0.8)
% of sales	15.0	15.0		15.7		15.2	
Operating Expenses	1,007	840		979		1,031	(2.3)
% of sales	15.7	16.1		15.7		16.1	
EBITDA	1,059	883	19.9	948	11.8	998	6.1
EBITDA Margin (%)	16.5	16.9		15.2		15.6	
Depreciation	198	163		183		201	(1.6)
Interest	149	157		158		160	(6.6)
Other income	47	36		59		49	(4.9)
PBT	759	599	26.7	666	14.0	686	10.6
Provision for tax	246	206		195		228	
-effective tax rate	32.4	34.4		29.3		33.2	
PAT (adjusted)	513	393	30.5	471	8.9	458	11.9
NPM (%)	8.0	7.5		7.6		7.2	
EPS (Rs)	3.7	2.8		3.4		3.3	

Source: Company, Centrum Research

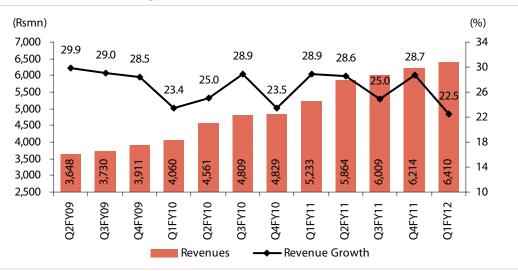
Y/E Mar (Rsmn)	Rev	YoY (%)	EBITDA	EBITDA (%)	Adj PAT	YoY (%)	Fully DEPS	RoE (%)	RoCE (%)	P/E (x)	EV/EBITDA (x)
FY10	20,265	25.5	3,006	14.8	1,376	29.2	9.9	8.8	6.2	52.4	23.4
FY11	26,054	28.6	4,183	16.1	1,839	33.7	13.3	10.4	7.6	39.2	17.4
FY12E	33,180	27.4	5,620	16.9	2,635	43.3	19.0	11.4	9.3	27.4	13.5
FY13E	36,954	11.4	6,172	16.7	3,033	15.1	21.9	10.7	9.3	23.8	12.1
FY14E	40,321	9.1	7,017	17.4	3,714	22.5	26.8	12.1	10.3	19.4	10.3

Source: Company, Centrum Research Estimates

Q4 sales inline

Apollo Hospitals' Q4 revenue grew by a robust 22.5% YoY (and 3.2% QoQ) to Rs6,410mn, exactly in line with our estimate of Rs6,401mn.

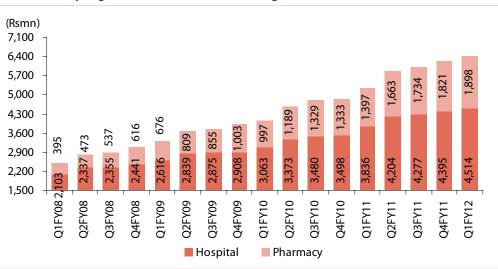
Exhibit 1: Consistent revenue growth



Source: Company, Centrum Research

The hospital segment's revenue grew 17.7% YoY (and 2.7% QoQ) to Rs4.5bn. The pharmacy segment's revenue grew at a much faster pace of 35.9% YoY and 4.2% QoQ to Rs1.9bn. The contribution of the pharmacy business to overall sales stood at 28.9% the same as in Q4FY11 but up 240bps from Q1FY11. Its pace of growth in pharmacy segment was almost double and its rising contribution to overall sales will lead to slower growth in margin expansion. Pharmacy business is a highly commoditized, low margin business like other retail businesses.

Exhibit 2: Pharmacy segment contribution increasing

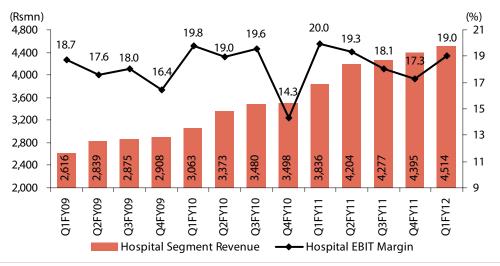


Source: Company, Centrum Research

Improving metrics of hospital segment

The hospital division reported 170bps QoQ increase, but 100bps YoY decrease in EBIT margin to 19%. The Hyderabad cluster saw good occupancy of 60% in Q1FY12 vs. 60% occupancy at 482 beds in Q1FY11. The Hyderabad cluster has 930 operational beds against 809 beds in Q1FY11. The addition of 121 beds in the tertiary care segment was the reason for higher ALOS. The Bhubaneshwar facility, which also opened last year, saw healthy occupancy of 70% and has turned EBITDA positive in the first year of operations itself. The facility had an EBITDA margin of 3% as of Q1FY12.

Exhibit 3: Hospital segment Revenue and EBIT margin

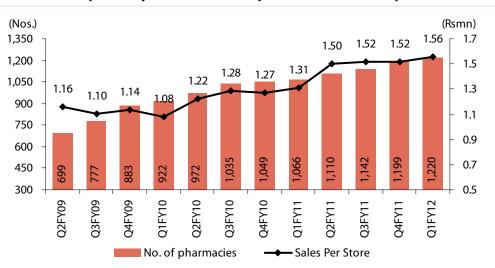


Source: Company, Centrum Research

Pharmacy segment improving as well

The increase in pharmacy sales is driven by increase in store count and higher sales per store. The company added 21 pharmacies in the quarter taking the total number of pharmacies to 1220. Apollo was able to increase the revenue per store by an impressive 18.3% YoY and 2% QoQ.

Exhibit 4: Increase in pharmacy revenues driven by store count and sales per store



Source: Company, Centrum Research

Exhibit 5: Pharmacy segments metrics

	Q1FY12	Q1FY11	Change (%)	Q4FY11	QoQ (%)
No. of Stores	1,220	1,066	14.4	1,199	1.8
Total Area Sq. ft/Store	306	318		317	
Revenue Per Store (Rsmn)	1.55	1.31	18.3	1.52	2.0
Rent Store (Rsmn)	0.05	0.05		0.05	
EBITDA Per Store (Rsmn)	0.02	(0.03)		0.01	
EBITDA (Rsmn)	22.6	(27.9)		24.0	
EBITDA Margin (%)	1.2	(2.0)		1.0	
EBIT Margin (%)	0.2	(3.3)		0.3	

Source: Company, Centrum Research

The company has steadily focussed on cost rationalisation of the pharmacy vertical and was able to reduce losses over a period of time. The average number of employees per store dropped from 7.2 in Q2FY09 to 5.8 in Q4FY11 but this has gone up to 6.1 in the current quarter. We believe that there is further scope for improvement as typically, most standalone pharmacies operate with 3-4 people.

(Nos.) (Nos.) 1,300 7.5 7.0 1,200 7.2 7.1 1,100 6.5 1,000 6.0 6.4 5.5 900 6.0 5.9 5.8 5.8 800 5.0 700 4.5 600 4.0 3.5 500 400 3.0 Q4FY09 Q2FY10 Q1FY12 Q1FY10 Q3FY10 Q1FY11 Q2FY11 Q3FY11 Q4FY11

Employees Per Pharmacy

Exhibit 6: Employees per store need to be reduced further

Source: Company, Centrum Research

Similarly, the company has been able to lower its rental costs as a percentage of sales from 19.2% in Q2FY09 to 8.6% in Q1FY12. We believe there is further scope for improvement as typically most retailers have rentals of between 5-8% of their net sales. Along with cost management, the increase in revenue per store has been a major driver in reducing rental expenses.

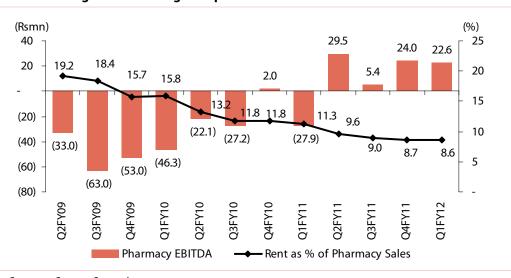


Exhibit 7: Reducing rentals leading to improvement in EBITDA

No. of Pharmacies

Source: Company, Centrum Research

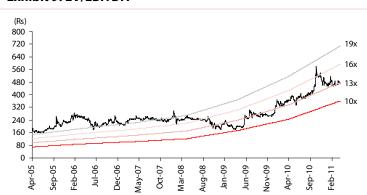
Valuations

We maintain Buy rating with a marginal revision in price target to Rs606 (earlier: Rs639). We value the stock at 14x FY13E EV/EBITDA vs its 5-year average multiple of 15x. The implied EV/Adjusted Bed value is Rs 16.6mn. The stock is currently trading at Rs 14.4mn FY13E EV/Adjusted Bed and 12.1x FY13E EV/EBITDA.

Exhibit 8: EV/Adjusted Bed

(Rs) 700 18mn 600 500 400 9mn 300 200 100 Sep-10 . Jan-09 90-unf Oct-07 Feb-11 Apr-

Exhibit 9: EV/EBITDA



Source: Company, BSE, Centrum Research Estimates

Source: Company, BSE, Centrum Research Estimates

Financials (Consolidated)

Exhibit 10: Income Statement

Y/E March (Rsmn)	FY10	FY11	FY12E	FY13E	FY14E
Net Sales	20,265	26,054	33,180	36,954	40,321
-Growth (%)	25.5	28.6	27.4	11.4	9.1
Operative Expenses	10,726	13,886	17,586	19,401	21,269
% of sales	52.9	53.3	53.0	52.5	52.8
Employee Expense	3,308	4,151	4,915	5,653	5,826
% of sales	16.3	15.9	14.8	15.3	14.4
SG&A	3,218	3,827	5,060	5,728	6,209
% of sales	15.9	14.7	15.3	15.5	15.4
EBITDA	3,006	4,183	5,620	6,172	7,017
EBITDA Margin	14.8	16.1	16.9	16.7	17.4
Depreciation and Amortisation	750	942	1,136	1,299	1,405
EBIT	2,256	3,241	4,483	4,873	5,611
Interest Expenses	602	814	775	635	397
PBT from operations	1,654	2,427	3,708	4,238	5,214
Other income	322	187	197	211	215
PBT	1,977	2,613	3,906	4,449	5,429
-PBT margin (%)	9.7	10.0	11.8	12.0	13.5
Provision for tax	676	873	1,298	1,478	1,804
Effective tax rate (%)	33.2	33.2	33.2	33.2	33.2
Sh. of profit from assoc. & min. int.	75	69	53	109	147
Net Profit (Adjusted)	1,376	1,839	2,635	3,033	3,714
-Growth (%)	29.2	33.7	43.3	15.1	22.5
-NPM (%)	6.8	7.1	<i>7</i> .9	8.2	9.2

Source: Company, Centrum Research Estimates

Exhibit 11: Balance Sheet

Y/E March (Rsmn)	FY10	FY11	FY12E	FY13E	FY14E
Share Capital	618	624	693	693	693
Reserves and Surplus	15,917	17,681	26,372	28,699	31,547
Total shareholders fund	16,535	18,990	27,066	29,392	32,241
Minority Interest	241	249	262	286	315
Loan fund	9,132	9,585	5,962	5,078	3,054
Total capital employed	26,684	29,924	34,390	35,856	36,710
Gross block	16,950	19,767	21,642	23,617	26,767
Less: Accumulated depreciation	4,231	5,148	6,285	7,584	8,989
Net block	12,720	14,619	15,357	16,033	17,778
Capital WIP	3,037	3,610	5,904	4,015	3,250
Net fixed assets	15,757	18,229	21,262	20,048	21,028
Investments	4,166	5,020	5,020	5,020	5,020
Cash and bank	3,117	1,781	1,934	2,669	2,668
Inventories	1,412	1,584	2,057	2,494	2,621
Debtors	2,228	3,003	3,650	4,250	4,536
Loans & Advances	5,238	5,730	6,636	8,130	8,467
Total current assets	11,995	12,098	14,277	17,543	18,292
Current liabilities and Provision	5,973	6,355	7,100	7,687	8,562
Net current assets	6,022	5,743	7,176	9,855	9,730
Total assets	26,684	29,924	34,390	35,856	36,710

Source: Company, Centrum Research Estimates

Exhibit 12: Cash flow

Y/E March (Rsmn)	FY10	FY11	FY12E	FY13E	FY14E
Cash Flow from operating					
Profit before tax	1,977	2,613	3,906	4,449	5,429
Depreciation	752	942	1,136	1,299	1,405
Interest expenses	587	778	775	635	397
Other non cash charges	(180)	(31)	-	-	-
Op. profit before WC change	3,135	4,302	5,817	6,383	7,231
Working capital adjustments	(295)	(1,043)	(1,281)	(1,944)	125
Direct tax paid	(865)	(675)	(1,298)	(1,478)	(1,804)
Net cash from operating	1,976	2,588	3,239	2,961	5,552
Cash flow from investing					
Capex	(3,892)	(3,157)	(4,169)	(86)	(2,385)
Investments	1,664	(1,307)	-	-	-
Net cash from investment	(1,975)	(4,415)	(4,216)	(100)	(2,390)
Cash flow from financing					
Proceeds from Equity	883	792	6,055	-	-
Borrowings/(Repayments)	2,368	877	(3,623)	(884)	(2,024)
Interest paid	(613)	(780)	(775)	(635)	(397)
Dividend paid	(402)	(432)	(527)	(607)	(743)
Net cash flow from financing	2,237	467	1,130	(2,125)	(3,164)
Net cash increase/(decrease)	2,237	(1,360)	153	735	(1)
Cash & cash eq Closing Balance	3,113	1,781	1,934	2,669	2,668

Source: Company, Centrum Research Estimates

Exhibit 13: Key Ratios

Y/E March	FY10	FY11	FY12E	FY13E	FY14E
Margin Ratio (%)					
EBITDA Margin	14.8	16.1	16.9	16.7	17.4
PBIT Margin	11.1	12.4	13.5	13.2	13.9
PBT Margin	9.8	10.0	11.8	12.0	13.5
PAT Margin	6.8	7.1	7.9	8.2	9.2
Growth Ratio (%)					
Revenue	25.5	28.6	27.4	11.4	9.1
EBITDA	32.6	39.2	34.4	9.8	13.7
Net Profit	29.2	33.7	43.3	15.1	22.5
Return Ratios (%)					
ROCE	6.2	7.6	9.3	9.3	10.3
ROIC	6.8	8.6	10.3	10.3	11.3
ROE	8.8	10.4	11.4	10.7	12.1
Turnover Ratios					
Asset turnover ratio (x)	0.8	0.9	1.0	1.1	1.1
Working capital cycle (days)	(34.4)	(34.0)	(33.4)	(36.3)	(32.3)
Average collection period (days)	35.8	36.6	36.6	39.0	39.8
Average payment period (days)	93.4	91.7	90.0	97.7	95.2
Per share (Rs)					
Fully diluted EPS	9.9	13.3	19.0	21.9	26.8
Book value	127.9	128.1	166.0	203.5	222.2
Solvency Ratio					
Debt-equity	0.6	0.5	0.2	0.2	0.1
Interest coverage ratio	3.7	4.0	5.8	7.7	14.1
Valuation (x)					
P/E	52.4	39.2	27.4	23.8	19.4
P/BV	4.1	4.1	3.1	2.6	2.3
EV/EBITDA	23.4	17.4	13.5	12.1	10.3
EV/Sales	3.5	2.8	2.3	2.0	1.8
M-Cap/Sales	3.2	2.5	2.2	2.0	1.8
EV/Adjusted Bed (Rsmn)	18.1	16.3	15.6	14.1	11.4

Source: Company, Centrum Research Estimates

Appendix A

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CAPITAL MARKET SEBI REGN. NO.: BSE: INB 011251130, NSE: INB231251134

DERIVATIVES SEBI REGN. NO.: NSE: INF 231251134 (TRADING & SELF CLEARING MEMBER)

CDSL DP ID: 12200. SEBI REGISTRATION NO.: IN-DP-CDSL-20-99

PMS REGISTRATION NO.: INP000000456

MCX – SX (Currency Derivative segment) REGN. NO.: INE 261251134
Website: www.centrum.co.in

Investor Grievance Email ID: investor.grievances@centrum.co.in

Compliance Officer Details:

Mr. C. Vijaya Rao; Tel: (022) 42159437; Email ID: vi.rao@centrum.co.in

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