1 ICICI Direct

Steady Margin trajectory; Capacity expansion to drive growth...

About the stock: Rainbow Children's Medicare Limited (RCML) is a leading chain of paediatric multi-speciality and perinatal hospitals in India, operating 20 hospitals and 5 clinics in 7 cities, with a total bed capacity of 2,035 beds

- RCML registered blended ARPOB of ₹ 53,962 with occupancy at 50.5% and ALOS at 2.85 days for FY25.
- Payor mix for Q1FY26: 51.8% from insurance and 48.2% from cash.

Investment Rationale:

- Q1FY26- In line numbers with better margins Revenues grew ~7% YoY to ₹353 crore, driven by 13% growth in ARPOB to ₹63323. On the other hand, there was a 5% de-growth in occupancies to 40.21% and deliveries (2% dip YoY). ALOS on the other hand, improved (down 5% YoY) to 2.66 days. EBITDA grew ~11% YoY to ~₹ 104 crore and EBITDA margins grew by 98 bps to 29.4%.
- The quarter was little a subdued on the revenues front due to ~11% YoY decrease in occupancies at the matured hospitals which led to just ~2% revenues growth. This was also on account of lower low-ticket patients flow. On the bright side, this led to 15% improvement in ARPOB due to superior case mix and ultimately better EBITDA margins. Occupancies were higher (20% YoY growth) at the new hospitals.
- Strong industry-positioning, better margin trajectory; forthcoming capex to maintain growth momentum- RCML's expertise in the most case-sensitive healthcare cohort that is paediatric and perinatal care encompassing areas like neurology, nephrology, oncology and cardiology among others and its efficient synergy across paediatric services and perinatal services makes it a standout player among peers. Strong EBITDA margins trajectory (+28%) over the last 13 quarters is also a key differentiator besides better return ratios. The company is looking to add beds in Bengaluru's Electronic City (90 beds) and Hennur (60 beds) hospitals that are expected to become operational by end of Q2FY26. Coimbatore (130 beds) project is under development while for Gurugram Sector 44 (325 beds) and Sector 56 (125 beds) hospitals, the excavation is in progress and are expected to be operational post FY27. Overall, the company is all set to add ~830 beds over the next 2-3 years to the existing bed count of 2035 beds. It also zeroing on Pune besides plans to expand in North-East India.

Rating and Target price

Our target price is ₹ 1870 based on 29x FY27E EBITDA of ₹ 633. Given its
unique positioning, better financials and expansion plans, we believe
the premium valuation is justified.



Particulars	
Particular	Amount
Market Capitalisation	₹ 15456 crore
Debt (FY25)	₹ 764 crore
Cash (FY25)	₹ 20 crore
EV	₹ 16200 crore
52 week H/L (₹)	1710/1129
Equity capital	101.6
Face value	₹ 10

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(in %)	Sep-24	Dec-25	Mar-25	Jun-25
Promoter	49.9	49.9	49.9	49.8
FIIs	25.1	25.1	23.7	23.6
DIIs	13.8	13.9	15.3	15.4
Others	11.2	11.2	11.2	11.1

	Price	Ch	art						
	30000 - 25000 - 20000 - 15000 - 5000 -		Feb-23-	Aug-23 -	Feb-24 -	Aug-24 -	Feb-25 -	1,800 1,600 1,400 1,200 1,000 800 600 400 200 0	
		— Nifty	500(LH	S)	_	Rain	bow Child	ren (RHS)	
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- (i) Trained staff and doctors' attrition risk
- (ii) Significant dependency on few clusters

Research Analyst

Siddhant Khandekar siddhant.khandekar@icicisecurities.com

Shubh Mehta shubh.mehta@icicisecurities.com

Vedant Nilekar vedant.nilekar@icicisecurities.com

Key Financial Summary

Key Financials (₹ Crore)	FY22	FY23	FY24	FY25	3 year CAGR (FY22-25)	FY26E	FY27E	2 year CAGR (FY25-27E)
Revenues	973.8	1173.6	1296.9	1515.9	15.9	1735.0	1999.1	14.8
EBITDA	304.9	396.4	428.9	489.9	17.1	546.1	632.8	13.7
EBITDA margins (%)	31.3	33.8	33.1	32.3		31.5	31.7	
Net Profit	138.3	210.8	217.0	242.6	20.6	256.0	278.3	7.1
EPS (₹)	13.6	20.8	21.4	23.9		25.2	27.4	
PE (x)	111.9	73.4	71.3	63.8		60.4	55.6	
EV to EBITDA (x)	52.3	40.2	37.1	31.9		28.6	24.6	
RoCE (%)	18.7	18.8	15.7	15.7		15.0	15.0	
ROE	22.9	19.9	17.2	16.5		14.8	13.9	

Source: Company, ICICI Direct Research



(₹ crore)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25 (Q3FY25	Q4FY25 (Q1FY26	YoY (%)	QoQ (%)
Total Operating Income	237.2	313.1	306.4	317.0	287.2	332.7	336.0	341.1	330.2	417.5	398.1	370.1	352.9	6.9	-4.6
Raw Material Expenses	31.8	43.5	40.2	42.7	38.4	42.2	42.7	41.9	42.5	51.7	53.7	47.0	47.5	11.8	1.0
% of Revenue	13.4	13.9	13.1	13.5	13.4	12.7	12.7	12.3	12.9	12.4	13.5	12.7	13.5	59 bps	75 bps
Gross Profit	205.4	269.5	266.2	274.2	248.8	290.4	293.3	299.2	287.7	365.8	344.4	323.1	305.4	6.1	-5.5
Gross Profit Margin (%)	86.6	86.1	86.9	86.5	86.6	87.3	87.3	87.7	87.1	87.6	86.5	87.3	86.5	-59 bps	-75 bps
Employee Expenses	30.5	34.5	38.4	40.6	43.6	40.7	43.4	48.4	49.0	53.7	49.3	54.3	51.6	5.4	-5.0
% of Revenue	12.9	11.0	12.5	12.8	15.2	12.2	12.9	14.2	14.8	12.9	12.4	14.7	14.6	-21 bps	-5 bps
Other Expenditure	92.7	125.5	121.0	135.6	117.5	132.1	131.8	145.2	145.0	165.0	160.7	154.0	150.2	3.6	-2.5
% of Revenue	39.1	40.1	39.5	42.8	40.9	39.7	39.2	42.6	43.9	39.5	40.4	41.6	42.6	-136 bps	94 bps
Total Expenditure	155.1	203.5	199.6	219.0	199.5	215.1	217.9	235.6	236.5	270.4	263.7	255.4	249.3	5.4	-2.4
% of Revenue	65.4	65.0	65.2	69.1	69.5	64.7	64.9	69.1	71.6	64.8	66.2	69.0	70.6	-98 bps	164 bps
EBITDA	82.1	109.5	106.8	98.0	87.7	117.6	118.1	105.5	93.7	147.1	134.4	114.7	103.6	10.6	-9.7
EBITDA Margin (%)	34.6	35.0	34.8	30.9	30.5	35.3	35.1	30.9	28.4	35.2	33.8	31.0	29.4	98 bps	-164 bps
Other Income	6.0	7.6	8.4	8.9	7.9	7.8	8.6	12.8	11.9	11.3	13.3	14.5	20.0	67.7	37.8
Interest	14.2	13.3	13.6	14.1	14.6	13.3	14.3	16.8	18.2	18.1	18.1	18.1	18.1	-0.5	-0.2
Depreciation	21.9	22.4	23.2	22.7	25.3	26.8	27.7	32.3	34.1	34.9	35.2	34.2	34.2	0.1	0.1
PBT	52.0	81.4	78.3	70.1	55.6	85.3	84.8	69.2	53.4	105.4	94.3	77.0	71.4	33.8	-7.3
Total Tax	13.2	19.9	20.1	16.2	14.1	22.1	22.2	18.1	13.6	26.3	25.4	20.4	17.6	28.9	-13.9
Tax rate (%)	25.5	24.4	25.6	23.2	25.4	25.9	26.2	26.2	25.5	25.0	26.9	26.5	24.6	-92 bps	-191 bps
PAT	38.2	61.1	57.9	53.6	41.0	62.9	62.1	51.0	39.5	78.9	68.3	56.0	53.5	35.5	-4.4
PAT Margin (%)	16.1	19.5	18.9	16.9	14.3	18.9	18.5	14.9	12.0	18.9	17.1	15.1	15.2	320 bps	3 bps
EPS (₹)	3.8	6.0	5.7	5.3	4.0	6.2	6.1	5.0	3.9	7.8	6.7	5.5	5.3		

Source: Company, ICICI Direct Research

Q1FY26 Results / Conference call highlights

General Aspects

- Occupancy stood at 40.2%, impacted by seasonal softness in general paediatrics and routine deliveries.
- ARPOB increased 13% YoY and ARPP grew 3% YoY due to favourable case mix and growth in tertiary and quaternary care services, despite no price hikes.
- Outpatient volumes rose 6% YoY; inpatient and delivery volumes declined by 1% and 2% YoY respectively due to a healthy population spell, lower infection incidence, and muted birthing demand.
- Management expects price hikes to be implemented in Hyderabad, Bengaluru, and Chennai in the coming months.
- IVF segment contributed 3.2% to revenue; expected to clock ~2,000 cycles in FY26 with 50% YoY revenue growth.

Acquisition

- The Warangal acquisition (76% stake in Prashanthi Hospitals) that was completed on July 2, currently has 30–35 beds operational and will be scaled gradually. It will function as spoke to Hyderabad hub and will be considered as a part of new hospitals.
- Rajahmundry 100-bed hospital is completed and is pending final government permissions.
- The management mentioned that Bengaluru's Electronic City (90 beds) and Hennur (60 beds) hospitals are on track to become operational by end of Q2FY26.
- Coimbatore (130 beds) project is under development while for Gurugram Sector 44 (325 beds) and Sector 56 (125 beds) hospitals the excavation is in progress and are expected operational post FY27.
- Pune 150-bed asset-light greenfield hospital in final legal stages, signing expected shortly; will take ~2.5 years to be operational.
- Around 800 beds to be added over next 3 years and at least 50% of them are expected through asset-light model.

Guidance

- The management has reaffirmed guidance for FY26 with expectation of improved seasonal trends in upcoming quarters, supported by high-value case mix and upcoming capacity
- Management reiterated mid to high teens revenue growth guidance, possibly touching 20% depending on how new capacities ramp up.
- Management targeting double-digit delivery volume growth through renewed marketing and focus on natural birthing initiatives

Financial Tables

Exhibit 3: Profit and loss sta	atement			₹ crore
(Year-end March)	FY24	FY25	FY26E	FY27E
Revenues	1,296.9	1,515.9	1,735.0	1,999.1
Growth (%)	10.5	16.9	14.5	15.2
Raw Material Expenses	165.3	194.9	227.2	272.0
Employee Expenses	176.2	206.4	240.5	279.9
Other Expenditure	526.6	624.7	721.3	814.5
Total Operating Expenditure	868.0	1,026.0	1,189.0	1,366.3
EBITDA	428.9	489.9	546.1	632.8
Growth (%)	8.2	14.2	11.5	15.9
Interest(Financial Expenses i	59.1	72.5	75.2	80.0
Depreciation	112.1	138.4	168.2	206.4
Other Income	8.4	37.9	43.4	50.0
PBT before Exceptional Items	294.8	330.0	347.8	379.9
Less: Forex & Exceptional Iter	0.0	0.0	0.0	0.0
PBT	294.8	330.0	347.8	379.9
Total Tax	76.5	85.8	89.4	98.8
PAT before MI	218.3	244.2	258.4	281.1
Minority Interest	1.3	1.6	2.4	2.8
PAT	217.0	242.6	256.0	278.3
Adjusted PAT	217.0	242.6	256.0	278.3
Growth (%)	2.9	11.8	5.5	8.7
EPS	21.4	23.9	25.2	27.4
EPS (Adjusted)	21.4	23.9	25.2	27.4

Exhibit 4: Cash flow statement			Ę	₹ crore
(Year-end March)	FY24	FY25	FY26E	FY27E
Profit/(Loss) after taxation	206.2	244.4	256.0	278.3
Add: Depreciation & Amortization	112.1	138.4	168.2	206.4
Net Increase in Current Assets	-27.4	-22.0	-28.4	-33.7
Net Increase in Current Liabilities	2.6	13.3	18.8	25.0
Others	27.9	21.5	75.2	80.0
Net cash flow from operating activities	321.4	395.6	489.9	556.1
(Inc)/dec in Fixed Assets	-353.4	-145.6	-380.0	-380.0
(Inc)/dec in Investments	82.9	-235.1	0.0	0.0
Others	44.1	112.9	-11.2	-12.3
CF from investing activities	-226.5	-267.8	-391.2	-392.3
Inc / (Dec) in Equity Capital	0.0	0.0	0.0	0.0
Proceeds/(Repayment) Loan	-72.5	-87.3	38.2	40.1
Dividend & Dividend Tax	-30.8	-30.5	0.0	0.0
Others	-28.6	0.1	-75.2	-80.0
CF from financing activities	-131.9	-117.7	-37.0	-39.9
Net Cash flow	-36.9	10.2	61.7	123.9
Opening Cash	47.1	10.1	20.3	81.9
Closing Cash	10.1	20.3	81.9	205.9
FCF	-32.0	250.0	109.9	176.1

Source: Company, ICICI Direct Research

Source: Company, ICICI Direct Research

Exhibit 5: Balance Sheet				₹ cro	re
(Year-end March)	FY24	FY25	FY26E	FY27E	
Equity Capital	101.5	101.6	101.6	101.6	
Reserve and Surplus	1,157.4	1,366.6	1,622.7	1,901.0	
Total Shareholders fund	1,258.9	1,468.2	1,724.2	2,002.6	
Total Debt	765.3	763.6	801.8	841.8	
Deferred Tax Liability	0.0	0.0	0.0	0.0	
Minority Interest	6.0	6.8	7.5	8.2	
Long term Provisions	7.7	9.7	10.7	11.8	
Other Non Current Liabilities	0.0	0.0	0.0	0.0	
Source of Funds	2,037.9	2,248.3	2,544.2	2,864.4	
Gross Block - Fixed Assets	1,755.7	2,039.3	2,414.3	2,789.3	
Accumulated Depreciation	502.7	641.2	809.4	1,015.8	
Net Block	1,253.0	1,398.1	1,605.0	1,773.6	
Capital WIP	19.9	28.5	33.5	38.5	
Net Fixed Assets	1,272.9	1,426.6	1,638.4	1,812.0	
Goodwill on Consolidation	0.0	0.0	0.0	0.0	
Investments	307.5	570.7	570.7	570.7	
Inventory	24.0	27.6	32.1	38.5	
Cash	10.1	20.3	81.9	205.9	
Debtors	70.4	77.3	88.5	101.9	
Loans & Advances & Other (209.6	126.2	138.8	152.7	
Total Current Assets	314.1	251.3	341.4	498.9	
Creditors	81.5	91.0	106.0	126.9	
Provisions & Other CL	51.0	37.7	41.5	45.6	
Total Current Liabilities	132.5	128.7	147.5	172.5	
Net Current Assets	181.6	122.7	193.9	326.4	
LT L& A, Other Assets	249.9	98.7	108.6	119.5	
Deferred Tax Assets	26.0	29.6	32.5	35.8	
Application of Funds	2,037.9	2,248.3	2,544.2	2,864.4	

Source: Company, ICICI Direct Research
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Exhibit 6: Key ratios				
(Year-end March)	FY24	FY25	FY26E	FY27E
Per share data (₹)				
EPS	21.4	23.9	25.2	27.4
Cash EPS	32.4	37.5	41.8	47.7
BV	124.0	144.6	169.8	197.2
DPS	0.0	0.0	0.0	0.0
Cash Per Share	49.5	63.1	79.7	100.0
Operating Ratios (%)				
Gross Profit	87.3	87.1	86.9	86.4
EBITDA margins	33.1	32.3	31.5	31.7
Net Profit margins	16.7	16.0	14.8	13.9
Inventory days	53.0	51.6	51.6	51.6
Debtor days	19.8	18.6	18.6	18.6
Creditor days	180.0	170.3	170.3	170.3
Assets Turnover	0.7	0.7	0.7	0.7
Return Ratios (%)				
RoE	17.2	16.5	14.8	13.9
RoCE	15.7	15.7	15.0	15.0
RoIC	18.8	21.8	20.5	21.0
Valuation Ratios (x)				
P/E	71.3	63.8	60.4	55.6
EV / EBITDA	37.1	31.9	28.6	24.6
EV / Revenues	12.3	10.3	9.0	7.8
Market Cap / Revenues	11.9	10.2	8.9	7.7
Price to Book Value	12.3	10.5	9.0	7.7
Solvency Ratios				
Debt / Equity	0.6	0.5	0.5	0.4
Debt/EBITDA	1.8	1.6	1.5	1.3
Current Ratio	2.3	1.8	1.8	1.7
Quick Ratio	2.1	1.6	1.5	1.5
Net debt/EBITDA	1.8	1.5	1.3	1.0

Source: Company, ICICI Direct Research



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Buy: >15%

Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%



Pankaj Pandey

Head - Research

pankaj.pandey@icicisecurities.com

ICICI Direct Research Desk, ICICI Securities Limited, Third Floor, Brillanto House, Road No 13, MIDC, Andheri (East) Mumbai – 400 093 research@icicidirect.com



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Name of the Compliance officer (Research Analyst): Mr. Atul Agrawal

Contact number: 022-40701000 E-mail Address: complianceofficer@icicisecurities.com

 $For any queries \ or \ grievances: \ Mr. \ Bhavesh \ Soni \ Email \ address: \ headservice quality @icicidirect.com \ Contact \ Number: \ 18601231122$

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