

Ref: MHL/Sec&Legal/2025-26/70

November 04, 2025

To,
BSE Limited
Scrip Code: 542650

National Stock Exchange of India Ltd.
Scrip Symbol: METROPOLIS

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation for the quarter and half year ended September 30, 2025.

A copy of the said presentation is also being uploaded on the Company's website at www.metropolisindia.com

You are requested to take the above information on record.

Thanking you,
Yours faithfully,

For **Metropolis Healthcare Limited**

Kamlesh C Kulkarni
Head – Legal & Secretarial

Encl: A/a



METROPOLIS HEALTHCARE LIMITED

Q2 & H1FY26 INVESTOR PRESENTATION

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Metropolis – Diagnostics that's trusted by doctors and patients alike

OUR VISION

To be a respected healthcare brand trusted by clinicians, patients and stakeholders.

Positively impact the lives of patients in their most anxious times and turn their anxiety into assurance

43+ years of credible experience



11% CAGR revenue growth in last 7 years



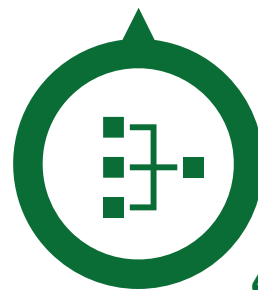
221 Clinical Labs



35 ISO:15189 Accredited Labs (31 in India / 4 in Kenya)
2 CAP Accredited Lab (India)



4,600+ Service Network



4,000+ Tests & Profiles



Performance & Company Updates – Q2FY26

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Key Financials (Page 5)

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B2B Business Highlights (Page 10)

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Important Updates & Definitions:

1. **MHL Group** – Includes acquisitions of Core Diagnostics, DAPIC - Dehradun and Scientific Pathology - Agra
2. **MHL Organic** – Excludes recent acquisitions of Core Diagnostics, DAPIC - Dehradun and Scientific Pathology - Agra
3. **Change of definition of B2C and B2B to standardize with the Industry practice. Accordingly previous period numbers are re-casted effective Apr 25.**
 - B2C now includes all own, franchisee and rural centres
 - B2B now includes B2B labs, Hospitals, Government, Corporate and Clinical Trial
4. **Date of Consolidation of the Acquisitions**
 - Core Diagnostics - 21st March 2025
 - DAPIC, Dehradun - 23rd May 2025
 - Scientific Pathology, Agra -16th June 2025
 - Ambika Pathology, Kolhapur – 18 September 2025

Q2 & H1FY26 Key Financials – MHL Group

Q2FY26

Revenue

INR 429 Cr
+23% YoY

EBITDA

INR 109 Cr
+19% YoY

PAT

INR 53 Cr
+13% YoY

H1FY26

Revenue

INR 815 Cr
+23% YoY

EBITDA

INR 198 Cr
+17% YoY

PAT

INR 98 Cr
+16% YoY

- Revenue growth fueled by organic business & acquisitions
- Q2FY26, EBITDA margin at group level stood at 25.4% compared to 23.1% in Q1FY26
- Core Diagnostics EBITDA Margins increased from a low single digit in Q1FY26 to high single digit in Q2FY26
- EBITDA margins for DAPIC - Dehradun and Scientific Pathology - Agra continue to exceed the company's average margin levels
- The Board has approved a dividend of 200% (₹4 per share)

Q2 & H1FY26 Key Financials – MHL Organic

Q2FY26

Revenue

INR 392 Cr
+12% YoY

EBITDA

INR 105 Cr
+15% YoY

PAT

INR 53 Cr
+14% YoY

H1FY26

Revenue

INR 746 Cr
+13% YoY

EBITDA

INR 192 Cr
+13% YoY

PAT

INR 99 Cr
+17% YoY

- Organic business grew in double digits consistently
- Growth was driven by robust momentum in preventive health check-ups like TruHealth and other specialty segments inspite of low seasonal illnesses.
- Q2FY26 EBITDA margin stood at 26.8%, an improvement of 210 bps over Q1FY26
- Margin expansion was enabled by sustained focus on enhancing efficiency and productivity across operations.



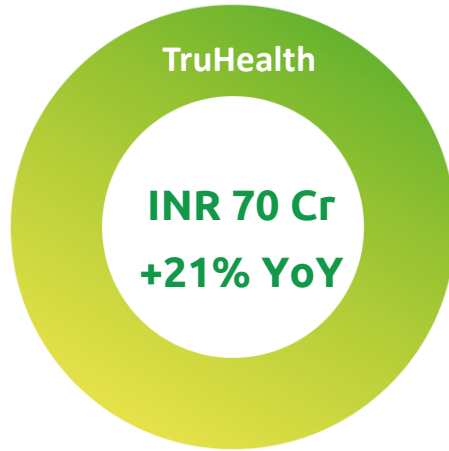
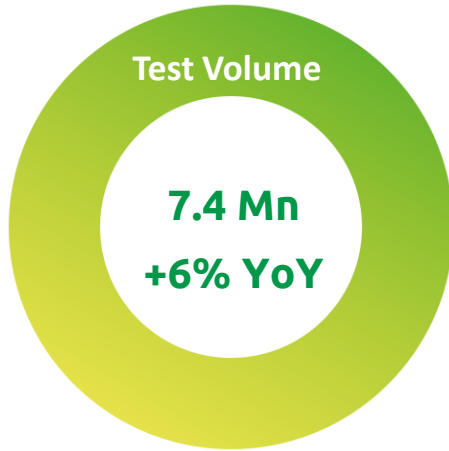
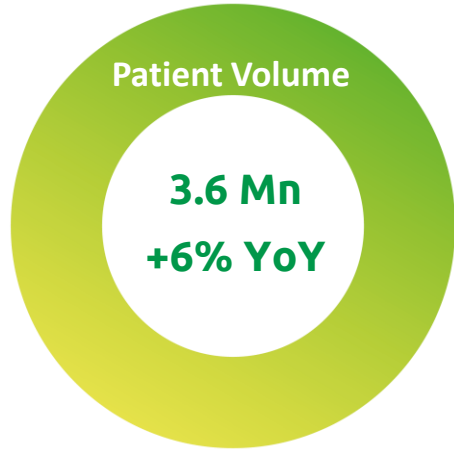
Q2FY26 Key Performance Indicators

MHL Organic Business

Excludes recent acquisitions of Core Diagnostics, DAPIC - Dehradun and Scientific Pathology - Agra



Q2FY26 Key Performance Indicators



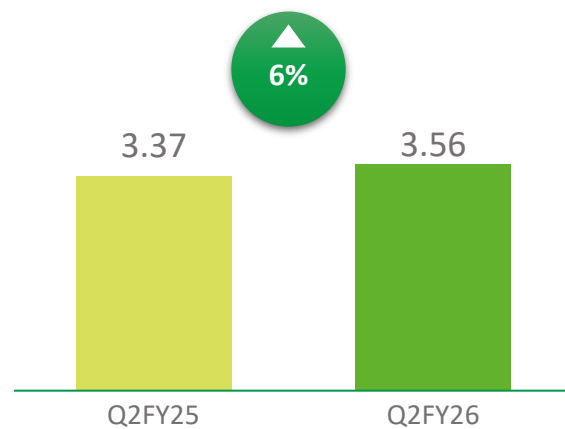
- Despite lower seasonal illness incidence, performance remained strong, reflecting portfolio strength and growing demand for preventive health.
- B2B segment consistently delivered double-digit growth supported by report quality and service standards
- Higher-end offerings in TruHealth and Genomics/AI testing in Specialty, accelerating strategic growth priorities

MHL Organic – Excludes recent acquisitions of Core Diagnostics, DAPIC - Dehradun and Scientific Pathology – Agra

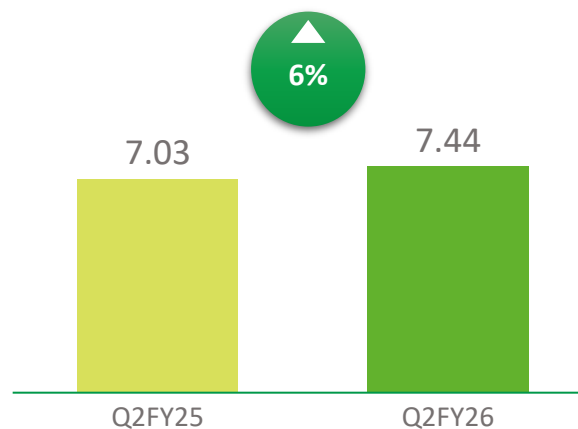
B2C now includes all own, franchisee and rural centres; B2B now includes B2B labs, Hospitals, Government, Corporate and Clinical Trial

Consistently Delivering Patient & Test Volume Growth

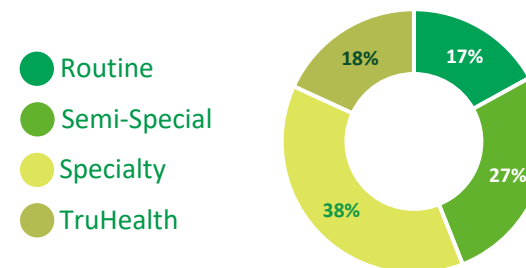
Patient Volume (in Mn)



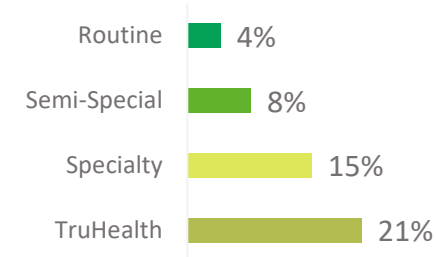
Test Volume (in Mn)



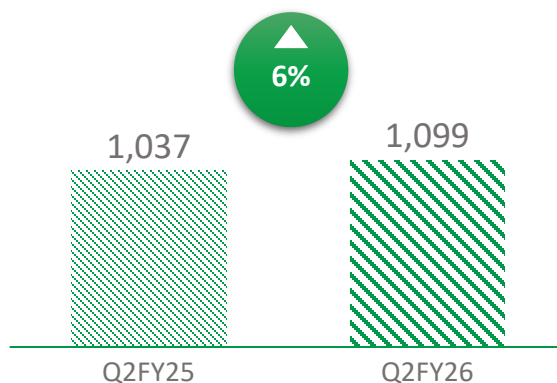
Q2FY26 Segment Contribution



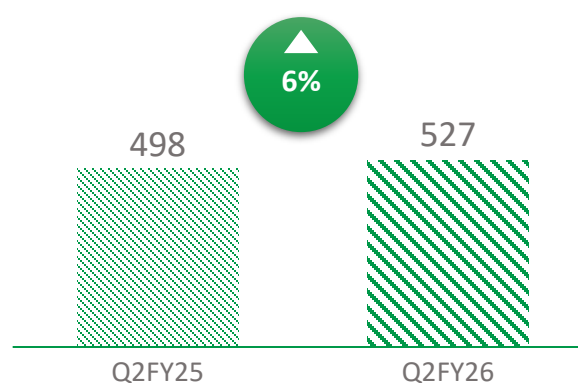
Q2FY26 Segment Revenue Growth



Revenue Per Patient (RPP) INR

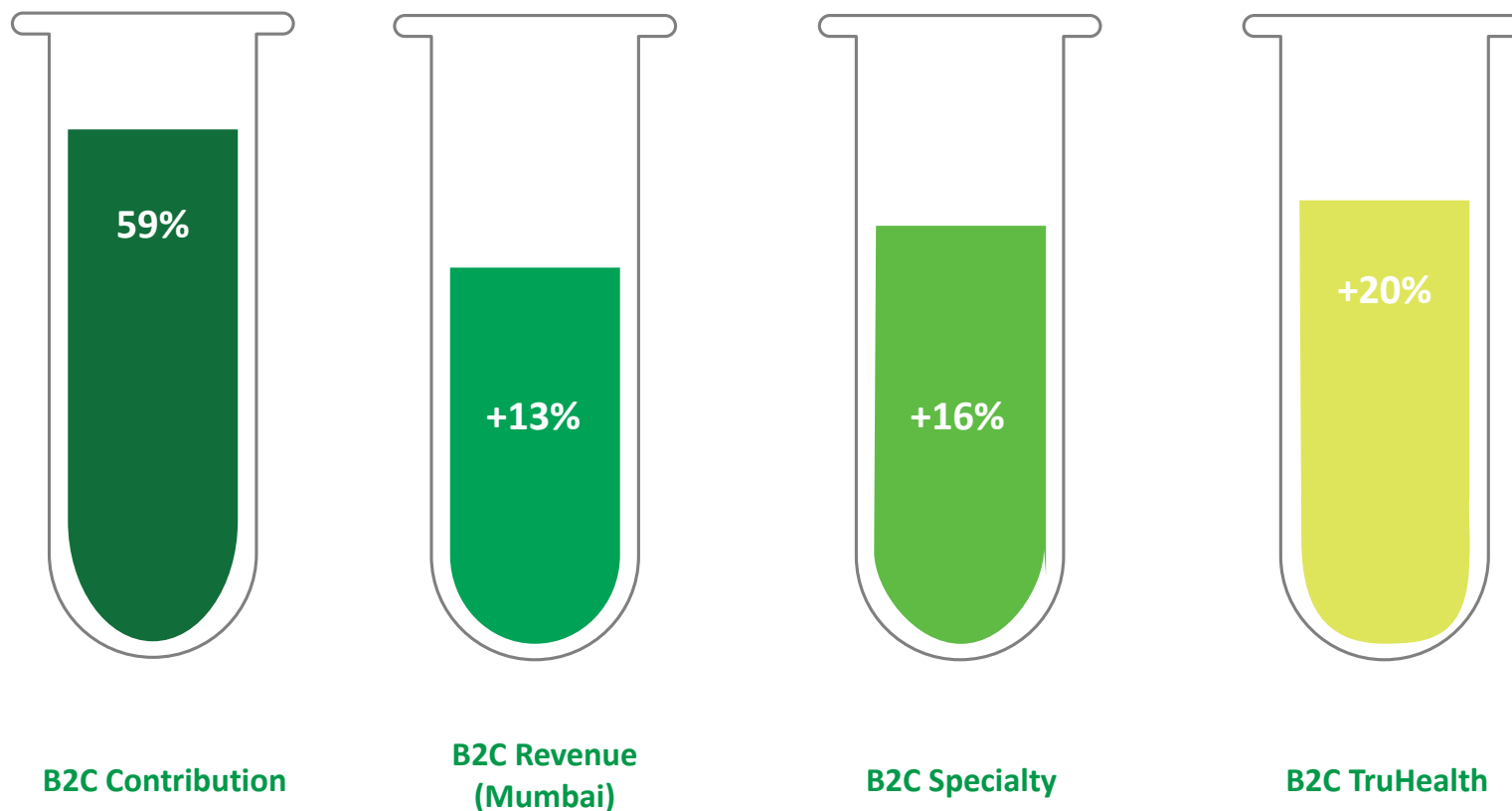


Revenue Per Test (RPT) INR



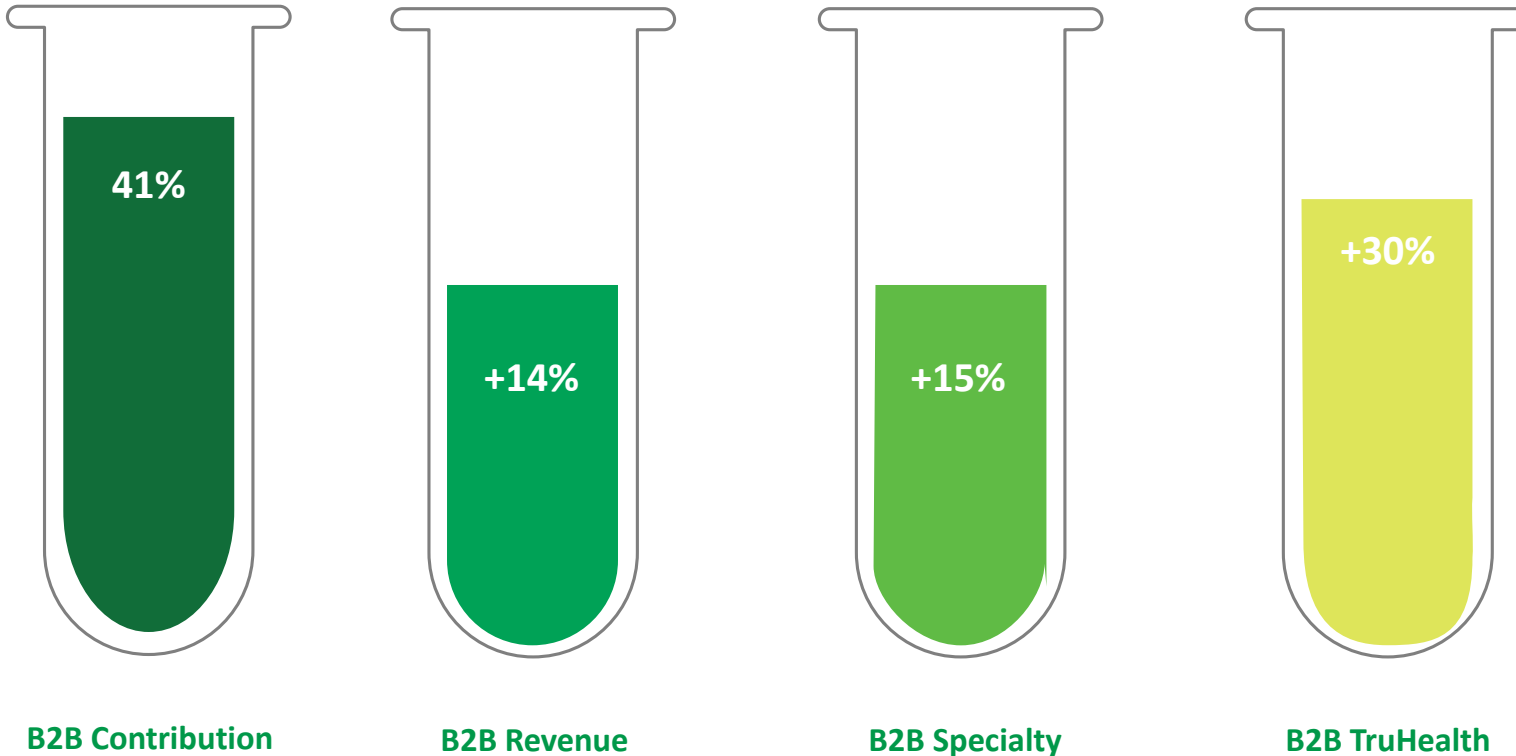
- High and sustainable RPP, driven by a scientific product mix and deep brand trust.
- RPP growth @ 6% YoY, driven by increased contribution from TruHealth and Specialty segments, aligning with our high-value focus
- Current year lower fever related illnesses as against exceptionally high last year resulting in lower Routine segment growth.

B2C revenue growth @ 11% YoY



- B2C patient volume grew 5%, with a 6% increase in revenue per patient, driven by high-value scientific upselling
- B2C TruHealth and Specialty segments led growth, powered by new test additions and our Next Best Action engine
- B2C volumes softened due to lower routine segmental growth.
- Micro-marketing, clinician engagement, and the Metlink partner programme enabled deeper local market penetration

B2B revenue growing by 14% YoY



- B2B patient volumes grew 6%, with a 8% rise in RPP, supported by hospital-led high-value outsourcing
- Clinical trial business, delivered strong contribution, aligning with our specialty focus – one time contract
- Micro-market relevant Bundle packages to drive volumes
- Partner portal upgrades improved transparency, tracking, and service resolution across segments

TruHealth Revenue grew @ 21% YoY for Q2FY26

○ Strong Revenue Momentum, Premium Mix & Digital Acceleration

- **Premium TruHealth packages** (higher RPP) with home-based ECG, vital checks, and consultations now form 22% of the TruHealth portfolio, reinforcing preventive leadership.
- **Radiology-integrated** wellness offerings (USG, X-Ray) up 1.3x QoQ, validating the integrated care model.
- **Digital channels** scaling rapidly, contributing an increasing share of TruHealth sales; repeat wellness customers up 300 bps YoY.
- **MetAdvisor (AI-powered engine)** driving 3x adoption through intelligent cross-sell and upsell across digital and franchisee touchpoints.
- Hyperlocal **micro-marketing** with regional health insights fueling 2x YoY growth in rural TruHealth packs.
- **Margin accretion** sustained by higher RPP mix, integrated offerings, and AI-led personalization — strengthening Metropolis' quality-focused brand leadership.

TruHealth

Growth

21%

Revenue Contribution

18%

Speciality Revenue grew @ 15% YoY for Q2FY26

○ Accelerating Specialty Leadership through Science, AI, and Clinician Trust

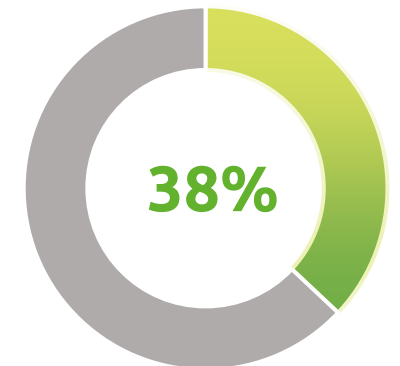
- **AI-based allergy testing** grew **3X YoY**, the fastest in the market, reinforcing Metropolis' leadership in precision-driven, AI-enabled diagnostics with superior accuracy and reproducibility.
- **NGS portfolio** posted double-digit growth, driven by Women & Child Health, Neurometabolic, and new oncology panels.
- **CORE integration** enabled pan-India access, faster turnaround, and higher NGS volumes.
- **Active clinician engagement** through five global conferences and 200+ new KOL interactions enhanced brand credibility and accelerated prescription-led growth.
- Continuous innovation in **AI-driven genomic interpretation** and **digital clinician interfaces** is improving scalability, reporting efficiency, and adoption across specialty lines.

Specialty

Growth



Revenue Contribution





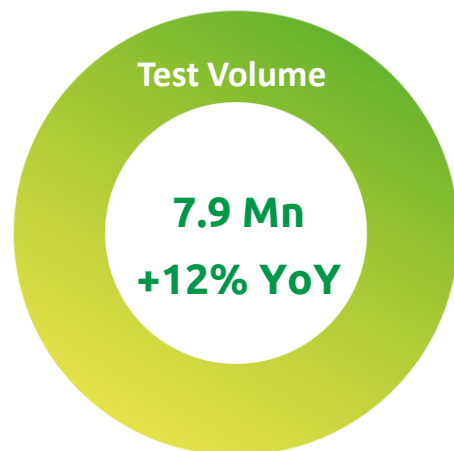
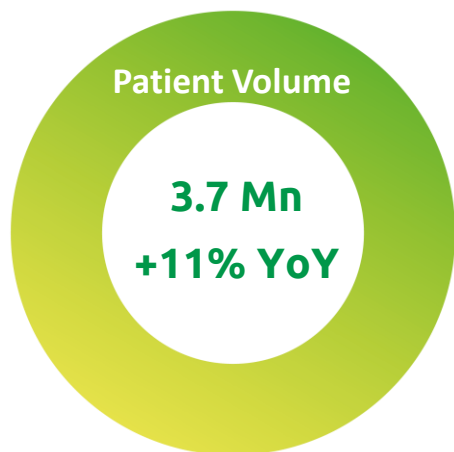
Q2FY26 Key Performance Indicators

MHL Group

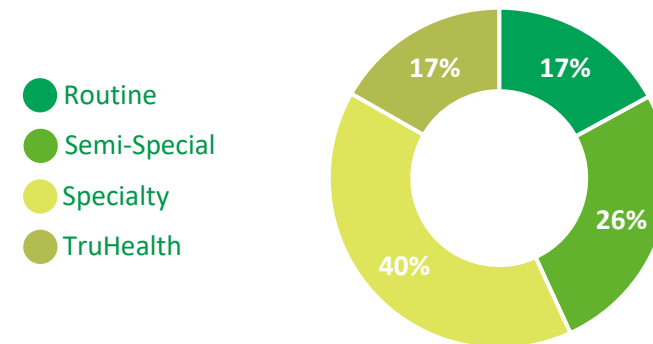
Includes recent acquisitions of Core Diagnostics, DAPIC - Dehradun and Scientific Pathology – Agra



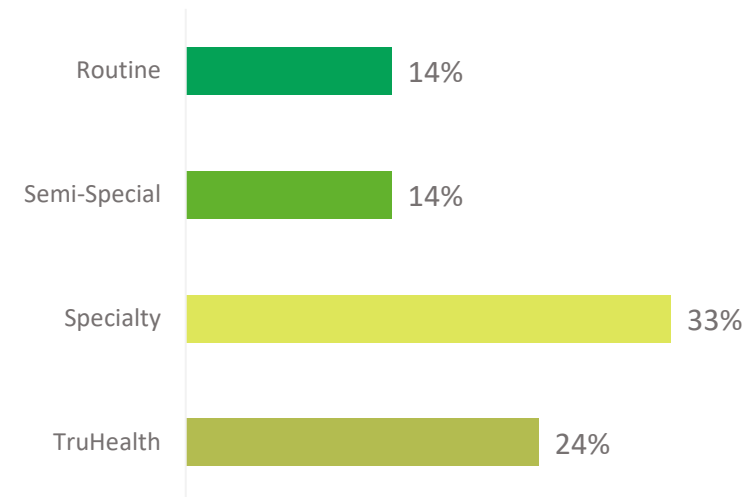
Q2FY26 Key Performance Indicators



Q2FY26 Segment Contribution



Q2FY26 Segment Revenue Growth

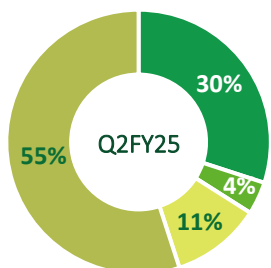


Diversified Revenue contribution across Geographies

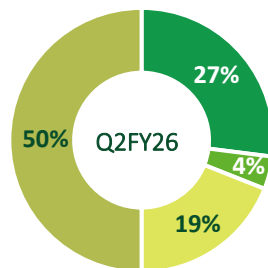
By Region (MHL Categorisation)

- South
- East
- North
- West

Revenue Contribution



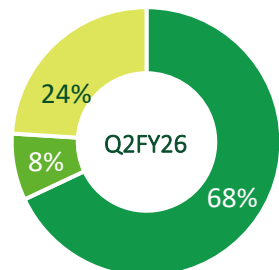
Revenue Contribution



By City Tier (MHL Categorisation)

- Tier I
- Tier II
- Tier III

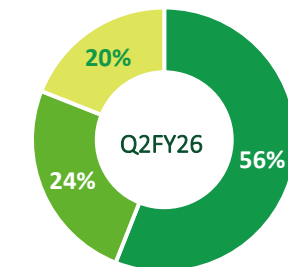
Revenue Contribution



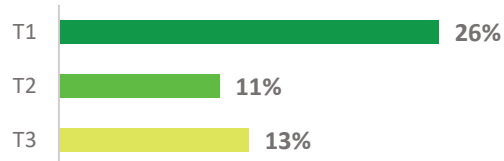
By Cities (MHL Categorisation)

- Focus
- Seeding
- Others

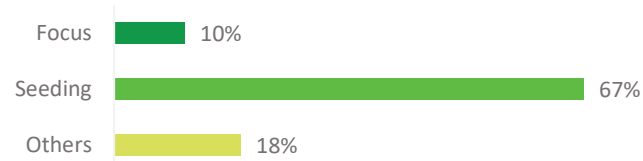
Revenue Contribution



Revenue Growth

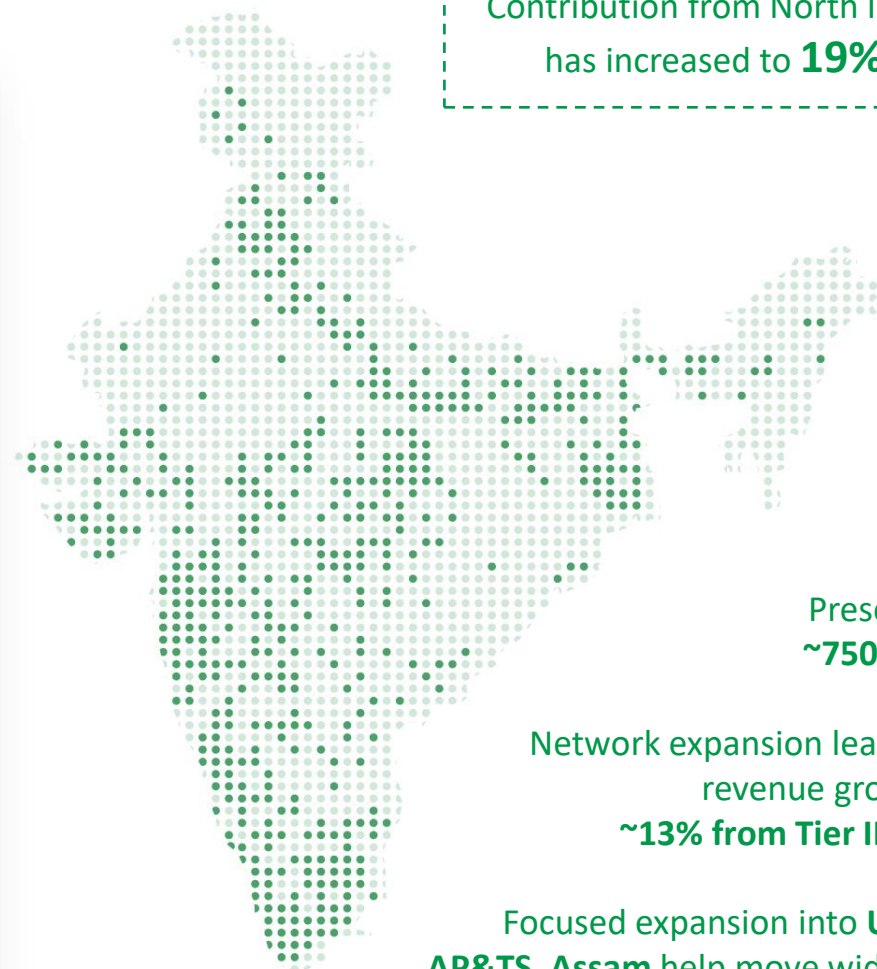


Revenue Growth



Revenue Contribution of Domestic Revenue only

Contribution from North India
has increased to **19%**



Presence in
~750 towns

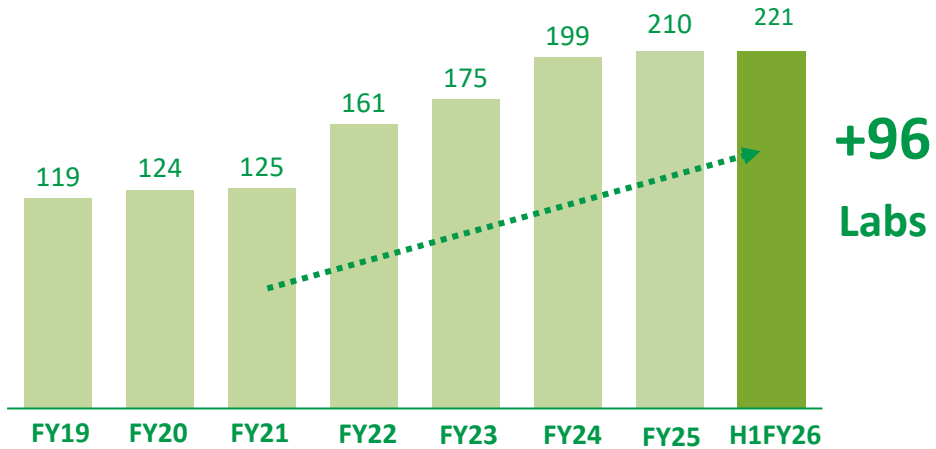
Network expansion leading to
revenue growth of
~13% from Tier III cities

Focused expansion into **UP, MP,
AP&TS, Assam** help move wider into
newer geographies

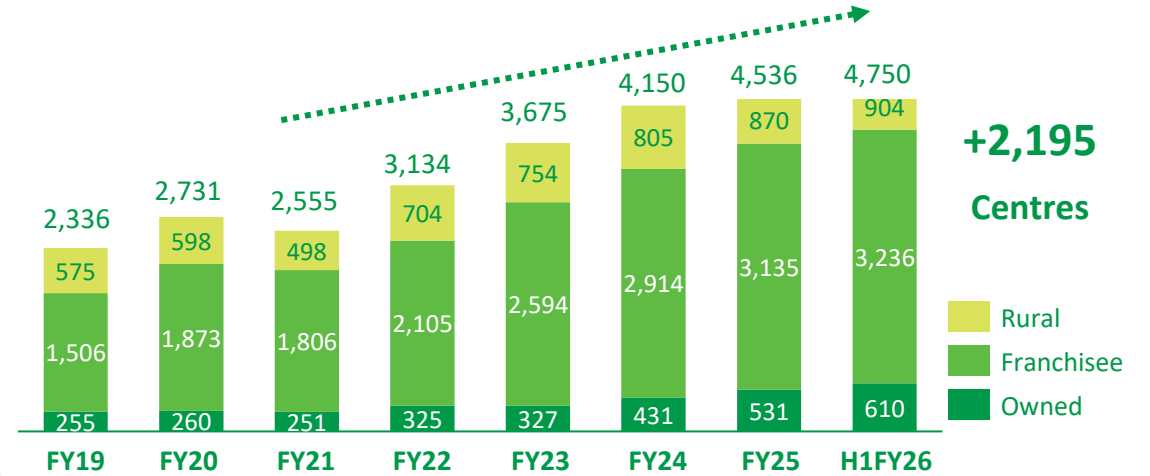
Map not to scale and for illustrative purpose only

Network Expansion – Robust expansion with consolidation laying strong base

Laboratory Network



Service Network



~750 towns
from 300 towns in FY23

4 Labs
added in Q2 FY26
Including acquired labs

134 Centres added in
Q2 FY26
Including acquired Centers

Q2FY26 Profit & Loss Statement

Profit & Loss Statement (Rs. Crs.)	Q2FY25	Q2FY26 (MHL Organic)	Y-o-Y	Q2FY26 (MHL Group)	Y-o-Y
Revenue from Operations	349.8	391.7	12.0%	429.2	22.7%
Total Cost	258.3	286.9		320.3	
Reported EBITDA	91.5	104.8	14.6%	108.9	19.1%
Reported EBITDA (%)	26.2%	26.8%		25.4%	
Depreciation	26.8	29.8		32.4	
Other Income	3.1	0.8		0.9	
EBIT	67.8	75.8	11.9%	77.4	14.2%
Finance Cost	6.4	4.7		6.4	
Profit Before Tax	61.4	71.1	15.9%	71.0	15.7%
Current Tax	14.6	18.0		18.1	
Profit After Tax	46.7	53.1	13.6%	52.9	13.2%
PAT Margin (%)	13.4%	13.6%		12.3%	

MHL Group – Includes recent acquisitions of Core Diagnostics, DAPIC - Dehradun and Scientific Pathology – Agra

MHL Organic – Excludes recent acquisitions of Core Diagnostics, DAPIC - Dehradun and Scientific Pathology – Agra

H1FY26 Profit & Loss Statement

Profit & Loss Statement (Rs. Crs.)	H1FY25	H1FY26 (MHL Organic)	Y-o-Y	H1FY26 (MHL Group)	Y-o-Y
Revenue from Operations	663.1	746.4	12.6%	815.3	22.9%
Total Cost	493.5	554.1		617.3	
Reported EBITDA	169.7	192.3	13.3%	198.0	16.7%
Reported EBITDA (%)	25.6%	25.8%		24.3%	
Depreciation	52.4	58.9		63.3	
Other Income	5.6	8.3		8.4	
EBIT	122.9	141.6	15.2%	143.2	16.5%
Finance Cost	10.4	8.4		10.9	
Profit Before Tax	112.5	133.2	18.5%	132.3	17.6%
Current Tax	27.7	34.0		34.1	
Profit After Tax	84.8	99.3	17.1%	98.1	15.7%
PAT Margin (%)	12.8%	13.3%		12.0%	

MHL Group – Includes recent acquisitions of Core Diagnostics, DAPIC - Dehradun and Scientific Pathology – Agra

MHL Organic – Excludes recent acquisitions of Core Diagnostics, DAPIC - Dehradun and Scientific Pathology – Agra



Consolidated Balance Sheet

Assets (Rs. Crs.)	Sep-25	Mar-25
Non-current assets	1,641.9	1,521.4
Property, Plant and Equipment	202.8	190.3
ROU Assets	160.8	170.3
Goodwill	664.4	589.9
Other intangible assets	544.7	496.6
Financial Assets		
(i) Investments	1.8	1.8
(ii) Loans	-	-
(iii) Other Financial Assets	22.9	30.9
Deferred Tax Assets (Net)	7.0	8.3
Other non-current assets	6.2	1.2
Non-current tax assets (net)	31.3	32.3
Current assets	350.6	345.9
Inventories	42.8	47.8
Financial Assets		
(i) Investments	19.5	69.2
(ii) Trade receivables	176.1	147.9
(iii) Cash and cash equivalents	50.2	39.5
(iv) Bank balances other than (iii)	9.9	9.5
(v) Loans	-	-
(vi) Other Financial Assets	10.3	7.3
Other Current Assets	41.9	24.6
TOTAL - ASSETS	1,992.6	1,867.3

Equity & Liabilities (Rs. Crs.)	Sep-25	Mar-25
Equity	1,443.1	1,334.6
Equity Share capital	10.4	10.4
Other equity	1,422.1	1,320.6
Non Controlling Interest	10.6	3.7
Non-current liabilities	247.4	238.4
Financial Liabilities		
(i) Borrowings	-	5.3
(ii) Lease Liabilities	111.1	106.8
(iii) Other Non-Current Liabilities	0.1	0.1
Provisions	30.3	26.7
Deferred tax liabilities (Net)	105.9	99.5
Current liabilities	302.0	294.3
Financial Liabilities		
(i) Borrowings	20.7	8.9
(ii) Lease Liabilities	69.0	83.1
(iii) Trade Payables	124.9	125.9
(iv) Other Current Financial Liabilities	27.9	25.2
Other Current Liabilities	21.0	23.0
Provisions	10.7	7.6
Current tax liabilities (Net)	27.8	20.6
TOTAL - EQUITY AND LIABILITIES	1,992.6	1,867.3

Metropolis 3.0



Key Pillars of Metropolis 3.0 Strategy – poised to grow further

1 Strengthening the Core

Expand market share in core and new geographies with focus on specialized and wellness testing, strengthening Top 800 towns via Micro Market Strategy, T3 Acceleration, and breakthrough asset productivity. Build a differentiated Brand and enhance customer experience through consistent & superior touchpoint experience



2 Expand to Adjacencies while Forging New Alliances

Expand into adjacencies such as complementary radiology and primary healthcare, while driving new initiatives like excellence in Genomics and other emerging high-science domains.

4 Fostering Sustainability

Enhance compliance and solidify governance, while prioritizing impactful ESG initiatives and social responsibilities to maximise shareholder value

3 Bolt On Acquisition

Drive new market expansion and build synergies through seamless integration of all acquired assets. Widen reach in priority geographies, with focused acceleration in UP, AP & T, East & North

Target a Revenue CAGR of mid-teen from FY23 to FY26



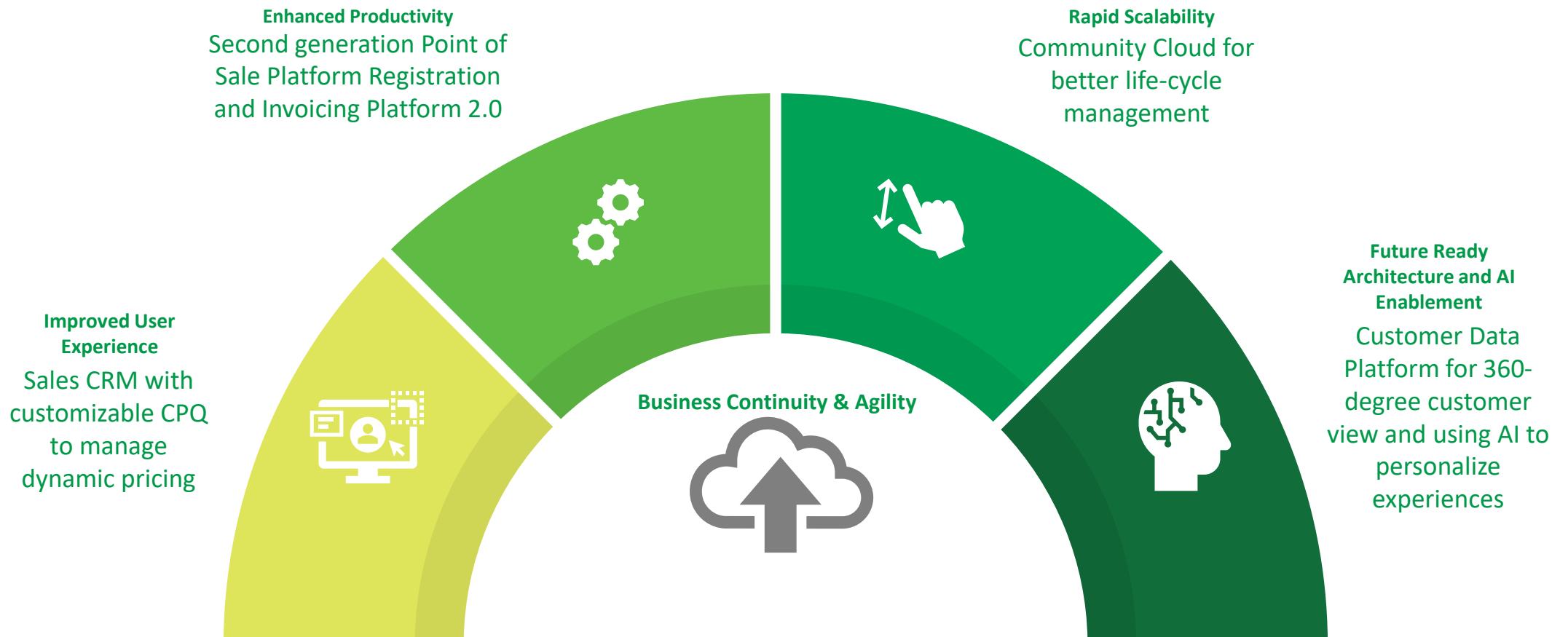
Achieve Pre-Covid Margin Profile



Be the fastest growing Diagnostics Company within the National Chains Segment

Driving business growth through Digital Transformation

Metropolis is a unique Healthcare Company equipped with CDP, Marketing Cloud, Service Cloud, Sales Cloud, Community Cloud



Scientifically driven with strong focus on quality, research and academics

57+ New Tests added in H1FY26 (including CDP) and 60+ tests in FY25

9+ UGC Certified MedTech courses started with University Collaboration

99% EQAS (External Quality Assurance Score)

58+ Top SME doctors in internal Medical Advisory Board to augment scientific information

100% labs either CAP, NABL, KENAS accredited or benchmarked against same

100% Labs of MHL labs are verified by External Quality Assurance programs (EQAS/PT) & score >98%

99.99% Report accuracy

1st lab to launch Next Best Action for Chronic disease management

Center of Excellence: Women & child health & Oncology. Building cutting edge capabilities in Molecular Genomics

Scientific Expansion in Test Menu

- New test launched across Oncology, Nephrology, Gynecology and Infectious and Chronic disease segment
- Focus on NGS/molecular genomics segment growing driven by in-house testing and automated genetic test reporting



Metropolis Institute of Laboratory Education and Skilling

- Med-tech Courses introduced for doctors & technologists in collaboration with reputed institutions
- Alignment with government focus on upskilling and development of trained workforce



Innovation & Quality

- Launched AI-verified prostate biopsy tests and AI Karyotyping
- Simplified Smart Reports and data-driven Next Best Action initiatives for chronic patients, along with strategic clinician engagement and POCT deployment for remote areas
- Quantifying quality of all labs through Quality index & star rating



i-MAB – internal Medical Advisory Board

- SME i-MABs with over 50 subject matter experts focusing on scientific enhancement including internal clinical academic enrichment and quality improvement
- Centres of Excellence pipeline on 3 specialties



Metropolis ESG' Goals

Well identified ESG Focus Areas and assessments created as per the materiality matrix based on the **GRI, SASB and SDG Frameworks**.



e

Emission Goals for a Greener Tomorrow

- Carbon Neutrality by 2043
- 45% reduction in emissions intensity by 2030

s

Achieving Zero Waste and Water Neutrality by 2043

- Zero waste in offices by 2030
- Reduce plastic usage by 50% by 2030.
- Reduction of water intensity by 30% by 2030

g

Fostering Quality, Safety, Diversity and Community Well-being

- B2C NPS @90 by 2028
- 100% awareness & training on OHS
- Gender-neutral workforce by 2028
- Impact lives of 6 lakh direct beneficiaries by 2043

Upholding Integrity, Security, and Compliance

- Maintain zero data breaches
- Data protection and patient privacy: ISO 27001 & ISO 27701
- Zero instances of non-compliances

Key ESG Plans

Emissions & Energy



- Achieve 10% reduction in energy consumption through renewable energy
- Implement sub-metering solutions.
- Replace end-of-life assets to improve efficiency.
- Reduce air miles by 2%

Water & Waste Management



- Achieve 5% reduction in water usage through conservation
- Implement rainwater harvesting.
- Reduce plastic usage by 10% with biodegradable alternatives.
- Undergoing a **paperless transformation**, replacing **physical reports with digital alternatives**.

Employee Recruitment, Development and Retention



- Career 2.0 Campaign to increase gender diversity
- Strengthen learning and development programmes
- Reduce attrition through Early Warning Signals

Risk Management



- Annual assessments of Risk Register according to ERM
- Track mitigation plans for identified high-risk areas.

Patient Privacy and Electronic Health Records



- 100% training on information security and data privacy.
- Sustenance audits by BSI to maintain ISO 27001 and ISO 27701 certifications.

Occupational Employee Health & Safety



- Raise awareness on safety among employees
- Safety audits for compliance check

Community Development



- MedEngage, Too Shy to Ask (TSTA) and Preventive Healthcare CSR projects



Quality of Care and Patient Satisfaction

- Aim for B2C NPS score over 90% by addressing detractors
- Resolve over 85% of complaints within 24 hours



Board Governance, Ethics and Compliance

- Inclusion and ongoing amendment of policies and processes from Corporate law and organization perspective
- Zero instances of non-compliance
- Board diversity

CSR at Metropolis – creating a positive impact



MedEngage

- **365 scholarships**, including **43 research grants**, were awarded under the MedEngage Program — a **50% increase over the previous financial year**.
- Regular **MedTalks and webinars** with SMEs were conducted to groom young medical talent, reaching over 1 lakh views.



Too Shy to Ask (TSTA)

- **TSTA Rural** focused on **adolescent reproductive and sexual health and life skills**, reaching over 1 lakh adolescents.
- **4,000 action plans** were developed by adolescent girls.
- **3,000 external stakeholders** were oriented on ARSH as key influencers.



Preventive Healthcare Projects

- **1,000 TB patients** received **nutritional support** in FY25 to ensure medication adherence.
- Focus on **non-communicable diseases such as diabetes and anemia**, with an estimated outreach of 3 lakh individuals.
- **89% of beneficiaries** expressed appreciation for the program.

'Promoter led – Professionally driven' organisation



Dr. Sushil Shah
Founder & Non – Executive
Non - Independent Director



Ameera Shah
Promoter & Executive Chairperson



Surendran Chemmenkotil
Managing Director

Dynamic Leadership Team for Next Level of Growth



Dr. Nilesh Shah
President - Internal Assurance



Sameer Patel
Chief Financial Officer



Diya Suri
Chief People Officer



Dr. Kirti Kazi
Chief Scientific & Innovation Officer and
Group Head CSR



Mohan Menon
Chief Marketing Officer



Avadhut Joshi
Chief Business Development Officer



Bhoopendra Rajawat
Chief Business Officer
West & North and East



Kannan Alangadan
Chief Business Officer
South



Pinakin Shah
Chief Information Officer

Recent Awards and Accolades

- Sept'25 **Dr Sushil Shah and Ameera Shah** felicitated with the **Hurun India's Family Business Excellence Award** for the year 2025.
- Sept'25 **Ameera Shah - Influential Leader of India Award 2025** by Marksmen Daily
- Jun'25 **Metropolis Healthcare – Most Innovative Organizations Award** by ET Now for the year 2025
- Jun'25 **Metropolis Healthcare – Best Healthcare Brands Award** by ET Edge for the year 2025
- Jun'25 **Metropolis Healthcare - Gold Award for Best Diagnostic Chain of the Year 2025** at the FE Healthcare Excellence Awards
- Jun'25 **Ameera Shah – Most Powerful Woman in Business** by Fortune India for the year 2025
- Mar'25 **Ameera Shah – Most Influential Women in India 2025** by Business World
- Feb'25 **Metropolis Healthcare – WOW Workplace Award for the year 2025** in the Pharmaceutical and Healthcare category
- Nov'24 **Ameera Shah – Most Powerful Women in Business** by Business Today for the year 2024
- Sept'24 **Ameera Shah - Healthcare Icon/Leader of the Year Award** at the ET Healthcare Excellence Awards 2024
- Jul'24 **Gold Award for Best Content Marketing & Bronze Award for Best Social Media Communication** at E4M Health & Wellness Marketing Awards 2024
- Apr'24 **Gold Award - Diagnostic Chain of the Year and Bronze Award - Best CSR Practice in Healthcare** at the FE Healthcare Excellence Awards 2024
- Mar'24 **CSR Program MedEngage - Winner at the 3rd edition of the NATHealth Impact Awards 2024** in the CSR category
- Feb'24 **Dr Sushil Shah - Lifetime Achievement in Diagnostics Leadership Award** by Voice of Healthcare.
- Oct'23 **Metropolis Foundation - 'Too Shy to Ask' (TSTA) CSR Program - Best Sex Education Initiative of the Year Award** at the Indian CSR Awards 2023





For further information, please contact:

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