



METROPOLIS HEALTHCARE LIMITED
Q4 & FY26 INVESTOR PRESENTATION

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



Performance & Company Updates – Q4 & FY26

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Important Updates & Definitions:

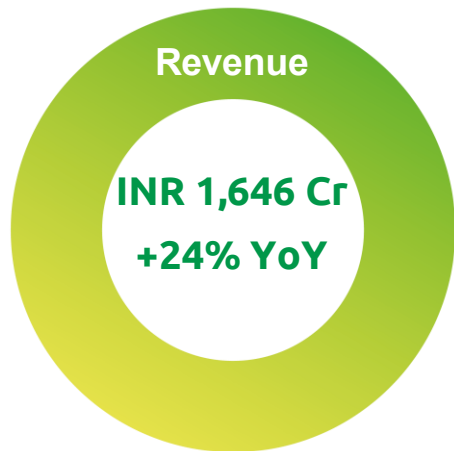
- MHL Group** – Includes acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur
- MHL Organic** – Excludes recent acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur
- Change of definition of B2C and B2B 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
- 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

Q4 & FY26 Key Financials – MHL Group

Q4FY26



FY26



- Overall performance driven by robust & sustainable demand coupled with efficiency gains, leading to enhanced profitability
- Integration of acquired entities - DAPIC – Dehradun, Scientific Pathology – Agra and Ambika – Kolhapur completed
- Integration of Core Diagnostics to be completed by Q1FY27
- Contribution of acquired entities is 8% of Total Revenue in FY26
- EBITDA growth is 29% for Q4FY26 and 23% for FY26, excluding one-time exception in Q4FY25 of Rs. 21crs pertaining to acquisition expenses, legal & professional fees & small inventory provision

MHL Group – Includes acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika – Kolhapur

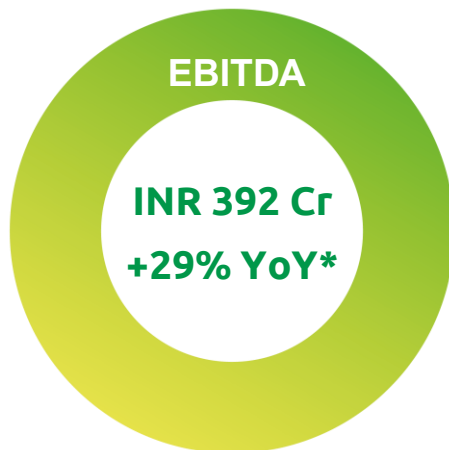
⁴ *EBITDA for Q4 & FY25 is incl. one of expenses of Rs. 21 crs pertaining to acquisition expenses, legal & professional fees & small inventory provision

Q4 & FY26 Key Financials – MHL Organic

Q4FY26



FY26



- FY26 stands out as a year of compounding, characterized by sustained revenue momentum and meaningful margin expansion.
- Revenue growth on the back of strong patient volume growth of 9.3% YoY and RPP growth of 5% in Q4 FY26
- EBITDA outpaced revenue growth, highlighting significant operating leverage within the business. EBITDA margins reached 27.2% in Q4 FY26 and 25.9% for the full year FY26.
- EBITDA growth is 27% for Q4FY26 and 20% for FY26, excluding one-time exception in Q4FY25 of Rs. 21 crs pertaining to acquisition expenses, legal & professional fees & small inventory provision

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

⁵ *EBITDA for Q4 & FY25 is incl. one of expenses of Rs. 21 crs pertaining to acquisition expenses, legal & professional fees & small inventory provision



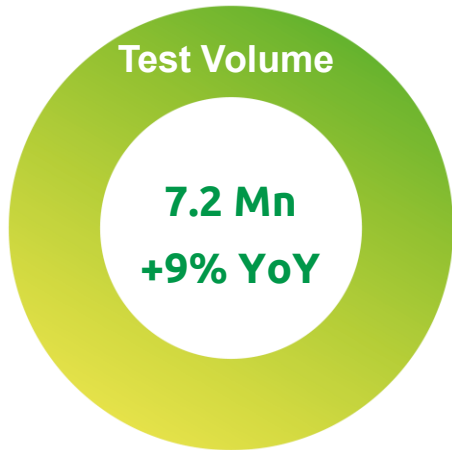
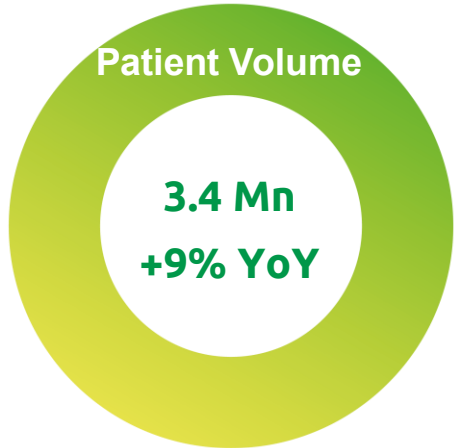
Q4 & FY26 Key Performance Indicators

MHL Organic

Excludes recent acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra & Ambika - Kolhapur



Q4FY26 Key Performance Indicators

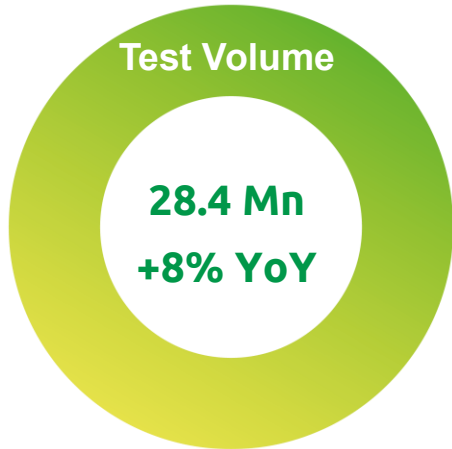
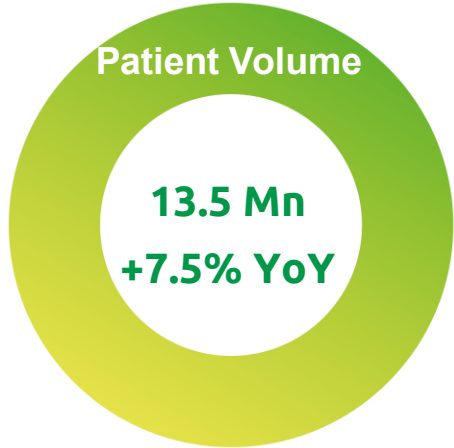


- Delivered resilient high single-digit patient and test volume growth across channels on the back of addition of ~1000 service network added in last 2 years and productivity enhancement in existing centres
- Upsell of specialty tests from Core Diagnostics across the network helped improve Specialty growth
- Mix Improvement largely led by scientific upselling, with no price increase in Q4

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

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

FY26 Key Performance Indicators



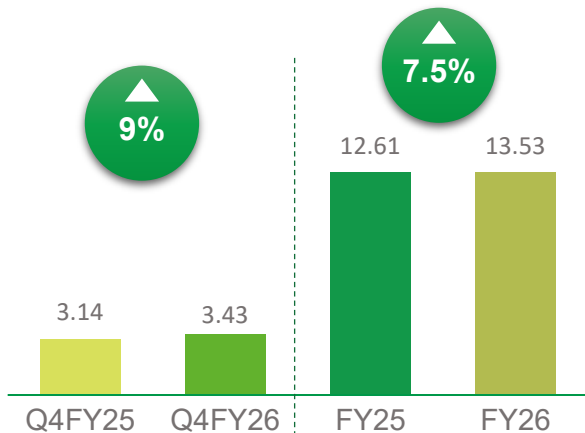
- B2B growth remained healthy, supported by service quality and stronger client relationships and good quality B2B business built up from Corporates and Hospitals
- B2C growth was driven by deeper penetration into Tier 3, strong digital efforts and network expansion
- FY26 Revenue per patient grew by 6% YoY supported by a favorable test mix and higher contribution from Specialty and TruHealth segments
- Genomics gained traction, reinforcing Metropolis' science-led differentiation

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

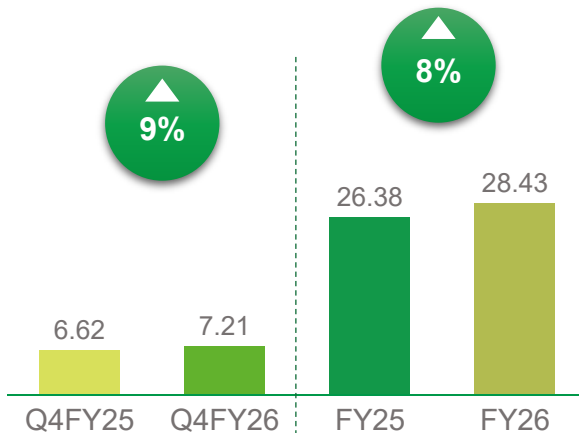
B2C now includes all own, franchisee and rural centres; B2B now includes B2B labs, Hospitals, Government, Corporate and Clinical Trial

Consistently Delivering Patient & Test Volume Growth

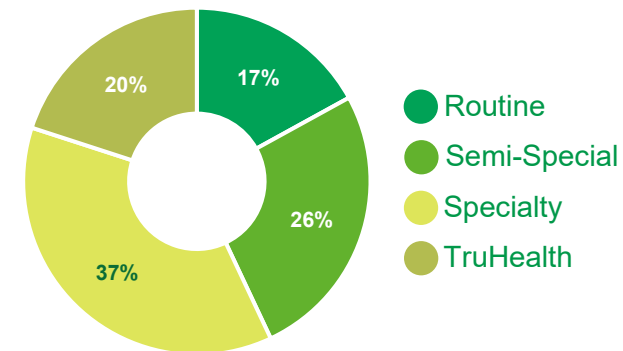
Patient Volume (in Mn)



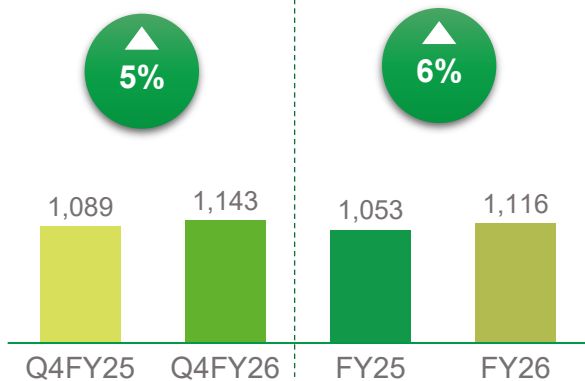
Test Volume (in Mn)



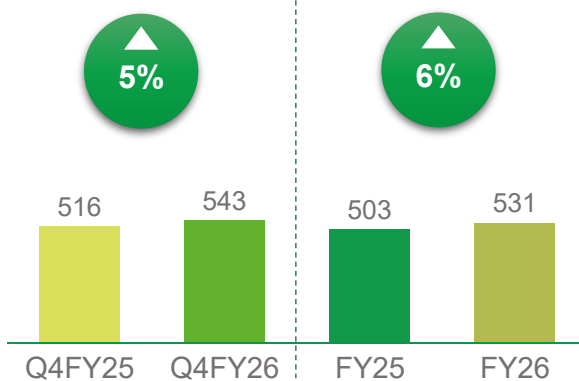
Q4FY26 Segment Contribution



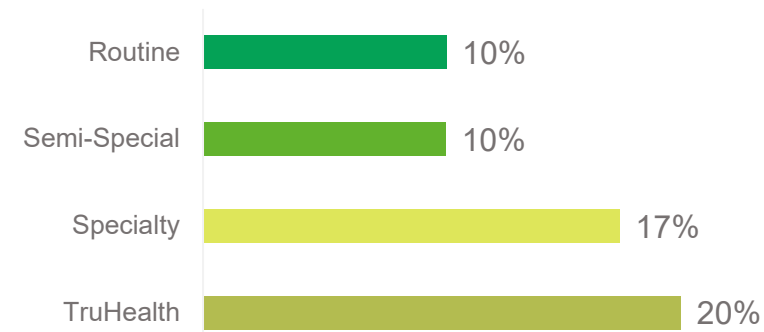
Revenue Per Patient (RPP) INR



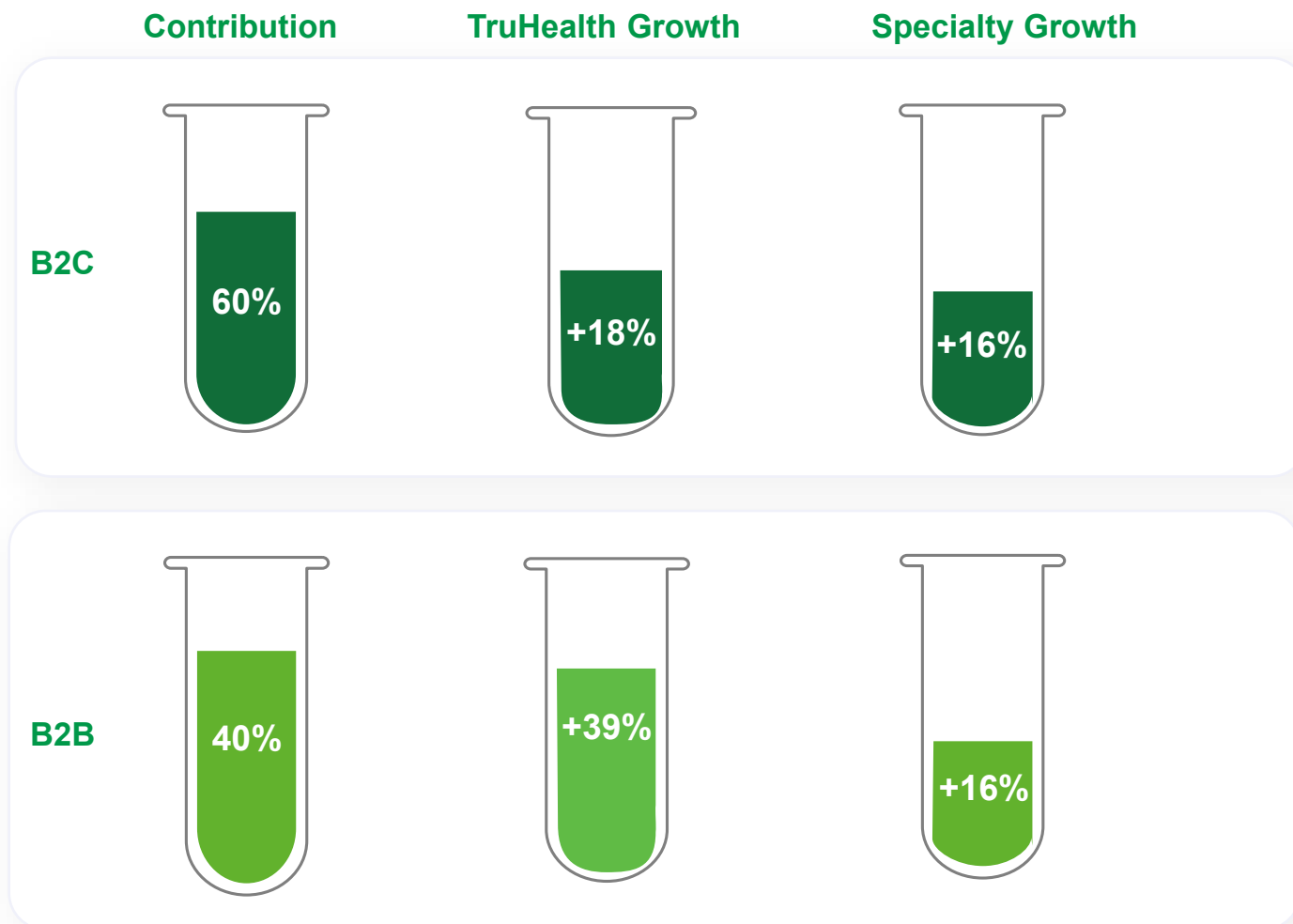
Revenue Per Test (RPT) INR



Q4FY26 Segment Revenue Growth



B2C revenue growth @ 14% YoY, B2B revenue growing by 13% YoY in FY26



- B2C growth was delivered without any new lab additions during FY26, led by productivity gains and better utilization of the existing network
- ~500 new centres improved reach, and supported throughput growth from existing labs
- Digital, app and AI-led initiatives strengthened recommendations, TruHealth conversion and customer engagement, while supporting premiumization through Vitals, Consult and ECG-led offerings
- In B2B, the focus remained on improving business quality, service levels and ease of doing business, while supporting stronger specialty-led growth

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

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

TruHealth Revenue grew @ 21% YoY for FY26

○ Strong Revenue Momentum, Premium Mix & Digital Acceleration



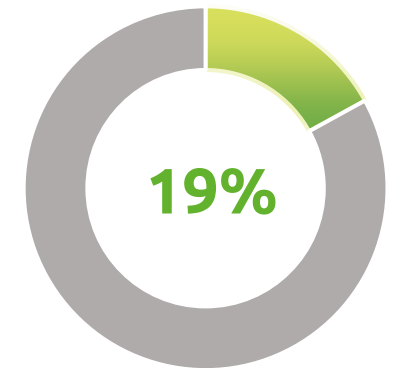
- TruHealth contribution @ 19%, driven by premiumization, AI-powered recommendations and stronger bundle adoption
- Premium TruHealth mix rose to 37%, led by vitals, consult and ECG bundles
- Radiology-integrated wellness offerings and Rural TruHealth offerings nearly doubled in Q4 through deeper penetration and sharper micro-market activation
- Digital channels are contributing an increasing share of TruHealth sales
- Tier 3 markets scaled strongly through product range expansion and better wellness activation

TruHealth

Growth



Revenue Contribution



Speciality Revenue grew @ 16% YoY for FY26

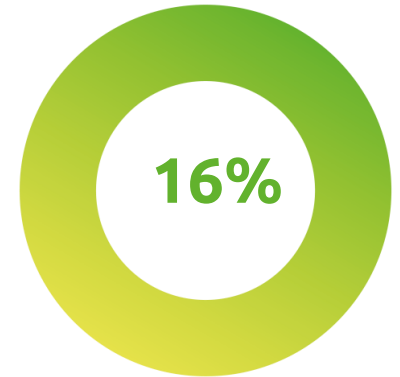
○ Clinician Trust, Scientific Expansion and New Test Launches Driving Growth



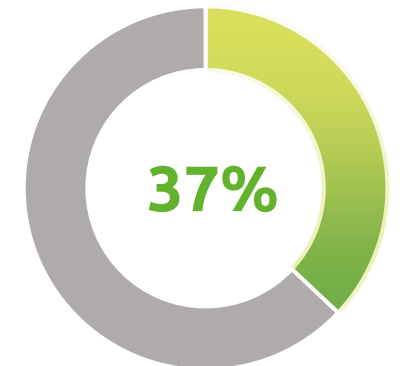
- Core Diagnostics capabilities are being scaled across Metropolis' nationwide B2C and B2B network strengthening specialty cross-sell
- Expanded differentiated offerings across Neuro, Infectious Diseases, Oncology and Women & Child Health Key launches included Alzheimer's blood testing, Sepsis multiplex panels, advanced oncology NGS panels and fetal molecular diagnostics
- Centre of Genomics scaled nationally, anchored by 2 CAP-accredited genomics labs in Mumbai and Gurugram
- Clinician engagement strengthened through mega-scientific symposiums, 150+ CMEs and presence at 70+ national and international conferences

Specialty

Growth



Revenue Contribution





Q4 & FY26 Key Performance Indicators

MHL Group

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

For your health,
it's good to be sure.



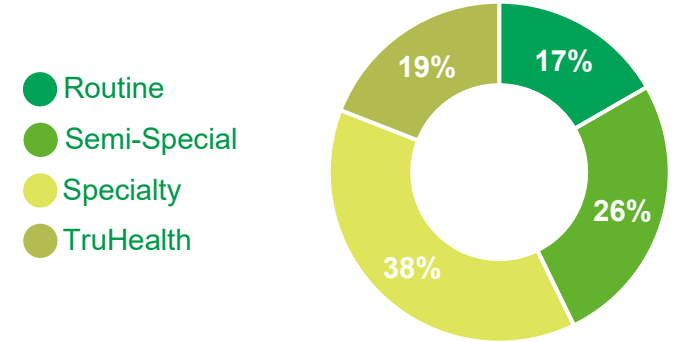
METROPOLIS

METROPOLIS

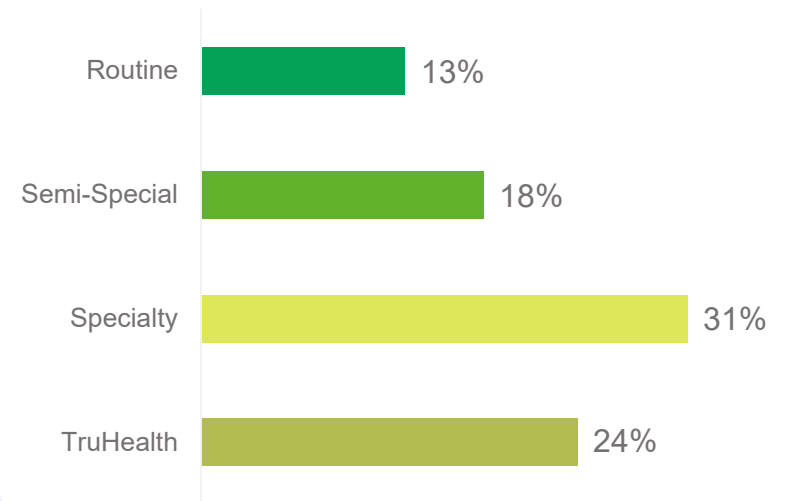
Q4FY26 Key Performance Indicators



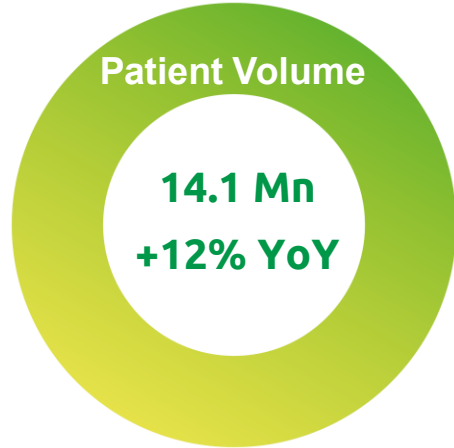
Q4FY26 Segment Contribution



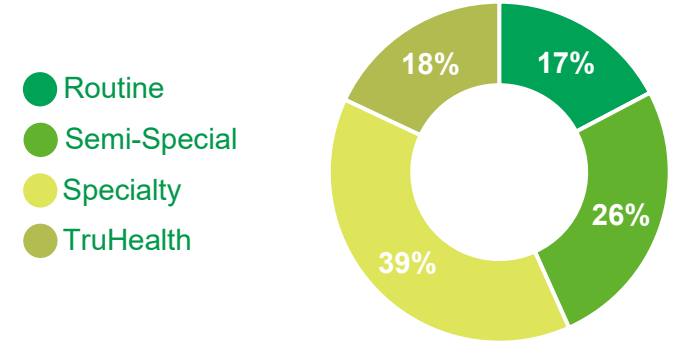
Q4FY26 Segment Revenue Growth



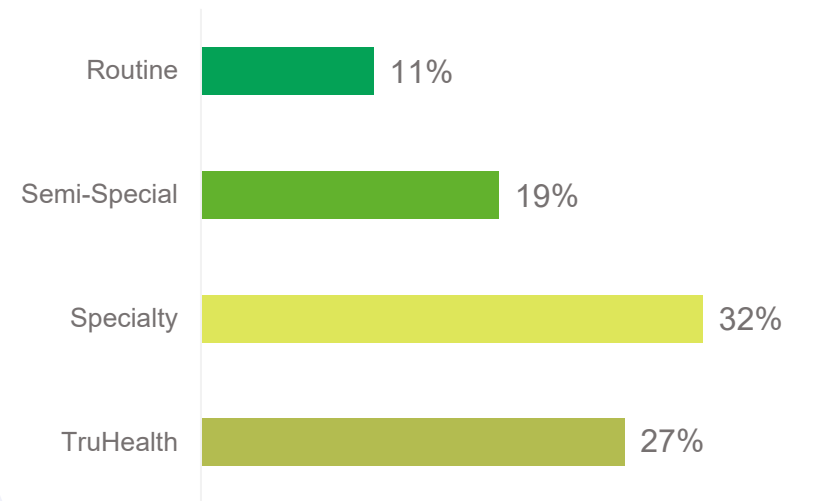
FY26 Key Performance Indicators



FY26 Segment Contribution



FY26 Segment Revenue Growth



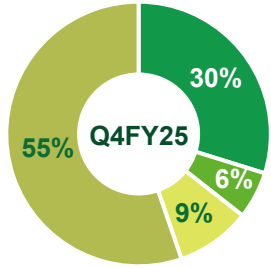
Diversified Revenue contribution across geographies

Contribution from North India has increased to **17%**

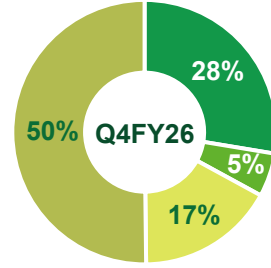
By Region
(MHL Categorisation)

Revenue Contribution

- West
- South
- North
- East



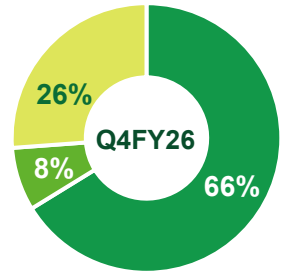
Revenue Contribution



By City Tier

Revenue Contribution

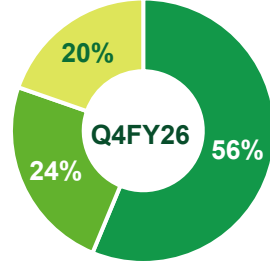
- Tier I
- Tier II
- Tier III



By Cities
(MHL Categorisation)

Revenue Contribution

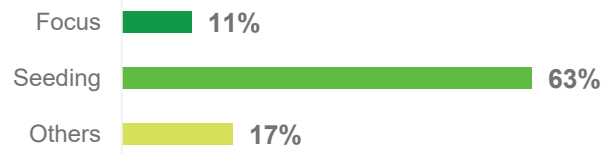
- Focus
- Seeding
- Others



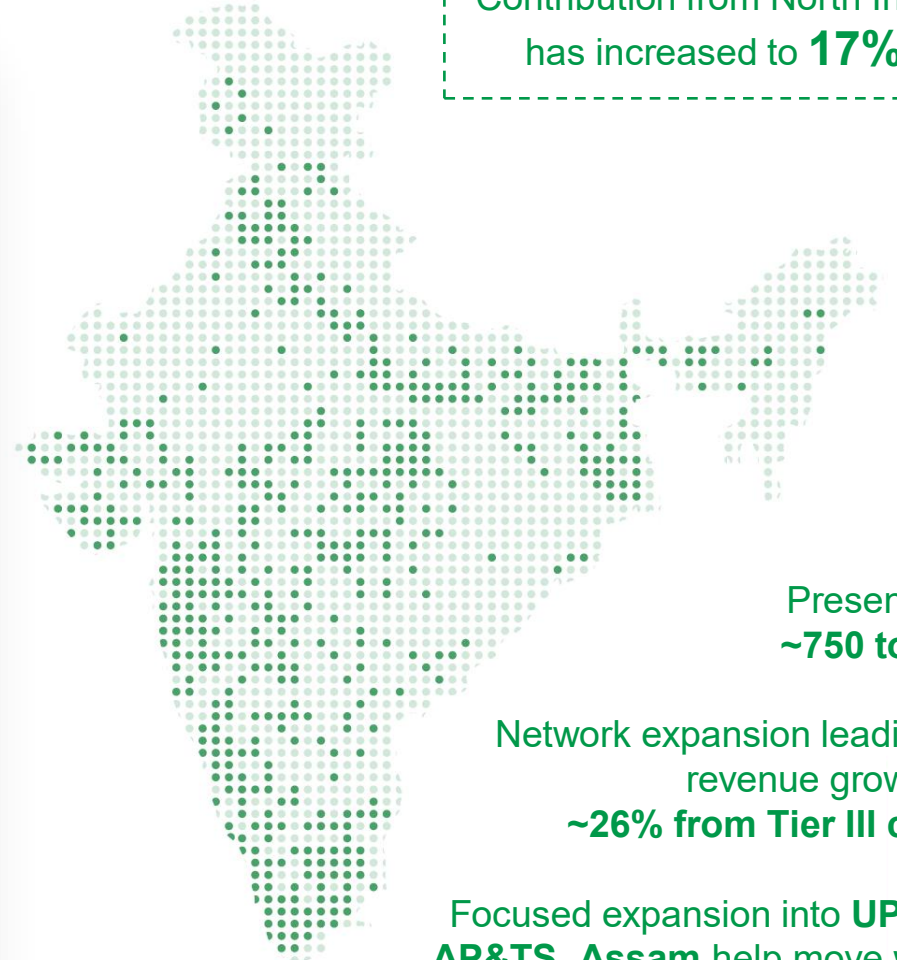
Revenue Growth



Revenue Growth



Revenue Contribution of Domestic Revenue only



Presence in ~750 towns

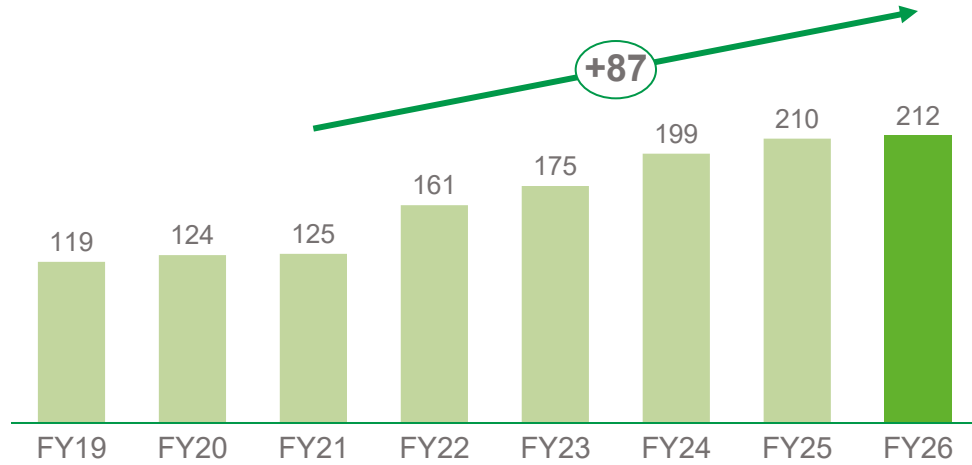
Network expansion leading to revenue growth of ~26% from Tier III cities

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

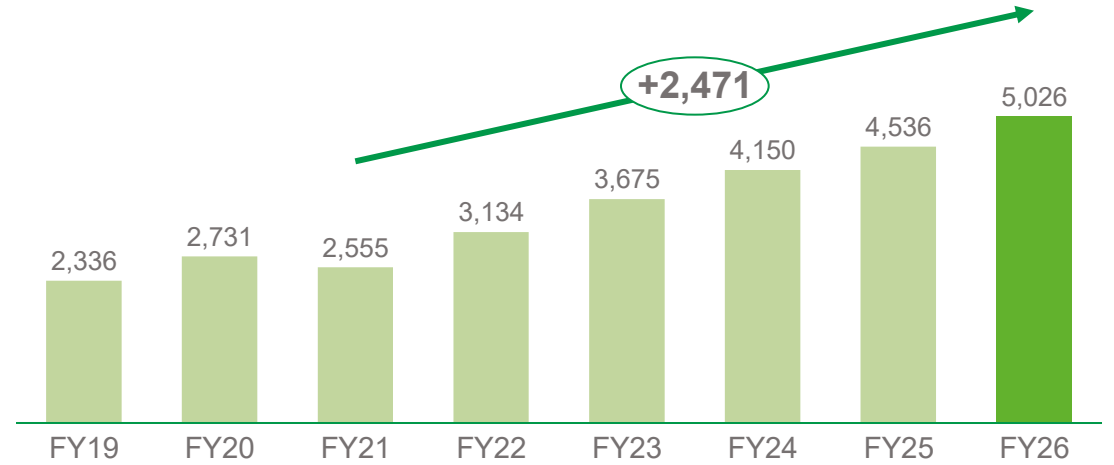
Map not to scale and for illustrative purpose only

Building a scalable efficient network

Laboratory Network



Service Network



~750 towns
from 300 towns in FY23

Over Last 5 Years
87 Labs Network added
2,471 Service Network
Added

490 Centres
added in FY26

Q4FY26 Profit & Loss Statement

Profit & Loss Statement (Rs. Crs.)	Q4FY25 (MHL Organic)	Q4FY26 (MHL Organic)	Y-o-Y	Q4FY26 (MHL Group)	Y-o-Y
Revenue from Operations	341.7	392.1	14.7%	424.7	23.0%
Total Cost	257.8	285.4		316.7	
Adj. EBITDA	84.0	106.6	26.9%	108.0	28.5%
One-Time Expenses	21.0*	0.0		0.0	
Reported EBIDTA	63.0	106.6	69.1%	108.0	71.3%
Reported EBIDTA Margin (%)	18.5%	27.2%		25.4%	
Depreciation	28.7	34.7		38.6	
Other Income	6.9	8.1		8.2	
EBIT	41.3	80.0		77.6	
Finance Cost	5.2	7.0		7.9	
Profit Before Tax	36.1	73.0		69.7	
Current Tax	6.8	17.8		18.7	
Profit After Tax (PAT)	29.2	55.2	88.9%	51.0	74.5%
PAT Margin (%)	8.6%	14.1%		12.0%	

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

*One-time expenses of Rs. 21 Cr pertaining to acquisition-related costs, legal & professional fees, and small inventory provision impacted profitability during the quarter.



FY26 Profit & Loss Statement

Profit & Loss Statement (Rs. Crs.)	FY25 (MHL Organic)	FY26 (MHL Organic)	Y-o-Y
Revenue from Operations	1,327.6	1,509.6	13.7%
Total Cost	1,002.3	1,118.0	
Adj. EBITDA	325.3	391.6	20.4%
One-Time Expenses	21.0*	0.0	
Reported EBIDTA	304.3	391.6	28.7%
Reported EBITDA Margin (%)	22.9%	25.9%	
Depreciation	108.7	122.3	
Other Income	15.1	19.4	
EBIT	210.7	288.6	
Finance Cost	19.9	19.7	
Profit Before Exceptional item & Tax	190.9	268.9	
Exceptional Item (Impact of new labour code)	0.0	8.3	
Current Tax	45.3	66.7	
Profit After Tax (PAT)	145.5	193.8	33.2%
PAT Margin (%)	11.0%	12.8%	
PAT excluding Exceptional item	145.5	202.2	
PAT excluding Exceptional Item (%)	11.0%	13.4%	

FY26 (MHL Group)	Y-o-Y
1,645.8	23.6%
1,245.0	
400.8	23.2%
0.0	
400.8	31.7%
24.4%	
133.7	
25.6	
292.7	
24.5	
268.2	
9.0	
68.0	
191.2	31.4%
11.6%	
200.2	
12.1%	

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

Kolhapur
One-time expenses of Rs. 21 Cr pertaining to acquisition-related costs, legal & professional fees, and small inventory provision impacted profitability during the .year.



Balance Sheet Overview – MHL Group

Equity & Liabilities (Rs. Crs.)	Mar-26	Mar-25
Equity	1524.6	1334.6
Equity Share capital	41.5	10.4
Other equity	1471.7	1320.6
Non Controlling Interest	11.4	3.6
Non-current liabilities	279.5	238.3
Financial Liabilities		
(i) Borrowings	0.0	5.3
(ii) Lease Liabilities	138.3	106.8
(iii) Other Non-Current Liabilities	1.4	0.1
Provisions	34.2	26.7
Deferred tax liabilities (Net)	105.6	99.5
Current liabilities	334.0	294.3
Financial Liabilities		
(i) Borrowings	18.7	8.9
(ii) Lease Liabilities	74.9	83.1
(iii) Trade Payables	129.6	125.7
(iv) Other Current Financial Liabilities	23.2	25.1
Other Current Liabilities	27.0	23.0
Provisions	14.2	7.6
Current tax liabilities (Net)	46.3	20.6
TOTAL - EQUITY AND LIABILITIES	2138.1	1867.3

Assets (Rs. Crs.)	Mar-26	Mar-25
Non-current assets	1669.4	1521.4
Property, Plant and Equipment	215.3	190.3
ROU Assets	194.7	170.3
Goodwill	660.2	589.8
Other intangible assets	530.8	496.5
Financial Assets		
(i) Investments	1.8	1.8
(ii) Loans	0.0	0.0
(iii) Other Financial Assets	20.6	30.9
Deferred Tax Assets (Net)	7.2	8.3
Other non-current assets	5.3	1.2
Non-current tax assets (net)	33.6	32.3
Current assets	468.6	345.9
Inventories	45.5	47.8
Financial Assets		
(i) Investments	140.6	69.2
(ii) Trade receivables	170.3	147.9
(iii) Cash and cash equivalents	54.8	39.5
(iv) Bank balances other than (iii)	7.5	9.5
(v) Loans	0.0	0.1
(vi) Other Financial Assets	12.7	7.2
Other Current Assets	37.2	24.6
TOTAL - ASSETS	2138.1	1867.3

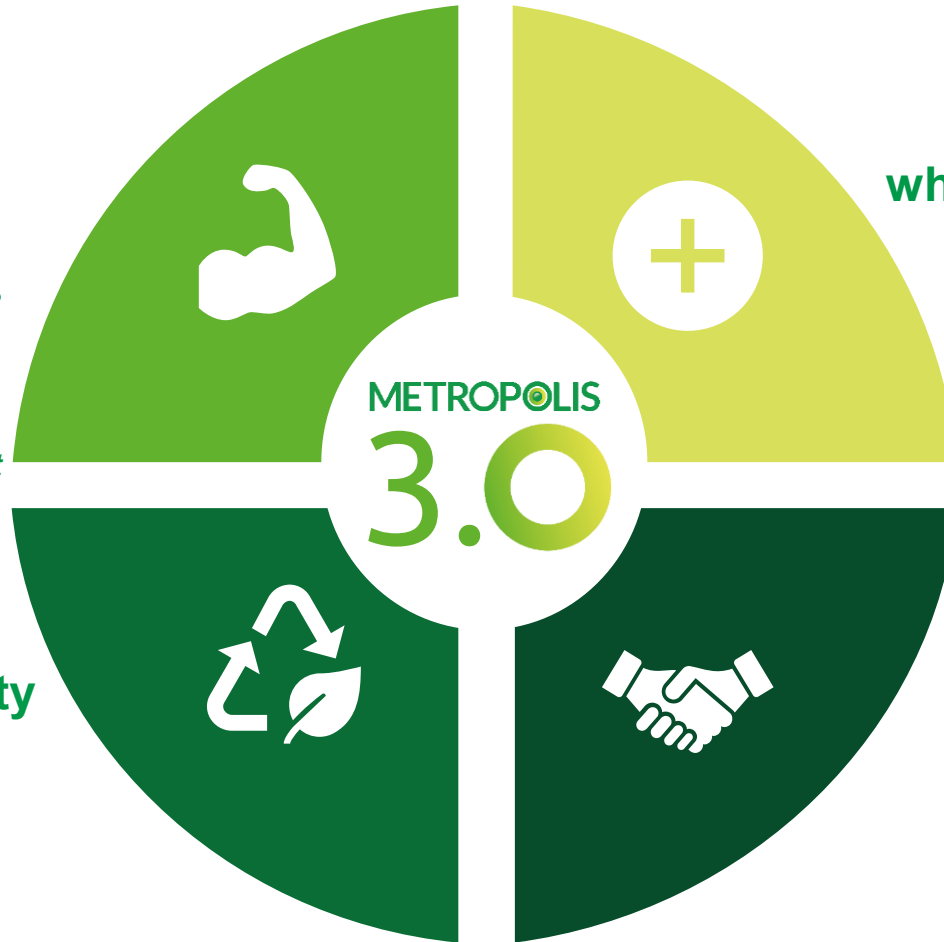
Metropolis 3.0



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



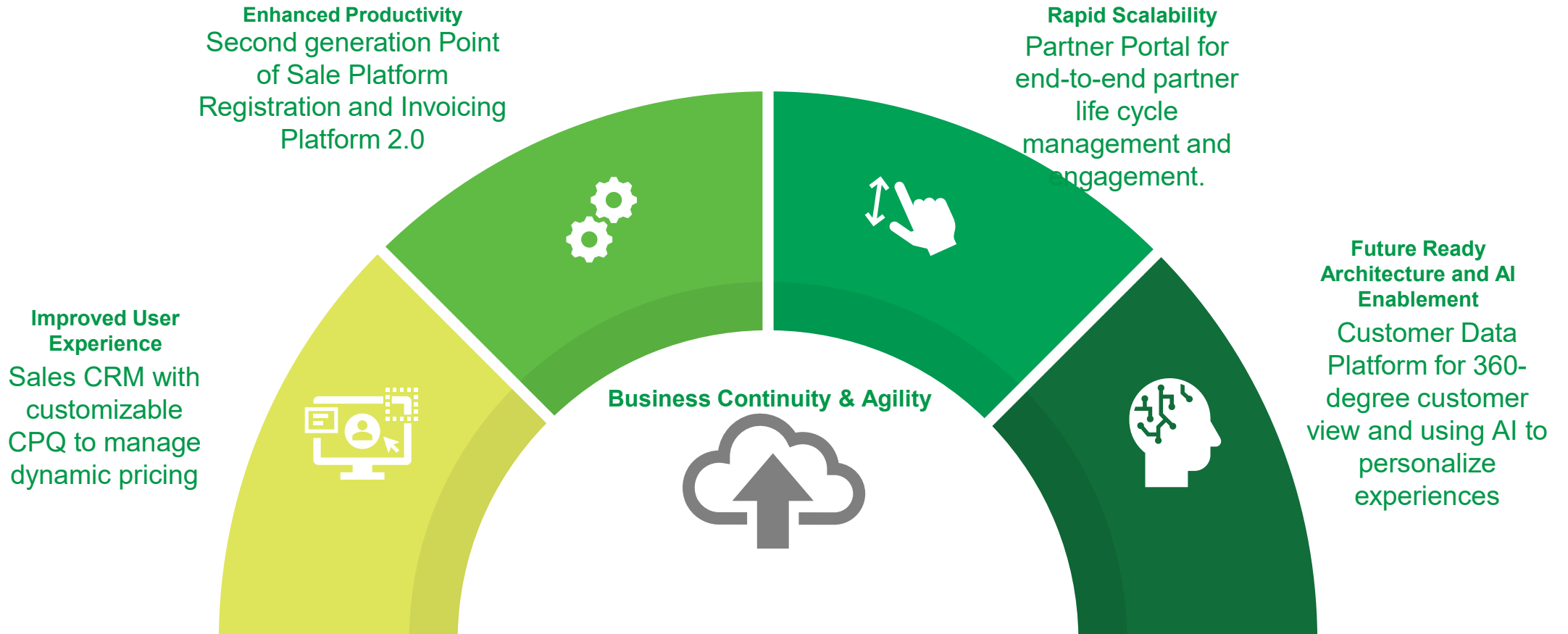
Achieve Pre-Covid Margin Profile



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, Partner Portal



Scientifically driven with strong focus on quality, research and academics

314+ New Tests added in FY26 (including CDP) and 68 tests in FY25

9+ UGC Certified MedTech courses started with University Collaboration

99% EQAS (External Quality Assurance Score)

60 Top SME doctors in internal Medical Advisory Board to augment scientific differentiation & excellence

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 AI enabled 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 Healthcare Professionals workforce



1st in Industry to :-

- Patent Clinician Decision Support System (CDSS) TB Metrobot (Only Listed Lab with Patent by GOI)
- Scientific Advisory of Next Best Action for Chronic disease management
- Establish Clinician Support Vertical for Genomics (CSVG)
- Offer Metrodocs Clinician Membership Program (MMP)



i-MAB – internal Medical Advisory Board & External MAB

- SME i-MABs with over 60 subject matter experts focusing on scientific differentiation and quality excellence
- Centres of Excellence pipeline on 3 specialties



99.99% Report accuracy

100% labs under **CAP/ NABL/ KENAS** or benchmarked against same

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



- Continue to strengthen Career 2.0 Campaign to increase gender diversity
- Strengthen learning & 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

ADOLESCENT REPRODUCTIVE & SEXUAL HEALTH



- Empowering Adolescents Through Community-Led Behaviour Change
- **1.3 lakh** adolescents reached
- **89%** post-test life skills awareness
- **86%** improvement in school attendance during menstruation
- Built community ownership through Panchayat engagement and peer-led advocacy

PREVENTIVE HEALTHCARE



- Driving Preventive Healthcare Outcomes Across Communities
- **100% TB treatment adherence** achieved
- **25,000+ individuals screened for diabetes**
- Improved anaemia awareness and outcomes
- Community-led behaviour change interventions

MEDENGAGE



- Advancing Healthcare Education & Equity
- **320+ scholarships** awarded
- **89+ research grants supported**
- Presence across 29+ States/UTs and 370+ districts
- **293 vulnerable students from aspirational districts supported**

EMPLOYEE VOLUNTEERING



- Fostering Employee-Led Social Impact
- **1,264+** employees engaged across functions
- **500** volunteering days delivered
- **500+** beneficiaries supported through Blitz initiative
- Partnerships driven through NGO collaborations

'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



Sameer Patel
Chief Financial Officer



Avadhut Joshi
Chief Business Development Officer



Diya Suri
Chief People Officer



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



Mohan Menon
Chief Marketing 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

- April'26 **Surendran Chemmenkotil - Top Transformative Healthcare Leaders of Maharashtra** - by Digital Health News
- Mar'26 **Ameera Shah - Top 25 Women Leaders in Healthcare IT** - by Digital Health News
- Mar'26 **Ameera Shah -100 Most Influential Women 2026** – by BW Businessworld
- Mar'26 **Ameera Shah - Most Influential Women in Healthcare 2026** – by BW Healthcare World
- Jan'26 **Ameera Shah – Woman Healthcare Leader of the Year 2025** – by Voice of Healthcare
- Jan'26 Our **Chief Scientific and Innovation Officer – Dr Kirti Chadha – Onco-Pathologist of the Year Award** – by Voice of Healthcare
- Dec'25 **Ameera Shah – Most Powerful Women in Business by Business Today** for the year 2025
- Sept'25 **Dr Sushil Shah and Ameera Shah** felicitated with the **Hurun India's Family Business Excellence Award** for the year 2025.
- 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
- Mar'24 **CSR Program MedEngage - Winner** at the 3rd edition of the NATHealth Impact Awards 2024 in the CSR category
- 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:

Company :

Investor Relations Advisors :

METROPOLIS

SGA Strategic Growth Advisors

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