Maybank Investment Bank

IHH Healthcare (ІНН МК)

Advancing the pieces

Maintain BUY, raise TP to MYR9.42

IHH enters an undeterred growth phase, led by re-energised India ops with Fortis-Gleneagles synergies amid regulatory clarity, the re-opening of SG's Mt Elizabeth Hospitals, and MY's DRG delay and medical tourism focus. High utilisation and rising case complexity also supports IHH's capacity ramp-ups across the board. We revise our valuations to reflect higher (i) market cap for India, and (ii) EV/EBITDA multiples for MY/SG ops. For housekeeping purposes, we trim FY25E-27E CNP by 1-2%. Our SOTP-TP is raised to MYR9.42 (from MYR7.97). Maintain BUY; IHH is now our top pick.

India: Fortis-Gleneagles synergy in focus

Fortis' share price rally reflects growing market optimism over stronger fundamentals and O&M deal with Gleneagles, which should unlock synergies and improve operational efficiency (1H25 EBITDA margin: 19%), in our view. Separately, SEBI's approval of the IHH-Fortis MTO clears a long-standing regulatory overhang (since 2018), though we think shareholder take-up would be unlikely given Fortis' current market price of INR1,085 is c.6x the MTO offer price of INR170.

Recovery momentum strengthens across key markets

Notable improvements are seen across IHH's key markets, with Türkiye/EU's (highest 1H25 revenue contributor) growth in revenue intensity and inpatient volume. In SG, case complexity is intensifying with the phased reopening of Mt Elizabeth Hospital, which should sustain momentum into 2026. In MY, DRG delay (<u>link</u>) should ease cost pressures, while medical tourism and Budget 2026's healthcare measures should boost patient flow to the private players, in our view. HK/CN is building on improved fundamentals, amid capacity expansion plans of +160 beds by 2028E.

Re-rating valuations across key markets

We revise our EV/EBITDA based SOTP-TP by: (i) pegging higher EV/EBITDA of 18x/14x for SG/MY to reflect sector re-ratings across ASEAN, and (ii) ascribing higher market cap of MYR10.9b to India (based on higher INR992.81 consensus TP). Separately, we trim our FY25E/26E/27E CNP estimates by -2%/-1%/-1% to reflect stronger MYR, which will weigh on IHH's overseas ops' translated earnings. Key risks by geography: (i) MY/SG - rising payor pressures; (ii) Türkiye - hyperinflation and TRL volatility; (iii) India - integration risks, competitive intensity from peers.

FYE Dec (MYR m)	FY23A	FY24A	FY25E	FY26E	FY27E
Revenue	20,935	24,383	25,940	28,819	31,552
EBITDA	4,644	5,439	5,792	6,603	7,181
Core net profit	1,935	2,193	2,086	2,538	2,827
Core FDEPS (sen)	22.0	24.9	23.6	28.7	31.9
Core FDEPS growth(%)	20.8	13.3	(5.3)	21.7	11.4
Net DPS (sen)	18.6	10.0	10.5	12.5	14.0
Core FD P/E (x)	27.4	29.3	35.2	28.9	26.0
P/BV (x)	1.8	2.1	2.3	2.2	2.1
Net dividend yield (%)	3.1	1.4	1.3	1.5	1.7
ROAE (%)	10.7	9.0	6.8	7.9	8.4
ROAA (%)	3.9	4.1	3.6	4.3	4.6
EV/EBITDA (x)	12.7	13.9	14.5	12.7	11.5
Net gearing (%) (incl perps)	23.7	39.1	37.5	33.8	29.1
Consensus net profit	-	-	1,889	2,155	2,524
MIBG vs. Consensus (%)	-	-	10.5	17.8	12.0

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BUY

Share Price MYR 8.30

12m Price Target MYR 9.42 (+15%)

Previous Price Target MYR 7.97

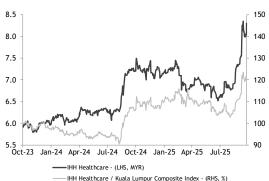
Company Description

IHH Healthcare is an investment holding company, which engages in the provision of healthcare services.

Statistics

52w high/low (MYR)	8.35/6.52
3m avg turnover (USDm)	16.8
Free float (%)	17.1
Issued shares (m)	8,836
Market capitalisation	MYR73.3B
	USD17.4B
Major shareholders:	
Mitsui & Co., Ltd.	32.8%
Khazanah Nasional Bhd. (Investment Compa	25.9%
Employees Provident Fund	11.9%

Price Performance



	-1M	-3M	-12M
Absolute (%)	13	26	15
Relative to index (%)	13	20	18

Source: FactSet

Abbreviations

ARIP - Average Revenue per Inpatient ARPOB - Average Revenue per Operating Bed

BOR - Bed Occupancy Rate

CNP - Core Net Profit

DRG - Diagnosis-Related Group

EU - Europe

MTO - Mandatory Take-over Offer

MY - Malaysia

O&M - Operations & Maintenance services agreement

SEBI - Securities and Exchange Board of India

SG - Singapore SOTP-TP - Sum-of-Parts based Target Price



1. Fortis Healthcare: Rally on synergistic potentials and fundamental strengths

1.1 Market optimism eyes fundamental strengths and potential operational synergies

Fortis Healthcare (Fortis) has seen a 55% YTD jump in share price, supported by stronger earnings delivery and renewed investor confidence on smoother collaboration potential following the Operations & Maintenance services (O&M) deal between Fortis and Gleneagles India. Its price rally begun post-4QFY25 results announcement at end-May, which displayed improved case-mix complexity (FY25 ARPOB:+9% YoY), heightened occupancy levels (FY25 BOR: 69%, +4ppt YoY) and better operational efficiencies (FY25 operating EBITDA margin: 20.4%, +2ppt YoY).

The rally continued post-announcement of the Fortis-Gleneagles collaboration, which may underpin stronger earnings delivery via improved operational efficiencies, enhance scale efficiency, and unlock synergies between the two healthcare groups, in our view. Under this agreement, Fortis will manage the operations of five hospitals and one clinic under Gleneagles India, at a minimal, low-single-digits service fee (link).

Fig. 1: Timeline of share price movements of Fortis Healthcare YTD 2025

Source: Bloomberg (as of 17 Oct 2025), IHH Healthcare, Fortis Healthcare, various news articles, Maybank IBG Research

1.2 Removal of regulatory overhang...

IHH-Fortis MTO likely to lapse due to high premium of current share price of INR1,085 vs offer price of INR170, in our view..

The Securities and Exchange Board of India (SEBI)'s clearance for IHH's long-delayed mandatory take-over offer (MTO) clears the path for consolidation of Fortis into IHH's regional healthcare portfolio.

For context, this regulatory impasse (from 2018) was triggered when the Supreme Court of India froze IHH's open offer process and any further acquisition of Fortis shares, linked to Daiichi Sankyo's arbitration with Fortis' former promoters. IHH is also currently raising damages sought against Daiichi Sankyo to over JPY200b (equivalent to c.MYR6b) (link).



2. Earnings impact from stronger MYR

2.1 Trim FY25E/26E/27E earnings by -2%/-1%/-1%

While core operational trends remain intact across IHH's key markets, domestic currency appreciation may temper reported revenue and EBITDA in ringgit terms for IHH's overseas operations, in our view. We have revised our earnings estimates to reflect a stronger MYR outlook in-line with our inhouse adjustments.

Fig 2: Summary of earnings change

	-		Old		Revised		
FY Dec (MYR m)		FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Exchange rate							
- SGD/MYR		3.29	3.23	3.23	3.21	3.20	3.20
	% change				-3%	- 1%	- 1%
- INR/MYR		0.05	0.05	0.05	0.05	0.05	0.05
	% change				-11%	- 10%	- 10%
Core net profit (post-MFRS 129)		2,134.9	2,570.9	2,863.6	2,086.4	2,538.2	2,826.8
	% change				-2%	- 1%	- 1%

Source: Maybank IBG Research

3. Revised valuations on Fortis, Malaysia and Singapore

3.1 Revising Fortis' market cap upwards in-line with higher consensus TP of INR992.81

Given that Fortis Healthcare is listed on the India stock exchange, our sumof-parts (SOTP) valuation method employs its proportionate market capitalization based on its consensus TP. We revise Fortis' market capitalization upwards to MYR10.9b in our SOTP valuation, reflecting higher consensus TP of INR992.81. This market cap revision has also factored in our latest currency update of INR/MYR at 0.05.

Perusing the updates in para 1, the higher consensus TP on Fortis Healthcare reflects market optimism on Fortis' stronger earnings delivery and smoother consolidation potential post-SEBI approval. The street's estimate would also have imputed the expected positives from the Fortis-Gleneagles collaboration in terms of operational efficiency and earnings strength.

3.2 Pegging MY and SG to 14x/18x EV/EBITDA in-line with ASEAN sector re-rating, policy delays and medical tourism edge

Malaysia

We raise our FY26E EV/EBITDA multiple for MY ops to 14x (from 12x) to reflect improving earnings visibility amid eases in structural tailwinds. The delay in DRG implementation eases near-term cost pressures and supports margin stability especially amid heightened payor pressures.



We believe the eventual rollout of the Malaysia Health Insurance/Takaful (MHIT) base product beyond 2026E, coupled with other Budget 2026 initiatives such as the (i) EPF withdrawal facility for health insurance, and (ii) expanded tax reliefs on healthcare expenses, will help cushion the impact of medical inflation and improve insurance penetration, supporting patient flows to private hospitals.

Additionally, Malaysia Year of Medical Tourism (MYMT) 2026 should lift foreign patient inflows, which drives revenue intensity as foreign patients typically command c.+20% higher margins due to higher case complexities. IHH is a major beneficiary of this as Island Hospital (within its Penang portfolio) captured one-third of Malaysia's FY24 foreign patients' market.

Reflecting stronger growth visibility, we raise our MY FY26E EV/EBITDA multiple to 14x (previously 12x) to stay in-line with the ASEAN sector average, which has also re-rated (Fig 3). With our regional in-house team forecasting +9% YoY FY26E average aggregate EBITDA growth for ASEAN peers versus our +14% YoY FY26E EBITDA growth for IHH Malaysia, we believe the multiple is reasonable.

Singapore

We also raise our FY26E EV/EBITDA multiple for SG ops to 18x (from 14x) to align closer to the SG sector average FY26E EV/EBITDA of 20x. We have ascribed a discount to the EV/EBITDA multiple to reflect the phased reopening of Mt Elizabeth Hospital post-renovation.

The full restoration of capacity in Singapore should lift patient volumes, case-mix complexity, and improve contribution to group revenue (SG contributed 24% of 1H25 group revenue). With recovering foreign and domestic patient inflows especially in high-complex treatments like proton therapy (available in Mt Elizabeth Novena), we see room for further reratings.

Figure 3: ASEAN peer comparisons under Maybank Investment Banking Group coverage as at 17 October 2025

	BBG	P/E ((x)	P/B ((x)	Yield	(%)	EV/EBIT	DA (x)
	Code	25E	26E	25E	26E	25E	26E	25E	26E
Singapore									
Raffles Medical Group	RFMD SP	27.6	26.2	1.8	1.7	2.5%	2.5%	11.7	10.9
Thomson Medical Group	TMG SP	nm	nm	2.7	2.7	0.0%	0.0%	32.9	29.7
Average		27.6	26.2	2.2	2.2	1.3%	1.3%	22.3	20.3
Thailand									
Bangkok Chain Hospital	всн тв	20.9	20.0	2.3	2.3	3.6%	3.7%	10.5	10.2
Bangkok Dusit Medical Services	BDMS TB	20.1	19.4	3.0	2.9	3.7%	3.9%	12.4	11.9
Bumrungrad Hospital	вн тв	19.1	18.0	4.7	4.2	2.6%	2.8%	13.9	12.8
Chularat Hospital	CHG TB	17.1	16.8	2.2	2.2	4.3%	4.4%	9.3	8.9
Praram 9 Hospital	PR9 TB	22.2	20.2	3.1	2.9	2.0%	2.2%	14.7	12.9
Average		19.9	18.9	3.1	2.9	3.2%	3.4%	12.1	11.3
Indonesia									
Medikaloka Hermina	HEAL IJ	39.2	35.4	4.5	4.0	0.7%	0.7%	12.8	11.4
Mitra Keluarga	MIKA IJ	29.9	27.0	5.2	4.8	1.6%	1.7%	18.5	16.6
Siloam Int'l Hospitals	SILO IJ	23.7	20.8	2.1	1.9	0.8%	0.9%	8.8	7.8
Average		30.9	27.8	4.0	3.6	1.0%	1.1%	13.4	11.9
Malaysia									
KPJ Healthcare	KPJ MK	39.8	29.5	4.8	4.5	1.3%	1.7%	14.3	12.5
ASEAN Average		29.5	25.6	3.5	3.3	1.7%	1.9%	15.5	14.0

Source: Factset, Maybank IBG Research (as at 17 October 2025)



Figure 4: EV/EBITDA based SOTP valuation (old)

Segment	MYRm	MYR/shr	Comment
Singapore	26,582.0	3.00	14x FY26E EV/EBITDA
Malaysia	19,603.0	2.22	12x FY26E EV/EBITDA
Acibadem	11,829.1	1.34	7x FY26E EV/EBITDA less 10% minority interest
Fortis Healthcare	8,484.8	0.96	Market capitalisation based on INR693.47 consensus TP
Greater China, South East Asia & others	(1,081.6)	(0.12)	End-FY26E BVPS less 40% minority interest
Labs	2,483.8	0.28	End-FY26E BVPS
PLife REIT	3,263.3	0.37	Market capitalisation based on SGD4.60 consensus TP
Investment properties & other investments	6,051.0	0.68	End-FY26E BVPS
Net debt ex-Acibadem, Fortis, Greater China and PLife REIT	(6,729.8)	(0.76)	End-FY26E
Total	70,485.5	7.97	
Fully diluted number of shares (m)	8,849.0		

Source: Maybank IBG Research

Figure 5: EV/EBITDA based SOTP valuation (revised)

Segment	MYRm	MYR/shr	Comment
Singapore	33,859.4	3.83	18x FY26E EV/EBITDA
Malaysia	22,870.1	2.58	14x FY26E EV/EBITDA
Acibadem	11,829.1	1.34	7x FY26E EV/EBITDA less 10% minority interest
Fortis Healthcare	10,916.0	1.23	Market capitalisation based on INR992.81 consensus TP
Greater China, South East Asia & others	(1,081.6)	(0.12)	End-FY26E BVPS less 40% minority interest
Labs	2,483.8	0.28	End-FY26E BVPS
PLife REIT	3,263.3	0.37	Market capitalisation based on SGD4.60 consensus TP
Investment properties & other investments	6,051.0	0.68	End-FY26E BVPS
Net debt ex-Acibadem, Fortis, Greater China and PLife REIT	(6,814.9)	(0.77)	End-FY26E
Total	83,376.2	9.42	
Fully diluted number of shares (m)	8,849.0		

Source: Maybank IBG Research



FYE 31 Dec	FY23A	FY24A	FY25E	FY26E	FY27E
Key Metrics	17.6	21.6	35.1	20.0	25.9
P/E (reported) (x)	27.4	29.3	35.1	28.8 28.8	25.9 25.9
Core P/E (x)	27.4 27.4	29.3 29.3	35.1	28.9	26.0
Core FD P/E (x)		29.3		20.9	
P/BV (x)	1.8 4.5	6.3	2.3 6.4	5.6	2.1
P/NTA (x)	3.1	1.4	1.3	1.5	4.9 1.7
Net dividend yield (%)					
FCF yield (%)	3.4	1.6	3.1	4.1	4.8
EV/EBITDA (x)	12.7 20.4	13.9	14.5 22.9	12.7	11.5
EV/EBIT (x)	20.4	22.0	22.9	19.3	17.3
INCOME STATEMENT (MYR m)					
Revenue	20,934.8	24,383.0	25,939.9	28,818.8	31,551.8
EBITDA	4,644.0	5,439.0	5,791.6	6,603.4	7,181.0
Depreciation	(1,463.2)	(1,681.0)	(1,804.0)	(1,919.8)	(2,029.0)
Amortisation	(47.7)	(53.0)	(53.0)	(53.0)	(53.0)
EBIT	3,133.1	3,705.0	3,934.6	4,630.6	5,099.0
Net interest income /(exp)	(838.6)	(792.0)	(862.0)	(831.4)	(8.008)
Associates & JV	26.3	29.0	29.0	29.0	29.0
Exceptionals	1,728.5	814.0	0.0	0.0	0.0
Pretax profit	4,049.3	3,756.0	3,101.6	3,828.2	4,327.2
Income tax	(658.3)	(594.0)	(620.3)	(765.6)	(865.4)
Minorities	(439.1)	(505.0)	(394.8)	(524.4)	(635.0)
Reported net profit	2,951.9	2,657.0	2,086.4	2,538.2	2,826.8
Core net profit	1,935.2	2,193.0	2,086.4	2,538.2	2,826.8
BALANCE SHEET (MYR m)					
Cash & Short Term Investments	2,379.1	1,510.0	1,375.4	1,890.4	2,812.8
Accounts receivable	3,084.0	3,598.0	3,827.7	4,252.6	4,655.8
Inventory	639.8	681.0	724.3	798.6	876.1
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	13,413.9	16,229.0	17,890.8	19,466.6	20,961.4
Intangible assets	17,259.0	19,913.0	19,860.0	19,807.0	19,754.0
Investment in Associates & JVs	146.6	154.0	154.0	154.0	154.0
Other assets	13,269.7	14,674.0	14,208.2	13,712.6	13,188.7
Total assets	50,192.2	56,759.0	58,040.5	60,081.7	62,402.9
ST interest bearing debt	1,986.5	3,886.0	3,886.0	3,886.0	3,886.0
Accounts payable	4,951.7	5,128.0	5,454.0	6,013.5	6,597.0
Insurance contract liabilities	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	8,063.2	10,894.0	10,651.0	10,408.0	10,165.0
Other liabilities	2,832.0	2,943.0	2,961.0	3,063.0	3,132.0
Total Liabilities	17,833.5	22,851.0	22,952.3	23,370.2	23,780.2
Shareholders Equity	29,105.5	30,140.0	31,301.3	32,826.1	34,573.5
Minority Interest	3,253.1	3,768.0	3,786.8	3,885.4	4,049.3
Total shareholder equity	32,358.7	33,908.0	35,088.1	36,711.5	38,622.8
Total liabilities and equity	50,192.2	56,759.0	58,040.5	60,081.7	62,402.9
CASH FLOW (MYR m)					
Pretax profit	4,049.3	3,756.0	3,101.6	3,828.2	4,327.2
Depreciation & amortisation	1,510.9	1,734.0	1,857.0	1,972.8	2,082.0
Adj net interest (income)/exp	838.6	792.0	862.0	831.4	800.8
Change in working capital	(366.8)	(715.0)	53.0	60.4	102.7
Cash taxes paid	(654.0)	(623.0)	(602.0)	(664.3)	(795.9)
Other operating cash flow	(1,618.5)	(659.0)	(29.0)	(29.0)	(29.0)
Cash flow from operations	3,759.4	4,285.0	5,242.6	5,999.5	6,487.8
Capex	(1,943.6)	(3,239.0)	(3,000.0)	(3,000.0)	(3,000.0)
Free cash flow	1,815.8	1,046.0	2,242.6	2,999.5	3,487.8
Dividends paid	(1,770.2)	(881.0)	(925.1)	(1,013.3)	(1,079.5)
·	5.5	38.0			
Equity raised / (purchased)			(367.7)	0.0	(389.5)
Change in Debt Other invest /financing cash flow	(792.2)	4,419.0	(367.7)	(420.1)	(389.5)
Other invest/financing cash flow	(434.3)	(5,551.0)	(1,001.4)	(1,051.2)	(1,096.4)
Effect of exch rate changes	(185.7)	55.0	0.0	0.0	0.0
Net cash flow	(1,361.1)	(874.0)	(51.6)	514.9	922.5



FYE 31 Dec	FY23A	FY24A	FY25E	FY26E	FY27E
Key Ratios					
Growth ratios (%)					
Revenue growth	16.4	16.5	6.4	11.1	9.5
EBITDA growth	14.6	17.1	6.5	14.0	8.7
EBIT growth	38.6	18.3	6.2	17.7	10.1
Pretax growth	82.6	(7.2)	(17.4)	23.4	13.0
Reported net profit growth	97.3	(10.0)	(21.5)	21.7	11.4
Core net profit growth	20.8	13.3	(4.9)	21.7	11.4
Profitability ratios (%)					
EBITDA margin	22.2	22.3	22.3	22.9	22.8
EBIT margin	15.0	15.2	15.2	16.1	16.2
Pretax profit margin	19.3	15.4	12.0	13.3	13.7
Payout ratio	55.5	33.2	44.4	43.4	43.6
DuPont analysis					
Net profit margin (%)	14.1	10.9	8.0	8.8	9.0
Revenue/Assets (x)	0.4	0.4	0.4	0.5	0.5
Assets/Equity (x)	1.7	1.9	1.9	1.8	1.8
ROAE (%)	10.7	9.0	6.8	7.9	8.4
ROAA (%)	3.9	4.1	3.6	4.3	4.6
Liquidity & Efficiency					
Cash conversion cycle	(39.3)	(33.9)	(30.5)	(30.1)	(29.9)
Days receivable outstanding	49.1	49.3	51.5	50.5	50.8
Days inventory outstanding	12.8	12.6	12.6	12.3	12.4
Days payables outstanding	101.2	95.8	94.5	92.9	93.1
Dividend cover (x)	1.8	3.0	2.3	2.3	2.3
Current ratio (x)	0.9	0.7	0.7	0.8	0.8
Leverage & Expense Analysis					
Asset/Liability (x)	2.8	2.5	2.5	2.6	2.6
Net gearing (%) (incl perps)	23.7	39.1	37.5	33.8	29.1
Net gearing (%) (excl. perps)	23.7	39.1	37.5	33.8	29.1
Net interest cover (x)	3.7	4.7	4.6	5.6	6.4
Debt/EBITDA (x)	2.2	2.7	2.5	2.2	2.0
Capex/revenue (%)	9.3	13.3	11.6	10.4	9.5
Net debt/ (net cash)	7,670.6	13,270.0	13,161.6	12,403.6	11,238.2

Source: Company; Maybank IBG Research



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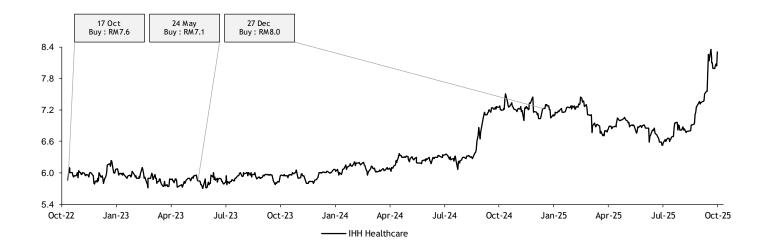
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