

**Ref: MHL/Sec&Legal/2025-26/88**

**February 04, 2026**

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 ended December 31, 2025.

A copy of the said presentation is also being uploaded on the Company's website at [www.metropolisindia.com](http://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**

**Q3 & 9MFY26 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



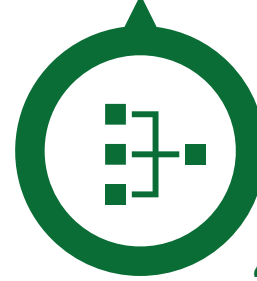
219 Clinical Labs



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



4,800+ Service  
Network



4,000+ Tests &  
Profiles



# Performance & Company Updates – Q3FY26

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## Important Updates & Definitions:

1. MHL Group – Includes acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur
2. MHL Organic – Excludes recent acquisitions of Core Diagnostics, DAPIC – Dehradun, Scientific Pathology – Agra and Ambika - Kolhapur
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

# Q3 & 9MFY26 Key Financials – MHL Organic

## Q3FY26



## 9MFY26



- Strong organic business momentum in Q3 FY26, with revenue up 15% YoY, driven by higher patient throughput, test volumes, and improved realizations
- EBITDA margin expanded to 25.0%, up 280 bps YoY, reflecting operating leverage, productivity gains, and sustained efficiency initiatives
- For 9MFY26, the organic business delivered consistent, high-quality growth with sharp margin expansion

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

# Q3 & 9MFY26 Key Financials – MHL Group

## Q3FY26



## 9MFY26



- Revenue growth fueled by sustained momentum in preventive and wellness health check-ups under TruHealth, along with a strong increase in specialty testing volumes across both B2C and B2B channels
- Group EBITDA margins of 23.4% are on an upward trajectory, supported by stable Core Diagnostics performance and above-average margins from other acquired businesses
- Overall performance reflects successful acquisition integration, resilient demand, and consistent value creation at the group level

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



# Q3FY26 Key Performance Indicators

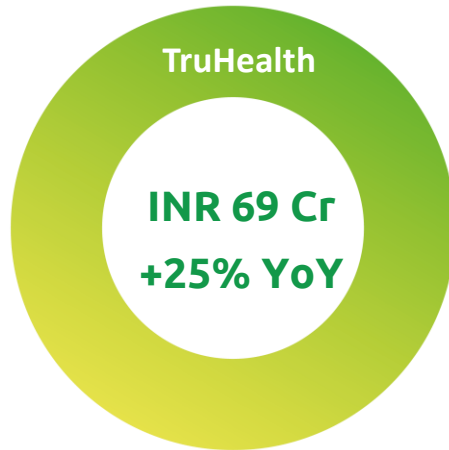
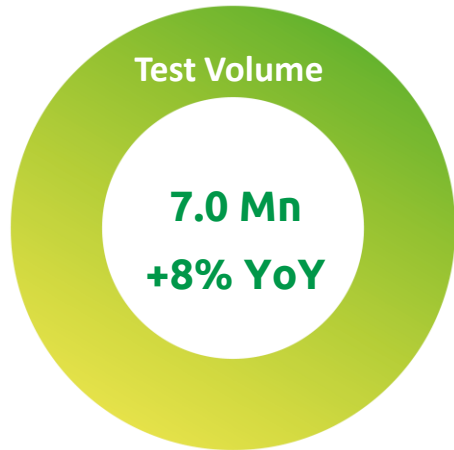
## MHL Organic

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





# Q3FY26 Key Performance Indicators



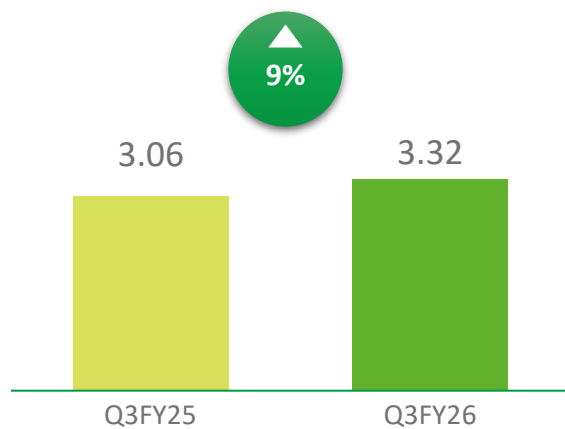
- Strong volume-led growth, with high single-digit increases in patient and test volumes, reflecting sustained demand across markets
- Balanced B2C and B2B momentum, driven by network expansion, improved service levels, and consistent execution across channels
- Cross selling of super-specialty tests offered by Core Diagnostics across Metropolis network is accelerating revenue & volume growth
- Upgrades led by TruHealth supporting faster revenue growth and reinforcing the shift toward higher-value offerings

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

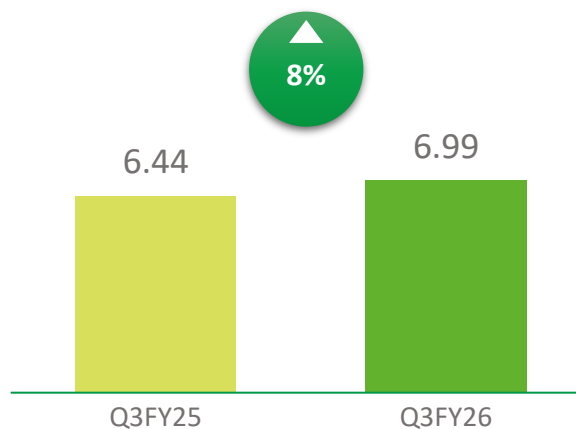
B2C now includes all own, franchisee and rural centres; B2B now includes B2B labs, Hospitals, Government, Corporate and Clinical Trial

# Consistently Delivering Patient & Test Volume Growth

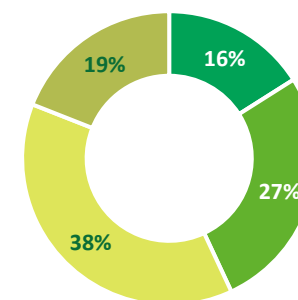
Patient Volume (in Mn)



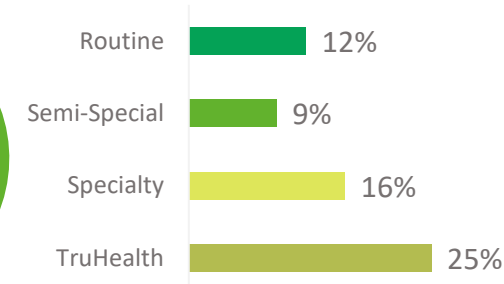
Test Volume (in Mn)



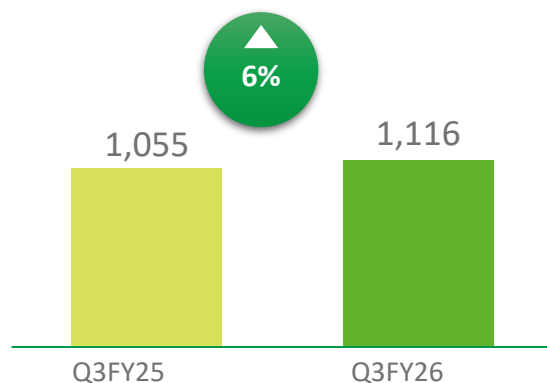
Q3FY26 Segment Contribution



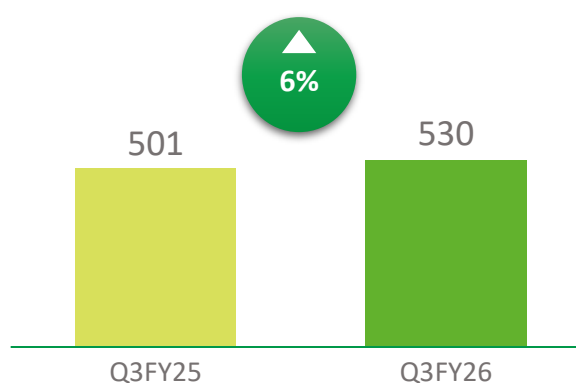
Q3FY26 Segment Revenue Growth



Revenue Per Patient (RPP) INR

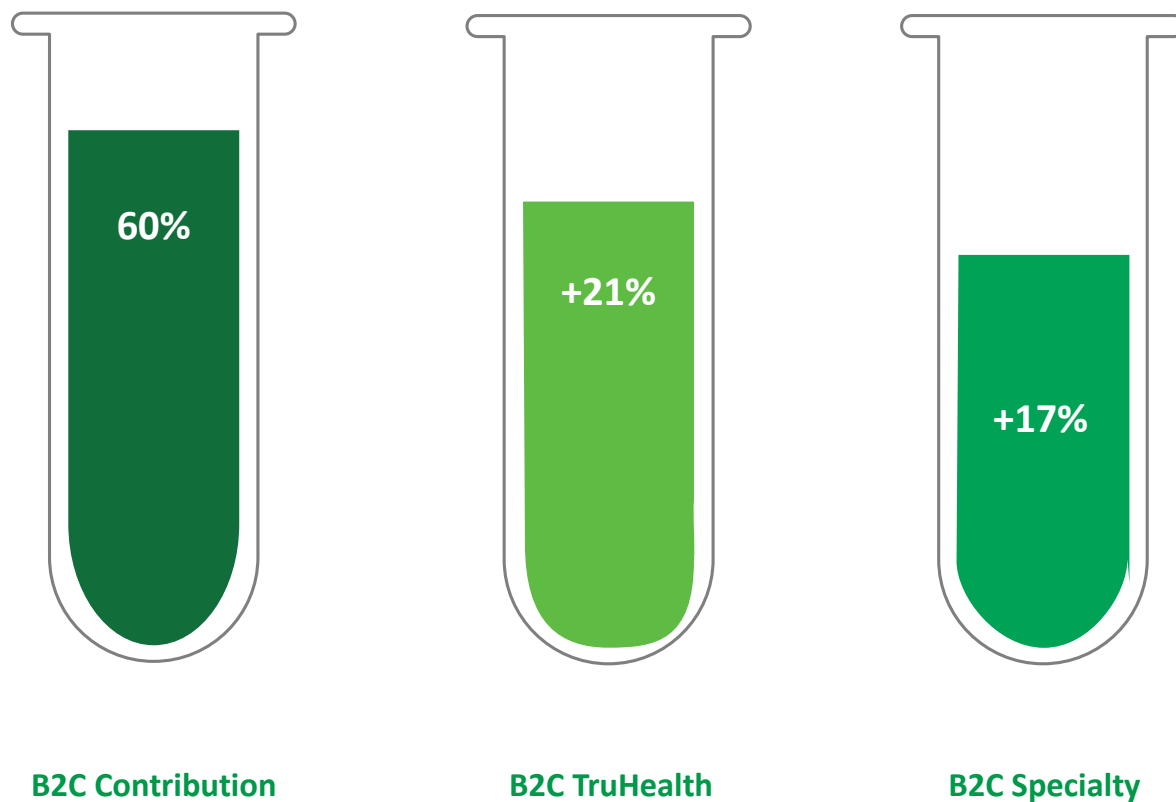


Revenue Per Test (RPT) INR



- Delivered strong 9% volume growth, outperforming seasonal benchmarks
- Increased throughput & productivity enhancement driving volumes across segments
- RPP growth driven by TruHealth and Specialty mix, reinforcing premiumization strategy

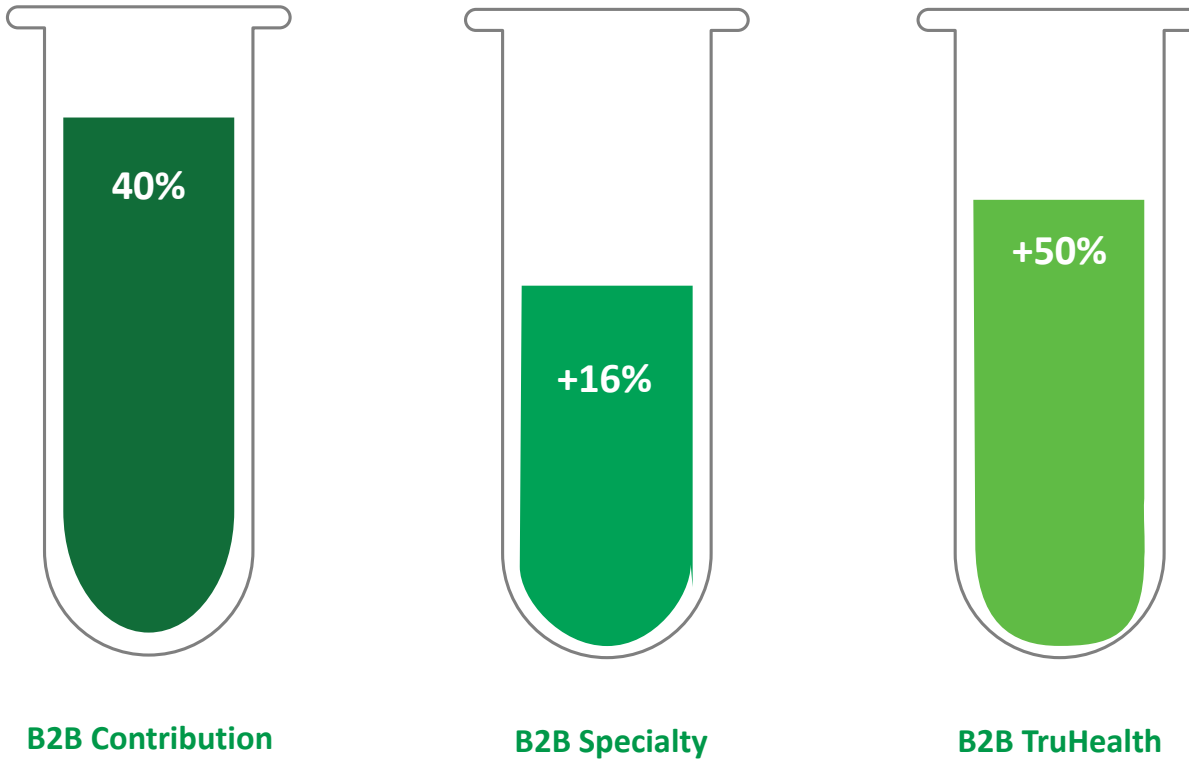
# B2C revenue growth @ 15% YoY



- B2C patient volumes increased by 7%, while revenue per patient grew 8%, supported by scientific-led upselling.
- Premium TruHealth packs and consult bundles significantly lifted B2C revenue quality and RPP
- Specialty growth accelerated through clinician connect and NGS portfolio expansion
- Hyperlocal Micro-marketing strategies driving deeper local market penetration

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

# B2B revenue growing by 15% YoY



- Strategic B2B push mitigated seasonality, sustaining growth momentum with volume growth of 11% and 4% rise in RPP
- Specialty and corporate client additions lifted mix and scale
- Digital partner integration, enhanced reliability, query resolution platforms & enhanced service levels enabling client stickiness & increase in wallet share

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

# TruHealth Revenue grew @ 25% YoY for Q3FY26

## ○ Strong Revenue Momentum, Premium Mix & Digital Acceleration



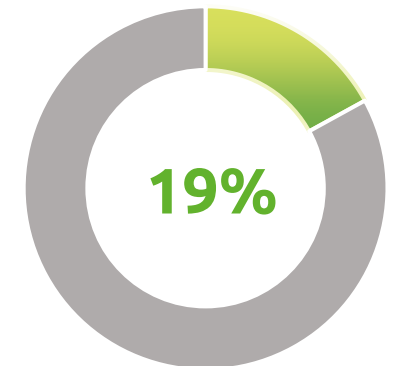
- **TruHealth contribution increased to 19% (vs 17% Q3FY25)** driven by mix upgrade due to adoption of MetAdvisor (AI-powered Recommendation Engine) across touchpoints
- **Premium TruHealth portfolio now 24% of mix (+200 bps QoQ)**, powered by ECG, vitals and consult bundles
- Radiology-integrated wellness offerings grew 2x Q3 YoY, on the back of growing consumer demand
- **Rural TruHealth Offerings grew 3x Q3 YoY**, through new chronic screening packages & Hyperlocal micro-marketing
- **Digital channels** scaling rapidly, contributing an increasing share of TruHealth sales

**TruHealth**

Growth



Revenue Contribution



# Speciality Revenue grew @ 16% YoY for Q3FY26

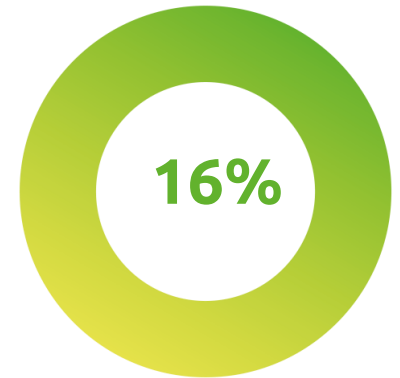
- Leveraging Core diagnostic capabilities in specialized & super-specialized testing to **drive cross-selling across Metropolis' nationwide B2C and B2B network.**
- **Distinct capabilities** and end-to-end services under one roof enabling **increased wallet share in specialty testing.**
- Accelerating Specialty Leadership through Science, AI and Clinician Trust



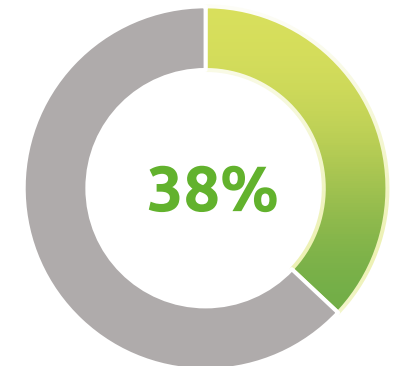
- **Centre of Genomics launched with Illumina partnership** – Establishing a state-of-the-art genomics platform to scale advanced NGS, strengthen clinical leadership, and anchor long-term innovation in precision diagnostics.
- **NGS emerging as a structural growth engine** – 300+ new test additions driving double-digit YoY growth, reflecting rapid clinician adoption and platform scaling.
- **Innovation-led differentiation through AI diagnostics** – AI-driven Allergy CRD grew ~80% YoY, reinforcing Metropolis' leadership in precision and clinical trust
- **High-impact clinician engagement & focused execution** – 30+ CMEs, 10+ global scientific conferences, 1,000+ KOL interactions
- **Focused execution on high-value tests** lifting productivity and revenue

## Specialty

Growth



Revenue Contribution





# Q3FY26 Key Performance Indicators

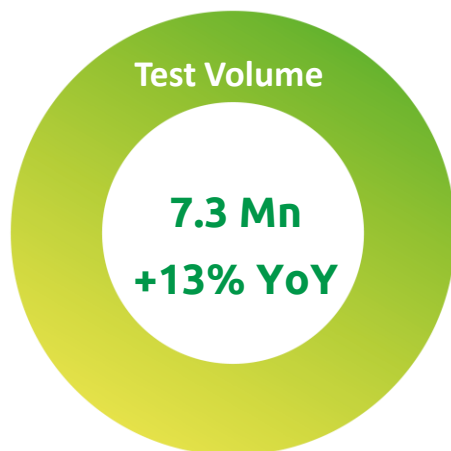
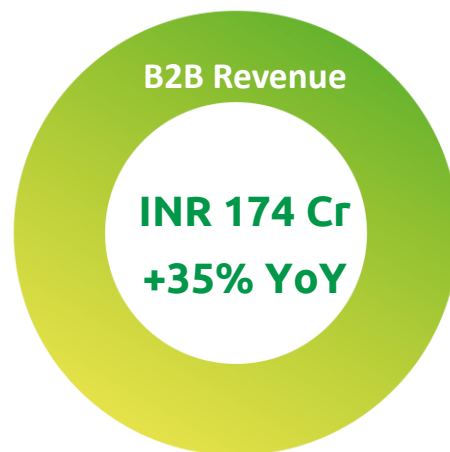
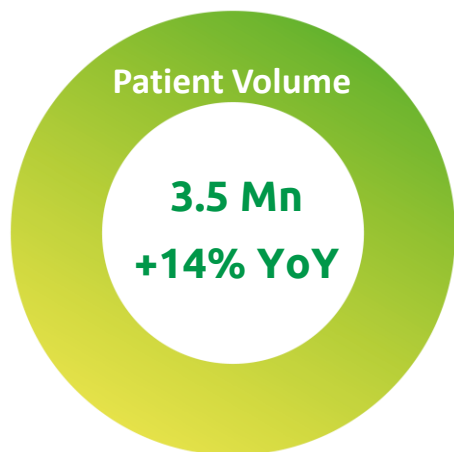
## MHL Group

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

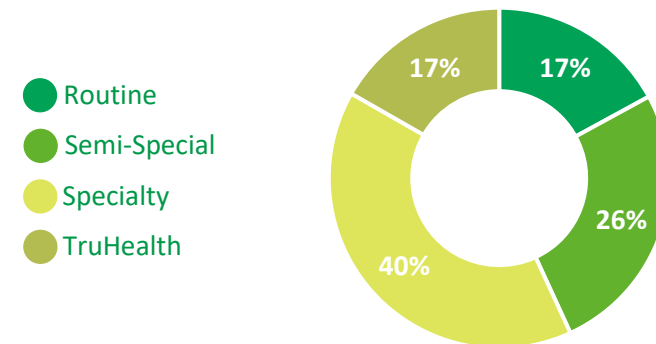
For your health,  
it's good to be sure.

METROPOLIS

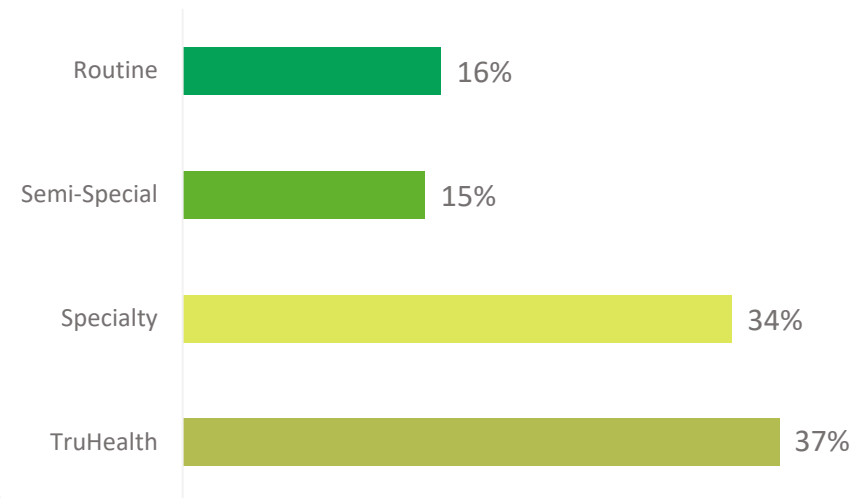
# Q3FY26 Key Performance Indicators



## Q3FY26 Segment Contribution



## Q3FY26 Segment Revenue Growth



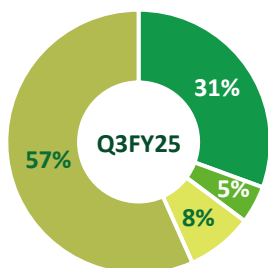


# Diversified Revenue contribution across geographies

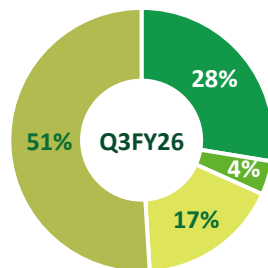
By Region  
(MHL Categorisation)

- West
- South
- North
- East

Revenue Contribution



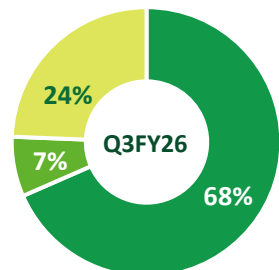
Revenue Contribution



By City Tier

- Tier I
- Tier II
- Tier III

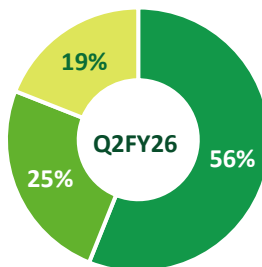
Revenue Contribution



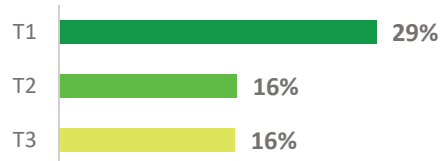
By Cities  
(MHL Categorisation)

- Focus
- Seeding
- Others

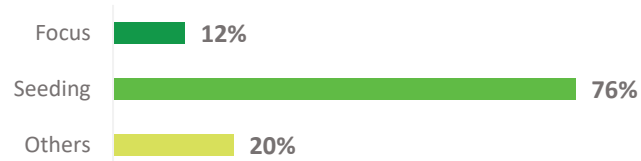
Revenue Contribution



Revenue Growth

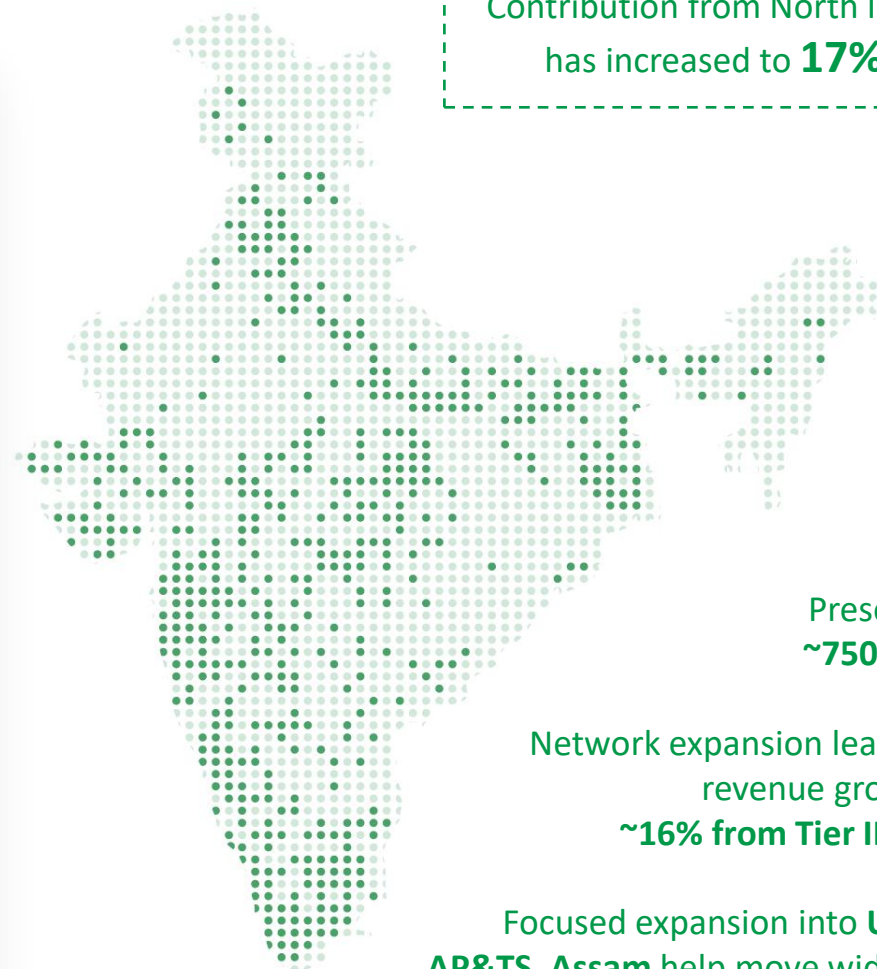


Revenue Growth



Revenue Contribution of Domestic Revenue only

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



Presence in  
~750 towns

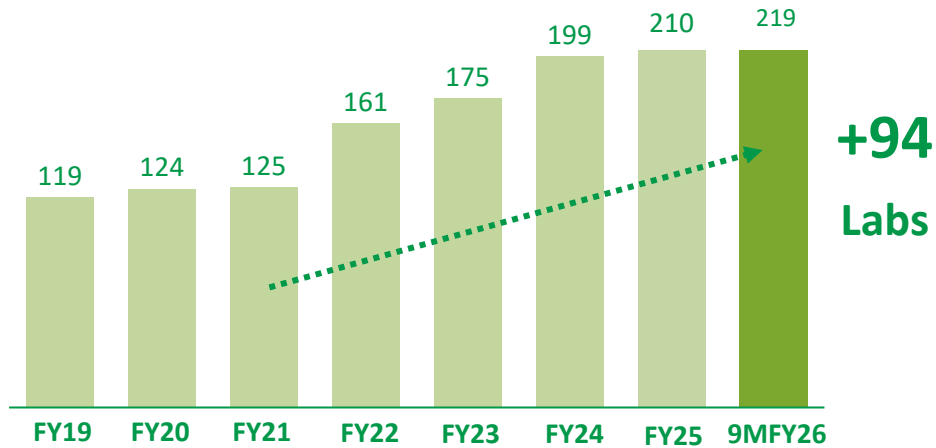
Network expansion leading to  
revenue growth of  
~16% from Tier III cities

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

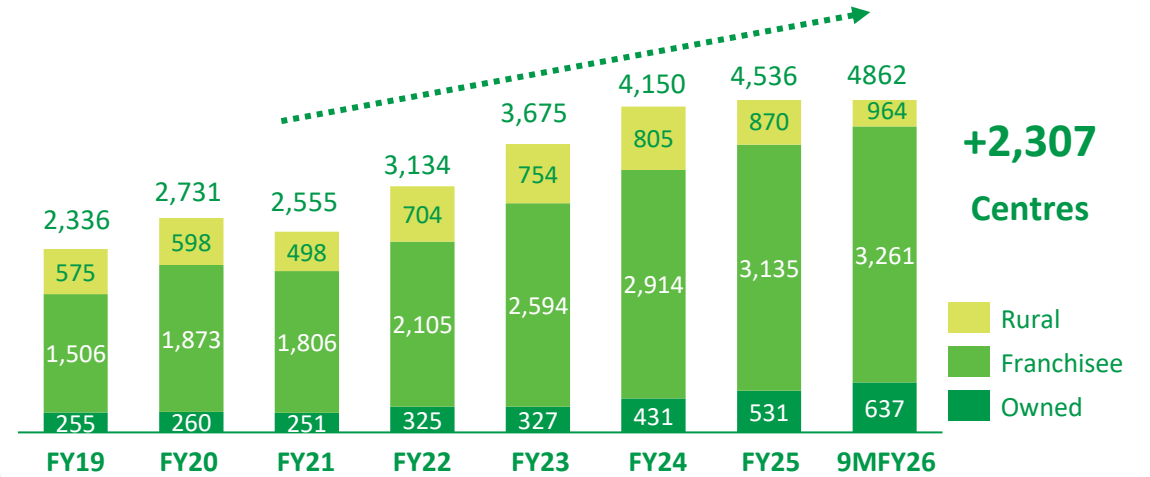
Map not to scale and for illustrative purpose only

# Building a scalable efficient network

## Laboratory Network



## Service Network



**~750 towns**  
from 300 towns in FY23

**2 Labs**  
added in Q3 FY26  
Closed 4 labs for  
consolidation

**112 Centres** added in  
Q3 FY26



# Q3FY26 Profit & Loss Statement

Profit & Loss Statement (Rs. Crs.)	Q3FY25	Q3FY26 (MHL Organic)	Y-o-Y
Revenue from Operations	323	371	15.0%
Total Cost	251	279	
<b>EBITDA</b>	<b>72</b>	<b>93</b>	<b>29.3%</b>
<b>EBITDA Margin (%)</b>	<b>22.2%</b>	<b>25.0%</b>	<b>280 bps</b>
Depreciation	28	29	
Other Income	3	3	
<b>EBIT</b>	<b>47</b>	<b>67</b>	<b>44.0%</b>
Finance Cost	4	4	
<b>Profit Before Exceptional item &amp; Tax</b>	<b>42</b>	<b>63</b>	<b>48.0%</b>
Exceptional Item (Impact of new labour code)	-	8	
Current Tax	11	15	
<b>Profit After Tax (PAT)</b>	<b>31</b>	<b>39</b>	<b>25.0%</b>
<b>PAT Margin (%)</b>	<b>9.8%</b>	<b>10.6%</b>	
<b>PAT excluding Exceptional item</b>	<b>31</b>	<b>48</b>	<b>51.5%</b>
<b>PAT excluding Exceptional Item (%)</b>	<b>9.8%</b>	<b>12.8%</b>	<b>300 bps</b>

Q3FY26 (MHL Group)	Y-o-Y
406	25.8%
311	
95	32.4%
23.4%	120 bps
32	
9	
72	54.7%
6	
66	56.5%
9	
15	
42	33.7%
10.4%	
51	62.6%
12.6%	280 bps



# 9MFY26 Profit & Loss Statement

Profit & Loss Statement (Rs. Crs.)	9MFY25	9MFY26 (MHL Organic)	Y-o-Y
Revenue from Operations	986	1118	13.4%
Total Cost	745	833	
<b>EBITDA</b>	<b>241</b>	<b>285</b>	<b>18.1%</b>
<b>EBITDA Margin (%)</b>	<b>24.5%</b>	<b>25.5%</b>	<b>100 bps</b>
Depreciation	80	88	
Other Income	8	11	
<b>EBIT</b>	<b>169</b>	<b>209</b>	<b>23.1%</b>
Finance Cost	15	13	
<b>Profit Before Exceptional item &amp; Tax</b>	<b>154</b>	<b>196</b>	<b>26.5%</b>
Exceptional Item (Impact of new labour code)	-	8	
Current Tax	38	49	
<b>Profit After Tax (PAT)</b>	<b>116</b>	<b>139</b>	<b>19.2%</b>
<b>PAT Margin (%)</b>	<b>11.8%</b>	<b>12.4%</b>	
<b>PAT excluding Exceptional item</b>	<b>116</b>	<b>147</b>	<b>26.4%</b>
<b>PAT excluding Exceptional Item (%)</b>	<b>11.8%</b>	<b>13.2%</b>	<b>140 bps</b>

9MFY26 (MHL Group)	Y-o-Y
1,221	23.9%
928	
293	21.4%
24.0%	-50 bps
95	
17	
215	26.9%
17	
199	28.2%
9	
49	
140	20.6%
11.5%	
149	28.4%
12.2%	40 bps

# 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



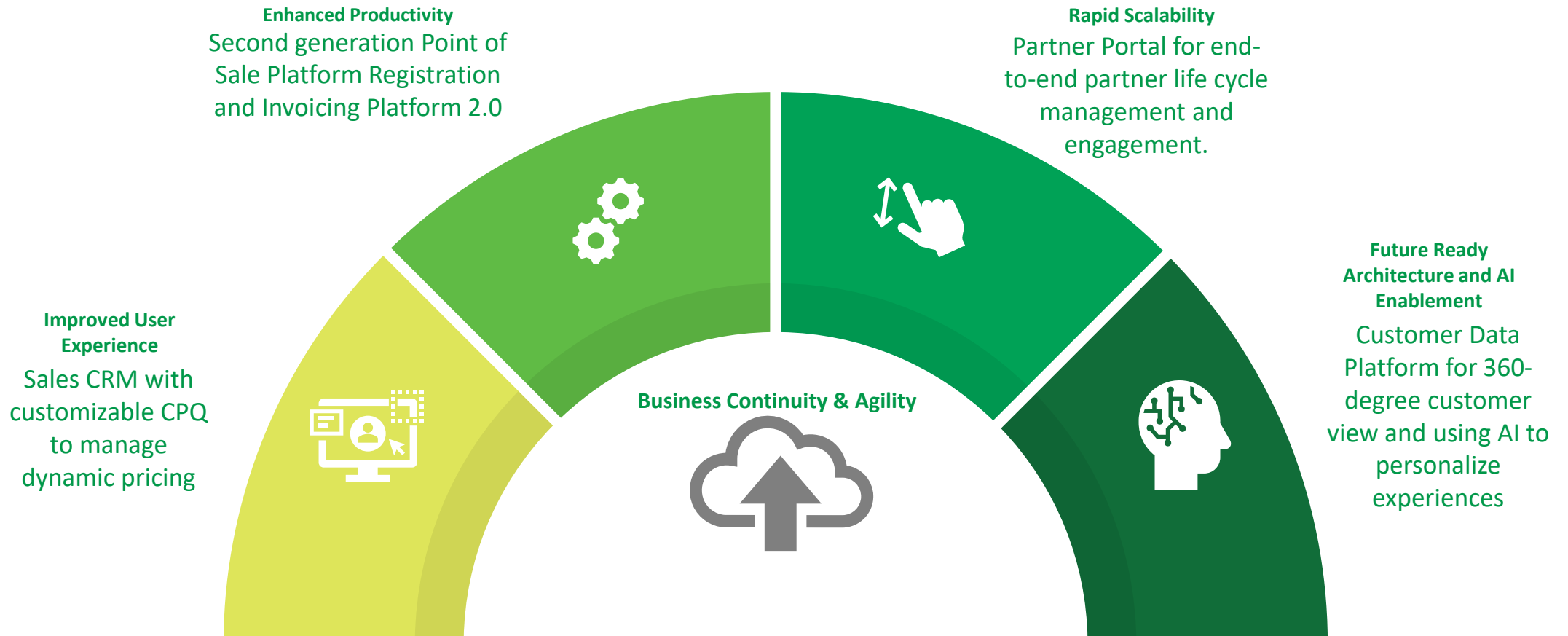
Achieve Pre-Covid Margin Profile



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

**57+** New Tests added in H1FY26 (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

## 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)

## 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



## 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
- Quantifying quality of all labs through Quality index & star rating
- Pre – analytical , Analytical & Post Analytical QA tracks & Quality Culture



## 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



- 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

- 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.
- 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.





For further information, please contact:

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