



# Apollo Hospitals Enterprise Limited

Investor Presentation

June 2023

# Key Highlights



**India's Largest  
Integrated  
Healthcare  
System**



**Clinical  
Pioneers**



**Attractive  
Industry  
Opportunity**



**Engines  
of Growth**



**Strong  
Financial &  
Operational  
Track Record**



**Prioritizing  
ESG**



**Annexure**



## India's Largest Integrated Healthcare System



Clinical  
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Annexure

# Transforming Healthcare delivery In India : Over 35 Years of legacy



## Largest Hospital Chain in India

**71** hospitals  
**10,021** beds  
**10,000+** doctors



## Largest Offline Pharmacy in India

**5,500+** stores in **1100+** cities and towns  
**>2x** second largest Indian pharmacy<sup>(2)</sup>  
**~250mn+** transactions p. a.



## India's Leading Retail Healthcare Network

**350** primary clinics, **133** dental clinics, **65** sugar clinics, **29** birthing centers, **119** dialysis centers, **21** surgery centers, **2012** diagnostic collection centers



## 3<sup>rd</sup> Largest Private Health Insurer in India

**Fastest insurer** to reach break-even point  
Divested to **HDFC ERGO**



## Created Unmatched Capabilities in Offline Healthcare Delivery

Any other player trying to replicate will take many years and huge investments, without guaranteed success



## Built the Apollo Brand

Synonymous with quality and trust – most important factors in healthcare in India – while transcending healthcare delivery formats



## Inimitable Consumer Insights

The Group understands consumer dynamics very well, having successfully created multiple consumer-centric healthcare businesses



## Created Significant Shareholder Value

6x increase in market capitalization in last 10 years for listed AHEL; new businesses added to AHEL have contributed significant value



## Successful Partnerships

Worked successfully with several partners, including APAX partners, Schrodgers, Munich Reinsurance, IHH, General Atlantic, Mitsui, among others on a long term basis

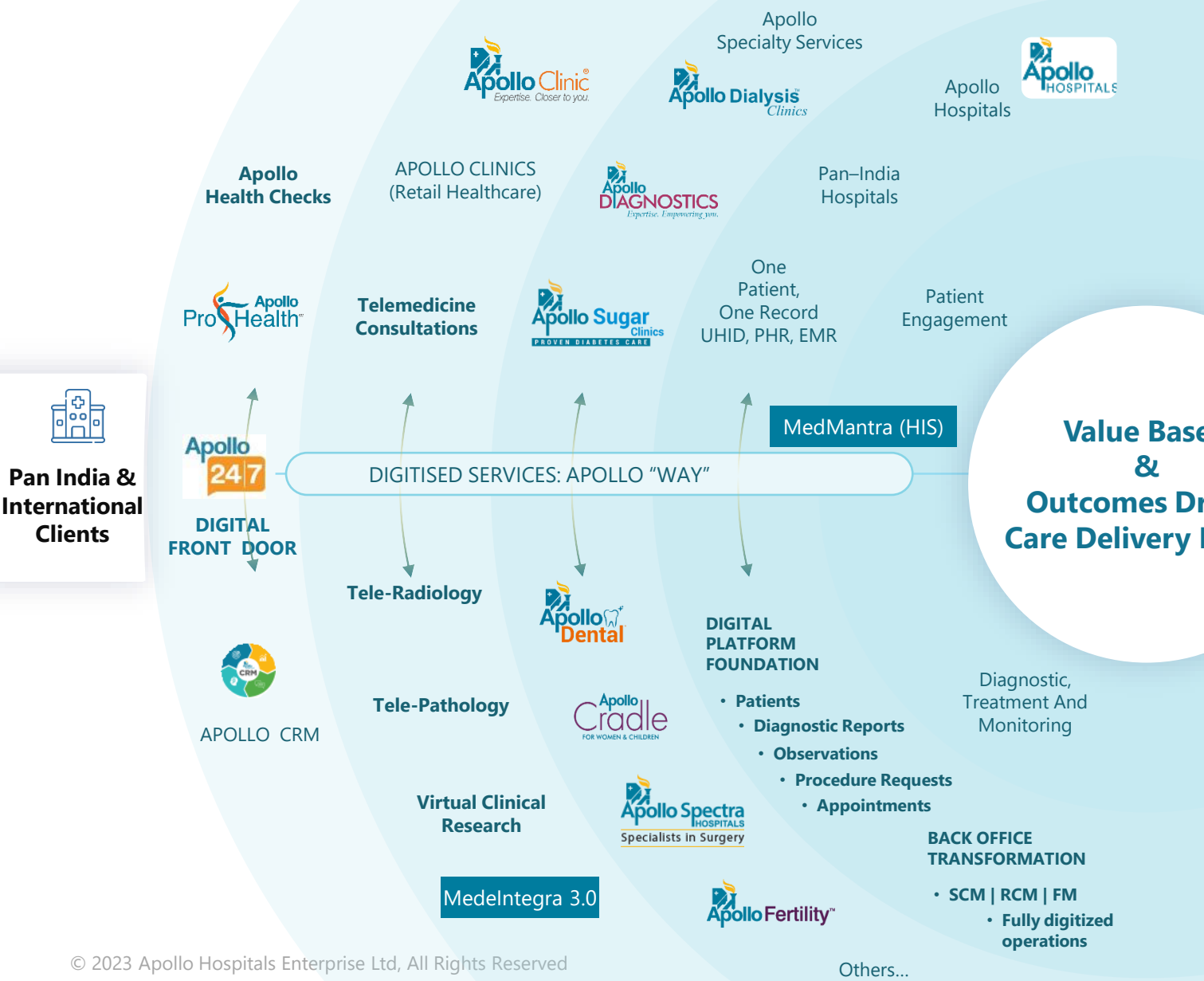


## Indian Government Recognition

Dr. Prathap Reddy, Founder Chairman, has been conferred 'Padma Vibhushan', India's second highest civilian award for significant contribution to India healthcare

<sup>2</sup> By number of stores.

# India's Largest Integrated Health System



## CLINICAL OUTCOMES

- Culture of innovation
- Clinical expertise
- Learning Organisation

Empowered and engaged patients; fostering brand loyalty across all touch points with Apollo

Encourage performance and data-driven culture that optimizes/enhances clinical outcomes

Fully digital, scalable, and adaptive 21st Century Digital Organization

Leverage technology to improve clinical effectiveness, operational efficiency and drive effective asset utilization

Transform IT/IS organization & services/infrastructure and adopt new technologies to support digital agenda

## FINANCIALS AND SUPPLY-CHAIN

- Governed by quality Clinical Outcomes
- Cyber Security
- Best in Class Privacy



# Largest Pan-India Hospital Chain



	Hospitals	Capacity Beds	Operational beds
<b>AHEL* (a+b)</b>	<b>71</b>	<b>10,021</b>	<b>9,325</b>
<b>Owned Sub &amp; JVs</b>	<b>43</b>	<b>8,494</b>	<b>7,798</b>
<b>Managed Hospitals</b>	<b>6</b>	<b>951</b>	<b>951</b>
<b>Total (a)</b>	<b>49</b>	<b>9,445</b>	<b>8,749</b>
<b>AHLL# (b)</b>	<b>22</b>	<b>576</b>	<b>576</b>

\* Apollo Hospitals Enterprise Limited (Hospitals) . # Apollo Health and Life Style (Retail Healthcare Formats)

## Hospitals 71 ; Beds 10,021

### Tamilnadu Region



20 2508

### North



11 1551

### AP & Telangana



12 1552

### Western



10 1271

### Eastern



7 1900

### Karnataka



9 919

Not included above:-Kerala ( 1 Managed Hospital with 300 beds) ; Outside India ( 1 Managed Hospital with 20 beds).



Includes Hospitals, AHLL and Managed Hospitals

# Transforming Retail Health through access and convenience



## Apollo Health & Lifestyle Ltd (AHLL)

### Looking at the market through **Two broad levers**



#### Out-of-Hospital care

- Outpatient Clinics
- Diagnostics and dialysis
- Day Surgery centers
- Single Specialty Facilities

#### Organizing the unorganized

- Pathology – Organized chains represent only ~30%
- Mother and Child, Specialized Surgical Centers
- IVF Centers

**June 23**

Significant **opportunity to grow** the primary care and diagnostics businesses Plays a vital role in last-mile care delivery, and in ensuring continuum of care for the consumer

350

Primary Clinics

65

Sugar Clinics

133

Dental Clinics

29

Birthing Centers<sup>1</sup>

21

Spectra<sup>1</sup>

2,012

Diagnostics

119

Dialysis

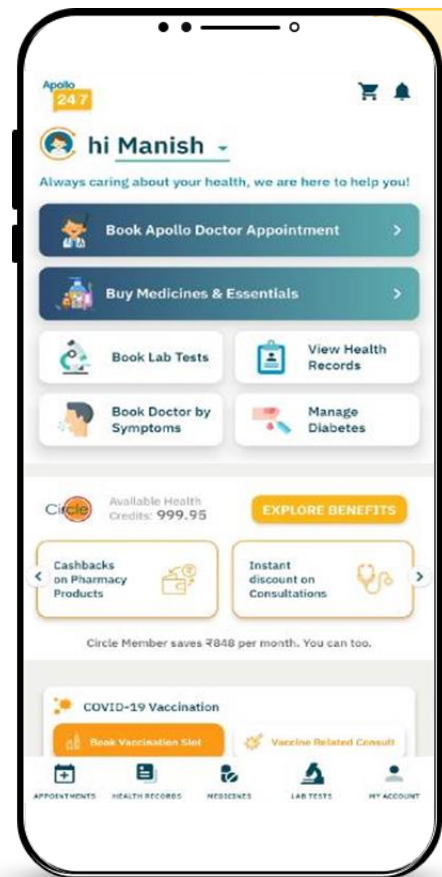
2,729

No of Care Sites

<sup>1</sup>Includes BOMA ( 2 BOMA in Birthing Centers (Cradle & IVF) 10 BOMA in Spectra)

# Largest Omni-Channel Digital Health Offering

Apollo HealthCo Ltd (AHL)



## Apollo 247 –Digital Platform

As at June 30, 2023

~27Mn+ Registrations

~8.5 Lakh+ Daily Active Users

~6,000+ Doctors

Virtual Doctor Consultation

Daily Consultations  
**9500+**

Online Medicine delivery

Daily Medicine orders  
**40,000+**

Online Diagnostic Booking

Daily sample collections  
**~2400**

Patient e-health records

## Apollo 247 –Digital Platform



**Future Launch....**

Condition management

Well-being companion

Health Insurance

Added Q1 24
Closed Q1 24
Net

43

11

32

No of Pharmacies

5,573

Private label sales / Generic Sales


~16%





# Highlights Q1FY24





## Healthcare Services (Hospitals)

 **43** Owned + **6** Managed Hospitals


 **9,445** Owned & Managed Beds


 **62%** Occupancy


 **₹ 57,760** / day ARPOB<sup>1</sup>

 **133,846** In-patients

## Diagnostics & Retail Health


 **22** Ambulatory care & Birthing Centers

 **576** Beds

 **2,012** Diagnostics Centers


 **350** Clinics


 **119** Dialysis Centers

 **133** Dental Centers

## Digital Health & Pharmacy Distribution

 **5,573** Outlets

 **~16.02%** Private label / Generic sales

 **~27 mn+** Registered users

 **~6,000+** Doctors

### Revenue

₹ 22,937 Mio

**52%**

Rev Share

₹ 3,187 Mio

**7%**

Rev Share

₹ 18,054 Mio

**41%**

Rev Share

### EBITDA

₹ 5,423 Mio

**23.6%**

Margin

₹ 233 Mio

**7.3%**

Margin

₹ 1,473 Mio

excl 247 & ESOP Cost

**8.2%**

Margin

247 cost  
₹(1,747) Mio

ESOP  
₹(292) Mio

<sup>1</sup>ARPOB is net of fees paid to fee for "service doctors" and is netted off in the Reported Revenues.



India's Largest  
Integrated  
Healthcare System



## Clinical Pioneers



Attractive Industry  
Opportunity



Engines  
of Growth



Strong Financial &  
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Annexure

# Clinical pioneers bringing in tectonic shifts in the healthcare industry



## Bringing in Latest Technologies First



### 20 Robotic surgical systems

Largest minimally invasive program in the country



### Advanced Diagnostics

First MRI, CT, Pet CT in India  
Genome testing – Blood test for early detection of Breast Cancer



### G4 Cyber-knife

Asia Pacific's most advanced Cyber Knife® launched at Apollo Cancer Centres, Chennai



### Proton therapy for cancer

First in South East Asia.  
150 bedded Comprehensive Cancer Care Centre



### 640 slice CT

640 slice dynamic multi-detector CT scanner, used in heart, brain and whole body scanning

Among the first to adopt robotic precision in minimally invasive surgery

## Remote Healthcare

Providing access to quality healthcare for underserved, both in Urban and Rural geographies in India & Abroad



3,37,222

Tele-consults



2,80,305

Fundus Checks



67,175

Tele-Radiology Reads

## Predictive Diagnostics and Healthcare using AI

### AICOVID

5K+ Patients Data  
6 Centers  
96% Accuracy  
Over 10K+ Patients Prospective Use

### AICOPD

800K+ Patients Data  
4 Centers  
92% Accuracy  
Ongoing Use

### AICVD

50K+ Patients Data  
9 Centers  
87% Accuracy  
150K+ Patients Prospective Use

### Deployed Clinical AI Algorithms

### Apollo EARS

200K+ Patients Data  
20 Centers  
87% Accuracy  
Ongoing Use

### AILF

17K+ Patients Data  
4 Centers  
86% Accuracy  
Ongoing Use

### Prediabetes AI

60K+ Patients Data  
12 Centers  
88% Accuracy  
Ongoing Use

Software as Medical Device – ISO 13485 : 2016 – MD 763515  
– First Hospital Based AI Systems to be Certified

## Partnership with.....

Microsoft to develop and deploy new AI and machine learning models to predict patient risk for heart disease

Google India to launch 'Symptom Search'.

We have worked on the Design, Development of AI based Application Programming Interface for providing information by means of Clinical Decision Support for Cardiovascular, Prediabetes and Diabetes, Liver Fibrosis, Empirical Antibiotic Recommendation and acute exacerbation of COPD & Asthma



## Clinical Excellence



### Medically Known for Clinical Excellence

COEs  
Outcomes  
Quality-Systems & Protocols  
Leading in Technology

## Service Excellence



### Patient Care Through Service Excellence

Patient Care Plan  
Ward as a unit  
Continuum of Care

## Execution Excellence



### The Apollo Family

Clinician Engagement  
Best places to work  
ACP – Medical Community  
Innovation



### Value for Money

Case Mix  
Communication of Value  
Resource utilization

## Volumes

## Revenue

## Costs

## Margins

### How we Work?



AOP & Tool Kits

Team Spirit

Focus on the Community

Fact Based Data – Led Discussions

100% Delivery



### What we Believe in?

Preventive Healthcare

Life is Priceless

Research & Innovation

Continuous Learning & Development

Respect, Reward & Recognition

# World Class Outcomes driven by Systems and Protocols



Apollo Hospitals Group aims at establishing the highest standards of clinical care and patient safety for all its hospitals irrespective of their location or size.



## Apollo Quality Program

Multifaceted program measuring, compliance on Safety across various hospital interactions, Surgical safety, Medication safety, and the safety goals as per JCI, as well as patient satisfaction achieved by a highly empathetic service delivery system to create – TLC moments  
**1000+ Service Standards**  
Yearly training and certification



## Apollo Mortality Review

The mortality review in all Apollo Hospital units is standardized with trigger criteria, checklists, peer review processes and mortality meeting formats. Formal, structured review of deaths is conducted.

## Apollo Clinical Excellence



Is a clinically balanced scorecard tracking complication rates, mortality rates, one-year survival rates and ALOS after major surgery and across Apollo CoE's benchmarked against the most appropriate indicator with the best-in-class indicator.  
**50 Indicators** selected, updated on

## Apollo Nursing Excellence



Patient care and outcomes measured for effectiveness and quality of nursing services across all units, benchmarked against appropriate best-in-class reference units such as JCI, NABH, NCBI and British Journal of Anaesthesia.

**360°  
Service  
Excellence**



# Expertise driven by Academics & Research



## Campus Education

AIMSR, Hyderabad

AIMSR, Chittoor

The Apollo  
University, Chittoor

Apollo Buckingham  
Campus, UK

**11** Nursing schools  
in India

**1** Nursing school  
in Bhutan

College of Physiotherapy

Healthcare management

**39**

International Professor

**168**

Adjunct Professor

**178**

Adjunct Tutor

## Diplomate National Board



**45** Specialties

**19** centers

8% of India's National  
Board Trainees

## Skilling & Upskilling



In partnership with **The  
National Skill Development  
Corporation (NSDC)**

**21** centres

**260,000** healthcare workers

## Medvarsity



**Asia's Largest Healthcare Ed Tech**

**500,000** professionals trained

**192** countries

**200 clinical and management  
courses** for doctors, nurses and  
general management personnel

## Global Workforce Development

Apollo Radiology, Royal College  
of Radiologists and Health

Education England Earn,  
Learn and Return

## Apollo Med Skills



**The official  
journal of Apollo  
Hospitals Group**

**Wolters Kluwer**

Quarterly since September 2004

Indexed with Directory of Open  
Access Journals (DOAJ)

Registered with 11 partners

50% increase in page  
views and downloads

## Published Papers



**3<sup>rd</sup>** highest publications  
from India on Pubmed;  
after PGIMER and AIIMS.



**2<sup>nd</sup>** highest publications on  
COVID in India; after AIIMS  
and ahead of PGIMER

## Apollo Hospitals Educational & Research Foundation (AHERF)

**48** projects

**21** collaborators

## Apollo Research & Innovations (ARI)



**1300+** clinical studies

**150+** Clinical trial on ground

**22** operational sites

28 Covid-19 clinical studies Indian SARS-  
CoV-2 Genomics Consortium (INSACOG)

SAPIEN Biosciences Bio Banking

## Apollo Med Skills

**bookmysim.one**  
A Medvarsity initiative

# Resulting in Higher Clinical Volumes



## Pioneering in cutting edge treatment



First liver transplant



First combined kidney & Liver transplant



First simultaneous Kidney-Pancreas transplant



First bilateral Minimally Invasive Knee Replacement

## Leaders in Clinical Care



8



National Accreditation Board for Hospitals & Healthcare Providers  
(Constituent Board of Quality Council of India)

32

FY23



~73,500+

Cardiac Procedures<sup>1</sup>



37,000+

Neuroscience Discharges



1,600+

Transplant<sup>2</sup>



~35,900+

Joint Replacements and Other Ortho Discharges



~14,700+

Radiotherapy Patients



270+

Bone Marrow Transplant



2,400+

Robotic Surgeries



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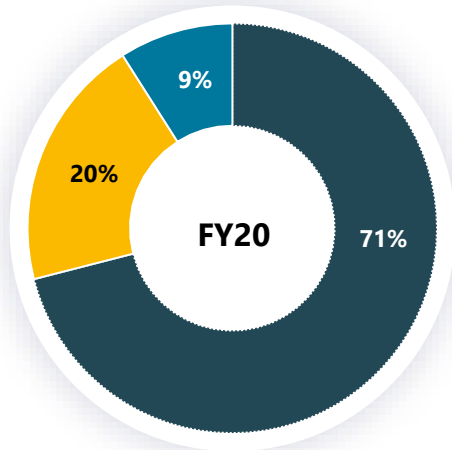
Annexure



# Hugely Under-Penetrated Market with Attractive Dynamics

Private sector players are well-positioned to leverage opportunity given low contribution of government spending

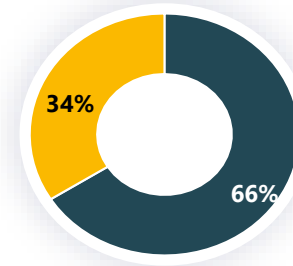
## Growing Indian Healthcare Delivery Industry



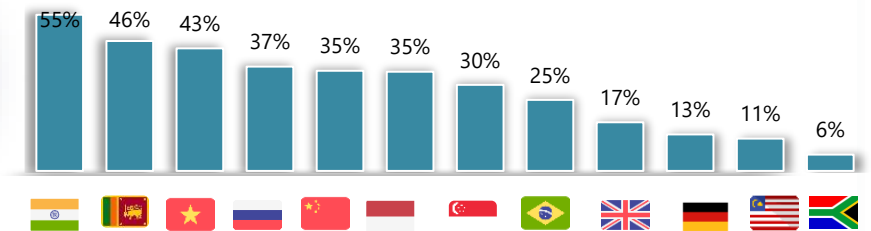
The healthcare delivery industry has **grown at CAGR of 10-12%** over FY17-22 and is expected to reach **₹ 8.6 trn by fiscal 2027 (CAGR of 10-12%)**

- Healthcare Delivery
- Domestic Pharmaceuticals
- Medical Devices

## Public healthcare expenditure low, with private sector accounting for bulk

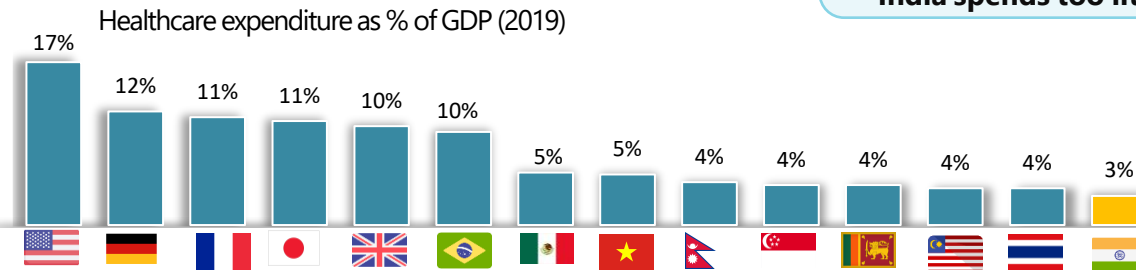


- Private
  - Government
- India Healthcare expenditure

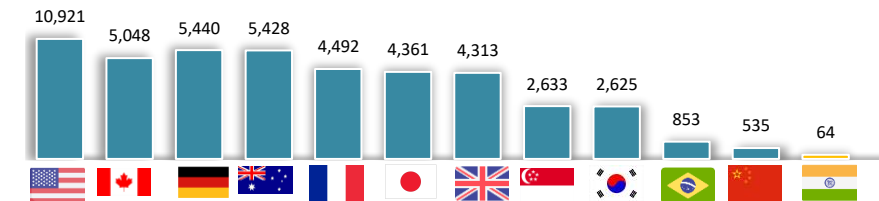


Out-of-pocket expenses as % of Healthcare expenditure

## India spends too little on its healthcare



## Per capital healthcare expenditure in 2010-2019 (in \$)



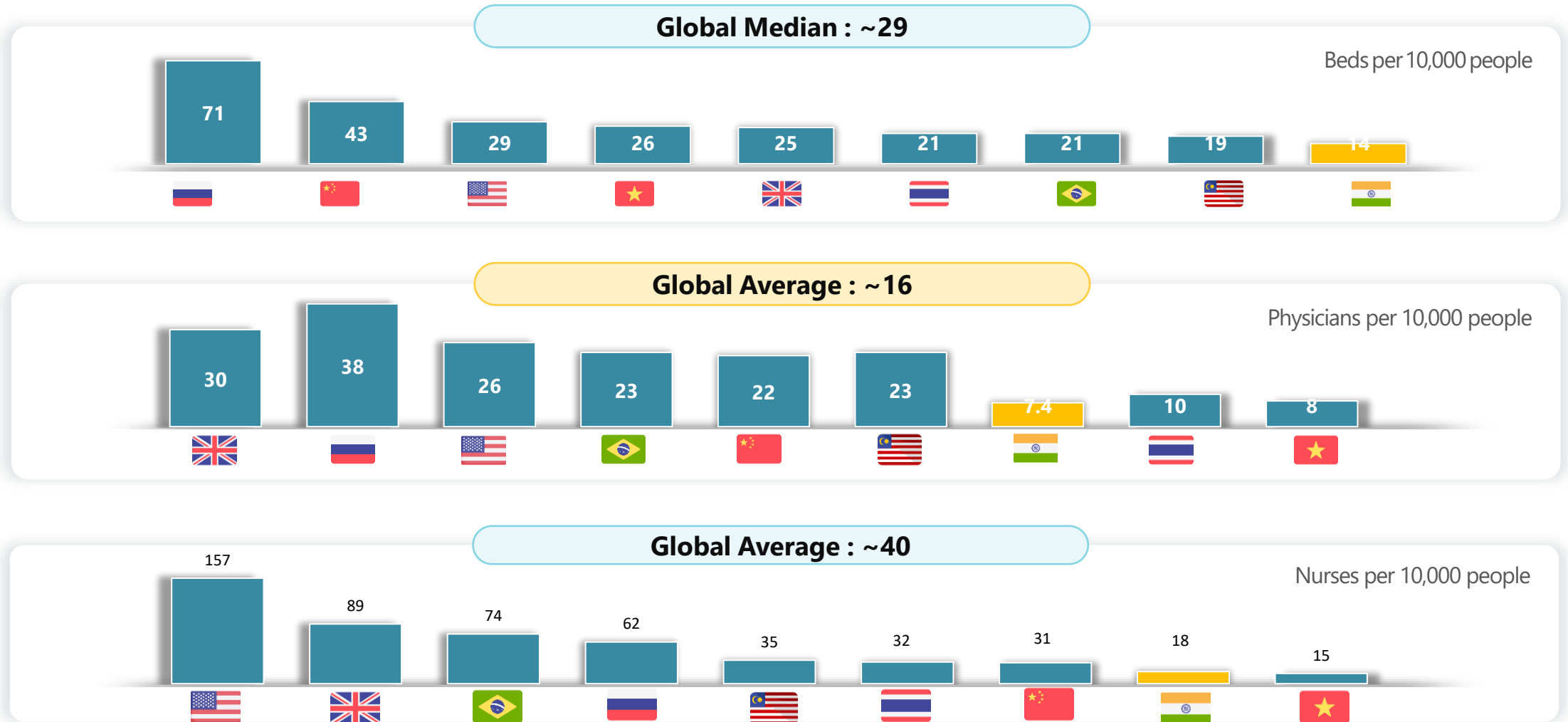
Source: CRISIL research Jan 23

Note: Healthcare expenditure data as of 2019; Per-capita data at an international dollar rate, adjusted for purchasing-power parity from CRISIL Research Sep 22



# Infrastructure lag provides strong growth tailwinds

India lags other developed and emerging economies in healthcare infrastructure



Source: CRISIL Research Jan 2023 | India Bed Density is estimated by CRISIL Research;

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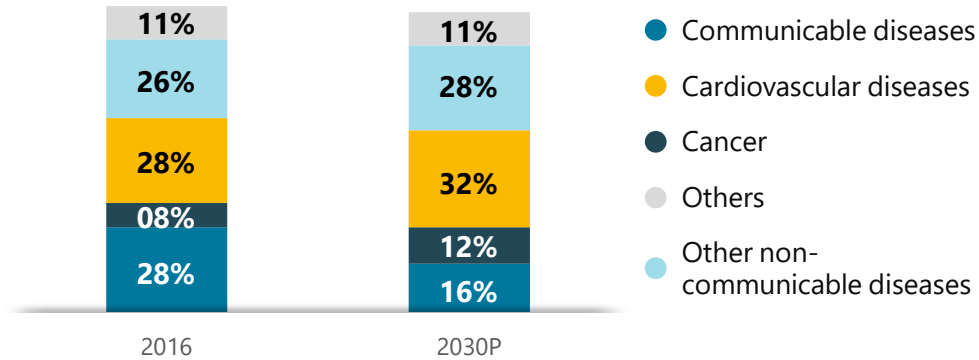




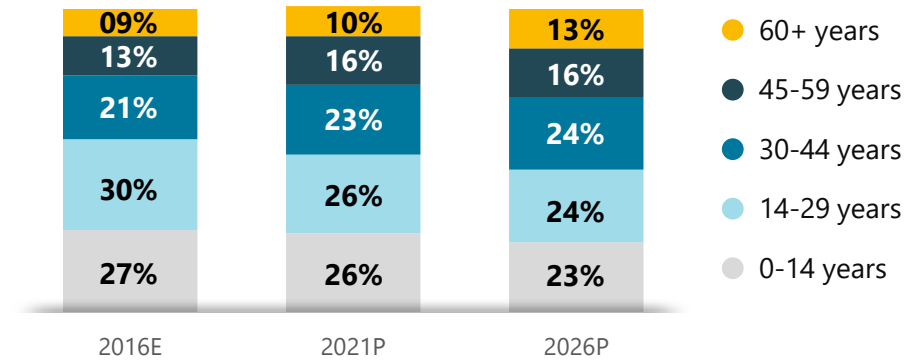
# Rapid Demand Growth Driven by

Demographic shifts, Changing consumption patterns, increasing affordability and favorable regulatory environment

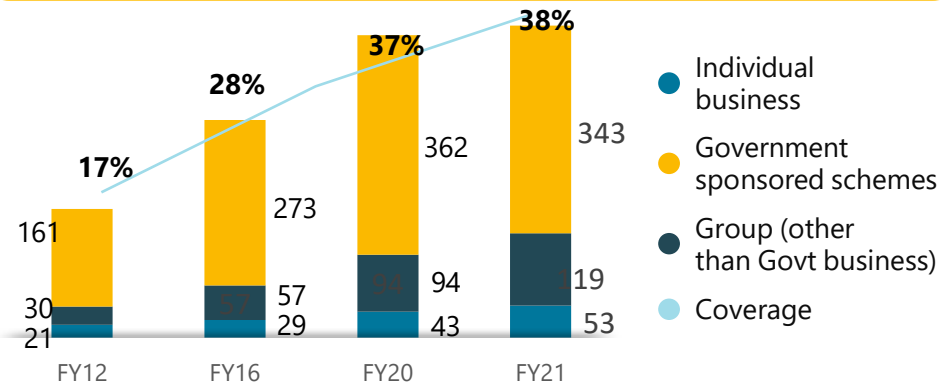
## Non-communicable disease accounts for most number of deaths



## Population in 60+ age group to grow faster




## Growing health insurance penetration to propel demand



Higher health insurance penetration allows greater access to quality healthcare

## Pradhan Mantri Jan Arogya Yojana adds a demand impetus

  
**~24,000+**  
Hospitals empanelled

  
**~42 mio**  
Treatments since September 2018

  
**₹49,715crs**  
Claim Amount

Strategic partnerships to spread awareness, technology partnership and industry partnerships

# "Heal in India" Global hub for medical and wellness tourism



## HEAL IN INDIA

Initiative, aims to promote Medical Value Travel in the Country.



The medical tourism market valued at **USD 6 billion in 2020** fiscal year is expected to **double by 2026**



Growth in medical tourism expected primarily due to (i) **Technologically advanced** hospitals (ii) highly **skilled doctors**; (iii) **lower cost** of treatment and (iv) **e-medical** visas (v) **holistic wellness** - traditional healthcare therapies (Ayurveda & Yoga) combined with allopathic treatments



Treatments mostly sought after in India are **high end treatments pertaining to complex ailments** like heart surgery, knee implant, cosmetic surgery and dental care, due to the **low costs of treatments** in India



Medical treatment cost in India

+

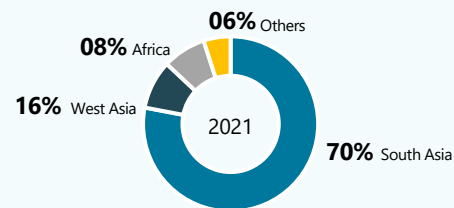
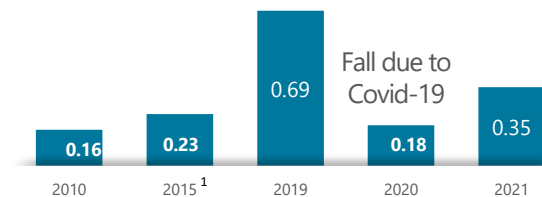
Travel Costs to India

= 1/10



Treatment Cost in US

### India is fast emerging as a major medical tourist destination



Ailments (US\$)	US	Korea	Singapore	Thailand	India
Hip replacement	50,000	14,120	12,000	7,879	7,000
Knee Replacement	50,000	19,800	13,000	12,297	6,200
Heart bypass	144,000	28,900	18,500	15,121	5,200
Angioplasty	57,000	15,200	13,000	3,788	3,300
Heart valve replacement	170,000	43,500	12,500	21,212	5,500
Dental implant	2,800	4,200	1,500	3,636	1,000

Source: CRISIL research Jan 2023

Note: <sup>1</sup> Includes medical visa and medical attendant visa

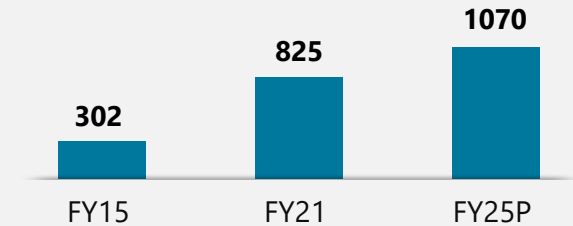
# Increasing Digital Adoption will transform every sector including Healthcare



Data driven revolution in the country has led to a generation of digitally inclined consumer

## Robust internet subscribers' growth and Smartphone penetration.....

Internet Users (mn)



Source: CRISIL research March 2022

## 4G & 5G subscriber base in India (mm)



## ..... aiding emergence of new technologies in Indian Healthcare



Source: McKinsey Global Institute 'Digital India' report March 2019

## By 2025, Digital Will Transform India's Economy, Sector By Sector

### Growth potential





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# Optimize Hospital Occupancy through Enhanced COE focus and Payor mix



## Mature Hospitals



## New Hospitals



**Focus on Centers of Excellence** with strong, clinically differentiated anchor specialties in each market



**Extend and expand our oncology presence** both through specialization and exclusive oncology referral hospitals in the cluster



**Set benchmark standards** in clinical outcomes, technology and practices in select acute and tertiary care services (CONNECT)



Further **Strengthen Clinical engagement** through sub specialty focus



**Drive Conscious consumption and Cost Efficiencies**

Note: Data as of June 30, 2023; Internally company classifies any hospital commissioned prior to 12 years as mature hospital; <sup>1</sup> Corresponds to owned, Subs & Jvs hospitals only



# Focused on Diagnostics & Primary Care as the Next Growth Vector



## Primary Care

### Focus on taking Healthcare Closer to Communities

Network expansion via various formats (varying by location) to bring quality healthcare services closer to communities and large residential settlements

Grow Condition Management, Concierge Services and Specialty Services eg. Sugar and Dental

Enhance service offerings and expand synergies with the Group - Building in Continuum of Care models

## Diagnostics

### Aim for Enhancing Market Share and complete pan-India expansion

**Market Saturation** – Market share consolidation in existing markets and expansion in high potential metro markets via organic/inorganic routes

**Full Stack Digital Player** – Apollo 24|7 as a partner – Build digital capabilities and ensure seamless integration to adapt with changing consumer preferences for on-tap services

**Full Spectrum Pathology** – Expand technical capabilities and offer next-gen pathology services

## Specialty Care

### Sustained growth with synergies to Apollo Ecosystem

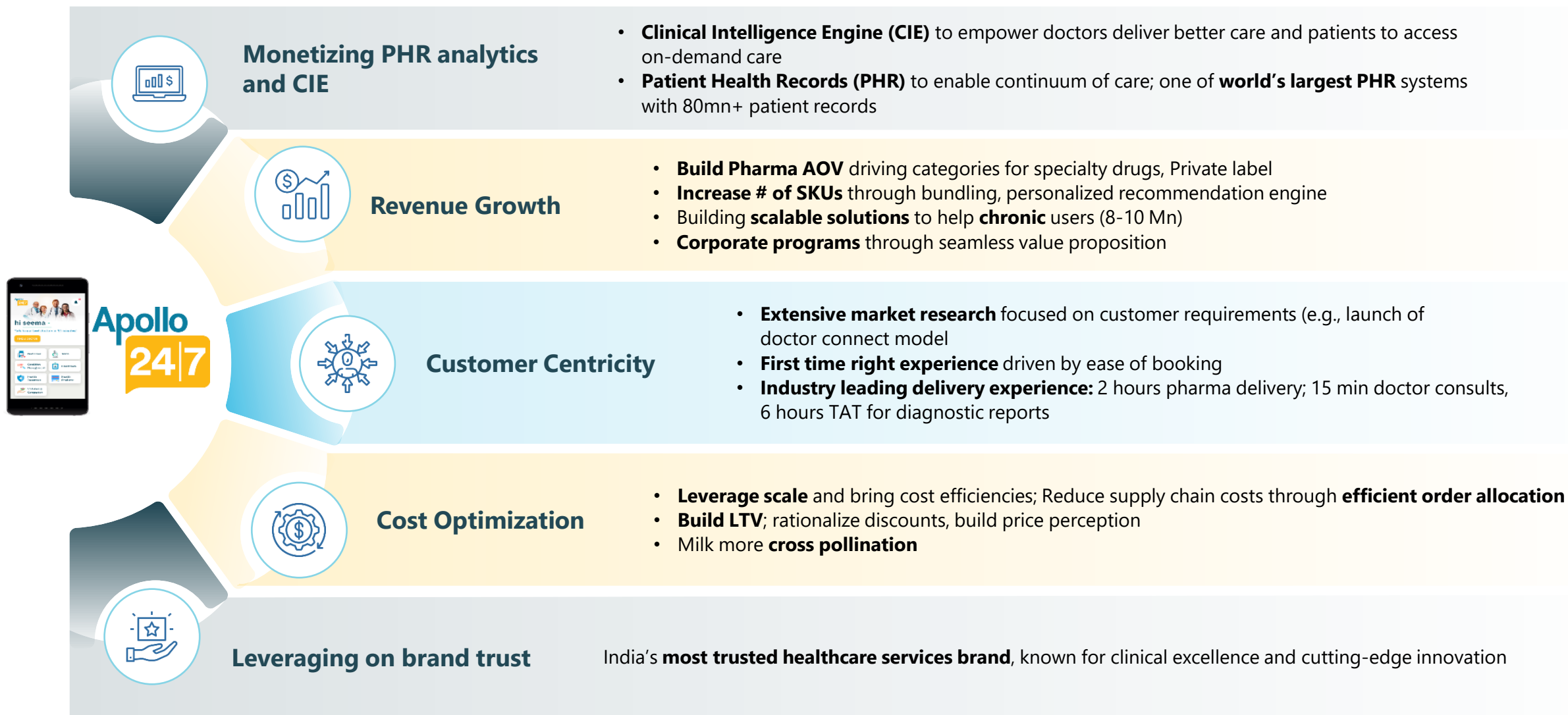
**Cradle:** Expansion in key markets across select metros to consolidate market share; Focus on building deeper capabilities for advanced pediatrics and comprehensive women's health

**Spectra:** Dedicated CoEs for specialties like Urology, Laser aided surgery, Pain Management, Bariatrics; Enhancing the digital customer acquisition model via adoption of comprehensive CRM modules; Improve OT Utilization ; Standardized Clinical Protocol

**Fertility:** Implement international standard protocols, strong audits, benchmarked outcomes and clinically relevant technology. Expand through unique doctor engagement model which ensures long term association and viability in metros/tier 1 locations

**Dialysis:** SIS - H (Shop-in-Shop Hospitals) Models in Non-Apollo hospitals; Growth via PPP engagements.

# HealthCo : Building Scale through Customer Centricity





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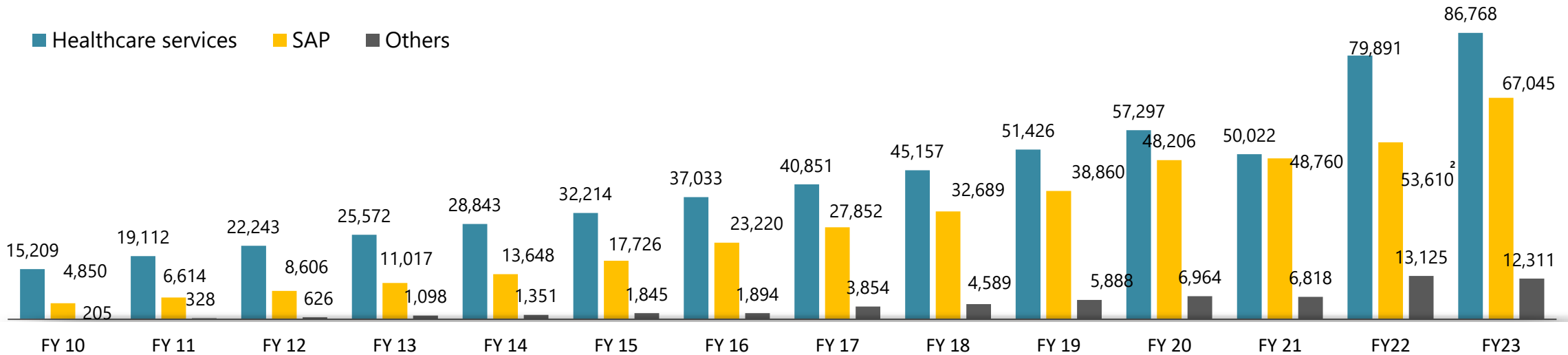
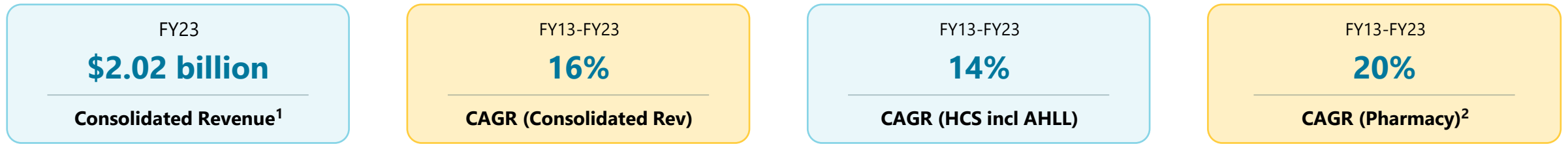


Prioritizing  
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# Strong Growth in Revenues across Businesses



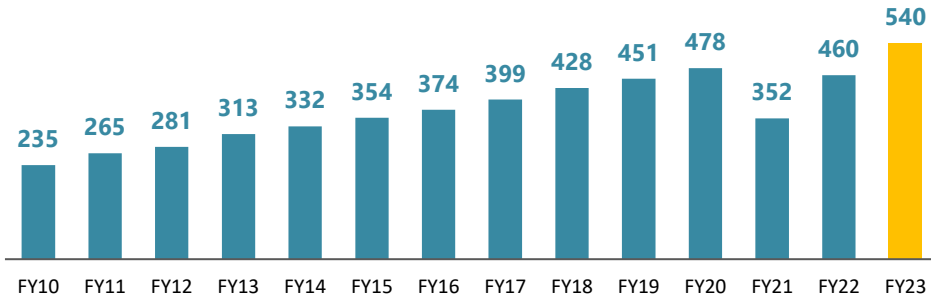
Total Consolidated Revenues (1) (₹Mn) | Revenue is net of fees paid to fee-for-service consultants in Hospitals | Revenues of Delhi is not consolidated under Ind AS due to joint control  
 Others segment above includes AHLL & Apollo Munich till FY15 and post that only AHLL as Apollo Munich is not consolidated.

Source: Company audited financials | <sup>2</sup> Pharmacy Distribution :- HealthCo from 16th March 2022 | AHLL :- Apollo Health & Lifestyle Ltd



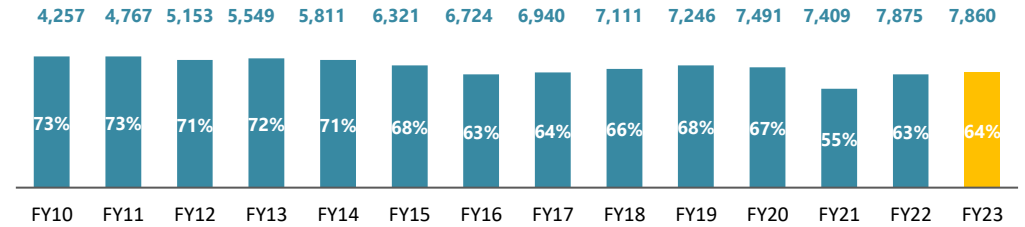
# .....Aided by Strong Operating Metrics

**In-patient Admissions ('000)**

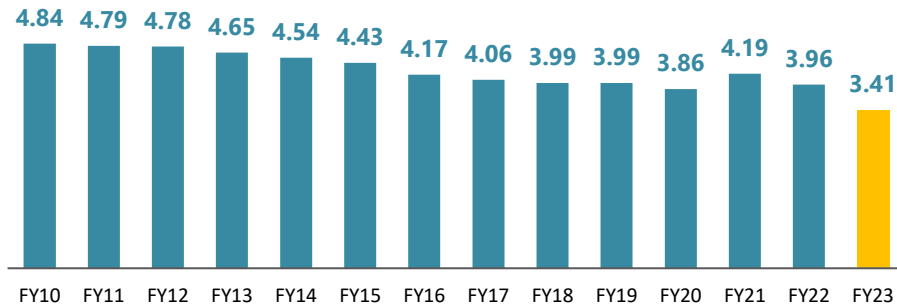


**Bed Occupancy Rate<sup>(1)</sup> %**

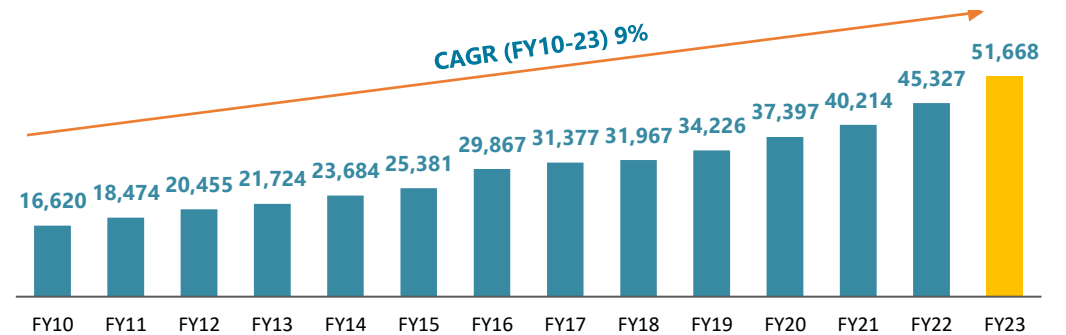
**Operating Beds**



**Average Length of Stay (Days)<sup>(2)</sup>**



**Average Revenue Per Occupied Bed <sup>(3)</sup> ARPOB (₹/Day)**



Note: All operating data for owned hospitals.

(1) Bed Occupancy Rate: Total Occupied Bed Days/Total Operating Bed Days. Represents % of available hospital beds occupied by patients.

(2) ALOS represents average number of days patients stay in our hospitals.

(3) ARPOB (Net of doctor fees): Total Hospital Revenue/Patient Days (Total Occupancy in Numbers (Average Daily Census) x No of days).

Source: Company MIS reports

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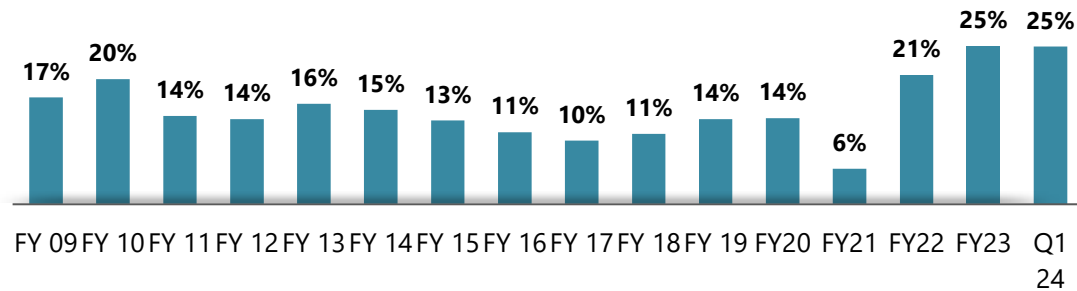




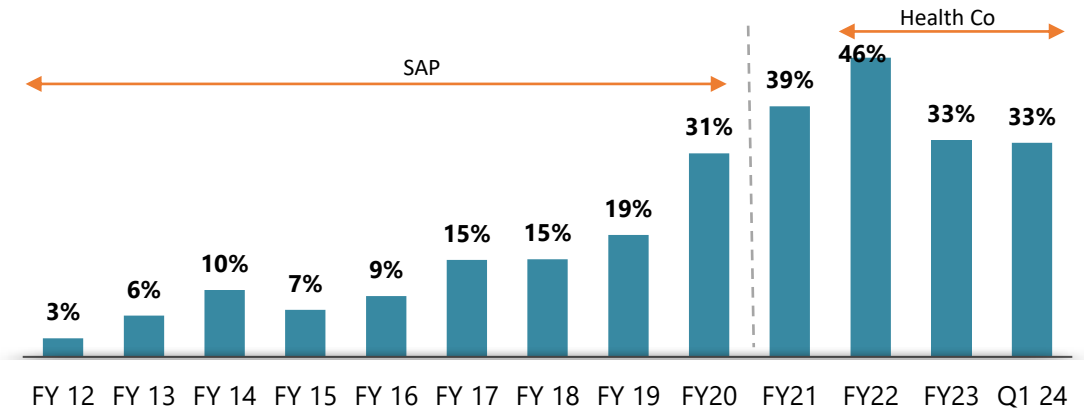
# ....and Healthy Return on Capital Employed

## ROCE - Healthcare Services

Healthcare services excluding CWIP



## Offline Pharmacy Distribution excl 24|7 Operating cost



excludes 24/7 operating cost from FY21

## Driven by

### Efficiency (Asset Turnover)

#### Efficient use of capital

- Strong project execution capabilities
- Right mix of beds & medical
- Higher utilization of key facilities & equipment
- Quick ramp up of new hospitals—increasing patient flow & occupancy

### Profitability

#### Higher revenue & profitability

- Balanced out-patient & in-patient mix
- Reduced ALOS
- Increasing ARPOB
- Improving case mix

## ROCE - Consolidated

Segment	Capital employed	ROCE
HCS (excl CWIP)	₹67,192	25.1%
Pharmacy Distribution <sup>1</sup>	₹16,434	32.9%
AHEL Consolidated <sup>2</sup>	₹80,967	16.9%

<sup>1</sup> ROCE = EBIT of Offline Pharmacy Distribution / Capital Employed of Offline Pharmacy Distribution

<sup>2</sup> Includes Capital Employed of : AHLL ₹2,047 mio & Apollo 24|7 (₹4,706) mio ; Excludes CWIP ₹ 6,355 mio (towards new projects under development )

As on June2023

# Consolidated Financials Q1FY24



(₹ mio)

₹ Mio		Healthcare Services	Diagnostics & Retail Health	Digital Health & Pharmacy Distribution	Consol
Q1FY24	Total Revenues	22,937	3,187	18,054	44,178
	EBITDA (Pre 24 7 Cost)	5,423	233	1,473	7,129
	margin (%)	23.6%	7.3%	8.2%	16.1%
	24/7 Operating Cost			-1,747	-1,747
	ESOP(Non Cash expense)			-292	-292
	EBITDA	5,423	233	-566	5,090
	margin (%)	23.6%	7.3%	-	11.5%
	EBIT	4,211	-103	-687	3,421
	margin (%)	18.4%	-	-	7.7%
	PBT	3,729	-205	-825	2,700
	margin (%)	16.3%	-	-	6.1%
	PAT (Reported)	2,639	-147	-826	1,666
Q1FY23	Total Revenues	20,234	2,930	14,792	37,956
	EBITDA (Pre 24 7 Cost)	4,844	294	1,181	6,319
	margin (%)	23.9%	10.0%	8.0%	16.6%
	24/7 Operating Cost			-1,412	-1,412
	ESOP(Non Cash expense)			0	0
	EBITDA	4,844	294	-230	4,907
	margin (%)	23.9%	10.0%	-	12.9%
	EBIT	3,706	60	-336	3,430
	margin (%)	18.3%	2.0%	-	9.0%
	PBT	3,132	-89	-500	2,543
	margin (%)	15.5%	-	-	6.7%
	PAT (Normalized for exceptional charge / write back)1	2,224	-59	-460	1,705
YOY Growth					
Revenue		13%	9%	22%	16%
EBITDA (Pre 24 7 Cost)		12%	-21%	25%	13%

	HCS	Health Co	AHLL
Gross Debt	20,803	5,415	2,683
Cash & Cash Equivalents	12,285	353	1,026
Net Debt	8,518	5,062	1,657

Includes investments in liquid funds and FDs of ₹ 8,859 mio

**Q1FY23 <sup>1</sup> :Consol Reported PAT of ₹ 3,171mio** after accounting for one-off Deferred Tax reversal on migration to lower tax regime of ₹1,466 mio;

# Consolidated Healthcare Services Performance Q1FY24



(₹ mio)

₹ Mio	Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Healthcare Serv Group
Q1FY24	No of Hospitals	29	43
	Operating beds	5418	7798
	Occupancy	63%	62%
	Revenue	15,845	22,937
	EBITDA	4,242	5,423
	margin (%)	26.8%	23.6%
	EBIT	3,504	4,210
	margin (%)	22.1%	18.4%
	PBT		3,729
	PAT		2,639
Q1FY23	Margin		11.5%
	No of Hospitals	29	44
	Operating beds	5443	7,864
	Occupancy	62%	60%
	Revenue	14,466	20,234
	EBITDA	3,822	4,844
	margin (%)	26.4%	23.9%
	EBIT	3,157	3,705
	margin (%)	21.8%	18.3%
	PBT		3,132
	PAT		2,224
	margin (%)		11.0%
Revenue Growth			
	10%	23%	13%
EBITDA (Post Ind AS 116) Growth			
	11%	16%	12%



HCS Revenue grew by 13% (Volume growth 6%, price and case mix of 7%) and EBITDA grew by 12% in Q1FY24.

Self pay and insurance revenue grew over 20% vs. Q1FY23

Overall Surgical mix at 68% of IP Revenues – higher growth in Q1 aided by CONGO specialties.

CONGO - Cardiac, Onco, Neuro, Nephro, Gastro and Ortho contributes to 63% of Hospital Revenues – and continue to be our focus areas for growth



ARPOB grew by **11%** to ₹ **57,760** in Q1FY24

Capital  
employed excl  
CWIP

67,192

ROCE 25%

\*CWIP of ₹ 6,355 mio towards new projects under development

# Region wise Operational Parameters



	Total <sup>(6)</sup>			Tamilnadu Region (Chennai & others) <sup>(1)</sup>			AP, Telengana Region (Hyderabad & others) <sup>(2)</sup>		
Particulars	Q1 FY 23	Q1 FY 24	yoy (%)	Q1 FY 23	Q1 FY 24	yoy (%)	Q1 FY 23	Q1 FY 24	yoy (%)
No. of Operating beds	7,864	7,798		2,156	2,088		1,297	1,270	
Inpatient volume	126,511	133,846	5.8%	33,952	35,246	3.8%	17,675	18,529	4.8%
Outpatient volume(7)	462,633	458,694	-0.9%	146,628	135,311	-7.7%	43,563	48,383	11.1%
Inpatient ALOS (days)	3.38	3.27		3.24	3.15		3.53	3.38	
Bed Occupancy Rate (%)	60%	62%		56%	58%		53%	54%	
Inpatient revenue (₹ mio)	NA	NA		5,333	6,100	14.4%	2,642	2,933	11.0%
Outpatient revenue (₹ mio)	NA	NA		1,811	1,979	9.3%	510	596	16.7%
ARPOB (₹ /day)(8)	51,999	57,760	11.1%	64,850	72,884	12.4%	50,528	56,279	11.4%
Total Net Revenue (₹ mio)(6)	NA	NA		7,144	8,079	13.1%	3,152	3,529	12.0%

Q1FY24 ARPOB in Metro cities at ₹ **69,092** and Non Metro cities is at ₹ **40,612**. Blended ARPOB ₹ **57,760**

## Notes:

- (1) Tamilnadu region includes Chennai hospitals, Madurai, Karur, Karaikudi, Trichy & Nellore.
- (2) AP, Telangana Region includes Hyderabad, Karimnagar, Vizag old, Vizag new & Kakinada.
- (3) Karnataka region includes Bangalore, Mysore, Jayanagar & Malleswaram.
- (4) Others include Bhubaneswar, Bilaspur, Nashik & Navi Mumbai.
- (5) Significant Hospital JVs/Subs/Associates are – Ahmedabad, Kolkata, Delhi, Indore, Assam & Lucknow (full revenues shown in table above).
- (6) Revenues under the head “Total” have not been provided as Consolidated actual results will differ from total due to proportionate consolidation.
- (7) Outpatient volume represents New Registrations only.
- (8) Revenues under Ind AS have been grossed up for Fixed fee Doctors & considered separately as operating cost. This was earlier being netted off from Revenues under Indian GAAP. ARPOB excludes Vaccination Revenue

	Karnataka Region (Bangalore & others) <sup>(3)</sup>			Others <sup>(4)</sup>			Significant Subs/JVs/associates <sup>(5)</sup>		
Particulars	Q1 FY 23	Q1 FY 24	yoy (%)	Q1 FY 23	Q1 FY 24	yoy (%)	Q1 FY 23	Q1 FY 24	yoy (%)
No. of Operating beds	761	756		1,132	1,153		2,518	2,531	
Inpatient volume	14,163	15,093	6.6%	18,697	18,896	1.1%	42,024	46,082	9.7%
Outpatient volume(7)	45,296	47,663	5.2%	51,498	43,128	-16.3%	175,648	184,209	4.9%
Inpatient ALOS (days)	2.97	2.80		3.45	3.29		3.52	3.48	
Bed Occupancy Rate (%)	61%	61%		63%	59%		65%	70%	
Inpatient revenue (₹ mio)	1,873	2,260	20.7%	1,899	2,161	13.8%	5,668	6,878	21.4%
Outpatient revenue (₹ mio)	367	413	12.4%	386	385	-0.2%	1,427	1,668	16.8%
ARPOB (₹ /day)(8)	53,178	63,187	18.8%	35,386	41,010	15.9%	47,924	53,360	11.3%
Total Net Revenue (₹ mio)(6)	2,241	2,673	19.3%	2,285	2,546	11.4%	7,095	8,546	20.5%

ARPOB is net of fees paid to fee for “service doctors” and is netted off in the Reported Revenues.

# AHLL Financial Performance Q1FY24



(₹ mio)

Q1 FY24	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	350	2,012	65	133	119	10	17	11
Footfalls/Day*	2,258	14,106	472	223	1,850	46	39	72
Gross ARPP (Rs.)*	2,060	744	3,035	6,208	1,618	106,989	37,047	105,941

Q1 FY24 vs Q1 FY23	Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
--------------------	-------------	--------------	----------------	-----------	-------------	---------------

Gross Revenue	Q1 FY24	1,075	847	1,430	0	-164	3,187
	Q1 FY23	815	851	1,397	0	-133	2,930
	Q1 vs Q1	32%	0%	2%			9%

EBITDA	Q1 FY24	75	103	206	-152	0	233
	Q1 FY23	39	135	215	-96	0	294

EBITDA Margin	Q1 FY24	7%	12%	14%	-	0%	7%
	Q1 FY23	5%	16%	15%	-	0%	10%

EBIT	Q1 FY24	44	37	-29	-155	0	-103
	Q1 FY23	10	71	77	-99	0	60

PAT	Q1 FY24	36	7	-88	-169	0	-214
	Q1 FY23	2	39	-20	-108	0	-87

■ AHLL Core Revenues (excluding Covid Vaccination, Covid Testing and Isolation Centre Revenues which were one-off revenues during Q1FY23) **grew by 19% YoY in Q1 FY 24.**

■ Non-Covid Diagnostics revenue (excluding Covid Testing) **grew by 48% YoY in Q1 FY24.**

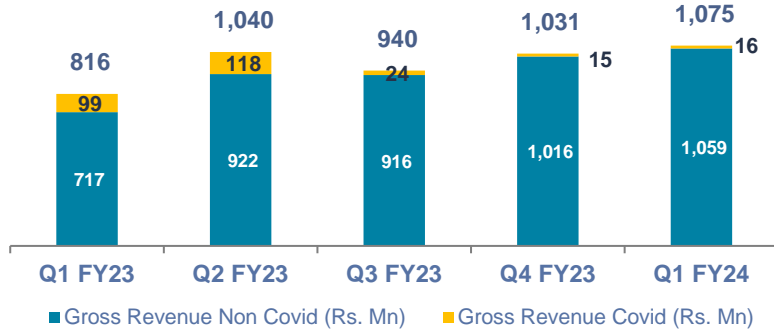
■ Core Revenues of Primary Care grew by 23%

\* Footfalls and ARPP for diagnostics represent outpatient / external business and for Cradle and Spectra it represents Inpatient volumes. Primary care includes Clinics, Sugar, Dental and Dialysis segments. Specialty care includes Cradles and Spectra

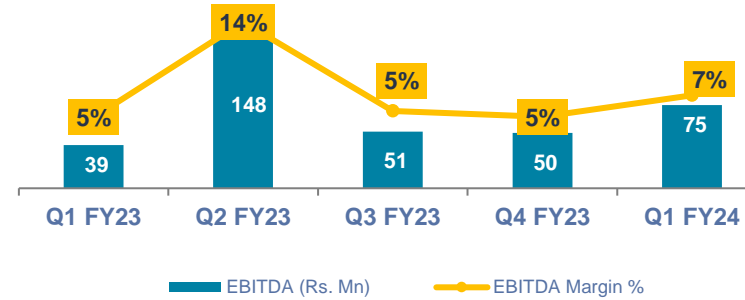


# Diagnostics : Key Parameters

Gross Revenue (₹ Mn)<sup>1</sup>



EBITDA (₹ Mn)<sup>2</sup>



**Operational footprint**  
(as of Jun 30, 2023)

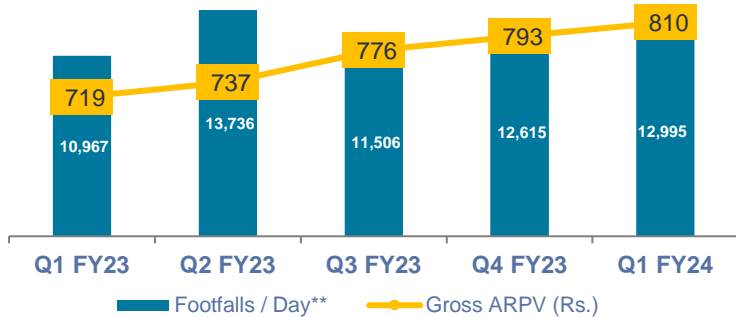
**~260**  
Cities presence  
in India

**102**  
Labs

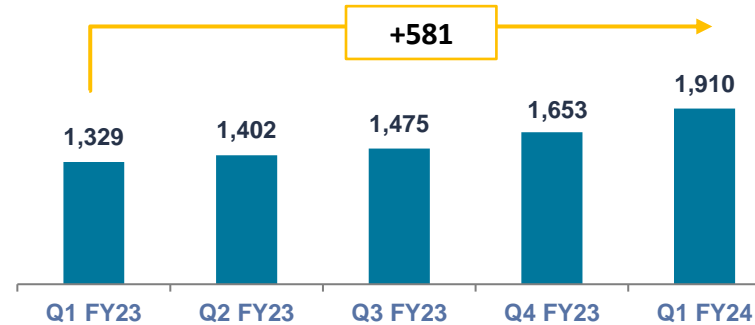
**1,910+**  
Collection  
Centers

**2,500+**  
Pick-up  
Points (PUPs)

Avg. Footfalls per day & Avg. gross realization per patient (₹)



Network Growth – Collection Centers



1. Covid Revenues include RTPCR and Antibody test revenues; exclude Covid Allied tests  
2. EBITDA post IND AS 116;  
\* \*Footfalls and ARPP for diagnostics represent outpatient / external business



₹ Mio		Offline Pharmacy Distribution	Online Pharmacy Distribution & Apollo 247	Total Health Co
Q1FY24	Total Revenues	16,001	2,053	18,054
	EBITDA*	1,250	223	1,473
	margin (%)	7.8%	10.9%	8.2%
	24 7 Operating Cost		-1,747	-1,747
	ESOP Non Cash Charge		-292	-292
	EBITDA	1,250	-1,816	-566
	margin (%)	7.8%	-	-
	EBIT			-687
	PBT			-825
	PAT(Reported)			-826

Q1FY23	Total Revenues	13,586	1,206	14,792
	EBITDA*	1,102	79	1,181
	margin (%)	8.1%	6.6%	8.0%
	24 7 Operating Cost		-1,412	-1,412
	ESOP Non Cash Charge		0	0
	EBITDA	1,102	-1,333	-230
	margin (%)	8.1%	-	-
	EBIT			-336
	PBT			-500
	PAT(Reported)			-460

\* Excluding 24|7 operating Cost and ESOP Non Cash Charge

## Healthco :

- 22% growth in revenue in Q1' FY24 vs Q1' FY23
- **20% reduction in losses in Q1' FY24 (Rs 566 Mn) vs Q4' FY23 (Rs 721 Mn) majorly on account of reduction in digital operating cost.**
- Expect to break-even in Q4'FY24

## Omnichannel Pharmacy:

- Omnichannel Pharmacy Business revenue of Rs 22,464 Mn in Q1' FY24 compared to a revenue of Rs 18,081 Mn in Q1' FY23 (growth of 24%) despite muted growth in FMCG and Pharma Sector in Q1'FY24.
  - Online grew 59% in Q1 FY24 vs Q1 FY23
  - Offline grew 21% in Q1 FY24 vs Q1 FY'23
  - Private label sales/ generic sales at 16%

**On track to achieve Rs 10,000 cr of revenues with 6% EBITDA in current fiscal year.**

## Digital Operational Metrics :

Platform GMV : Rs 6,227 Mn in Q1' FY24, growth of 189% over Q1' FY23 and 5% growth over Q4' FY23.

- Improvement in quantitative parameters in Q1' FY24 vs Q1' FY23;
- Pharma AOV grew by 11% (Rs 935 vs Rs 845 a year back)
  - Transacting user base grew by 31% (11.4 lakh vs 8.7 lakh, a year back)

## Offline segment :

- Improvement in quantitative parameters (5,573 stores)
- 22% YoY growth in transactions (6.2cr Vs 5.1cr year back).
  - Serving 8 lac customers per day.



India's Largest  
Integrated  
Healthcare System



Clinical  
Pioneers



Attractive Industry  
Opportunity



Engines  
of Growth



Strong Financial &  
Operational  
Track Record



**Prioritizing  
ESG**



Annexure



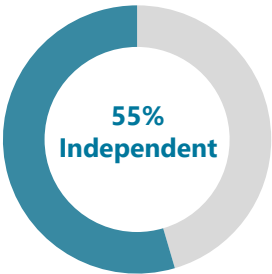
# Our Approach to Governance



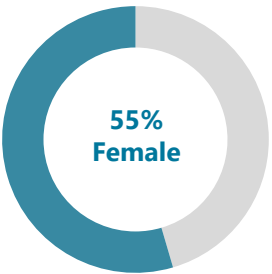
## Board Composition (11 Directors)

*Chair: Dr. Prathap C Reddy*  
*Lead Independent Director: MBN Rao*

Independence



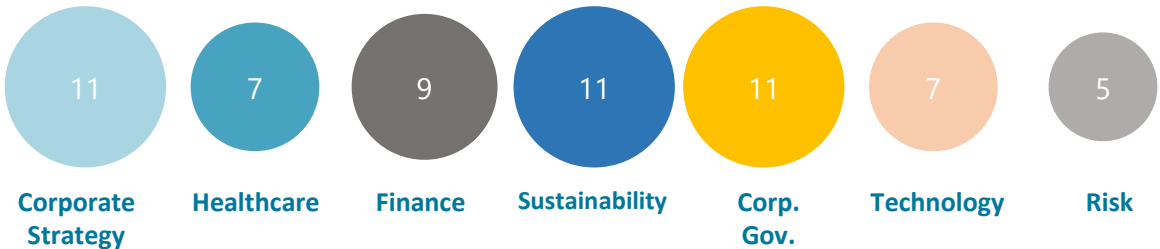
Gender



Board Tenure



Board Skills Matrix



## Key Board Committees and Features

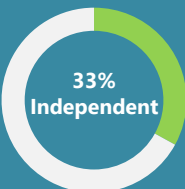
Audit Committee



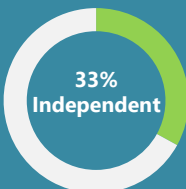
Nomination and Remuneration Committee



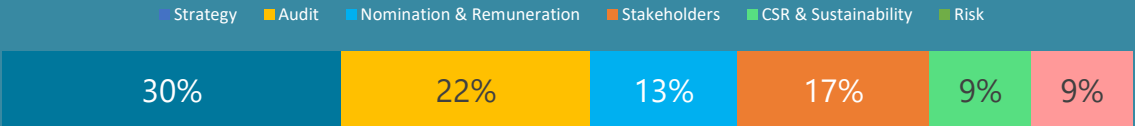
Stakeholders Relationship Committee



CSR and Sustainability Committee



Board Time Allocation<sup>1</sup>



## Key Features

- Newly appointed **Lead Independent Director**
- Board Skills Matrix in our Annual report
- The Board has established a **CSR and Sustainability Committee** which steers the materiality process and determines the focus areas
- All employees trained on our **Code of Conduct**:
  - Group Anti-Corruption and Anti-Bribery Policy
  - Vigilance Mechanism and Grievance Redressal
  - Group Whistleblowing Policy

<sup>1</sup>Calculated using board and committee meeting count

# Governance of Sustainability



Our **governance framework** ensures that social responsibility and sustainability considerations are embedded in our decision-making process, operations and interactions with stakeholders

## Board-level Mechanism

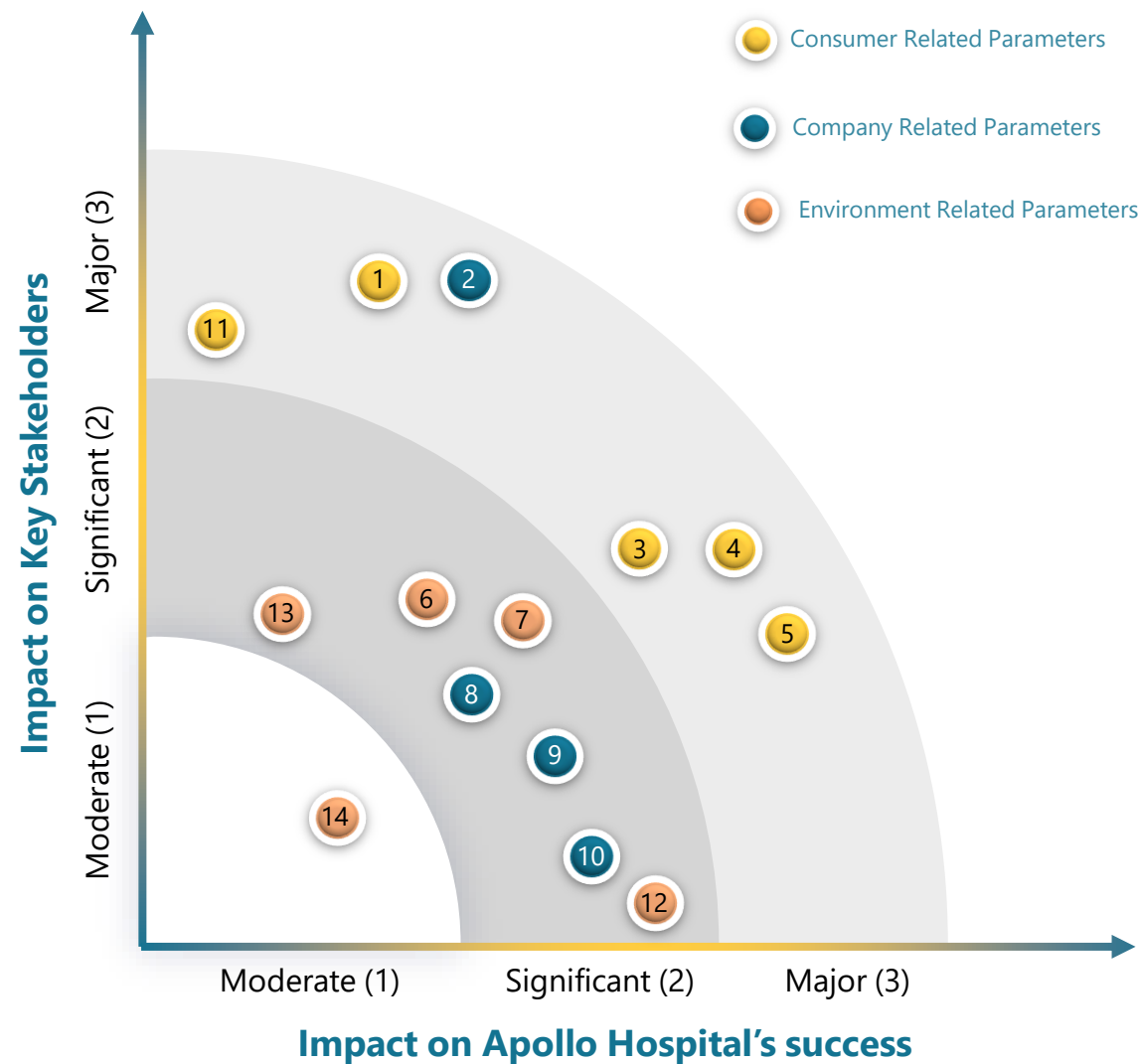
<b>Risk Governance Framework</b>	Our <b>Enterprise Risk Management (ERM)</b> helps us evaluate and <b>minimise risks in a methodological way</b> . The framework aims to facilitate policy implementation by the Board and the empowerment of various sub-committees to identify, report and minimise risks. This approach ensures accountability of risk at all levels of the business.
<b>Independent Director's Meeting</b>	The Board, chaired by Dr Prathap Reddy, approves the Risk Management Policy. Independent directors, led by our <b>Lead Independent Director</b> Shri. MBN Rao, meets to evaluate the Board's and the Chairman's performance. The segregated meeting <b>ensures objectivity of the assessment</b> .
<b>Fully Independent Audit Committee</b>	The Audit committee meets to <b>assess the internal control and risk management systems</b> . The Committee's function helps identify and address any deviations (ranging from fraud, failure of internal control systems, amongst others).
<b>ESG-linked Remuneration</b>	Management <b>incentives include ESG-related criteria</b> such as customer satisfaction scores, recruitment and retention of Doctors and key medical professionals, etc.

## Accountable and Transparent

<b>CSR &amp; Sustainability (CSRS) Committee + Implementation Teams</b>	Our CSRS committee, the overarching governing body for CSR/Sustainability, establishes the Apollo Action Plan on Sustainability (ASAP). The plan is <b>enforced by regional steering committees, that work with local implementation teams</b> . Through this framework, the Group can put in-place robust mechanisms to oversee and implement sustainability practices across its business operations.
<b>Transparency Reporting Standards</b>	Our Sustainability Report is prepared in accordance with the <b>Global Reporting Initiative ("GRI") Standards 2021</b> . We further considered the <b>Sustainable Accounting Standards Board ("SASB") standards</b> to ensure that our report covers our industry's most material sustainability issues. <b>A content index has also been provided.</b>
<b>Committed to Increasing Transparency</b>	We are <b>committed to disclose to the CDP</b> platform in FY24-25. We are further <b>committed to align our Sustainability Report to the TCFD and ISSB frameworks</b> in the coming years.



# Focusing on Material Topics



Each stakeholder constituency is important and means something different for us and we remain committed to their interests while growing in a transparent and accountable manner.



Our modes of engagement with our key stakeholders together with the materiality process gives us direction on which issues to focus upon.

## ESG Materiality Matrix Key

- |                                       |                                    |
|---------------------------------------|------------------------------------|
| 1. Service Quality and Patient Safety | 8. Occupational Health and Safety  |
| 2. Labour Management                  | 9. Corporate Governance            |
| 3. Customer Satisfaction              | 10. Business Ethics and Compliance |
| 4. Information to Customers           | 11. Accessibility of Healthcare    |
| 5. Privacy and Cybersecurity          | 12. Waste Management               |
| 6. Carbon Emissions                   | 13. Community Development          |
| 7. Energy Efficiency and management   | 14. Water Management               |

# Our Sustainability Commitments



Environment



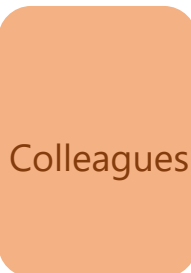
Energy  
&  
Emissions



Water



Social



Colleagues



Patients

	Our Targets	Our Efforts
<b>Renewable Energy</b>	Sourcing 25% of electricity & energy from renewables by FY 24-25	In FY 22-23, 18% of our total energy consumption was from renewable energy, signalling our efforts on green transition. We are building additional solar PVs and signed PPAs to secure future supplies of renewable energy.
<b>GHG Reporting and Scope 3 Emissions</b>	Expanding our GHG Boundary and reporting on 3 elements of Scope 3 emissions	Our emissions picture is now much clearer – with our GHG reporting boundary now including our pharmacy and clinics business – but we aren't done yet. We are now measuring our online deliveries GHG footprint and our indirect, value-chain emissions (Scope 3).
<b>Energy Efficiency</b>	10% reduction in energy consumption by FY24-25 (FY21-22 base year)	We're pursuing various efficiency projects (e.g., Project Virya) and staff training to improve our energy efficiency. We believe that not emitting in the first place is the best decarbonisation pathway.
<b>Water Efficiency</b>	10% reduction in water consumptions by FY24-25 (FY21-22 base year)	We're focusing on water recycling and reuse, with efforts being made on wastewater and rainwater recycling. Currently, 20% of our hospitals' water demand is met through recycled water.
<b>Diversity and Inclusion</b>	Set policy and targets for Diversity and Inclusion in FY23-24	We recognize the value of a diverse workforce in our patient-centric business. As such, we are expanding our diversity and inclusion policy from our board members to our wider workforce.
<b>Staff Retention</b>	25% annualised attrition rate for all staff in FY23-24	The Group has in place a retention strategy. Now we're setting a tangible, measurable target to strive for. We aim to achieve this in-part through our investment into our employees (via training) and by developing a career progression/succession plan by FY24-25.
<b>Patient Satisfaction</b>	Net Promoter Score (NPS) from patients of 80 for OP & IP	NPS is a key gauge for patient satisfaction, which in-turn helps indicate our care quality. Our NPS scores have remained above target due various efforts to improve our patient experiences.
<b>Quality Service</b>	100% Re-accreditation for all hospitals undergoing JCI, NABH surveys	External accreditations are an important measure of our clinical excellence, as it is granted based on our hospital quality, practice and clinical governance. We aim to uphold this clinical excellence.





## Patient and Customer Satisfaction

### Responsible Billing practices:

High level of transparency from Admissions to Discharge including Assured Pricing Packages

### Service Excellence:

Our Service Standards include 1000+ 'critical to Customer Standards'

**Voice of Customer** and 'Apollo Instant Feedback System' (AIFS)

**The Apollo Standards of Clinical Care (TASCC)** scores showed a steady increase (since 2012)



## Accessible Healthcare and Engaged with Underserved Communities

**Subsidized Patient Funding** – Partnering with financial institutions where Apollo Hospitals provides subvention on interest rates

**Apollo HomeCare:** Treatment delivered at patients home

**Apollo TeleHealth:** Teleconsultations for communities in urban and rural geographies

**Apollo 24/7:** India's largest omnichannel digital healthcare platform allows access to underserved population



## Privacy and Cybersecurity

**Information Security Management Systems (ISMS)** and certification (ISO 27001:2013)

**Vulnerability Assessment and Penetration Test**, completed by Ernst & Young

Employees undergo **regular training**

**No violation of patient privacy rights over the last 5 years**





# Employer of Choice

**Our people are our most valuable resource, and we are committed to their welfare, health and wellness**

A shortage of skilled and trained clinical, nursing, and allied workforce remains a challenge. However, through our training and educational institutions like Nursing schools and Apollo MedSkills, we are looking to overcome this systemic issue facing the healthcare sector



## Diversity

**Promoting diversity** and preventing discrimination of any type

**Equal Opportunity** Employer



## Employee Health & Safety

>90% of our employees have had a complimentary **annual health checks**

Enhanced **safety protocols** (especially during the COVID-19 pandemic)



## Talent Development & Retention

Continuous **upskilling** and **internal training**

Annual Operating plans allow assessment and **performance-based incentives**

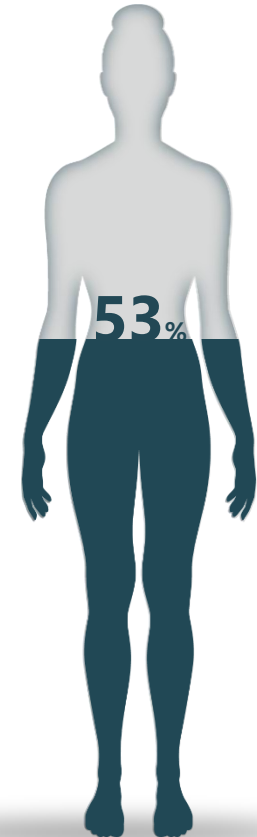
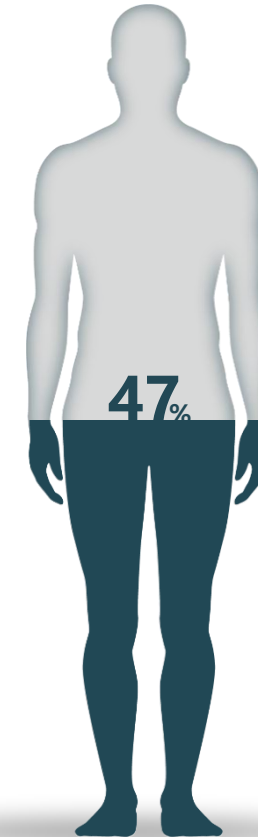
Employee **satisfaction surveys**



## Labor Relations

**Respect** for fundamental human and labor rights (ILO)

**Collective bargaining agreements** made in the area of wage and salary revisions



# Caring for the Environment



## Focus Areas



### Water

Fighting water scarcity by being efficient. Third party water audits are carried out to promote water conservation and minimize usage



### Energy

**20%** reduction in energy in our 18 largest hospitals usage



### Waste Management

Bio Waste, Biomedical Waste, Hazardous Waste, and Plastic Waste

## Reducing Environmental Impact

Evaluate our impact on the environment and **improve our operations by reducing thermal and energy consumption**

We are focused on creating a **resilient healthcare infrastructure** (ISO 14001:2015 certifications) which can withstand the extreme climate events and ensure continuous services

## Efficient (and Green) Supply Chain Management

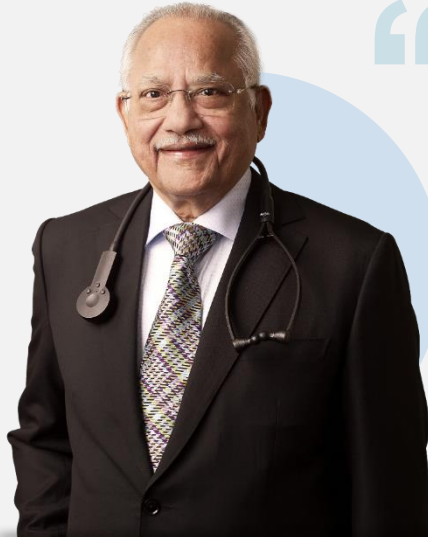
**Rate** vendors based on our SERT (Search/Evaluate/Register/Trial) methodology

**Training Vendors** on Apollo Hospitals' Policies (part of the Supplier Code of Conduct)

Our **Green Procurement** Policy provides guidelines for procuring energy efficient equipment



# Looking Forward.....



“ We believe our journey to become a sustainable healthcare provider is through continuous improvement. Sustainability is a strategic imperative for us - not a checklist exercise. We believe that this will not just satisfy the expectations of our investors, but will set us apart as a thoughtful, committed business enterprise, delivering value to all our stakeholders. ”

**DR. PRATHAP C. REDDY**



We published our 3rd [Sustainability Report](#) and the [Business Responsibility and Sustainability Report](#), where you can find more information on our ESG actions and ambitions.

**Our continued efforts to improve our practices and disclosures is being recognized by leading independent ESG Ratings providers. We will focus on...**



Putting in place an enterprise-wide framework that seamlessly brings together Apollo's sustainability practices.



Setting up a monitoring system to track and improve environmental and social data (including GHG emissions)



Identifying, measuring and enhancing operational targets related to material ESG issues



Further improving Apollo's sustainability reporting to increase transparency, meet external stakeholders' expectations





India's Largest  
Integrated  
Healthcare System



Clinical  
Pioneers



Attractive Industry  
Opportunity



Engines  
of Growth



Strong Financial &  
Operational  
Track Record



Prioritizing  
ESG



**Annexure**

# Basis of Consolidation



AHEL Standalone Hospitals (100% Ownership)	Location
Chennai Main	Chennai
ACI - Chennai	Chennai
Tondiarpet - Chennai	Chennai
FirstMed - Chennai	Chennai
Apollo Children's Hospital	Chennai
Apollo Specialty, Vanagaram	Chennai
ASH Perungudi	Chennai
Women & Child, Shafee Mohammed Road	Chennai
Apollo Proton & Cancer care	Chennai
Madurai	Madurai
Karur	Karur
Karaikudi	Karaikudi
Trichy	Trichy
Nellore	Nellore
Hyderabad	Hyderabad
Bilaspur	Bilaspur
Mysore	Mysore
Vizag (old & new)	Vizag
Karim Nagar	Karim Nagar
Bhubaneswar	Bhubaneswar
Jayanagar	Bangalore
Nashik	Nashik
Malleswaram	Bangalore
Navi Mumbai	Mumbai

Subsidiaries	Location	Description	AHEL Ownership
<b>Material Subs</b>			
Apollo Health Co limited	India	Digital Omni-Channel Healthcare services	100.00%
Apollo Health and Lifestyle Ltd.	India	Clinics, Diagnostics and Daycare	68.84%
Apollo Multispeciality Hospitals Ltd.	Kolkata	Hospital	100.00%
Apollo Medics	Lucknow	Hospital	51.00%
Imperial Hospital and Research Centre Ltd.	Bangalore	Hospital	90.00%
Apollo Hospitals International Ltd.	Ahmedabad	Hospital	50.00%
Assam Hospitals Ltd	Assam	Hospital	69.95%
Apollo Rajshree Hospital	Indore	Hospital	54.63%
Samudra Healthcare Enterprises Ltd.	Kakinada	Hospital	100.00%
<b>Other Subs</b>			
Apollo Hospitals (UK) Ltd	UK	UK Hold Co	100.00%
AB Medical Centres Limited	Chennai	Infrastructure	100.00%
Total Health	India	CSR	100.00%
Apollo Hospitals Singapore.PTE Limited	Singapore	Singapore Hold Co	100.00%
Future Parking Pvt Ltd	Chennai	Infrastructure	100.00%
Apollo Home Health care Ltd	India	Paramedical Services	89.69%
Pinakini Hospitals Ltd.	Nellore	Hospital	80.87%
Sapien Biosciences Pvt Ltd	Hyderabad	Biobanking tissues	70.00%
Apollo Lavasa Health Corporation Ltd	Maharashtra	Hospital	51.00%
Apollo Hospitals North Limited	Gurgaon	Hospital	100.00%
Kerala First Health Services Private Limited	Kerala	Hospital	60.00%
<b>Associates</b>	<b>Location</b>	<b>Description</b>	
Indraprastha Medical Corporation Ltd.	Delhi, Noida	Hospital	22.03%
Family Health Plan Ltd.	India	TPA, Health Insurance	49.00%
ApoKos Rehab Pvt Ltd	Hyderabad	Rehab Centre	50.00%
Stemcyte India Therapeutics Pvt Ltd	India	Stemcell Banking	37.75%
Apollo Gleneagles PET-CT Pvt Ltd	Hyderabad	Diagnostics	50.00%

# IND AS - 116 : Impact on P&L and Balance Sheet – Q1FY24



## AHEL Standalone (post IND AS 116)



### Balance Sheet

▲ **5,531**

Right of use Asset as of 30<sup>th</sup> June, 2023

▼ **7,926**

Lease liabilities as of 30<sup>th</sup> June, 2023

▲ **2,109**

Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)



### Profit & Loss

▼ **257**

Revenue

Other expenses (Lease rent)

▲ **257**

EBITDA

▲ **153**

Amortisation

▲ **104**

EBIT

▲ **183**

Finance charge

▼ **79**

PBT

## AHEL Consolidated (post IND AS 116)



### Balance Sheet

▲ **12,365**

Right of use Asset as of 30<sup>th</sup> June, 2023

▲ **16,268**

Lease liabilities as of 30<sup>th</sup> June, 2023

▼ **3,052**

Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)



### Profit & Loss

▼ **549**

Revenue

Other expenses (Lease rent)

▲ **549**

EBITDA

▲ **336**

Amortization

▲ **213**

EBIT

▲ **360**

Finance charge

▼ **147**

PBT

Note: Accounting increase in Assets & Liabilities in the Balance sheet (due to Right of Use Asset) optically suppresses the ROCE and increases the leverage ratios. No real impact in actual business ROCE. Ind AS 116 applicable from Apr 01, 2019.



**Apollo Hospitals Enterprise Limited**

**THANK YOU**