

14th February, 2023

Q3FY23 CONSOLIDATED RESULTS

The Board declares an interim dividend of Rs 6 per share amounting to a pay-out of Rs 86 Crs

REVENUE

Q3 FY23 Revenues grew to Rs 4264 crores; 19% YoY¹ growth

Healthcare Services (HCS) Revenue at Rs 2194 crores; 10% YoY¹ growth

AHLL : Revenues at Rs 311 crore for Q3FY23; 9% YoY growth¹

Apollo Healthco: Digital Health & Pharmacy Distribution Revenues at Rs 1758 crores; 34% YoY growth

GMV of Apollo 247 at Rs 543 crores – 85% QoQ growth; On track to deliver ~ Rs. 1600 crore of GMV in FY22-23

EBITDA

Q3 Consolidated EBITDA excluding 24/7 Operating Cost and ESOP charge stood at Rs. 708 Cr ;10% YoY growth.

Healthcare Services (HCS) EBITDA at Rs 543 crore; YoY growth of 9%

AHLL : EBITDA at Rs 25 crore; YoY degrowth of (49)%

Apollo Healthco : Pharmacy distribution & Digital health EBITDA at Rs 139 crore, YoY growth of 45%

Apollo 24/7 Operating cost of Rs. 175 crores and Non-cash ESOP charge of Rs 28 crs for Q3 FY23

Total HealthCo EBITDA loss at Rs (63) crore

Q3 Consolidated Reported EBITDA at Rs 505 Cr, after 24/7 operating costs of Rs 203 crs, as compared to EBITDA of Rs 587 Cr in Q3 FY22

PAT

Healthcare Services (HCS) PAT at Rs 261 crore; YoY growth of 30%

AHLL : PAT loss at Rs (8) crore

Apollo HealthCo : PAT loss at Rs (100) crore

Consolidated PAT is Rs 153 Cr, compared to Rs. 228 Cr in Q3FY22

¹ Excluding non-recurring revenue from COVID vaccination in Q3 FY22

Dr. Prathap C Reddy, Chairman, Apollo Hospitals Group said, “At Apollo Hospitals, our sustained focus on integrated healthcare with a holistic approach is creating a new model for delivery of healthcare.

Today, our vertically integrated care delivery begins from prevention through Digital Health including Apollo ProHealth and extends to remote care and management through Apollo 24/7. It includes Diagnostics and Retail Health with our Clinics, Dialysis Centres, Birthing Centres and Dental Centres. It extends to our tertiary and quaternary care Hospitals with Centres of Excellence in various specialties such as cancer, heart disease, and more.

We are supporting doctors across India with tools such as our AI CVD risk prediction tool and our recently launched Apollo Clinical Intelligence Engine developed using the latest in AI and ML. Our goal is to empower doctors everywhere with the best clinical knowledge that Apollo Hospitals has developed over 40 years. Our e-ICUs with a central command centre enable small nursing homes in remote locations to provide the best standards of critical care, with seamless support from Apollo practitioners.

Our clinical excellence is driven by a strong emphasis on evidence-based medicine. Our 39+ years of experience with committed expert doctors and healthcare professionals is supported by a strong training and development program. Our industry-leading clinical outcomes are also a result of our investments in cutting-edge medical technology such as the Apollo Proton Centre, advanced robotic systems and pioneering adoption of AI and digital health. We will continue to strive to improve patient outcomes through data-driven insights.

Further, preventive health will remain a key focus area. Apollo 24/7 will drive healthier lifestyle choices and enable early detection and management of NCDs (non-communicable diseases).

I am proud to say that the results of these efforts are evident in our quarterly results. I am confident that our unwavering dedication to providing the highest quality of healthcare will continue to drive our success in serving our patients in the years to come.”

Financial Performance

Consolidated Q3 FY23 Performance

- Revenues at Rs.42,636 mn vs Rs.36,389 mn in Q3FY22; growth of 19% YoY excluding covid vaccination revenues of Rs 49 mn in Q3 FY22
- Q3 Consolidated EBITDA excluding 24/7 Operating Cost and ESOP charge stood at Rs. 7077 mn ;10% YoY growth.
- Apollo 247 cost of Rs 2024 mn in the quarter (including Rs 280 mn non-cash ESOP charge) vs Rs 550 mn in Q3 FY22.
- Q3 Consolidated EBITDA post 24/7 Operating Cost and ESOP charge at Rs.5,053 mn vs Rs.5,870 mn in Q3FY22.
- Reported PAT at Rs.1535 mn vs Rs.2,284 mn in Q3FY22
- Diluted EPS of Rs.10.67 per share in Q3 FY23 (not annualized)

Consolidated YTD Dec FY23 Performance

- Revenues at Rs.123,103 mn vs Rs.111,162 mn in YTD Dec FY22; growth of 16% YoY excluding covid vaccination revenues of Rs 4,954 mn in YTD Dec FY22
- YTD Dec22 Consolidated EBITDA excluding 24/7 Operating Cost and ESOP charge stood at Rs. 20,296 Cr ;9% YoY growth
- Apollo 247 cost of Rs 5181 mn in the quarter (including Rs 500 mn non-cash ESOP charge) vs Rs 1395 mn in Q3 FY22
- YTD Dec FY23 EBITDA post 24/7 Operating Cost and ESOP charge at Rs.15,615 mn vs Rs. 17,219 mn in YTD DecFY22..
- Reported PAT stood at Rs.6,746 mn vs Rs.9,655 mn YTD Dec FY22
- Diluted EPS of Rs.46.91 per share in YTD Dec FY23

Q3 FY23 Segment-wise Performance Update

Healthcare Services (Hospitals)

As on December 31, 2022, Apollo Hospitals had 7,855 operating beds across the network (excluding AHLL & managed beds), out of which 14 were new with 2,384 operating beds. The new hospitals have a utilization of over 62% and are expected to witness double digit growth in volumes and improvement in utilization and profitability going forward.

Consolidated Revenues of the healthcare services division increased by 9% to Rs.21,944 million in Q3FY23 (10% growth excluding vaccination) compared to Rs. 20,183 million in Q3FY22. Revenue of existing hospitals grew 9% (10% growth excluding vaccination) while the new hospitals grew by 8%.

Revenues in the Tamil Nadu cluster grew by 10%, IP Volumes remain flat. ARPOB grew by 17% to Rs.64,421. Overall occupancy in the cluster was 1,321 beds (63% occupancy) as compared to 1,397 beds (66 % occupancy) in the previous year.

In AP Telangana region, Revenues grew by 4%, IP volumes grew by 7%. ARPOB grew by 11% to Rs.51,595. Occupancy in the cluster was 727 beds (56% occupancy) as compared to 773 beds (57 % occupancy) in the previous year.

The Karnataka region improved on the growth seen in previous quarters. Occupancy in the cluster was 489 beds (63% occupancy) as compared to 493 beds (64 % occupancy) in the previous year.

Revenues of the Others Cluster grew by 8 % while IP volumes grew by 4%. ARPOB grew by 7% to Rs. 34,672. Occupancy in the cluster was 778 beds (68% occupancy) as compared to 758 beds (68 % occupancy) in the previous year.

AHLL : Diagnostics and Retail Healthcare

AHLL Revenue at Rs 311 Crore; -1% degrowth YoY (9% growth excluding Vaccination in last fiscal)

Diagnostics business added 330+ collection centres and overall network to ~1,500+ centres spread across ~200 cities serving 12,000+ customer daily

Diagnostics Revenue stood at RS 94 crore and Spectra at Rs 64 crore

Apollo Healthco : Digital Healthcare and Omni-channel Pharmacy platform

Apollo HealthCo Ltd. (AHL) is a wholly owned subsidiary that houses the Pharmacy distribution business, the digital healthcare services platform – Apollo247 and the 25.5% interest in Apollo Pharmacies Ltd.

Offline Pharmacy distribution revenues at Rs 1581 Crore in Q3 FY23 while Revenues from Digital platform were at Rs 177 crore. Overall HealthCo Revenues were at Rs 1,758 crore representing 34% YoY growth.

194 net new stores were opened in this quarter, taking the total number to 5,196 stores.

GMV of Apollo 24/7 at Rs 543 crore in Q3FY23, compared to Rs 294 crore in Q2FY23.

Dec run rate of ~42K/day transactions across Pharma, Diagnostics and Consultations (including IP/OP referrals) compared to ~25K/day in March

On track to deliver ~Rs 1600 cr. of GMV in FY22–23.

CLINICAL EXCELLENCE HIGHLIGHTS

- In a case of a large parapharyngeal space tumour, a 21-year-old boy underwent a successful robot-assisted Trans – Oral surgery at Indraprastha Apollo Hospitals, New Delhi
- Apollo Proton Cancer Centre (APCC) successfully performed Asia's first Radical pleurectomy with HITHOC (Hyperthermic Intrathoracic Chemotherapy) on a 16-year-old from Kerala
- Apollo Hospitals, Navi Mumbai successfully performed 11 pediatric cardiac interventions on 11 children from Maharashtra back to back in 11 hours
- Apollo Proton Cancer Centre has successfully performed Asia's first brain bypass surgery on twin 8-year-old children from the Netherlands diagnosed with Moyamoya disease
- The world's first Endoscopic Transcanal Excision of Facial Nerve Schwannoma was successfully performed at Apollo Cancer Centre, Bangalore
- A 64-year-old gentleman from Fiji recently underwent Robot-Assisted Total Arterial Bypass Surgery for Triple Vessel Coronary Artery disease at Indraprastha Apollo Hospitals, Delhi
- Apollo Hospitals, New Delhi performed a high risk and rare surgery for total femur replacement of the whole of thigh bone with knee and partial hip on a Nigerian patient
- Bentall procedure with double valve replacement surgery was successfully performed on a 63- year-old male at Apollo Hospitals, Ahmedabad

NEW LAUNCHES, INITIATIVES AND PARTNERSHIPS

- Apollo Hospitals launched the Apollo Clinical Intelligence Engine (Apollo CIE), a revolution in the field of digital healthcare that has been developed to assist Doctors in primary care, condition management, home care, and promote health and wellness, powered by information from millions of clinical data points sourced from Apollo's 40 years of real-world clinical data that includes the collective intelligence of 1000s of doctors with supporting data from peer reviewed journals
- Apollo Hospitals, Seshadripuram, Bangalore brings in India's very first prostate cancer diagnosis breakthrough – MRI Fusion TRUS guided Trans-Perineal Targeted Biopsy, a novel technology that enhances the accuracy of cancer detection by 95% to 97%
- Apollo Hospitals, Seshadripuram, Bangalore has introduced India's very first Moses 2.0 Laser, an advanced and novel laser technology to treat prostate enlargement and kidney stones
- The Indian Institute of Technology (IIT) Kanpur and Apollo Hospitals signed a MoU for collaborative research in the clinical application of AI and other areas of mutual interest

in healthcare technology

- Apollo Hospitals, Navi Mumbai has launched the Apollo Genomics Institutes to provide comprehensive care to patients and families with genetic disorders.
- A new IVF (in vitro fertilization) clinic was inaugurated at the Apolomedics Super Speciality Hospital in Lucknow.
- Apollo Simulation Centre at Apollo Specialty Hospitals, Vanagaram has signed a MoU with Tamil Nadu Nurse and Midwives Council to implement competency based training through simulation technique for student nurses.
- Executed a collaboration MOU with Commonspirit Health, USA which is the 2nd largest healthcare provider in the USA to jointly explore areas of strategic mutual interest in the Healthcare space including Development of innovation platforms in healthcare services, skilling and Information technology.
- Tied up with Anara Health to provide Medical concierge services to family members of Non Resident Indians, based in India

AWARDS AND ACCOLADES

- Apollo Hospitals, Ahmedabad was awarded the 'Most Preferred Workplace 2022-23' in the health and wellness category by Team Marksmen
- Dr. Sudhir Naik, Senior Consultant Cardiologist at Apollo Health City, Hyderabad, received Life Time Achievement Award from Cardiology Society of India (CSI)

About Apollo Hospitals Enterprise Ltd. (AHEL)

It was in 1983 that Dr. Prathap Reddy made a pioneering endeavour by launching India's first corporate hospital – Apollo Hospitals in Chennai. Over the years, Apollo Hospitals is the world's leading cardiac center and world's leading private cancer care provider with overall 190,000 surgical discharges. Apollo Hospitals is also the world's largest private cancer care provider and runs the world's leading solid organ transplant program. As Asia's largest and most trusted healthcare group, its presence includes 10,006 beds across 71 Hospitals, 5196 Pharmacies, over 300 Primary Care and Diagnostic Clinics, 148 plus Telemedicine Centres.

As an integrated healthcare service provider with Health Insurance services, Global Projects Consultancy capability, over 15 medical education centres and a Research Foundation with a focus on global Clinical Trials, epidemiological studies, stem cell & genetic research Apollo Hospitals has been at the forefront of new medical breakthroughs with the most recent investment being that of commissioning the first Proton Therapy Center in Chennai across Asia, Africa, and Australia. Every four days, the Apollo Hospitals Group touches a million lives, in its mission to bring healthcare of International standards within reach of every individual.

In a rare honour, the Government of India issued a commemorative stamp in recognition of Apollo's contribution, the



first for a healthcare organization. Apollo Hospitals Chairman, Dr. Prathap C Reddy, was conferred with the prestigious Padma Vibhushan in 2010. For more than 35 years, the Apollo Hospitals Group has continuously excelled and maintained leadership in medical innovation, world-class clinical services, and cutting-edge technology. Our hospitals are consistently ranked amongst the best hospitals globally for advanced medical services and research.

For further details, log onto: www.apollohospitals.com

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