



## Q4 FY 2017 Earnings Update

## SAFE HARBOUR

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The Company on a quarterly basis adopts and publishes Standalone financial results as per the stock exchange listing agreement requirements. The consolidated financial results provided for the Quarter are unaudited and for information purposes only.

Previous year figures have been reworked/regrouped /rearranged and reclassified wherever necessary to conform to the requirement of revised Schedule VI format

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# HIGHLIGHTS

**Financial Performance**

- FY 17 Consolidated Revenues of ₹ 72,549 mio (up 16.7% yoy)
- FY 17 Consolidated EBITDA of ₹ 7,286 mio (up 5.9% yoy)
  - New Hospitals (excluding Navi Mumbai) reported an EBITDA of ₹ 256 mio in FY 17. Navi Mumbai reported EBITDA loss of ₹ 299 mio in FY 17.
  - AHLL reported an EBITDA loss of ₹ 1,069 mio in FY 17
- FY 17 Consolidated EBITDA margin at 10.0% as compared to 11.1% in FY 17
  - Consolidated Healthcare services EBITDA Margin at 17.2% in FY 17
  - SAP EBITDA margin at 4.3% in FY 17
- Consolidated PAT of ₹ 2,160 mio in FY 17
  - Includes AHLL PAT loss of ₹ 973 mio

**Key Operational Highlights**

- Chennai cluster revenues grew by 3% in FY 17 to ₹ 14,663 mio as compared to ₹ 14,262 mio in FY 16.
- Hyderabad Revenues grew by 15% in FY 17 to ₹ 6,545 mio as compared to ₹ 5,713 mio in FY 16. ARPOB registered a healthy 18% growth due to case mix improvement and reduction in low yielding cases.
- New Hospitals displayed good growth. Revenues grew from ₹ 3,879 mio in FY 16 to ₹ 5,863 in FY 17, growth of 51%.
- Bangalore Region including Mysore witnessed an overall revenue growth of 17%.
- Stand Alone Pharmacies (SAP) reported Revenues of ₹ 28,745 mio, growth of 24%. SAP EBITDA at ₹ 1,233 mio (4.3% margin) in FY 17.
- Apollo Munich achieved a Gross Written Premium of ₹ 12,999 mio in FY 17 against ₹ 11,078 mio achieved during the same period in the previous year representing a growth of 17%.

**Capacity**

- 70 hospitals with total bed capacity of 10,084 beds as on Mar 31, 2017
  - 43 owned hospitals including JVs/ Subsidiaries and Associates with 8,362 beds
  - 11 Day care/ short surgical stay centres with 229 beds and 9 Cradles with 259 beds
  - 7 Managed hospitals with 1,234 beds.
- Of the 8,362 owned hospital beds capacity, 6,997 beds were operational and had an occupancy of 64%.
- The total number of pharmacies as on Mar 31, 2017 was 2,556. Gross additions of 285 stores with 55 stores closures thereby adding 230 stores on a net basis in FY 17.

**Medical Initiatives Accomplishments**

- Apollo Hospitals retains its status as a Super Brand and continues to be the only hospital brand in India to have been conferred with this recognition.
- Apollo Hospitals, Chennai launched 'Apollo Elder Care', a specialized geriatric care initiative where proficient geriatricians and allied medical professionals provide comprehensive geriatric assessment to patients .
- Apollo Hospitals, Navi Mumbai, set a new benchmark by starting treatment of acute brain stroke patient in just 42 minutes. This recently launched hospital created a world record by surpassing the International quality standard, which is 60 minutes.
- Apollo Hospitals created history by performing a combined living donor Liver Transplant and Open Heart Surgery, on a five year old. This is the first time that both surgeries were performed on a five-year-old patient anywhere in the world.

**Other Key Developments**

- Apollo Hospital collaborated with the University College, London, and Cleveland Clinic, the U.S., for developing treatment protocols for colorectal surgery. This collaboration would help Apollo Hospitals to elevate its offerings and knowledge bank in the discipline.
- The American College of Cardiology (ACC) handed over a Certificate announcing the ACC's recognition of Apollo Gleneagles Heart Institutes as its first International Centre of Excellence in India. The recognition, acknowledges the highest standards of medical practice and continuous dedication to the provision of quality cardiovascular care as pioneered by the cardiology team at Apollo Gleneagles Hospitals.
- Dr. Anand Khakhar, Senior Consultant Liver Transplant and Hepatobiliary surgeon at Apollo Hospitals was honoured by Dr. BC Roy national award for his ground breaking contributions to the area of organ transplantation, and developing Cadaver Organ Donation.

# STANDALONE FINANCIAL PERFORMANCE

# Standalone Financial Performance – Total


(₹ mio)


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	Q4 FY 16	Q4 FY 17	yoy (%)	FY 16	FY 17	yoy (%)
Revenue	14,479	16,616	14.8%	55,883	64,418	15.3%
Operative Expenses	7,304	8,664	18.6%	28,651	33,605	17.3%
Employee Expenses	2,230	2,483	11.3%	8,357	9,418	12.7%
Administrative & Other Expenses	3,122	3,769	20.7%	11,434	13,655	19.4%
Total Expenses	12,657	14,916	17.8%	48,442	56,678	17.0%
EBITDA	1,822	1,701	-6.6%	7,441	7,740	4.0%
margin (%)	12.6%	10.2%	-235 bps	13.3%	12.0%	-130 bps
Depreciation	485	628	29.4%	2,005	2,406	20.0%
EBIT	1,336	1,073	-19.7%	5,436	5,334	-1.9%
margin (%)	9.2%	6.5%	-277 bps	9.7%	8.3%	-145 bps
Financial Expenses	438	578	31.9%	1,336	2,004	50.0%
Other Income/ Exceptional item	95	91	-3.7%	70	259	267.8%
Profit Before Tax	993	586	-41.0%	4,171	3,589	-13.9%
Profit After Tax	813	482	-40.8%	3,339	2,851	-14.6%
margin (%)	5.6%	2.9%	-272 bps	6.0%	4.4%	-155 bps



## Key Highlights

 FY 17 Revenues of ₹ 64,418 mio, 15.3% yoy growth

 FY 17 EBITDA at ₹ 7,740 mio, 4.0% yoy growth

 FY 17 EBIT at ₹ 5,334 mio

 FY 17 PAT at ₹ 2,851 mio.



Total Debt					27,216	
Cash & Cash equivalents (includes investment in liquid funds)					3,373	

<sup>(1)</sup> Healthcare services 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. This results in an optical compression of EBITDA margins of Healthcare services by 130 – 140 bps. SAP Revenues under Ind AS has been adjusted for the unredeemed discount points in the loyalty program, which impacts EBITDA margins of SAP by 25-30 bps. The impact at the company level is 70 - 80 bps

FY 17 figures have been presented on the basis of Ind AS. FY 16 have been restated for comparative purposes as required under the Listing guidelines.

Previous year figures have been reworked/regrouped/rearranged and reclassified wherever necessary to conform to the requirement of revised Schedule VI format



# Standalone Financial Performance – Existing & New Breakup

(₹ mio)

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		Healthcare Services (Existing)	New Hospitals	Healthcare Services (Total)	SAP	Standalone
FY 17	Hospitals	21	11	32		
	Operating beds	3,297	1,253	4,550		
	Occupancy	64%	47%	60%		
	Revenue	29,809	5,863	35,672	28,745	64,418
	EBITDAR	7,152	329	7,481	2,145	9,626
	margin (%)	24.0%	5.6%	21.0%	7.5%	14.9%
	EBITDA	6,550	-43	6,507	1,233	7,740
	margin (%)	22.0%*		18.2%*	4.3%#	12.0%
	EBIT	5,097	-739	4,358	977	5,334
margin (%)	17.1%		12.2%	3.4%	8.3%	
FY 16	Hospitals	22	10	32		
	Operating beds	3,477	1,066	4,543		
	Occupancy	65%	42%	60%		
	Revenue	28,784	3,879	32,663	23,220	55,883
	EBITDAR	7,193	277	7,470	1,575	9,045
	margin (%)	25.0%	7.1%	22.9%	6.8%	16.2%
	EBITDA	6,648	-10	6,638	803	7,441
	margin (%)	23.1%*		20.3%*	3.5%#	13.3%
	EBIT	5,311	-435	4,876	560	5,436
margin (%)	18.5%		14.9%	2.4%	9.7%	
<b>YOY Growth</b>						
Revenue Growth	3.6%	51.1%	9.2%	23.8%	15.3%	
EBITDAR Growth	-0.6%	18.5%	0.1%	36.2%	6.4%	
EBITDA Growth	-1.5%		-2.0%	53.4%	4.0%	
EBIT Growth	-4.0%		-10.6%	74.4%	-1.9%	

## Key Highlights

Health Care Services revenue growth at 9.2% from ₹ 32,663 mio in FY 16 to ₹ 35,672 mio in FY 17

New Hospitals revenues grew 51.1% from ₹ 3,879 mio in FY 16 to ₹ 5,863 mio in FY 17

New Hospitals EBITDA (excluding Navi Mumbai loss) of ₹ 256 mio in FY17 compared to EBITDA loss of ₹ 10 mio in FY 16.

\* Healthcare services 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. This results in an optical compression of EBITDA margins of Healthcare services by 130 – 140 bps.

# SAP Revenues under Ind AS has been adjusted for the unredeemed discount points in the loyalty program, which impacts EBITDA margins of SAP by 25-30 bps.

# Standalone Financial Performance – Segment Reporting

(₹ mio)

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	Q4 FY 16	Q4 FY 17	yoy (%)	FY 16	FY 17	yoy (%)
<b>Revenues from each segment</b>						
Healthcare Services*	8,387	9,184	9.5%	32,667	35,677	9.2%
Stand-alone Pharmacy	6,092	7,433	22.0%	23,220	28,745	23.8%
Other Income	95	91	-3.7%	327	259	-20.9%
Total	14,574	16,709	14.6%	56,214	64,682	15.1%
Less: Intersegmental Revenue	1	1		4	5	
Net Revenues (incl. other income)	14,573	16,708	14.6%	56,210	64,677	15.1%
<b>Profit before Tax &amp; Interest (EBIT)</b>						
Healthcare Services*	1,218	830	-31.9%	4,876	4,358	-10.6%
Stand-alone Pharmacy	118	243	105.7%	560	977	74.4%
Other Income	95	91	-3.7%	327	259	-20.9%
Total EBIT (incl. other income)	1,431	1,164	-18.7%	5,763	5,593	-3.0%
<b>Profit before Tax &amp; Interest (EBIT) margins</b>						
Healthcare Services*	14.5%	9.0%	-549 bps	14.9%	12.2%	-271 bps
Stand-alone Pharmacy	1.9%	3.3%	133 bps	2.4%	3.4%	99 bps
Total EBIT margin (incl. other income)	9.8%	7.0%	-285 bps	10.3%	8.6%	-161 bps
					Capital employed	ROCE
Healthcare services – Existing <sup>(1)</sup>					31,416	16.2%
Standalone Pharmacy					6,559	14.9%
Healthcare services – New & AHLL					19,613	-
Total ROCE					57,589	9.3%

## Key Highlights

FY 17 Healthcare services Revenues at ₹ 35,677 mio, growth of 9.2%

FY 17 Standalone pharmacies Revenues at ₹ 28,745 mio, growth of 23.8%.

11 New Hospitals (Vanagaram, Jayanagar, Trichy, Nasik, Women & Child - OMR, Nellore, Perungudi, Women & Child – SMR, Vizag new, Malleswaram & Navi Mumbai) having capital employed of ₹ 16,476 mio yet to contribute to ROCE.

Excluding the New Hospitals and Investment in Group companies and AHLL, ROCE of existing Healthcare Services is at 16.2% as on 31st Mar 2017.

\* Healthcare Services consists of Hospitals, Hospital Based Pharmacies and Consulting

<sup>(1)</sup> Capital employed for the calculation of ROCE does not include Capital Work in progress on new hospital expansion projects & Investment in Proton of ₹ 4,333 mio for FY17 and ₹ 5,529 mio for FY 16 & investments in mutual funds and associate  
FY 17 figures have been presented on the basis of Ind AS. FY 16 have been restated for comparative purposes as required under the Listing guidelines

# CONSOLIDATED FINANCIAL PERFORMANCE

# Consolidated Financial Performance - Total

(₹ mio)

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	Q4 FY 16	Q4 FY 17	yoy (%)	FY 16	FY 17	yoy (%)
Total Revenues	15,962	18,331	14.8%	62,147	72,549	16.7%
EBITDA	1,528	1,510	-1.2%	6,878	7,286	5.9%
margin (%)	9.6%	8.2%	-133 bps	11.1%	10.0%	-102 bps
EBIT	850	586	-31.1%	4,239	4,145	-2.2%
margin (%)	5.3%	3.2%	-213 bps	6.8%	5.7%	-111 bps
Profit After Tax	192	555	189.0%	2,327	2,160	-7.2%



## Key Highlights

- Revenue growth of 16.7% from ₹ 62,147 mio in FY 16 to ₹ 72,549 mio in FY 17
- FY 17 Consolidated EBITDA grew by 6%
- Consolidated PAT at ₹ 2,160 mio in FY 17

Total Debt					31,197	
Cash & Cash equivalents (includes investment in liquid funds)					6,106	

## Note

- Apollo Gleneagles Kolkata which was being pro-rata consolidated to the extent of 50% of our holding on Revenues, EBITDA and PAT under Indian GAAP has not been consolidated under Ind AS. JVs are accounted using Equity method of consolidation under Ind AS  
Apollo Gleneagles has Revenues of ₹ 4,513 mio (12% growth) and EBITDA of ₹ 857 mio.
- Apollo Health & Lifestyle Ltd, our retail health and clinic subsidiary has a 49% subsidiary which has Cradles and short stay surgery centres (Apollo Spectra) with 51% being held by promoters and other Investors. This has been consolidated at 100% on Revenues, EBITDA and PAT using the principle of Management control under Ind AS.

Basis of consolidation in the Appendix (page 23)

FY 17 figures have been presented on the basis of Ind AS. FY 16 have been restated for comparative purposes as required under the Listing guidelines

# Consolidated Financial Performance – Existing & New Breakup – Total

(₹ mio)

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		Healthcare Serv Group (Existing)	Healthcare Serv Group (New & Others)	Healthcare Serv Group (Total)	SAP	AHLL * (incl Cradle)	Consol
FY 17	Hospitals	30	13	43			
	Operating beds	5,431	1,566	6,997			
	Occupancy	67%	53%	64%			
	Revenue	33,915	7,448	41,363	28,745	2,441	72,549
	EBITDAR	7,809	360	8,169	2,145	-349	9,965
	margin (%)	23.0%	4.8%	19.7%	7.5%		13.7%
	EBITDA	7,182	-60	7,122	1,233	-1,069	7,286
	margin (%)	21.2%		17.2%	4.3%		10.0%
	EBIT	5,445	-842	4,603	977	-1,434	4,145
margin (%)	16.1%		11.1%	3.4%		5.7%	
FY 16	Hospitals	31	11	42			
	Operating beds	5,559	1,165	6,724			
	Occupancy	68%	43%	63%			
	Revenue	32,832	4,201	37,033	23,220	1,894	62,147
	EBITDAR	7,991	118	8,109	1,575	-551	9,134
	margin (%)	24.3%	2.8%	21.9%	6.8%		14.7%
	EBITDA	7,417	-181	7,236	803	-1,162	6,878
	margin (%)	22.6%		19.5%	3.5%		11.1%
	EBIT	5,834	-645	5,189	560	-1,509	4,239
margin (%)	17.8%		14.0%	2.4%		6.8%	
<b>YOY Growth</b>							
Revenue Growth		3.3%	77.3%	11.7%	23.8%	28.9%	16.7%
EBITDAR Growth		-2.3%	204.3%	0.7%	36.2%		9.1%
EBITDA Growth		-3.2%		-1.6%	53.4%		5.9%
EBIT Growth		-6.7%		-11.3%	74.4%		-2.2%

## Key Highlights

Healthcare services (New) EBITDA (excluding Navi Mumbai) improved from loss of ₹ 181 mio in FY 16 to EBITDA of ₹ 239 mio in FY 17.

SAP EBITDA of ₹ 1,233 mio (4.3% margin) in FY 17 as compared to ₹ 803 mio (3.5% margin) in FY 16

AHLL – Cradle & Clinics reported an EBITDA loss of ₹ 1,069 mio as compared to loss of ₹ 1,162 mio in FY 16

\* 100% consolidation under Ind AS now of even its 49% subsidiary which has Cradle & short stay surgery (Apollo Spectra), which consolidation was not required under Indian GAAP.

# OPERATIONAL PERFORMANCE HOSPITALS

## Operational Performance – Hospitals

(₹ mio)

Particulars	Total <sup>(5)</sup>			AHEL Standalone Hospitals									Significant subs/JVs/associates <sup>(2)</sup>		
	FY 16	FY 17	yoy (%)	Chennai cluster			Hyderabad cluster			Others <sup>(1)</sup>			FY 16	FY 17	yoy (%)
	FY 16	FY 17	yoy (%)	FY 16	FY 17	yoy (%)	FY 16	FY 17	yoy (%)	FY 16	FY 17	yoy (%)	FY 16	FY 17	yoy (%)
No. of Operating beds	6,724	6,997		1,526	1,532		930	839		2,087	2,179		2,181	2,447	
Inpatient volume	3,73,851	4,03,483	7.9%	88,776	89,848	1.2%	50,655	51,263	1.2%	97,127	1,09,029	12.3%	1,37,293	1,53,343	11.7%
Outpatient volume <sup>(3)</sup>	13,01,763	14,02,690	7.8%	3,88,915	3,87,863	-0.3%	1,64,018	1,66,930	1.8%	2,80,541	3,18,765	13.6%	4,68,288	5,29,132	13.0%
Inpatient ALOS (days)	4.17	4.04		3.95	3.65		4.00	3.84		4.49	4.27		4.15	4.16	
Bed Occupancy Rate (%)	63%	64%		63%	59%		60%	64%		57%	59%		71%	71%	
Inpatient revenue (₹ mio)	NA	NA		10,732	10,977	2.3%	4,700	5,423	15.4%	6,900	8,191	18.7%	15,363	16,732	8.9%
Outpatient revenue (₹ mio)	NA	NA		3,530	3,687	4.4%	1,014	1,122	10.7%	1,103	1,325	20.0%	2,864	3,416	19.3%
ARPOB (₹ /day) <sup>(4)</sup>	29,867	31,529	5.6%	40,646	44,679	9.9%	28,173	33,274	18.1%	18,369	20,416	11.1%	31,957	31,553	-1.3%
Total Net Revenue (₹ mio) <sup>(4)</sup>	NA	NA		14,262	14,663	2.8%	5,713	6,545	14.6%	8,004	9,515	18.9%	18,226	20,149	10.5%

### Notes:

(1) Others include Madurai, Karur, Karaikudi, Trichy, Nellore, Mysore, Vizag, Karimnagar, Bilaspur, Bhubaneswar, Jayanagar, Nashik, Vizag new, Malleswaram & Navi Mumbai.

(2) Significant Hospital JVs/Subs/Associates are – Ahmedabad, Bangalore, Kolkata, Kakinada, Delhi, Indore & Assam (full revenues shown in table above).

(3) Outpatient volume represents New Registrations only.

(4) 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.

(5) Revenues under the head “Total” have not been provided as Consolidated actual results will differ from total due to proportionate consolidation.

\* Inpatient volumes are based on discharges.

*FY 17 figures have been presented on the basis of Ind AS. FY 16 have been restated for comparative purposes as required under the Listing guidelines*

# OPERATIONAL PERFORMANCE STANDALONE PHARMACY



# Operational Performance – Standalone Pharmacy

(₹ mio)

Batch	Particulars	Q4 FY 16	Q4 FY 17	yoy (%)	FY 16	FY 17	yoy (%)
Upto FY 10 Batch	No of Stores	776	767		776	767	
	Revenue/store	3.58	3.90	8.8%	14.21	15.73	10.7%
	EBITDA /store	0.22	0.25	17.2%	0.83	1.05	26.7%
	EBITDA Margin %	6.0%	6.5%	46 bps	5.8%	6.7%	84 bps
FY 11 Batch	No of Stores	158	154		158	154	
	Revenue/store	2.88	3.28	13.6%	11.35	13.15	15.9%
	EBITDA /store	0.15	0.21	36.9%	0.57	0.86	50.8%
	EBITDA Margin %	5.3%	6.4%	109 bps	5.0%	6.6%	152 bps
FY 12 Batch	No of Stores	224	214		224	214	
	Revenue / Store	2.65	3.01	13.4%	10.55	12.10	14.8%
	EBITDA /store	0.11	0.14	35.8%	0.39	0.61	55.6%
	EBITDA Margin %	4.0%	4.7%	78 bps	3.7%	5.0%	131 bps
SAP (Excluding Hetero)	Total Revenues	5,747	7,014	22.0%	22,073	27,134	22.9%
	EBITDA	220	298	35.4%	850	1,229	44.6%
	EBITDA Margin %	3.8%	4.3%	42 bps	3.8%	4.5%	68 bps
Hetero	No of Stores	288	261		288	261	
	Revenue/store	1.20	1.61	34.0%	3.98	6.17	55.1%
	EBITDA /store	-0.06	0.02		-0.16	0.02	
	EBITDA Margin %	-4.7%	1.4%		-4.0%	0.3%	
Total	No. Of Store	2,326	2,556		2,326	2,556	
	Revenue / Store	2.62	2.91	11.0%	9.98	11.25	12.7%
	EBITDA / Store	0.09	0.12	35.7%	0.35	0.48	39.6%
	EBITDA Margin %	3.3%	4.1%	74 bps	3.5%	4.3%	83 bps
	Total Revenues	6,092	7,433	22.0%	23,220	28,745	23.8%
	EBITDA	204	304	49.3%	803	1,233	53.4%
	EBITDA Margin %	3.3%	4.1%	75 bps	3.5%	4.3%	83 bps
Capex (₹ Mio)		103	174		341	482	
Capital Employed (₹ Mio)		6,004	6,559		6,004	6,559	
Total ROCE %		7.9%	14.8%		9.3%	14.9%	
Total No. of Employees					14,093	16,675	

## Key Highlights

- Revenues at ₹ 28,745 mio, growth of 23.8%
- EBITDA of ₹ 1,233 mio in FY 17 as compared to ₹ 803 mio in FY 16, growth of 53.4%
- EBITDA margins of 4.3% in FY 17 as compared to 3.5% in FY 16
- Excluding the Hetero network of stores, Revenue growth was 22.9% and EBITDA growth was 44.6%, EBITDA margin of 4.5% in FY 17
- LFL (Like-for-like) Revenue per store growth for pre FY2008 batch of stores in FY 17 is 11.3% (yoy) and EBITDA per store growth is 25.5% (yoy). EBITDA margin of 7.3% in FY 17 as compared to 6.5% in FY 16
- ROCE in FY 17 at 14.9% as compared to 9.3% in FY 16
- Gross addition of 285 stores and closed 55 stores in FY 17. Net addition of 230 stores.
- No. of stores as on 31<sup>st</sup> Mar 2017 is 2,556

SAP Revenues under Ind AS has been adjusted for the unredeemed discount points in the loyalty program, which impacts EBITDA margins of SAP by 25-30 bps.

# UPDATE ON PROJECTS

## Key Hospital Expansion Plan & Update on Execution

(₹ mio)

Location	CoD*	Type of Hospital	No. Of Beds	Total Estimated Project Cost (INR mio)
<b>Addition in FY 18-19</b>				
Navi Mumbai	FY 18-19	Oncology		620
<b>Sub Total</b>				<b>620</b>
<b>Addition in FY 19</b>				
Indore	FY19	Expansion	65	280
South Chennai	FY19	Proton Therapy	200	7,500
<b>Sub Total</b>			<b>265</b>	<b>7,780</b>
<b>Addition in FY 21-22</b>				
Byculla, Mumbai	FY 21-22	Super Specialty	500	3,500
<b>Sub Total</b>			<b>500</b>	<b>3,500</b>
<b>Total</b>			<b>765</b>	<b>11,900</b>

### Key Highlights

- 2,430 beds in 13 locations commissioned in the last 36 months – Vanagaram 260, Jayanagar 140, Trichy 200, Nashik 120, Women and Child - OMR 60, Indore 120, Nellore 190, Perungudi 150, Women & Child - SMR 50, Vizag new 250, Malleswaram 190, Assam 220, Navi Mumbai 480.
- To add 200 beds in South Chennai, 500 beds in Byculla, Mumbai.

Excluding Byculla which is after 4 years, the total Capex estimated for this expansion plan is ₹ 8,400 mio. Of this Investment of ₹ 3,350 mio is already made. Balance will be invested by a mix of internal accruals and debt

\* Expected date of completion

## UPDATE ON OTHER JVs FINANCIALS

Financials of JVs which were being pro rata consolidated under Indian GAAP, not being done so under Ind AS

## Update on other JV Financials

(₹ mio)

Apollo Gleneagles Kolkata						
Particulars	Q4 FY 16	Q4 FY 17	yoy (%)	FY 16	FY 17	yoy (%)
Revenue	1,077	1,097	1.8%	4,044	4,513	11.6%
EBITDA	217	161	-25.7%	869	857	-1.4%
margin (%)	20.2%	14.7%	-546 bps	21.5%	19.0%	-249 bps
Profit after Tax	63	47	-25.9%	319	325	1.9%
margin (%)	5.8%	4.3%	-159 bps	7.9%	7.2%	-69 bps
No. of Operating beds	600	650		600	650	
Bed Occupancy Rate (%)	80%	81%		78%	80%	
ARPOB (₹ /day)	32,448	30,856	-4.9%	31,105	31,349	0.8%

### Key Highlights

- Apollo Gleneagles Kolkata reported Revenue growth of 11.6% from ₹ 4,044 mio in FY 16 to ₹ 4,513 mio in FY 17
- EBITDA decreased marginally from ₹ 869 mio in FY 16 to ₹ 857 mio in FY 17

Apollo Munich Health Insurance Co Ltd						
Particulars	Q4 FY 16	Q4 FY 17	yoy (%)	FY 16	FY 17	yoy (%)
Total Income	2,246	4,068	81.1%	8,473	11,856	39.9%
EBITDA	68	864		173	1,432	
margin (%)	3.0%	21.2%		2.0%	12.1%	
Profit after Tax	44	826		75	1,312	
margin (%)	2.0%	20.3%		0.9%	11.1%	

- During FY17, the company achieved a Gross Written Premium (GWP) of ₹ 12,999 mio against a GWP of ₹ 11,078 mio in FY 16
- EBITDA of ₹ 1,432 mio in FY 17 as compared to EBITDA of ₹ 173 mio in FY 16
- PAT of ₹ 1,312 mio in FY 17 as compared to ₹ 75 mio in FY 16
- The incurred claim loss ratio was at 40% in FY 17
- The Assets under Management stood at ₹ 10,437 mio as on Mar 31, 2017
- The Company now has 110 offices across the country

Previous year figures have been reworked/regrouped/rearranged and reclassified wherever necessary to conform to the requirement of revised Schedule VI format



## Appendix: Basis of Consolidation

AHEL Standalone	Location	Description	AHEL Ownership
Chennai Main	Chennai	Hospital	100.0%
ASH - Chennai	Chennai	Hospital	
Tondiarpet - Chennai	Chennai	Hospital	
FirstMed - Chennai	Chennai	Hospital	
Apollo Children's Hospital	Chennai	Hospital	
Apollo Specialty, Vanagaram	Chennai	Hospital	
Women & Child, OMR	Chennai	Hospital	
ASH Perungudi	Chennai	Hospital	
Women & Child, Shafee Mohammed Road	Chennai	Hospital	
Madurai	Madurai	Hospital	
Karur	Karur	Hospital	
Karaikudi	Karaikudi	Hospital	
Trichy	Trichy	Hospital	
Nellore	Nellore	Hospital	
Hyderabad	Hyderabad	Hospital	
Bilaspur	Bilaspur	Hospital	
Mysore	Mysore	Hospital	
Vizag	Vizag	Hospital	
Karim Nagar	Karim Nagar	Hospital	
Bhubaneswar	Bhubaneswar	Hospital	
Jayanagar	Bangalore	Hospital	
Nashik	Nashik	Hospital	
Vizag New	Vizag	Hospital	
Malleswaram	Bangalore	Hospital	
Navi Mumbai	Mumbai	Hospital	

Subsidiaries	Location	Description	AHEL Ownership
Samudra Healthcare Enterprises Ltd.	Kakinada	Hospital	100.00%
Apollo Hospitals (UK) Ltd	UK	Hospital	100.00%
Imperial Hospital and Research Centre Ltd.	Bangalore	Hospital	90.00%
Pinakini Hospitals Ltd.	Nellore	Hospital	79.44%
Apollo Home Health care India Ltd	Chennai	Paramedical Services	100.00%
Apollo Health and Lifestyle Ltd.	Hyderabad	Apollo Clinics	68.64%
AB Medical Centres Limited	Chennai	Infrastructure	100.00%
Western Hospitals Corporation Pvt Ltd	Belapur	Hospital	100.00%
Sapien Biosciences Pvt Ltd	Hyderabad	Biobanking tissues	70.00%
Apollo Rajshree Hospital	Indore	Hospital	54.63%
Apollo Lavasa Health Corporation Ltd	Maharashtra	Hospital	51.00%
Apollo Home Health care Ltd	Hyderabad	Paramedical Services	80.87%
Total Health			100.00%
Apollo Healthcare Technology Solutions Ltd	Chennai	Hospital	100.00%
Assam Hospitals Ltd	Assam	Hospital	59.08%
Apollo Hospitals International Ltd.	Ahmedabad	Hospital	50.00%
Apollo Hospitals Singapore.PTE Limited			100.00%
Future Parking Pvt Ltd	Chennai	Infrastructure	49.00%
Associates	Location	Description	
Indraprastha Medical Corporation Ltd.	Delhi, Noida	Hospital	22.03%
Apollo Gleneagles Hospitals Ltd.	Kolkata	Hospital	50.00%
Apollo Gleneagles PET-CT Pvt. Ltd.	Hyderabad	Hospital	50.00%
Family Health Plan Ltd.		TPA, Health Insurance	49.00%
ApoKos Rehab Pvt Ltd	Hyderabad	Rehab Centre	50.00%
Stemcyte India Therapeutics Pvt Ltd	Ahmedabad	Stemcell Banking	24.50%
Apollo Munich Health Insurance Company Ltd		Health Insurance	10.00%

# Hospitals – Understanding Key Operating Metrics

	Description	Formula / Calculation	Key Driver
Operating Beds	<ul style="list-style-type: none"> <li>Number of operating beds</li> </ul>		<ul style="list-style-type: none"> <li>Project execution</li> <li>Capital Expenditure</li> </ul>
Occupancy	<ul style="list-style-type: none"> <li>In-patient Bed Days</li> </ul>	<ul style="list-style-type: none"> <li>In-patient Bed Days Billed</li> </ul>	<ul style="list-style-type: none"> <li>Brand</li> <li>Doctor reputation</li> <li>Quality of outcomes</li> <li>Competition</li> </ul>
ALOS	<ul style="list-style-type: none"> <li>Average Length of Stay per In-patient</li> </ul>	<ul style="list-style-type: none"> <li>In-Patient Bed Days / In-Patient Admissions</li> </ul>	<ul style="list-style-type: none"> <li>Case-Mix / Type of procedures</li> <li>Leverage technology and quality of clinical care to shorten stay</li> </ul>
ARPOB / day	<ul style="list-style-type: none"> <li>Average Revenue Per Occupied Bed Day</li> </ul>	<ul style="list-style-type: none"> <li>(IP Revenue* + OP Revenue + Hospital Based Pharmacy Revenue) / IP Bed Days</li> </ul>	<ul style="list-style-type: none"> <li>Case-Mix / Type of procedures</li> <li>Better utilization of operational theatres, medical equipment</li> <li>Pricing</li> </ul>
Contribution	<ul style="list-style-type: none"> <li>Contribution</li> </ul>	<ul style="list-style-type: none"> <li>Revenue – Variable costs</li> </ul>	<ul style="list-style-type: none"> <li>Purchasing efficiency</li> <li>Operating efficiency</li> </ul>

\* Apollo does not include fees paid to fee-for-service consultants in its IP Revenue



THANK YOU