



Apollo Hospitals Announces Q1 FY24 Results

Extends its lead as the best healthcare provider in the country

Chennai, 11 August, 2023 – Apollo, the world’s largest vertically integrated healthcare provider today announced its financial results for Q1FY24.

Key Highlights include:

- Revenues grew to Rs 44,178 mn; 16% YoY growth
- Consolidated EBITDA excluding 24/7 Operating Cost and ESOP charge stood at Rs. 7,129 mn; 13% YoY growth
- Consolidated PAT is Rs 1,667 mn
- Healthcare Services revenue grew to 22,937 million, a 13% YoY growth
- Healthco revenues grew to 18,054 million, a 22% YoY growth and is on track for break even in Q4 FY24

During Q1 FY24, Apollo Hospitals continued to demonstrate its long standing and unwavering commitment to providing the best healthcare to everyone. It continued to push boundaries of medical excellence and achieved several significant milestones, thus further cementing its four decades of clinical leadership in the industry.

Apollo successfully conducted its landmark 23,000th solid organ transplant making it the largest transplant program in the world. Apollo is also now the largest robotic surgery destination in India with over 10,000 successful robotic surgeries. It expanded its dedicated Robotic Colorectal Surgery Programme across six major cities: Chennai, Hyderabad, Bangalore, Delhi, Mumbai, and Vishakhapatnam with more in the pipeline. Apollo’s collective experience in robotic colorectal surgery alone surpassed an impressive milestone of 1,000 procedures. These and many other milestones are outcomes of Apollo’s relentless pursuit of medical excellence so it can provide the best care in the world to its patients.

Apollo continues to invest into the future expanding our digital footprint as well as our physical footprint with over 2000 new beds being added over the next 4 years. Apollo is also upgrading its existing infrastructure and as of June 30, 2023, it has a network of 7,798 operating beds across its facilities, with 14 new hospitals contributing 2,380 operating beds. These new facilities have already achieved a utilization rate of 60% and are well poised for further growth and profitability in the coming quarters.

Apollo also remains focused on addressing the rising challenge of NCDs the world is facing. It has launched myProhealth - an advanced version of ProHealth, its industry leading health management program. myProHealth is powered by a proprietary AI engine developed by Apollo and brings in the era individualisation in healthcare. The AI engine studies the 360 degree profile of the customer, mapping it with Apollo’s 4 decades of healthcare data to provide every customer an individualised set of tests and scans made specifically for their health profile, risk factors and more. It then pairs them with a qualified healthcare mentor who works with them through the program to reduce their health risks.

Dr. Prathap C Reddy, Chairman, Apollo Hospitals Group said, "As pioneers in healthcare, we have consistently pushed the boundaries of medical innovation and technology. Our state-of-the-art facilities, coupled with the expertise of our world-class medical professionals, enable us to offer cutting-edge treatments and personalized care to patients from all walks of life.



At Apollo we firmly believe that the heart of any healthcare institution lies in its compassion and empathy. Therefore, we have nurtured a culture that values every patient's emotions, fears, and hopes. We take the time to listen, understand, and tailor our treatments to suit individual needs, ensuring a truly patient-centric approach.

We have witnessed healthy growth and performance in the first quarter of the fiscal year 2024. Apollo Hospitals remains dedicated to advancing healthcare excellence, embracing innovation, and expanding our reach to provide quality medical services to even more communities. We are grateful to our dedicated team of healthcare professionals, whose relentless commitment to patient care has contributed significantly to these remarkable achievements.

The escalating global challenge of non-communicable diseases (NCDs), the silent killers, continues to put at risk the health of communities at large. We are determined to face this challenge head-on, bolstered by our commitment to technology-led healthcare. At Apollo, we have harnessed AI as a powerful ally to make it an integral part of our healthcare ecosystem. With tools like the AI CVD, AI-enabled Apollo ProHealth platform, the Apollo Clinical Intelligence Engine (Apollo CIE), AI-integrated radiology and diagnostics workflow, and the AI-powered smart in-patient room automation system, we are using AI across the healthcare spectrum including prediction, prevention, diagnosis and personalized management. This remarkable fusion of technology and human touch is helping us deliver our promise of 'touching lives'.

As we step into the next quarter, our focus remains steadfast – to augment our doctors' expertise and revolutionize the overall patient experience as we continue steering Apollo towards a future where healthcare is proactive, personalized, and accessible to all."

Looking ahead, Apollo Hospitals remains dedicated to its mission of delivering exceptional healthcare services and improving patient outcomes. The organization's continuous pursuit of excellence, coupled with its cutting-edge medical advancements, solidifies its status as a pioneer in the healthcare industry.

Key Highlights of Q1 FY24 Results:

Q1FY24 CONSOLIDATED RESULTS

REVENUE

Q1 FY24 Revenues grew to Rs 44,178 mn; 16% YoY growth

- Healthcare Services (HCS) Revenue at Rs 22,937 mn; 13% YoY growth
- Revenue from Self-Pay and Insurance segments grew 21% YoY
- AHLL: Revenues at Rs 3,187 mn for Q1FY24; 9% YoY growth
- Apollo Healthco: Digital Health & Pharmacy Distribution Revenues at Rs 18,054 mn; 22% YoY growth
- GMV of Apollo 24|7 at Rs 6,227 mn; 5% QoQ growth

EBITDA

Q1 FY24 Consolidated EBITDA excluding 24/7 Operating Cost and ESOP charge stood at Rs. 7129 mn ; 13% YoY growth

Q1 Consolidated Reported EBITDA at Rs 5090 mn, after 24/7 operating costs of Rs 2,039 mn, as compared to EBITDA of Rs 4,907 mn in Q1 FY23

- Healthcare Services (HCS) EBITDA at Rs 5,423mn; YoY growth of 12%
- AHLL: EBITDA at Rs 233 mn
- Apollo Healthco: Pharmacy distribution and Digital Health EBITDA at Rs 1,473 mn, growth of 25%, prior to Apollo 24/7 Operating cost of Rs. 1,747 mn and Non-cash ESOP charge of Rs 292 mn for Q1 FY24

PAT

Q1 FY24 Consolidated PAT is Rs 1,666 mn. This is compared to PAT (before exceptional items) of Rs 1705 mn in Q1 FY23

- Healthcare Services (HCS) PAT at Rs 2,639 mn; YoY growth of 19%
- AHLL : PAT loss at Rs 147 mn
- Apollo HealthCo: PAT loss at Rs 826 mn

Financial Performance

Quarterly

• Consolidated Q1 FY24 Performance

- Revenues grew 16% to Rs.44,178 mn vs Rs.37,956 mn in Q1 FY23
- EBITDA excluding 24/7 Operating Cost and ESOP charge stood at Rs. 7129 mn ; 13% YoY growth
- Apollo 24/7 cost of Rs.(2039) mn in the quarter (including Rs 292 mn non-cash ESOP charge) vs Rs 1,412 mn in Q1 FY23.
- EBITDA post 24/7 Operating Cost and ESOP charge at Rs.5,090 mn vs Rs. 4,907 mn in Q1FY23
- PAT degrew 47% to Rs.1,666 mn vs Rs. 3,171 mn in Q1 FY23
- Diluted EPS of Rs.11.59 per share in Q1 FY24 (not annualised)

As on June 30, 2023, Apollo Hospitals had 7,798 operating beds across the network (excluding AHLL & managed beds), out of which 14 hospitals were new with 2,380 operating beds.

The new hospitals have a utilization of 60% and are expected to witness double digit growth in volumes and improvement in utilization and profitability going forward.

Segment-wise Performance Update

Healthcare Services

- Consolidated Revenues of the healthcare services division increased by 13% to Rs.22937 million in Q1 FY24 compared to Rs. 20,234 million in Q1 FY23. Revenue of existing hospitals grew 10% while the new hospitals grew by 23%.
- EBITDA (Post Ind AS116) was at Rs.5,423 million in Q1 FY24 compared to Rs. 4,844 million in Q1 FY23; higher by 12% YoY.
- Revenues in the Tamil Nadu cluster grew by 13%, IP Volumes grew by 4%. ARPOB grew by 12% to Rs.72,884. Overall occupancy in the cluster was 1,218 beds (58% occupancy) in Q1 FY24 as compared to 1,211 beds (56 % occupancy) in Q1 FY23.
- In AP Telangana region, Revenues grew by 12%, IP volumes grew by 5%. ARPOB grew by 11% to Rs.56,279. Occupancy in the cluster was 689 beds (54% occupancy) in Q1 FY24 as compared to 686 beds (53 % occupancy) in Q1 FY23.
- The Karnataka region improved on the growth seen in previous quarters. Revenue grew by 19%. ARPOB grew by 19%. Occupancy in the cluster was 465 beds (61% occupancy) in Q1 FY24 as compared to 463 beds (61 % occupancy) in Q1 FY23.
- Revenues of the Others Cluster grew by 11 % while IP volumes grew by 1%. ARPOB grew by 16% to Rs. 41,010. Occupancy in the cluster was 682 beds (59% occupancy) in Q1 FY24 as compared to 710 beds (63 % occupancy) in Q1 FY23.

AHLL: Diagnostics and Retail Healthcare

- AHLL Revenue at Rs 3,187 million; 9% YoY growth/degrowth
- Diagnostics business added 260 collection centres and overall network to 1916 centres spread across ~260 cities serving 13000+ customer daily
- Diagnostics Revenue stood at Rs 1075 million and Spectra at Rs 629 million

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 15,107 million in Q1 FY24 while Revenues from Digital platform were at Rs 3,038 million.
- Overall HealthCo Revenues were at Rs 18,054 million representing 22% YoY growth.
- 43 net new stores were opened in this quarter, taking the total number to 5,573 stores.
- GMV of Apollo 24/7 at Rs 6,557 million in Q1 FY24, compared to Rs 2,150 million in Q1 FY23.
- June '2023 run rate of ~53K/day transactions across Pharma, Diagnostics and Consultations (including IP/OP referrals) compared to ~24K/day in Q1FY 23

CLINICAL EXCELLENCE HIGHLIGHTS

- Apollo Hospitals leads India's Solid Multi-Organ Transplantation with over 23000 transplants, establishes global leadership
- Apollo, the world's largest vertically integrated healthcare provider, expands its dedicated Robotic Colorectal Surgery Programme across 6 cities – Chennai, Hyderabad, Bangalore, Delhi, Mumbai and Vishakhapatnam.
- Apollo's collective robotic colorectal surgery experience has now surpassed over 1000 procedures, maximum till date in the country.
- Apollo Hospitals, Navi Mumbai has successfully treated a preterm baby with a rare lung disorder, Congenital Pulmonary Airway Malformation (CPAM).
- Commemorating World Thalassemia Month, Apollo Cancer Centre, Chennai, in association with the Tamil Nadu Government, celebrated the milestone of successfully treating the highest number of Thalassemia affected children under the Tamil Nadu CM's Comprehensive Health Insurance Scheme
- Apollo Hospitals, Navi Mumbai celebrates a lifesaving milestone of 40 Bone Marrow Transplants in four years.
- Apollo Hospitals, Chennai has successfully performed India's first Robotic RAHI scar-less surgery to remove a tumour on patient's neck

NEW LAUNCHES, INITIATIVES AND PARTNERSHIPS

- IBA partners exclusively with Apollo Proton Cancer Centre for providing Proton Beam Therapy Training to Oncologists from across the globe.
- Apollo Multispecialty Hospitals, Kolkata has launched India's first comprehensive 5G-connected Ambulance service.
- Apollo Hospitals has introduced an innovative Excimer laser technology to remove the infected parts of a pacemaker from patient's hearts swiftly.
- Apollo Proton Cancer Centre has launched the Paediatric Intensive Care Unit (PICU), which further reinforces its commitment to providing the highest quality of care to its patients
- Apollo Proton Cancer Centre has launched the first and largest Helical Tomotherapy program in Tamil Nadu.
- Apollomedics , Lucknow has launched Artificial Intelligence powered Robotic Knee Replacement Surgery services. It is a world-class next-gen technology that will transform the future of Knee Replacement Surgery, being the first in the region.



About Apollo

Apollo revolutionized healthcare when Dr Prathap Reddy opened the first hospital in Chennai in 1983. Today Apollo is the world's largest integrated healthcare platform with over 10,000 beds across 71 hospitals, nearly 6000 pharmacies and over 200 clinics and diagnostic centers as well as 150 telemedicine centers. It is the world's leading cardiac center with over 200,000 surgeries and the world's largest private cancer care provider. Apollo continues to invest in research to bring the most cutting-edge technologies, equipment and treatment protocols to ensure patients have the best available care in the world. Apollo's 100,000 family members are dedicated to bringing you the best care and leaving the world better than we found it.

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

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