Q1 FY 2021 Earnings Update

SAFE HARBOUR

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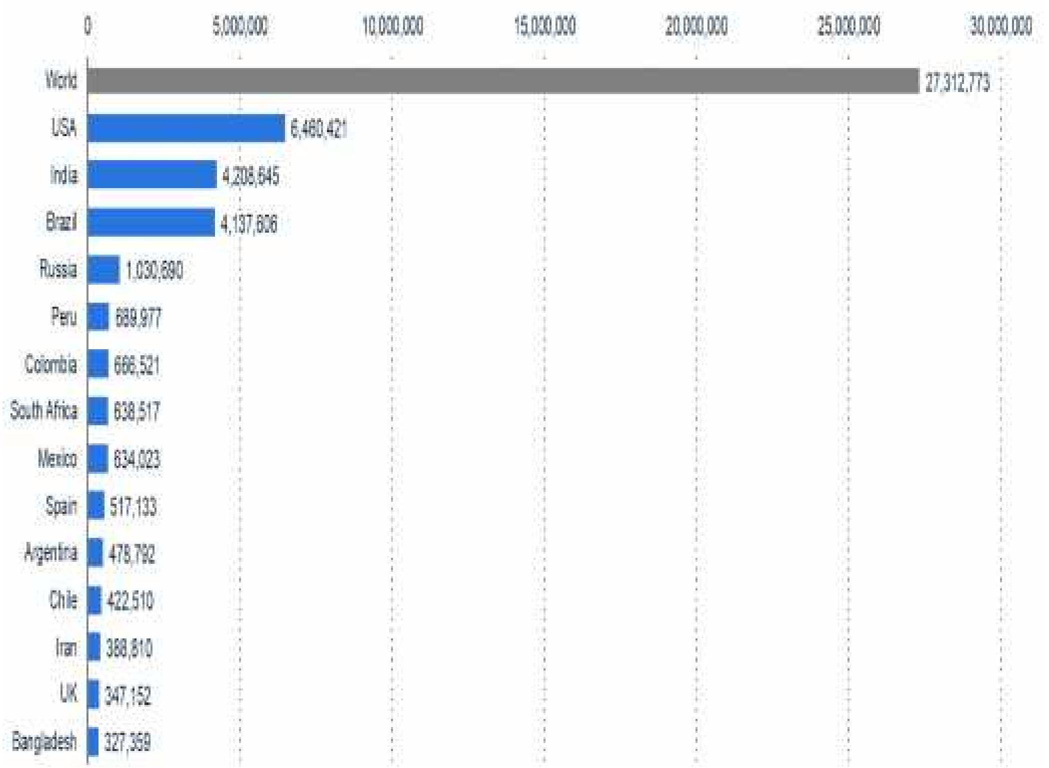
- The Company on a quarterly basis adopts and publishes Standalone & Consolidated financial results as per the stock exchange listing agreement requirements.

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

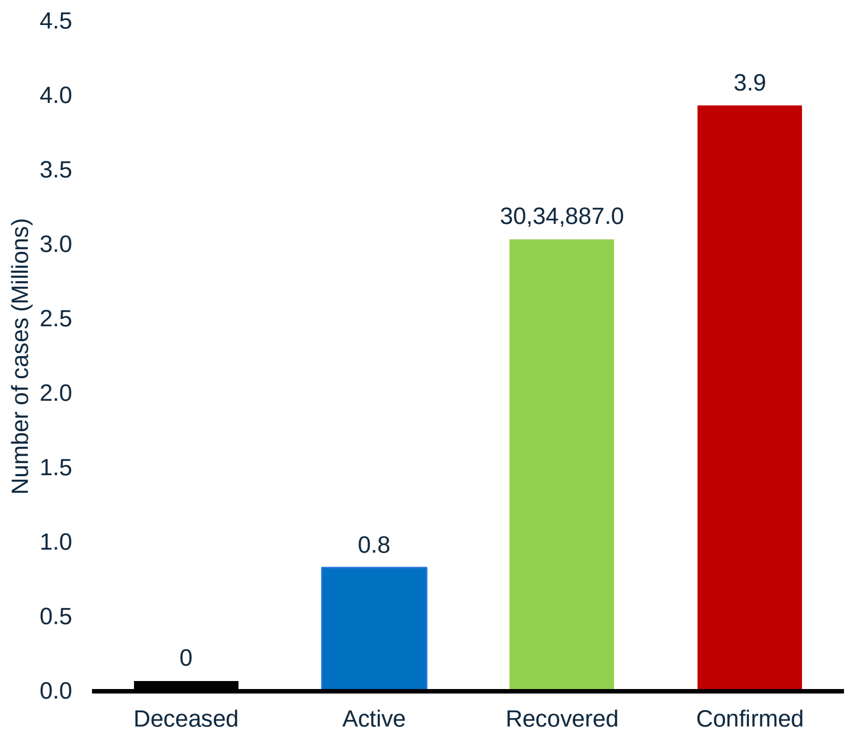
Contents

COVID-19 Havoc continues…..

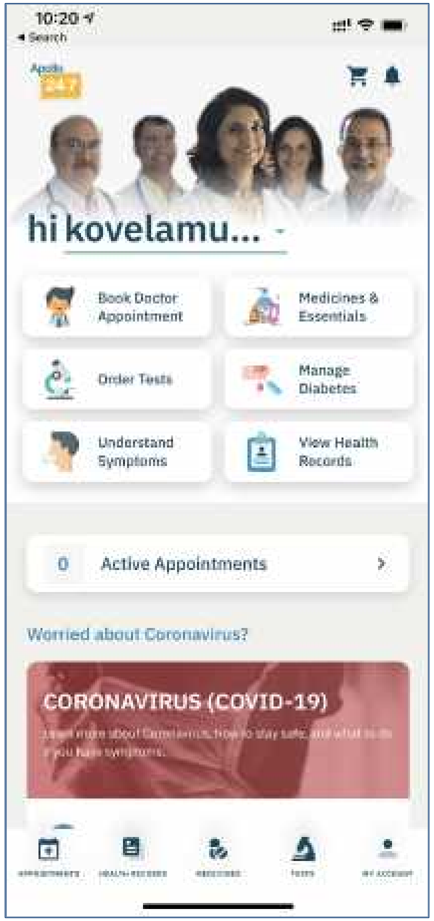
COVID CASES - WORLDWIDE



COVID CASES - INDIA



Apollo's response to Covid



Project Kavach - an integrated and holistic plan to tackle Covid-19

INFORMATION

EDUCATION

TELEMEDICINE

PROTOCOLS

DATA COLLECTION FOR ACTION AND FUTURE RESEARCH

1

2

3

INFORMATION & AWARENESS

- Credible and expert information
- Compliant with Govt guidelines
- Multichannel
- Multi stakeholder
- Multi language

ROUND THE CLOCK HELPLINE

- 1860-500-1066
- Engaging with stakeholders

3500 PHARMACIES

- Across 18 States
- Home delivery

Apollo 24/7

- Online Doctors' consultation
- Online booking of medicines & diagnostics
- Doorstep sample collection & drug delivery

COVID-19 SCAN

- COVID risk assessment tool available to download from Google play store, App Store

Apollo PROJECT KAVACH

TESTING

- Certified centers for swab testing
- Drive thru testing at select cities - Work in progress.
- Home testing awaited

FEVER CLINIC

- Specialized clinics - Work in progress.
- Experts in Infectious Diseases
- Screening of patients with Flu like symptoms
- Multi locational

STAY I

- Dedicated facilities with specialized infectious disease set up
- Social impact initiative for Isolation care
- Medically sanitized individual rooms across the country
- All clinical protocols driven by Apollo Ecosystem
- 24/7 Clinical monitoring

- Door step delivery of Medicine, Sample collection
- Door step delivery of F&B in contactless tamper proof packing

TREATMENT

- Specialized & dedicated teams in treating Infectious disease
- International Infection control, protocol
- 250 negative pressure ICU beds
- Scale up to 1000 ICU beds dedicated to COVID care
- Isolated quarantined treatment facilities away from the main unit
- State of the art PPE for Hospital personnel
- Appropriate stocking of required consumables and disposables
- E-ICU service to monitor patients in remote acute care centers using Telemedicine

SCALING

Covid Testing and Treatment

- **'Project Stay I' saw success with over 50,000 room nights, helping 1 million COVID-19 positive patients, and preventing over 5 million infections.**
- **Setup Fever Clinics in 30 locations across the country.**
- **Digital healthcare app Apollo 24/7 – agile and digitally connected to the consumer, during this time, and we have been humbled by the response – 3.7 million registered users, ~3,200 doctors live on the platform, over 125,000 digital consults till date and over 12.7 million COVID-19 risk scans completed.**

* As of Aug 31, 2020

Apollo : Best in Class Covid Clinical Outcomes

Go to place for covid management

Sickest patients with multiple co-morbidities

Outcomes a benchmark for the country

MORTALITY RATES

0.35% below 50 yrs age
0.76% between 50 & 60 yrs of age
1.05% between 60 & 70 yrs of age
1.05% above 70 yrs of age

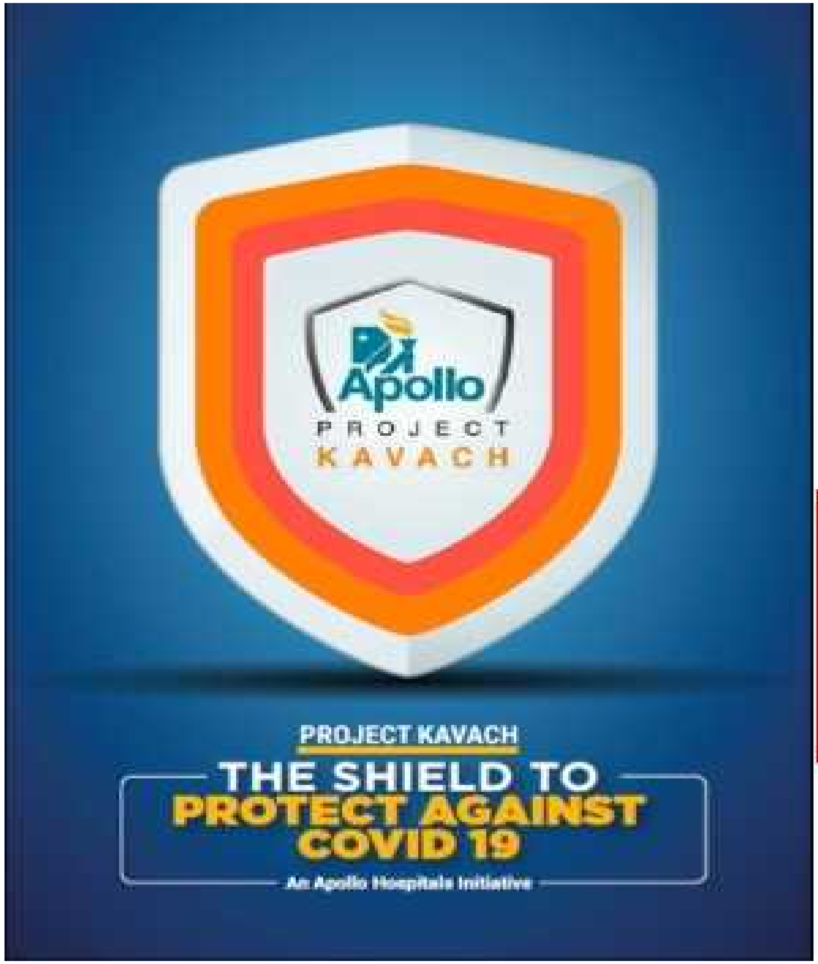
COMORBIDITIES IN DEATH CASES

3 or more comorbidities	40%
2 comorbidities	26%
1 comorbidity	20%

Apollo ProHealth
Predict. Prevent. Overcome.

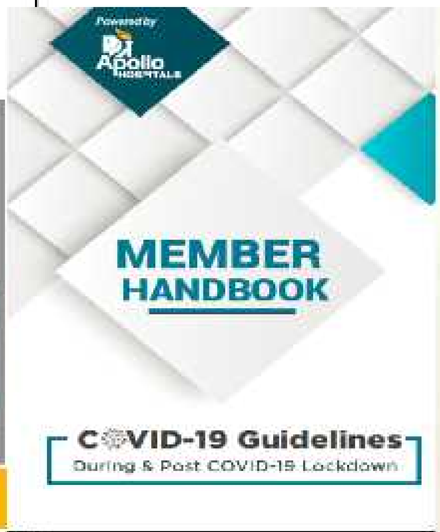
GETTING BACK TO NORMAL

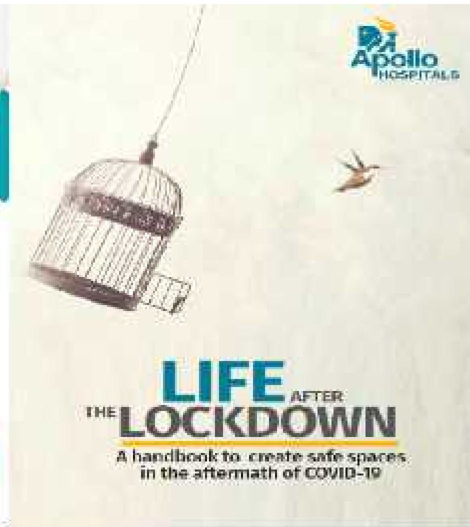
- RESIDUAL COVID CONDITIONS
- COMORBIDITIES
- PHYSICAL
- MENTAL



Handbooks & Guidelines

- Comprehensive response plan on precautions, testing, treatment at Apollo
- Protocols for treatment and testing – TG Nursing homes, referral clinicians
- Apollo employee Handbook
- Protocols to be followed after lockdown





HIGHLIGHTS

Highlights

Financial Performance Q1 FY21

- Q1 FY21 Consolidated Revenues of ₹ 21,715 mio (decline of 16% yoy)
- Q1 FY21 Consolidated EBITDA (Pre Ind AS 116) loss of ₹ (427) mio
- New Hospitals (excluding Proton) reported an EBITDA loss of ₹ (325) mio in Q1 FY21 as compared to an EBITDA of ₹ 213 mio in Q1 FY20.
  - Proton reported EBITDA (Pre Ind AS 116) loss of ₹ (51) mio in Q1 FY21 as compared to EBITDA loss of ₹ (81) mio in Q1 FY20.
  - AHLL reported EBITDA (Pre Ind AS 116) loss of ₹ (191) mio in Q1 FY21 as compared to EBITDA loss of ₹ (47) mio in Q1 FY20.
- Consolidated PAT loss of ₹ (2,082) mio in Q1 FY21
  - Includes AHLL PAT loss of ₹ (244) mio
  - Ind-AS 116 on operating lease impacted reported PBT in Q1 FY21 to the extent of ₹ 174 mio (standard effective 1st April 2019)

Key Operational Highlights Q1 FY 21

- Tamilnadu region revenues degrew by 52% to ₹ 2,569 mio.
- AP, Telangana Region revenues degrew by 41% to ₹ 1,551 mio.
- Karnataka Region revenue degrew by 38% to ₹ 1,093 mio.
- New Hospitals revenues degrew by 30% to ₹ 1,792 mio.
- Overall Inpatient volume across the Group declined by 45% and ARPOB registered a growth of 2%.
- Stand Alone Pharmacies (SAP) reported Revenues of ₹ 12,791 mio, growth of 21%.
  SAP EBITDA at ₹ 804 mio (6.3% margin).

Highlights

Capacity

- 70 hospitals with total bed capacity of 10,197 beds as on Jun 30, 2020
  - 44 owned hospitals including JVs/ Subsidiaries and Associates with 8,816 beds
  - 11 Day care/ short surgical stay centres with 270 beds and 10 Cradles with 260 beds.
  - 5 Managed hospitals with 851 beds.
- Of the 8,816 owned hospital beds capacity, 7,267 beds were operational and had an occupancy of 38% in Q1 FY21.
- The total number of pharmacies as on Jun 30, 2020 was 3,780. Gross additions of 29 stores with 15 stores; Net addition of 14 stores in Q1 FY21.

Medical Initiatives Accomplish-ments

- Apollo Hospitals, Chennai has successfully performed a complicated Limb saving revascularization Procedure on a patient from Georgia. The patient sustained a crushing injury in his lower limb during his work on a cargo ship that was stationed near Chennai.
- Doctors at Indraprastha Apollo Hospital, operated a 52-year-old woman for removal of an ovarian tumour weighing 50 kg., the largest ever in the world to be operated on.
- Doctors at Apollo Children's Hospitals Chennai successfully saved two young lives by performing complicated living donor liver transplants on a six-month-old baby from Jharkhand and an eleven-year-old girl from Trichy during the pandemic.

Other Key Developments

- Secures NCLT approval for de-merger of front-end Pharmacy business. This reorganization effective 1st September 2020, helps set the platform for "Value Discovery" of the pharmacy business at a later stage, through a regulatorily compliant structure.
- Apollo Proton Cancer Centre, Chennai receives accreditation from the Joint Commission International (JCI), the country's first dedicated advanced cancer centre to receive this international accreditation and the eighth hospital in the Group to join the portfolio of JCI accredited hospitals.
- Apollo Hospitals supported the Medical Council of India (MCI) and Telemedicine Society of India (TSI) in their national level initiative to sensitize and train doctors around the country in deploying telehealth services.
- Preetha Reddy, Vice-Chairperson, Apollo Hospitals Group was named as new President of NATHEALTH, apex healthcare industry body.

IND AS 116
IMPACT ANALYSIS

Impact on P&L and Balance Sheet – Q1FY21

(₹ mio)

Ind AS 116 was effective 1st April 2019

AHEL Standalone (post IND AS 116)

Balance sheet

Right of use Asset as of Mar 31, 2020	12,700
Lease liabilities as of Mar 31, 2020	15,347
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	2,109

Profit & Loss

Revenue	-
Other expenses (Lease rent)	598
EBITDA	598
Amortisation	402
EBIT	196
Finance charge	323
PBT	127

AHEL Consolidated (post IND AS 116)

Balance sheet

Right of use Asset as of Mar 31, 2020	16,155
Lease liabilities as of Mar 31, 2020	20,100
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	3,052

Profit & Loss

Revenue	-
Other expenses (Lease rent)	782
EBITDA	782
Amortisation	524
EBIT	258
Finance charge	432
PBT	174

Note: Accounting increase in Assets & Liabilities in the Balance sheet (due to Right of Use Asset) optically supresses the ROCE and increases the leverage ratios. No real impact in actual business ROCE.

STANDALONE
FINANCIAL PERFORMANCE

Standalone Financial Performance – Total

(₹ mio)

	Q1 FY 20	Q1 FY 21	yoy (%)
Revenue	22,292	19,615	-12.0%
Operative Expenses	11,631	11,703	0.6%
Employee Expenses	3,528	3,768	6.8%
Administrative & Other Expenses	3,875	3,730	-3.7%
Total Expenses	19,034	19,201	0.9%
EBITDA (Pre Ind AS 116)	2,742	-184	-106.7%
margin (%)	*12.3%*	*-0.9%*	-1324 bps
EBITDA (Post Ind AS 116)	3,258	415	-87.3%
margin (%)	*14.6%*	*2.1%*	-1250 bps
Depreciation	1,098	1,264	15.2%
EBIT	2,160	-850	-139.4%
margin (%)	*9.7%*	*-4.3%*	-1402 bps
Financial Expenses	999	1,026	2.7%
Other Income	47	17	-64.5%
Profit Before Tax	1,208	-1,859	-253.9%
Profit After Tax	793	-1,491	-288.0%
margin (%)	*3.6%*	*-7.6%*	-1116 bps

Total Debt		33,004	
Cash & Cash equivalents (includes investment in liquid funds)		2,862	
Net Debt		30,142	

Key Highlights

- Q1 FY21 Revenues of ₹ 19,615 mio, 12.0% yoy degrowth
- Q1 FY21 EBITDA (Pre Ind AS 116) loss at ₹ (184) mio
- Q1 FY21 EBITDA (Post Ind AS 116) at ₹ 415 mio
- Q1 FY21 EBIT loss of ₹ (850) mio
- Q1 FY21 PAT loss of ₹ (1,491) mio

Ind-AS 116, effective 1st April 2019 has recognized interest expense on lease liabilities of ₹ 323 mio and depreciation on right-of-use asset of ₹ 402 mio. The effect of applying this standard resulted in reduction of PBT by ₹ 127 mio in Q1 FY 21

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 – Mature & New Breakup

(₹ mio)

		Healthcare Services (Mature)	New Hospitals	Proton	Healthcare Services (Total)	SAP	Standalone
Q1 FY 21	Hospitals	21	10	1	32		
	Operating beds	3,119	1,482	53	4,654		
	Occupancy	37%	35%	25%	36%		
	Revenue	4,840	1,792	192	6,824	12,791	19,615
	EBITDA (Pre Ind AS 116)	-612	-325	-51	-988	804	-184
	margin (%)	*-12.6%*	*-18.1%*		*-14.5%*	*6.3%*	*-0.9%*
	EBITDA (Post Ind AS	-510	-261	-34	-805	1,220	414
	margin (%)	*-10.5%*	*-14.6%*		*-11.8%*	*9.5%*	*2.1%*
	EBIT	-1,021	-521	-128	-1,670	820	-850
	margin (%)	*-21.1%*	*-29.1%*		*-24.5%*	*6.4%*	*-4.3%*
Q1 FY 20	Hospitals	22	10		32		
	Operating beds	3,348	1,449		4,797		
	Occupancy	65%	58%		63%		
	Revenue	9,165	2,552	8	11,724	10,568	22,292
	EBITDA (Pre Ind AS 116)	2,023	213	-81	2,155	587	2,742
	margin (%)	*22.1%*	*8.4%*		*18.4%*	*5.6%*	*12.3%*
	EBITDA (Post Ind AS	2,117	275	-78	2,315	944	3,258
	margin (%)	*23.1%*	*10.8%*		*19.7%*	*8.9%*	*14.6%*
	EBIT	1,662	16	-102	1,576	584	2,160
	margin (%)	*18.1%*	*0.6%*		*13.4%*	*5.5%*	*9.7%*
YOY Growth							
Revenue Growth		-47.2%	-29.8%	2457.3%	-41.8%	21.0%	-12.0%
EBITDA (Pre Ind AS 116) Growth						37.0%	
EBITDA (Post Ind AS 116) Growth						29.3%	-87.3%
EBIT Growth						40.4%	

Key Highlights

- Health Care Services revenue degrew by 41.8% from ₹ 11,724 mio in Q1 FY 20 to ₹ 6,824 mio in Q1 FY21
- New Hospitals revenues degrew by 29.8% from ₹ 2,552 mio in Q1 FY20 to ₹ 1,792 mio in Q1 FY 21
- SAP EBITDA of ₹ 804 mio (6.3% margin) in Q1 FY 21 as compared to ₹ 587 mio (5.6% margin) in Q1 FY 20

Standalone Financial Performance – Segment Reporting

(₹ mio)

	Q1 FY 20	Q1 FY 21	yoy (%)
Revenues from each segment			
Healthcare Services*	11,726	6,824	-41.8%
Stand-alone Pharmacy	10,568	12,791	21.0%
Total	22,294	19,616	-12.0%
Less: Intersegmental Revenue	2	1	
Net Revenues	22,292	19,615	-12.0%
Profit before Tax & Interest (EBIT)			
Healthcare Services*	1,494	-1,755	-217.4%
Stand-alone Pharmacy	496	709	42.8%
Total EBIT	1,991	-1,047	-152.6%
Profit before Tax & Interest (EBIT) margins			
Healthcare Services*	12.7%	-25.7%	
Stand-alone Pharmacy	4.7%	5.5%	84 bps
Total EBIT margin	8.9%	-5.3%	

Key Highlights

- Q1 FY21 Healthcare services Revenues at ₹ 6,824 mio, degrowth of 41.8%
- Q1 FY21 Standalone pharmacies Revenues at ₹ 12,791 mio, growth of 21.0%.

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

CONSOLIDATED FINANCIAL PERFORMANCE

Consolidated Financial Performance - Total

(₹ mio)

	Q1 FY 20	Q1 FY 21	yoy (%)
Total Revenues	25,719	21,715	-15.6%
EBITDA (Pre Ind AS 116)	2,946	-427	-114.5%
margin (%)	*11.5%*	*-2.0%*	*-1342 bps*
EBITDA (Post Ind AS 116)	3,637	355	-90.2%
margin (%)	*14.1%*	*1.6%*	*-1251 bps*
EBIT	2,252	-1,189	-152.8%
margin (%)	*8.8%*	*-5.5%*	*-1423 bps*
Profit After Tax	572	-2,082	-464.0%

Total Debt		37,082	
Cash & Cash equivalents (includes investment in liquid funds)		4,115	
Net Debt		32,966	

Ind-AS 116, effective 1st April 2019 has recognized interest expense on lease liabilities of ₹ 432 mio and depreciation on right-of-use asset of ₹ 523 mio. The effect of applying this standard resulted in reduction of PBT by ₹ 174 mio in Q1 FY 21.

Key Highlights

- Revenue degrowth of 15.6% from ₹ 25,719 mio in Q1 FY20 to ₹ 21,715 mio in Q1 FY21
- Q1 FY21 Consolidated EBITDA loss of ₹ (427) mio
- Q1 FY21 Consolidated PAT loss of ₹ (2,082) mio
- AHLL Consolidated PAT loss of ₹ (244) mio in Q1 FY21 vs PAT loss of ₹ (154) mio in Q1 FY20

Basis of consolidation in the Appendix (page 25)

Consolidated Financial Performance – Mature & New Breakup – Total

(₹ mio)

		Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Proton	Healthcare Serv Group (Total)	SAP	AHLL	Consol
Q1 FY 21	Hospitals	30	13	1	44			
	Operating beds	5,247	1,967	53	7,267			
	Occupancy	37%	40%	25%	38%			
	Revenue	5,430	2,277	192	7,899	12,791	1,024	21,715
	EBITDA (Pre Ind AS 116)	-666	-324	-51	-1,040	804	-191	-427
	margin (%)	-12.3%	-14.2%	-26.5%	-13.2%	6.3%	-18.6%	-2.0%
	EBITDA (Post Ind AS 116)	-552	-251	-34	-838	1,220	-27	355
	margin (%)	-10.2%	-11.0%	-17.8%	-10.6%	9.5%	-2.7%	1.6%
	EBIT	-1,128	-539	-128	-1,796	820	-213	-1,189
	margin (%)	-20.8%	-23.7%	-66.7%	-22.7%	6.4%	-20.8%	-5.5%
Q1 FY 20	Hospitals	31	13		44			
	Operating beds	5,474	1,874		7,348			
	Occupancy	68%	61%		66%			
	Revenue	10,320	3,201	8	13,528	10,568	1,622	25,719
	EBITDA (Pre Ind AS 116)	2,241	246	-81	2,407	587	-47	2,946
	margin (%)	21.7%	7.7%		17.8%	5.6%	-2.9%	11.5%
	EBITDA (Post Ind AS 116)	2,346	315	-78	2,583	944	110	3,637
	margin (%)	22.7%	9.8%		19.1%	8.9%	6.8%	14.1%
	EBIT	1,807	40	-102	1,746	584	-77	2,252
	margin (%)	17.5%	1.3%		12.9%	5.5%		8.8%
YOY Growth								
Revenue Growth		-47.4%	-28.9%		-41.6%	21.0%	-36.8%	-15.6%
EBITDA (Pre Ind AS 116) Growth						37.0%		
EBITDA (Post Ind AS 116) Growth						29.3%		-90.2%
EBIT Growth						40.4%		

Key Highlights

- Mature hospitals revenue degrew by 47.4% from ₹ 10,320 mio in Q1 FY 20 to ₹ 5,430 mio in Q1 FY21
- New Hospitals revenues degrew by 28.9% from ₹ 3,201 mio in Q1 FY20 to ₹ 2,277 mio in Q1 FY 21
- SAP EBITDA of ₹ 804 mio (6.3% margin) in Q1 FY 21 as compared to ₹ 587 mio (5.6% margin) in Q1 FY 20
- AHLL – Cradle & Clinics reported EBITDA loss of ₹ 191 mio as compared to loss of ₹ 47 mio in Q1 FY 20

OPERATIONAL PERFORMANCE HOSPITALS

Operational Performance – Hospitals (1/2)

(₹ mio)

	Total [8]			Tamilnadu Region (Chennai & others) [1]			AP, Telengana Region (Hyderabad & others) [2]		
Particulars	**Q1 FY 20**	**Q1 FY 21**	**yoy (%)**	**Q1 FY 20**	**Q1 FY 21**	**yoy (%)**	**Q1 FY 20**	**Q1 FY 21**	**yoy (%)**
No. of Operating beds	7,348	7,267		2,161	1,926		1,344	1,344	
Inpatient volume	1,14,043	63,105	-44.7%	31,518	13,582	-56.9%	18,642	8,428	-54.8%
Outpatient volume[6]	3,97,220	94,298	-76.3%	1,30,996	20,966	-84.0%	59,585	19,784	-66.8%
Inpatient ALOS (days)	3.87	3.95		3.48	4.07		3.96	4.20	
Bed Occupancy Rate (%)	66%	38%		56%	32%		60%	29%	
Inpatient revenue (₹ mio)	NA	NA		3,978	2,127	-46.5%	2,182	1,301	-40.4%
Outpatient revenue (₹ mio)	NA	NA		1,382	443	-68.0%	431	250	-41.9%
ARPOB (₹ /day)[7]	37,167	38,065	2.4%	48,833	46,473	-4.8%	35,401	43,862	23.9%
Total Net Revenue (₹ mio)[7]	NA	NA		5,360	2,569	-52.1%	2,613	1,551	-40.6%

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) Outpatient volume represents New Registrations only.

(7) 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.

(8) 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.

Operational Performance – Hospitals (2/2)

(₹ mio)

	Karnataka Region (Bangalore & others) [(3)]			Others [(4)]			Significant Subs/JVs/associates [(5)]		
Particulars	**Q1 FY 20**	**Q1 FY 21**	**yoy (%)**	**Q1 FY 20**	**Q1 FY 21**	**yoy (%)**	**Q1 FY 20**	**Q1 FY 21**	**yoy (%)**
No. of Operating beds	770	810		910	962		2,163	2,225	
Inpatient volume	13,826	8,435	-39.0%	16,238	13,307	-18.1%	33,819	19,353	-42.8%
Outpatient volume[(6)]	41,212	10,042	-75.6%	34,378	15,687	-54.4%	1,31,049	27,819	-78.8%
Inpatient ALOS (days)	3.58	3.16		4.10	3.78		4.19	4.23	
Bed Occupancy Rate (%)	71%	36%		80%	58%		72%	40%	
Inpatient revenue (₹ mio)	1,496	907	-39.3%	1,420	1,200	-15.5%	3,938	2,343	-40.5%
Outpatient revenue (₹ mio)	272	186	-31.4%	266	182	-31.6%	925	444	-52.0%
ARPOB (₹ /day)[(7)]	35,730	41,035	14.8%	25,311	27,451	8.5%	34,353	34,060	-0.9%
Total Net Revenue (₹ mio)[(7)]	1,767	1,093	-38.1%	1,687	1,383	-18.0%	4,863	2,787	-42.7%

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) Outpatient volume represents New Registrations only.
(7) 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.
(8) 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.

OPERATIONAL PERFORMANCE
STANDALONE PHARMACY

Operational Performance – Standalone Pharmacy

(₹ mio)

Batch	Particulars	Q1 FY 20	Q1 FY 21	yoy (%)
Upto FY 12 Batch	No of Stores	1100	1072	
	Revenue/store	3.96	4.24	7.0%
	EBITDA /store	0.33	0.37	12.0%
	EBITDA Margin %	8.3%	8.7%	39 bps
FY 13 to FY 15 Batch	No of Stores	608	595	
	Revenue/store	3.42	3.83	12.3%
	EBITDA /store	0.24	0.30	26.6%
	EBITDA Margin %	6.9%	7.8%	88 bps
Total	No. of Store	3,496	3,780	
	Revenue / Store	3.02	3.38	11.9%
	EBITDA / Store	0.17	0.21	26.8%
	EBITDA Margin %	5.5%	6.3%	74 bps
	Total Revenues	10,568	12,791	21.0%
	EBITDA	587	804	37.0%
	EBITDA Margin %	5.6%	6.3%	73 bps
Capex (Rs Mio)		118	43	
Capital Employed (Rs Mio)		8,331	10,590	
Total ROCE %		23.8%	26.8%	294 bps
Total No. of Employees		23,075	25,127	

Key Highlights

- Q1 FY21 Revenues at ₹ 12,791 mio, growth of 21.0%
- Q1 FY 21 EBITDA of ₹ 804 mio in FY20 as compared to ₹ 587 mio in Q1 FY20, growth of 37.0%
- EBITDA margins of 6.2% in Q1 FY21
- ROCE in Q1 FY21 at 26.8% as compared to 28.0% in Q1 FY20
- Gross addition of 29 stores and closed 15 stores in Q1 FY21. Net addition of 14 stores in Q1 FY21

  No. of stores as on 30th Jun 2020 is 3,780.

UPDATE ON

APOLLO HEALTH & LIFESTYLE & GLENEAGLES KOLKATA

Update on AHLL

(₹ mio)

	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	145	637	23	61	50	8	7	11
Footfalls/Day*	649	3843	195	43	817	34	8	19
Gross ARPP (Rs.)*	1748	648	2329	4488	1379	103751	26430	88407

		Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
Gross Revenue	Q1 FY21	218	241	607	0	-41	1,024
	Q1 FY20	267	532	939	0	-115	1,622
	Q1 vs Q1	-19%	-55%	-35%			-37%
Net Revenue	Q1 FY21	200	189	409	0	-40	758
	Q1 FY20	245	386	622	0	-104	1,149
	Q1 vs Q1	-18%	-51%	-34%			-34%
EBITDA (Pre Ind AS 116)	Q1 FY21	-26	-58	-57	-50	0	-191
	Q1 FY20	-3	18	-2	-61	1	-47
EBITDA (Post Ind AS 116)	Q1 FY21	-13	-14	49	-50	0	-27
	Q1 FY20	10	60	101	-61	1	110
EBIT	Q1 FY21	-51	-52	-57	-51	-2	-213
	Q1 FY20	-85	109	-37	-63	-2	-77
PAT	Q1 FY21	-39	-84	-160	-65	0	-348
	Q1 FY20	-16	-21	-137	-46	0	-219

Key Highlights

- AHLL reported EBITDA loss of ₹ (191) mio as compared to loss of ₹ (47) mio in Q1 FY20

* Footfalls and ARPP for diagnostics represent 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

Update on Gleneagles Kolkata

(₹ mio)

Apollo Gleneagles Kolkata			
Particulars	**Q1 FY 20**	**Q1 FY 21**	**yoy (%)**
Revenue	1,143	512	-55.2%
EBITDA (Pre Ind AS 116)	156	-250	
margin (%)	*13.7%*	*-48.9%*	
Profit after Tax	53	-342	
margin (%)	*4.6%*	*-66.8%*	
No. of Operating beds	700	700	
Bed Occupancy Rate (%)	79%	34%	
ARPOB (₹ /day)	29,638	33,561	13.2%

Key Highlights

- Apollo Gleneagles Kolkata reported Revenue of ₹ 512 mio in Q1 FY21, degrowth of 55%
- EBITDA (Pre Ind AS 116) loss of ₹ (250) mio in Q1 FY21 as compared to ₹ 156 mio in Q1 FY20
- PAT loss of ₹ (342) mio in Q1 FY21 as compared to ₹ 53 mio in Q1 FY20

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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Appendix: Basis of Consolidation

AHEL Standalone	Location	Description	AHEL Ownership
Chennai Main	Chennai	Hospital	100.0%
ACI - 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	
Apollo Proton & Cancer care	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 (old & new)	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	80.87%
Apollo Home Health care India Ltd	Chennai	Paramedical Services	100.00%
Apollo Health and Lifestyle Ltd.	Hyderabad	Apollo Clinics	70.25%
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	90.00%
Total Health			100.00%
Apollo Healthcare Technology Solutions ltd	Chennai	Hospital	40.00%
Assam Hospitals Ltd	Assam	Hospital	65.52%
Apollo Hospitals International Ltd.	Ahmedabad	Hospital	50.00%
Apollo Hospitals Singapore.PTE Limited			100.00%
Future Parking Pvt Ltd	Chennai	Infrastructure	100.00%
Apollo Medicals Pvt Ltd	Chennai	Pharmaceutical	100.00%
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 Therapautics Pvt Ltd	Ahmedabad	Stemcell Banking	24.50%
Apollo Medics	Lucknow	Hospital	50.00%

Hospitals – Understanding Key Operating Metrics

	Description	Formula / Calculation	Key Driver
Operating Beds	• Number of operating beds		• Project execution • Capital Expenditure
Occupancy	• In-patient Bed Days	• In-patient Bed Days Billed	• Brand • Doctor reputation • Quality of outcomes • Competition
ALOS	• Average Length of Stay per In-patient	• In-Patient Bed Days / In-Patient Admissions	• Case-Mix / Type of procedures • Leverage technology and quality of clinical care to shorten stay
ARPOB / day	• Average Revenue Per Occupied Bed Day	• (IP Revenue* + OP Revenue + Hospital Based Pharmacy Revenue) / IP Bed Days	• Case-Mix / Type of procedures • Better utilization of operational theatres, medical equipment • Pricing
Contribution	• Contribution	• Revenue – Variable costs	• Purchasing efficiency • Operating efficiency

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

THANK YOU