

13th August 2024

Apollo Hospitals announces Q1 FY25 results:

Q1 Consolidated Revenues grew 15% YoY to Rs 5,086 Crores

Q1 Consolidated EBITDA grew 33% YoY to Rs 675 Crores

Q1 Consolidated PAT grew 83% YoY to Rs 305 Crores

Apollo continued on its quest of the highest quality and continuous improvements. Launched the country wide Zero harm initiative, continued to perform high end medical cases on par with global benchmarks and added to the academic pursuits over publications and research initiatives

Apollo Hospitals launched its annual “Health of the Nation” report commemorating World Health Day 2024 highlighting the exponential rise of NCDs in India, including cancer, diabetes, hypertension, cardiovascular diseases, and mental health issues, all of which significantly impact the nation’s overall health.

Apollo Hospitals also launched a computer science program in partnership with University of Leicester to strengthen education and research ties between India and UK.

Apollo Hospitals’ flagship hospital located at Greams Road; Chennai received seventh consecutive accreditation from the Joint Commission International (JCI).

Marking a substantial advancement in the field of neuro-oncology, Apollo Cancer Centre, Chennai, conducted the world's first ever procedure for the removal of a deeply seated insular brain tumor through a groundbreaking eyebrow keyhole approach. The center also successfully performed India's first Robotic Cytoreductive Surgery (CRS) with Hyperthermic Intraperitoneal Chemotherapy (HIPEC) for peritoneal surface cancer.

Apollo Hospitals, Chennai achieved an important clinical milestone by successfully performing the first TRIC Valve Procedure in a patient with 2 prosthetic valves in India.

First-of-its-kind achievement in Central India for Apollo Hospitals this quarter included the introduction of the CORI Surgery System, a cutting-edge robotic platform for joint replacement surgeries, at its facility in Indore.

Q1FY25 CONSOLIDATED RESULTS

REVENUE

Q1 FY25 Revenues grew to Rs. 5,086 Crores; 15% YoY growth

Healthcare Services (HCS) Revenue at Rs. 2,637 Crore; 15% YoY growth

AHLL: Revenues at Rs. 366 Crores; 15% YoY growth

**Apollo HealthCo: Pharmacy Distribution & Digital Health Revenues at Rs. 2,082 Crores;
15% YoY growth**

GMV of Apollo 24/7 at Rs. 695 Crores

EBITDA

Q1 FY25 Consolidated EBITDA stood at Rs. 675 Crores; 33% YoY growth

Healthcare Services (HCS) EBITDA at Rs. 622 Crores; YoY growth of 15%

AHLL EBITDA at Rs. 31 Crores; YoY growth of 33%

Apollo HealthCo: Pharmacy distribution & Digital health EBITDA at Rs. 23 Crores

PAT

**Q1 FY25 Consolidated PAT Rs. 305 Crores, compared to Rs. 167 Crores in
Q1FY24; 83% YoY growth**

Healthcare Services (HCS) PAT at Rs. 328 Crore; YoY growth of 24%

Dr. Prathap C. Reddy, Chairman, Apollo Hospitals Group said:

“Apollo Hospitals has consistently strived to enhance the quality of healthcare delivery, as demonstrated by our flagship facility in Chennai receiving its seventh consecutive accreditation from JCI. This achievement highlights our dedication to patient safety, quality care, and effective leadership, aligning with our commitment to world-class healthcare as our core growth driver.

We continue to lead the industry in adopting and implementing best-in-class healthcare solutions and technologies to push the boundaries of healthcare for better patient outcomes. Our experts have achieved significant milestones, such as performing India's first Robotic Cytoreductive Surgery, introducing the CORI Surgery System for joint replacements, and conducting the first TRIC Valve Procedure in a patient with two prosthetic valves in India.

We are also championing efforts to counter the growing menace of non-communicable diseases (NCDs) in India. This year's 'Health of the Nation' report indicates that India is on the verge of becoming the cancer capital of the world. We are committed to tackling NCDs through an integrated approach driven by our leading experts and supported by technological innovations, aiming to reduce their impact and enhance patient outcomes.

In the first quarter of FY25, we have seen significant growth and improved the reach of our retail operations. As we continue our growth journey, we remain dedicated to advancing healthcare excellence, implementing innovative solutions, and improving access to the best healthcare services throughout India and beyond.”

Financial Performance

Consolidated Q1 FY25 Performance

- Revenues at Rs.50,856 mn vs Rs.44,178 mn in Q1 FY24; growth of 15% YoY
- EBITDA at Rs.6,750 mn vs Rs.5,090 mn in Q1FY24. This is after Apollo 24/7 cost of Rs 1,496 mn in the quarter (including Rs 196 mn non-cash ESOP charge) vs Rs 2,039 mn in Q1 FY24.
- Reported PAT at Rs.3,051 mn vs Rs.1,666 mn in Q1FY24
- Diluted EPS of Rs.21.23 per share in Q1 FY25 (not annualized)

Health Care service Q1 FY25 Performance

- Revenue at Rs.26,373 mn vs Rs 22,937 mn in Q1 FY24; growth of 15% YoY
- EBITDA grew by 15% at Rs.6,217 mn vs Rs.5,423 mn in Q1 FY24; Margins at 23.57% in Q1 FY25
- PAT stood at Rs.3,282 mn vs Rs.2,639 mn in Q1 FY24, 24% growth

Apollo Health and Lifestyle Limited Q1 FY25 Performance

- Revenue at Rs.3,661 mn vs Rs.3,187 mn in Q1 FY24; growth of 15% YoY
- EBITDA grew by 33% at Rs.309 mn vs Rs.233 mn in Q1 FY24; Margins at 8.43% in Q1 FY25
- PAT loss of Rs.102 mn vs loss of Rs.147 mn in Q1 FY24

Apollo HealthCo Q1 FY25 Performance

- Revenue at Rs.20,821 mn vs Rs.18,054 mn in Q1 FY24; growth of 15% YoY
- EBITDA at Rs.225 mn vs loss of Rs.566 mn in Q1 FY24; Margins at 1.08% in Q1 FY25
- PAT loss of Rs.129mn vs loss of Rs.826 mn in Q1 FY24

Q1 FY25 Segment-wise Performance Update

Healthcare Services (Hospitals)

As on June 30, 2024, Apollo Hospitals had 7,942 operating beds across the network (excluding AHLL & managed beds). The overall occupancy for hospitals was at 68% vs 62% in the same period in the previous year, aided by a strong increase in patient flows across hospitals with inpatient (IP) volume increasing by 11% and outpatient (OP) new registrations by 13%.

Consolidated Revenues of the healthcare services division increased by 15% to Rs.26,373 million in Q1FY25 compared to Rs.22,937 million in Q1FY24.

EBITDA (Post Ind AS 116) was at Rs. 6,217 million in Q1FY25 compared to Rs. 5,423 million in Q1FY24. EBITDA was higher by 15 % YoY.

Revenues in the **Tamil Nadu cluster** grew by 12%, IP Volumes grew by 6%. ARPOB grew by 4% to Rs. 75,595. Overall occupancy in the cluster was 1,311 beds (64% occupancy) as compared to 1,218 beds (58% occupancy) in the previous year.

In **AP Telangana region**, Revenues grew by 15%, IP volumes grew by 6%. ARPOB grew by 1% to Rs.57,084. Occupancy in the cluster was 783 beds (63% occupancy) as compared to 689 beds (54 % occupancy) in the previous year.

In **Karnataka region**, Revenues grew by 17%, IP volumes grew by 15%. ARPOB degrew by 5% to Rs.60,267. Occupancy in the cluster was 569 beds (76% occupancy) as compared to 465 beds (61% occupancy) in the previous year.

In **Eastern region**, Revenues grew by 14%, IP volumes grew by 11%. ARPOB grew by 2% to Rs.45,554. Occupancy in the cluster was 1,377 beds (75% occupancy) as compared to 1,228 beds (69% occupancy) in the previous year.

In **Western region**, Revenues grew by 19%, IP volumes grew by 24%. ARPOB was stable at Rs.50,466. Occupancy in the cluster was 472 beds (55% occupancy) as compared to 398 beds (50 % occupancy) in the previous year.

In **Northern region**, Revenues grew by 15%, IP volumes grew by 12%. ARPOB grew by 7% to Rs.61,769. Occupancy in the cluster was 875 beds (72% occupancy) as compared to 817 beds (74% occupancy) in the previous year.

Apollo Health and Lifestyle Limited: Diagnostics and Retail Healthcare

- AHLL Gross Revenue at Rs. 3,661 million; 15% YoY growth
- The diagnostics business has an overall network of over 2,300+ centres and spread across ~300 cities serving 15,000+ customer daily.
- Diagnostics Revenue stood at Rs.1,164 million and Spectra at Rs.743 million

Apollo HealthCo: Digital Healthcare and Omni-channel Pharmacy platform

- Apollo HealthCo, entered into a binding agreement to raise equity capital of almost \$300m (INR 2,475 Crores) from private equity investor, Advent International.
- Offline Pharmacy distribution revenues at Rs. 18,369 million in Q1FY25 while Revenues from Digital platform were at Rs. 2,452 million
- Overall Health Co Revenues were at Rs 20,821 million representing 15% YoY growth.
- 44 net new stores were opened in this quarter, taking the total number to 6,074 stores.
- GMV of Apollo 24/7 at Rs 6,954 million in Q1FY25, growth of 9% over Q1FY24.
- Avg Q1FY25 run rate of 63K/day order across Pharma, Diagnostics Consultations (including IP/OP referrals) compared to 55K/day in Q1FY24

CLINICAL EXCELLENCE HIGHLIGHTS

- Apollo Hospital, Chennai successfully performed the first TRIC Valve Procedure in a patient with 2 prosthetic valves in India.
- Apollo Hospitals, Bangalore, has successfully performed a 29-minute robotic mitral valve surgery on a 38-year-old Yemeni patient suffering from Mitral Valve Disease (MVD).
- Apollo Cancer Centre, Chennai, has performed the world's first ever removal of a deeply seated insular brain tumor through a groundbreaking eyebrow keyhole approach, marking a significant advancement in neuro-oncology.
- Apollo Cancer Centre, Chennai has successfully performed India's first Robotic Cytoreductive Surgery (CRS) with Hyperthermic Intraperitoneal Chemotherapy (HIPEC) for peritoneal surface cancer, offering patients with Pseudomyxoma Peritonei (PMP) a new standard of care through a minimally invasive, robotic-assisted approach.
- Apollo Hospitals, Indore, has introduced the CORI Surgery System, a cutting-edge robotic platform for joint replacement surgeries, marking a first-of-its-kind advancement in Central India.
- Apollo Proton Cancer Centre, Chennai (APCC) has successfully treated a rare skull base tumor in a 30-year-old athlete from Bahrain. The complex surgery was carried out by the team for over 26 hours.
- In a trailblazing move for pediatric healthcare, Apollo Hospital Trichy successfully completed its first paediatric living donor liver transplant.

NEW LAUNCHES, INITIATIVES AND PARTNERSHIPS

- Commemorating World Health Day 2024, Apollo Hospitals launched its annual “Health of the Nation” shedding light on the concerning rise of non-communicable diseases in India, including cancer, diabetes, hypertension, cardiovascular diseases, and mental health issues, all of which significantly impact the nation’s overall health.
- The Apollo University (TAU), a part of the Apollo Hospitals Group partnered with University of Leicester to strengthen education and research ties between India and UK with the launch of a computer science programme

AWARDS AND ACCOLADES

- Apollo Hospitals Group has received seventh consecutive accreditation from the Joint Commission International (JCI) for its Flagship Hospital, Apollo Greams Road.
- Apollo Hospital Indore was honored at the Times Health Excellence 2024 awards for its comprehensive range of medical services and specialties. Dr. Roshan Rao and Dr. Sarita Rao, Senior Consultants at Apollo Hospitals Indore, represented the Department of Cardiology and received the award for their outstanding contributions to cardiac care.
- Apollo Navi Mumbai was recognized for Best Clinical Excellence and Patient Care at the Mid-Day Health & Wellness Icons 2024 Awards.
- At the Rotary Capital Awards 2024, organized by the Rotary Club of Chennai Capital, Joy Verghese, Neurosurgeon at Apollo Hospital, received the Professional Excellence Award.
- Group Chief Financial Officer, Mr. Krishnan Akhileswaran, has been honored as the best CFO — 7th Edition of BW CFO awards 2024

About Apollo Hospitals Enterprise Ltd. (AHEL)

Apollo revolutionized healthcare when Dr PrathapReddy opened the first hospital in Chennai in 1983. Today Apollo is the world's largest integrated healthcare platform with over 10,000 beds across 73 hospitals, over 6000 pharmacies and over 2500 clinics and diagnostic centers as well as 500+ telemedicine centers. Since its inception, Apollo has emerged as one of the world's premier cardiac centers, having conducted over 300,000+ angioplasties and 200,000+ surgeries. 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

For further information, please contact:

For Media / Investors

R Krishnakumar

Apollo Hospitals Ltd.

Krishnakumar_r@apollohospitals.com

+91 44 2829 7840

Mayank Vaswani

CDR India

mayank@cdr-india.com

+91 22 6645 1230

Disclaimer

Some of the statements in this document that are not historical facts are forward looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate.

These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry.

Further, this document may make references to reports and publications available in the public domain. Apollo Hospitals Enterprise Ltd. makes no representation as to their accuracy or that the company subscribes to those views / findings.