# APOLLO HOSPITALS ENTERPRISE LIMITED

## Earnings Update Q2 FY24

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# 01

## Operational & Financial Snapshot

# Q2FY24 Operational Snapshot

## Healthcare Services (Hospitals)

- 44 Owned + 5 Managed Hospitals
- 9,155 Owned & Managed Beds
- 68% Occupancy — H1FY24: 65%
- ₹ 57,391 / day ARPOB[1] — H1FY24: ₹ 57,581
- 149,197 In-patients

## Diagnostics & Retail Health

- 22 Ambulatory care & Birthing Centers
- 634 Beds
- 2,165 Diagnostics Centers
- 327 Clinics
- 126 Dialysis Centers
- 142 Dental Centers

## Digital Health & Pharmacy Distribution

- 5,671 Outlets
- ~16.52% Private label / Generic sales
- ~29 mm Registered users
- ~6,200+ Doctors

[1]ARPOB is net of fees paid to "fee for service doctors" and is netted off in the Reported Revenues.

## Clinical Updates/New Initiatives

- Apollomedics Super Specialty Hospital, Lucknow achieved a milestone landmark by performing 100 Successful Solid Organ Transplants. This is the only private hospital in the region to perform Cadaveric Liver & Kidney Transplants
- Apollo Hospitals introduced India’s first Comprehensive Connected Care Services nationally. Through this, Apollo will offer clinical teams and nursing staff a holistic real-time view of the patient, across several care touchpoints along the patient journey
- Apollo Hospitals, Jubilee Hills, Hyderabad successfully performed a complex and novel non-surgical mitral valve procedure on a patient with recurrent heart failure.
- Apollo Hospitals expanded its presence in Kolkata with an acquisition of a partially built hospital. This will be Apollo's second hospital in Kolkata and fifth in the eastern region, and Apollo further strengthens its position as the largest healthcare provider in the region with over 1800 beds across Kolkata, Bhubaneshwar and Guwahati.

# Q2FY24 Financial Snapshot

| | | Revenue (in ₹ Mio) | Growth YoY(%) | EBITDA[1] (in ₹ Mio) | | Growth YoY(%) | EBITDA[1] Margin (%) | PAT (in ₹ Mio) | Growth YoY(%) |
|---|---|---|---|---|---|---|---|---|---|
| Healthcare Services | | 25,472 | ↑ 12% | 6,345 | | ↑ 11% | 24.9% | 3,136 | ↑ 14% |
| Health Co | Offline PD^ | 17,143 | ↑ 14% | 1,304 | (387) | ↑ 9% | 7.6% | (678) | NA |
| | Online PD^ & 24\|7 | 2,312 | ↑ 46% | (1,690)* | | NA | | | |
| AHLL | | 3,542 | ↑ 11% | 318 | | ↓ 16% | 9.0% | (130) | NA |
| Consolidated | | 48,469 | ↑ 14% | 6,276 | | ↑ 11% | 12.9% | 2,329 | ↑ 14% |

**^PD**: Pharmacy Distribution

1 EBITDA Post INDAS 116 | * Includes 24|7 Operating cost

# H1FY24 Financial Snapshot

| | Revenue (in ₹ Mio) | Growth YoY(%) | EBITDA[1] (in ₹ Mio) | Growth YoY(%) | EBITDA[1] Margin (%) | PAT (in ₹ Mio) | Growth YoY(%) |
|---|---|---|---|---|---|---|---|
| Healthcare Services | 48,409 | ↑ 13% | 11,768 | ↑ 11% | 24.3% | 5,775 | ↑ 16%[2] |
| Health Co – Offline PD^ | 33,144 | ↑ 16% | 2,554 | ↑ 11% | 7.7% | (1,503) | NA |
| Health Co – Online PD^ & 24\|7 | 4,365 | ↑ 57% | (3,506)* | NA | | | |
| Health Co EBITDA total | | | (953) | | | | |
| AHLL | 6,730 | ↑ 10% | 550 | ↓ 18% | 8.2% | (277) | NA |
| Consolidated | 92,647 | ↑ 15% | 11,365 | ↑ 8% | 12.3% | 3,995 | ↑ 7%[2] |

**^PD**: Pharmacy Distribution

1 EBITDA Post INDAS 116 | 2 Growth excludes one-off DT reversal of Rs.1466 mio in Q1FY23| * Includes 24|7 Operating cost

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# Consolidated Financials

# Consolidated Financials Q2 FY24

| ₹ Mio | | Healthcare Services | Diagnostics & Retail Health (AHLL) | Digital Health & Pharmacy Distribution (AHE) | Consol |
|---|---|---|---|---|---|
| Q2 FY 24 | Total Revenues | 25,472 | 3,542 | 19,454 | 48,469 |
| | EBITDA (Pre 24\|7 Cost) | 6,344 | 318 | 1,586 | 8,248 |
| | margin (%) | 24.9% | 9.0% | 8.2% | 17.0% |
| | 24/7 Operating Cost | | | -1,622 | -1,622 |
| | ESOP(Non Cash expense) | | | -351 | -351 |
| | EBITDA | 6,344 | 318 | -387 | 6,275 |
| | margin (%) | 24.9% | 9.0% | - | 12.9% |
| | EBIT | 5,123 | 30 | -512 | 4,641 |
| | margin (%) | 20.1% | 0.9% | - | 9.6% |
| | PBT | 4,625 | -158 | -677 | 3,790 |
| | margin (%) | 18.2% | - | - | 7.8% |
| | PAT (Reported) | 3,136 | -130 | -678 | 2,329 |
| Q2 FY 23 | Total Revenues | 22,645 | 3,183 | 16,683 | 42,511 |
| | EBITDA (Pre 24\|7 Cost) | 5,712 | 377 | 1,308 | 7,398 |
| | margin (%) | 25.2% | 11.9% | 7.8% | 17.4% |
| | 24/7 Operating Cost | | | -1,524 | -1,524 |
| | ESOP(Non Cash expense) | | | -220 | -220 |
| | EBITDA | 5,712 | 377 | -436 | 5,654 |
| | margin (%) | 25.2% | 11.9% | - | 13.3% |
| | EBIT | 4,515 | 132 | -543 | 4,104 |
| | margin (%) | 19.9% | 4.1% | - | 9.7% |
| | PBT | 3,983 | -10 | -702 | 3,271 |
| | margin (%) | 17.6% | - | - | 7.7% |
| | PAT (Reported) | 2,744 | -13 | -692 | 2,040 |
| **YOY Growth** | | | | | |
| Revenue | | 12% | 11% | 17% | 14% |
| EBITDA (Pre 24\|7 Cost) | | 11% | -16% | 21% | 11% |

- Overall Consolidated **Revenue grew by 14% to ₹ 48,469 mio.**
  - HCS Revenue grew by **12%**
  - AHLL grew by **11%**
  - Apollo HealthCo grew by **17%**
- EBITDA excluding 24|7 cost increased by 11% to ₹ 8,248 mio.
- Consolidated **PAT grew by 14%.**

# Consolidated Financials H1 FY24

| ₹ Mio | | Healthcare Services | Diagnostics & Retail Health (AHLL) | Digital Health & Pharmacy Distribution (AHE) | Consol |
|---|---|---|---|---|---|
| **H1 FY 24** | **Total Revenues** | **48,409** | **6,730** | **37,508** | **92,647** |
| | **EBITDA (Pre 24\|7 Cost)** | **11,767** | **550** | **3,060** | **15,377** |
| | **margin (%)** | **24.3%** | **8.2%** | **8.2%** | **16.6%** |
| | 24/7 Operating Cost | | | -3,370 | -3,370 |
| | ESOP(Non Cash expense) | | | -643 | -643 |
| | **EBITDA** | **11,767** | **550** | **-953** | **11,365** |
| | **margin (%)** | **24.3%** | **8.2%** | **-** | **12.3%** |
| | EBIT | 9,333 | -72 | -1,199 | 8,062 |
| | margin (%) | 19.3% | - | - | 8.7% |
| | PBT | 8,355 | -363 | -1,502 | 6,490 |
| | margin (%) | 17.3% | - | - | 7.0% |
| | **PAT (Reported)** | **5,775** | **-277** | **-1,503** | **3,995** |
| **H1 FY 23** | **Total Revenues** | **42,879** | **6,113** | **31,475** | **80,467** |
| | **EBITDA (Post Ind AS 116) (Pre 24\|7 Cost)** | **10,556** | **672** | **2,490** | **13,717** |
| | **margin (%)** | **24.6%** | **11.0%** | **7.9%** | **17.0%** |
| | 24/7 Operating Cost | 0 | 0 | -2,936 | -2,936 |
| | | | | -220 | -220 |
| | **EBITDA (Post Ind AS 116)** | **10,556** | **672** | **-667** | **10,561** |
| | **margin (%)** | **24.6%** | **11.0%** | **-** | **13.1%** |
| | EBIT | 8,220 | 192 | -879 | 7,533 |
| | margin (%) | 19.2% | 3.1% | - | 9.4% |
| | PBT | 7,114 | -98 | -1,203 | 5,813 |
| | margin (%) | 16.6% | - | - | 7.2% |
| | **PAT (Normalized for exceptional charge / write back)[1]** | **4,969** | **-72** | **-1,152** | **3,745** |
| | Add: Exceptional item | | | | 1,466 |
| | **PAT (Reported)** | | | | **5,211** |
| Revenue | | 13% | 10% | 19% | 15% |
| EBITDA (Pre 24\|7 Cost) | | 11% | -18% | 23% | 12% |

| | HCS | Health Co | AHLL |
|---|---|---|---|
| Gross Debt | 21,543 | 5,994 | 2,563 |
| Cash & Cash Equivalents | 13,520 | 532 | 833 |
| Net Debt | 8,024 | 5,463 | 1,730 |

Includes investments in liquid funds and FDs of ₹ 10,160 mio

| | |
|---|---|
| Consol Gross Debt | 30,100 |
| Consol Net Debt | 15,216 |

**H1FY23[1] :Exceptional item** Deferred Tax reversal on migration to lower tax regime of ₹1,466 mio;

# 03

# Healthcare Services

## Hospitals

# Consolidated Healthcare Services Performance

| ₹ Mio | Q2 FY24 | Q2 FY23 | YoY |
|---|---|---|---|
| No of Hospitals | 44 | 44 | |
| Operating beds | 7765 | 7872 | -1% |
| Occupancy | 68% | 68% | |
| **Revenue** | **25,472** | **22,645** | **12%** |
| **EBITDA (Post Ind AS 116)** | **6,344** | **5,712** | **11%** |
| **margin (%)** | **24.9%** | **25.2%** | **-32 bps** |
| EBIT | 5,123 | 4,515 | 13% |
| margin (%) | 20.1% | 19.9% | 17 bps |
| PBT | 4,625 | 3,983 | 16% |
| **PAT** | **3,136** | **2,744** | **14%** |
| Margin | 12.3% | 12.1% | 19 bps |

| H1 FY24 | H1 FY23 | YoY |
|---|---|---|
| 44 | 44 | |
| 7765 | 7872 | -1% |
| 65% | 64% | |
| **48,409** | **42,879** | **13%** |
| **11,767** | **10,556** | **11%** |
| **24.3%** | **24.6%** | **-31 bps** |
| 9,333 | 8,220 | 14% |
| 19.3% | 19.2% | 11 bps |
| 8,355 | 7,114 | 17% |
| **5,775** | **4,969** | **16%** |
| 11.9% | 11.6% | 34 bps |

| Capital employed excl CWIP* (H1 24) | 66,871 | ROCE 28% |
|---|---|---|

*CWIP of ₹ 7,399 mio towards new projects under development

- HCS Revenue grew by 12% in Q2FY24 ( Volume growth of 4% price and case mix of 8%).
- Self pay and Insurance grew by 14% in Revenue vs Q2FY23 ; aided by strong surgical mix.

  International patients revenue witnessed 20% increase in Q2FY24.
- ARPOB[1] grew by **14%** to **₹57,391 in Q2FY24** ; ₹57,581 growth of 13% in H1 FY24

[1]ARPOB is net of fees paid to “fee for service doctors” and is netted off in the Reported Revenues.

# Region wise Operational Parameters Q2FY24

| | Total [7] | | | Tamilnadu Region (Chennai & ROTN)[1] | | | AP, Telengana Region (Hyderabad & others)[2] | | | Karnataka Region (Bangalore & others)[3] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Particulars | Q2 FY 23 | Q2 FY 24 | yoy (%) | Q2 FY 23 | Q2 FY 24 | yoy (%) | Q2 FY 23 | Q2 FY 24 | yoy (%) | Q2 FY 23 | Q2 FY 24 | yoy (%) |
| No. of Operating beds | 7,872 | 7,765 | | 2,151 | 2,049 | | 1,297 | 1,270 | | 761 | 718 | |
| Inpatient volume | 143,387 | 149,197 | 4.1% | 37,979 | 37,868 | -0.3% | 20,948 | 20,475 | -2.3% | 16,033 | 16,874 | 5.2% |
| Outpatient volume[8] | 490,961 | 513,745 | 4.6% | 159,343 | 146,737 | -7.9% | 52,266 | 61,147 | 17.0% | 48,338 | 55,296 | 14.4% |
| Inpatient ALOS (days) | 3.44 | 3.26 | | 3.30 | 3.08 | | 3.67 | 3.45 | | 3.16 | 2.85 | |
| Bed Occupancy Rate (%) | 68% | 68% | | 63% | 62% | | 64% | 60% | | 72% | 73% | |
| Inpatient revenue (₹ mio) | NA | NA | | 6,214 | 6,536 | 5.2% | 2,979 | 3,306 | 11.0% | 2,240 | 2,453 | 9.5% |
| Outpatient revenue (₹ mio) | NA | NA | | 1,917 | 2,208 | 15.2% | 582 | 676 | 16.2% | 411 | 477 | 16.2% |
| ARPOB (₹ /day)[9] | 50,353 | 57,391 | 14.0% | 64,801 | 75,076 | 15.9% | 46,280 | 56,359 | 21.8% | 52,295 | 61,011 | 16.7% |
| Total Net Revenue (₹ mio)[7] | NA | NA | | 8,131 | 8,745 | 7.5% | 3,561 | 3,982 | 11.8% | 2,651 | 2,931 | 10.5% |

| | Eastern Region[4] | | | Western Region[5] | | | Northern Region[6] | | |
|---|---|---|---|---|---|---|---|---|---|
| Particulars | Q2 FY 23 | Q2 FY 24 | yoy (%) | Q2 FY 23 | Q2 FY 24 | yoy (%) | Q2 FY 23 | Q2 FY 24 | yoy (%) |
| No. of Operating beds | 1,750 | 1,771 | | 802 | 861 | | 1,111 | 1,096 | |
| Inpatient volume | 31,445 | 32,715 | 4.0% | 11,300 | 14,025 | 24.1% | 25,682 | 27,240 | 6.1% |
| Outpatient volume[8] | 104,951 | 114,033 | 8.7% | 57,871 | 57,449 | -0.7% | 68,192 | 79,083 | 16.0% |
| Inpatient ALOS (days) | 3.88 | 3.84 | | 3.78 | 3.45 | | 2.92 | 2.84 | |
| Bed Occupancy Rate (%) | 76% | 77% | | 58% | 61% | | 73% | 77% | |
| Inpatient revenue (₹ mio) | 3,658 | 4,346 | 18.8% | 1,437 | 1,793 | 24.8% | 3,312 | 3,856 | 16.4% |
| Outpatient revenue (₹ mio) | 1,029 | 1,204 | 17.0% | 337 | 436 | 29.4% | 591 | 711 | 20.4% |
| ARPOB (₹ /day)[9] | 38,398 | 44,184 | 15.1% | 41,516 | 46,021 | 10.9% | 51,958 | 59,081 | 13.7% |
| Total Net Revenue (₹ mio)[7] | 4,687 | 5,550 | 18.4% | 1,774 | 2,229 | 25.7% | 3,903 | 4,567 | 17.0% |

**Notes:**

(1) Tamilnadu region includes Chennai, 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) Eastern region includes Bhubaneswar, Bilaspur, Guwahati, Kolkata.

(5) Western region includes Ahmedabad,Mumbai, Nashik.

(6) Northern region includes Delhi, Lucknow and Indore

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

(8) Outpatient volume represents New Registrations only.

(9) 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.

# Region wise Operational Parameters H1FY24

| | Total [7] | | | Tamilnadu Region (Chennai & ROTN)[1] | | | AP, Telengana Region (Hyderabad & others)[2] | | | Karnataka Region (Bangalore & others)[3] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Particulars** | **H1 FY 23** | **H1 FY 24** | **yoy (%)** | **H1 FY 23** | **H1 FY 24** | **yoy (%)** | **H1 FY 23** | **H1 FY 24** | **yoy (%)** | **H1 FY 23** | **H1 FY 24** | **yoy (%)** |
| No. of Operating beds | 7,872 | 7,765 | | 2,151 | 2,049 | | 1,297 | 1,270 | | 761 | 718 | |
| Inpatient volume | 269,898 | 283,043 | 4.9% | 71,931 | 73,114 | 1.6% | 38,623 | 39,004 | 1.0% | 30,196 | 31,967 | 5.9% |
| Outpatient volume[8] | 953,594 | 972,439 | 2.0% | 305,971 | 282,048 | -7.8% | 95,829 | 109,530 | 14.3% | 93,634 | 102,959 | 10.0% |
| Inpatient ALOS (days) | 3.41 | 3.27 | | 3.27 | 3.11 | | 3.61 | 3.42 | | 3.07 | 2.83 | |
| Bed Occupancy Rate (%) | 64% | 65% | | 60% | 61% | | 59% | 57% | | 67% | 69% | |
| Inpatient revenue (₹ mio) | NA | NA | | 11,548 | 12,636 | 9.4% | 5,621 | 6,240 | 11.0% | 4,114 | 4,713 | 14.6% |
| Outpatient revenue (₹ mio) | NA | NA | | 3,728 | 4,187 | 12.3% | 1,092 | 1,271 | 16.4% | 778 | 890 | 14.4% |
| ARPOB (₹ /day)[9] | 51,136 | 57,581 | 12.6% | 64,845 | 74,015 | 14.1% | 48,208 | 56,338 | 16.9% | 52,721 | 62,050 | 17.7% |
| Total Net Revenue (₹ mio)[7] | NA | NA | | 15,275 | 16,824 | 10.1% | 6,713 | 7,511 | 11.9% | 4,892 | 5,604 | 14.6% |

| | Eastern Region[4] | | | Western Region[5] | | | Northern Region[6] | | |
|---|---|---|---|---|---|---|---|---|---|
| **Particulars** | **H1 FY 23** | **H1 FY 24** | **yoy (%)** | **H1 FY 23** | **H1 FY 24** | **yoy (%)** | **H1 FY 23** | **H1 FY 24** | **yoy (%)** |
| No. of Operating beds | 1,750 | 1,771 | | 802 | 861 | | 1,111 | 1,096 | |
| Inpatient volume | 59,701 | 62,292 | 4.3% | 20,582 | 24,179 | 17.5% | 48,865 | 52,487 | 7.4% |
| Outpatient volume[8] | 205,188 | 213,855 | 4.2% | 115,304 | 112,073 | -2.8% | 137,668 | 151,974 | 10.4% |
| Inpatient ALOS (days) | 3.88 | 3.81 | | 3.77 | 3.50 | | 2.93 | 2.89 | |
| Bed Occupancy Rate (%) | 72% | 73% | | 53% | 54% | | 70% | 76% | |
| Inpatient revenue (₹ mio) | 6,951 | 8,295 | 19.3% | 2,729 | 3,255 | 19.3% | 6,294 | 7,485 | 18.9% |
| Outpatient revenue (₹ mio) | 1,978 | 2,242 | 13.3% | 661 | 793 | 19.9% | 1,131 | 1,370 | 21.1% |
| ARPOB (₹ /day)[9] | 38,557 | 44,401 | 15.2% | 43,684 | 47,873 | 9.6% | 51,845 | 58,405 | 12.7% |
| Total Net Revenue (₹ mio)[7] | 8,929 | 10,537 | 18.0% | 3,390 | 4,048 | 19.4% | 7,425 | 8,855 | 19.3% |

**Notes:**

(1) Tamilnadu region includes Chennai, 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) Eastern region includes Bhubaneswar, Bilaspur, Guwahati, Kolkata.

(5) Western region includes Ahmedabad,Mumbai, Nashik.

(6) Northern region includes Delhi, Lucknow and Indore

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

(8) Outpatient volume represents New Registrations only.

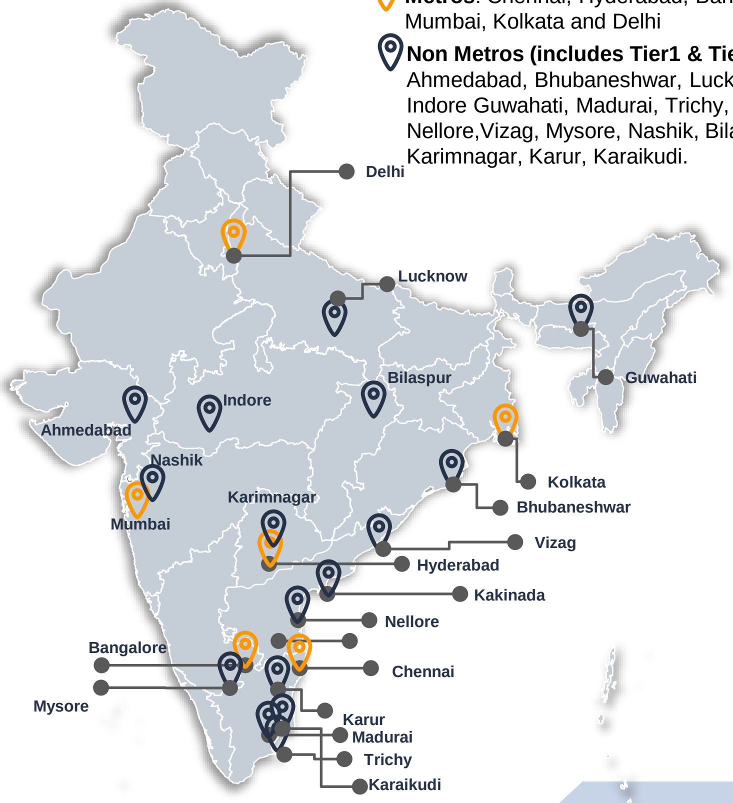
(9) Revenues under Ind AS have been grossed up for Fixed fee Doctors & considered separately as operating cost. This was earlier being netted off from Revenues under Indian GAAP.

# Strong ROCE across Metros and Non Metros

| | Metros | Non Metros |
|---|---|---|
| Operating Beds | 4,570 | 3,195 |
| Occupancy | 66% | 63% |
| ARPOB[1] | 69,472 | 40,100 |
| ROCE | 29% | 23% |

**Metros**: Chennai, Hyderabad, Bangalore, Mumbai, Kolkata and Delhi

**Non Metros (includes Tier1 & Tier2 cities)** Ahmedabad, Bhubaneshwar, Lucknow, Indore Guwahati, Madurai, Trichy, Nellore,Vizag, Mysore, Nashik, Bilaspur, Karimnagar, Karur, Karaikudi.




[1]ARPOB is net of fees paid to "fee for service doctors" and is netted off in the Reported Revenues.

# Healthcare Services : Expansion Plan

| Project | Nature | Total Beds | Census Beds | Project Cost (in Crs) | Remarks |
|---|---|---|---|---|---|
| **Expected commisioning : FY25** | | | | | |
| Gachibowli, Hyderabad | Greenfield - Asset Light | 375 | 300 | ₹ 370 | Q4 FY25 |
| Bangalore | Brownfield | 150 | 110 | ₹ 150 | Q4 FY25 |
| Sonarpur Kolkata | Hospital Asset Acquisition | 220 | 180 | ₹ 240 | Q4 FY25 |
| Royal Mudhol Pune | Hospital Asset Acquisition | 425 | 350 | ₹ 675 | Upfront Deposit /Capex and deferred payment.Q1 FY25 Phase 1 - 250 beds FY26 end : Phase 2- 100 additional beds |
| | | **1,170** | **940** | **₹ 1,435** | |
| **Expected commisioning : FY26** | | | | | |
| Gurgaon | Hospital Asset Acquisition | 550 | 420 | ₹ 550 | Q4 FY26 |
| SSPM & Mysore Expansion | Brownfield | 140 | 125 | ₹ 150 | Mysore H1 FY26; SSPM H2 FY26 |
| | | **690** | **545** | **₹ 700** | |
| **Expected commisioning : FY27** | | | | | |
| OMR Medicity | Greenfield | 600 | 500 | ₹ 725 | H2 FY27 |
| Varanasi | Greenfield | 400 | 300 | ₹ 575 | H2 FY27 |
| | | **1,000** | **800** | **₹ 1,300** | |
| **Total** | | **2,860** | **2,285** | **₹ 3,435** | |

- Continue to evaluate bolt-on-acquisitions in select Tier-1 cites and Metros
- Greenfield/ Brownfield additions in both Mumbai & Bangalore under active consideration

04

# Diagnostics & Retail Health

## Apollo Health & Lifestyle Ltd

# Executive Summary

## Primary Care

- TG-specific service lines being formulated based on micro-market environment
- Focus on deep community connect and engagement
- Corporate empanelment via customized portals for better utilization of employee benefits

## Diagnostics

- Rapid expansion of PCC network (400+ Centres in H1 FY24)
- Revenue growth of 25% YoY in H1 FY24 vs 10-12% industry average
- Improved Margin profile due to revision in channel partner share, optimizing logistics, enhanced lab utilization, platform change (dry to wet chemistry), year end landing expected in mid teens
- Wellness segment growing month on month by 8-10%, projected to constitute 15-18% of the overall business in near future
- Test menu enhancement underway with major focus on Oncogenomics, Reproductive Diagnostics and Autoimmune.

## Specialty Care

- Cradle: Expansion in key markets across select metros to consolidate market share; 1 new centre launched in Q2 FY24 in Delhi NCR, 1 centre to be commissioned in Bangalore by end of Q3 FY24; Focus on building deeper capabilities for advanced pediatrics and comprehensive women's health
- Spectra: Focus on improving operational efficiencies, improving case-mix, revamping doctor engagement model
- Fertility: Revenue growth of 30% YoY in H1 FY24. Unit economics improving across the board with maturing centers

# Financial Performance Q2FY24

| Q2 FY24 | Clinics | Diagnostics | Sugar | Dental | Dialysis | Cradles (IP) | IVF | Spectra (IP) |
|---|---|---|---|---|---|---|---|---|
| Network | 327 | 2,165 | 66 | 142 | 126 | 11 | 17 | 11 |
| Footfalls/Day* | 2,681 | 15,943 | 528 | 242 | 1,938 | 57 | 45 | 75 |
| Gross ARPP (Rs.)* | 2,051 | 753 | 3,163 | 6,538 | 1,616 | 101,568 | 41,058 | 97,149 |

| ₹ Mio | | Diagnostics | Primary Care | Specialty Care | Corporate | Intra Group | AHLL (Consol) |
|---|---|---|---|---|---|---|---|
| Gross Revenue | Q2 FY24 | 1239 | 958 | 1537 | 0 | -192 | 3,542 |
| | Q2 FY23 | 1040 | 880 | 1430 | 0 | -167 | 3,183 |
| | Q2 vs Q2 | 19% | 9% | 8% | | | 11% |
| EBITDA | Q2 FY24 | 149 | 204 | 152 | -188 | 0 | 318 |
| | Q2 FY23 | 148 | 66 | 278 | -114 | 0 | 378 |
| Margin | Q2 FY24 | 12% | 21% | 10% | | 0% | 9% |
| | Q2 FY23 | 14% | 7% | 19% | | 0% | 12% |
| EBIT | Q2 FY24 | 114 | 137 | -30 | -191 | 0 | 30 |
| | Q2 FY23 | 117 | -1 | 133 | -117 | 1 | 132 |
| PAT | Q2 FY24 | 107 | 97 | -176 | -217 | 0 | -188 |
| | Q2 FY23 | 107 | -15 | 9 | -119 | 0 | -18 |

- AHLL Core Revenues (excluding Covid Vaccination, Covid Testing and Isolation Centre Revenues which were one-off revenues during the Covid period) **grew by 17% YoY in Q2 FY 24.**
- Non-Covid Diagnostics revenue (excluding Covid Testing) **grew by 34% YoY** in Q2 FY24.
.
- Core revenues of primary care **grew by 23%** YOY in Q2 FY24

* Footfalls and ARPP for diagnostics represent outpatient / 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

# Financial Performance H1FY24

| H1 FY24 | Clinics | Diagnostics | Sugar | Dental | Dialysis | Cradles (IP) | IVF | Spectra (IP) |
|---|---|---|---|---|---|---|---|---|
| Network | 327 | 2,165 | 66 | 142 | 126 | 11 | 17 | 11 |
| Footfalls/Day* | 2,470 | 15,024 | 500 | 233 | 1,894 | 52 | 36 | 73 |
| Gross ARPP (Rs.)* | 2,055 | 749 | 3,103 | 6,380 | 1,617 | 103,997 | 39,197 | 101,440 |

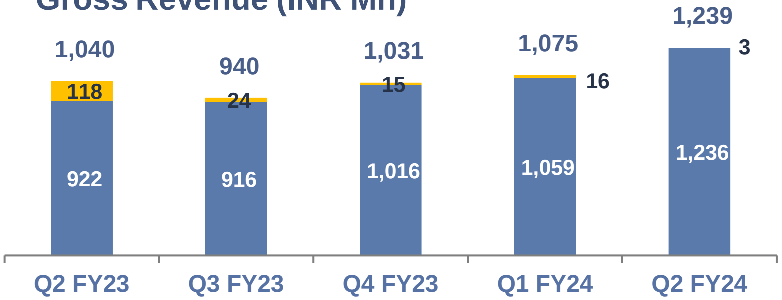
| ₹ Mio | | Diagnostics | Primary Care | Specialty Care | Corporate | Intra Group | AHLL (Consol) |
|---|---|---|---|---|---|---|---|
| Gross Revenue | H1 FY24 | 2314 | 1804 | 2967 | 0 | -356 | 6,730 |
| | H1 FY23 | 1856 | 1730 | 2826 | 0 | -300 | 6,113 |
| | H1 Vs H1 | 25% | 4% | 5% | | | 10% |
| EBITDA | H1 FY24 | 224 | 307 | 358 | -340 | 1 | 550 |
| | H1 FY23 | 186 | 201 | 493 | -210 | 1 | 672 |
| Margin | **H1 FY24** | **10%** | **17%** | **12%** | | **0%** | **8%** |
| | **H1 FY23** | **10%** | **12%** | **17%** | | **0%** | **11%** |
| EBIT | H1 FY24 | 158 | 174 | -59 | -346 | 1 | -72 |
| | H1 FY23 | 127 | 69 | 211 | -216 | 1 | 192 |
| PAT | H1 FY24 | 143 | 105 | -263 | -386 | 0 | -402 |
| | H1 FY23 | 108 | 24 | -10 | -227 | 0 | -105 |

- AHLL revenues **grew by 10% from H1FY 24**
- Non-Covid Diagnostics revenue (excluding Covid Testing) **grew by 40% YoY** in H1 FY24.
- Core revenues of primary care **grew by 18%** YOY in H1 FY24

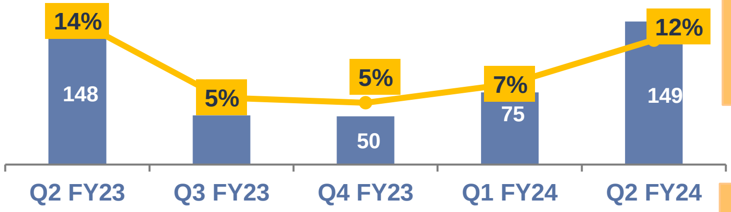
* Footfalls and ARPP for diagnostics represent outpatient / external business and for Cradle and Spectra it represents Inpatient volumes. Primary care includes Clinics, Sugar, Dental and Dialysis segments. Specialty care includes Cradles and Spectra

# Diagnostics : Key Parameters

## Gross Revenue (INR Mn)[1]




## EBITDA (INR Mn)[2]




## Operational footprint
(as of Sept 30, 2023)

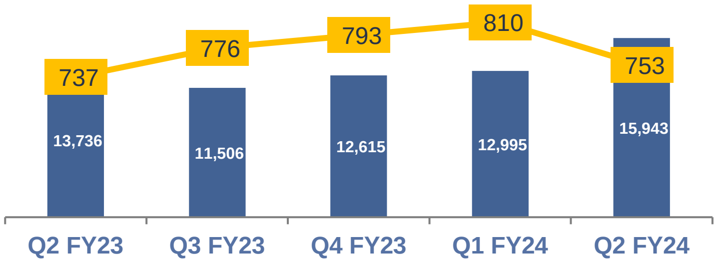
**~300 Cities presence**

**108 Labs**

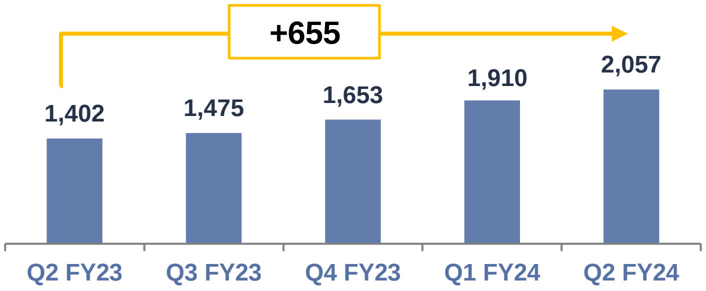
**2,057+ Collection Centres**

**2,500+ Pick-up Points (PUPs)**

## Avg. Footfalls per day & Avg. gross realization per patient (INR)[2]




## Network Growth – Collection Centers




1. *Covid Revenues include RTPCR and Antibody test revenues; exclude Covid Allied tests*
2. *EBITDA post IND AS 116;*

** Footfalls and ARPP for diagnostics represent outpatient / external business*

05

# Digital Health & Pharmacy Distribution

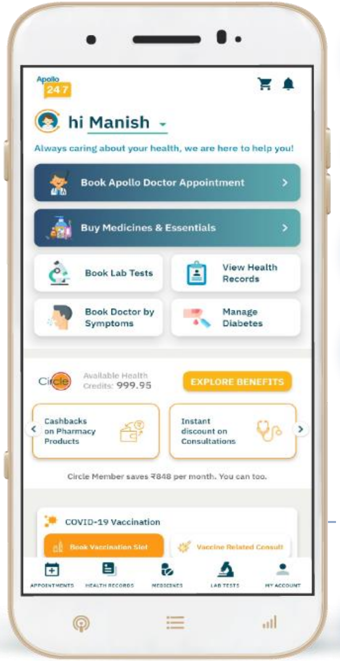
Apollo Health Co

# India's Largest Omni-Channel Healthcare Platform

## Apollo 247 –Digital Platform

*As at September 30, 2023*

| ~29 Mn+ | ~8.8 Lakh | ~6,261 |
|---|---|---|
| Registrations | Daily Active Users | Doctors |



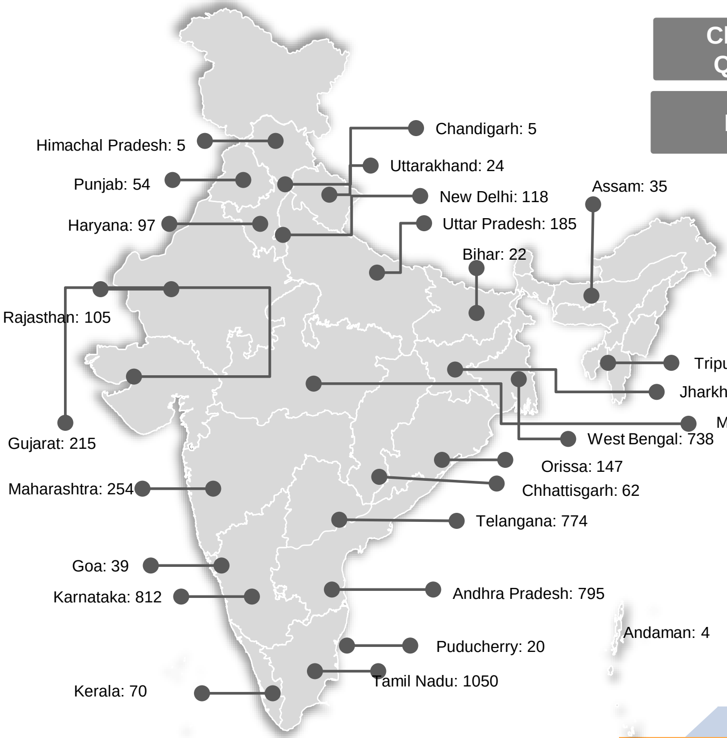

| | |
|---|---|
| Doctor Consultation | Daily Consultation 11,400+ |
| Online Medicine delivery | Daily Medicine orders 40,000+ |
| Online Diagnostic Booking | Daily sample collections ~2,500 |
| Patient e-health records | |
| Condition management | |

**Launch in Q3' FY24….**

Insurance

## Apollo Pharmacy Platform

| | |
|---|---|
| Added Q2 24 | 107 |
| Closed Q2 24 | 09 |
| Net | 98 |




**5,671**

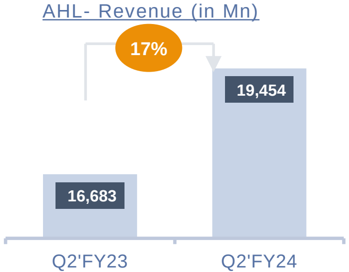
**~16.5%**

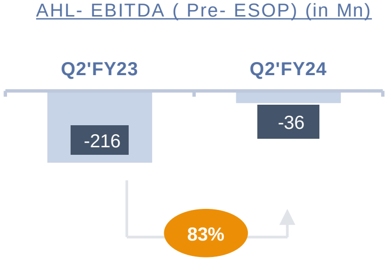
**Private label / generics mix - Q2' 24**

# Apollo HealthCo Financials Q2 FY24

| ₹ Mio | | Offline Pharmacy Distribution | Online Pharmacy Distribution & Apollo 247 | Total Health Co |
|---|---|---|---|---|
| Q2 FY 24 | **Total Revenues** | **17,143** | **2,312** | **19,454** |
| | **EBITDA*** | **1,304** | **283** | **1,586** |
| | **margin (%)** | ***7.60%*** | ***12.2%*** | **8.2%** |
| | 24\|7 Operating Cost | | -1,622 | -1,622 |
| | ESOP Non Cash Charge | | -351 | -351 |
| | **EBITDA** | **1,304** | **-1,690** | **-387** |
| | **margin (%)** | ***7.6%*** | - | - |
| | EBIT | | | -512 |
| | PBT | | | -677 |
| | PAT(Reported) | | | -678 |
| Q1 FY 24 | **Total Revenues** | **16,001** | **2,053** | **18,054** |
| | **EBITDA*** | **1,250** | **223** | **1,473** |
| | **margin (%)** | ***7.81%*** | ***10.88%*** | **8.16%** |
| | 24\|7 Operating Cost | | -1,747 | -1,747 |
| | ESOP Non Cash Charge | | -292 | -292 |
| | **EBITDA** | **1,250** | **-1,816** | **-566** |
| | **margin (%)** | ***7.8%*** | - | - |
| | EBIT | | | -687 |
| | PBT | | | -825 |
| | PAT(Reported) | | | -826 |

* Excluding 24|7 operating Cost and ESOP Non-Cash Charge




**Healthco ( Q2'FY 24 vs Q1'FY 24) :**

- 8% growth in revenue in Q2' FY24 vs Q1' FY24
- 32% reduction in EBITDA losses in Q2' FY24 (Rs 387 Mn) vs Q1' FY24 (Rs 566 Mn) on account of reduction in digital operating cost and increase in operational revenue coming from Pharmacy distribution.
- Expect to break-even in Q3' FY24 pre-ESOP and post ESOP in Q4' FY24

**Omnichannel Pharmacy:**

- Omnichannel Pharmacy Business revenue of Rs 24,770 Mn in Q2' FY24 compared to a revenue of Rs 20,497 Mn in Q2' FY23 (growth of 21%).
    - Online grew 38% in Q2 FY24 vs Q2 FY23 ;
    - Offline grew 19% in Q2 FY24 vs Q2 FY'23
    - Private label sales/ generic sales at 16.5%.

**On track to achieve Rs 10,000 cr of revenues with 6% EBITDA in current fiscal year.**

**Digital Operational Metrics :**

Platform GMV : Rs 7,256 Mn in Q2'FY24, growth of 147% over Q2' FY23 and 16% growth over Q1' FY24.

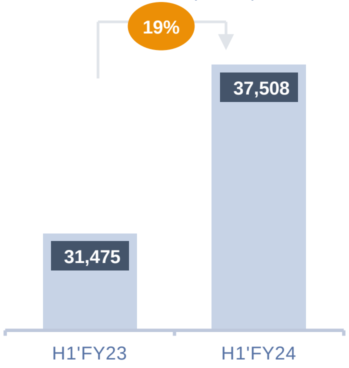
Continuous Improvement in quantitative parameters in Q2' FY24 vs Q2' FY23;
- Pharma AOV grew by 8% (Rs 956 vs Rs 885 a year back)
- Transacting user base grew by 29% (12.8 lakh vs 9.9 lakh, a year back)

**Offline segment :**
- 18% YoY growth in transactions (6.9 cr Vs 5.8 cr year back).
- Serving ~7.5 lac customers per day
- Net Addition of 669 new stores (5,671 stores in Q2' FY 24 vs 5,002 stores ending Q2'FY 23)

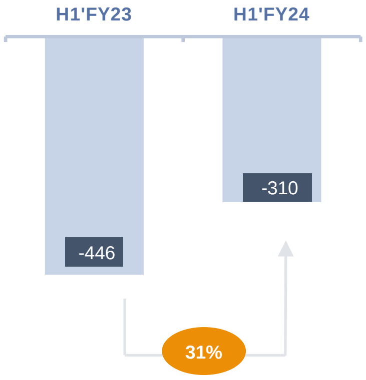
# Apollo HealthCo Financials H1FY24

| ₹ Mio | | Offline Pharmacy Distribution | Online Pharmacy Distribution & Apollo 247 | Total Health Co |
|---|---|---|---|---|
| H1 FY24 | **Total Revenues** | **33,143** | **4,365** | **37,508** |
| | **EBITDA*** | **2,554** | **506** | **3,060** |
| | **margin (%)** | ***7.70%*** | ***11.59%*** | **8.16%** |
| | 24\|7 Operating Cost | 0 | -3,370 | -3,370 |
| | ESOP Non Cash Charge | 0 | -643 | -643 |
| | **EBITDA** | **2,554** | **-3,506** | **-953** |
| | **margin (%)** | ***7.7%*** | **-** | **-** |
| | EBIT | | | -1,199 |
| | PBT | | | -1,502 |
| | PAT(Reported) | | | -1,503 |

AHL- Revenue (in Mn)




AHL- EBITDA ( Pre- ESOP) (in Mn)




* Excluding 24|7 operating Cost and ESOP Non-Cash Charge

**Healthco :**

- Platform GMV : Rs 13,486 Mn in H1' FY24, growth of 165% over H1' FY23
- 19% growth in revenue in H1' FY24 vs H1' FY23
- 31% reduction in EBITDA losses ( pre- ESOP) to Rs. 310 Mn in H1' FY 24 from Rs. 446 Mn in H1' FY 23.

**Omnichannel Pharmacy:**

- Omnichannel Pharmacy Business revenue of Rs 47,234 Mn in H1' FY24 compared to a revenue of Rs 38,578 Mn in H1' FY23 (growth of 22%)
    - Online grew 47% in H1 FY24 vs H1 FY23 ;
    - Offline grew 20% in H1 FY24 vs H1 FY'23
    - Private label sales/ generic sales at 16%.

# 06

## Annexure

# Basis of Consolidation

| AHEL Standalone Hospitals (100% Ownership) | Location |
|---|---|
| Chennai Main | Chennai |
| ACI - Chennai | Chennai |
| Tondiarpet - Chennai | Chennai |
| FirstMed - Chennai | Chennai |
| Apollo Children's Hospital | Chennai |
| Apollo Specialty, Vanagaram | Chennai |
| ASH Perungudi | Chennai |
| Women & Child, Shafee Mohammed Road | Chennai |
| Apollo Proton & Cancer care | Chennai |
| Madurai | Madurai |
| Karur | Karur |
| Karaikudi | Karaikudi |
| Trichy | Trichy |
| Nellore | Nellore |
| Hyderabad | Hyderabad |
| Bilaspur | Bilaspur |
| Mysore | Mysore |
| Vizag (old & new) | Vizag |
| Karim Nagar | Karim Nagar |
| Bhubaneswar | Bhubaneswar |
| Jayanagar | Bangalore |
| Nashik | Nashik |
| Malleswaram | Bangalore |
| Navi Mumbai | Mumbai |

| Subsidiaries | Location | Description | AHEL Ownership |
|---|---|---|---|
| **Material Subs** | | | |
| Apollo Health Co limited | India | Digital Omni-Channel Healthcare services | 100.00% |
| Apollo Health and Lifestyle Ltd. | India | Clinics, Diagnostics and Daycare | 68.84% |
| Apollo Multispeciality Hospitals Ltd. | Kolkata | Hospital | 100.00% |
| Apollo Medics | Lucknow | Hospital | 51.00% |
| Imperial Hospital and Research Centre Ltd. | Bangalore | Hospital | 90.00% |
| Apollo Hospitals International Ltd. | Ahmedabad | Hospital | 50.00% |
| Assam Hospitals Ltd | Assam | Hospital | 70.03% |
| Apollo Rajshree Hospital | Indore | Hospital | 54.63% |
| Samudra Healthcare Enterprises Ltd. | Kakinada | Hospital | 100.00% |
| **Other Subs** | | | |
| Apollo Hospitals (UK) Ltd | UK | UK Hold Co | 100.00% |
| AB Medical Centres Limited | Chennai | Infrastructure | 100.00% |
| Total Health | India | CSR | 100.00% |
| Apollo Hospitals Singapore.PTE Limited | Singapore | Singapore Hold Co | 100.00% |
| Future Parking Pvt Ltd | Chennai | Infrastructure | 100.00% |
| Apollo Home Health care Ltd | India | Paramedical Services | 89.69% |
| Pinakini Hospitals Ltd. | Nellore | Hospital | 80.87% |
| Sapien Biosciences Pvt Ltd | Hyderabad | Biobanking tissues | 70.00% |
| Apollo Lavasa Health Corporation Ltd | Maharashtra | Hospital | 51.00% |
| Apollo Hospitals North Limited | Gurgaon | Hospital | 100.00% |
| Kerala First Health Services Private Limited | Kerala | Hospital | 60.00% |
| **Associates** | **Location** | **Description** | |
| Indraprastha Medical Corporation Ltd. | Delhi, Noida | Hospital | 22.03% |
| Family Health Plan Ltd. | India | TPA, Health Insurance | 49.00% |
| ApoKos Rehab Pvt Ltd | Hyderabad | Rehab Centre | 50.00% |
| Stemcyte India Therapautics Pvt Ltd | India | Stemcell Banking | 37.75% |
| Apollo Gleneagles PET-CT Pvt Ltd | Hyderabad | Diagnostics | 50.00% |

₹ Mio

# IND AS - 116 : Impact on P&L and Balance Sheet – Q2FY24

## AHEL Standalone (post IND AS 116)

### Balance sheet

| | |
|---|---|
| Right of use Asset as of 30th Sep, 2023 ↑ | 7,699 |
| Lease liabilities as of 30th Sep, 2023 ↑ | 10,153 |
| Equity (Transaction impact as on Apr 01, 2019 - Net of Tax) ↓ | 2,109 |

### Profit & Loss

| | |
|---|---|
| Revenue | |
| Other expenses (Lease rent) ↓ | 228 |
| EBITDA ↑ | 228 |
| Amortisation ↑ | 121 |
| EBIT ↑ | 107 |
| Finance charge ↑ | 166 |
| PBT ↓ | 59 |

## AHEL Consolidated (post IND AS 116)

### Balance sheet

| | |
|---|---|
| Right of use Asset as of 30th Sep, 2023 ↑ | 14,685 |
| Lease liabilities as of 30th Sep, 2023 ↑ | 18,789 |
| Equity (Transaction impact as on Apr 01, 2019 - Net of Tax) ↓ | 3,052 |

### Profit & Loss

| | |
|---|---|
| Revenue | |
| Other expenses (Lease rent) ↓ | 538 |
| EBITDA ↑ | 538 |
| Amortisation ↑ | 315 |
| EBIT ↑ | 223 |
| Finance charge ↑ | 358 |
| PBT ↓ | 136 |

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. Ind AS 116 applicable from Apr 01,2019.

**Thank you !**