



Q2 FY 2018 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

- Q2 FY 18 Consolidated Revenues of ₹ 20,928 mio (up 13.7% yoy)
- Q2 FY 18 Consolidated EBITDA of ₹ 2,247 mio (up 4.1% yoy)
 - New Hospitals (excluding Navi Mumbai) reported an EBITDA of ₹ 177 mio in Q2 FY 18. Navi Mumbai reported EBITDA loss of ₹ 90 mio in Q2 FY 18.
 - AHLL reported an EBITDA loss of ₹ 230 mio in Q2 FY 18
- Q2 FY 18 Consolidated EBITDA margin at 10.7% as compared to 11.7% in Q2 FY 17
 - Consolidated Healthcare services EBITDA Margin at 17.9% in Q2 FY 18
 - SAP EBITDA margin at 4.3% in Q2 FY 18
- Consolidated PAT of ₹ 488 mio in Q2 FY 18
 - Includes AHLL PAT loss of ₹ 250 mio

Key Operational Highlights

- Tamilnadu region revenues grew by 4% in H1 FY 18 to ₹ 8,912 mio as compared to ₹ 8,534 mio in H1 FY 17.
- AP, Telengana Region revenues grew by 19% in H1 FY 18 to ₹ 4,554 mio as compared to ₹ 3,832 mio in H1 FY 18. ARPOB registered a healthy 13% growth due to case mix improvement and reduction in low yielding cases.
- Karnataka Region witnessed an overall revenue growth of 12%.
- New Hospitals displayed good growth. Revenues grew from ₹ 2,705 mio in H1 FY 17 to ₹ 3,682 in H1 FY 18, growth of 36%.
- Stand Alone Pharmacies (SAP) reported Revenues of ₹ 15,923 mio, growth of 19%. SAP EBITDA at ₹ 676 mio (4.2% margin) in H1 FY 18.
- Apollo Munich achieved a Gross Written Premium of ₹ 5,983 mio in H1 FY 18 against ₹ 4,615 mio achieved during the same period in the previous year representing a growth of 30%.

Capacity

- 70 hospitals with total bed capacity of 9,957 beds as on Sep 30, 2017
 - 43 owned hospitals including JVs/ Subsidiaries and Associates with 8,333 beds
 - 11 Day care/ short surgical stay centres with 229 beds and 10 Cradles with 311 beds
 - 6 Managed hospitals with 1,084 beds.
- Of the 8,333 owned hospital beds capacity, 7,014 beds were operational and had an occupancy of 65%.
- The total number of pharmacies as on Sep 30, 2017 was 2,742. Gross additions of 103 stores with 4 stores closure thereby adding 99 stores on a net basis in Q2 FY 18.

Medical Initiatives Accomplishments

- The neurosurgical team of Apollo Cancer Institute performed the total resection of brain tumor using fluorescence-guided surgery in Chennai. This technique marks a significant progress in the field of Neuro-Oncological surgery as it enables removing of the tumor with high accuracy.
- The doctors at the Apollo Hospitals, Trichy successfully performed a rare surgery of removing the patient's damaged kidney before transplantation. The patient diagnosed with 'autosomal dominant polycystic kidney disease' was found to have massively enlarged kidneys which led the doctors undertake this complex procedure of kidney transplantation.
- Apollo Children's Hospitals undertook a unique surgical approach by performing a 'Transoral Robotic Procedure' to remove a deep throat cyst from a four year old boy.

Other Key Developments

- Apollo Hospitals, Navi Mumbai launched the most advanced and latest Radiation technology called 'TrueBeamSTx stereotactic radiosurgery system'.
- Apollo Hospitals, Navi Mumbai has now become the 1st JCI accredited hospital in Navi Mumbai. Maintaining International performance standards and patient safety has helped our Navi Mumbai hospital to garner this seal of ultimate approval.
- Apollo Munich Health Insurance became the first standalone health insurance company in Asia-Pacific region to win 'General Insurance Company of the Year' Award at AIIA.
- Apollo Hospitals partnered with Samsung India to jointly run Samsung-Apollo technology backed Mobile Medical Care with an aim to reach out to the less-privileged communities at grassroots level to fight non communicable diseases.

STANDALONE FINANCIAL PERFORMANCE

Standalone Financial Performance – Total

(₹ mio)

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	Q2 FY 17	Q2 FY 18	yoy (%)	H1 FY 17	H1 FY 18	yoy (%)
Revenue	16,341	18,516	13.3%	30,995	35,361	14.1%
Operative Expenses	8,461	9,461	11.8%	16,049	18,311	14.1%
Employee Expenses	2,309	2,830	22.6%	4,464	5,442	21.9%
Administrative & Other Expenses	3,352	4,013	19.7%	6,384	7,659	20.0%
Total Expenses	14,122	16,304	15.5%	26,897	31,412	16.8%
EBITDA	2,219	2,212	-0.3%	4,099	3,949	-3.7%
margin (%)	13.6%	11.9%	-163 bps	13.2%	11.2%	-206 bps
Depreciation	603	665	10.2%	1,160	1,311	13.0%
EBIT	1,616	1,548	-4.2%	2,938	2,637	-10.2%
margin (%)	9.9%	8.4%	-153 bps	9.5%	7.5%	-202 bps
Financial Expenses	469	588	25.3%	913	1,142	25.1%
Other Income	94	26	-72.1%	137	-11	-108.2%
Profit Before Tax	1,242	986	-20.6%	2,162	1,484	-31.4%
Profit After Tax	920	709	-22.9%	1,642	1,061	-35.4%
margin (%)	5.6%	3.8%	-180 bps	5.3%	3.0%	-230 bps
Total Debt					28,069	
Cash & Cash equivalents (includes investment in liquid funds)					2,652	

Key Highlights

- Q2 FY 18 Revenues of ₹ 18,516 mio, 13.3% yoy growth
- Q2 FY 18 EBITDA at ₹ 2,212 mio
- Q2 FY 18 EBIT at ₹ 1,548 mio
- Q2 FY 18 PAT at ₹ 709 mio

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
H1 FY 18	Hospitals	21	11	32		
	Operating beds	3,304	1,340	4,644		
	Occupancy	67%	52%	62%		
	Revenue	15,756	3,682	19,438	15,923	35,361
	EBITDAR	3,592	191	3,783	1,233	5,016
	margin (%)	22.8%	5.2%	19.5%	7.7%	14.2%
	EBITDA	3,277	-4	3,273	676	3,949
	margin (%)	20.8%	-0.1%	16.8%	4.2%	11.2%
	EBIT	2,552	-443	2,110	528	2,637
margin (%)	16.2%		10.9%	3.3%	7.5%	
H1 FY 17	Hospitals	21	10	31		
	Operating beds	3,306	1,149	4,455		
	Occupancy	65%	47%	61%		
	Revenue	14,866	2,705	17,571	13,424	30,995
	EBITDAR	3,668	331	3,999	994	4,993
	margin (%)	24.7%	12.2%	22.8%	7.4%	16.1%
	EBITDA	3,382	150	3,532	567	4,099
	margin (%)	22.7%	5.6%	20.1%	4.2%	13.2%
	EBIT	2,679	-168	2,511	428	2,938
margin (%)	18.0%		14.3%	3.2%	9.5%	
YOY Growth						
	Revenue Growth	6.0%	36.1%	10.6%	18.6%	14.1%
	EBITDAR Growth	-2.1%	-42.2%	-5.4%	24.0%	0.5%
	EBITDA Growth	-3.1%		-7.3%	19.2%	-3.7%
	EBIT Growth	-4.7%		-16.0%	23.4%	-10.2%

Key Highlights

- Health Care Services revenue growth at 10.6% from ₹ 17,571 mio in H1 FY 17 to ₹ 19,438 mio in H1 FY 18
- New Hospitals revenues grew 36.1% from ₹ 2,705 mio in H1 FY 17 to ₹ 3,682 mio in H1 FY 18
- Excluding Navi Mumbai loss of ₹ 225 mio in H1FY18, the new hospitals reported positive EBITDA of ₹ 222 mio compared to EBITDA of ₹ 150 mio in H1 FY 17.

Standalone Financial Performance – Segment Reporting

(₹ mio)

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	Q2 FY 17	Q2 FY 18	yoy (%)	H1 FY 17	H1 FY 18	yoy (%)
Revenues from each segment						
Healthcare Services*	9,243	10,238	10.8%	17,574	19,441	10.6%
Stand-alone Pharmacy	7,099	8,281	16.6%	13,424	15,923	18.6%
Other Income	94	26	-72.1%	137	-11	-108.2%
Total	16,437	18,545	12.8%	31,135	35,353	13.5%
Less: Intersegmental Revenue	2	2		3	3	
Net Revenues (incl. other income)	16,435	18,543	12.8%	31,132	35,350	13.5%
Profit before Tax & Interest (EBIT)						
Healthcare Services*	1,343	1,266	-5.8%	2,511	2,109	-16.0%
Stand-alone Pharmacy	273	282	3.2%	428	529	23.6%
Other Income	94	26	-72.1%	137	-11	-108.2%
Total EBIT (incl. other income)	1,711	1,574	-8.0%	3,075	2,626	-14.6%
Profit before Tax & Interest (EBIT) margins						
Healthcare Services*	14.5%	12.4%	-217 bps	14.3%	10.8%	-344 bps
Stand-alone Pharmacy	3.8%	3.4%	-44 bps	3.2%	3.3%	13 bps
Total EBIT margin (incl. other income)	10.4%	8.5%	-192 bps	9.9%	7.4%	-245 bps
Healthcare services – Existing ⁽¹⁾				Capital employed	ROCE	
Standalone Pharmacy				26,394 ⁽²⁾	19.3%	
Healthcare services – New				6,859	15.4%	
Total ROCE				17,388		
				50,642	10.4%	

Key Highlights

- Q2 FY 18 Healthcare services Revenues at ₹ 10,938 mio, growth of 10.8%
- Q2 FY 18 Standalone pharmacies Revenues at ₹ 8,281 mio, growth of 16.6%.
- 11 New Hospitals (Vanagaram, Jayanagar, Trichy, Nasik, Women & Child - OMR, Nellore, Perungudi, Women & Child – SMR, Vizag new, Malleswaram & Navi Mumbai) having capital employed of ₹ 17,388 mio yet to contribute to ROCE.
- Excluding the New Hospitals, ROCE of existing Healthcare Services is at 19.3% as on 30th Sep 2017.

⁽²⁾ The Capital employed as per segment reporting had Investment in Subs & JVs which now has been reclassified to Others segment as the results of these don't form part of Standalone financials.

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

⁽¹⁾ Capital employed for the calculation of ROCE does not include Capital Work in progress on new hospital expansion projects & Investment in Proton of ₹ 6,251 mio for H1 FY18 and ₹ 7,575 mio for H1 FY 17 & investments in mutual funds and associate

CONSOLIDATED FINANCIAL PERFORMANCE

Consolidated Financial Performance - Total (Unaudited Management estimates)

(₹ mio)

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	Q2 FY 17	Q2 FY 18	yoy (%)	H1 FY 17	H1 FY 18	yoy (%)
Total Revenues	18,414	20,928	13.7%	35,056	39,959	14.0%
EBITDA	2,159	2,247	4.1%	3,947	3,897	-1.3%
margin (%)	11.7%	10.7%	-98 bps	11.3%	9.8%	-151 bps
EBIT	1,384	1,410	1.8%	2,449	2,219	-9.4%
margin (%)	7.5%	6.7%	-78 bps	7.0%	5.6%	-143 bps
Profit After Tax	621	488	-21.4%	1,109	497	-55.1%
Total Debt					31,940	
Cash & Cash equivalents (includes investment in liquid funds)					5,386	

Key Highlights

- Revenue growth of 13.7% from ₹ 18,414 mio in Q2 FY 17 to ₹ 20,928 mio in Q2 FY 18
- Q2 FY 18 Consolidated EBITDA grew by 4.1% to ₹ 2,247 mio
- Consolidated PAT at ₹ 488 mio in Q2 FY 18

Basis of consolidation in the Appendix (page 24)

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
H1 FY 18	Hospitals	30	13	43			
	Operating beds	5,377	1,637	7,014			
	Occupancy	67%	57%	65%			
	Revenue	17,924	4,633	22,556	15,923	1,480	39,959
	EBITDAR	4,005	298	4,304	1,233	-135	5,402
	margin (%)	22.3%	6.4%	19.1%	7.7%		13.5%
	EBITDA	3,659	76	3,735	676	-514	3,897
	margin (%)	20.4%	1.6%	16.6%	4.2%		9.8%
	EBIT	2,787	-392	2,396	528	-704	2,219
margin (%)	15.6%		10.6%	3.3%		5.6%	
H1 FY 17	Hospitals	30	12	42			
	Operating beds	5,382	1,466	6,848			
	Occupancy	69%	53%	65%			
	Revenue	16,944	3,491	20,434	13,424	1,198	35,056
	EBITDAR	4,041	366	4,408	994	-154	5,248
	margin (%)	23.9%	10.5%	21.6%	7.4%		15.0%
	EBITDA	3,743	155	3,898	567	-518	3,947
	margin (%)	22.1%	4.4%	19.1%	4.2%		11.3%
	EBIT	2,919	-186	2,733	428	-712	2,449
margin (%)	17.2%		13.4%	3.2%		7.0%	
YOY Growth							
Revenue Growth		5.8%	32.7%	10.4%	18.6%	23.5%	14.0%
EBITDAR Growth		-0.9%	-18.6%	-2.4%	24.0%		2.9%
EBITDA Growth		-2.3%		-4.2%	19.2%		-1.3%
EBIT Growth		-4.5%		-12.3%	23.4%		-9.4%

Key Highlights

Excluding Navi Mumbai loss of ₹ 225 mio in H1FY18, the new hospitals reported positive EBITDA of ₹ 302 mio compared to EBITDA of ₹ 155 mio in H1 FY 17.

SAP EBITDA of ₹ 676 mio (4.2% margin) in H1 FY 18 as compared to ₹ 567 mio (4.2% margin) in H1 FY 17

AHLL – Cradle & Clinics reported an EBITDA loss of ₹ 514 mio as compared to loss of ₹ 518 mio in H1 FY 17

OPERATIONAL PERFORMANCE HOSPITALS

Operational Performance – Hospitals (1/2)

(₹ mio)

Particulars	Total ⁽⁸⁾			Tamilnadu Region ⁽¹⁾ (Chennai & others)			AP, Telengana Region ⁽²⁾ (Hyderabad & others)		
	H1 FY 17	H1 FY 18	yoy (%)	H1 FY 17	H1 FY 18	yoy (%)	H1 FY 17	H1 FY 18	yoy (%)
No. of Operating beds	6,848	7,014		2,121	2,107		1,333	1,364	
Inpatient volume	2,03,078	2,13,070	4.9%	59,522	62,409	4.9%	35,502	37,761	6.4%
Outpatient volume ⁽⁶⁾	7,20,999	7,19,657	-0.2%	2,44,321	2,48,700	1.8%	1,14,709	1,20,027	4.6%
Inpatient ALOS (days)	4.03	3.92		3.66	3.54		4.09	4.06	
Bed Occupancy Rate (%)	65%	65%		56%	57%		60%	61%	
Inpatient revenue (₹ mio)	NA	NA		6,533	6,631	1.5%	3,175	3,829	20.6%
Outpatient revenue (₹ mio)	NA	NA		2,001	2,281	14.0%	657	726	10.5%
ARPOB (₹ /day) ⁽⁷⁾	31,074	32,174	3.5%	39,187	40,328	2.9%	26,381	29,699	12.6%
Total Net Revenue (₹ mio) ⁽⁷⁾	NA	NA		8,534	8,912	4.4%	3,832	4,554	18.9%

Notes:

(1) Tamilnadu region includes Chennai hospitals, Madurai, Karur, Karaikudi, Trichy & Nellore.

(2) AP, Telengana 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 (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)

Particulars	Karnataka Region ⁽³⁾ (Bangalore & others)			Others ⁽⁴⁾			Significant Subs/JVs/Associates ⁽⁵⁾		
	H1 FY 17	H1 FY 18	yoy (%)	H1 FY 17	H1 FY 18	yoy (%)	H1 FY 17	H1 FY 18	yoy (%)
No. of Operating beds	725	717		665	841		2,004	1,985	
Inpatient volume	24,536	27,126	10.6%	19,026	25,456	33.8%	64,492	60,318	-6.5%
Outpatient volume ⁽⁶⁾	69,860	73,745	5.6%	47,242	58,957	24.8%	2,44,867	2,18,228	-10.9%
Inpatient ALOS (days)	3.64	3.59		4.63	4.26		4.31	4.24	
Bed Occupancy Rate (%)	67%	74%		72%	70%		76%	70%	
Inpatient revenue (₹ mio)	2,289	2,538	10.9%	1,362	1,928	41.5%	7,095	6,445	-9.2%
Outpatient revenue (₹ mio)	369	428	16.0%	223	355	58.9%	1,489	1,496	0.5%
ARPOB (₹ /day) ⁽⁷⁾	29,788	30,441	2.2%	17,989	21,066	17.1%	30,895	31,029	0.4%
Total Net Revenue (₹ mio) ⁽⁷⁾	2,658	2,966	11.6%	1,586	2,283	44.0%	8,584	7,941	-7.5%

OPERATIONAL PERFORMANCE STANDALONE PHARMACY

Operational Performance – Standalone Pharmacy

(₹ mio)

Batch	Particulars	Q2 FY 17	Q2 FY 18	yoy (%)	H1 FY 17	H1 FY 18	yoy (%)
Upto FY 10 Batch	No of Stores	769	765		769	765	
	Revenue/store	3.93	4.05	3.1%	7.56	7.98	5.5%
	EBITDA /store	0.28	0.27	-1.4%	0.50	0.54	7.1%
	EBITDA Margin %	7.1%	6.8%	-31 bps	6.6%	6.7%	10 bps
FY 11 Batch	No of Stores	155	154		155	154	
	Revenue/store	3.29	3.47	5.3%	6.26	6.78	8.2%
	EBITDA /store	0.24	0.25	6.4%	0.40	0.47	17.1%
	EBITDA Margin %	7.2%	7.3%	8 bps	6.4%	6.9%	53 bps
FY 12 Batch	No of Stores	219	214		219	214	
	Revenue / Store	2.95	3.18	7.7%	5.69	6.19	8.8%
	EBITDA /store	0.17	0.18	7.0%	0.28	0.34	19.4%
	EBITDA Margin %	5.6%	5.6%	-4 bps	5.0%	5.4%	48 bps
SAP (Excluding Hetero)	Total Revenues	6,698	7,815	16.7%	12,672	15,038	18.7%
	EBITDA	342	355	3.6%	574	668	16.4%
	EBITDA Margin %	5.1%	4.5%	-57 bps	4.5%	4.4%	-9 bps
Hetero	No of Stores	261	258		261	258	
	Revenue/store	1.54	1.80	17.2%	2.88	3.43	19.2%
	EBITDA /store	0.02	0.00	-74.9%	-0.03	0.03	
	EBITDA Margin %	1.2%	0.3%		-1.1%	0.9%	
Total	No. of Stores	2,430	2,742		2,430	2,742	
	Revenue / Store	2.92	3.02	3.4%	5.52	5.81	5.1%
	EBITDA / Store	0.14	0.13	-9.2%	0.23	0.25	5.8%
	EBITDA Margin %	4.9%	4.3%	-59 bps	4.2%	4.2%	3 bps
	Total Revenues	7,099	8,281	16.6%	13,424	15,923	18.6%
	EBITDA	348	355	2.1%	567	676	19.2%
	EBITDA Margin %	4.9%	4.3%	-61 bps	4.2%	4.2%	2 bps
Capex (₹ Mio)		96	92		204	210	
Capital Employed (₹ Mio)		6,379	6,859		6,379	6,859	
Total ROCE %		17.1%	16.4%	-69 bps	13.4%	15.4%	200 bps
Total No. of Employees					15,646	17,943	

Key Highlights

- H1FY18 Revenues at ₹ 15,923 mio, growth of 18.6%
- Adjusted for GST, Q2FY18 revenues grew by 23%**
- EBITDA of ₹ 676 mio in H1 FY 18 as compared to ₹ 567 mio in H1 FY 17, growth of 19.2%
- EBITDA margins of 4.2% in H1 FY 18
- Excluding the Hetero network of stores, Revenue growth was 18.7% and EBITDA growth was 16.4%, EBITDA margin of 4.4% in H1 FY 18
- LFL (Like-for-like) Revenue per store growth for pre FY2008 batch of stores in H1 FY 18 is 5.1% (yoy) and EBITDA per store growth is 5.7% (yoy). EBITDA margin of 7.3% in H1 FY 18
- ROCE in H1 FY 18 at 15.4% as compared to 13.4% in H1 FY 17
- Gross addition of 103 stores and closed 4 store in Q2 FY 18. Net addition of 99 stores.
- No. of stores as on 30th Sep 2017 is 2,742.

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)
Addition in FY 18-19				
Navi Mumbai	FY 18-19	Oncology		620
Sub Total				620
Addition in FY 19				
Indore	FY19	Expansion	65	280
South Chennai	FY19	Proton Therapy	200	7,500
Sub Total			265	7,780
Addition in FY 21-22				
Byculla, Mumbai	FY 21-22	Super Specialty	500	3,500
Sub Total			500	3,500
Total			765	11,900

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 ₹ 3,580 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	Q2 FY 17	Q2 FY 18	yoy (%)	H1 FY 17	H1 FY 18	yoy (%)
Revenue	1,214	908	-25.2%	2,260	1,695	-25.0%
EBITDA	253	57	-77.3%	463	14	-97.0%
<i>margin (%)</i>	20.9%	6.3%		20.5%	0.8%	
Profit after Tax	108	(8)		190	(132)	
<i>margin (%)</i>	8.9%	-0.8%		8.4%	-7.8%	
No. of Operating beds	650	650		650	650	
Bed Occupancy Rate (%)	84%	76%		79%	69%	
ARPOB (₹ /day)	31,583	27,008	-14.5%	31,512	28,103	-10.8%

Key Highlights

- Apollo Gleneagles Kolkata reported Revenue of ₹ 1,695 mio in H1 FY 18.

Apollo Munich Health Insurance Co Ltd

Particulars	Q2 FY 17	Q2 FY 18	yoy (%)	H1 FY 17	H1 FY 18	yoy (%)
Total Income	2,670	2,459	-7.9%	5,032	4,484	-10.9%
EBITDA	217	-441		299	-1,074	
<i>margin (%)</i>	8.1%	-17.9%		5.9%	-24.0%	
Profit after Tax	188	-471		245	-1,132	
<i>margin (%)</i>	7.0%	-19.2%		4.9%	-25.3%	

- During H1 FY 18, the company achieved a Gross Written Premium (GWP) of ₹ 5,983 mio against a GWP of ₹ 4,615 mio in H1 FY 17
- EBITDA loss of ₹ 1,074 mio in H1 FY 18
- PAT loss of ₹ 1,132 mio in H1 FY 18
- The incurred claim loss ratio was at 91% in H1 FY 18
- The Assets under Management stood at ₹ 10,259 mio as on Sep 30, 2017
- The Company now has 157 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	74.00%
Total Health			100.00%
Apollo Healthcare Technology Solutions Ltd	Chennai	Hospital	100.00%
Assam Hospitals Ltd	Assam	Hospital	59.22%
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	AHEL Ownership
Indraprastha Medical Corporation Ltd.	Delhi, Noida	Hospital	22.02%
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"> Number of operating beds 		<ul style="list-style-type: none"> Project execution Capital Expenditure
Occupancy	<ul style="list-style-type: none"> In-patient Bed Days 	<ul style="list-style-type: none"> In-patient Bed Days Billed 	<ul style="list-style-type: none"> Brand Doctor reputation Quality of outcomes Competition
ALOS	<ul style="list-style-type: none"> Average Length of Stay per In-patient 	<ul style="list-style-type: none"> In-Patient Bed Days / In-Patient Admissions 	<ul style="list-style-type: none"> Case-Mix / Type of procedures Leverage technology and quality of clinical care to shorten stay
ARPOB / day	<ul style="list-style-type: none"> Average Revenue Per Occupied Bed Day 	<ul style="list-style-type: none"> (IP Revenue* + OP Revenue + Hospital Based Pharmacy Revenue) / IP Bed Days 	<ul style="list-style-type: none"> Case-Mix / Type of procedures Better utilization of operational theatres, medical equipment Pricing
Contribution	<ul style="list-style-type: none"> Contribution 	<ul style="list-style-type: none"> Revenue – Variable costs 	<ul style="list-style-type: none"> Purchasing efficiency Operating efficiency

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

THANK YOU