

06th November 2024

Apollo Hospitals announces Q2 FY25 results:

Q2 Consolidated Revenues grew 15% YoY to Rs 5,589 Crores

Q2 Consolidated EBITDA grew 30% YoY to Rs 816 Crores

Q2 Consolidated PAT grew 63% YoY to Rs 379 Crores

Apollo Hospitals reaffirmed its commitment to bringing quality healthcare to the people of Maharashtra by entering into a definitive agreement to Build and Operate a 500-bed hospital to be established in Worli, Mumbai.

Apollo Hospitals also announced the expansion of its existing hospital facility in Lucknow to 500 beds from the present 300 beds by adding another 200 beds, to be developed on their recent acquisition of a 1.2-acre land.

With these 2 additions, Apollo Hospitals now has plans to add over 3512 total beds (2877 census beds) over the next 4 years across 11 locations in India.

Dr. Prathap C Reddy, Founder & Chairman, Apollo Hospitals Group said,

“At Apollo Hospitals, we are dedicated to continually evolving to meet the changing healthcare needs of our nation. Through strategic initiatives like our investment in Apollo Health and Lifestyle and the launch of new multi-specialty hospitals, we reaffirm our commitment to expanding access to high-quality healthcare across India, particularly in regions where critical care access is essential.

One of our proudest achievements is our recent partnership with the Government of Tripura to provide free heart surgeries for children, underscoring our belief that healthcare should reach those who need it most, especially in underserved communities. Beyond expanding access, we are advancing medical technology with innovative treatments like water vapor thermotherapy for prostate care and robotic radiosurgery systems for cancer. These state-of-the-art solutions make procedures less invasive and reduce recovery time, resulting in better patient outcomes.

We’re also investing in the future of healthcare with the launch of our new research academy, which is focused on driving groundbreaking medical discoveries that will shape the next generation of treatments. Our priorities remain clear—enhancing patient care, prioritizing safety, and advancing medical science.

The first half of FY25 has been an exciting time for us, marked by these major milestones aimed at extending the reach and impact of our healthcare services. Moving forward, our mission is simple: to push the boundaries of healthcare and ensure that everyone, regardless of where they live, has access to the best medical services. This is our promise, and we are committed to making it a reality.”

Q2 FY25 CONSOLIDATED RESULTS

REVENUE

Q2 FY25 Revenues grew to Rs. 5,589 Crores; 15% YoY growth

- Healthcare Services (HCS) Revenue at Rs. 2,903 Crore; 14% YoY growth
- AHLL: Revenues at Rs. 404 Crores; 14% YoY growth
- Apollo HealthCo: Pharmacy Distribution & Digital Health Revenues at Rs. 2,282 Crores; 17% YoY growth
- GMV of Apollo 24/7 at Rs. 757 Crores

EBITDA

Q2 FY25 Consolidated EBITDA stood at Rs. 816 Crores; 30% YoY growth

- Healthcare Services (HCS) EBITDA at Rs. 722 Crores; YoY growth of 14%
- AHLL EBITDA at Rs. 41 Crores; YoY growth of 30%
- Apollo HealthCo: Pharmacy distribution & Digital health EBITDA at Rs. 52 Crores

PAT

Q2 FY25 Consolidated PAT Rs. 379 Crores, compared to Rs. 233 Crores in Q2 FY24; 63% YoY growth

- Healthcare Services (HCS) PAT at Rs. 364 Crore; YoY growth of 16%

H1 FY25 CONSOLIDATED RESULTS

REVENUE

H1 FY25 Revenues grew to Rs. 10,675 Crores; 15% YoY growth

- Healthcare Services (HCS) Revenue at Rs. 5,541 Crores; 14% YoY growth
- AHLL: Revenues at Rs. 770 Crores; 14% YoY growth
- Apollo HealthCo: Pharmacy Distribution & Digital Health Revenues at Rs. 4,364 Crores; 16% YoY growth
- GMV of Apollo 24/7 at Rs. 1,452 Crores

EBITDA

H1 FY25 Consolidated EBITDA stood at Rs. 1,491 Crores; 31% YoY growth

- Healthcare Services (HCS) EBITDA at Rs. 1,344 Crores; YoY growth of 14%
- AHLL EBITDA at Rs. 72 Crores; YoY growth of 31%
- Apollo HealthCo: Pharmacy distribution & Digital health EBITDA at Rs. 75 Crores

PAT

H1 FY25 Consolidated PAT Rs. 684 Crores, compared to Rs. 400 Crores in H1 FY24; 71% YoY growth

- Healthcare Services (HCS) PAT at Rs. 693 Crore; YoY growth of 20%

Financial Performance – Q2 FY25

Consolidated Q2 FY25 Performance

- Revenues at Rs.55,893 mn vs Rs.48,469 mn in Q2 FY24; growth of 15% YoY
- EBITDA at Rs.8,155 mn vs Rs.6,275 mn in Q2 FY24. This is after Apollo 24/7 cost of Rs 1,353 mn in the quarter (including Rs 156 mn non-cash ESOP charge) vs Rs 1,973 mn in Q2 FY24.
- Reported PAT at Rs.3,788 mn vs Rs.2,329 mn in Q2 FY24
- Diluted EPS of Rs.26.34 per share in Q2 FY25 (not annualized)

Healthcare service Q2 FY25 Performance

- Revenue at Rs.29,032 mn vs Rs 25,472 mn in Q2 FY24; growth of 14% YoY
- EBITDA grew by 14% at Rs.7,220 mn vs Rs.6,344 mn in Q2 FY24; Margins at 24.87% in Q2 FY25
- PAT stood at Rs.3,643 mn vs Rs.3,136 mn in Q2 FY24, 16% growth

Apollo Health and Lifestyle Limited Q2 FY25 Performance

- Revenue at Rs. 4,039 mn vs Rs.3,542 mn in Q2 FY24; growth of 14% YoY
- EBITDA grew by 30% at Rs.414 mn vs Rs. 318 mn in Q2 FY24; Margins at 10.26% in Q2 FY25
- PAT loss of Rs.46 mn vs loss of Rs.130 mn in Q2 FY24

Apollo HealthCo Q2 FY25 Performance

- Revenue at Rs.22,822 mn vs Rs.19,454 mn in Q2 FY24; growth of 17% YoY
- EBITDA at Rs.521 mn vs loss of Rs.387mn in Q2 FY24; Margins at 2.28% in Q2 FY25
- PAT stood at Rs.190 mn vs loss of Rs.678 mn in Q2 FY24

Financial Performance – H1 FY25

Consolidated H1 FY25 Performance

- Revenues at Rs. 106,749 mn vs Rs. 92,647 mn in H1 FY24; growth of 15% YoY
- EBITDA at Rs.14,906 mn vs Rs.11,365 mn in H1 FY24. This is after Apollo 24/7 cost of Rs 2,849 mn (including Rs 352 mn non-cash ESOP charge) vs Rs. 4,012 mn in H1 FY24.
- Reported PAT at Rs.6,840 mn vs Rs. 3,995 mn in H1 FY24.
- Diluted EPS of Rs. 47.57 per share in H1 FY25 (not annualized)

Healthcare service H1 FY25 Performance

- Revenue at Rs. 55,405 mn vs Rs. 48,409 mn in H1 FY24; growth of 14% YoY
- EBITDA grew by 14% at Rs.13,437 mn vs Rs. 11,767 mn in H1 FY24; Margins at 24.25% in H1 FY25
- PAT stood at Rs. 6,927 mn vs Rs. 5,775 mn in H1 FY24, 20% growth

Apollo Health and Lifestyle Limited H1 FY25 Performance

- Revenue at Rs. 7,700 mn vs Rs.6,730 mn in H1 FY24; growth of 14% YoY
- EBITDA grew by 31% at Rs.723 mn vs Rs.550 mn in H1 FY24; Margins at 9.39% in H1 FY25
- PAT loss of Rs.147 mn vs loss of Rs.277 mn in H1 FY24

Apollo HealthCo H1 FY25 Performance

- Revenue at Rs.43,643 mn vs Rs.37,508 mn in H1 FY24; growth of 16% YoY
- EBITDA at Rs.746 mn vs loss of Rs.953 mn in H1 FY24; Margins at 1.71 % in H1 FY25
- PAT stood at Rs.61 mn vs loss of Rs.1,503 mn in H1 FY24

Q2 FY25 Segment-wise Performance Update

Healthcare Services (Hospitals)

As on September 30, 2024, Apollo Hospitals had 7,994 operating beds across the network (excluding AHLL & managed beds). The overall occupancy for hospitals was at 73% vs 68% in the same period in the previous year, aided by a strong increase in patient flows across hospitals.

Consolidated Revenues of the healthcare services division increased by 14% to Rs.29,032 million in Q2 FY25 compared to Rs.25,472 million in Q2 FY24.

EBITDA (Post Ind AS 116) was at Rs.7,220 million in Q2 FY25 compared to Rs. 6,344 million in Q2 FY24. EBITDA was higher by 14 % YoY.

Revenues in the **Tamil Nadu cluster** grew by 9%, IP Volumes grew by 4%. ARPOB grew by 6% to Rs. 79,224. Overall occupancy in the cluster was 1,311 beds (64% occupancy) as compared to 1,266 beds (62% occupancy) in the previous year.

In **AP Telangana region**, Revenues grew by 22%, IP volumes grew by 18%. ARPOB grew by 2% to Rs.57,217. Occupancy in the cluster was 924 beds (74% occupancy) as compared to 768 beds (60% occupancy) in the previous year.

In **Karnataka region**, Revenues grew by 17%, IP volumes grew by 12%. ARPOB degrew by 1% to Rs.60,325. Occupancy in the cluster was 620 beds (80% occupancy) as compared to 522 beds (73% occupancy) in the previous year.

In **Eastern region**, Revenues grew by 13%, IP volumes grew by 8%. ARPOB grew by 4% to Rs.45,860. Occupancy in the cluster was 1,487 beds (80% occupancy) as compared to 1,365 beds (77% occupancy) in the previous year.

In **Western region**, Revenues grew by 10%, IP volumes grew by 4%. ARPOB degrew by 1% to Rs.45,471. Occupancy in the cluster was 585 beds (67% occupancy) as compared to 526 beds (61% occupancy) in the previous year.

In **Northern region**, Revenues grew by 12%, IP volumes grew by 8%. ARPOB grew by 5% to Rs.62,290. Occupancy in the cluster was 896 beds (74% occupancy) as compared to 840 beds (77% occupancy) in the previous year.

Apollo Health and Lifestyle Limited: Diagnostics and Retail Healthcare

- AHLL Gross Revenue at Rs.4,039 million; 14% YoY growth
- Diagnostics Revenue stood at Rs.1,345 million and Spectra at Rs.711 million

Apollo HealthCo: Digital Healthcare and Omni-channel Pharmacy platform

- Offline Pharmacy distribution revenues at Rs. 20,144 million in Q2 FY25 while Revenues from Digital platform were at Rs. 2,678 million
- Overall Health Co Revenues were at Rs 22,822 million representing 17% YoY growth.
- 154 net new stores were opened in this quarter, taking the total number to 6,228 stores.
- GMV of Apollo 24/7 at Rs 7,569 million in Q2 FY25, growth of 2% over Q2 FY24.
- Avg Q2 FY25 run rate of 76K/day order across Pharma, Diagnostics Consultations (including IP/OP referrals) compared to 62K/day in Q2 FY24.

CLINICAL EXCELLENCE HIGHLIGHTS

- Apollo Hospitals implemented oxygen therapy to prevent foot amputation, showcasing its commitment to advanced healthcare interventions.
- Apollo Hospitals, Greams Road, achieved a significant milestone by completing 6,000 robotic surgeries, reinforcing its leadership in medical technology.
- A rare single-hole robotic surgery was successfully conducted at Apollo Hospitals for the treatment of a gallbladder-related illness, demonstrating cutting-edge surgical techniques.
- Apollo Children's Hospital in Chennai introduced the Fontan procedure, a ground-breaking treatment to treat congenital heart disease, further enhancing paediatric care.
- In Hyderabad, Apollo Hospitals performed advanced mechanical thrombectomy on four brain stroke patients within 24 hours, highlighting its expertise in stroke management.
- Apollo Hospitals continues to boost medical tourism, strengthening its global position as a healthcare destination for advanced treatments.

NEW LAUNCHES, INITIATIVES AND PARTNERSHIPS

- The Government signed an MoU with Apollo Hospitals to provide free treatment for children with heart disease, as announced by the Tripura Chief Minister.
- Apollo Hospitals inaugurated a new multi-speciality hospital in Chirala, expanding its footprint and providing advanced healthcare facilities to the region.
- Apollo Prostate Institute introduced water vapor thermotherapy for the treatment of enlarged prostate, marking another innovation in urological care.
- Apollo's Bengaluru cancer unit launched a robotic radiosurgery system for advanced tumour treatment, further enhancing its oncology services.
- A new Breast Clinic was launched at Apollo Hospitals, Madurai, aimed at providing comprehensive care for breast health.
- Apollo Hospitals published a book outlining safety protocols to protect staff, patients, and visitors, emphasizing its focus on patient and healthcare safety.
- Apollo Hospitals launched a research academy to drive global healthcare innovation, focusing on pioneering medical research and advancements.
- Apollo Hospitals announced the expansion of its robotic surgery program across India, increasing access to cutting-edge surgical care.

AWARDS AND ACCOLADES

- Apollo Hospitals Bhubaneswar has been honored as No. 1 in Nephrology and Bariatrics by Times Health Icon Odisha 2024.
- Apollo Hospitals has won numerous awards at Times Network India Health Awards 2024, including The Best Multi-Specialty Hospital Group in India.
- Apollo Hospitals Navi Mumbai is honored to be recognized as the Best Super Specialty Hospital in Mumbai at the NavaBharath Healthcare Awards 2024.

About Apollo

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

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