

8<sup>th</sup> February, 2024

## **Apollo Hospitals reports strong Q3FY24 performance**

**Q3 Consolidated revenue grows by 14% YoY; EBITDA by 21%  
PAT increases by 60%**

**Company strengthens its focus on preventive health with the launch of Paediatric ProHealth Programme to address the rise of non-communicable disease in children.**

**Apollo Hospitals has emerged as the first private hospital group in India to have a successfully complete CAR-T cell program; the group will now provide access to 'Made in India' CAR-T cell therapy, in its continuing endeavor to deliver state-of-the-art solutions for cancer, epitomized by its iconic Apollo Proton Cancer Centre**

**Apollo Cancer Centre, Bengaluru inaugurated India's first AI-Driven Precision Oncology Centre (POC). The POC provides precise oncology care, leveraging AI for cancer risk assessment, real-time insights, leading to accurate diagnosis, treatment protocols, and a seamless continuum of care. Data, Technology and analytics will accelerate R&D and improve patient outcomes at Precision Oncology Centers**

**First multi-specialty hospital inaugurated in Rourkela in partnership with SAIL as an asset light model this will be a 290-bed facility at full capacity.**

**The company declares an interim dividend of Rs 6 per share (120%)**

**Consolidated Revenues grew by 14% YoY to Rs 4,851 cr**

**Healthcare Services Revenues grew 12% YoY, to Rs 2,464 cr**

**Apollo HealthCo Revenues grew 17% YoY to Rs 2,049 cr; GMV of Apollo 2417 at Rs 658 cr**

**Apollo Diagnostics Revenues grew by 19% YoY**

**Consolidated EBITDA grew 21% YOY to Rs 614 cr**

**Apollo Health Co achieves EBITDA break-even; EBITDA at Rs 2 cr**

**Consolidated PAT (including Apollo HealthCo and AHLL) at Rs 245 cr, 60% YoY growth**

The third quarter of the fiscal year 2024 has been marked by a series of notable initiatives, reaffirming Apollo's dedication to pushing the boundaries of medical excellence as a leader in the industry for over four decades.

In a significant partnership with Steel Authority of India Limited (SAIL), Apollo inaugurated a 290-bed multi-super-specialty hospital in Rourkela, a first such hospital in the region, reinforcing the organization's commitment to extending quality healthcare infrastructure to diverse regions.

This quarter, Apollo launched the first pediatric health assessment for chronic lifestyle diseases in children, under the newly introduced Pediatric ProHealth Programme. This initiative highlights Apollo's commitment to addressing the rise of non-communicable diseases in children, emphasizing preventive and specialized care for children. Apollo Hospitals has introduced a specialized healthcare unit for children in Trichy, India.

In a testament to its commitment to community welfare, Apollo Cancer Centres collaborated with India Post to launch the 'Stamp Out Childhood Cancer' campaign, emphasizing the organization's dedication to raising awareness on childhood cancer. Additionally, the #SaveTheBreast initiative by Apollo Proton Cancer Centre underscores the hospital's focus on raising awareness and promoting conversations around breast cancer.

Recently, Apollo Cancer Centre in Bengaluru also launched India's first AI-Precision Oncology Centre (POC), The AI-POC provides a platform for oncologists, patients, and caregivers to attain optimal outcomes efficiently, harnessing the extensive capabilities offered by artificial intelligence.

Apollo introduced Hyderabad's first Homecare Recovery Program integrated with Cardiac Surgery, underscoring the company's dedication to enhancing patient care beyond the confines of traditional hospital settings. Apollo BGS Hospital in Mysuru introduced 5G Ambulance Services in association with LifeSigns showcasing the group's efforts to enhance access to best quality care across the nation.

**Dr. Prathap C Reddy, Chairman, Apollo Hospitals Group said, "In the pursuit of a healthier nation, Apollo remains steadfast in its belief in the importance of preventive healthcare. Our mission is to empower individuals to safeguard their well-being, preventing the onset of Non-Communicable Diseases (NCDs). In a country where 5.8 million lives are claimed annually by NCDs, and 1 in 4 Indians faces the risk of such an outcome before the age of 70, Apollo ProHealth emerges as a beacon of comprehensive personalized prevention. Combining medical expertise with Artificial Intelligence, this program, curated by skilled physicians, evaluates overall health, predicts risks, and guides individuals on a personalized path to wellness. It equips you with the tools and knowledge to make proactive choices for your well-being.**

*Our vision is resolute – to integrate preventive healthcare into the lives of every Indian. More than a business objective, it's a commitment to our nation's health. Together, let's strive to nurture countless healthy and happy families, shielding them from the growing threat of non-communicable diseases."*

## **FINANCIAL PERFORMANCE**

### **Consolidated Q3FY24 Performance**

- Revenues at Rs.48,506 mn vs Rs.42,636 mn in Q3FY23; growth of 14% YoY
- EBITDA at Rs.6,137 mn vs Rs.5,053 mn in Q3FY23. This is after Apollo 247 cost of Rs 1,557 mn in the quarter (including Rs 141 mn non-cash ESOP charge) vs Rs 2,024 mn in Q3 FY23.
- Reported PAT at Rs.2,453 mn vs Rs.1,535 mn in Q3FY23
- Diluted EPS of Rs.17.06 per share in Q3 FY24 (not annualized)

### **Consolidated YTD Dec FY24 Performance**

- Revenue at Rs.141,153 mn vs Rs123,103 mn in YTD Dec FY24; growth of 15% YoY
- EBITDA at Rs.17,502 mn vs Rs.15,615 mn in YTD Dec FY23. This is after Apollo 247 cost of Rs 5,569 mn for YTD Dec (including Rs 785 mn non-cash ESOP charge) vs Rs 5,181 mn in YTD Dec FY23.
- PAT stood at Rs.6,448 mn vs Rs.5,315 mn in YTD Dec FY23
- Reported PAT stood at Rs.6,448 mn vs Rs.6,746 mn in YTD Dec FY23
- Diluted EPS of Rs. 44.84 per share in YTD Dec FY24

### **Health Care service Q3 FY24 Performance**

- Revenue at Rs.24,635 mn vs Rs 21,944 mn in Q3 FY23; growth of 12% YoY
- EBITDA grew by 8% at Rs.5,860 mn vs Rs.5,428 mn in Q3 FY23; Margins at 23.8% in Q3 FY24
- PAT stood at Rs.2,872 mn vs Rs.2,609 mn in Q3 FY23 , 10% growth

### **Health Care service YTD Dec FY24 Performance**

- Revenue at Rs.73,044 mn vs Rs 64,823 mn in YTD Dec FY23; growth of 13% YoY
- EBITDA grew by 10% at Rs.17,627 mn vs Rs.15,984 mn in YTD Dec FY23 ; Margins at 24.1% in YTD Dec FY24
- PAT stood at Rs.8,648 mn vs Rs.9,043 mn in YTD Dec FY23

## **Q3 FY24 Segment-wise Performance Update**

### **Healthcare Services (Hospitals)**

As on December 31, 2023, Apollo Hospitals had 7,911 operating beds across the network (excluding AHLL & managed beds), out of which 2,528 were new with 1,584 occupied beds. The overall occupancy for hospitals was at 65% vs 64% 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 12% to Rs.24,635 million in Q3FY24 compared to Rs.21,944 million in Q3FY23.

EBITDA (Post Ind AS 116) was at Rs.5,860 million in Q3FY24 compared to Rs. 5,428 million in Q3FY23. EBITDA was higher by 8 % YoY.

Revenues in the **Tamil Nadu cluster** grew by 9%, IP Volumes grew by 6 %. ARPOB grew by 8% to Rs. 69,412. Overall occupancy in the cluster was 1,341 beds (66% occupancy) as compared to 1,321 beds (63% occupancy) in the previous year.

In **AP Telangana region**, Revenues grew by 10%, IP volumes grew by 2%. ARPOB grew by 12% to Rs.57,660. Occupancy in the cluster was 718 beds (57% occupancy) as compared to 727 beds (56 % occupancy) in the previous year.

In **Karnataka region**, Revenues grew by 14%, IP volumes grew by 10%. ARPOB grew by 11% to Rs.61,611. Occupancy in the cluster was 501 beds (67% occupancy) as compared to 489 beds (63 % occupancy) in the previous year.

In **Eastern region**, Revenues grew by 15%, IP volumes grew by 2%. ARPOB grew by 12% to Rs.43,778. Occupancy in the cluster was 1,321 beds (73% occupancy) as compared to 1,286 beds (73 % occupancy) in the previous year.

In **Western region**, Revenues grew by 25%, IP volumes grew by 29%. ARPOB grew by 11% to Rs.46,994. Occupancy in the cluster was 487 beds (57% occupancy) as compared to 432 beds (54 % occupancy) in the previous year.

In **Northern region**, Revenues grew by 11%, IP volumes grew by 1%. ARPOB grew by 9% to Rs.57,888. Occupancy in the cluster was 833 beds (70% occupancy) as compared to 822 beds (74% occupancy) in the previous year.

## **Apollo Health and Lifestyle Limited: Diagnostics and Retail Healthcare**

- AHLL Gross Revenue at Rs.3,377 million; 8% YoY growth
- Diagnostics business added 388 collection centres taking the overall network to 2,041 centres and spread across ~260 cities serving 13,000+ customer daily. Aim to reach 2,141 collection centers by end of the financial year.
- Diagnostics Revenue stood at RS.1,122 million and Spectra at Rs.575 million

## **Apollo HealthCo: Digital Healthcare and Omni-channel Pharmacy platform**

- Apollo HealthCo Ltd. (AHL) is a wholly owned subsidiary that houses the Pharmacy distribution business, the digital healthcare services platform - Apollo247 and the 25.5 % interest in Apollo Pharmacies Ltd.
- Offline Pharmacy distribution revenues at Rs. 18,244 million in Q3FY24 while Revenues from Digital platform were at Rs. 2,249 million
- Overall Health Co Revenues were at Rs 20,493 million representing 17% YoY growth.
- 119 net new stores were opened in this quarter, taking the total number to 5790 stores.
- GMV of Apollo 24/7 at Rs 6,579 million in Q3FY24, growth of 21% over Q3FY23.
- Avg Q3FY24 run rate of 46K/day order across Pharma, Diagnostics Consultations (including IP/OP referrals) compared to 42K/day in Q3FY23

## **CLINICAL EXCELLENCE HIGHLIGHTS**

- Apollo BGS Hospitals, Mysuru, received the prestigious accreditation by the Board of the Quality and Accreditation Institute's (QAI) Centre for Accreditation of Health & Social Care, India, in conjunction with the International Society for Quality in Health Care External Evaluation Association (ISQuaEEA) for Advanced Stroke Centre.
- Apollo successfully completed 25 years of its liver transplant program, showcasing its clinical expertise and technological interventions
- A team of neuro-surgeons at Apollo Hospitals, Guwahati performed North East India's first 'Vertebral Body Stenting' successfully on a 25-year old patient.
- In a remarkable medical achievement, Apollo Hospitals Ahmedabad successfully conducted complex Bone Marrow Transplant procedures on two young Syrian sisters suffering from Thalassemia major with AB negative blood group and large spleens.
- Apollo Cancer Centre expands its outpatient services in Warangal, enabling early screening and improving patient outcomes with the cutting-edge technology.

## **NEW LAUNCHES, INITIATIVES AND PARTNERSHIPS**

- Apollo Cancer Centres launches India's fastest and most precise Breast Cancer Diagnosis Programme, emphasizing early detection for improved treatment outcomes and enhanced quality of life for patients.
- First Homecare Recovery Program Integrated with Cardiac Surgery launched in Hyderabad
- Advancing its preventive health offering, Apollo launched the first pediatric health assessment for chronic lifestyle disease in children
- First multi-specialty hospital inaugurated in Rourkela in partnership with SAIL. This

- will be a 290-bed facility
- Apollo launched the state-of-the-art Tele-ICU programme at Apollo Spectra Hospital in New Delhi redefining the landscape of intensive care, connecting Apollo Spectra's ICU facility to the Apollo Hyderabad Command Centre.
  - Apollo Hospitals launched the latest generation ophthalmology laser machine, FEMTO LDV Z8 from Ziemer
  - Apollo Institute of Medical Science and Research established in Hyderabad marking a significant milestone in the field of medical education and clinical expertise in India
  - Apollo BGS Hospital launched 5G Ambulance services in association with LifeSigns in Mysuru to transform emergency medical services
  - The Apollo Institute of Bariatrics unveiled an anti-obesity programme, 'MOULD,' to help weight management scientifically in partnership with BAROS to commemorate its 12th year of inception.
  - Apollo Hospitals launched a Paediatric Intensive Care Unit (PICU) and comprehensive Paediatrics and Children's Specialty Unit in Trichy, aimed at providing healthcare to critically ill young patients.
  - Apollo signed a MoU with the University of Leicester to promote international cooperation and explore collaborative education and research programmes, particularly in the fields of healthcare management, healthcare and data science
  - Apollo signed a MoU with the The Ranchi Municipal Corporation (RMC) to set up a new 250 bed Hospital
  - Apollo Hospitals, Chennai launched the Apollo Stroke Network for timely intervention in stroke cases
  - India Post, Apollo Cancer Centres joined hands to launch 'Stamp Out Childhood Cancer' campaign
  - Apollo Proton Cancer Centre continues its #SaveTheBreast, an initiative to increase breast cancer awareness and promote breast cancer conservation.

## 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, nearly 6000 pharmacies and over 200 clinics and diagnostic centers as well as 150 telemedicine centers. It is the world's leading cardiac center with over 200,000 surgeries and the world's largest private cancer care provider. 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](http://www.Apollohospitals.com)

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