

10th February 2025

Apollo Hospitals announces strong Q3 FY25 results

Robust growth in Hospitals, aided by focus specialties

**Apollo HealthCo reports positive PAT of Rs 32 Crores vs Rs (28)
Crores of PAT Loss in Q3 FY24**

Q3 Consolidated Revenues grew 14% YoY to Rs 5,527 Crores

Q3 Consolidated EBITDA grew 24% YoY to Rs 762 Crores

Q3 Consolidated PAT grew 52% YoY to Rs 372 Crores

On track to add 3,512 beds over a period of 3 to 4 years, beginning FY26

*Apollo Hospitals achieved a milestone in cardiac care, completing over 1000
robotic cardiac surgeries across Bangalore & Chennai*

*Apollo Hospitals partnered with Microsoft to advance healthcare through AI
and digital innovation focussing on disease progression, and genomics*

Apollo Hospitals declares an Interim Dividend of Rs 9 per share

Dr. Prathap C Reddy, Chairman, Apollo Hospitals Enterprise Ltd. said,

“At Apollo Hospitals, we have always measured success by the lives we touch and the impact we create for a healthier nation. With Q3 FY25 revenues rising by 14% to ₹ 5,527 crores and EBITDA by 24% to ₹ 762 crores, our performance is a testament to our commitment of a healthier India by bringing cutting-edge technologies to everyone who needs it. We are on track to add 3,512 beds across 11 locations over 3 to 4 years beginning FY26. The results reflect our growth story that underlines our purpose of healing India and touching more than a billion lives. From Mumbai to Varanasi and Chennai to Gurugram, we are committed to ensuring that quality healthcare is not a privilege but a fundamental right for all.

Our strategic partnership with Microsoft is accelerating our AI-driven healthcare transformation, including innovation in disease progression, and genomics. By collaborating with the University of Leicester, we are equipping the next generation of healthcare professionals with unmatched skills. Taking our impact global, Apollo Hospitals Enterprise Limited (AHEL) signed a landmark Memorandum of Understanding (MoU) with Mayapada Healthcare Group, Indonesia to transform the region’s healthcare landscape by enhancing medical capabilities, clinical programs, and operational excellence in oncology, cardiology, neurology, and transplant surgery.

At Apollo Hospitals, we recognise the rising burden of cancer and launched Unify to Notify campaign towards classifying cancer as a notifiable disease. Our pursuit of enhancing our clinical excellence continues with landmark surgeries and treatments at our hospitals across India. Apollo Hospitals, Chennai achieved a remarkable benchmark in cardiac care by completing 500 robotic cardiac surgeries. Apollo Hospitals, Bangalore performed a robotic knee replacement surgery on a 17-year-old boy, the youngest reported case in the world, who was struggling with severe Avascular Necrosis.

As we look ahead, we are confident about our plans to create a sustainable impact and value to ‘Heal in India’ and ‘Heal by India’ with world-class healthcare and cutting-edge innovation not just for India but for the world.”

Q3 FY25 CONSOLIDATED RESULTS

REVENUE

Q3 FY25 Revenues grew to Rs. 5,527 Crores; 14% YoY growth

- Healthcare Services (HCS) Revenue at Rs. 2,785 Crore; 13% YoY growth
- AHLL: Revenues at Rs. 390 Crores; 15% YoY growth
- Apollo HealthCo: Pharmacy Distribution & Digital Health Revenues at Rs. 2,352 Crores; 15% YoY growth
- GMV of Apollo 24/7 at Rs. 760 Crores

EBITDA

Q3 FY25 Consolidated EBITDA stood at Rs. 762 Crores; 24% YoY growth

- Healthcare Services (HCS) EBITDA at Rs. 671 Crores; YoY growth of 14%
- AHLL EBITDA at Rs. 34 Crores; YoY growth of 32%
- Apollo HealthCo: Pharmacy distribution & Digital health EBITDA at Rs. 57 Crores

PAT

Q3 FY25 Consolidated PAT Rs. 372 Crores, compared to Rs. 245 Crores in Q3 FY24; 52% YoY growth

- Healthcare Services (HCS) PAT at Rs. 348 Crore; YoY growth of 21%

YTD Dec FY25 CONSOLIDATED RESULTS

REVENUE

YTD Dec FY25 Revenues grew to Rs. 16,202 Crores; 15% YoY growth

- Healthcare Services (HCS) Revenue at Rs. 8,326 Crores; 14% YoY growth
- AHLL: Revenues at Rs. 1,160 Crores; 15% YoY growth
- Apollo HealthCo: Pharmacy Distribution & Digital Health Revenues at Rs. 6,717 Crores; 16% YoY growth
- GMV of Apollo 24/7 at Rs. 2,212 Crores

EBITDA

YTD Dec FY25 Consolidated EBITDA stood at Rs. 2,252 Crores; 29% YoY growth

- Healthcare Services (HCS) EBITDA at Rs. 2,014 Crores; YoY growth of 14%
- AHLL EBITDA at Rs. 107 Crores; YoY growth of 32%
- Apollo HealthCo: Pharmacy distribution & Digital health EBITDA at Rs. 131 Crores

PAT

YTD Dec FY25 Consolidated PAT Rs. 1,056 Crores, compared to Rs. 645 Crores in YTD Dec FY24; 64% YoY growth

- Healthcare Services (HCS) PAT at Rs. 1,041 Crore; YoY growth of 20%

Financial Performance – Q3 FY25

Consolidated Q3 FY25 Performance

- Revenues at Rs.55,269 mn vs Rs.48,506 mn in Q3 FY24; growth of 14% YoY
- EBITDA at Rs.7,615 mn vs Rs.6,137 mn in Q3 FY24. This is after Apollo 24/7 cost of Rs 1,405 mn in the quarter (including Rs 268 mn non-cash ESOP charge) vs Rs 1,557 mn in Q3 FY24.
- Reported PAT at Rs.3,723 mn vs Rs.2,453 mn in Q3 FY24
- Diluted EPS of Rs.25.89 per share in Q3 FY25 (not annualized)

Healthcare service Q3 FY25 Performance

- Revenue at Rs.27,850 mn vs Rs 24,635 mn in Q3 FY24; growth of 13% YoY
- EBITDA grew by 14% at Rs.6,706 mn vs Rs.5,860 mn in Q3 FY24; Margins at 24.1% in Q3 FY25
- PAT stood at Rs.3,483 mn vs Rs.2,872 mn in Q3 FY24, 21% growth

Apollo Health and Lifestyle Limited Q3 FY25 Performance

- Revenue at Rs. 3,895 mn vs Rs.3,377 mn in Q3 FY24; growth of 15% YoY
- EBITDA grew by 32% at Rs.342 mn vs Rs. 259 mn in Q3 FY24; Margins at 8.8% in Q3 FY25
- PAT loss of Rs.80 mn vs loss of Rs.143 mn in Q3 FY24

Apollo HealthCo Q3 FY25 Performance

- Revenue at Rs.23,524 mn vs Rs.20,493 mn in Q3 FY24; growth of 15% YoY
- EBITDA at Rs.566 mn vs Rs.19 mn in Q3 FY24; Margins at 2.4% in Q3 FY25
- PAT stood at Rs.321 mn vs loss of Rs.276 mn in Q3 FY24

Financial Performance – YTD Dec FY25

Consolidated YTD Dec FY25 Performance

- Revenues at Rs. 162,018 mn vs Rs. 141,153 mn in YTD Dec FY24; growth of 15% YoY
- EBITDA at Rs.22,521 mn vs Rs. 17,502 mn in YTD Dec FY24. This is after Apollo 24/7 cost of Rs 4,255 mn (including Rs 621 mn non-cash ESOP charge) vs Rs. 5,569 mn in YTD Dec FY24.
- Reported PAT at Rs.10,563 mn vs Rs. 6,448 mn in YTD Dec FY24.
- Diluted EPS of Rs. 73.46 per share in YTD Dec FY25 (not annualized)

Healthcare service YTD Dec FY25 Performance

- Revenue at Rs. 83,255 mn vs Rs. 73,045 mn in YTD Dec FY24; growth of 14% YoY
- EBITDA grew by 14% at Rs.20,144 mn vs Rs. 17,627 mn in YTD Dec FY24; Margins at 24.2% in YTD Dec FY25
- PAT stood at Rs. 10,409 mn vs Rs. 8,648 mn in YTD Dec FY24, 20% growth

Apollo Health and Lifestyle Limited YTD Dec FY25 Performance

- Revenue at Rs. 11,596 mn vs Rs.10,107 mn in YTD Dec FY24; growth of 15% YoY
- EBITDA grew by 32% at Rs.1,065 mn vs Rs.809 mn in YTD Dec FY24; Margins at 9.2% in YTD Dec FY25
- PAT loss of Rs.228 mn vs loss of Rs.420 mn in YTD Dec FY24

Apollo HealthCo YTD Dec FY25 Performance

- Revenue at Rs.67,167 mn vs Rs.58,002 mn in YTD Dec FY24; growth of 16% YoY
- EBITDA at Rs.1,312 mn vs loss of Rs.934 mn in YTD Dec FY24; Margins at 2.0 % in YTD Dec FY25
- PAT stood at Rs.382 mn vs loss of Rs.1,779 mn in YTD Dec FY24

Q3 FY25 Segment-wise Performance Update

Healthcare Services (Hospitals)

As on December 31, 2024, Apollo Hospitals had 7,996 operating beds across the network (excluding AHLL & managed beds). The overall occupancy for hospitals was at 68% vs 66% 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 13% to Rs.27,850 million in Q3 FY25 compared to Rs.24,636 million in Q3 FY24.

EBITDA (Post Ind AS 116) was at Rs.6,706 million in Q3 FY25 compared to Rs. 5,860 million in Q3 FY24. EBITDA was higher by 14 % YoY.

Revenues in the **Tamil Nadu cluster** grew by 8%. ARPOB grew by 11% to Rs. 77,084. Overall occupancy in the cluster was 1,305 beds (64% occupancy) as compared to 1,341 beds (66% occupancy) in the previous year.

In **AP Telangana region**, Revenues grew by 24%, IP volumes grew by 15%. ARPOB grew by 9% to Rs.63,013. Occupancy in the cluster was 815 beds (66% occupancy) as compared to 718 beds (57% occupancy) in the previous year.

In **Karnataka region**, Revenues grew by 17%, IP volumes grew by 5%. ARPOB grew by 6% to Rs.65,513. Occupancy in the cluster was 549 beds (71% occupancy) as compared to 501 beds (67% occupancy) in the previous year.

In **Eastern region**, Revenues grew by 8%, IP volumes grew by 5%. ARPOB grew by 6% to Rs.46,485. Occupancy in the cluster was 1,349 beds (72% occupancy) as compared to 1,321 beds (73% occupancy) in the previous year.

In **Western region**, Revenues grew by 12%, IP volumes degrew by 2%. ARPOB grew by 9% to Rs.51,325. Occupancy in the cluster was 499 beds (57% occupancy) as compared to 487 beds (57% occupancy) in the previous year.

In **Northern region**, Revenues grew by 11%, IP volumes grew by 10%. ARPOB grew by 4% to Rs.60,219. Occupancy in the cluster was 885 beds (74% occupancy) as compared to 833 beds (70% occupancy) in the previous year.

Apollo Health and Lifestyle Limited: Diagnostics and Retail Healthcare

- AHLL Gross Revenue at Rs.3,895 million; 15% YoY growth
- Diagnostics Revenue stood at Rs.1,212 million and Spectra at Rs.681 million

Apollo HealthCo: Digital Healthcare and Omni-channel Pharmacy platform

- Offline Pharmacy distribution revenues at Rs. 20,786 million in Q3 FY25 while Revenues from Digital platform were at Rs. 2,738 million
- Overall Health Co Revenues were at Rs 23,524 million representing 15% YoY growth.
- 132 net new stores were opened in this quarter, taking the total number to 6,360 stores.
- GMV of Apollo 24/7 at Rs 7,599 million in Q3 FY25, growth of 11% over Q3 FY24.
- Avg Q3 FY25 run rate of 75K/day order across Pharma, Diagnostics Consultations (including IP/OP referrals) compared to 61K/day in Q3 FY24.

CLINICAL EXCELLENCE HIGHLIGHTS

- Apollo Hospitals, Chennai achieved a remarkable milestone in cardiac care, completing 500 robotic cardiac surgeries.
- Apollo Hospitals, Chennai performed India's first implantation using the new-generation Allegra Transcatheter Aortic Valve Implantation (TAVI) system for a 78-year-old patient who had undergone valve replacement surgery.
- Apollo Hospitals, Bangalore performed a robotic knee replacement surgery on a 17-year-old boy, the youngest reported case in the world, who was struggling with knee pain due to severe Avascular Necrosis.
- Apollo Jubilee Hills, Hyderabad performed a record of 25 complex Asleep Deep Brain Stimulation surgeries in 24 days.
- Apollo Kolkata treated a 60-year-old male patient with rare and complex kidney condition, malignancy in a cross-fused ectopic kidney using robotic-assisted surgery. This was the first-of-its-kind procedure in India.

NEW LAUNCHES, INITIATIVES AND PARTNERSHIPS

- Apollo Hospitals Ahmedabad launched state's first **FemRejuvenate Therapy** designed to rejuvenate vaginal health and enhance long-term intimacy, wellness, and confidence in women.
- Apollo Cancer Centers leads Breast Cancer Awareness with "Pedal Pink" Cyclothon in Tiruvallur.
- Apollo Hospitals Hyderabad launched the **Multidisciplinary Centre for Foot & Ankle Care** to address critical complications like diabetic neuropathy and limb deformities.
- **Unify to Notify** campaign was launched to classify cancer as a notifiable disease.

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 centres 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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