



Q4 FY 2020 Earnings Update

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The Company on a quarterly basis adopts and publishes Standalone & Consolidated financial results as per the stock exchange listing agreement requirements.

Previous year figures have been reworked/regrouped /rearranged and reclassified wherever necessary to conform to the requirement of revised Schedule VI format



HIGHLIGHTS

Financial Performance FY20

- FY20 Consolidated Revenues of ₹ 112,468 mio (up 17% yoy)
- FY20 Consolidated EBITDA (Pre Ind AS 116) of ₹ 12,880 mio (up 21% yoy)
 - New Hospitals (excluding Proton) reported an EBITDA of ₹ 917 mio in FY20 as compared to an EBITDA ₹ 604 mio in FY19.
 - Proton reported EBITDA (Pre Ind AS 116) loss of ₹ (273) mio in FY20 as compared to EBITDA loss of ₹ (47) mio in FY19.
 - AHLL reported positive EBITDA (Pre Ind AS 116) of ₹ 18 mio in FY20 as compared to EBITDA loss of ₹ (599) mio in FY19.
- FY20 Consolidated EBITDA (Pre Ind AS 116) margin at 11.5% for FY20 as compared to 11.1% in FY19.
 - Consolidated Healthcare services EBITDA Margin at 17.4% in FY20.
 - SAP EBITDA margin at 6.0% in FY20.
- Consolidated PAT of ₹ 4,549 mio in FY20 (up 93% yoy)
 - Includes AHLL PAT loss of ₹ 502 mio
 - Ind-AS 116 on operating lease impacted reported PBT in FY20 to the extent of ₹ 716 mio (standard effective 1st April 2019)
 - Includes Exceptional income of ₹ 1,644 mio. (Gain of ₹ 1,964 mio from sale of stake in Apollo Munich Health Insurance netted off by impairment of investment in Lavasa of ₹ 321 mio due to uncertain outlook). PAT impact of ₹ 1,421 mio post tax.

Key Operational Highlights FY 20

- Tamilnadu region revenues grew by 11% to ₹ 22,402 mio.
- AP, Telangana Region revenues grew by 7% to ₹ 10,999 mio.
- Karnataka Region revenue grew by 11% to ₹ 7,330 mio.
- New Hospitals revenues grew by 15% to ₹ 11,091 mio.
- Overall Inpatient volume across the Group grew by 6% and ARPOB registered a healthy growth of 9%.
- Mature hospitals EBITDA margins at 22.0% and New hospitals EBITDA margins at 8.3%.
- Stand Alone Pharmacies (SAP) reported Revenues of ₹ 48,206 mio, growth of 24%.
SAP EBITDA at ₹ 2,893 mio (6.0% margin).

Capacity

- 71 hospitals with total bed capacity of 10,261 beds as on Mar 31, 2020
 - 45 owned hospitals including JVs/ Subsidiaries and Associates with 8,822 beds
 - 11 Day care/ short surgical stay centres with 270 beds and 10 Cradles with 260 beds.
 - 5 Managed hospitals with 909 beds.
- Of the 8,822 owned hospital beds capacity, 7,491 beds were operational and had an occupancy of 67% in FY20.
- The total number of pharmacies as on Mar 31, 2020 was 3,766. Gross additions of 426 stores with 88 stores; Net addition of 338 stores in FY20.

Medical Initiatives Accomplishments

- Indraprastha Apollo Hospitals, Delhi performed trachea reconstruction surgery for a 13-year-old boy from Uzbekistan and helped him regain his lost voice.
- Apollo Hospitals, Chennai successfully performed India's first Rotashock using Shockwave Lithoplasty.
- A cardiac tumour was removed through Minimally Invasive Cardiac Surgery at Apollo Hospitals, Guwahati for the first time in North East India.
- Indraprastha Apollo Hospitals, Delhi launched Radixact – the most advanced version of Tomotherapy -marked as the smartest radiation therapy to treat the most complicated cancer tumors.

Other Key Developments

- Launched Apollo 24|7, India's largest end-to-end omnichannel healthcare digital platform enabling users from any part of the country to access a full bouquet of healthcare services – 24x7 consultation with 1000+ Apollo doctors across 55+ specialities, seamless medicine delivery, diagnostic test booking and doorstep sample collection, digital health records and more.
- Apollo Hospitals launched a comprehensive response plan 'Project Kavach' to fight COVID- 19 post lockdown through a comprehensive approach that encompasses all aspects from information, screening and assessment, testing, to the infrastructure for quarantine and treatment.
- Dr. Prathap C. Reddy, Chairman, Apollo Hospitals Group conferred with the Rotary Institute 2019 Super Achiever Excellence in Healthcare Award for pioneering innovation in accessible healthcare, bringing high quality healthcare within the reach of all and conceptualizing a model for preventive healthcare.

IND AS 116 IMPACT ANALYSIS

Impact on P&L and Balance Sheet – FY20

(₹ mio)

Ind AS 116 was effective 1st April 2019

AHEL Standalone (post IND AS 116)

Balance sheet

Right of use Asset as of Mar 31, 2020	12,891	↑
Lease liabilities as of Mar 31, 2020	15,412	↑
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	2,109	↓

Profit & Loss

Revenue	-	
Other expenses (Lease rent)	2,258	↓
EBITDA	2,258	↑
Amortisation	1,535	↑
EBIT	723	↑
Finance charge	1,273	↑
PBT	550	↓

AHEL Consolidated (post IND AS 116)

Balance sheet

Right of use Asset as of Mar 31, 2020	16,463	↑
Lease liabilities as of Mar 31, 2020	20,243	↑
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	2,699	↓

Profit & Loss

Revenue	-	
Other expenses (Lease rent)	2,992	↓
EBITDA	2,992	↑
Amortisation	2,005	↑
EBIT	987	↑
Finance charge	1,704	↑
PBT	716	↓

Note: Accounting increase in Assets & Liabilities in the Balance sheet (due to Right of Use Asset) optically suppresses the ROCE and increases the leverage ratios. No real impact in actual business ROCE.

STANDALONE FINANCIAL PERFORMANCE

	Q4 FY 19	Q4 FY 20	yoy (%)	FY 19	FY 20	yoy (%)
Revenue	21,671	25,721	18.7%	83,367	97,944	17.5%
Operative Expenses	11,262	13,956	23.9%	43,690	51,820	18.6%
Employee Expenses	3,474	3,930	13.1%	12,951	15,192	17.3%
Administrative & Other Expenses	4,278	4,353	1.8%	16,545	16,780	1.4%
Total Expenses	19,013	22,238	17.0%	73,185	83,792	14.5%
EBITDA (Pre Ind AS 116)	2,658	2,877	8.2%	10,181	11,894	16.8%
<i>margin (%)</i>	12.3%	11.2%	-108 bps	12.2%	12.1%	-7 bps
EBITDA (Post Ind AS 116)	2,658	3,483	31.0%	10,181	14,152	39.0%
<i>margin (%)</i>	12.3%	13.5%	128 bps	12.2%	14.4%	224 bps
Depreciation	770	1,291	67.5%	2,999	4,823	60.8%
EBIT	1,888	2,193	16.2%	7,182	9,330	29.9%
<i>margin (%)</i>	8.7%	8.5%	-19 bps	8.6%	9.5%	91 bps
Financial Expenses	709	1,073	51.3%	2,680	4,259	58.9%
Other Income	22	-8		122	109	-10.8%
Exceptional Item	0	1,644		0	1,644	
Profit Before Tax	1,200	2,756	129.7%	4,625	6,824	47.6%
Profit After Tax	767	2,056	168.1%	3,028	4,703	55.3%
<i>margin (%)</i>	3.5%	8.0%	445 bps	3.6%	4.8%	117 bps

Total Debt					31,599	
Cash & Cash equivalents (includes investment in liquid funds)					3,738	
Net Debt					27,861	

Ind-AS 116, effective 1st April 2019 has recognized interest expense on lease liabilities of ₹ 1,273 mio and depreciation on right-of-use asset of ₹ 1,535 mio. The effect of applying this standard resulted in reduction of PBT by ₹ 550 mio in FY 20

Previous year figures have been reworked/regrouped/rearranged and reclassified wherever necessary to conform to the requirement of revised Schedule VI format

Key Highlights

- FY20 Revenues of ₹ 97,944 mio, 17.5% yoy growth
- FY20 EBITDA (Pre Ind AS 116) at ₹ 11,894 mio, 16.8% yoy growth
- FY20 EBITDA (Post Ind AS 116) at ₹ 14,152 mio, 39.0% yoy growth
- FY20 EBIT at ₹ 9,330 mio, 29.9% yoy growth
- FY20 PAT at ₹ 4,703 mio, 55.3% yoy growth
- Exceptional income of ₹ 1,644 mio. (Gain of ₹ 1,964 mio from sale of stake in Apollo Munich Health Insurance netted off by impairment of investment in Lavasa of ₹ 321 mio due to uncertain outlook). PAT impact of ₹ 1,421 mio post tax.

Please refer COVID-19 impact on slide 11

		Healthcare Service (Mature)	New Hospitals	Proton	Healthcare Services (Total)	SAP	Standalone
FY 20	Hospitals	22	10	1	33		
	Operating beds	3,359	1,489	47	4,895		
	Occupancy	67%	62%	24%	65%		
	Revenue	38,061	11,091	586	49,738	48,206	97,944
	EBITDA (Pre Ind AS 116)	8,357	917	-273	9,001	2,893	11,894
	margin (%)	22.0%	8.3%		18.1%	6.0%	12.1%
	EBITDA (Post Ind AS 116)	8,755	1,169	-224	9,700	4,452	14,152
	margin (%)	23.0%	10.5%		19.5%	9.2%	14.4%
	EBIT	6,767	128	-468	6,428	2,902	9,330
margin (%)	17.8%	1.2%		12.9%	6.0%	9.5%	
FY 19	Hospitals	22	10	-	32		
	Operating beds	3,346	1,410	-	4,756		
	Occupancy	68%	60%		66%		
	Revenue	34,854	9,647	5	44,506	38,860	83,367
	EBITDA (Pre Ind AS 116)	7,593	604	-47	8,151	2,031	10,181
	margin (%)	21.8%	6.3%		18.3%	5.2%	12.2%
	EBIT	5,938	-375	-62	5,501	1,682	7,182
margin (%)	17.0%			12.4%	4.3%	8.6%	
YOY Growth							
Revenue Growth		9.2%	15.0%		11.8%	24.1%	17.5%
EBITDA Growth		10.1%	51.7%		10.4%	42.4%	16.8%
EBIT Growth		14.0%			16.9%	72.5%	29.9%

Key Highlights

- Health Care Services revenue growth at 11.8% from ₹ 44,506 mio in FY 19 to ₹ 49,738 mio in FY 20
- New Hospitals revenues grew 15.0% from ₹ 9,647 mio in FY 19 to ₹ 11,091 mio in FY 20
- SAP EBITDA of ₹ 2,893 mio (6.0% margin) in FY 20 as compared to ₹ 2,031 mio (5.2% margin) in FY 19
- COVID-19 impact: COVID-19 began impacting footfalls early March with deep impact mid March post lockdown. Overall impact of ~ ₹ 700 mio on Healthcare services Revenues in Q4FY20.
- SAP Q4FY20 Revenues higher by ~ ₹ 700-800 mio as there was a tendency to stock up medicines/consumables due to lockdown and uncertainties.

	Q4 FY 19	Q4 FY 20	yoy (%)	FY 19	FY 20	yoy (%)
Revenues from each segment						
Healthcare Services*	11,489	12,138	5.6%	44,514	49,746	11.8%
Stand-alone Pharmacy	10,184	13,585	33.4%	38,860	48,206	24.1%
Total	21,673	25,723	18.7%	83,375	97,953	17.5%
Less: Intersegmental Revenue	2	2		8	9	
Net Revenues	21,671	25,721	18.7%	83,367	97,944	17.5%
Profit before Tax & Interest (EBIT)						
Healthcare Services*	1,420	1,268	-10.7%	5,501	6,096	10.8%
Stand-alone Pharmacy	468	739	57.9%	1,682	2,511	49.3%
Total EBIT	1,888	2,006	6.3%	7,182	8,607	19.8%
Profit before Tax & Interest (EBIT) margins						
Healthcare Services*	12.4%	10.4%	-191 bps	12.4%	12.3%	-10 bps
Stand-alone Pharmacy	4.6%	5.4%	84 bps	4.3%	5.2%	88 bps
Total EBIT margin	8.7%	7.8%	-91 bps	8.6%	8.8%	17 bps
					Capital employed ⁽²⁾	ROCE
Healthcare services – Mature ⁽¹⁾					27,291	24.2%
Standalone Pharmacy					10,347	24.3%
Healthcare services – New including Proton					28,272	
Capital employed					65,909	13.1%

Key Highlights

 FY20 Healthcare services Revenues at ₹ 49,746 mio, growth of 11.8%

 FY20 Standalone pharmacies Revenues at ₹ 48,206 mio, growth of 24.1%.

* 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 of new hospitals of ₹ 2,265 mio and ₹ 11,045 mio for Investment in Subs, Associates and Mutual funds as at Mar 20. The Capital employed as per segment reporting does not include Investments in Subs & JVs as the results of these companies don't form part of Standalone financials.

⁽²⁾ Capital employed for this purpose is Pre Ind AS 116

CONSOLIDATED FINANCIAL PERFORMANCE

	Q4 FY 19	Q4 FY 20	yoy (%)	FY 19	FY 20	yoy (%)
Total Revenues	24,995	29,224	16.9%	96,174	112,468	16.9%
EBITDA (Pre Ind AS 116)	2,796	2,989	6.9%	10,637	12,880	21.1%
margin (%)	11.2%	10.2%	-96 bps	11.1%	11.5%	39 bps
EBITDA (Post Ind AS 116)	2,796	3,801	35.9%	10,637	15,873	49.2%
margin (%)	11.2%	13.0%	182 bps	11.1%	14.1%	305 bps
EBIT	1,747	2,162	23.8%	6,681	9,676	44.8%
margin (%)	7.0%	7.4%	41 bps	6.9%	8.6%	166 bps
Profit After Tax	816	2,193	168.7%	2,360	4,549	92.7%
Total Debt					36,266	
Cash & Cash equivalents (includes investment in liquid funds)					5,416	
Net Debt					30,849	

Ind-AS 116, effective 1st April 2019 has recognized interest expense on lease liabilities of ₹ 1,704 mio and depreciation on right-of-use asset of ₹ 2,005 mio. The effect of applying this standard resulted in reduction of PBT by ₹ 716 mio in FY 20

Key Highlights

- Revenue growth of 16.9% from ₹ 96,174 mio in FY19 to ₹ 112,468 mio in FY20
- FY20 Consolidated EBITDA grew by 21.1% to ₹ 12,880 mio
- FY20 Consolidated PAT grew by 92.7% to ₹ 4,549 mio
- AHLL Consolidated PAT loss of ₹ 502 mio in FY20 vs PAT loss of ₹ 905 mio in FY19
- Exceptional income of ₹ 1,644 mio. (Gain of ₹ 1,964 mio from sale of stake in Apollo Munich Health Insurance netted off by impairment of investment in Lavasa of ₹ 321 mio due to uncertain outlook). PAT impact of ₹ 1,421 mio post tax.

Please refer COVID-19 impact on slide 15

		Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Proton	Healthcare Serv Group (Total)	SAP	AHLL	Consol
FY 20	Hospitals	31	13	1	45			
	Operating beds	5,489	1,955	47	7,491			
	Occupancy	69%	64%	24%	67%			
	Revenue	42,892	13,820	586	57,297	48,206	6,964	112,468
	EBITDA (Pre Ind AS 116)	9,189	1,054	-273	9,970	2,893	18	12,880
	margin (%)	21.4%	7.6%		17.4%	6.0%	0.3%	11.5%
	EBITDA (Post Ind AS 116)	9,629	1,346	-224	10,750	4,452	671	15,873
	margin (%)	22.4%	9.7%		18.8%	9.2%	9.6%	14.1%
	EBIT	7,295	166	-468	6,993	2,902	-219	9,676
	margin (%)	17.0%	1.2%		12.2%	6.0%		8.6%
FY 19	Hospitals	31	13		44			
	Operating beds	5,449	1,797		7,246			
	Occupancy	70%	63%		68%			
	Revenue	39,279	12,142	5	51,426	38,860	5,888	96,174
	EBITDA	8,430	822	-47	9,204	2,031	-599	10,637
	margin (%)	21.5%	6.8%		17.9%	5.2%		11.1%
	EBIT	6,470	-260	-62	6,149	1,682	-1,149	6,681
	margin (%)	16.5%			12.0%	4.3%		6.9%
YOY Growth								
Revenue Growth		9.2%	13.8%		11.4%	24.1%	18.3%	16.9%
EBITDA Growth		9.0%	28.3%		8.3%	42.4%		21.1%
EBIT Growth		12.7%			13.7%	72.5%		44.8%

Key Highlights

AHLL – Cradle & Clinics reported positive EBITDA of ₹ 18 mio as compared to loss of ₹ 599 mio in FY 19

COVID-19 impact:
COVID-19 began impacting footfalls early March with deep impact mid March post lockdown. Overall impact of ~ ₹ 1,000 mio on Healthcare services Revenues in Q4FY20.

SAP Q4FY20 Revenues higher by ~ ₹ 700-800 mio as there was a tendency to stock up medicines/consumables due to lockdown and uncertainties.

OPERATIONAL PERFORMANCE HOSPITALS

Particulars	Total ⁽⁸⁾			Tamilnadu Region (Chennai & others) ⁽¹⁾			AP, Telangana Region (Hyderabad & others) ⁽²⁾		
	FY 19	FY 20	yoy (%)	FY 19	FY 20	yoy (%)	FY 19	FY 20	yoy (%)
No. of Operating beds	7,246	7,491		2,121	2,208		1,344	1,344	
Inpatient volume	4,51,894	4,78,032	5.8%	1,28,812	1,34,713	4.6%	77,104	78,002	1.2%
Outpatient volume ⁽⁶⁾	15,52,841	16,27,514	4.8%	5,32,612	5,31,218	-0.3%	2,48,457	2,38,382	-4.1%
Inpatient ALOS (days)	3.99	3.86		3.57	3.53		4.03	3.90	
Bed Occupancy Rate (%)	68%	67%		59%	59%		63%	62%	
Inpatient revenue (₹ mio)	NA	NA		15,097	16,660	10.4%	8,560	9,159	7.0%
Outpatient revenue (₹ mio)	NA	NA		5,172	5,742	11.0%	1,705	1,840	7.9%
ARPOB (₹ /day) ⁽⁷⁾	34,226	37,397	9.3%	44,133	47,151	6.8%	33,022	36,184	9.6%
Total Net Revenue (₹ mio) ⁽⁷⁾	NA	NA		20,269	22,402	10.5%	10,265	10,999	7.1%

Notes:

(1) Tamilnadu region includes Chennai hospitals, 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) Others include Bhubaneswar, Bilaspur, Nashik & Navi Mumbai.

(5) Significant Hospital JVs/Subs/Associates are – Ahmedabad, Kolkata, Delhi, Indore, Assam & Lucknow (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.

Particulars	Karnataka Region (Bangalore & others) ⁽³⁾			Others ⁽⁴⁾			Significant Subs/JVs/associates ⁽⁵⁾		
	FY 19	FY 20	yoy (%)	FY 19	FY 20	yoy (%)	FY 19	FY 20	yoy (%)
No. of Operating beds	746	769		910	962		2,125	2,208	
Inpatient volume	52,382	55,881	6.7%	65,410	71,940	10.0%	1,28,186	1,37,496	7.3%
Outpatient volume ⁽⁶⁾	1,58,821	1,79,906	13.3%	1,41,235	1,45,473	3.0%	4,71,716	5,32,535	12.9%
Inpatient ALOS (days)	3.70	3.61		4.18	4.00		4.41	4.21	
Bed Occupancy Rate (%)	71%	72%		82%	82%		73%	72%	
Inpatient revenue (₹ mio)	5,593	6,204	10.9%	5,560	6,288	13.1%	14,450	16,585	14.8%
Outpatient revenue (₹ mio)	998	1,126	12.9%	986	1,125	14.0%	3,379	3,738	10.6%
ARPOB (₹ /day) ⁽⁷⁾	33,983	36,336	6.9%	23,948	25,790	7.7%	31,558	35,145	11.4%
Total Net Revenue (₹ mio) ⁽⁷⁾	6,591	7,330	11.2%	6,546	7,413	13.2%	17,829	20,322	14.0%

OPERATIONAL PERFORMANCE STANDALONE PHARMACY

Batch	Particulars	Q4 FY 19	Q4 FY 20	yoy (%)	FY 19	FY 20	yoy (%)
Upto FY 12 Batch	No of Stores	1106	1075		1106	1075	
	Revenue/store	3.90	4.64	19.0%	15.68	17.41	11.0%
	EBITDA /store	0.32	0.40	26.7%	1.20	1.47	22.8%
	EBITDA Margin %	8.1%	8.6%	52 bps	7.7%	8.5%	81 bps
FY 13 to FY 15 Batch	No of Stores	611	600		611	600	
	Revenue/store	3.41	4.15	21.7%	13.52	15.19	12.3%
	EBITDA /store	0.23	0.32	40.9%	0.85	1.12	31.6%
	EBITDA Margin %	6.7%	7.7%	105 bps	6.3%	7.4%	108 bps
Total	No. of Store	3,428	3,766		3,428	3,766	
	Revenue / Store	2.97	3.61	21.4%	11.34	12.80	12.9%
	EBITDA / Store	0.16	0.22	38.4%	0.59	0.77	29.7%
	EBITDA Margin %	5.5%	6.2%	76 bps	5.2%	6.0%	77 bps
	Total Revenues	10,184	13,585	33.4%	38,860	48,206	24.1%
	EBITDA	557	847	52.0%	2,031	2,893	42.4%
	EBITDA Margin %	5.5%	6.2%	76 bps	5.2%	6.0%	77 bps
Capex (Rs Mio)		225	160		736	596	
Capital Employed (Rs Mio)		8,984	10,347		8,984	10,347	
Total ROCE %		20.8%	28.6%	773 bps	18.7%	24.3%	555 bps
Total No. of Employees					22,286	26,090	17.1%

Key Highlights

- FY20 Revenues at ₹ 48,206 mio, growth of 24.1%
- EBITDA of ₹ 2,893 mio in FY20 as compared to ₹ 2,031 mio in FY19, growth of 42.4%
- EBITDA margins of 6.0% in FY20
- ROCE in FY20 at 24.3% as compared to 18.7% in FY19
- Gross addition of 86 stores and closed 20 stores in Q4FY20. Net addition of 66 stores in Q4FY20
No. of stores as on 31st Mar 2020 is 3,766.

UPDATE ON APOLLO HEALTH & LIFESTYLE & GLENEAGLES KOLKATA

	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	Spectra (IP)
Network	148	650	25	64	42	12	15
Footfalls/Day*	2229	5075	542	162	602	51	80
Gross ARPP (Rs.)*	1715	549	2377	6696	1373	74819	78849



		Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
Gross Revenue	FY20	1185	2272	3983	0	-476	6,964
	FY19	923	1998	3394	0	-428	5,888
	YOY	28%	14%	17%			18%
Net Revenue	FY20	1094	1714	2688	0	-470	5,026
	FY19	846	1422	2207	0	-387	4,088
	YOY	29%	21%	22%			23%
EBITDA (Pre Ind AS 116)	FY20	39	86	147	-256	2	18
	FY19	-123	-55	-207	-216	1	-599
EBITDA [Post Ind AS 116]	FY20	103	262	560	-256	2	671
	FY19	-123	-55	-207	-216	1	-599
EBIT	FY20	-287	372	63	-241	-9	-102
	FY19	-445	111	-502	-221	-10	-1,067
PAT	FY20	-10	-3	-348	-354	0	-715
	FY19	-166	-232	-656	-234	0	-1,288

Key Highlights

- Gross Revenue growth of 18%, primarily driven by 28% growth in Diagnostics and 17% growth in Specialty care.
- AHLL reported positive EBITDA of ₹ 18 mio as compared to loss of ₹ 599 mio in FY19

* Footfalls and ARPP for diagnostics represent 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

Apollo Gleneagles Kolkata						
Particulars	Q4 FY 19	Q4 FY 20	yoy (%)	FY 19	FY 20	yoy (%)
Total Income	1,166	1,155	-0.9%	4,327	4,670	7.9%
EBITDA (Pre OMA fees to partners)*	204	122	-40.2%	685	755	10.2%
EBITDA (Pre Ind AS 116)	124	41	-67.1%	389	424	9.0%
<i>margin (%)</i>	10.6%	3.5%		9.0%	9.1%	
Profit after Tax	38	15		44	115	
<i>margin (%)</i>	3.3%	1.3%		1.0%	2.5%	
No. of Operating beds	700	700		700	700	
Bed Occupancy Rate (%)	83%	77%		78%	79%	
ARPOB (₹ /day)	29,452	31,151		28,337	30,197	

Key Highlights

-  Apollo Gleneagles Kolkata reported Revenue of ₹ 4,670 mio in FY20, 7.9% growth
-  EBITDA (Pre Ind AS 116) of ₹ 424 mio in FY20 as compared to ₹ 389 mio in FY19
-  PAT at ₹ 115 mio in FY20 as compared to ₹ 44 mio in FY19

* OMA indicates contractual Operations and Management fees paid to both Gleneagles Management Services PTE Ltd & Apollo Hospitals Enterprise Ltd.

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%
ACI - 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	
Apollo Proton & Cancer care	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 (old & new)	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	80.87%
Apollo Home Health care India Ltd	Chennai	Paramedical Services	100.00%
Apollo Health and Lifestyle Ltd.	Hyderabad	Apollo Clinics	70.25%
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	90.00%
Total Health			100.00%
Apollo Healthcare Technology Solutions Ltd	Chennai	Hospital	40.00%
Assam Hospitals Ltd	Assam	Hospital	65.52%
Apollo Hospitals International Ltd.	Ahmedabad	Hospital	50.00%
Apollo Hospitals Singapore.PTE Limited			100.00%
Future Parking Pvt Ltd	Chennai	Infrastructure	100.00%
Apollo Medicals Pvt Ltd	Chennai	Pharmaceutical	100.00%
Associates	Location	Description	AHEL Ownership
Indraprastha Medical Corporation Ltd.	Delhi, Noida	Hospital	22.03%
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 Medics	Lucknow	Hospital	50.00%

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