

30th May 2024

Apollo Hospitals announces Q4 FY24 and Full Year FY24 results:

Q4 Revenues grew 15% YoY to Rs 4,944 Crores

Q4 Consolidated EBITDA grew 31% YoY to Rs 640 Crores

Q4 Consolidated PAT grew 76% YoY to Rs 254 Crores

Company declares final dividend of 200% (Rs 10 per share)

Total dividend of 320% including interim of 120% (Rs 6 per share) declared earlier.

Appointed Dr Madhu Sasidhar as President & CEO of hospital division.

Apollo Hospitals became the first hospital in South Asia to introduce groundbreaking innovation, ZAP-X for brain tumor treatment.

Apollo Proton Cancer Center completes 1200+ proton therapy treatments.

Apollo Cancer Centres became the first private hospital group in India to have successfully completed CAR-T cell program and provide access to 'Made in India' CAR-T cell therapy.

A study conducted by a team of experts at Apollo Hospitals established new reference values for prostate-specific antigen (PSA) specific to the Indian demographic. This study was published in the prestigious Indian Journal of Urology.

Apollo Cancer Centre, Bengaluru, launched India's first AI-Precision Oncology Centre (POC).

Apollo Hospitals ranked #5 in Business World "India's most respected companies 2022-23" list. Only healthcare company on the list.

Q4FY24 CONSOLIDATED RESULTS

REVENUE

Q4 FY24 Revenues grew to Rs. 4,944 Crore; 15% YoY growth

Healthcare Services (HCS) Revenue at Rs. 2,563 Crore; 17% YoY growth

AHLL: Revenues at Rs. 355 Crores; 15% YoY growth

**Apollo HealthCo: Pharmacy Distribution & Digital Health Revenues at Rs. 2,027 Crores;
13% YoY growth**

GMV of Apollo 24/7 at Rs. 681 Crores

EBITDA

Q4 FY24 Consolidated EBITDA stood at Rs. 640 Crores; 31% YoY growth

Healthcare Services (HCS) EBITDA at Rs. 593 Crores; YoY growth of 11%

AHLL EBITDA at Rs. 36 Crores; YoY growth of 40%

Apollo HealthCo: Pharmacy distribution & Digital health EBITDA at Rs. 12 Crores

PAT

**Q4 FY24 Consolidated PAT Rs. 254 Crores, compared to Rs. 145 Crores in
Q4FY23; 76% YoY growth**

Healthcare Services (HCS) PAT at Rs. 280 Crore; YoY growth of 9%

FY24 CONSOLIDATED RESULTS

REVENUE

FY24 Revenues grew to Rs 19,059 Crore; 15% YoY growth

Healthcare Services (HCS) Revenue at Rs 9,867 Crore; 14% YoY growth

AHLL: Revenues at Rs 1,365 Crores for FY24; 11% YoY growth

**Apollo Healthco: Pharmacy Distribution & Digital Health Revenues at Rs 7,827 Crore;
17% YoY growth**

EBITDA

FY24 Consolidated EBITDA at Rs. 2,391 Crore; 17% YoY growth

Healthcare Services (HCS) EBITDA at Rs. 2,356 Crore; YoY growth of 10%

AHLL EBITDA at Rs. 117 Crore

Apollo HealthCo: Consolidated EBITDA at Rs (82) Cr

PAT

**FY24 Consolidated Reported PAT at Rs. 899 Crore; grew by 33% (excluding Deferred
Tax reversal of Rs.143 Crore in FY23)**

Healthcare Services (HCS) PAT at Rs. 1,145 Crore; 13% YoY growth

AHLL PAT loss at Rs 51 Crore

**Apollo HealthCo: PAT loss at Rs. 196 Crore post Rs.708 Crore of Apollo 24/7 operating
cost**

Dr. Prathap C. Reddy, Chairman, Apollo Hospitals Group said, "FY24 has been a special year for us at Apollo as we achieved some remarkable milestones to further enhance the quality of our care. Our steadfast dedication to delivering top-notch healthcare services continues to be a key pillar of our growth. While Apollo leads the paradigm shift in healthcare focused on prevention of diseases, we are committed to advance our research efforts and leverage cutting-edge, new-age technologies like AI and robotics to enhance patient outcomes.

Cancer is one of our key focus areas given the increasing incidence of the disease being reported in India, making the country a potentially the cancer capital of the world. At Apollo Hospitals, we are committed to advance our research and introduce novel, technology driven medical solutions and set new benchmarks in cancer care. Towards this vision, our experts conducted a study and have successfully established new reference values for prostate-specific antigen (PSA) specific to the Indian demographic. This marks an important milestone in prostate cancer diagnosis and treatment. Similarly, setting up of India's first AI precision oncology centre in Bengaluru enables us to offer best-in-class cancer care leveraging the potential of AI that ensures accurate diagnosis, real-time insights, cancer risk assessment, treatment protocol and continuum of care. This centre will play a significant role in strengthening India's position as a global hub for cancer care.

Continuing to deliver on our commitment to introducing latest medical innovations in India, we are proud to once again be the first hospital in south Asia to implement ZAP-X, a transformative technology for brain tumor treatment. ZAP-X offers patients a non-invasive, pain-free alternative with sessions lasting just 30 minutes and it redefines precision with minimal radiation exposure, enabling new standards in effectiveness and patient comfort.

Going forward, Apollo Hospitals will continue to strengthen its endeavors to identify and introduce best-in-class, technology-enabled healthcare solutions to enhance patient outcomes and improve access to quality care. Together, we embark on a journey towards a healthier, more resilient future, where every individual receives the highest standard of care. We are dedicated to contributing to the nation's health agenda through impactful initiatives that address the evolving healthcare needs of our society. We envision a tomorrow where healthcare knows no bounds, and we are steadfast in our commitment to making this vision a reality."

Financial Performance

Consolidated Q4FY24 Performance

- Revenues at Rs.49,439 mn vs Rs.43,022 mn in Q4FY23; growth of 15% YoY
- EBITDA at Rs.6,405 mn vs Rs.4,882 mn in Q4FY23. This is after Apollo 247 cost of Rs 1,508 mn in the quarter (including Rs 106 mn non-cash ESOP charge) vs Rs 2,174 mn in Q4 FY23.
- Reported PAT at Rs.2,539 mn vs Rs.1,445 mn in Q4FY23
- Diluted EPS of Rs.17.65 per share in Q4 FY24 (not annualized)

Consolidated FY24 Performance

- Revenue at Rs.190,592 mn vs Rs.166,125 mn in FY23; growth of 15% YoY
- EBITDA at Rs.23,907 mn vs Rs.20,496 mn in FY23. This is after Apollo 247 cost of Rs 7,077 mn for FY24 (including Rs 891 mn non-cash ESOP charge) vs Rs 7,355 mn in FY23.
- PAT stood at Rs.8,986 mn vs Rs.6,760 mn (excl DT Reversal and CG tax on Karapakkam) in FY23
- Reported PAT stood at Rs.8,986 mn vs Rs. 8,191 mn in FY23
- Diluted EPS of Rs. 62.50 per share in FY24

Health Care service Q4 FY24 Performance

- Revenue at Rs.25,626 mn vs Rs 21,946 mn in Q4 FY23; growth of 17% YoY
- EBITDA grew by 11% at Rs.5,931 mn vs Rs.5,347 mn in Q4 FY23; Margins at 23.1% in Q4 FY24
- PAT stood at Rs.2,803 mn vs Rs.2,565 mn in Q4 FY23 , 9% growth

Health Care service FY24 Performance

- Revenue at Rs.98,670 mn vs Rs 86,768 mn in FY23; growth of 14% YoY
- EBITDA grew by 10% at Rs.23,559 mn vs Rs.21,331 mn in FY23 ; Margins at 23.9% in FY24
- PAT stood at Rs.11,450 mn vs Rs. 11,609 mn in FY23

Q4 FY24 Segment-wise Performance Update

Healthcare Services (Hospitals)

As on March 31, 2024, Apollo Hospitals had 7,945 operating beds across the network (excluding AHLL & managed beds), out of which 2,557 were new with 1,603 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 17% to Rs.25,626 million in Q4FY24 compared to Rs.21,946 million in Q4FY23.

EBITDA (Post Ind AS 116) was at Rs.5,931 million in Q4FY24 compared to Rs. 5,347 million in Q4FY23. EBITDA was higher by 11 % YoY.

Revenues in the **Tamil Nadu cluster** grew by 12%, IP Volumes grew by 1 %. ARPOB grew by 14% to Rs. 75,050. Overall occupancy in the cluster was 1,288 beds (63% occupancy) as compared to 1,332 beds (63% occupancy) in the previous year.

In **AP Telangana region**, Revenues grew by 16%, IP volumes grew by 3%. ARPOB grew by 13% to Rs.60,574. Occupancy in the cluster was 712 beds (56% occupancy) as compared to 705 beds (54 % occupancy) in the previous year.

In **Karnataka region**, Revenues grew by 19%, IP volumes grew by 7%. ARPOB grew by 14% to Rs.63,952. Occupancy in the cluster was 512 beds (68% occupancy) as compared to 495 beds (65% occupancy) in the previous year.

In **Eastern region**, Revenues grew by 18%, IP volumes grew by 11%. ARPOB grew by 11% to Rs.45,245. Occupancy in the cluster was 1,347 beds (74% occupancy) as compared to 1,280 beds (72 % occupancy) in the previous year.

In **Western region**, Revenues grew by 23%, IP volumes grew by 21%. ARPOB grew by 5% to Rs.48,575. Occupancy in the cluster was 492 beds (57% occupancy) as compared to 425 beds (53 % occupancy) in the previous year.

In **Northern region**, Revenues grew by 14%, IP volumes grew by 4%. ARPOB grew by 13% to Rs.61,447. Occupancy in the cluster was 801 beds (66% occupancy) as compared to 804 beds (72% occupancy) in the previous year.

Apollo Health and Lifestyle Limited: Diagnostics and Retail Healthcare

- AHLL Gross Revenue at Rs.3,547 million; 15% YoY growth
- Diagnostics business added 220+ collection centres taking the overall network to 2,300+ centres and spread across ~300 cities serving 15,000+ customer daily.
- Diagnostics Revenue stood at Rs.1,169 million and Spectra at Rs.579 million

Apollo HealthCo: Digital Healthcare and Omni-channel Pharmacy platform

- Apollo HealthCo, entered into a binding agreement to raise equity capital of almost \$300m (INR 2,475 Crores) from private equity investor, Advent International.
- Offline Pharmacy distribution revenues at Rs. 17,880 million in Q4FY24 while Revenues from Digital platform were at Rs. 2,387 million
- Overall Health Co Revenues were at Rs 20,267 million representing 13% YoY growth.
- 240 net new stores were opened in this quarter, taking the total number to 6,030 stores.
- GMV of Apollo 24/7 at Rs 6,810 million in Q4FY24, growth of 35% over Q4FY23.
- Avg Q4FY24 run rate of 54K/day order across Pharma, Diagnostics Consultations (including IP/OP referrals) compared to 43K/day in Q4FY23

CLINICAL EXCELLENCE HIGHLIGHTS

- Apollo Hospitals revolutionizes prostate cancer screening for Indian men with groundbreaking study titled “Determining age-specific prostate-specific antigen for healthy Indian men”. The study involved nearly 100,000 healthy men across diverse age groups and regions in India, establishing new reference values for prostate-specific antigen (PSA) specific to the Indian demographic
- Apollo Cancer Centres (ACCs) is the first private hospital group in India to have successfully completed CAR-T cell program and provide access to ‘Made in India’ CAR-T cell therapy, beginning with NexCAR19™ (Actalycabtagene autoleucel), for the treatment of B-cell lymphomas and B-acute lymphoblastic leukaemia in patients aged 15 years and above
- Apollo Cancer Centre, Chennai (ACC) successfully performed South Asia's first-ever robotic nipple-sparing mastectomy with immediate reconstruction.
- Apollo Hospitals successfully performed 2500 cochlear
- Apollo Hospitals successfully organized 11th edition of its prestigious two-day annual conference titled International Health Dialogue, an amalgamation of the International Patient Safety Conference (IPSC) & Transforming Healthcare with Information Technology (THIT), in Bangalore

NEW LAUNCHES, INITIATIVES AND PARTNERSHIPS

- Apollo introduces ZAP-X Gyroscopic Radiosurgery, the first in South Asia, to offer patients a non-invasive, pain-free alternative to traditional surgical interventions for brain tumours, with sessions lasting just 30 minutes and without the necessity of anaesthesia
- Apollo launched India's first AI-precision oncology centre at Apollo Cancer Centre, Bengaluru
- Apollo Proton Cancer Centre (APCC) launched the Apollo Rectal Cancer (ARC) Programme – India's first integrated organ and disease-specific programme for management of rectal cancer.
- Apollo launched state-of-the-art multi-specialty emergency medical centre in Ayodhya

AWARDS AND ACCOLADES

- Ms. Suneeta Reddy, Managing Director of Apollo Hospitals, was recognized among 50 global women changemakers by CNBC for her contribution towards society and industry-wide change at the CNBC Changemakers 2024
- Ms. Preetha Reddy, Executive Vice Chairperson; Ms. Shobhana Kamineni, Executive Vice Chairperson; Ms. Suneeta Reddy, MD; and Ms. Sangita Reddy, Joint MD; of Apollo Hospitals were awarded at the Fortune India's Most Powerful Women in Business in 2023
- Group Chief Financial Officer, Mr. Krishnan Akhileswaran, has been honored with the Economic Times CFO of the Year – Large Enterprise 2024 award
- Apollo Speciality Hospitals, Vanagaram received awards for excellence in holistic sleep health and being an elder & neighborhood friendly hospital at the South Indian Talent Awards (SITA) 2024



About Apollo Hospitals Enterprise Ltd. (AHEL)

Apollo revolutionized healthcare when Dr PrathapReddy 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 centers. Since its inception, Apollo has emerged as one of the world's premier cardiac centers, having conducted over 300,000+ angioplasties and 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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