

APOLLO HOSPITALS ENTERPRISE LIMITED

CIN : L85110TN1979PLC008035



12th February 2022

The Secretary,
Bombay Stock Exchange Ltd (BSE)
Phiroze Jheejheebhoy Towers,
Dalal Street,
Mumbai - 400 001.
Scrip Code - 508869
ISIN INE437A01024

The Secretary,
National Stock Exchange,
Exchange Plaza, 5th Floor
Plot No.C/1, 'G' Block
Bandra - Kurla Complex
Bandra (E)
Mumbai - 400 051.
Scrip Code-
APOLLOHOSP
ISIN INE437A01024

The Manager
The National Stock
Exchange,
Wholesale Debt Market
Exchange Plaza, 5th Floor
Plot No.C/1, 'G' Block
Bandra - Kurla Complex
Bandra (E)
Mumbai - 400 051.

Dear Sir

Subject: Disclosure under Regulation 30 the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Financial Results of the Company for quarter and nine months ended December 31, 2021.

The presentation to be made to the Investors is enclosed and the same is also being uploaded on the Company's website www.apollohospitals.com.

Kindly note of the same.

Thanking You,

Yours faithfully,
For APOLLO HOSPITALS ENTERPRISE LIMITED


S.M. KRISHNAN
Sr. VICE PRESIDENT - FINANCE
AND COMPANY SECRETARY

IS/ISO 9001:2000

Regd. Office :
19, Bishop Gardens,
Raja Annamalaipuram,
Chennai - 600 028.

General Office :
"Ali Towers", III Floor,
#55, Greams Road,
Chennai - 600 006.

Tel : 044 - 28290956 / 3896 / 6681
Telefax : 044 - 2829 0956
Email : investor.relations@apollohospitals.com
Website: www.apollohospitals.com

**EARNINGS
UPDATE
Q3 FY 2022**

2021

22



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- Important risk factors and uncertainties could make a material difference to the Company’s operations. These risks include but are not limited to, the risk factors described in AHEL’s prospectus, annual reports and other periodic filings made by the company. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.
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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.

Key Highlights

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01

HIGHLIGHTS



HIGHLIGHTS

Financial Performance Q3 FY22

- Q3 FY22 Consolidated Revenues of ₹ 36,389 mio (growth of 32% yoy).
- Q3 FY22 Consolidated EBITDA (Post Ind AS 116) of ₹ 5,870 mio.
- New Hospitals (excl Proton) reported an EBITDA of ₹ 1,189 mio in Q3 FY22 as compared to an EBITDA of ₹ 645 mio in Q3 FY21.
- Proton reported EBITDA (Post Ind AS 116) of ₹156 mio in Q3 FY22 as compared to EBITDA of ₹ 17 mio in Q3 FY21.
- AHLL reported EBITDA (Post Ind AS 116) of ₹ 495 mio in Q3 FY22 as compared to EBITDA ₹ 278 mio in Q3FY21.
- Consolidated PAT of ₹ 2,284 mio in Q3 FY22.
- Ind-AS 116 on operating lease impacted reported PBT in Q3FY22 to the extent of ₹ 107 mio.

Key Operational Highlights Q3 FY22

- Q3FY22 occupancy across the group was at 5,107 beds (65% occupancy) as compared to 4,658 beds (63% occupancy) in Q3FY21. The Q3FY22 occupancy in mature hospitals was at 3,575 beds (66% occupancy). New hospitals had an occupancy of 1,532 beds (63% occupancy) in Q3FY22.
- Inpatient Volumes across the group increased by 28% from 99,197 to 127,441.
- ARPOB (excluding vaccination) was at ₹ 46,062 Vs ₹ 40,092 registering a growth of 15% in Q3 FY22 as compared to the same period previous year.



HIGHLIGHTS

Capacity

- 71 hospitals with total bed capacity of 10,033 beds as on December 31, 2021.
 - 44 owned hospitals including JVs/ Subsidiaries and Associates with 8,660 beds.
 - 11 Day care/ short surgical stay centres with 244 beds and 11 Cradles with 278 beds.
 - 5 Managed hospitals with 851 beds.
- Of the 8,660 owned hospital beds capacity, 7,860 beds were operational and had an occupancy of 65% in Q3 FY22.
- The total number of pharmacies as on December 31, 2021 was 4,390. Gross additions of 120 stores and closed 22 stores; Net addition of 98 stores in Q3FY22 and 272 stores in YTD Dec21.

Medical Initiatives Accomplishments

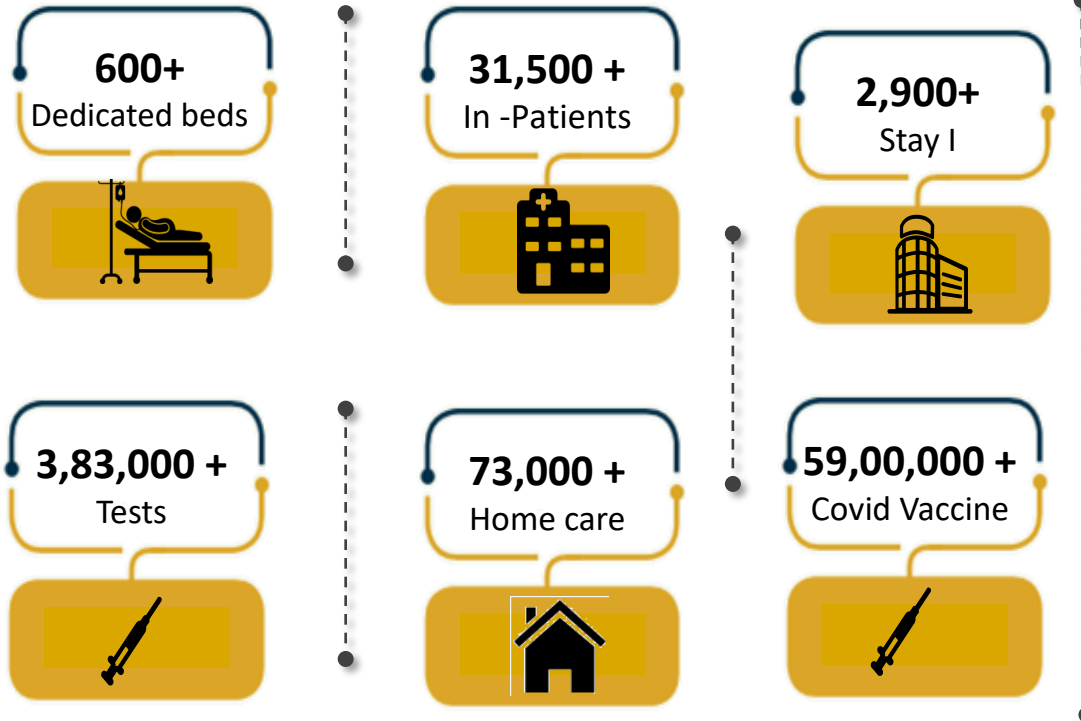
- Apollo Hospitals, Hyderabad launched Varian's TrueBeam radiotherapy system with Velocity that is capable of treating a wide range of cancers with high accuracy and precision, allowing oncologists to treat many types of complex cancer cases.
- World's first LAR procedure for Rectal cancer using Medtronic Hugo Robotic-Assisted Surgery System performed at Apollo Hospitals, Chennai
- Apollo Hospitals, Kolkata has acquired the Power Spiral Enteroscopy to treat gastrointestinal tract diseases. It would ease the process of endoscopy of small intestine

Other Key Developments

- Apollo Hospitals, Chennai and Indraprastha Apollo Hospitals, New Delhi ranked amongst the top 5 positions in the All India Multi-Specialty Hospital Survey 2021 conducted by Times Health Survey.
- Apollo TeleHealth, has set up five Digital Dispensaries in Meghalaya, collaborating with the state government. Services offered at Digital Dispensaries include Primary Tele Consultations, Specialty and Super Specialty Teleconsultations, Tele Laboratory Services, Pharmacy, Screening for Non-Communicable Diseases (NCD) and Social Health Education
- Apollo Hospitals Group tie-up with 'The Clinic by Cleveland Clinic' to collaborate with leading medical experts at Cleveland Clinic to review complex cases and formulate the most appropriate treatment plan.



COVID TESTING AND TREATMENT – YTD Dec21



- 'Project Stay I' saw success with over 24,000 room nights.
- Our effort in the Home care segment enabled us to move into 73,000 homes, (of which COVID care was at 22,000 homes) and provide medically supervised home isolation services
- Digital healthcare app Apollo 24/7 – agile and digitally connected to the consumer, over 1 lakh digital consults during the Quarter.



02

CONSOLIDATED FINANCIAL PERFORMANCE



CONSOLIDATED FINANCIAL PERFORMANCE

TOTAL

(₹ mio)

	Q3 FY 21	Q3 FY 22	yoy (%)	YTD Dec 20	YTD Dec 21	yoy (%)
Total Revenues	27,598	36,389	31.9%	76,921	111,162	44.5%
EBITDA (Post Ind AS 116)	3,903	5,870	50.4%	7,256	17,219	137.3%
margin (%)	14.1%	16.1%	199 bps	9.4%	15.5%	606 bps
EBIT	2,653	4,380	65.1%	2,909	12,876	342.6%
margin (%)	9.6%	12.0%	243 bps	3.8%	11.6%	780 bps
Profit After Tax	1,304	2,284	75.1%	-175	9,655	
Exceptional Item *				354	2,941	
Profit After Tax(excluding Exceptional Item)				-529	6,714	
Total Debt				28,640		
Cash & Cash equivalents (includes investment in liquid funds)				16,710		
Net Debt				11,931		

Key Highlights

■ Q3FY22 Consolidated Revenues at ₹ 36,389 mio
 ■ Q3FY22 Consolidated EBITDA at ₹ 5,870 mio
 ■ Q3FY22 Consolidated PAT at ₹ 2,284 mio

*In YTD Dec 21 : Fair Value Gain on revaluation of existing interest in JV(AMHL earlier know as AGHL) under Ind AS 103 Business Combination in Q1FY22.

*In YTD Dec 20 : Pursuant to the demerger of the Front End pharmacy, AHEL's ownership in the wholly owned subsidiary AMPL changed to 25.5%. The assets and liabilities derecognised resulted in gain on loss of control on AMPL amounting to ₹ 354 mio which is presented under exceptional item in Q2FY21.



CONSOLIDATED FINANCIAL PERFORMANCE

MATURE & NEW BREAKUP – Q3 FY22

(₹ mio)

		Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Proton	Healthcare Serv Group (Total)	Pharmacy Distribution*	AHLL	Consol
Q3 FY 22	Hospitals	29	14	1	44			
	Operating beds	5,440	2,367	53	7,860			
	Occupancy	66%	64%	48%	65%			
	Revenue	14,123	5,586	474	20,183	13,074	3,132	36,389
	EBITDA (Post Ind AS 116)**	3,617	1,189	156	4,961	964	495	6,420
	margin (%)	25.6%	21.3%	32.8%	24.6%	7.4%	15.8%	17.6%
	24/7 Operating Costs					-550		-550
	EBITDA (Post Ind AS 116)	3,617	1,189	156	4,961	414	495	5,870
	margin (%)	25.6%	21.3%	32.8%	24.6%	3.2%	15.8%	16.1%
	EBIT	2,950	824	41	3,815	321	245	4,380
margin (%)	20.9%	14.7%	8.7%	18.9%	2.5%	7.8%	12.0%	
Q3 FY 21	Hospitals	30	13	1	44			
	Operating beds	5,232	2,081	53	7,366			
	Occupancy	62%	67%	40%	63%			
	Revenue	10,101	3,987	274	14,362	11,263	1,973	27,598
	EBITDA (Post Ind AS 116)	2,218	645	17	2,880	745	278	3,903
	margin (%)	22.0%	16.2%	6.3%	20.1%	6.6%	14.1%	14.1%
	EBIT	1,614	341	-77	1,878	715	60	2,653
	margin (%)	16.0%	8.5%		13.1%	6.4%	3.0%	9.6%
Revenue Growth		39.8%	40.1%	73.0%	40.5%	16.1%	58.7%	31.9%
EBITDA (Post Ind AS 116) Growth **		63.1%	84.3%	806.4%	72.3%	29.4%	78.0%	64.5%
EBITDA (Post Ind AS 116) Growth						-44.4%		50.4%
EBIT Growth		82.7%	141.8%		103.2%	-55.1%	309.9%	65.1%

Key Highlights

- HCS revenue grew by 41% in Q3FY22
- HCS EBITDA at ₹ 4,961 mio in Q3FY22
 - Mature HCS EBITDA at ₹3,617 mio (25.6% margin)
 - New HCS EBITDA at ₹1,189 mio (21.3% margin)
- AHLL – Cradle & Clinics reported
 - Revenue of ₹ 3,132 mio,
 - EBITDA of ₹ 495 mio (15.8% margin)

**EBITDA Post Ind AS 116 - excluding 24/7 operating costs

*Pharmacy Distribution from 1st Sep 2020



CONSOLIDATED FINANCIAL PERFORMANCE

MATURE & NEW BREAKUP – YTD DEC21

(₹ mio)

		Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Proton	Healthcare Serv Group (Total)	Pharmacy Distribution*	AHLL	Consol
YTD Dec 21	Hospitals	29	14	1	44			
	Operating beds	5,440	2,367	53	7,860			
	Occupancy	65%	66%	56%	65%			
	Revenue	41,375	18,494	1,392	61,261	39,865	10,036	111,162
	EBITDA (Post Ind AS 116)**	10,067	3,489	401	13,957	3,061	1,596	18,614
	margin (%)	24.3%	18.9%	28.8%	22.8%	7.7%	15.9%	16.7%
	24/7 Operating Costs					-1,395		-1,395
	EBITDA (Post Ind AS 116)	10,067	3,489	401	13,957	1,666	1,596	17,219
	margin (%)	24.3%	18.9%	28.8%	22.8%	4.2%	15.9%	15.5%
	EBIT	8,052	2,457	91	10,601	1,382	893	12,876
margin (%)	19.5%	13.3%	6.6%	17.3%	3.5%	8.9%	11.6%	
YTD Dec 20	Hospitals	30	13	1	44			
	Operating beds	5,232	2,081	53	7,366			
	Occupancy	51%	55%	34%	52%			
	Revenue	24,084	9,877	673	34,634	37,573	4,713	76,921
	EBITDA (Post Ind AS 116)	2,928	780	-36	3,672	3,121	463	7,256
	margin (%)	12.2%	7.9%		10.6%	8.3%	9.8%	9.4%
	EBIT	1,131	-122	-319	690	2,404	-184	2,909
	margin (%)	4.7%			2.0%	6.4%		3.8%
YOY Growth								
Revenue Growth		71.8%	87.2%	106.9%	76.9%	6.1%	112.9%	44.5%
EBITDA (Post Ind AS 116) Growth **		243.9%	347.2%		280.1%	-1.9%	244.3%	156.5%
EBITDA (Post Ind AS 116) Growth						-46.6%	244.3%	137.3%
EBIT Growth		611.9%			1436.4%	-42.5%		342.6%

Key Highlights

- HCS revenue grew by 77% in YTD Dec21
- HCS EBITDA at ₹ 13,957 mio
 - Mature HCS EBITDA at ₹10,067 mio (24.3% margin)
 - New HCS EBITDA at ₹3,489 mio (18.87% margin)
- AHLL – Cradle & Clinics reported
 - Revenue of ₹ 10,036 mio
 - EBITDA of ₹ 1,596 mio (15.9% margin)

**EBITDA Post Ind AS 116 - excluding 24/7 operating costs

*Pharmacy Distribution from 1st Sep 2020



03

**STANDALONE FINANCIAL
PERFORMANCE**



STANDALONE FINANCIAL PERFORMANCE

TOTAL

(₹ mio)

	Q3 FY 21	Q3 FY 22	yoy (%)	YTD Dec 20	YTD Dec 21	yoy (%)
Revenue	23,670	28,462	20.2%	67,430	86,641	28.5%
Operative Expenses	13,932	16,467	18.2%	39,901	51,166	28.2%
Employee Expenses	2,690	3,064	13.9%	9,821	9,445	-3.8%
Administrative & Other Expenses	3,829	4,687	22.4%	11,592	13,492	16.4%
Total Expenses	20,451	24,218	18.4%	61,314	74,102	20.9%
EBITDA (Post Ind AS 116)	3,219	4,244	31.8%	6,116	12,539	105.0%
<i>margin (%)</i>	13.6%	14.9%	131 bps	9.1%	14.5%	540 bps
Depreciation	918	974	6.1%	3,345	2,871	-14.2%
EBIT	2,302	3,270	42.1%	2,771	9,667	248.9%
<i>margin (%)</i>	9.7%	11.5%	177 bps	4.1%	11.2%	705 bps
Financial Expenses	758	621	-18.0%	2,755	1,903	-31.0%
Other Income	9	118	1180.1%	74	289	289.7%
Exceptional item	0	0		-11	-67	
Profit Before Tax	1,553	2,767	78.2%	78	7,986	
Profit After Tax	1,062	1,754	65.1%	-104	5,114	
<i>margin (%)</i>	4.5%	6.2%	168 bps		5.9%	
Total Debt					22,567	
Cash & Cash equivalents (includes investment in liquid funds)					12,269	
Net Debt					10,298	



STANDALONE FINANCIAL PERFORMANCE

MATURE & NEW BREAKUP – Q3 FY22

(₹ mio)

Key Highlights

■ HCS revenue grew by 24% in Q3FY22

■ HCS EBITDA at ₹ 3,830 mio in Q3FY22

- Mature HCS EBITDA at ₹ 2,918 mio (26.5% margin)
- New HCS EBITDA at ₹ 757 mio (19.5% margin)

■ Pharmacy Distribution

- Revenue at ₹ 13,074 mio
- EBITDA was at ₹ 964 mio (7.4% margin)

		Healthcare Service (Mature)	New Hospitals	Proton	Healthcare Services (Total)	Pharmacy Distribution*	Standalone
Q3 FY 22	Hospitals	20	10	1	31		
	Operating beds	3,278	1,638	53	4,969		
	Occupancy	65%	62%	48%	64%		
	Revenue	11,027	3,887	474	15,388	13,074	28,462
	EBITDA (Post Ind AS 116)**	2,918	757	156	3,830	964	4,794
	margin (%)	26.5%	19.5%	32.8%	24.9%	7.4%	16.8%
	24/7 Operating Costs					-550	-550
	EBITDA (Post Ind AS 116)	2,918	757	156	3,830	414	4,244
	margin (%)	26.5%	19.5%	32.8%	24.9%	3.2%	14.9%
	EBIT	2,425	483	41	2,949	321	3,270
margin (%)	22.0%	12.4%	8.7%	19.2%	2.5%	11.5%	
Q3 FY 21	Hospitals	21	10	1	32		
	Operating beds	3,105	1,563	53	4,721		
	Occupancy	60%	65%	40%	61%		
	Revenue	8,961	3,172	274	12,407	11,263	23,670
	EBITDA (Post Ind AS 116)	1,956	501	17	2,475	745	3,219
	margin (%)	21.8%	15.8%	6.3%	19.9%	6.6%	13.6%
	EBIT	1,429	235	-77	1,586	715	2,302
	margin (%)	15.9%	7.4%		12.8%	6.4%	9.7%
YOY Growth							
Revenue Growth		23.1%	22.5%	73.0%	24.0%	16.1%	20.2%
EBITDA (Post Ind AS 116) Growth **		49.2%	51.0%	806.4%	54.8%	29.4%	48.9%
EBITDA (Post Ind AS 116) Growth						-44.4%	31.8%
EBIT Growth		69.7%	105.6%		85.9%	-55.1%	42.1%

** EBITDA Post Ind AS 116 - excluding 24/7 operating costs

*Pharmacy Distribution from 1st Sep 2020



STANDALONE FINANCIAL PERFORMANCE

MATURE & NEW BREAKUP –YTD DEC21

(₹ mio)

		Healthcare Service (Mature)	New Hospitals	Proton	Healthcare Services (Total)	Pharmacy Distribution*	Standalone
YTD Dec 21	Hospitals	20	10	1	31		
	Operating beds	3,278	1,638	53	4,969		
	Occupancy	64%	66%	56%	64%		
	Revenue	31,970	13,414	1,392	46,776	39,865	86,641
	EBITDA (Post Ind AS 116)**	8,100	2,371	401	10,873	3,061	13,934
	margin (%)	25.3%	17.7%	28.8%	23.2%	7.7%	16.1%
	24/7 Operating Costs					-1395	-1395
	EBITDA (Post Ind AS 116)	8,100	2,371	401	10,873	1,666	12,539
	margin (%)	25.3%	17.7%	28.8%	23.2%	4.2%	14.5%
	EBIT	6,616	1,578	91	8,285	1,382	9,667
margin (%)	20.7%	11.8%	6.6%	17.7%	3.5%	11.2%	
YTD Dec 20	Hospitals	21	10	1	32		
	Operating beds	3,105	1,563	53	4,721		
	Occupancy	50%	53%	34%	51%		
	Revenue	21,256	7,927	673	29,857	37,573	67,430
	EBITDA (Post Ind AS 116)	2,466	565	-36	2,995	3,121	6,116
	margin (%)	11.6%	7.1%		10.0%	8.3%	9.1%
	EBIT	911	-225	-319	367	2,404	2,770
	margin (%)	4.3%	-2.8%		1.2%	6.4%	4.1%
YOY Growth							
Revenue Growth		50.4%	69.2%	106.9%	56.7%	6.1%	28.5%
EBITDA (Post Ind AS 116) Growth **		228.4%	319.7%		263.0%	-1.9%	127.8%
EBITDA (Post Ind AS 116) Growth						-46.6%	105.0%
EBIT Growth		626.2%			2158.7%	-42.5%	248.9%

Key Highlights

- HCS revenue grew by 57% in YTD Dec21
- HCS EBITDA at ₹ 10,873 mio in YTD Dec21
 - Mature HCS EBITDA at ₹ 8,100 mio (25.3% margin)
 - New HCS EBITDA at ₹ 2,371 mio (17.7% margin)
- Pharmacy Distribution
 - Revenue at ₹ 39,865 mio
 - EBITDA at ₹ 3,061 mio (7.7% margin)

*Pharmacy Distribution from 1st Sep 2020 ** EBITDA Post Ind AS 116 - excluding 24/7 operating costs



STANDALONE FINANCIAL PERFORMANCE

SEGMENT REPORTING

(₹ mio)

	Q3 FY 21	Q3 FY 22	yoy (%)	YTD Dec 20	YTD Dec 21	yoy (%)
Revenues from each segment						
Healthcare Services*	12,407	15,388	24.0%	29,858	46,776	56.7%
Stand-alone Pharmacy	0	0		22,698	0	-100.0%
Pharmacy Distribution**	11,263	13,074		14,875	39,865	
Total	23,670	28,462	20.2%	67,431	86,641	28.5%
Less: Intersegmental Revenue	0	0		1	0	
Net Revenues	23,670	28,462	20.2%	67,430	86,641	28.5%
Profit before Tax & Interest (EBIT)						
Healthcare Services*	1,586	2,949	85.9%	367	8,285	2158.4%
Stand-alone Pharmacy	0	0		1493	0	
Pharmacy Distribution**	715	321	-55.1%	911	1,382	51.7%
Total EBIT	2,302	3,270	42.1%	2,771	9,667	248.9%
Profit before Tax & Interest (EBIT) margins						
Healthcare Services*	12.8%	19.2%	638 bps	1.2%	17.7%	1648 bps
Stand-alone Pharmacy				6.6%		
Pharmacy Distribution**	6.4%	2.5%	-390 bps	6.1%	3.5%	-266 bps
Total EBIT margin	9.7%	11.5%	177 bps	4.1%	11.2%	705 bps
		Capital employed	ROCE		Capital employed	ROCE
Healthcare services		51,708	22.8%		51,708	21.4%
Pharmacy Distribution [#]		10,596	32.9%		10,596	34.9%
Capital employed ⁽¹⁾		62,303	21.0%		62,303	20.7%

*Healthcare Services consists of Hospitals, Hospital Based Pharmacies and Consulting

**Pharmacy distribution represents the exclusive pharmacy distribution backend business for Apollo Pharmacies Ltd (SAP business) from 1st Sep 2020

⁽¹⁾ Capital employed for the calculation of ROCE does not include Capital Work in progress of new hospitals of ₹ 657 mio and ₹ 23,687 mio for Investment in Subs, Associates and Mutual funds as at Dec 21.

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.

ROCE – EBIT excluding 24/7 Operating Cost



04

**OPERATIONAL PARAMETERS -
HOSPITALS & PHARMACIES**



OPERATIONAL PARAMETERS - HOSPITALS

(₹ mio)

Particulars	Total ⁽⁶⁾			Tamilnadu Region (Chennai & others) ⁽¹⁾			AP, Telangana Region (Hyderabad & others) ⁽²⁾			Karnataka Region (Bangalore & others) ⁽³⁾			Others ⁽⁴⁾			Significant Subs/JVs/associates ⁽⁵⁾		
	YTD Dec 20	YTD Dec 21	yoy (%)	YTD Dec 20	YTD Dec 21	yoy (%)	YTD Dec 20	YTD Dec 21	yoy (%)	YTD Dec 20	YTD Dec 21	yoy (%)	YTD Dec 20	YTD Dec 21	yoy (%)	YTD Dec 20	YTD Dec 21	yoy (%)
No. of Operating beds	7,366	7,860		2,003	2,131		1,344	1,344		769	775		993	1,107		2,257	2,503	
Inpatient volume	244,455	344,250	40.8%	57,120	91,022	59.4%	34,129	50,554	48.1%	32,209	41,109	27.6%	44,627	56,606	26.8%	76,370	104,959	37.4%
Outpatient volume ⁽⁷⁾	737,761	2,094,137	183.9%	197,572	689,482	249.0%	113,146	223,115	97.2%	102,018	206,246	102.2%	92,283	277,529	200.7%	232,742	697,765	199.8%
Inpatient ALOS (days)	4.32	4.09		4.41	4.00		4.65	4.37		3.96	3.64		4.05	3.86		4.43	4.33	
Bed Occupancy Rate (%)	52%	65%		46%	62%		43%	60%		60%	70%		66%	72%		54%	66%	
Inpatient revenue (₹ mio)	NA	NA		9,893	15,939	61.1%	6,173	9,608	55.6%	3,865	6,022	55.8%	4,464	6,423	43.9%	10,059	15,821	57.3%
Outpatient revenue (₹ mio)	NA	NA		2,121	4,531	113.6%	1,150	2,102	82.8%	698	1,753	151.2%	710	1,548	118.1%	1,882	4,169	121.5%
ARPOB (₹ /day) ^{(8)excluding Vaccination}	39,106	44,374	13.5%	47,665	54,573	14.5%	46,108	50,329	9.2%	35,781	46,717	30.6%	28,646	33,749	17.8%	35,315	42,169	19.4%
Total Net Revenue (₹ mio) ⁽⁶⁾	NA	NA		12,015	20,470	70.4%	7,324	11,710	59.9%	4,563	7,775	70.4%	5,174	7,971	54.1%	11,941	19,990	67.4%

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) Revenues under the head “Total” have not been provided as Consolidated actual results will differ from total due to proportionate consolidation.

(7) Outpatient volume represents New Registrations only.

(8) 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. ARPOB excludes Vaccination Revenue



PHARMACY DISTRIBUTION

(₹ mio)

Pharmacy Distribution	Q3 FY 21	Q3 FY 22	yoy (%)	YTD Dec 20	YTD Dec 21	yoy (%)
Revenue	11,263	13,074	16.1%	37,573	39,865	6.1%
EBITDA (Post Ind AS 116)**	745	964	29.4%	3,121	3,061	-1.9%
margin (%)	6.6%	7.4%	76 bps	8.3%	7.7%	-63 bps

*Pharmacy Distribution from 1st Sep 2020 **EBITDA Post Ind AS 116 - excluding 24/7 operating costs

The Combined Pharmacy platform business reported revenue of ₹ 16,613 mio in Q3FY22 as compared to a Revenue of ₹ 14,400 mio in Q3FY21, **15% growth**.

- EBITDA (Pre Ind As 116) in Q3FY22 was at ₹ 976 mio and EBITDA (Post Ind As 116) was at ₹ 1,496 mio

The Combined Pharmacy platform business reported revenue of ₹ 50,202 mio in YTD Dec21 as compared to a Revenue of ₹ 41,929 mio in YTD Dec20, **20% growth**.

- EBITDA (Pre Ind As 116) in YTD Dec21 was at ₹ 3,369 mio and EBITDA (Post Ind As 116) was at ₹ 4,856 mio.

No of Pharmacies : 4,390

- Added 120 stores and Closed 22 Stores in Q3FY22. **Net addition of 98 Stores**
- Added 329 stores and closed 57 stores in YTD Dec21. **Net addition of 272 Stores**

Private Label sales at **11.33%** of Revenues in Q3FY22



05

APOLLO 24/7



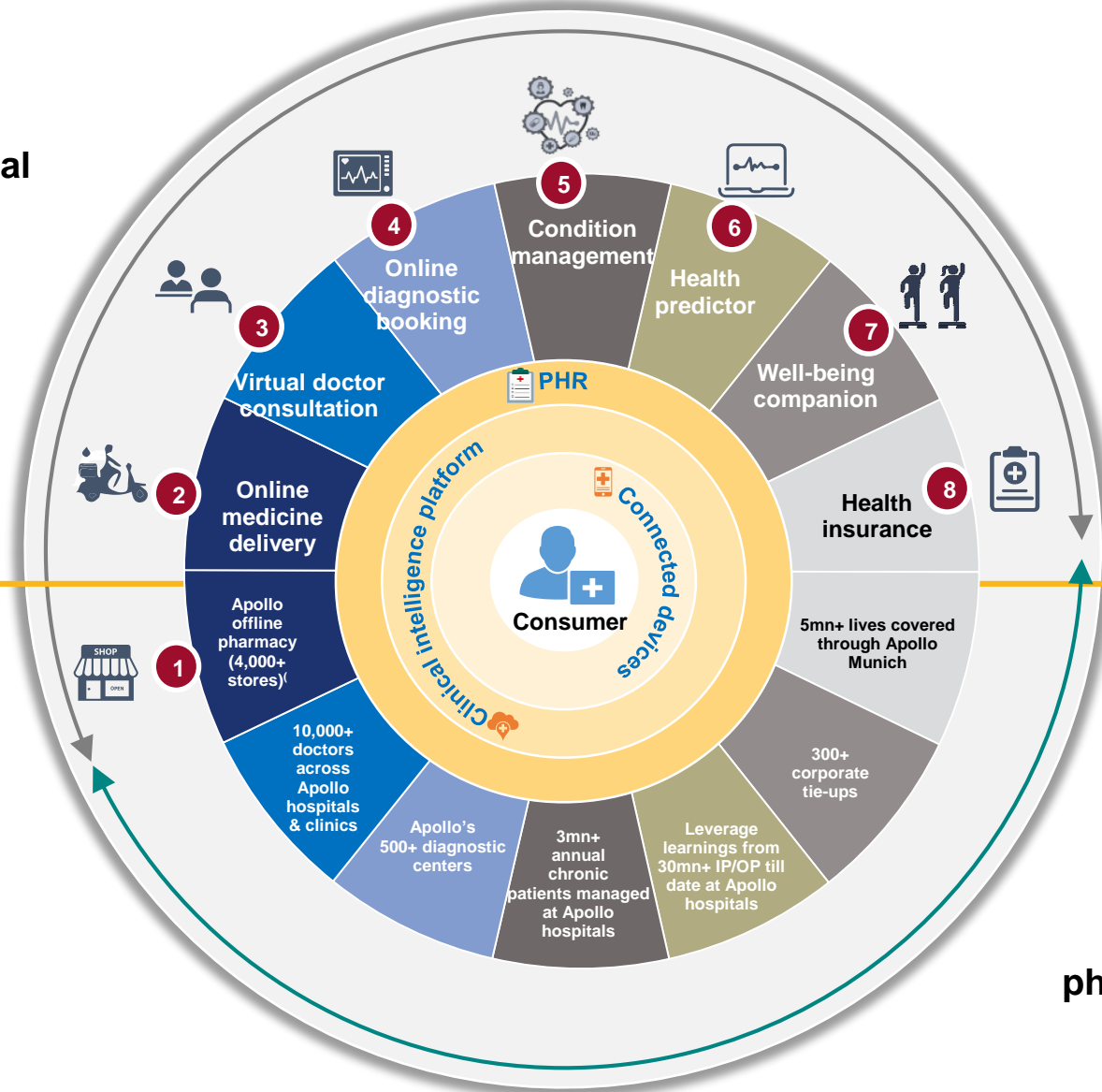
APOLLO 24X7 – INDIA'S LARGEST OMNI-CHANNEL HEALTHCARE PLATFORM LEVERAGING PHYSICAL NETWORK

Digital services

Physical network & capabilities

Distinctive digital ecosystem ...

Part of Apollo 24/7

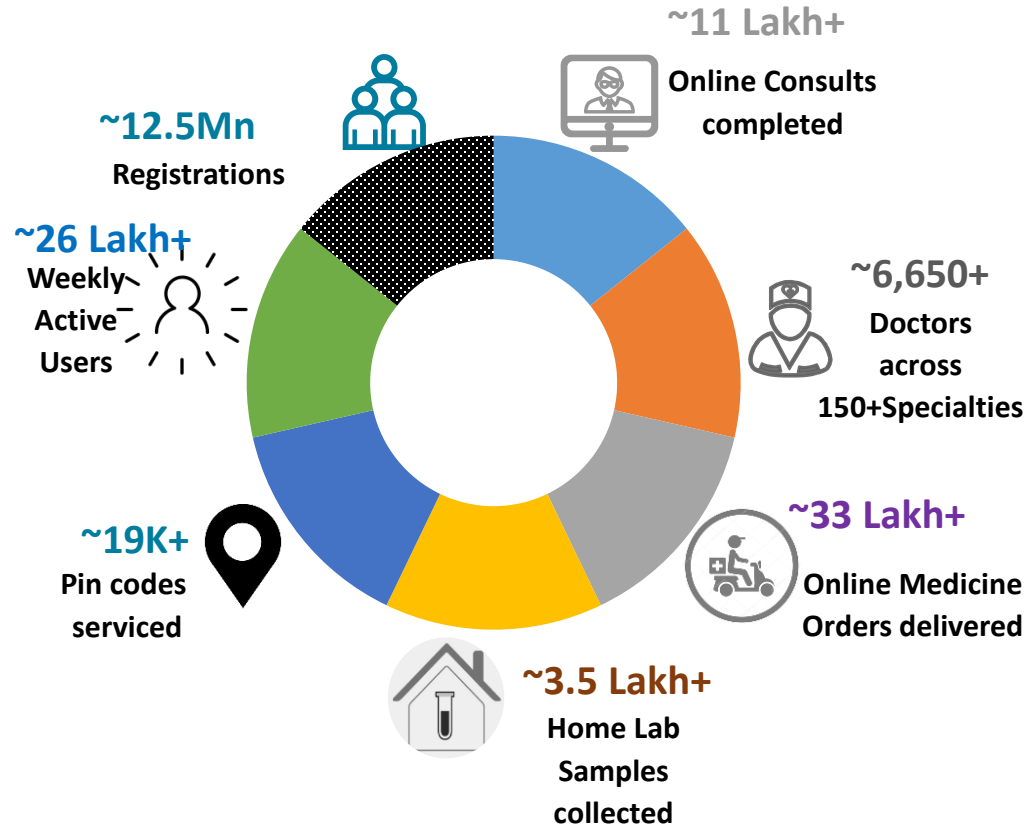


Enablers provided by Apollo Group Companies (unique & other players cannot provide)

... coupled with formidable physical network & capabilities

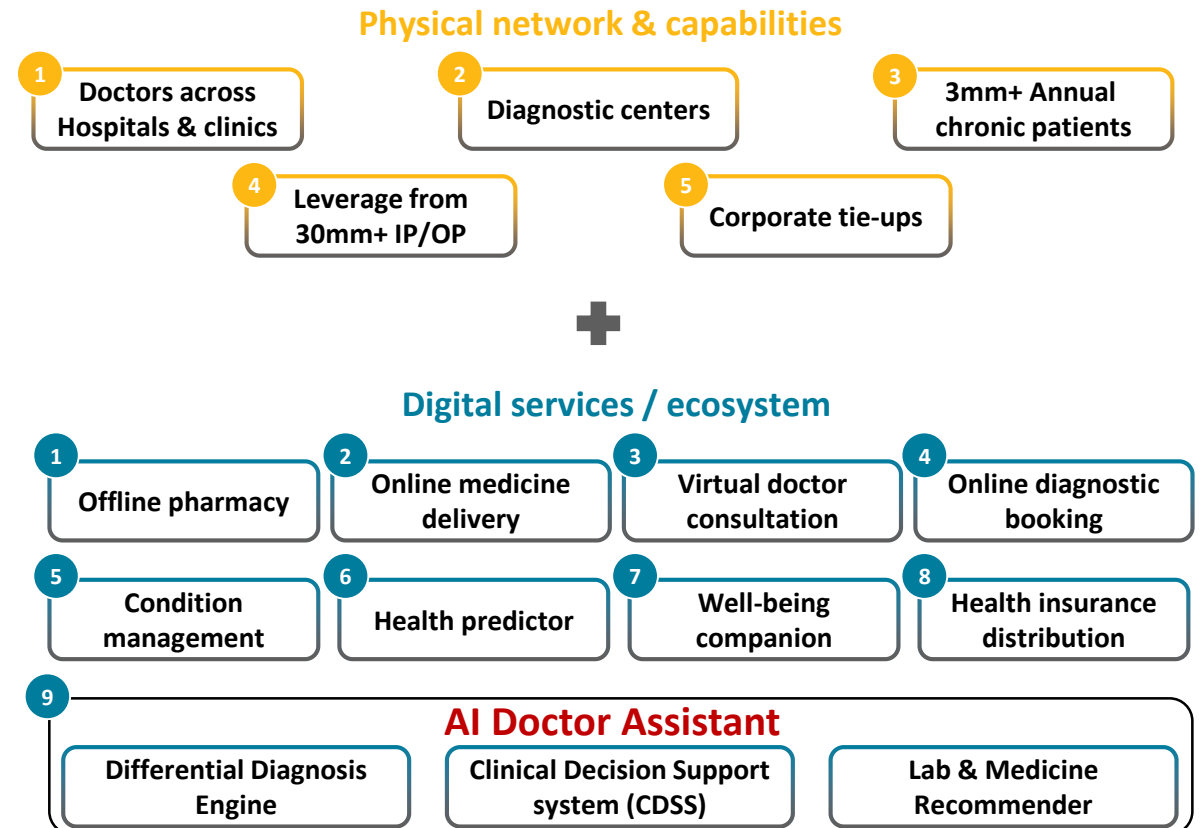
Distinctive digital ecosystem...

Cumulative upto 31st Dec 2021



- Unique ecosystem extremely difficult to replicate
- Integrated healthcare platform with few parallels globally
- Best positioned to become the largest digital health platform

... coupled with adequate network and capabilities

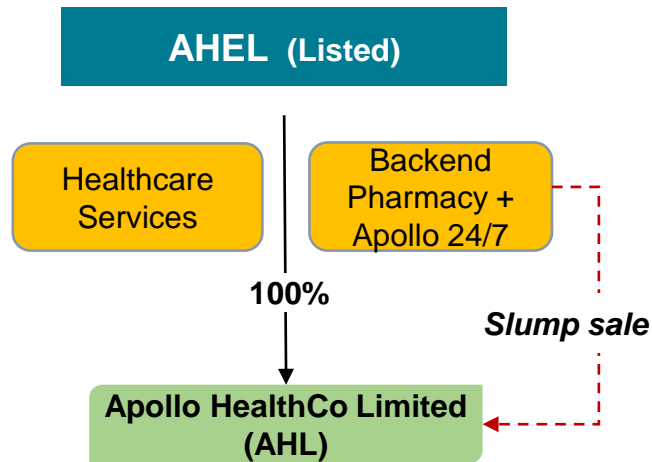


- Cost efficiencies through sharing of managerial and clinical resources
- Economies of scale & competitive prices through centralized purchasing
- Access to qualified & trained medical resources and larger patient base



APOLLO HEALTHCO

Reorganization through Slump Sale



Slump Sale of the identified business undertaking into AHL including the following

- Back-end pharmacy supply (excludes Hospital Based Pharmacies)
- Apollo 24/7 Digital healthcare Platform
- Investment in pharmacy retail business (i.e. Apollo Medicals Private Limited)
- “Apollo 24/7” brand, the “Apollo Pharmacy” brand and private label brands

- Apollo 24/7 represents Apollo Group’s transformational journey to creating “India’s Largest Omnichannel Digital Healthcare Platform” that:
 - combines the strengths of Apollo Group’s offline healthcare leadership with Apollo Group’s new-age digital offerings to address all healthcare consumer needs;
 - involves an asset light approach (through digital offerings) to fuel growth – 100 million targeted registered users on Apollo 24/7 platform in 5 years.
 - presents huge funnelling potential for healthcare consumers into the Apollo Group ecosystem.
- Structure to set the platform for a new pool of investor capital and to enable rapid scale-up. At the time of capital raise, AHL valuation to reflect current and future growth potential.
- Post external capital raise at AHL,
 - AHEL expected to retain dominant majority shareholding in AHL; and
 - Slump sale consideration of INR Rs 1,210 crs will be received by AHEL.



06

APOLLO HEALTH & LIFESTYLE LTD



(₹ mio)

	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	236	1109	24	70	85	8	15	11
Footfalls/Day*	4284	12639	416	182	1289	45	21	75
Gross ARPP (Rs.)*	1417	829	3259	6392	1525	99345	38091	102441

	Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
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Gross Revenue	Q3 FY22	922	1,052	1,381	0	-222	3,132
	Q3 FY21	519	534	1,032	0	-113	1,973
Net Revenue	Q3 FY22	894	734	924	0	-119	2,433
	Q3 FY21	495	426	723	0	-111	1,533
EBITDA [with Ind AS 116]	Q3 FY22	179	180	223	-89	1	495
	Q3 FY21	107	66	184	-80	0	278
EBITDA (with out Ind AS 116)	Q3 FY22	162	134	100	-89	0	308
	Q3 FY21	91	23	77	-80	0	112
EBIT	Q3 FY22	152	117	68	-93	1	245
	Q3 FY21	84	6	53	-83	0	60
PAT	Q3 FY22	142	90	-32	-95	0	105
	Q3 FY21	56	-6	-31	-66	0	-47

Key Highlights

AHLL reported

- EBITDA of ₹ 495 mio as compared to ₹ 278 mio in Q3 FY21

* Footfalls and ARPP for diagnostics represent outpatient / external business and for Cradle and Spectra it represents Inpatient volumes. In Dialysis Sessions are considered for Footfall and ARPP IVF Includes Cycles ,Procedures, Other Fertility Procedures and IUI. Primary care includes Clinics, Sugar, Dental and Dialysis segments. Specialty care includes Cradles and Spectra.



AHLL – YTD DEC 21

(₹ mio)

	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	236	1109	24	70	85	8	15	11
Footfalls/Day*	6792	12929	381	144	1183	43	18	68
Gross ARPP (Rs.)*	1254	671	2924	6428	1509	101428	37995	104185

		Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
Gross Revenue	YTD Dec 21	2,900	3,723	3,973	0	-560	10,036
	YTD Dec 20	1,253	1,213	2,514	0	-267	4,713
Net Revenue	YTD Dec 21	2,818	2,687	2,758	0	-322	7,941
	YTD Dec 20	1,188	971	1,723	0	-264	3,618
EBITDA [with Ind AS 116]	YTD Dec 21	580	633	627	-247	2	1,596
	YTD Dec 20	212	109	339	-197	1	463
EBITDA (with out Ind AS 116)	YTD Dec 21	528	502	264	-247	2	1,049
	YTD Dec 20	168	-24	23	-197	1	-29
EBIT	YTD Dec 21	505	452	193	-258	2	893
	YTD Dec 20	148	-75	-50	-208	1	-184
PAT	YTD Dec 21	474	370	-103	-266	0	475
	YTD Dec 20	112	-122	-293	-199	0	-503

Key Highlights

- AHLL reported
- EBITDA of ₹ 1,596 mio as compared to ₹ 463 mio in YTD Dec21

* Footfalls and ARPP for diagnostics represent outpatient / external business and for Cradle and Spectra it represents Inpatient volumes. In Dialysis Sessions are considered for Footfall and ARPP
 IVF Includes Cycles ,Procedures, Other Fertility Procedures and IUI.
 Primary care includes Clinics, Sugar, Dental and Dialysis segments.
 Specialty care includes Cradles and Spectra.



STRATEGIC PORTFOLIO APPROACH FOR AHLL

Accelerated Growth

Aim for market leadership

Focus on enhancing market share across India

Apollo Diagnostics

- Consolidation of existing market share and expansion in high potential metro markets via organic/inorganic routes
- Building of digital capabilities to adapt with changing consumer preferences for on-tap services
- Focus on expanding technical capabilities and offer next-gen pathology services

Apollo Clinic

- Deepen our connect by bringing healthcare closer to communities and large residential settlements
- Continued network expansion via managed partnership model

Apollo Fertility

- Implement international standard protocols, strong audits, benchmarked outcomes and clinically relevant technology
- Expand through unique doctor engagement model which ensures long term association and viability in metros/ select tier 1 locations

Continued Growth as per plan

Established player

Focus on improving capabilities and opportunistic expansion

Apollo Cradle

- Drive volumes and improve utilization in existing centers
- Build deeper capabilities for Pediatric services
- Opportunistic expansion in attractive catchments in select metros

Apollo Dialysis

- SIS - H (Shop-in-Shop Hospitals) Models in Non-Apollo hospitals
- Growth via select PPP (Public Private Partnership) engagements to ensure profitability and sustainability

Sustainability and Asset Light Growth

Sustained growth with synergies to the AHLL/ Apollo ecosystem

Focus on providing quality care and ensuring long-term sustainability

Apollo Spectra

- Improve OT utilization
- Standardized Clinical protocols
- Improving organic OP footfalls; enhancing digital customer acquisition model
- Expansion Via Asset Light Managed partner network

Apollo Sugar

- Digital Chronic Disease Management products with online platforms (Apollo 24/7)
- Continued network expansion via managed partnership model

Apollo Dental

- Expand via SIS (Shop-in-Shop) models inside existing and new Clinics
- Continued network expansion via managed partnership model



APPENDIX 1 : IND AS - 116

IMPACT ON P&L AND BALANCE SHEET – YTD DEC 21

(₹ mio)

AHEL Standalone (post IND AS 116)



Balance sheet

Right of use Asset as of 31 st Dec, 2021	↑	5,816
Lease liabilities as of 31 st Dec, 2021	↑	7,793
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	↓	2,109

Profit & Loss

Revenue	-
Other expenses (Lease rent)	↓ 662
EBITDA	↑ 662
Amortisation	↑ 352
EBIT	↑ 310
Finance charge	↑ 493
PBT	↓ 183

AHEL Consolidated (post IND AS 116)



Balance sheet

Right of use Asset as of 31 st Dec, 2021	↑	9,752
Lease liabilities as of 31 st Dec, 2021	↑	13,192
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	↓	3,052

Profit & Loss

Revenue	-
Other expenses (Lease rent)	↓ 1305
EBITDA	↑ 1305
Amortisation	↑ 780
EBIT	↑ 525
Finance charge	↑ 865
PBT	↓ 340

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.



APPENDIX 2 : BASIS OF CONSOLIDATION

AHEL Standalone	Location	Description	AHEL Ownership
Chennai Main	Chennai	Hospital	100.00%
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%
AB Medical Centres Limited	Chennai	Infrastructure	100.00%
Total Health			100.00%
Apollo Hospitals Singapore.PTE Limited			100.00%
Future Parking Pvt Ltd	Chennai	Infrastructure	100.00%
Apollo Multispeciality Hospitals Ltd.	Kolkata	Hospital	100.00%
Imperial Hospital and Research Centre Ltd.	Bangalore	Hospital	90.00%
Apollo Home Health care Ltd	Hyderabad	Paramedical Services	89.69%
Pinakini Hospitals Ltd.	Nellore	Hospital	80.87%
Sapien Biosciences Pvt Ltd	Hyderabad	Biobanking tissues	70.00%
Apollo Health and Lifestyle Ltd.	Hyderabad	Apollo Clinics	68.20%
Assam Hospitals Ltd	Assam	Hospital	66.61%
Apollo Rajshree Hospital	Indore	Hospital	54.63%
Apollo Lavasa Health Corporation Ltd	Maharashtra		51.00%
Apollo Medics	Lucknow	Hospital	51.00%
Apollo Hospitals International Ltd.	Ahmedabad	Hospital	50.00%
Apollo Healthcare Technology Solutions Ltd	Chennai	Hospital	40.00%
Associates	Location	Description	
Indraprastha Medical Corporation Ltd.	Delhi, Noida	Hospital	22.03%
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 Gleneagles PET-CT Pvt Ltd	Hyderabad	Hospital	50.00%
Apollo Medicals Private Limited	Chennai	Pharmaceutical	25.50%

THANK

YOU