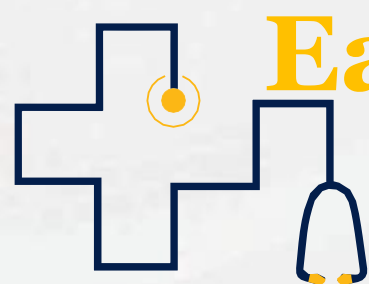




Apollo Hospitals Enterprise Limited



Earnings Update Q3 FY25

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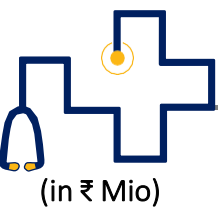
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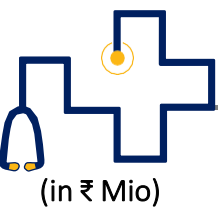


Financial Performance Snapshot Q3FY25



		Revenue	Growth YoY(%)	EBITDA(Post Ind AS)	Margin	Growth YoY(%)	PAT	Growth YoY(%)
		(in ₹ Mio)						
Healthcare Services		27,850	↑ 13%	6,706	24.1%	↑ 14%	3,483	12.5% ↑ 21%
Apollo HealthCo	Offline PD ^	20,786	↑ 14%	1,593	7.7%	↑ 19%		
	Online PD^ & 24 7	2,737	↑ 22%	(1,027)				
	Total HealthCo	23,524	↑ 15%	566	2.4%		321	1.4%
AHLL			3,895 ↑ 15%	342	8.8%	↑ 32%	(80)	
Consolidated		55,269	↑ 14%	7,615	13.8%	↑ 24%	3,723	6.7% ↑ 52%

^PD:- Pharmacy Distribution



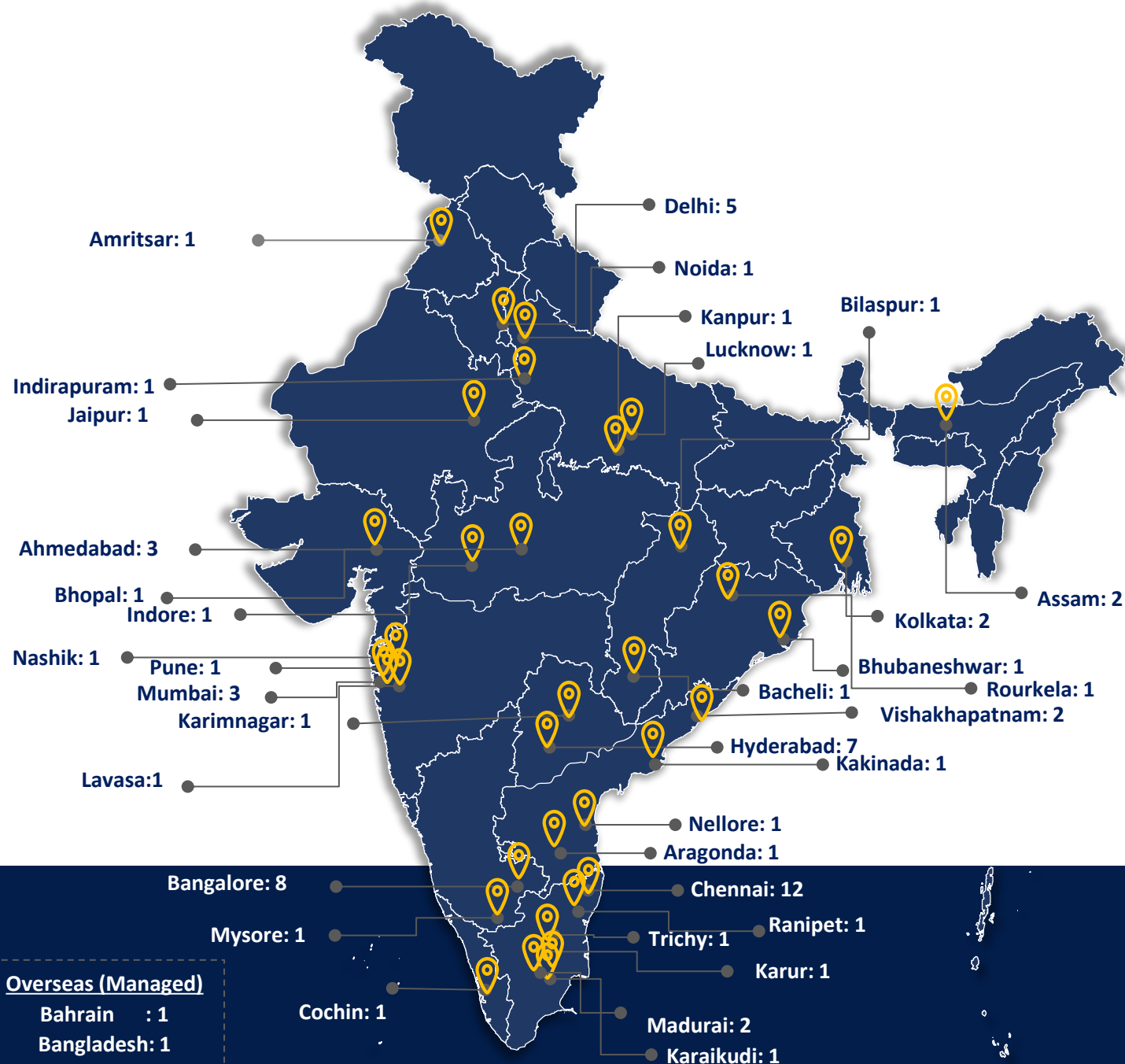
Financial Performance Snapshot YTD Dec24



		Revenue	Growth YoY(%)	EBITDA(Post Ind AS)	Margin	Growth YoY(%)	PAT	Growth YoY(%)
Healthcare Services		83,255	↑ 14%	20,144	24.2%	↑ 14%	10,409	↑ 20%
Apollo HealthCo	Offline PD ^	59,299	↑ 15%	4,509	7.6%	↑ 16%		
	Online PD^ & 24 7	7,868	↑ 19%	(3,196)				
	Total HealthCo	67,167	↑ 16%	1,312	2.0%		382	0.6%
AHLL								
				1,065	9.2%	↑ 32%	(228)	
Consolidated		162,018	↑ 15%	22,521	13.9%	↑ 29%	10,563	↑ 64%

^PD:- Pharmacy Distribution

Largest Pan India Hospital Chain



	Hospitals	Capacity Census Beds ¹	Operational Census Beds
Overall Total	73	10,169	9,429
Owned Hospitals	45	8,736	7,996
Managed Hospitals	6	790	790
Day Surgery & Cradle (AHLL)	22	643	643

¹Capacity beds include only census capacity beds and doesn't include emergency, daycare beds, recovery room, dialysis, endoscopy etc.

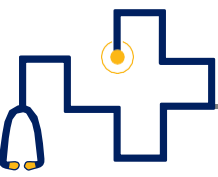
Healthcare Services Q3 FY25 Snapshot

- 150,986 In-patients** ↑ 5%
- ₹ 162,957 Avg Revenue per IP Patient** ↑ 7%
- ₹ 60,839 / day ARPOB²** ↑ 8%
- 68% Occupancy**

Revenue → ₹ 27,850 Mio ↑ 13%

EBITDA → ₹ 6,706 Mio ↑ 14%

Margin → **24.1%**



AHLL: Transforming Retail Health through access and convenience



Apollo Health & Lifestyle Ltd



Out-of-Hospital care

- Outpatient Clinics
- Diagnostics
- Day Surgery centers
- Single Specialty Facilities :- Dialysis, Sugar and Dental


Organizing the unorganized

- Pathology – Organized chains represent only ~30%
- Mother and Child, Specialized Surgical Centers
- IVF Centers

AHLL Q3 FY25 Snapshot


2,324
Diagnostics
Centers


261 Clinics


134
Dialysis Centers


200
Dental Centers

Revenue ₹ 3,895 Mio ↑ 15%

EBITDA ₹ 342 Mio ↑ 32%

Margin

8.8%

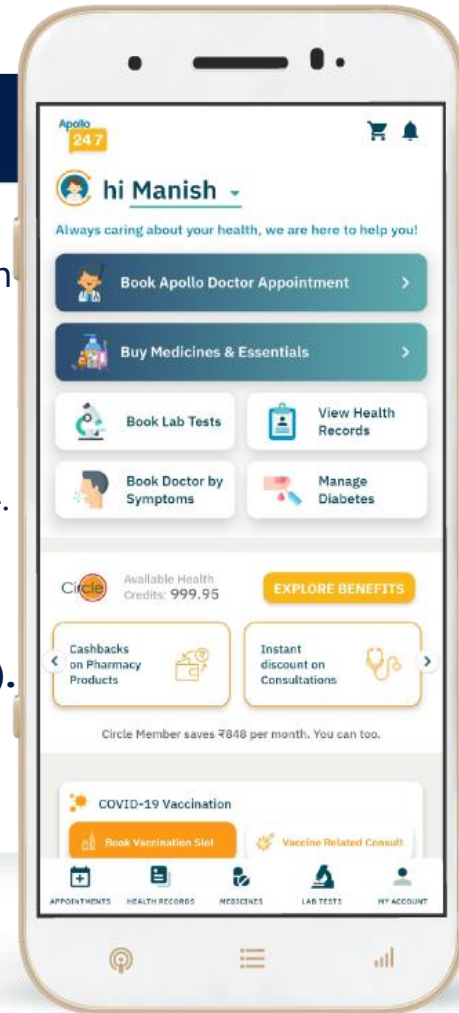
Significant **opportunity to grow** the primary care and diagnostics businesses Plays a vital role in last-mile care delivery, and in ensuring continuum of care for the consumer



Apollo HealthCo Ltd

Offline Pharmacy Distribution

- India's largest Organized Pharmacy Platform with presence in ~1,200 cities/ towns spread across 22 States and 5 union territories.
- **6,360 Operating Stores** as on 31st December 2024.
- **Serving ~ 874,000 customers** 24 x 7 everyday.
- **Private and Generic Label sales at 17.7% (offline).**



Apollo 24/7

Unmatched Size

- **38 Mn.+** Registered Users – **785,500** Daily Active Users
- Serving consumers through **network of 6,360 pharmacies**
- **Industry-leading Growth at scale**
- Platform GMV: INR 2,687 Cr. in FY24, growth of 73% over FY23.
- YTD Dec24: grew by 11% over YTD Dec23 post re-set of operating model

Full stack digital healthcare platform

- First-in-class AI enabled technologies including India's first Clinical Intelligence Engine

Apollo Telehealth*

- Provides **comprehensive remote healthcare services.**
- Offers **specialized telehealth solutions** like **24/7 Tele-Emergency** and **Tele-Consultancy.**
- Expands access to **healthcare in distant regions**, improving quality of life.
- Operates and maintains Mobile Medical Units/ Mobile Health Units, Patient Facilitation Centres, Digital Dispensaries, and is also engaged in organizing Screening Camps and development of Diagnostic Centres for setting up healthcare awareness programs

*Division of AHEL

Health Co Q3 FY25 Snapshot



6,360 Outlets



~16.4% Omni Private label / Generic sales

Revenue

₹ 23,524 Mio ↑ 15%

EBITDA

₹ 1,972 Mio ↑ 25%
(excl 24/7 operating cost & ESOP)

Margin

8.4%



Virtual Doctor Consultation



Online Booking : Hospitals & Diagnostics



Online Medicine delivery



Health Insurance



Patient e-health records



Condition management



Hospitals

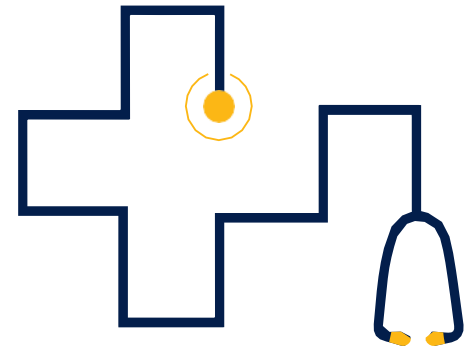
- At Apollo Chennai, over 500 robotic cardiac surgeries were successfully performed from June 2019 to October 2024, highest number for a single center in India
- At Apollo Bangalore, A robotic knee replacement surgery was successfully performed on a 17-year-old boy (the youngest reported case in the world), struggling with knee pain due to severe Avascular Necrosis.
- India's first new-generation Allegra Transcatheter Aortic Valve Implantation (TAVI) was successfully performed on a 78-year-old male patient with prior valve replacement surgery at Apollo Chennai.
- At Apollo JH, Hyderabad a record 25 complex Asleep Deep Brain Stimulation surgeries performed in 24 days
- At Apollo Kolkata rare and complex kidney condition, malignancy in a cross-fused ectopic kidney was successfully treated in a 60-year-old male patient, using robotic-assisted surgery. This was the first of its kind procedure in India.

AHLL

- Successfully performed a complex hip replacement surgery on a Kenyan teenager who endured four years of pain and mobility issues due to a failed femur surgery after a car accident. The botched procedure led to Leg Length Discrepancy (LLD) and chronic limping, worsened by weight gain.
- Expansion of test-menu to include component resolved diagnostics (CRD) panel testing for allergy, protein microarray based testing for food intolerance, X-Pert MTB/XDR testing for Tuberculosis, oligoclonal bands IGG (CSF) testing for neurological disorders and immunofixation electrophoresis (IFE) testing for plasma cell disorders.
- Started mental health as a new service line in Marathahalli, Bangalore in association with 1to1help.net, enhancing our psychology & psychiatry service offerings. Also extended Pro Health to Diabetes & Cancer Screening through exclusive package creation across Clinics.

Apollo HealthCo

- Running ML driven targeted marketed campaigns to improve user conversion for hospitals
- Strengthening existing cross pollination journeys & Circle value proposition for Diagnostics users
- Observing improvement in transacting customers (1.2x+) and higher conversion of our portfolio customers
- Strengthening customer value proposition by offering 19 minutes medicine delivery proposition in 4 cities and strengthening the omnichannel Circle loyalty program thereby improving the quality of customer acquisition
- Obtained the IRDAI corporate agency license on 9th Dec 24 to distribute retail insurance products. Expect to start sourcing business by Q4 exit.



Consolidated Financials

Consolidated Financials Q3FY25

₹ Mio	Healthcare Services	Diagnostics & Retail Health	Digital Health & Pharmacy Distribution	Consol	
Q3FY25	Total Revenues	27,850	3,895	23,524	55,269
	EBITDA (Pre 24 7 Cost)	6,706	342	1,972	9,020
	margin (%)	24.1%	8.8%	8.4%	16.3%
	24/7 Operating Cost			-1,137	-1,137
	ESOP(Non Cash expense)			-268	-268
	EBITDA	6,706	342	566	7,615
	margin (%)	24.1%	8.8%	2.4%	13.8%
	EBIT	5,296	37	436	5,769
	margin (%)	19.0%	1.0%	1.9%	10.4%
	PBT	5,132	-90	321	5,362
margin (%)	18.4%	-	1.4%	9.7%	
PAT (Reported)	3,483	-80	321	3,723	
Q3FY24	Total Revenues	24,636	3,377	20,493	48,506
	EBITDA (Pre 24 7 Cost)	5,860	259	1,575	7,694
	margin (%)	23.8%	7.7%	7.7%	15.9%
	24/7 Operating Cost			-1,414	-1,414
	ESOP(Non Cash expense)			-142	-142
	EBITDA	5,860	259	19	6,137
	margin (%)	23.8%	7.7%	0.1%	12.7%
	EBIT	4,582	-11	-104	4,467
	margin (%)	18.6%	-	-	9.2%
	PBT	4,104	-195	-275	3,633
margin (%)	16.7%	-	-	7.5%	
PAT (Reported)	2,872	-143	-276	2,453	
YOY Growth					
Revenue	13%	15%	15%	14%	
EBITDA	14%	32%	2952%	24%	
PAT	21%	-	-	52%	

- ✓ Overall Consolidated Revenue grew by 14% to ₹ 55,269 mio.
- ✓ EBITDA grew by 24% to ₹ 7,615 mio.
- ✓ Consolidated PAT grew by 52% to ₹ 3,723 mio.

Consolidated Financials YTD Dec24



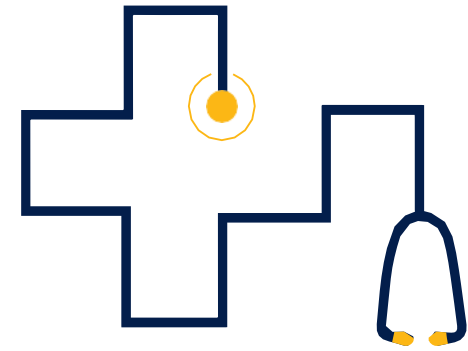
₹ Mio	Healthcare Services	Diagnostics & Retail Health	Digital Health & Pharmacy Distribution	Consol	
YTD Dec24	Total Revenues	83,255	11,596	67,167	162,018
	EBITDA (Pre 24 7 Cost)	20,144	1,065	5,567	26,775
	margin (%)	24.2%	9.2%	8.3%	16.5%
	24/7 Operating Cost			-3,634	-3,634
	ESOP(Non Cash expense)			-621	-621
	EBITDA	20,144	1,065	1,312	22,521
	margin (%)	24.2%	9.2%	2.0%	13.9%
	EBIT	15,977	181	897	17,056
	margin (%)	19.2%	1.6%	1.3%	10.5%
	PBT	15,122	-268	382	15,236
	margin (%)	18.2%	-	0.6%	9.4%
	PAT (Reported)	10,409	-228	382	10,563
YTD Dec23	Total Revenues	73,045	10,107	58,002	141,153
	EBITDA (Pre 24 7 Cost)	17,627	809	4,635	23,071
	margin (%)	24.1%	8.0%	8.0%	16.3%
	24/7 Operating Cost			-4,784	-4,784
	ESOP(Non Cash expense)			-785	-785
	EBITDA	17,627	809	-934	17,502
	margin (%)	24.1%	8.0%	-	12.4%
	EBIT	13,915	-83	-1,303	12,529
	margin (%)	19.1%	-	-	8.9%
	PBT	12,458	-558	-1,777	10,123
	margin (%)	17.1%	-	-	7.2%
	PAT (Reported)	8,648	-420	-1,779	6,448
YOY Growth					
Revenue	14%	15%	16%	15%	
EBITDA	14%	32%	-	29%	
PAT	20%	-	-	64%	

- ✓ Overall Consolidated Revenue grew by 15% to ₹ 162,018 mio.
- ✓ EBITDA grew by 29% to ₹ 22,521 mio.
- ✓ PAT grew by 64% to ₹ 10,563 mio.

	HCS	Health Co	AHLL
Gross Debt	21,893	2,995	2,568
Cash & Cash Equivalents*	26,439	427	1,963
Net Debt	-4,546	2,567	605

*Includes investments in Liquid funds and FDs of ₹ 23,785 mio.

Consol Gross Debt	27,455
Consol Net Debt	-1,374



Healthcare Services

Hospitals

₹ Mio	Q3FY25	Q3FY24	YoY	YTD Dec24	YTD Dec23	YoY
No of Hospitals	45	45		45	45	
Operating beds	7,996	7,911	1%	7,996	7,911	1%
Occupancy	68%	66%		69%	65%	
IP Discharges	150,986	143,273	5%	457,816	423,474	8%
ALOS	3.29	3.34	-1%	3.33	3.33	0%
ARPOB	60,839	56,368	8%	59,634	56,823	5%
Revenue	27,850	24,636	13%	83,255	73,045	14%
EBITDA (Post Ind AS 116)	6,706	5,860	14%	20,144	17,627	14%
margin (%)	24.1%	23.8%	30 bps	24.2%	24.1%	6 bps
EBIT	5,296	4,582	16%	15,977	13,915	15%
margin (%)	19.0%	18.6%	42 bps	19.2%	19.1%	14 bps
PBT	5,132	4,104	25%	15,122	12,458	21%
PAT	3,483	2,872	21%	10,409	8,648	20%
Margin	12.5%	11.7%	85 bps	12.5%	11.8%	66 bps

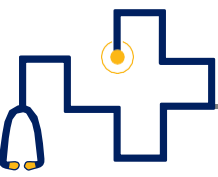
- ✓ Healthcare Services Revenue grew by 13% in Q3FY25 (Inpatient Volume grew by 5% ; Price & case mix of 8%)
- ✓ Focus on higher growth in CONGO-T specialties (10% YoY volume growth) aided higher revenue realisation in Q3FY25.
- ✓ Occupancy for Q3FY25 at 68% vs 66% in Q3FY24
- ✓ Average Revenue per In patient grew by 7% to ₹162,957

Capital employed
(ROCE – YTD Dec24)

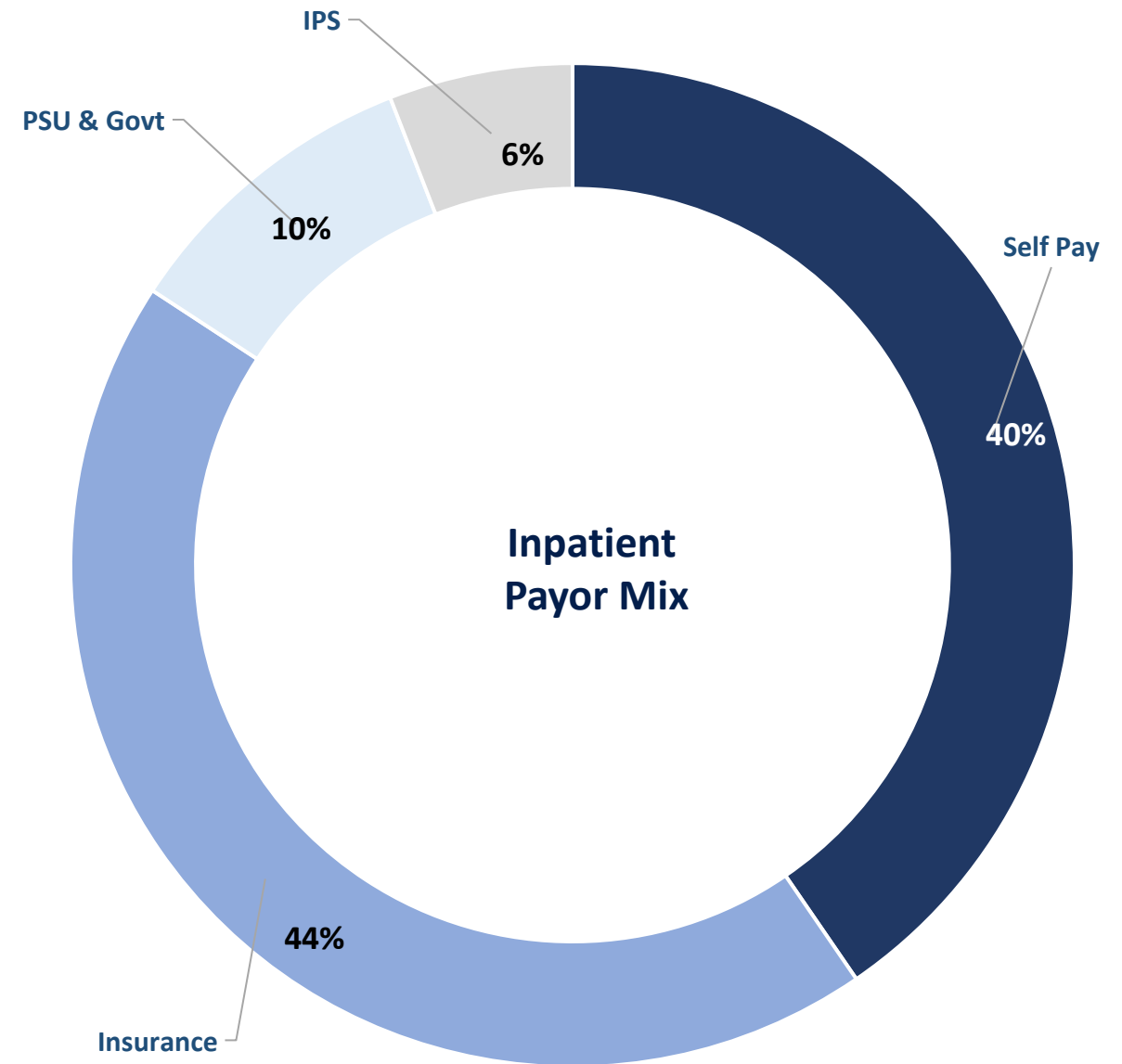
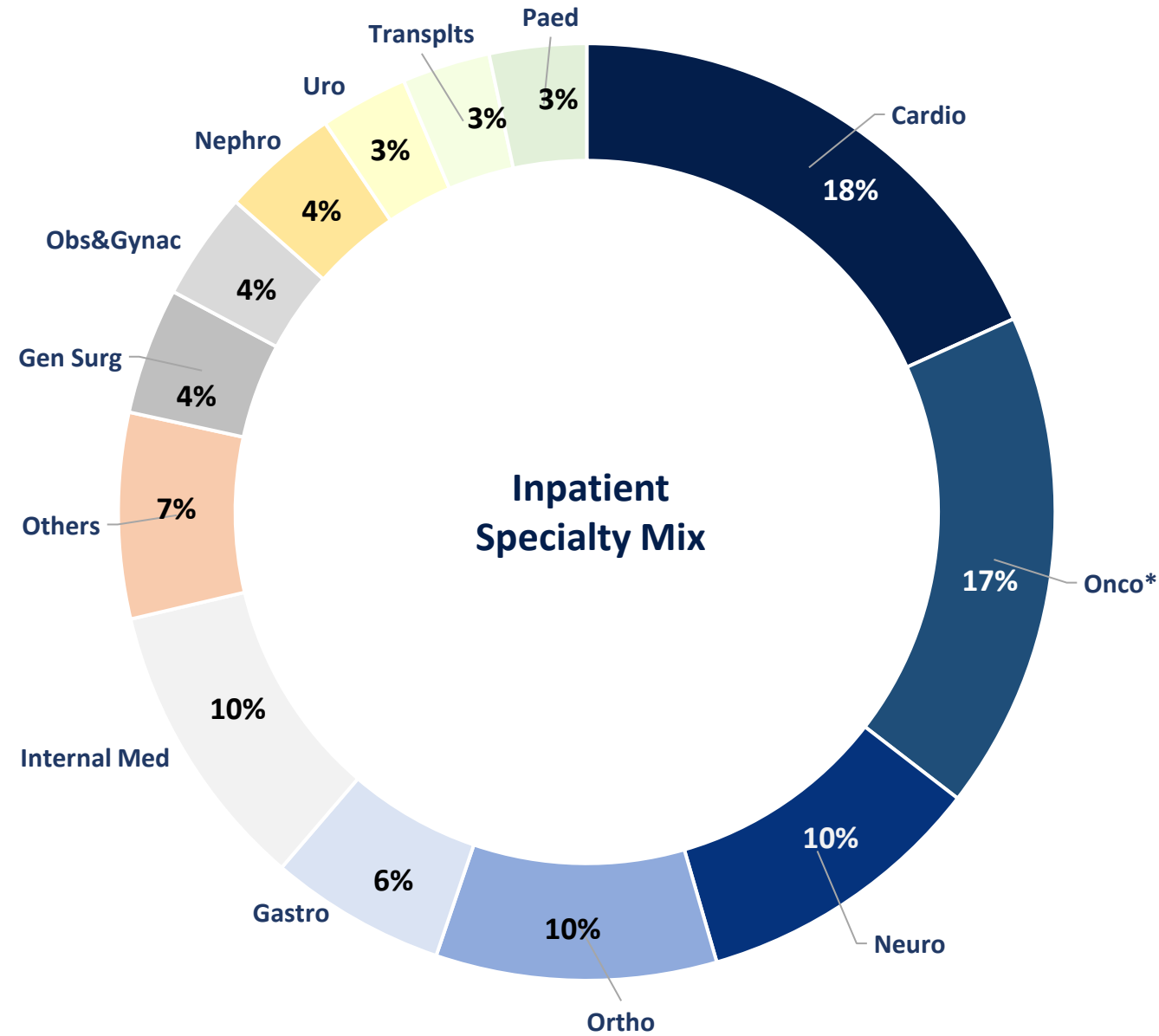
₹ 73,427

ROCE 29%

* capital employed excludes CWIP of ₹ 10,952 mio toward new projects under development

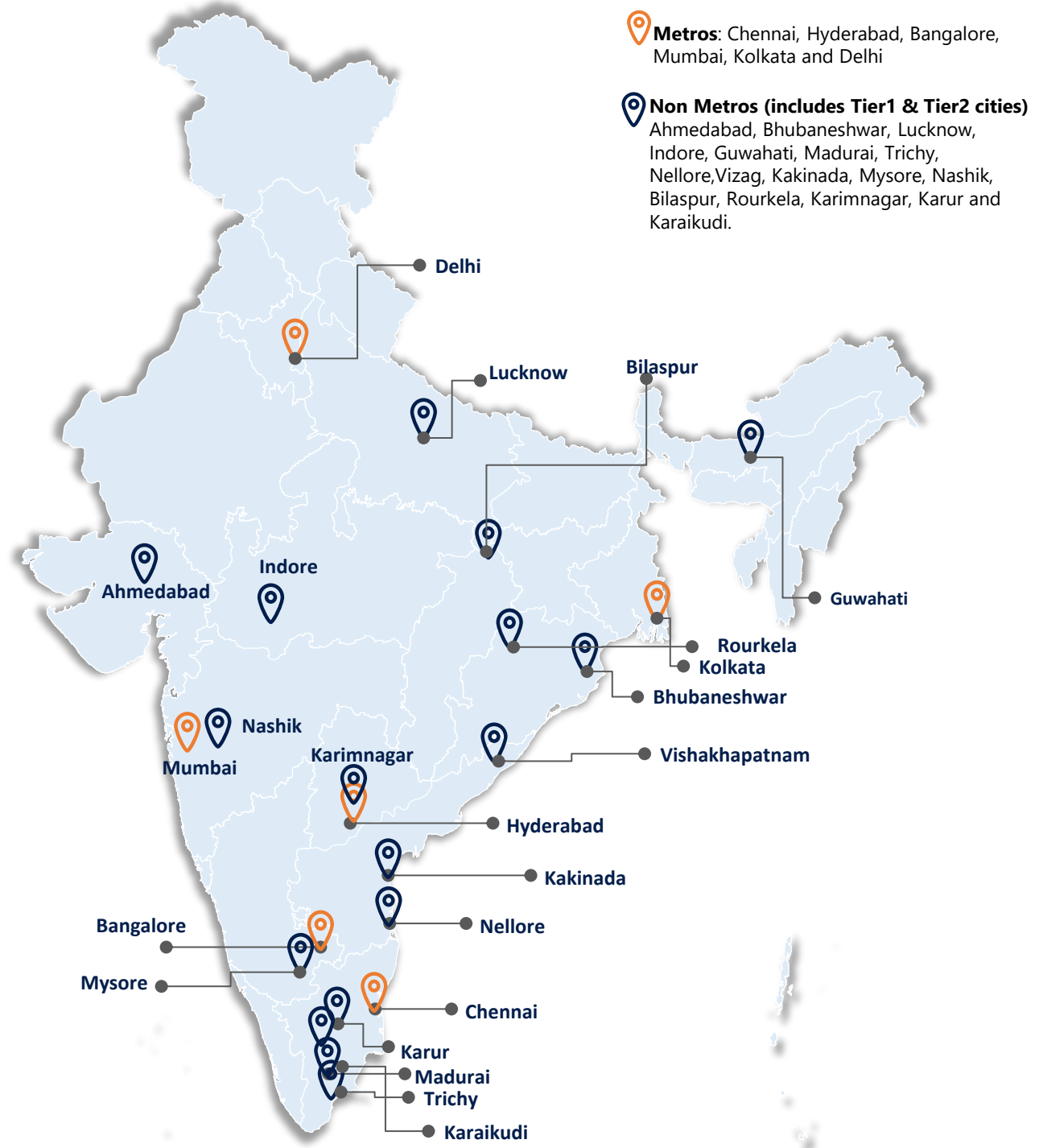


Inpatients Revenue Mix YTD Dec24



* Oncology includes Radiotherapy and Chemotherapy

Healthcare Services : Operational Snapshot

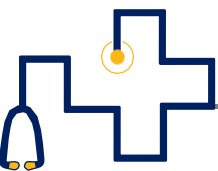


YTD Dec 24	Metros	Non Metros
Operating Beds	4,549	3,447
Occupancy	71%	66%
ARPOB[^]	72,512	41,668
ROCE	31%	28%

^ARPOB is net of fees paid to fee for service doctors which is netted off in the reported revenues

	Pan India					
	Q3FY25	Q3FY24	YoY	YTD Dec24	YTD Dec23	YoY
Operating Beds	7,996	7,911	1.1%	7,996	7,911	1.1%
Bed Occupancy Rate (%)	68%	66%		69%	65%	
Inpatient volume	150,986	143,273	5.4%	457,816	423,474	8.1%
Outpatient volume⁽¹⁾	561,652	457,198	22.8%	1,672,573	1,442,877	15.9%
Inpatient ALOS (days)	3.29	3.34	-1.4%	3.33	3.33	-0.2%
Total Net Revenue (₹ mio)⁽²⁾	30,315	27,075	12.0%	91,030	80,453	13.1%
Avg revenue per In Patient	162,957	152,007	7.2%	160,197	151,726	5.6%
ARPOB (₹ /day)^(^)	60,839	56,368	7.9%	59,634	56,823	4.9%

¹ Outpatient Volume represents New Registrations only | ² Revenue will differ from the consolidated revenues as this includes Delhi which is not consolidated under Ind AS 116 due to joint control



Tamil Nadu Region



Metro:- Chennai ; Non Metro:- Madurai, Karur, Karaikudi, Trichy and Nellore



	Tamil Nadu Region					
	Q3FY25	Q3FY24	YoY	YTD Dec24	YTD Dec23	YoY
Operating Beds	2,039	2,022	0.8%	2,039	2,022	0.8%
Bed Occupancy Rate (%)	64%	66%		64%	63%	
Inpatient volume	38,561	38,398	0.4%	115,360	111,512	3.5%
Outpatient volume ⁽¹⁾	153,935	141,539	8.8%	459,012	436,827	5.1%
Inpatient ALOS (days)	3.11	3.21	-3.1%	3.12	3.14	-0.8%
Total Net Revenue (₹ mio)	9,253	8,564	8.0%	27,827	25,388	9.6%
Avg revenue per In Patient	186,682	172,307	8.3%	184,546	172,652	6.9%
ARPOB (₹ /day) ^(^)	77,084	69,412	11.1%	77,308	72,402	6.8%

^(^)ARPOB is net of fees paid to fee for service doctors which is netted off in the reported revenues

YTD Dec24

Metro

Operating Beds

📍 1,354

Occupancy

📍 66%

ARPOB[^]

📍 92,808

Non Metro

Operating Beds

📍 685

Occupancy

📍 60%

ARPOB[^]

📍 43,696

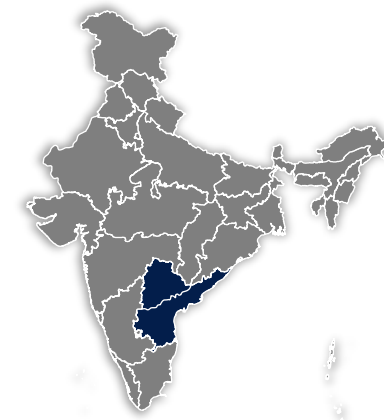
Expansion Plan

Location	Nature	Total Beds	Census Beds
OMR, Chennai	Greenfield	600	500

⁽¹⁾ Outpatient Volume represents New Registrations only.

AP, Telangana Region

Metro:- Hyderabad; Non Metro:- Karimnagar, Vizag and Kakinada



	AP, Telangana Region					
	Q3FY25	Q3FY24	YoY	YTD Dec24	YTD Dec23	YoY
Operating Beds	1,240	1,270	-2.4%	1,240	1,270	-2.4%
Bed Occupancy Rate (%)	66%	57%		68%	57%	
Inpatient volume	22,035	19,099	15.4%	65,842	58,103	13.3%
Outpatient volume ⁽¹⁾	78,971	54,721	44.3%	229,072	164,251	39.5%
Inpatient ALOS (days)	3.40	3.46	-1.7%	3.51	3.43	2.3%
Total Net Revenue (₹ mio)	4,722	3,811	23.9%	13,651	11,321	20.6%
Avg revenue per In Patient	180,753	166,348	8.7%	173,765	162,070	7.2%
ARPOB (₹ /day) ^(^)	63,013	57,660	9.3%	59,070	56,775	4.0%

[^]ARPOB is net of fees paid to fee for service doctors which is netted off in the reported revenues

YTD Dec24

Metro

Operating Beds

759

Occupancy

70%

ARPOB[^]

68,643

Non Metro

Operating Beds

481

Occupancy

65%

ARPOB[^]

42,807

Expansion Plan

Location	Nature	Total Beds	Census Beds
Gachibowli, Hyderabad	Greenfield - Asset Light	375	300

¹ Outpatient Volume represents New Registrations only.



	Karnataka Region					
	Q3FY25	Q3FY24	YoY	YTD Dec24	YTD Dec23	YoY
Operating Beds	772	750	2.9%	772	750	2.9%
Bed Occupancy Rate (%)	71%	67%		75%	66%	
Inpatient volume	16,991	16,255	4.5%	53,221	48,222	10.4%
Outpatient volume ⁽¹⁾	72,056	51,299	40.5%	204,319	154,258	32.5%
Inpatient ALOS (days)	2.97	2.83	4.9%	2.99	2.83	5.8%
Total Net Revenue (₹ mio)	3,310	2,839	16.6%	9,870	8,443	16.9%
Avg revenue per In Patient	162,086	147,198	10.1%	155,955	147,363	5.8%
ARPOB (₹ /day) ^(^)	65,513	61,611	6.3%	61,956	61,903	0.1%

^(^)ARPOB is net of fees paid to fee for service doctors which is netted off in the reported revenues

YTD Dec24

Metro

Non Metro

Operating Beds

559

Operating Beds

213

Occupancy

76%

Occupancy

72%

ARPOB[^]

68,241

ARPOB[^]

44,571

Expansion Plan

Location	Nature	Total Beds	Census Beds
Malleswaram & Mysore Expansion	Brownfield	140	125

⁽¹⁾ Outpatient Volume represents New Registrations only



	Eastern Region					
	Q3FY25	Q3FY24	YoY	YTD Dec24	YTD Dec23	YoY
Operating Beds	1,867	1,812	3.0%	1,867	1,812	3.0%
Bed Occupancy Rate (%)	72%	73%		75%	74%	
Inpatient volume	32,780	31,187	5.1%	101,156	93,479	8.2%
Outpatient volume ⁽¹⁾	108,894	94,961	14.7%	345,080	308,816	11.7%
Inpatient ALOS (days)	3.79	3.90	-2.8%	3.82	3.93	-2.9%
Total Net Revenue (₹ mio)	5,770	5,322	8.4%	17,752	15,858	11.9%
Avg revenue per In Patient	140,979	137,172	2.8%	139,279	134,499	3.6%
ARPOB (₹ /day) ^(^)	46,485	43,778	6.2%	45,965	43,162	6.5%

^(^)ARPOB is net of fees paid to fee for service doctors which is netted off in the reported revenues

YTD Dec24

Metro

Operating Beds

736

Occupancy

81%

ARPOB[^]

60,720

Non Metro

Operating Beds

1,131

Occupancy

71%

ARPOB[^]

35,053

Expansion Plan

Location	Nature	Total Beds	Census Beds
Sonarpur, Kolkata	Hospital Asset Acquisition	270	220

⁽¹⁾ Outpatient Volume represents New Registrations only.

Metro:- Navi Mumbai; Non Metro:- Nashik and Ahmedabad



	Western Region					
	Q3FY25	Q3FY24	YoY	YTD Dec24	YTD Dec23	YoY
Operating Beds	876	861	1.7%	876	861	1.7%
Bed Occupancy Rate (%)	57%	57%		59%	55%	
Inpatient volume	13,109	13,344	-1.8%	40,195	37,523	7.1%
Outpatient volume ⁽¹⁾	58,919	46,738	26.1%	170,957	158,811	7.6%
Inpatient ALOS (days)	3.50	3.36	4.3%	3.55	3.45	2.9%
Total Net Revenue (₹ mio)	2,355	2,105	11.9%	6,970	6,153	13.3%
Avg revenue per In Patient	148,313	126,197	17.5%	142,479	131,622	8.2%
ARPOB (₹ /day) ^(^)	51,325	46,994	9.2%	48,873	47,572	2.7%

[^]ARPOB is net of fees paid to fee for service doctors which is netted off in the reported revenues

YTD Dec24

Metro

Operating Beds

392

Occupancy

65%

ARPOB[^]

55,895

Non Metro

Operating Beds

484

Occupancy

54%

ARPOB[^]

42,007

Expansion Plan

Location	Nature	Total Beds	Census Beds
Royal Mudhol Pune	Hospital Asset Acquisition	400	325
Worli, Mumbai	Greenfield	575	500
Total		975	825

¹ Outpatient Volume represents New Registrations only.



	Northern Region					
	Q3FY25	Q3FY24	YoY	YTD Dec24	YTD Dec23	YoY
Operating Beds	1,202	1,196	0.5%	1,202	1,196	0.5%
Bed Occupancy Rate (%)	74%	70%		74%	69%	
Inpatient volume	27,510	24,990	10.1%	82,042	74,635	9.9%
Outpatient volume ⁽¹⁾	88,877	67,940	30.8%	264,133	219,914	20.1%
Inpatient ALOS (days)	2.96	3.07	-3.4%	2.97	3.06	-2.9%
Total Net Revenue (₹ mio)	4,905	4,435	10.6%	14,959	13,290	12.6%
Avg revenue per In Patient	152,072	151,103	0.6%	155,038	150,875	2.8%
ARPOB (₹ /day) ^(^)	60,219	57,888	4.0%	61,430	58,232	5.5%

^(^)ARPOB is net of fees paid to fee for service doctors which is netted off in the reported revenues

YTD Dec24

Metro

Operating Beds

749

Occupancy

73%

ARPOB[^]

67,010

Non Metro

Operating Beds

453

Occupancy

75%

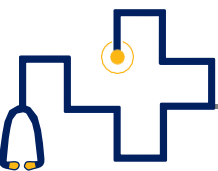
ARPOB[^]

52,373

Expansion Plan

Location	Nature	Total Beds	Census Beds
Gurgaon	Hospital Asset Acquisition	510	420
Varanasi	Greenfield	400	300
Lucknow (2)	Brownfield	200	160
Defence Colony, Delhi	Brownfield	42	27
Total		1152	907

⁽¹⁾ Outpatient Volume represents New Registrations only.

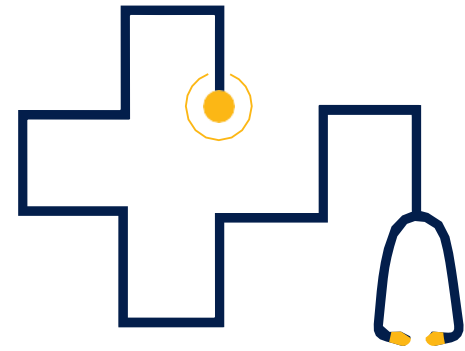


Healthcare Services: Expansion Plan



Location	Nature	Total Beds	Census Beds	Project Cost (in Crs)	Balance Project Cost (in Crs)
Expected commissioning : FY26					
Royal Mudhol Pune	Hospital Asset Acquisition	400	325	₹ 630	₹ 265
Sonarpur, Kolkata	Hospital Asset Acquisition	270	220	₹ 310	₹ 150
Gachibowli, Hyderabad	Greenfield - Asset Light	375	300	₹ 515	₹ 425
Gurgaon	Hospital Asset Acquisition	510	420	₹ 1,190	₹ 615
Malleswaram & Mysore Expansion	Brownfield	140	125	₹ 170	₹ 165
Defence Colony, Delhi	Brownfield	42	27	₹ 65	₹ 35
		1,737	1,417	₹ 2,880	₹ 1,655
Expected commissioning : In next 3 - 4years					
OMR, Chennai	Greenfield	600	500	₹ 945	₹ 685
Varanasi	Greenfield	400	300	₹ 640	₹ 540
Worli, Mumbai	Greenfield	575	500	₹ 1,315	₹ 1,225
Lucknow (2)	Brownfield	200	160	₹ 320	₹ 235
		1,775	1,460	₹ 3,220	₹ 2,685
Total		3,512	2,877	₹ 6,100	₹ 4,340

Continue to evaluate bolt-on acquisitions in select Tier -1 cities & Metros



Diagnositics & Retail Health

Apollo Health & Lifestyle Ltd



Primary Care



- ▶ Core revenues of Primary Care grew by ~14% YoY in 9M'FY25, as a result of redesigning of health check plans and higher contribution from corporate segment
- ▶ Improvement in margin profile as a result of various cost saving initiatives
- ▶ Preventive Health-checks volume grew by ~15% YoY in 9M'FY25
- ▶ Plan to expand service offerings in Core Clinics to address future demands
- ▶ 7 New Dialysis Clinics launched in 9M'FY25

Diagnostics



- ▶ Wellness segment volume grew by ~36% YoY in 9M'FY25 & contributed to ~18% of Diagnostics revenue (vs ~15% in 9M'FY24)
- ▶ Continuous improvement in EBITDA margin since last 8 quarters (~5% in Q3'23 vs ~10% in Q3'25)
- ▶ Test-menu expansion to include CRD panel testing for allergy, microarray based testing for food intolerance, X-Pert MTB/XDR testing for TB and oligoclonal bands IGG testing for neurological disorders. Test-menu expected to cross 2,400+ tests by the end of FY25

Specialty Care



- ▶ Spectra: ~18% YoY revenue growth in 9M'FY25 driven by operationalization of renovated centers
- ▶ Cradle: ~15% YoY revenue growth in 9M'FY25. An upcoming marquee project across strategic location, currently in developmental phase
- ▶ Fertility: ~19% YoY revenue growth in 9M'FY25 due to improved footfall

	Primary Care	Diagnostics	Specialty Care	Corporate / Intra Group	AHLL	
Q3FY25	Revenue	1,069	1,212	1,724	-110	3,895
	EBITDA	193	116	183	-150	342
	margin (%)	18.1%	9.6%	10.6%	-	8.8%
	EBIT	123	71	-8	-149	37
	PAT	128	66	-151	-161	-117
Q3FY24	Revenue	913	1,122	1,523	-180	3,377
	EBITDA	111	112	193	-157	259
	margin (%)	12.2%	10.0%	12.7%	-	7.7%
	EBIT	44	79	26	-160	-11
	PAT	11	71	-111	-180	-208
Growth						
Revenue	17%	8%	13%	-	15%	
EBITDA	74%	4%	-5%	-	32%	

- ✓ AHLL Revenues grew by 15% YoY in Q3' FY25; primarily attributed to maturing network
- ✓ Primary care Revenue and EBITDA grew by 17% and 74% YoY in Q3'FY25 respectively due to redesigning of health check plans & cost savings initiatives
- ✓ Specialty care revenue grew by 13% YoY in Q3'FY25 due to improving footfalls. Growth slightly impacted in Q3 due to prolonged festive season

	Primary Clinics	Sugar Clinics	Dental Clinics	Dialysis	Diagnostics	Spectra ¹	Birthing Centers ^{1*}	Total
Network	263	74	200	134	2,324	23	32	3,050
Footfalls / Day	2,546	477	221	2,312	14,420	84	102	20,210
Gross ARPP	2,260	3,194	7,016	1,625	811	101,089	84,505	1,953



		Primary Care	Diagnostics	Specialty Care	Corporate / Intra Group	AHLL
YTD Dec24	Revenue	3,127	3,721	5,257	-510	11,596
	EBITDA	576	407	576	-494	1,065
	margin (%)	18.4%	10.9%	11.0%	-	9.2%
	EBIT	363	285	24	-490	181
	PAT	291	266	-207	-681	-331
YTD Dec23	Revenue	2,717	3,436	4,490	-536	10,107
	EBITDA	418	336	551	-496	809
	margin (%)	15.4%	9.8%	12.3%	-	8.0%
	EBIT	218	237	-33	-505	-83
	PAT	116	214	-374	-566	-611
Growth						
	Revenue	15%	8%	17%	-	15%
	EBITDA	38%	21%	5%	-	32%

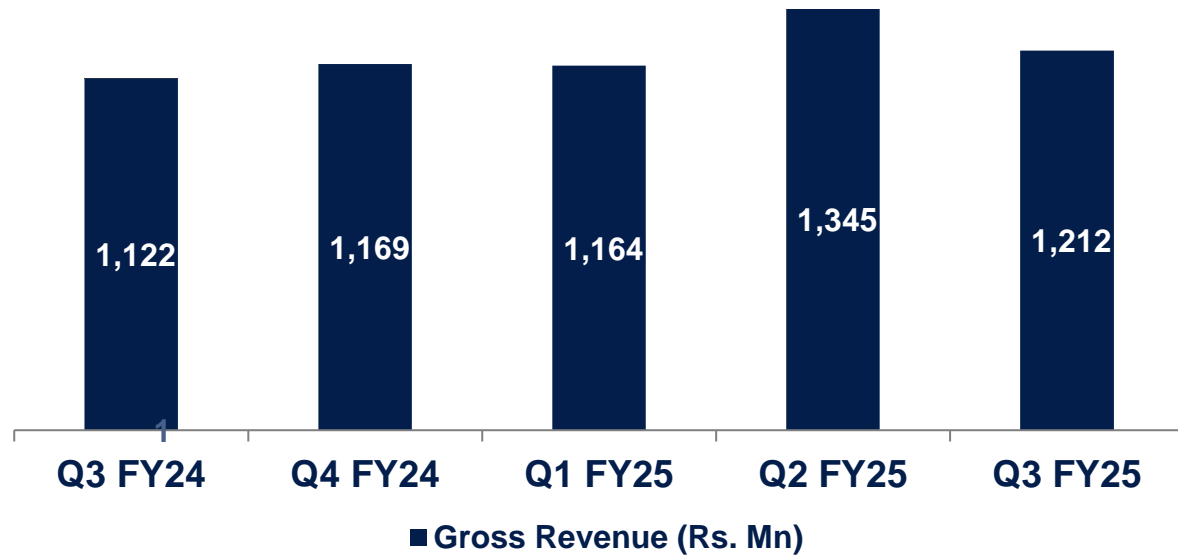
- ✓ AHLL Revenues grew by 15% YoY in YTD Dec 24; primarily attributed to maturing network
- ✓ Diagnostics revenue and EBITDA grew by 8% and 21% YoY in YTD Dec24 respectively due to increase in productivity
- ✓ Primary care revenue and EBITDA grew by 15% and 38% YoY in YTD Dec 24 respectively due to redesigning of health check plans & cost savings initiatives
- ✓ Specialty care revenue grew by 17% YoY in YTD Dec24 due to improving footfalls.

	Primary Clinics	Sugar Clinics	Dental Clinics	Dialysis	Diagnostics	Spectra ¹	Birthing Centers ^{1*}	Total
Network	263	74	200	134	2,324	23	32	3,050
Footfalls / Day	2,546	501	221	2,260	14,774	86	115	22,957
Gross ARPP	2,260	3,200	7,043	1,621	811	101,535	82,201	1,947

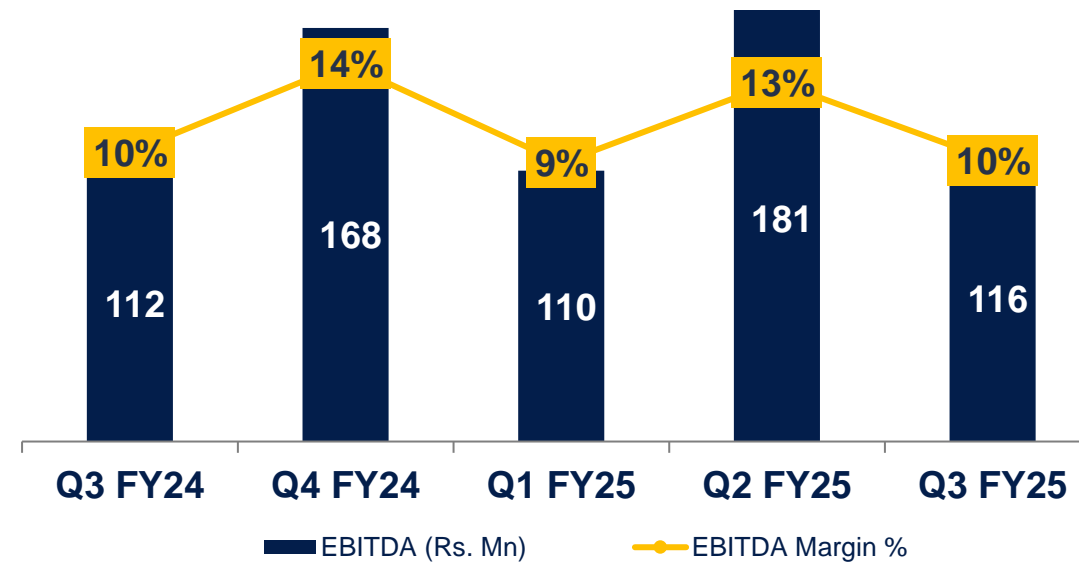
Diagnostics : Key Parameters



Gross Revenue (INR Mn)



EBITDA (INR Mn)¹



Operational footprint (as of Dec 31, 2024)

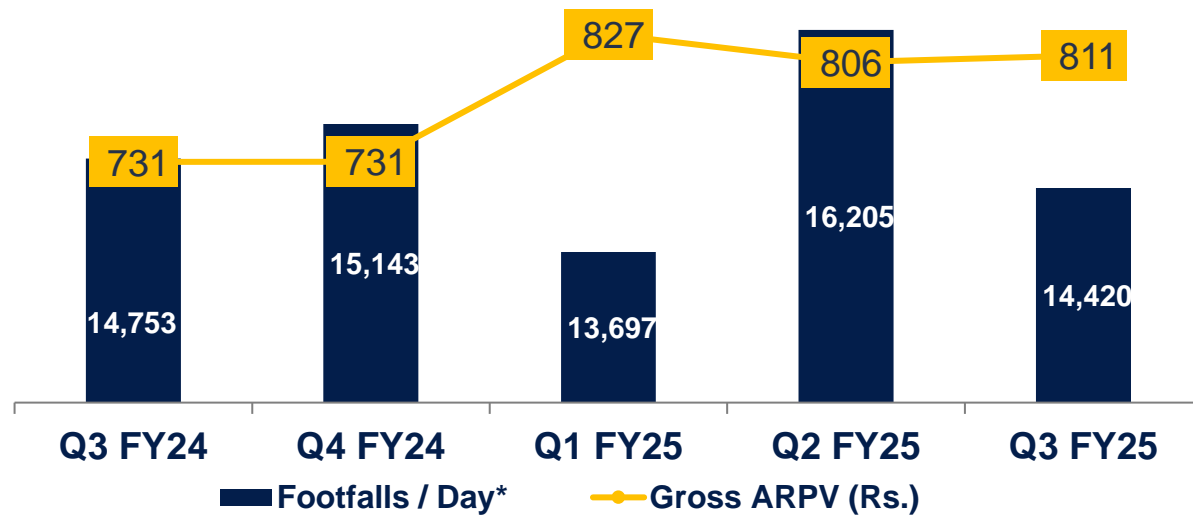
~330+ Cities presence

103 Labs

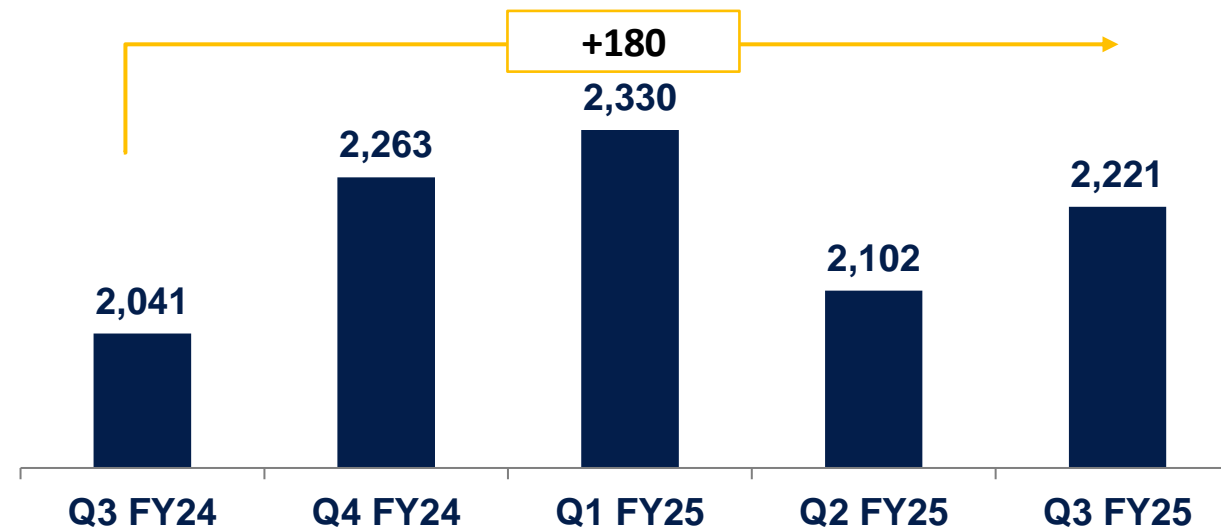
2,221+ Collection Centres

3,000+ Pick-up Points (PUPs)

Avg. Footfalls per day & Avg. gross realization per patient (INR)*



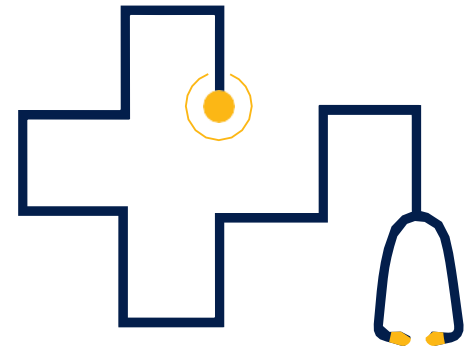
Network Growth – Collection Centers[#]



[#] Rationalized the commission structure for collection centers, resulting in reduction of centers in Q2 FY25. Achieved an improvement in EBITDA margin and developed unit economics model to drive sustainable, profitable growth.

1. EBITDA post IND AS 116;

* Footfalls and ARPV for diagnostics represent outpatient / external business



Digital Health & Pharmacy Distribution **Apollo HealthCo**

India's Largest Omni-Channel Healthcare Platform



Apollo 247 Digital Platform

~38 Mn+ Registrations

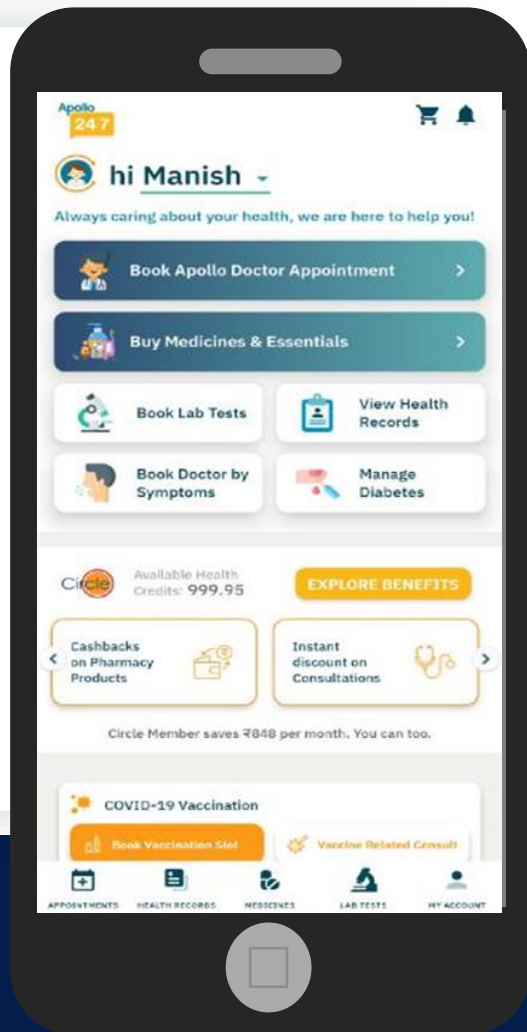
~10,100 Doctors

Daily Active Users 7.8 Lakh

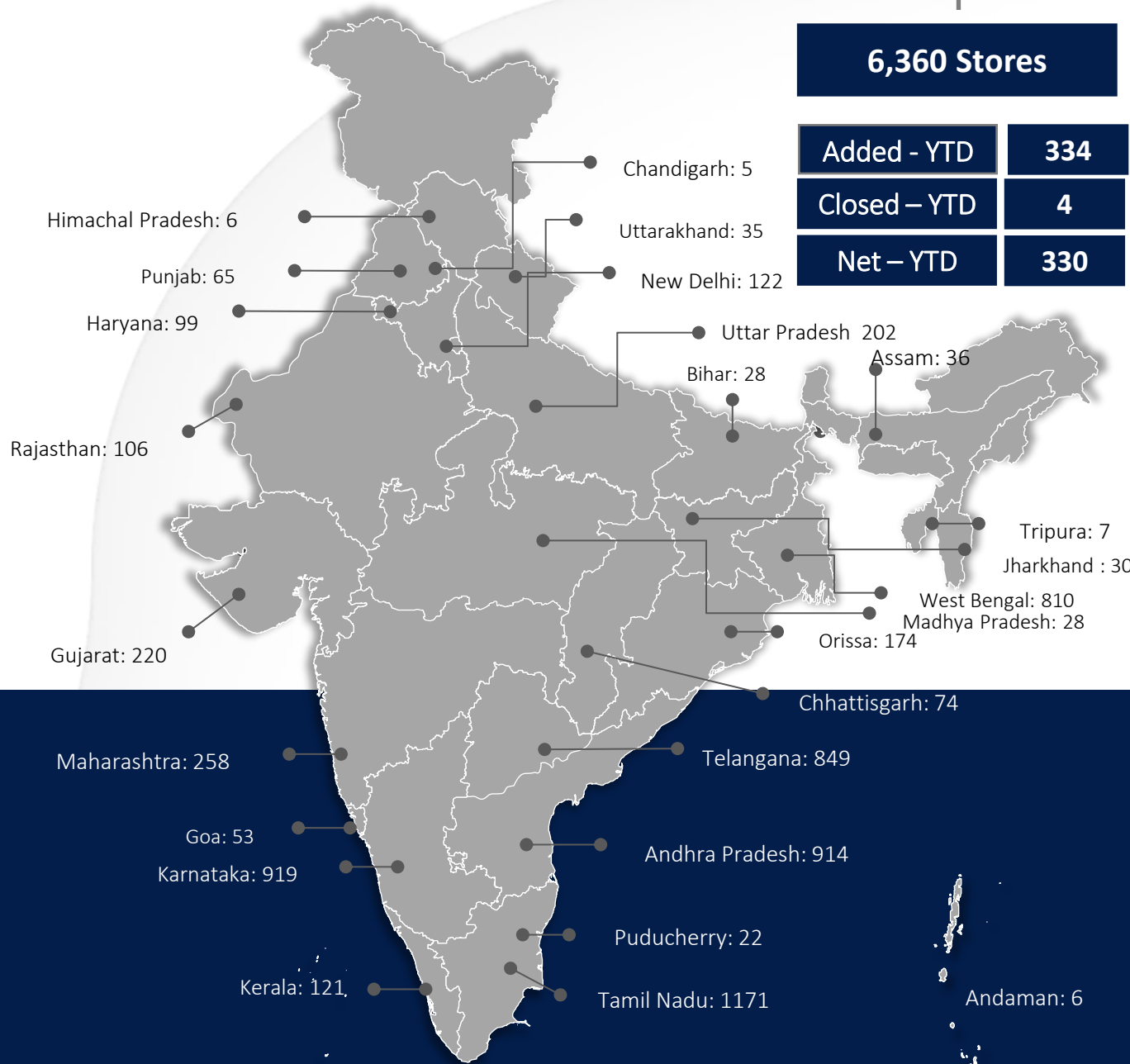
Daily Consultations 14,200+

Daily Medicine Orders 54,000+

Daily Sample Collections ~2,500



Apollo Pharmacy Platform



6,360 Stores

~16.4%

Added - YTD 334

Closed - YTD 4

Net - YTD 330

Omni Private label / generics mix - YTD Dec24

Virtual Doctor Consultation

Online Booking : Hospitals & Diagnostics

Online Medicine delivery

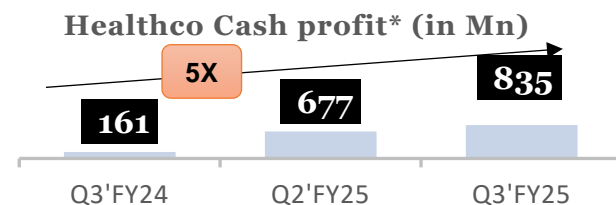
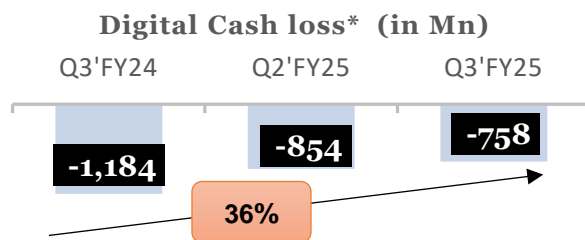
Insurance

Patient e-health records

Condition management

₹ Mio		Offline Pharmacy Distribution	Online Pharmacy Distribution & Apollo 247	Total HealthCo
Q3FY25	Total Revenues	20,786	2,738	23,524
	EBITDA (Pre 24 7 Cost)	1,593	378	1,972
	margin (%)	7.7%	13.8%	8.4%
	24/7 Operating Cost		-1,137	-1,137
	ESOP(Non Cash expense)		-268	-268
	EBITDA	1,593	-1,027	566
	margin (%)	7.7%	-	2.4%
	EBIT			436
	PBT			321
	PAT (Reported)			321
Q3FY24	Total Revenues	18,244	2,249	20,493
	EBITDA (Pre 24 7 Cost)	1,341	235	1,575
	margin (%)	7.3%	10.4%	7.7%
	24/7 Operating Cost		-1,414	-1,414
	ESOP(Non Cash expense)		-142	-142
	EBITDA	1,341	-1,322	19
	margin (%)	7.3%	-	0.1%
	EBIT			-104
	PBT			-275
	PAT (Reported)			-276
Revenue	14%	22%	15%	
EBITDA (Pre 24 7 Cost)	19%	61%	25%	

* Excluding 24|7 operating Cost and ESOP Non-Cash Charge



*Cash loss/profit is EBITDA post Ind As excluding ESOP expense

Healthco (Q3' FY25 vs Q3' FY24);

- 15% growth in revenue in Q3' FY25 vs Q3' FY24
- PAT positive in Q3'FY25** (Rs. 321 Mn) vs loss of Rs. 276 Mn in Q3'FY24 on account of growth in operational revenue and optimization of 247 operating cost.

Omnichannel Healthcare Division:

Omnichannel Pharmacy (AHL+ APL) Business revenue of Rs 29,904 Mn in Q3' FY25 compared to a revenue of Rs. 25,835 Mn in Q3' FY24 (growth of 15.8%).

Apollo Telehealth (under AHEL) Revenues of Rs.167 Mn in Q3FY25 (growth of 9%)

Digital Operational Metrics :

Platform GMV : Rs 7,599 Mn in Q3' FY25, growth of 11% over Q3' FY24

New customer channel started to gain traction (launch of 19 mins across 4 cities)

Continuous Improvement in quantitative parameters in Q3' FY25 vs Q3' FY24:

- 25% YoY growth in Online Pharma delivered orders.
- DAU Dec exit shows YoY growth of 25%

Offline Segment

- 12.2% YoY growth in offline transactions (8.04 cr Vs 7.17 cr year back).
- Serving ~8.7 lac offline customers per day

₹ Mio		Offline Pharmacy Distribution	Online Pharmacy Distribution & Apollo 247	Total HealthCo
YTD Dec24	Total Revenues	59,299	7,868	67,167
	EBITDA (Pre 24 7 Cost)	4,508	1,059	5,567
	margin (%)	7.6%	13.5%	8.3%
	24/7 Operating Cost		-3,634	-3,634
	ESOP(Non Cash expense)		-621	-621
	EBITDA	4,508	-3,196	1,312
	margin (%)	7.6%	-	2.0%
	EBIT			897
	PBT			382
	PAT (Reported)			382
YTD Dec23	Total Revenues	51,388	6,614	58,002
	EBITDA (Pre 24 7 Cost)	3,894	741	4,635
	margin (%)	7.6%	11.2%	8.0%
	24/7 Operating Cost		-4,784	-4,784
	ESOP(Non Cash expense)		-785	-785
	EBITDA	3,894	-4,828	-934
	margin (%)	7.6%	-	-
	EBIT			-1,303
	PBT			-1,777
	PAT (Reported)			-1,779
Revenue	15%	19%	16%	
EBITDA (Pre 24 7 Cost)	16%	43%	20%	

* Excluding 24|7 operating Cost and ESOP Non-Cash Charge

Healthco (YTD Dec 24 vs YTD Dec23);

- 16% growth in revenue in YTD 'FY25 vs YTD 'FY24
- PAT positive in YTD 'FY25** (Rs. 382 Mn) vs loss of Rs.1,779 Mn in YTD 'FY24 on account of optimization of cost and growth in operational revenue.

Omnichannel Healthcare Division

Omnichannel Pharmacy Business (AHL + APL) revenue of Rs 84,820 Mn in YTD' FY25 compared to a revenue of Rs. 73,069 Mn in YTD'FY24 (growth of 16.1%).

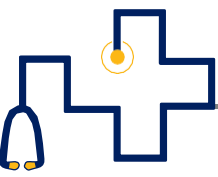
Apollo Telehealth (under AHEL) Revenue of Rs. 526 Mn in YTD FY25 (growth of 47%) compared to YTD FY24

Digital Operational Metrics :

Platform GMV : Rs 22,117 Mn in YTD FY25, growth of 7% over YTD ' FY24

Offline Segment

- 12.5% YoY growth in offline transactions (22.8 cr Vs 20.3 cr year back).



- Apollo Healthco Limited (“AHL”) to **raise equity capital of INR 2,475 Crs (USD 300 Mn)** from Advent International (“Advent”)¹, one of the largest global private equity investors with an AUM of over USD 94 Bn. Tranche 1 of INR 1,732 crs completed² and Tranche 2 of INR 743 crs will be completed in T+12 months.
- **Integration of Keimed Private Limited (“Keimed”) with AHL** proposed in a phased manner.
- Merger with Keimed estimated to be EPS accretive from Year 1.
- To create **India’s leading integrated pharmacy distribution business complemented by fast growing omni-channel digital health business.**
- Keimed is the market leader in wholesale pharma distribution with 2x the scale of nearest competitor and industry leading operating metrics. AHL to utilize Keimed’s vast network of 70,000+ stores to accelerate its INR 1,500+ Crs (USD 0.18 Bn) private label portfolio.
- **Merged entity will have an industry defining business model with Pan India presence.**
- **Target consolidated Year 3 revenues of ~INR 25,000 Crs³ (USD 3.03 Bn) with operating margins* of 7-8%.**

¹ Rasmeli Limited, an affiliate of Advent International

² The investment received from Advent International, in Apollo Healthco Ltd in the form of Compulsorily Convertible Preference shares (CCPs) is recorded as a Financial liability under IND AS 32 as the CCPs though will be fully Equity settled, could have some variability pursuant to the adjustments in accordance with the transaction agreements. Management does not expect any material variability from the 12.125% effective share holding of Advent in the Combined entity (Apollo Healthco Ltd including Keimed Private Limited).

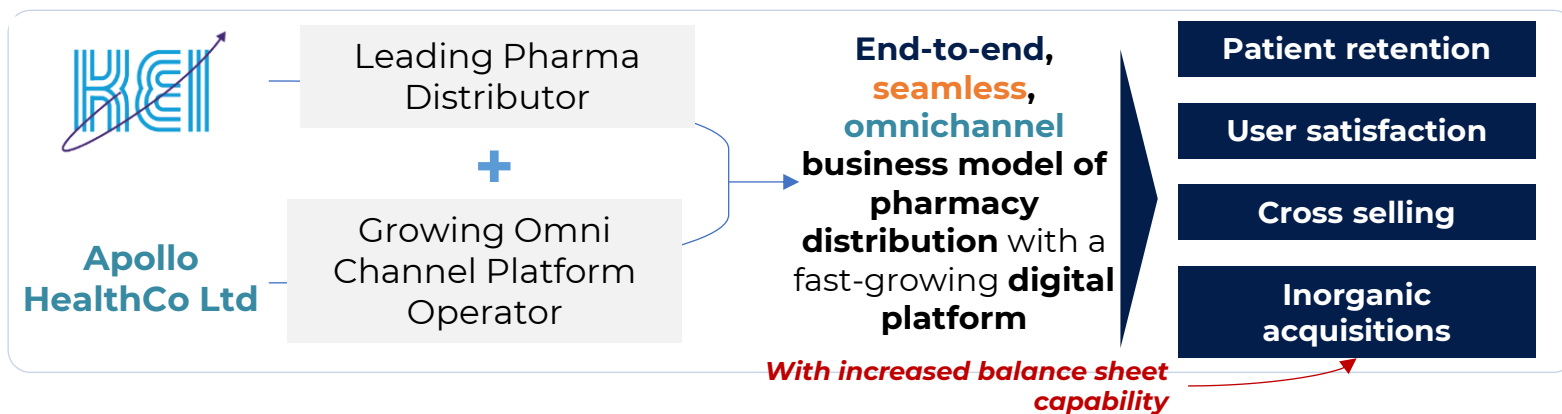
³ On a Proforma Basis

*Post 24/7 Operating Cost

Synergetic Benefit of the Keimed Merger



Becoming India's Leading Healthcare Provider



... with Improving Cost Efficiency and Margins

Supply chain efficiencies, together with above permanently changes AHL's margins, allowing for a growth story that outpaces our status quo.

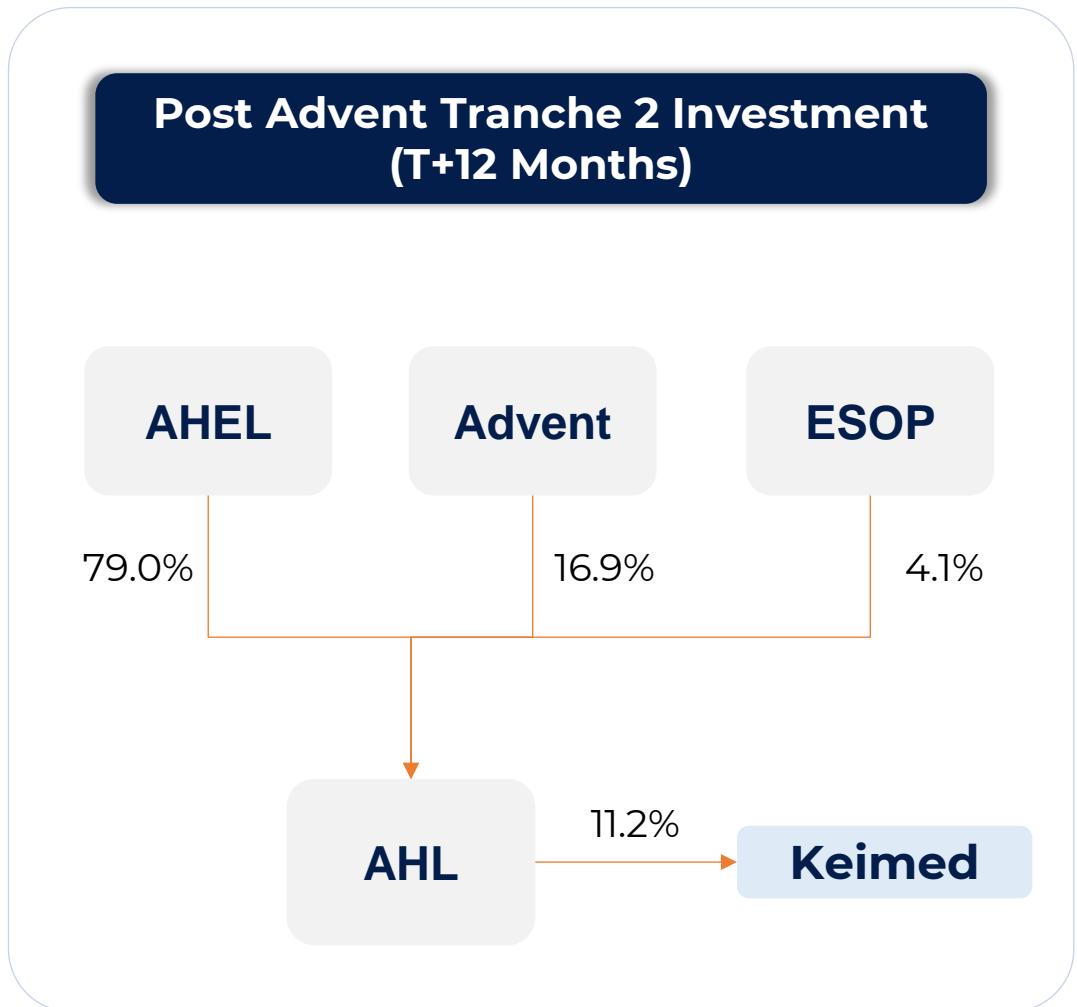
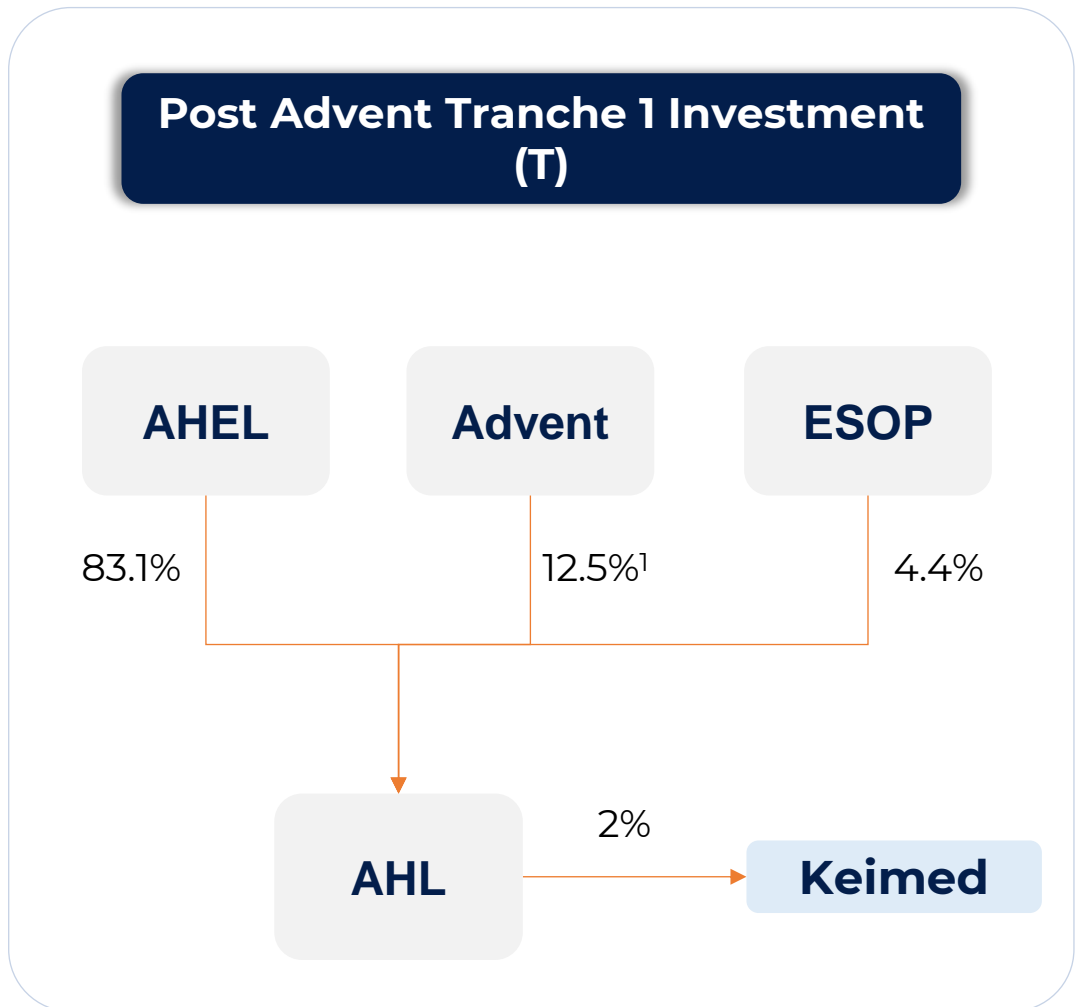
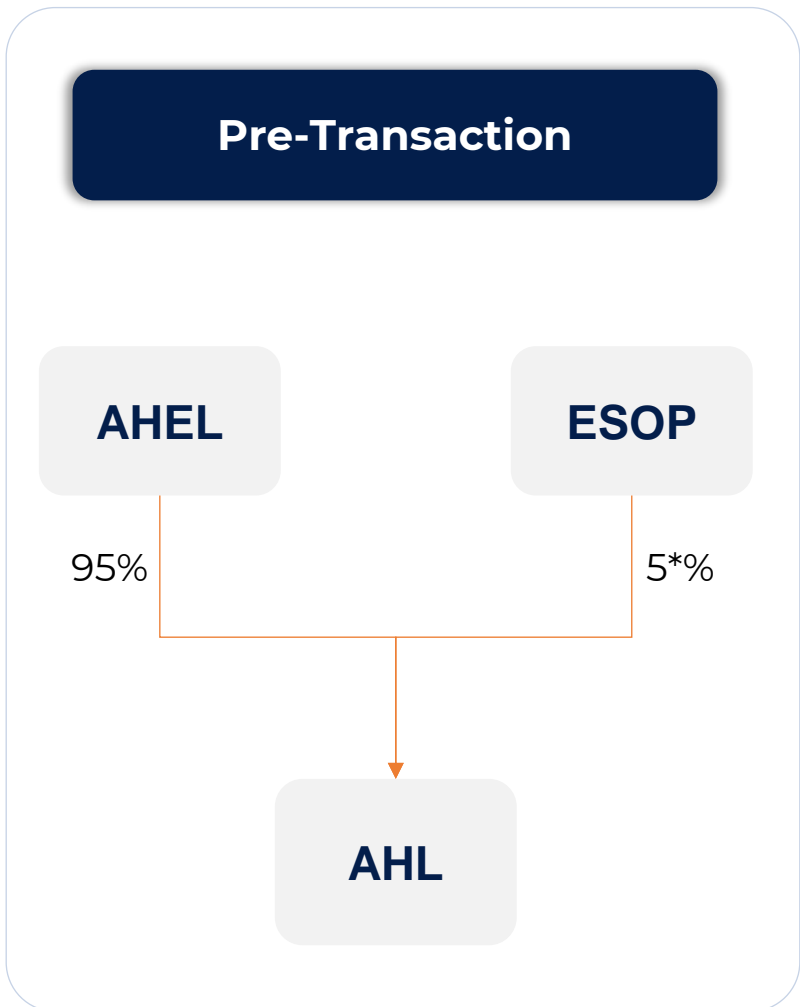


EBITDA expansion in both AHL and Keimed over the next 2 years

Integrated Business Model Driving Revenue Growth...



This alone creates incremental EBITDA pool which is c.65% of Keimed EBITDA & Margin



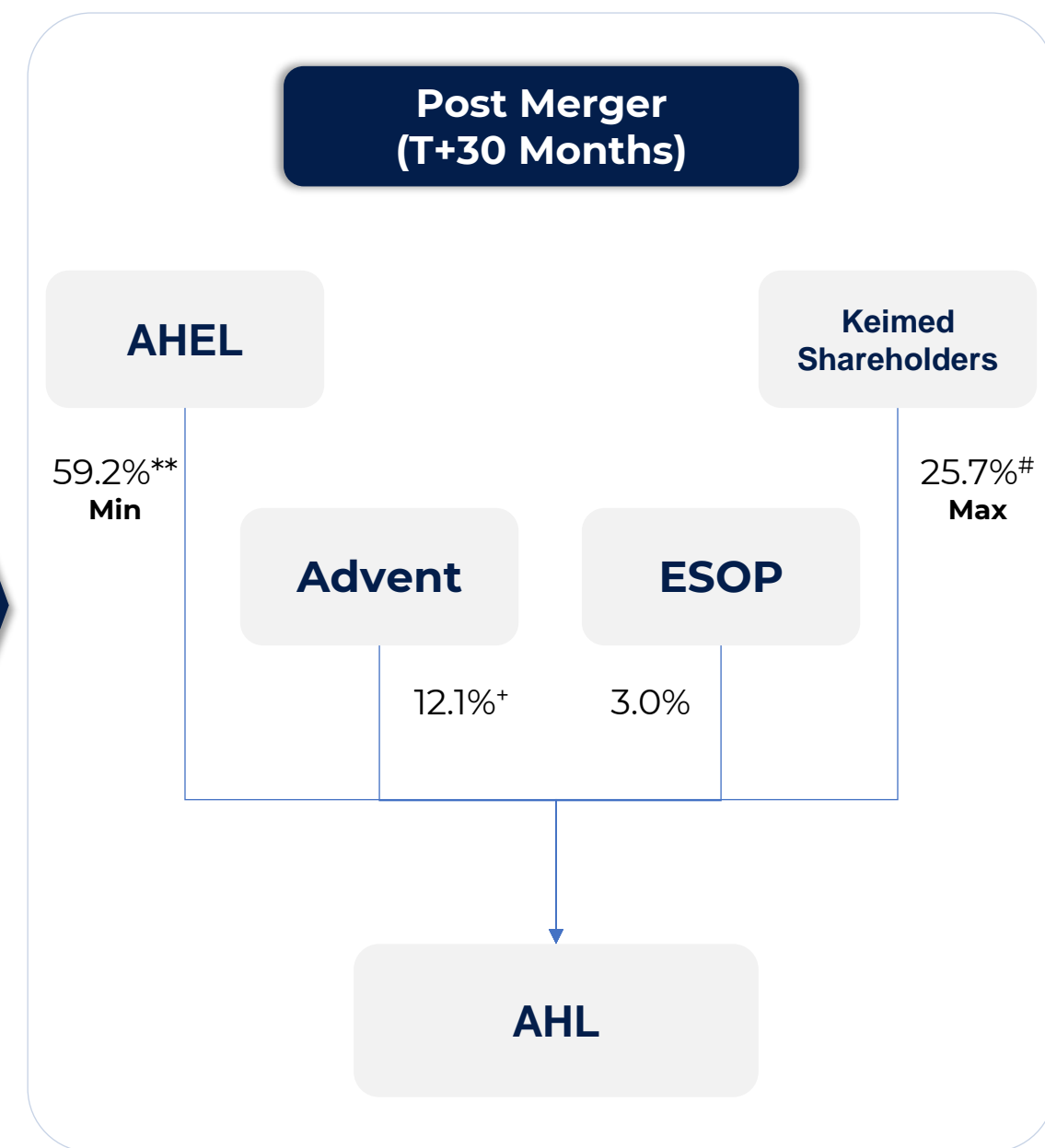
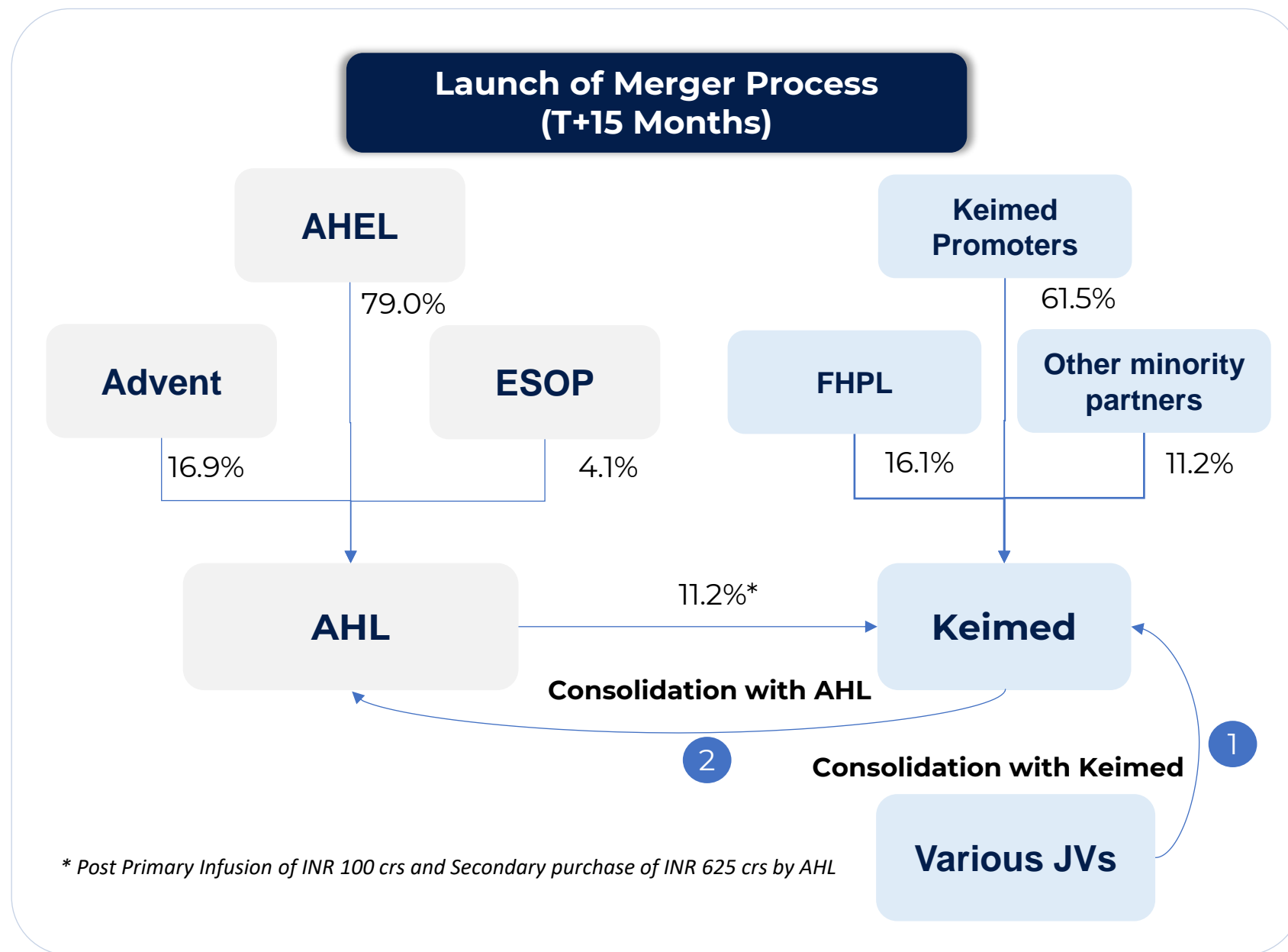
Tranche 1

- Advent investment of INR 1,732 Cr (USD 0.21 Bn) in AHL
- AHL to acquire stake in Keimed for INR 125 Cr (USD 0.02 Bn)

Tranche 2

- Advent investment of INR 743 Cr (USD 0.09 Bn) in AHL
- AHL to acquire stake in Keimed for INR 600 Cr (USD 0.07 Bn)

* ESOP Pool of 5% represents the increased pool which is yet to be implemented ;¹ On an as-if converted basis, the stake would be 16.9%. However, since certain shares are partly paid-up, % has been shown to that extent.



1 Internal restructuring of Keimed Group; Post restructuring all JV's to be 100% owned by Keimed

2 Keimed is proposed to be merged with AHL through a scheme of arrangement with NCLT approval

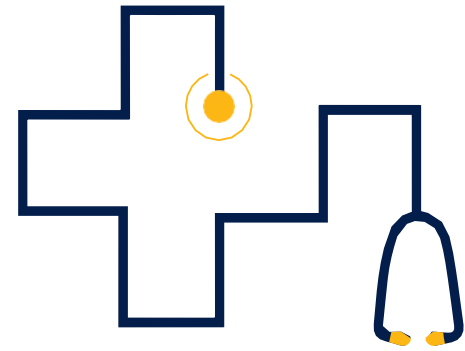
** Includes economic interest of AHEL holding of 49% in FHPL; AHEL effective economic interest through FHPL post merger process is 2.5% ; # Includes 3.6% of Keimed minority partners ; + may be adjusted upwards pursuant to the adjustments in accordance with transaction agreements

Combined Financials Metrics | Snapshot YTD Dec24

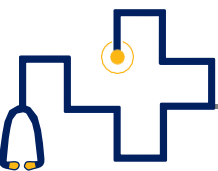


	FY24	Offline Pharma Distribution	+ Online Pharma Distribution+247	= Total Healthco	+ Keimed	=	Combined YTD'FY25	Combined Q3'FY25
Revenue	137,701	59,299	7,868	67,167	96,534		121,318	42,355
EBITDA, Pre INDAS	9,614	4,348	1,029	5,377	3,002		8,379	2,953
EBITDA %	7.0%	7.3%	13.1%	8.0%	3.1%		6.9%	7.0%
24/7 Operating cost	-6,186	-	-3,634	-3,634	-		-3,634	-1,137
ESOP Non Cash charge	-891	-	-621	-621	-		-621	-268
EBITDA, Pre IndAS	2,533	4,348	-3,225	1,123	3,002		4,125	1,547
EBITDA %	1.8%	7.3%	N.M.	1.7%	3.1%		3.4%	3.7%
Excluding Digital	6.7%						6.5%	6.5%

At 22% annual CAGR on FY24, we expect to achieve INR 250 bn of revenue in FY27 with 7-8% EBITDA



Annexure

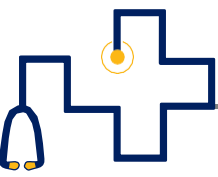


Basis of Consolidation



AHEL Standalone Hospitals (100% Ownership)	Location
Chennai Main	Chennai
ACI - Chennai	Chennai
Tondiarpet - Chennai	Chennai
FirstMed - Chennai	Chennai
Apollo Children's Hospital	Chennai
Apollo Specialty, Vanagaram	Chennai
ASH Perungudi	Chennai
Women & Child, Shafee Mohammed Road	Chennai
Apollo Proton & Cancer care	Chennai
Madurai	Madurai
Karur	Karur
Karaikudi	Karaikudi
Trichy	Trichy
Nellore	Nellore
Hyderabad	Hyderabad
Bilaspur	Bilaspur
Rourkela	Odisha
Mysore	Mysore
Vizag (old & new)	Vizag
Karim Nagar	Karim Nagar
Bhubaneswar	Bhubaneswar
Jayanagar	Bangalore
Nashik	Nashik
Malleswaram	Bangalore
Navi Mumbai	Mumbai

Subsidiaries	Location	Description	AHEL Ownership
Material Subs			
Apollo Health Co limited	India	Digital Omni-Channel Healthcare services Platform	100.00%
Apollo Health and Lifestyle Ltd.	India	Clinics, Diagnostics and Daycare	68.84%
Apollo Multispeciality Hospitals Ltd.	Kolkata	Hospital	100.00%
Apollo Medics	Lucknow	Hospital	51.00%
Imperial Hospital and Research Centre Ltd.	Bangalore	Hospital	90.00%
Apollo Hospitals International Ltd.	Ahmedabad	Hospital	50.00%
Assam Hospitals Ltd	Assam	Hospital	70.87%
Apollo Rajshree Hospital	Indore	Hospital	54.63%
Samudra Healthcare Enterprises Ltd.	Kakinada	Hospital	100.00%
Other Subs			
Apollo Hospitals (UK) Ltd	UK	UK Hold Co	100.00%
AB Medical Centres Limited	Chennai	Infrastructure	100.00%
Total Health	India	CSR	100.00%
Apollo Hospitals Singapore.PTE Limited	Singapore	Singapore Hold Co	100.00%
Future Parking Pvt Ltd	Chennai	Infrastructure	100.00%
Apollo Home Health care Ltd	India	Paramedical Services	74.00%
Pinakini Hospitals Ltd.	Nellore	Hospital	80.87%
Sapien Biosciences Pvt Ltd	Hyderabad	Biobanking tissues	70.00%
Apollo Lavasa Health Corporation Ltd	Maharashtra	Hospital	51.00%
Apollo Hospitals North Limited	Gurgaon	Hospital	100.00%
Apollo Hospitals Worli LLP	Mumbai	Hospital	90.10%
Health Axis	Hyderabad	Healthcare Technologies and Remote healthcare	69.99%
Kerala First Health Services Private Limited	Kerala	Hospital	60.00%
Associates			
Indraprastha Medical Corporation Ltd.	Delhi, Noida	Hospital	22.03%
Family Health Plan Ltd.	India	TPA, Health Insurance	49.00%
ApoKos Rehab Pvt Ltd	Hyderabad	Rehab Centre	50.00%
Stemcyte India Therapeutics Pvt Ltd	India	Stemcell Banking	37.75%
Apollo Gleneagles PET-CT Pvt Ltd	Hyderabad	Diagnostics	50.00%



IND AS - 116 : Impact on P&L and Balance Sheet –YTD Dec24



AHEL Standalone (post IND AS 116)



Balance sheet

Right of use Asset as of 31 st Dec, 2024	↑	12,803
Lease liabilities as of 31 st Dec, 2024	↑	12,796
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	↓	2,109



Profit & Loss

Revenue		
Other expenses (Lease rent)	↓	769
EBITDA	↑	769
Amortisation	↑	472
EBIT	↑	297
Finance charge	↑	518
PBT	↓	221

AHEL Consolidated (post IND AS 116)



Balance sheet

Right of use Asset as of 31 st Dec, 2024	↑	23,896
Lease liabilities as of 31 st Dec, 2024	↑	25,361
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	↓	3,052



Profit & Loss

Revenue		
Other expenses (Lease rent)	↓	1,786
EBITDA	↑	1,786
Amortisation	↑	1,171
EBIT	↑	615
Finance charge	↑	1,139
PBT	↓	524

Thank you !!