

May 25, 2023

**The Manager – Listing National Stock Exchange of India Limited,** Compliance Department, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400051, Maharashtra, India **The Manager – Listing BSE Limited,** Compliance Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001, Maharashtra, India

Dear Sir/Madam,

Subject : <u>Investor Presentation</u> Stock Code : <u>BSE – 539787, NSE – HCG</u>

We wish to inform you that the Board of Directors of the Company, at their meeting held on May 25, 2023, *inter alia*, has approved the Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and year ended March 31, 2023 ("Financial Results").

In this respect, we enclose herewith the Presentation on the Financial Results of the Company for the quarter and year ended March 31, 2023.

Request you to take this on record.

Thanking you,

For HealthCare Global Enterprises Limited

Sunu Manuel Company Secretary & Compliance Officer

Encl: a/a.

#### **HealthCare Global Enterprises Limited**

HCG Tower, # 8, P Kalinga Rao Road, Sampangi Rama Nagar, Bangalore - 560027. 080 33669999 | info@hcgoncology.com | www.hcgoncology.com | CIN : L15200KA1998PLC023489



### HEALTHCARE GLOBAL ENTERPRISES LIMITED





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#### SUBASENI LENKA, CANCER WINNER

I am eternally thankful to Dr. Panda and other specialists at HCG Panda Cancer Hospital, as the specialists were able to treat my condition the right way, the first time

## Q4 & FY23 FINANCIAL & OPERATIONAL HIGHLIGHTS





#### **Clinical Highlights**

- Launch of "CELL SEARCH" circulating Tumor Cell (CTC) TESTING. Cell Search is the first and only system which received FDA approval for the precise enumeration of Circulating tumor Cells in patients' blood for diagnostic purposes First in India
  - Early detection and Screening
  - Informed Patient Care Decisions
  - Stratification and therapeutic intervention
  - Real-time treatment monitoring

#### Research and Academics:

- Prestigious Lee Yung grant from Trinity Hall, University of Cambridge awards conferred to 2 candidates (Dr Vishal Rao & Swetha Kannan)
- Published 85 articles in high impact journals during Q4FY23. Total indexed publications 822
- ✤ ~30 clinical trials ongoing across the Network
- Total allied health programs is ~95
- Total Nursing Programs ~180
- Total DNB residents across the network is ~369 currently

#### Recognitions

- Dr Joydeep Chakrabartty, HCG Kolkata was selected as the Country Advisor for East India by the Royal College of Pathologists (RCPath)
- Dr. Gaurav Medikeri has authored a chapter in the book Atlas of Frontal Sinus Surgery, Springer Healthcare IME Springer Healthcare India named "Training in frontal sinus surgery".
- Dr Nishit Ojha, Dr Amey Panchal & Dr Sachin Jadhav identified a new mutation "Whole transcriptome sequencing reveals HOXD11-AGAP3, a novel fusion transcript in the Indian acute leukemia cohort"
- Dr Trinanjan Basu for the poster presentation of Prostate SBRT at the Radiosurgery Annual Meeting in Orlando, Florida March 2023

Rs in Mn

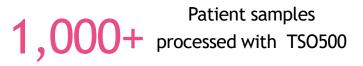


### Genomics - Future for Cancer Care\*



HCG is First in Asia to complete ~105 Clinical runs (1000+patients) of Comprehensive Genomic Profiling (CGP)

> \*Abstract accepted for ASCO 2023 Poster accepted for ESMO-Lung-2023 Journal Publication - 2+



1291+

Total number of genomic alterations detected in cohort



Number of RNA alterations detected in cohort

77%

Patients with actionable and prognostic genetic alterations Up to **80**% Assigned to approved therapies (for specific indications)

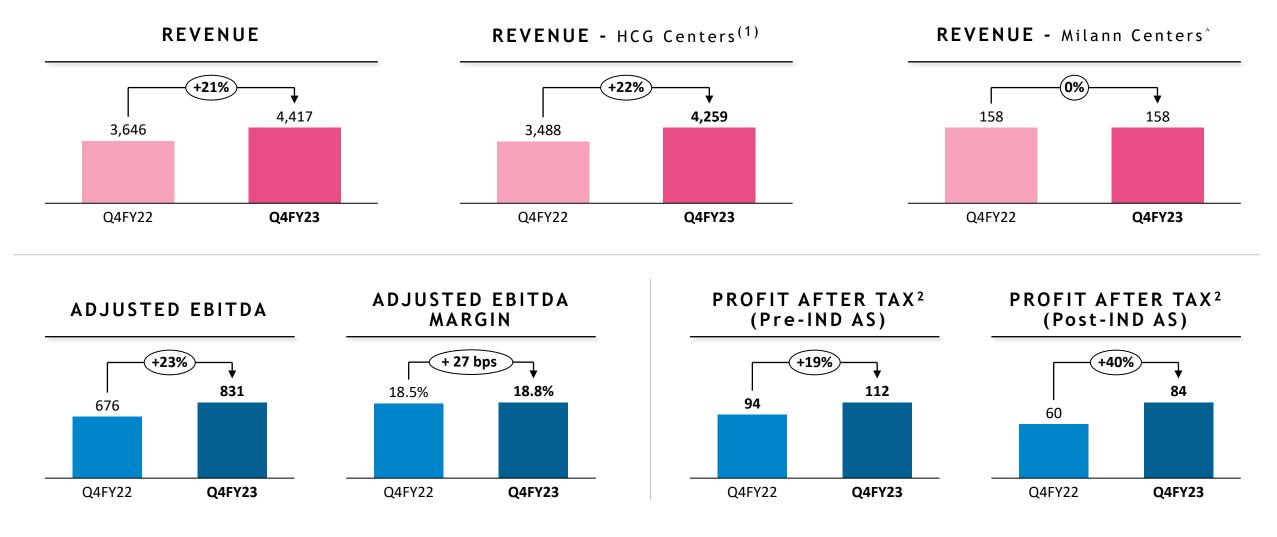


Change in clinical management (for specific indications)

For Research Use Only. Not for use in diagnostic procedures.







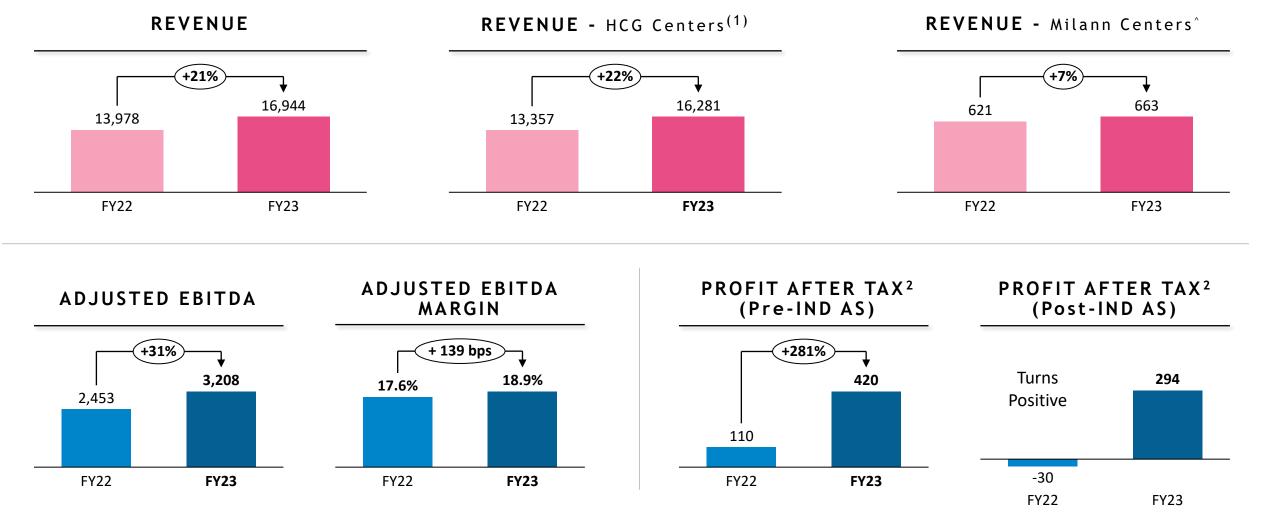
Adjusted EBIDTA excludes

- Impact of ESOPs cost of INR 15 mn for Q4FY23 and INR 20 mn in Q4FY22

- Impact of one-time consulting fees for strategy work for a period of 12-18 months. Cost of one-time consulting fees stands at INR 53 mn for Q4FY23 & INR 25 mn for Q4FY22

Financial Highlights FY23





Adjusted EBIDTA excludes

- Impact of ESOPs cost of INR 64 mn for FY23 and INR 28 mn in FY22

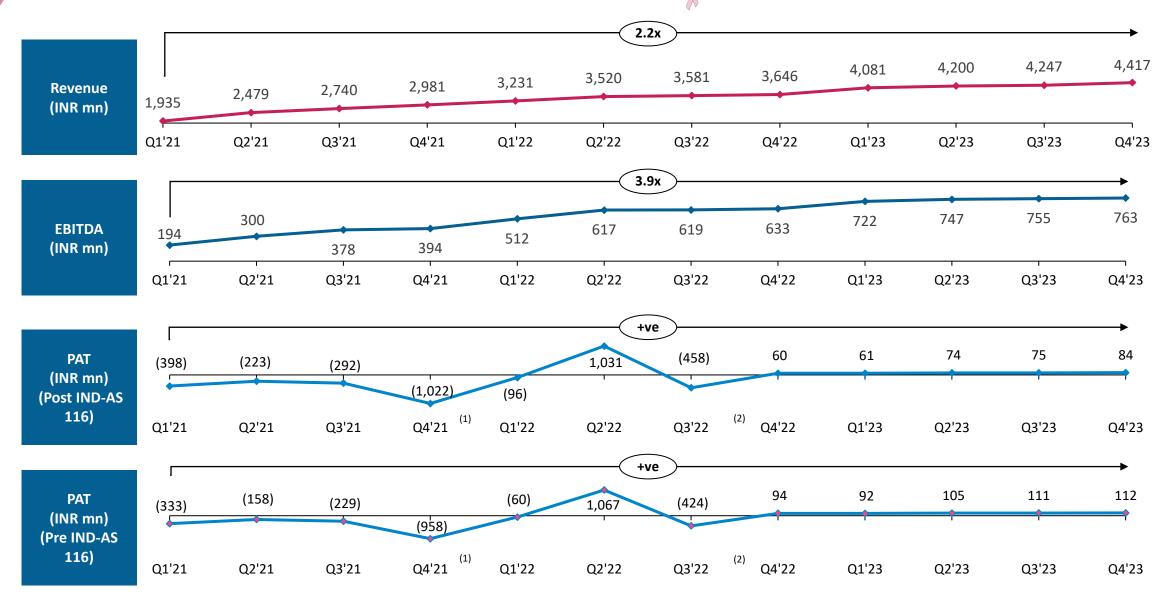
- Impact of one-time consulting fees for strategy work for a period of 12-18 months. Cost of one-time consulting fees stands at INR 157 mn for FY23 & INR 45 mn for FY22

1. 22 comprehensive cancer centers, 3 multispecialty hospitals

2. PAT for FY23 is pre-exceptional items

### Improved Performance Leading to Profitability





(1) Includes loss due to exceptional items of INR 847 mn(2) Includes gain on exceptional items of INR 1,401 mn

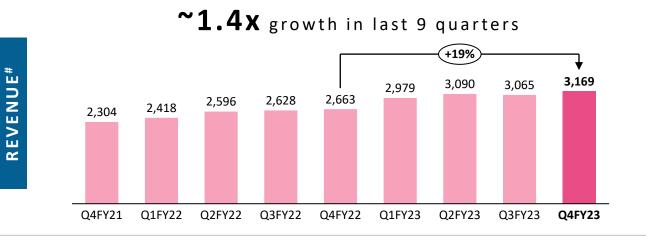
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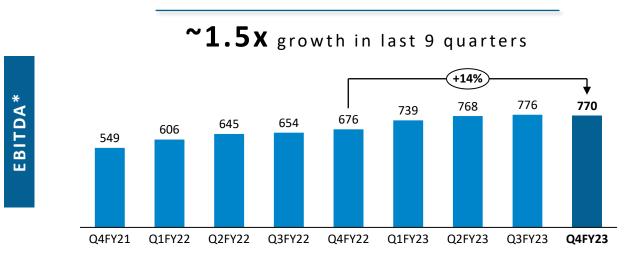
### Growth Across HCG Centers



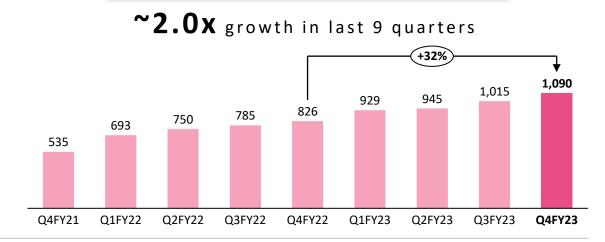
#### Matured Centers



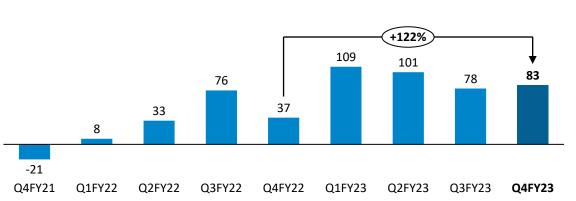
Matured Centers



#### Emerging Centers<sup>^</sup>



#### Emerging Centers<sup>^</sup>



On a positive trajectory

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### Strong Operating Metrics with Significant Capacity Headroom



Key Driver	Metric Indicator	% Revenue	Q4'22 Q4'23	FY'22	FY'23
# New Registrations ('000)	Lead indicator of <b>Volume Growth;</b> key operating metric tracked by HCG; has correlation to <b>out-patient revenue</b>	21%(1)	11% 18 20	68	80
Chemo Sessions Administered ('000)	Key indicator for <b>Medical Oncology;</b> procedures are primarily day care oriented with <b>no capacity constraint</b>	37%	<b>21%</b> 28 34	104	133
LINAC - Capacity Utilization <sup>(2)</sup>	Key indicator for <b>Radiation Oncology;</b> availability of LINACs is the <b>only capacity</b> <b>constraint;</b> further augmenting capacity by 20%	18%	60% 65%	59%	66%
In-Patient Bed Occupancy <sup>(3)</sup>	Indicator for <b>Surgical Oncology</b> ; with decreasing ALOS and flexibility to add balance non-operational capacity beds, <b>not a capacity</b> <b>constraint operationally;</b> additional 214 beds available to be made operational	24%	54% 59%	53%	60%

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(1) Revenue % for out-patient and others only; (2) Total radiation patients treated stands at ~ 5,100 in Q4'23 & ~21,000 in FY23; (3) Total in-patient bed capacity for oncology is 1,415 beds and operational beds is 1,228. This excludes 294 day care beds and 338 multispecialty beds

## HCG - Q4FY23 Operational Metrics<sup>#</sup>



TOTAL AOR (%)	MATURED CENTERS AOR (%)	EMERGING CENTERS AOR^* (%)	MATURED CENTERS ROCE (%)
65.1%	64.8%	65.7%	22.9%
59.9% in Q4FY22	59.1% in Q4FY22	52.9% in Q4FY22	18.7% in Q4FY22
516 bps	572 bps	1,281 bps	420 bps
			ROCE pre-corporate allocations stands at 25.2%
TOTAL ARPOB (Rs.)	MATURED CENTERS ARPOB (Rs.)	EMERGING CENTERS ARPOB^ (Rs.)	EMERGING CENTERS^ ROCE (%)
39,864	41,394	36,063	-3.6%
38,596 in Q4FY22	39,753 in Q4FY22	35,474 in Q4FY22	-8.3% in Q4FY22
3.3%	4.1%	1.7%	470 bps
<sup>^</sup> New Center represents centers *75% of the capacity beds are of #Excl. Fertility	s operational after 2017 operational; AOR 50% on capacity beds		ROCE pre-corporate allocations stands at -2.49

Existing Centers Operational beds: 1312 + New Centers Operational Beds: 521 = Total 1,833 Operational Beds ROCE is annualized for Q4FY23 & Q4FY22 adjusted for ESOP & One time value creation cost

### HCG - FY23 Operational Metrics<sup>#</sup>



TOTAL AOR (%)	MATURED CENTERS AOR (%)	EMERGING CENTERS AOR^* (%)	MATURED CENTERS ROCE (%)
65.4%	64.3%	68.5%	22.0%
58.2% in FY22	58.8% in FY22	54.2% in FY22	16.3% in FY22
726 bps	550 bps	1,429 bps	570 bps
			ROCE pre-corporate allocations stands at 25.5%
TOTAL ARPOB (Rs.)	MATURED CENTERS ARPOB (Rs.)	EMERGING CENTERS ARPOB^ (Rs.)	EMERGING CENTERS^ ROCE (%)
38,042	40,455	32,215	-4.0%
37,841 in FY22	38,181 in FY22	36,836 in FY22	-7.9% in FY22
0.5%	6.0%	-12.5%	<b>390</b> bps
<sup>^</sup> New Center represents centers	s operational after 2017 operational; AOR 50% on capacity beds		ROCE pre-corporate allocations stands at -1.79

Existing Centers Operational beds: 1312 + New Centers Operational Beds: 521 = Total 1,833 Operational Beds ROCE is adjusted for ESOP & One time value creation cost

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HCG - Cluster Wise Revenue Break Up#



CLUSTER	Q4FY23	Q4FY22	Y-o-Y	FY23	FY22	Y-0-Y
KARNATAKA	1,498	1,262	19%	5,692	4,748	20%
GUJARAT	1,084	913	19%	4,163	3,518	18%
MAHARASHTRA*	627	529	19%	2,408	2,275	6%
EAST INDIA	479	301	59%	1,688	1,168	44%
ANDHRA PRADESH	289	281	3%	1,204	1,047	15%
TAMIL NADU	73	60	21%	278	231	20%
NORTH INDIA	176	129	36%	757	343	121%
AFRICA	33	13	158%	91	27	241%
TOTAL	4,259	3,488	22%	16,281	13,357	22%
KOLKATA	RAJKOT	F	ANCHI	JAIPUR		CUTTACK
<b>142%</b> Y-o-Y for Q4FY23	<b>58%</b> Y-o-Y For Q4FY23		<b>%</b> Y-o-Y or Q4FY23	<b>37%</b> Y-o- For Q4FY23	Y	<b>32%</b> Y-o-Y For Q4FY23

## Milann - Implementing Strategic Initiatives



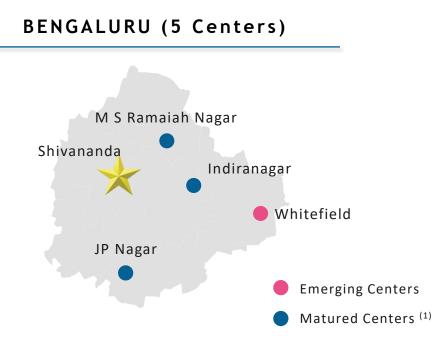
Particulars	Q4FY23	Q4FY22*	Growth Y-o-Y	FY23	FY22*	Growth Y-o-Y
New Registrations	1,286	1,651	-22.1%	5,265	4,633	13.6%
IVF Cycles	461	497	-7.2%	1,936	1,747	10.8%
Revenues (Rs. Mn.)	158	158	0.2%	663	621	6.8%

#### Continuous focus on strengthening clinical talent

- Lower volume on YoY basis is led by regulations around surrogacy.
- Regulation has eased out in Karnataka & the volumes are expected to pick up

#### Looking to focus on market leadership in Bangalore and scaling up North India centers in near term

\*Incl. Vaccination revenue







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### Capital Expenditure & Net Debt



#### CAPITAL EXPENDITURE (Rs. Mn.)

HCG CENTERS	FY23	FY22
Matured Centers	1,093.7	458.4
Emerging Centers	163.3	245.8
TOTAL CAPEX	1,257.0	704.2

#### NET DEBT (Rs. Mn.)

NET DEBT	31 <sup>st</sup> March 2023	31 <sup>st</sup> Mar 2022
Bank Debt <sup>(1)</sup>	3,733	3,543
Vendor Finance <sup>(2)</sup>	223	333
Other Debt	8	34
Less: Cash & Cash Equivalents <sup>(3)</sup>	1,983	2,008
NET DEBT	1,980	1,901
Capital Leases: Ind AS116	5,019	5,070
Net Debt (Incl. Leases)	6,999	6,972

#### ONGOING CAPEX (Rs. Mn.)

Sr. No	Particulars	Capex incurred till 31 <sup>st</sup> March 2023	Expected Capex for FY24	Total Planned Capex	Expected date of Operations
1	Ahmedabad – Phase II	158	636	852	Q1 FY25
2	Whitefield (Extension of Bangalore - COE)	10	200	250	Q3 FY25

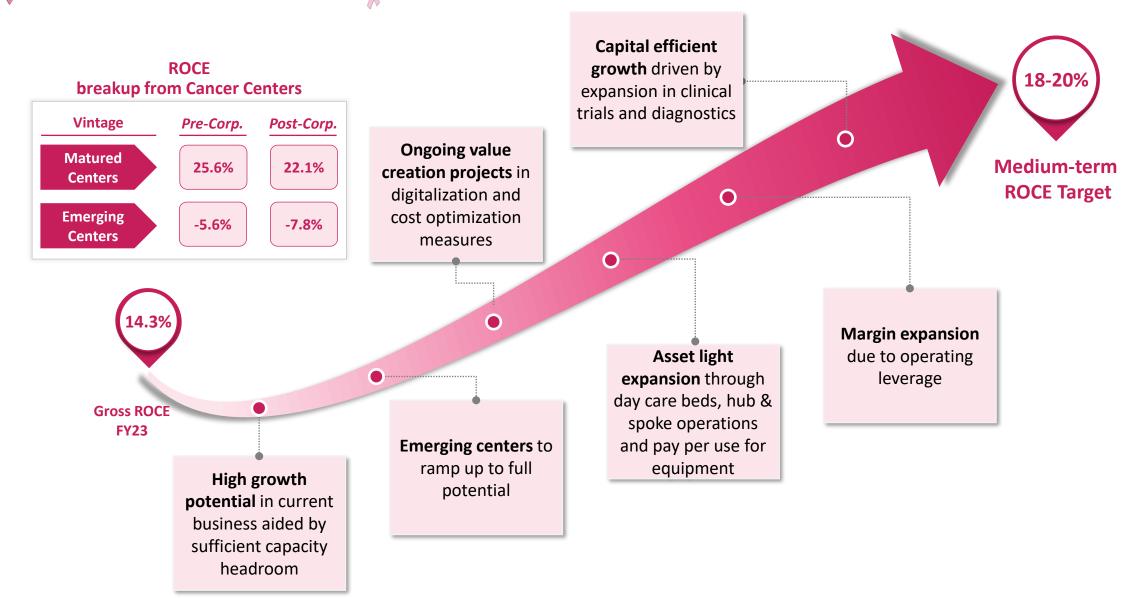
1. Bank debt: Net of Bank balance held as margin money of INR 147 Mn and investment in fixed deposits of INR -17.00 Mn (Margin money value reclassed to other deposit) as of 31st Mar -23, INR 161 Mn and investment in fixed deposits of INR 33 Mn as of 31st Mar - 22. The unamortized portion of processing fees amounting to INR 29.37 Mn as on 31st Mar - 23 & INR 32 Mn as on 31st Mar - 22 netted off against Bank Debt.

2. Vendor Finance; Includes Forex reinstatement of INR (1.46) Mn as of 31st Mar-23 and Forex reinstatement of INR (14.00) Mn as of 31st Mar -22

3. Cash and cash equivalents: Includes investment in mutual funds of INR 16 Mn as at 31st Mar -23 and of INR 16 Mn as at 31st Mar - 22

### Platform for Attractive Returns with Efficient Capital Allocation and Asset Light Expansion







### Q4 & FY23 Consolidated Profit & Loss Account



Profit and Loss (in Rs. Mn.)	Q4 FY23	Q4 FY22	Y-o-Y	Q3 FY23	Q-o-Q	FY23	FY22	Y-o-Y
Revenues from Operations	4,410	3,639		4,239		16,914	13,948	
Income from Govt. Grant	7	7		8		30	30	
Total Revenue from Operations	4,417	3,646	21%	4,247	4%	16,944	13,978	21%
Cost of Goods Sold	1,164	910		1,075		4,241	3,549	
Employee Cost	674	587		674		2,687	2,308	
Medical Consultancy Charges	913	843		884		3,561	2,958	
Other Expenses	836	630		802		3,248	2,709	
Adjusted EBITDA	831	676	23%	812	2%	3,208	2,453	31%
Adjusted EBITDA Margin (%)	18.8%	18.5%	26 bps	19.1%	-31 bps	18.9%	17.6%	138 bps
One time value creation cost	53	25		39		157	45	
ESOP's	15	20		18		64	28	
Reported EBIDTA	763	632	21%	755	1%	2,987	2,380	26%
Reported EBITDA Margin (%)	17.3%	17.3%	-4 bps	17.8%	-50 bps	17.6%	17.0%	60 bps
Depreciation	422	411		408		1,635	1,583	
Other Income	47	30		37		132	127	
EBIT	388	251		384		1,484	924	
Finance Cost	256	241		271		1,035	978	
Extraordinary Items	0	0		0		0	946	
Share in Profit/(loss) in JV and Associates	0	0		0		0	0	
Profit before Tax	131	9		113		449	878	
Taxes, Other Comprehensive Income & Minority Interest	48	-51		38		155	340	
Profit After Tax	83.7	59.9	40%	75	12%	293.4	537.3*	-45%
PAT Margin (%)	1.9%	1.6%	25 bps	1.8%	12 bps	1.7%	3.8%	-211 bps

## **Consolidated Balance Sheet**

Balance Sheet - Equity & Liabilities (in Rs. Mn.)	Mar-23	Mar-22
Equity Share Capital	1,391	1,390
Other Equity	7,214	7,313
Equity Attributable To Equity Holders Of The Company	8,605	8,703
Non-Controlling Interests	89	134
Total Equity	8,694	8,837
Non-Current Liabilities		
Financial Liabilities		
Borrowings	3,628	3,629
Lease Liabilities	4,531	4,659
Other Financial Liabilities	0	0
Provisions	132	105
Other Non-Current Liabilities	359	255
Deferred Tax Liabilities (Net)	124	13
Total Non-Current Liabilities	8,774	8,661
Current Liabilities		
Financial Liabilities		
Borrowings	365	448
Lease Liabilities	488	411
Trade Payables	0	0
Total Outstanding Dues Of Micro Enterprises And Small Enterprises	50	20
Total Outstanding Dues Of Creditors Other Than Micro Enterprises And Small Enterprises	2,435	1,919
Other Financial Liabilities	1,404	936
Other Current Liabilities	755	785
Provisions	171	173
Income Tax Liabilities (Net)	25	5
Total Current Liabilities	5,693	4,698
Total Equity And Liabilities	23,160	22,195



Balance Sheet - Assets (Rs. Mn.)	Mar-23	Mar-22
Non-Current Assets		
Property, Plant And Equipment	9,718	9,315
Capital Work in Progress	182	217
Rights-of-use Assets	3,813	4,045
Goodwill	1,812	1,813
Other Intangible Assets	187	298
Intangible Assets Under Development		
Financial Assets		
Investments	97	88
Loans Receivable	0	0
Other Financial Assets	543	546
Deferred Tax Assets (Net)	53	60
Income Tax Assets (Net)	574	459
Other Non-Current Assets	378	331
Total Non-Current Assets	17,357	17,172
Current Assets		
Inventories	383	300
Financial Assets		
Trade Receivables	3,025	2,175
Cash And Cash Equivalents	1,746	1,975
Bank Balances Other Than Cash And Cash Equivalents	219	0
Loans	18	16
Other Financial Assets	74	341
Other Current Assets	339	217
Total Current Assets	5,803	5,024
Total Assets	23,160	22,195

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# Consolidated Cash Flow Statement



Mar-23	Mar-22
449	878
2,753	1,666
3,201	2,543
-459	-105
2,743	2,438
-227	-237
2,516	2,201
-1,330	1,246
-1,401	-1,549
-215	1,898
1,927	29
1,712	1,927
	449 2,753 3,201 -459 2,743 2,743 2,516 2,516 -1,330 -1,401 -215 1,927

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#### SHANKAR, CANCER WINNER

"

The days I was at HCG, I felt like I was sleeping at home. They never stop caring for you. The doctors and nurses are always finding ways to make this difficult journey as comfortable as possible

### HISTORICAL FINANCIAL HIGHLIGHTS



## Historical Profit & Loss Account



Profit and Loss (in Rs. Mn.)	FY23	FY22	FY21	FY20	FY19	CAGR
Revenues from Operations	16,914	13,948	10,092	10,923	9,760	
Income from Govt. Grant	30	30	43	33	27	
Total Revenue from Operations	16,944	13,978	10,134	10,956	9,787	15%
Costs of Goods Sold	4,241	3,549	3,632	3,645	3,581	
Employee Cost	2,687	2,337	1,959	2,080	1,845	
Medical Consultancy Charges	3,561	2,958	2,218	2,451	2,114	
Other Expenses	3,248	2,754	2,289	2,305	2,389	
EBITDA	3,208	2,380	1,266	1,722	1,252	24%
EBITDA Margin (%)	18.9%	17.0%	12.5%	15.7%	12.8%	
Depreciation	1,635	1,583	1,592	1,485	851	
Other Income	132	127	170	70	74	
EBIT	1,484	924	-157	307	475	32%
Finance Cost	1,035	978	1,192	1,377	699	
Extraordinary Items	0	946	-847	0	0	
Share in Profit/(loss) in JV and Associates	0	-14	-4	-123	-110	
Profit before Tax	449	878	-2,199	-1,193	-334	NA
Taxes, Other Comprehensive Income & Minority Interest	155	340	-264	-131	-86	
Profit After Tax	293	538	-1,935	-1,062	-248	NA
PAT Margin (%)	1.7%	3.8%	-19.1%	-9.7%	-2.5%	
EPS (in INR)	0	4.1	-16.9	-2.9	-2.8	

## Historical Balance Sheet



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			4				
Balance Sheet - Equity & Liabilities (in Rs. Mn.)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19		
Equity Share Capital	1,391	1,390	1,254	887	879		
Other Equity	7,214	7,313	5,718	2,926	3,933		
Equity Attributable To Equity Holders Of The Company	8,605	8,703	6,972	3,813	4,811		
Non-Controlling Interests	89	134	168	385	619		
Total Equity	8,694	8,837	7,140	4,198	5,430		
Non-Current Liabilities							
Financial Liabilities	0	0	0	0	0		
Borrowings	3,628	3,629	3,462	5,296	4,666		
Lease Liabilities	4,531	4,659	4,693	6,092	202		
Other Financial Liabilities	0	255	0	624	0		
Provisions	132	105	86	73	56		
Other Non-Current Liabilities	359	0.0	280	422	318		
Deferred Tax Liabilities (Net)	124	13	43	70	43		
Total Non-Current Liabilities	8,774	8,661	8,564	12,576	5,285		
Current Liabilities							
Financial Liabilities	0	0	0	0	0		
Borrowings	365	448	670	937	648		
Lease Liabilities	488	411	365	215	0.0		
Trade Payables	0	0	0	0	0		
Total Outstanding Dues Of Micro Enterprises And Small Enterprises	50	20	3	0	0.0		
Total Outstanding Dues Of Creditors Other Than Micro Enterprises And Small Enterprises	2,435	1,919	1,452	1,536	1,683		
Other Financial Liabilities	1,404	936	1,428	2,654	2,557		
Other Current Liabilities	755	785	626	305	337		
Provisions	171	173	104	91	63		
Income Tax Liabilities (Net)	25	5	4	22	12		
Total Current Liabilities	5,693	4,698	4,653	5,758	5,300		
Total Equity And Liabilities	23,160	22,195	20,356	22,532	16,015		

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### Historical Balance Sheet



Balance Sheet - Assets (in Rs. Mn.)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Non-Current Assets					
Property, Plant And Equipment	9,718	9,315	8,531	9,271	8,026
Capital Work in Progress	182	217	300	461	1,440
Rights-of-use Assets	3,813	4,045	4,114	5,776	0
Goodwill	1,812	1,813	963	1,093	1,093
Other Intangible Assets	187	298	215	320	96
Intangible Assets Under Development		30	206	268	469
Financial Assets		0	0	0	0
Investments	97	58	57	74	68
Loans Receivable	0	0	451	516	476
Other Financial Assets	543	546	168	222	196
Deferred Tax Assets (Net)	53	60	343	261	311
Income Tax Assets (Net)	574	459	426	818	307
Other Non-Current Assets	378	331	232	414	742
Total Non-Current Assets	17,357	17,172	16,007	19,494	13,222
Current Assets		0	0	0	0
Inventories	383	300	211	233	285
Financial Assets		0	0	0	0
Trade Receivables	3,025	2,175	1,866	1,857	1,646
Cash And Cash Equivalents	1,746	1,975	300	318	280
Bank Balances Other Than Cash And Cash Equivalents	219	0	109 3		44
Loans	18	16	93	54	40
Other Financial Assets	74	341	1,546	275	211
Other Current Assets	339	217	225	300	288
Total Current Assets	5,803	5,024	4,350	3,038	2,793
Total Assets	23,160	22,195	20,356	22,532	16,015



## Historical Cash Flow Statement



Cash Flow Statement (in Rs. Mn)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Net Profit Before Tax	449	878	-2,287	-1,193	-334
Adjustments For: Non - Cash Items / Other Investment Or Financial Items	2,753	1,666	3,619	2,988	2,463
Operating Profit Before Working Capital Changes	3,201	2,543	1,333	1,795	2,130
Changes In Working Capital	-459	-105	-507	-226	-774
Cash Generated From Operations	2,743	2,438	826	1,569	1,355
Direct Taxes Paid (Net Of Refund)	-227	-237	380	-267	370
Net Cash From Operating Activities	2,516	2,201	1,205	1,301	985
Net Cash From Investing Activities	-1,330	1,246	-1,711	-1,014	-2,382
Net Cash From Financing Activities	-1,401	-1,549	1,123	-584	835
Net Increase/Decrease In Cash And Cash Equivalents	-215	1,898	617	-297	-562
Add: Cash & Cash Equivalents At The Beginning Of The Period	1,927	29	-588	-291	271
Cash & Cash Equivalents At The End Of The Period	1,712	1,927	29	-588	-291





# **THANK YOU**

#### Company: HealthCare Global Enterprises Limited



CIN: L15200KA1998PLC023489

For updates and specific queries, please visit www.hcgoncology.com

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Investor Relation Advisors: Strategic Growth Advisors

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

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