

APOLLO HOSPITALS ENTERPRISE LIMITED

CIN : L85110TN1979PLC008035



26th May 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 - Kuria Complex
Bandra (E)
Mumbai - 400 051.
Scrip Code-
APOLLOHOSP
ISIN INE437A01024

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 year ended March 31, 2022

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

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**EARNINGS
UPDATE
Q4 FY 2022**

2021

22



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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 Q4 FY22

- Q4 FY22 Consolidated Revenues of ₹ 35,464 mio (growth of 24% yoy).
- Q4 FY22 Consolidated EBITDA (Post Ind AS 116) of ₹ 4,632 mio.
- New Hospitals (excl Proton) reported an EBITDA of ₹ 826 mio in Q4 FY22 as compared to an EBITDA of ₹ 677 mio in Q4 FY21.
- Proton reported EBITDA (Post Ind AS 116) of ₹139 mio in Q4 FY22 as compared to EBITDA of ₹ 25 mio in Q4 FY21.
- AHLL reported EBITDA (Post Ind AS 116) of ₹ 371 mio in Q4 FY22 as compared to EBITDA ₹ 305 mio in Q4FY21.
- Consolidated PAT of ₹ 901 mio in Q4 FY22. PAT before adjusting for tax (business combination U/s Ind AS 103) is ₹ 1,783 mio.
- Ind-AS 116 on operating lease impacted reported PBT in Q4FY22 to the extent of ₹ 119 mio.

Key Operational Highlights Q4 FY22

- Q4FY22 occupancy across the group was at 4,604 beds (58% occupancy) as compared to 4,631 beds (63% occupancy) in Q4FY21. The Q4FY22 occupancy in mature hospitals was at 3,284 beds (60% occupancy). New hospitals had an occupancy of 1,320 beds (55% occupancy) in Q4FY22.
- Inpatient Volumes across the group increased by 7% from 108,169 to 115,902.
- ARPOB (excluding vaccination) was at ₹ 48,510 Vs ₹ 43,239 registering a growth of 12% in Q4 FY22 as compared to the same period previous year.

Effective March 16, 2022, Pharmacy distribution segment has been transferred to Apollo Health Co Ltd, a 100% subsidiary of AHEL. The Standalone P&L and results of the company hence do not present a full view of the various business segments of the company. This presentation hence carries the consolidated results of the company with effect from this quarter, while standalone results are carried in the annexure. Please refer to slide 18 for the structure post reorganisation



HIGHLIGHTS

Capacity

- 71 hospitals with total bed capacity of 9,911 beds as on March 31, 2022.
 - 44 owned hospitals including JVs/ Subsidiaries and Associates with 8,538 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 8,538 owned hospital beds capacity, 7,875 beds were operational and had an occupancy of 58% in Q4 FY22.
- The total number of pharmacies as on March 31, 2022 was 4,529. Gross additions of 152 stores and closed 13 stores; Net addition of 139 stores in Q4FY22 and 411 stores in FY22.

Medical Initiatives Accomplishments

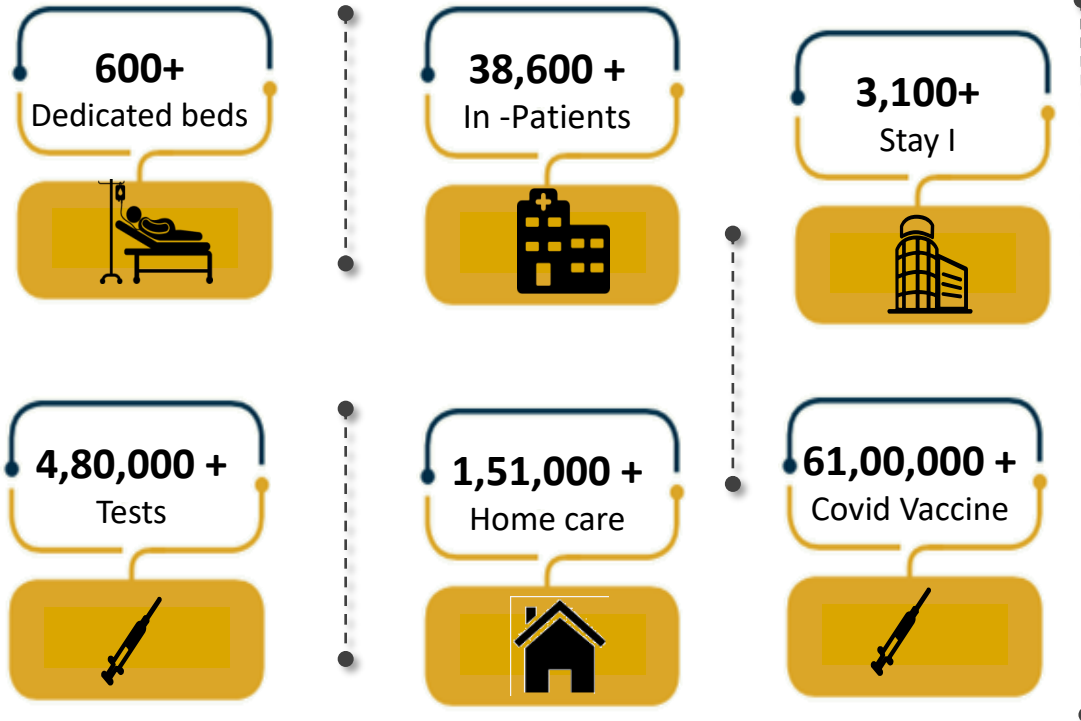
- A 47-kg tumour - the biggest non-ovarian tumour, was successfully removed from the patient by Doctors at Apollo Hospitals, Ahmedabad
- Apollo Proton Cancer Centre (APCC) performed a unique surgery of Elective Caesarean section and Robotic Assisted Radical Nephrectomy for a large left kidney tumor on a 27-year-old doctor who was 32 weeks of pregnant and had a large tumor (RCC) in the left kidney
- Apollo Hospitals, Navi Mumbai achieved a remarkable milestone in its renal transplant programme with the successful completion of over 200 life-saving kidney transplants in three years

Other Key Developments

- Acquired 7.3 acres of Land with partly constructed structure in the Chennai OMR Road to design and build a state-of-art advanced integrated health and wellness complex of 1.5 million sq.ft. The facility will be designed keeping in mind the next frontier of care delivery in healthcare integrating the principles of patient-centricity, evidence based medicine and spurring R&D and Innovation. Infrastructure to have over 150 Out-patient consult rooms, 650 beds with cutting edge Emergency and Trauma center, Minimally Invasive Advanced Ambulatory block and International patients block. The facility will have over 1500 car parks to cater to patients.
- Apollo Cancer Centre, Bhubaneswar launched with Odisha's first and only TrueBeam STx technology



COVID TESTING AND TREATMENT – FY22



- **'Project Stay I'** saw success with over 25,000 room nights.
- Our effort in the **Home care** segment enabled us to move into **1,51,000** homes, (of which COVID care was at **51,000** homes) and provide medically supervised home isolation services
- **Digital healthcare app Apollo 24/7** – agile and digitally connected to the consumer, over 3 lakh digital consults during the Quarter.



02

CONSOLIDATED FINANCIAL PERFORMANCE



CONSOLIDATED FINANCIAL PERFORMANCE

TOTAL

(₹ mio)

	Q4 FY 21	Q4 FY 22	yoy (%)	FY 21	FY 22	yoy (%)
Total Revenues	28,680	35,464	23.7%	105,600	146,626	38.9%
EBITDA (Post Ind AS 116)	4,118	4,632	12.5%	11,374	21,851	92.1%
margin (%)	14.4%	13.1%	-130 bps	10.8%	14.9%	413 bps
EBIT	2,734	2,968	8.6%	5,643	15,844	180.8%
margin (%)	9.5%	8.4%	-116 bps	5.3%	10.8%	546 bps
PAT (before tax adj on Apollo Health Co biz combination u/s Ind AS 103)[#] and Exceptional item		1,783			8,497	
Capital Gain tax [#]		882			882	
Exceptional Item (income) *		-			-2,941	
Profit After Tax (Reported)	1,678	901	-46.3%	1,504	10,556	602.1%
Total Debt					26,358	
Cash & Cash equivalents (includes investment in liquid funds & FD of Rs.9,542 mio)					15,372	
Net Debt					10,986	

Key Highlights

■ Q4FY22 Consolidated Revenues at ₹ 35,464 mio
 ■ Q4FY22 Consolidated EBITDA at ₹ 4,632 mio
 ■ Q4FY22 Consolidated PAT at ₹ 1,783 mio

*FY22: Fair Value Gain on revaluation of existing interest in JV (AMHL earlier known as AGHL) under Ind AS 103 Business Combination in Q1FY22.

[#]Capital Gain tax arising out of Health Co reorganization, amounts to Rs 88 crs (vide IND AS 103 Business combination). No cash outflow to the company as adjusted against MAT credit



CONSOLIDATED FINANCIAL PERFORMANCE

MATURE & NEW BREAKUP – Q4 FY22

(₹ mio)

		Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Proton	Healthcare Serv Group (Total)	*Health Co & Pharmacy Distribution	AHLL	Consol
Q4 FY 22	Hospitals	29	14	1	44			
	Operating beds	5,472	2,350	53	7,875			
	Occupancy	60%	55%	42%	58%			
	Revenue	12,823	5,321	486	18,630	13,745	3,089	35,464
	EBITDA (Post Ind AS 116)**	3,111	826	139	4,075	1,027	371	5,473
	margin (%)	24.3%	15.5%	28.5%	21.9%	7.5%	12.0%	15.4%
	24/7 Operating Cost	0	0		0	-841	0	-841
	EBITDA (Post Ind AS 116)	3,111	826	139	4,075	186	371	4,632
	margin (%)	24.3%	15.5%	28.5%	21.9%	1.4%	12.0%	13.1%
	EBIT	2,335	420	-1	2,754	84	130	2,968
	margin (%)	18.2%	7.9%		14.8%	0.6%	4.2%	8.4%
Q4 FY 21	Hospitals	30	13	1	44			
	Operating beds	5,290	2,066	53	7,409			
	Occupancy	64%	60%	35%	63%			
	Revenue	10,597	4,481	309	15,388	11,187	2,105	28,680
	EBITDA (Post Ind AS 116) **	2,552	677	25	3,254	811	305	4,118
	margin (%)	24.1%	15.1%	8.1%	21.1%	7.3%	14.5%	14.4%
	24/7 Operating Cost					-252		
	EBITDA (Post Ind AS 116)	2,552	677	25	3,254	559	305	4,118
	margin (%)	24.1%	15.1%	8.1%	21.1%	5.0%	14.5%	14.4%
	EBIT	1,895	335	-74	2,155	501	77	2,734
	margin (%)	17.9%	7.5%		14.0%	4.5%	3.7%	9.5%
Revenue Growth		21.0%	18.8%	57.2%	21.1%	22.9%	46.8%	23.7%
EBITDA (Post Ind AS 116) Growth **		21.9%	22.0%	456.1%	25.2%	26.6%	21.5%	32.9%
EBITDA (Post Ind AS 116) Growth						-66.7%		12.5%
EBIT Growth		23.3%	25.2%		27.8%	-83.2%	68.1%	8.6%

Key Highlights

■ HCS revenue grew by 21% in Q4FY22

■ HCS EBITDA at ₹ 4,075 mio in Q4FY22

- Mature HCS EBITDA at ₹3,111mio (24.3% margin)
- New HCS EBITDA at ₹826 mio (15.5% margin)

■ AHLL – Cradle & Clinics reported

- Revenue of ₹ 3,089 mio,
- EBITDA of ₹ 371 mio (12.0% margin)

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

*Health Co from 16th March 2022



CONSOLIDATED FINANCIAL PERFORMANCE

MATURE & NEW BREAKUP – FY22

(₹ mio)

	Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Proton	Healthcare Serv Group (Total)	*Health Co & Pharmacy Distribution	AHLL	Consol	
FY 22	Hospitals	29	14	1	44			
	Operating beds	5,472	2,350	53	7,875			
	Occupancy	63%	64%	52%	63%			
	Revenue	54,198	23,816	1,878	79,891	53,610	13,125	146,626
	EBITDA (Post Ind AS 116)**	13,178	4,315	540	18,032	4,089	1,966	24,087
	margin (%)	24.3%	18.1%	28.7%	22.6%	7.6%	15.0%	16.4%
	24/7 Operating Cost					-2,236		-2,236
	EBITDA (Post Ind AS 116)	13,178	4,315	540	18,032	1,853	1,966	21,851
	margin (%)	24.3%	18.1%	28.7%	22.6%	3.5%	15.0%	14.9%
	EBIT	10,387	2,877	91	13,355	1,466	1,023	15,844
margin (%)	19.2%	12.1%	4.8%	16.7%	2.7%	7.8%	10.8%	
FY 21	Hospitals	30	13	1	44			
	Operating beds	5,290	2,066	53	7,409			
	Occupancy	54%	57%	35%	55%			
	Revenue	34,682	14,358	982	50,022	48,760	6,818	105,600
	EBITDA (Post Ind AS 116)**	5,480	1,457	-11	6,925	3,932	768	11,374
	margin (%)	15.8%	10.1%		13.8%	8.1%	11.3%	10.8%
	24/7 Operating Cost					-252		
	EBITDA (Post Ind AS 116)	5,480	1,457	-11	6,925	3,680	768	11,374
	margin (%)	15.8%	10.1%		13.8%	7.5%	11.3%	10.8%
	EBIT	3,026	213	-393	2,845	2,904	-107	5,643
margin (%)	8.7%	1.5%		5.7%	6.0%	-1.6%	5.3%	
YOY Growth								
Revenue Growth	56.3%	65.9%	91.2%	59.7%	9.9%	92.5%	38.9%	
EBITDA (Post Ind AS 116) Growth **	140.5%	196.1%		160.4%	4.0%	155.9%	111.8%	
EBITDA (Post Ind AS 116) Growth					-49.7%		92.1%	
EBIT Growth	243.3%	1250.3%		369.4%	-49.5%		180.8%	

Key Highlights

HCS revenue grew by 60% in FY22

- HCS EBITDA at ₹ 18,032mio
 - Mature HCS EBITDA at ₹13,178mio (24.3% margin)
 - New HCS EBITDA at ₹4,315mio (18.1% margin)

- AHLL – Cradle & Clinics reported
 - Revenue of ₹ 13,125 mio
 - EBITDA of ₹ 1,996 mio (15.0% margin)

	Capital employed	ROCE
Healthcare services	64,922	20.6%
Pharmacy Distribution*	8,045	18.2%
Capital employed excl CWIP	75,895	20.9%

* incl 24/7 operating Cost

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

*Health Co from 16th March 2022



03

OPERATIONAL PARAMETERS - HOSPITALS & PHARMACIES

OPERATIONAL PARAMETERS - HOSPITALS



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⁾		
	FY 21	FY 22	yoy (%)	FY 21	FY 22	yoy (%)	FY 21	FY 22	yoy (%)	FY 21	FY 22	yoy (%)	FY 21	FY 22	yoy (%)	FY 21	FY 22	yoy (%)
No. of Operating beds	7,409	7,875		2,043	2,131		1,344	1,344		769	775		1,011	1,107		2,242	2,518	
Inpatient volume	352,624	460,152	30.5%	85,403	122,817	43.8%	50,151	66,451	32.5%	45,392	54,249	19.5%	62,297	75,060	20.5%	109,381	141,575	29.4%
Outpatient volume ⁽⁷⁾	1,160,247	2,514,365	116.7%	311,329	824,562	164.9%	167,513	262,875	56.9%	166,271	252,658	52.0%	138,304	339,637	145.6%	376,830	834,633	121.5%
Inpatient ALOS (days)	4.19	3.96		4.20	3.89		4.48	4.22		3.79	3.50		4.00	3.74		4.32	4.19	
Bed Occupancy Rate (%)	55%	63%		48%	61%		46%	57%		61%	67%		67%	69%		58%	64%	
Inpatient revenue (₹ mio)	NA	NA		14,252	21,072	47.9%	8,761	12,283	40.2%	5,410	7,741	43.1%	6,191	8,290	33.9%	14,368	20,749	44.4%
Outpatient revenue (₹ mio)	NA	NA		3,348	6,067	81.2%	1,685	2,592	53.8%	1,035	2,108	103.6%	1,009	1,864	84.7%	2,836	5,380	89.7%
ARPOB (₹ /day) ⁽⁸⁾ excluding Vaccination	40,214	45,327	12.7%	49,115	55,498	13.0%	46,479	50,871	9.5%	37,463	47,680	27.3%	28,919	33,997	17.6%	36,441	42,660	17.1%
Total Net Revenue (₹ mio) ⁽⁶⁾	NA	NA		17,600	27,139	54.2%	10,445	14,875	42.4%	6,446	9,849	52.8%	7,200	10,154	41.0%	17,204	26,130	51.9%

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 & HEALTH CO

(₹ mio)

Health Co & Pharmacy Distribution	Q4 FY 21	Q4 FY 22	yoy (%)	FY 21	FY 22	yoy (%)
Revenue	11,187	13,745	22.9%	48,760	53,610	9.9%
EBITDA (Post Ind AS 116)**	811	1,027	26.6%	3,932	4,089	4.0%
margin (%)	7.3%	7.5%	22 bps	8.1%	7.6%	-44 bps

*Pharmacy Distribution from 1st Sep 2020

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

* Health Co from 16th March 2022 ; FY22 includes Pharmacy distribution and Health Co

■ The Combined Pharmacy platform business reported revenue of ₹ 17,477 mio in Q4FY22 as compared to a Revenue of ₹ 14,174 mio in Q4FY21, **23% growth**.

- EBITDA (Pre Ind As 116) in Q4FY22 was at ₹ **1,070** mio and EBITDA (Post Ind As 116) was at ₹ **1,633** mio

■ The Combined Pharmacy platform business reported revenue of ₹ 67,679 mio in FY22 as compared to a Revenue of ₹ 56,103 mio in , **21% growth**.

- EBITDA (Pre Ind As 116) in FY22 was at ₹ **4,439** mio and EBITDA (Post Ind As 116) was at ₹ **6,489** mio.

■ No of Pharmacies : 4,529

- Added 152 stores and Closed 13 Stores in Q4FY22. **Net addition of 139 Stores**
- Added 481 stores and closed 70 stores in FY22. **Net addition of 411 Stores**

■ Private Label sales at **11.21%** of Revenues in Q4FY22



04

APOLLO 24/7

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

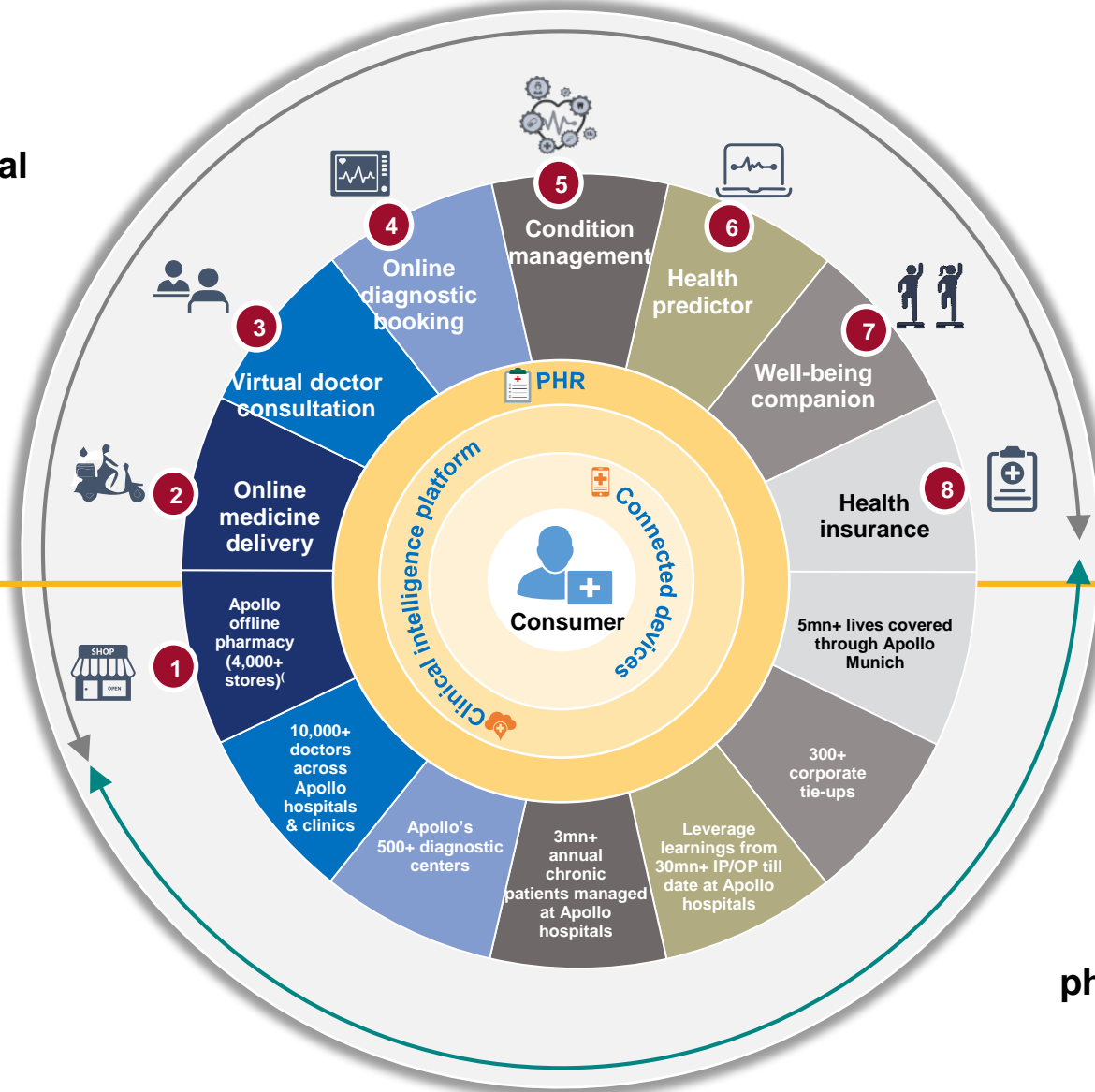


Digital services

Physical network & capabilities

Distinctive digital ecosystem ...

Part of Apollo 24/7

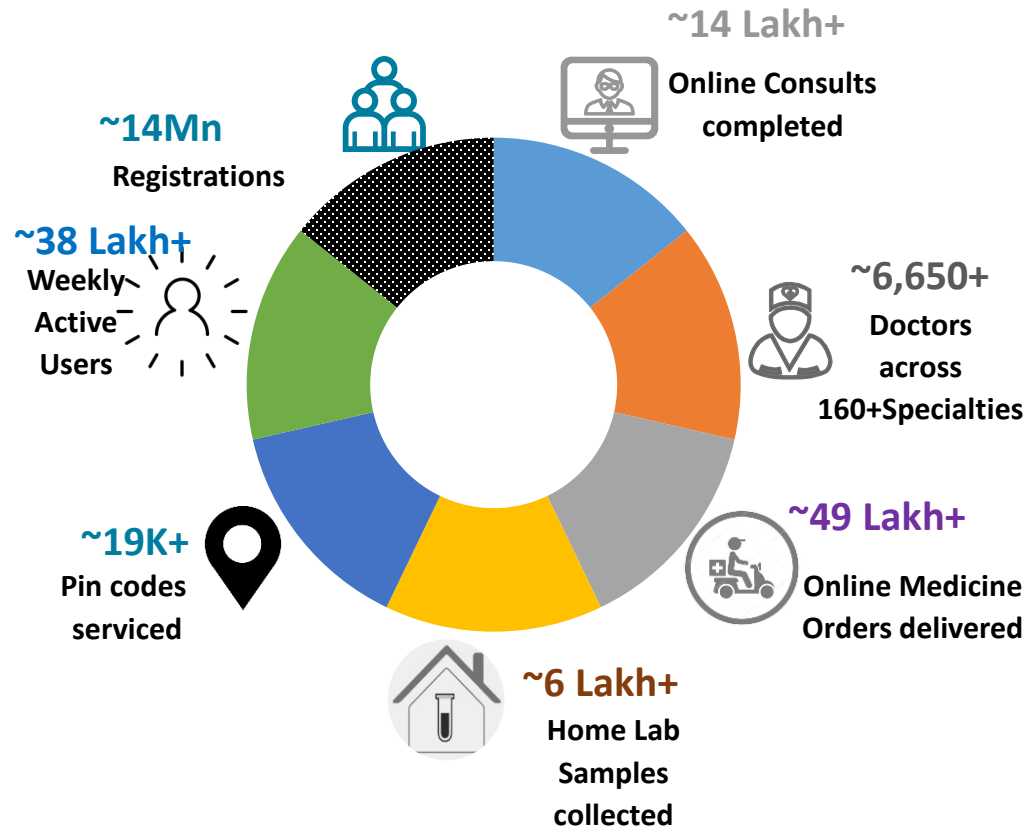


Enablers provided by Apollo Group Companies (unique & other players cannot provide)

... coupled with formidable physical network & capabilities

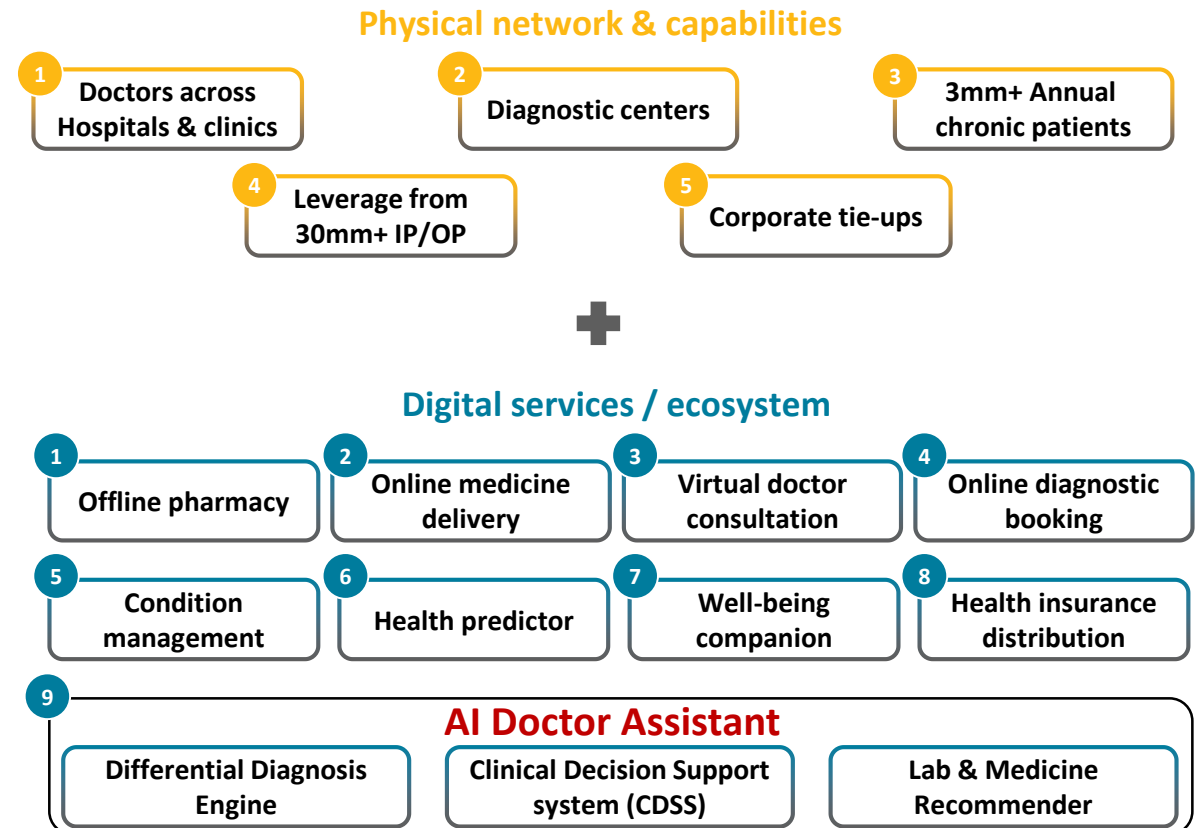
Distinctive digital ecosystem...

Cumulative upto 31st March 2022



- 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

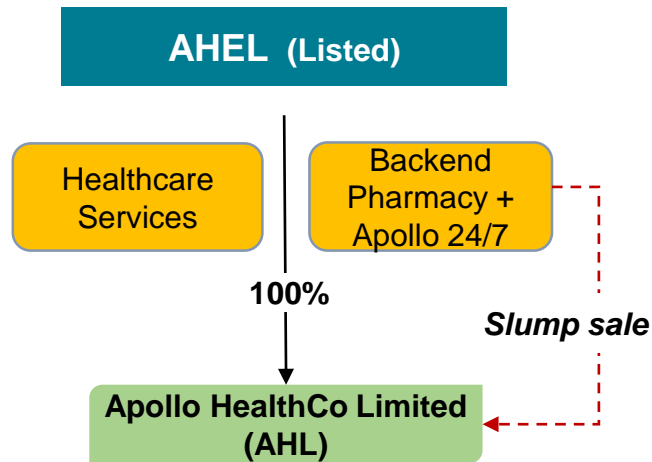


- Cost efficiencies through sharing of managerial and clinical resources
- Economies of scale & competitive prices through centralized purchasing
- Access to qualified & trained medical resources and larger patient base



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.



05

APOLLO HEALTH & LIFESTYLE LTD



AHLL – Q4 FY22

(₹ mio)

Q4 FY22	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	254	1228	29	95	90	8	15	11
Footfalls/Day*	2894	14847	391	160	1358	34	27	66
Gross ARPP (Rs.)*	1484	798	2864	6641	1529	96520	39989	106769



Q4 FY22 vs Q4 FY21		Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
Gross Revenue	Q4 FY22	1087	793	1360	0	-152	3,089
	Q4 FY21	495	602	1104	0	-97	2,105
	Q4 vs Q4	120%	32%	23%			47%
Net Revenue	Q4 FY22	1059	538	899	0	-98	2,398
	Q4 FY21	469	469	730	0	-95	1,573
	Q4 vs Q4	126%	15%	23%			52%
EBITDA [with Ind AS 116]	Q4 FY22	173	158	140	-101	0	371
	Q4 FY21	69	124	195	-83	0	305
EBITDA (with out Ind AS 116)	Q4 FY22	151	108	18	-101	0	176
	Q4 FY21	51	78	80	-83	0	127
EBIT	Q4 FY22	141	92	1	-104	0	130
	Q4 FY21	41	66	55	-85	0	77
PAT	Q4 FY22	133	63	-91	-119	0	-14
	Q4 FY21	47	37	-55	-137	0	-107

Key Highlights

AHLL reported

- EBITDA of ₹ 371 mio as compared to ₹ 305 mio in Q4FY21

AHLL reported

- PAT of ₹ (14) mio as compared to ₹ (107) mio in Q4FY21

* 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.



(₹ mio)

FY22	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	254	1228	29	95	90	8	15	11
Footfalls/Day*	5818	13409	383	148	1227	41	20	67
Gross ARPP (Rs.)*	1282	760	2863	6486	1515	100398	38652	104185



		Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
Gross Revenue	FY22	3987	4516	5333	0	-712	13,125
	FY21	1749	1814	3618	1	-364	6,818
	FY22 vs FY21	128%	149%	47%			93%
Net Revenue	FY22	3877	3226	3657	0	-420	10,339
	FY21	1657	1439	2453	1	-358	5,191
	FY22 vs FY21	134%	124%	49%			99%
EBITDA [with Ind AS 116]	FY22	753	791	770	-348	0	1,966
	FY21	281	232	534	-280	2	768
EBITDA (with out Ind AS 116)	FY22	679	610	284	-348	0	1,225
	FY21	220	54	103	-280	2	98
EBIT	FY22	646	545	196	-364	0	1,023
	FY21	189	-9	5	-293	2	-107
PAT	FY22	607	433	-194	-385	0	461
	FY21	159	-85	-348	-336	0	-609

Key Highlights

AHLL reported

- EBITDA of ₹ 1,966 mio as compared to ₹ 768 mio in FY21

AHLL reported

- PAT of ₹ 461 mio as compared to ₹ (609) mio in 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.



06

ANNEXURE



ANNEXURE 1 :STANDALONE FINANCIAL PERFORMANCE

TOTAL

(₹ mio)

	Q4 FY 21	Q4 FY 22	yoy (%)	FY 21	FY 22	yoy (%)
Revenue	12,913	14,207	10.0%	46,539	60,983	31.0%
Operative Expenses	3,577	4,153	16.1%	12,226	19,293	57.8%
Employee Expenses	2,702	2,709	0.3%	12,179	11,505	-5.5%
Administrative & Other Expenses	3,836	4,025	4.9%	15,005	15,992	6.6%
Total Expenses	10,115	10,887	7.6%	39,410	46,790	18.7%
EBITDA (Post Ind AS 116)	2,799	3,321	18.6%	7,129	14,193	99.1%
<i>margin (%)</i>	21.7%	23.4%	170 bps	15.3%	23.3%	796 bps
Depreciation	955	1,047	9.6%	4,213	3,634	-13.7%
EBIT	1,843	2,274	23.3%	2,916	10,559	262.2%
<i>margin (%)</i>	14.3%	16.0%	173 bps	6.3%	17.3%	1105 bps
Financial Expenses	674	576	-14.6%	3,400	2,440	-28.2%
Other Income	105	187	77.9%	170	470	176.8%
Exceptional Item	-80	0		-91	-67	
PBT of HCS*	1194	1,884	57.8%	-406	8,521	
PBT of PD	495	76	-84.7%	2,173	1,425	-34.4%
Profit Before TAX	1689	1,960	16.1%	1767	9,946	462.8%
PAT of HCS	932	1,488	59.6%	-263	5,723	
PAT of Discontinued Operations	223	49	-77.9%	1,314	927	-29.5%
Profit After Tax	1,155	1,537	33.0%	1,052	6,650	532.4%
<i>margin (%)</i>	8.9%	10.8%	187 bps	2.3%	10.9%	865 bps

Total Debt		20,243	
Cash & Cash equivalents (includes investment in liquid funds & FDs of Rs.6,800 mio)		10,396	
Net Debt		9,847	



ANNEXURE 2 : IND AS - 116

IMPACT ON P&L AND BALANCE SHEET – FY22

(₹ mio)

AHEL Standalone (post IND AS 116)



Balance sheet

Right of use Asset as of 31 st Mar, 2022	↑	5,340
Lease liabilities as of 31 st Mar, 2022	↑	7,282
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	↓	2,109

Profit & Loss

Revenue		-
Other expenses (Lease rent)	↓	893
EBITDA	↑	893
Amortisation	↑	469
EBIT	↑	424
Finance charge	↑	655
PBT	↓	231

AHEL Consolidated (post IND AS 116)



Balance sheet

Right of use Asset as of 31 st Mar, 2022	↑	10,729
Lease liabilities as of 31 st Mar, 2022	↑	14,324
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	↓	3,052

Profit & Loss

Revenue		-
Other expenses (Lease rent)	↓	1816
EBITDA	↑	1816
Amortisation	↑	1067
EBIT	↑	749
Finance charge	↑	1209
PBT	↓	460

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.



ANNEXURE 3 : 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
Material Subs			
Apollo Health Co limited	India	Digital Omni-Channel Healthcare services	100.00%
Apollo Health and Lifestyle Ltd.	India	Clinics, Diagnostics and Daycare	68.20%
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	66.70%
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	89.69%
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 Healthcare Technology Solutions Ltd	India	Technology	40.00%
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	24.50%
Apollo Gleneagles PET-CT Pvt Ltd	Hyderabad	Diagnostics	50.00%
Apollo Medicals Private Limited	Chennai	Pharmacy Hold Co	25.50%

THANK

YOU