

APOLLO HOSPITALS ENTERPRISE LIMITED

CIN : L85110TN1979PLC008035



14th February 2023

The Secretary,
Bombay Stock Exchange Ltd (BSE)
Phiroze Jheejhebhoj 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.
ISIN INE437A08052

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, 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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APOLLO HOSPITALS ENTERPRISE LIMITED



Earnings Update Q3 FY23



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01

HIGHLIGHTS

Highlights Q3FY23



Healthcare Services (Hospitals)



43 Owned
+
5 Managed
Hospitals



9,385
Owned &
Managed
Beds



65%
Occupancy



INR 51,482 /
day
ARPOB¹



136,992
In-patients

Revenue

₹ 21,944 Mio

Rev
Share

52%

EBITDA

₹ 5,428 Mio

24.7%

Margin

Diagnostics & Retail Health



23
Ambulatory
care & Birthing
Centers



621
Beds



1,500+
Diagnostics
Centers



341
Clinics



111
Dialysis
Centers



114
Dental
Centers

₹ 3,114 Mio

Rev
Share

7%

₹ 255 Mio

8.2%

Margin

Digital Health & Pharmacy Distribution



5,196
Outlets



11.03%
Private label sales



~23 mm
Registered users



~6,300+
Doctors

₹ 17,578 Mio

Rev
Share

41%

₹ 1,395 Mio

excl 247 & ESOP Cost

7.9%

Margin

247 cost ₹ (1,745) Mio
ESOP ₹ (280) Mio

¹ARPOB is net of fees paid to fee for service doctors which is netted off in the Reported Revenues.



Financial Performance Q3FY23

- Consolidated Revenues at ₹42,636 Mio for Q3FY23 growth of 19% yoy excluding vaccination revenue in Q3FY22.
- Consolidated EBITDA before 247 operating cost of ₹7,078 Mio
- 247 costs at ₹2,024 Mio including Non Cash ESOP Charge of ₹280 Mio.
- Consolidated PAT of ₹1,570 Mio excluding Capital gain tax on transfer of Karapakkam.
- Reported PAT of ₹1,535 Mio

Clinical Updates

- Apollo Proton Cancer Centre (APCC) successfully performed Asia's first Radical pleurectomy with HITHOC (Hyperthermic Intrathoracic Chemotherapy) on a 16-year-old from Kerala
- The world's first Endoscopic Transcanal Excision of Facial Nerve Schwannoma was successfully performed at Apollo Cancer Centre, Bangalore
- Apollo Proton Cancer Centre has successfully performed Asia's first brain bypass surgery on twin 8-year-old children from the Netherlands diagnosed with Moyamoya disease
- Apollo Hospitals, Seshadripuram, Bangalore brings in India's very first prostate cancer diagnosis breakthrough – MRI Fusion TRUS guided Trans-Perineal Targeted Biopsy, a novel technology that enhances the accuracy of cancer detection by 95% to 97%



02

Financials

Consolidated

Consolidated Financials Q3 FY23



₹ Mio		Healthcare Services	Diagnostics & Retail Health	Digital Health & Pharmacy Distribution	Consol
Q3 FY 23	Total Revenues	21,944	3,114	17,578	42,636
	EBITDA (Post Ind AS 116) (Pre 24 7 Cost)	5,428	255	1,395	7,078
	margin (%)	24.7%	8.2%	7.9%	16.6%
	24/7 Operating Cost			-1,745	-1,745
	ESOP(Non Cash expense)			-280	-280
	EBITDA (Post Ind AS 116)	5,428	255	-629	5,054
	margin (%)	24.7%	8.2%	-	11.9%
	EBIT	4,287	-25	-742	3,520
	margin (%)	19.5%	-	-	8.3%
	PBT	3,767	-102	-1,007	2,658
	PAT (Normalized for exceptional charge / write back)	2,644	-76	-997	1,570
	Less : Capital Gain Tax on Karapakkam Transfer				35
	PAT (Reported)				1,535
Q3 FY 22	Total Revenues	20,183	3,132	13,074	36,389
	EBITDA (Post Ind AS 116) (Pre 24 7 Cost)	4,961	495	964	6,420
	margin (%)	24.6%	15.8%	7.4%	17.6%
	24/7 Operating Cost			-550	-550
	EBITDA (Post Ind AS 116)	4,961	495	414	5,870
	margin (%)	24.6%	15.8%	3.2%	16.1%
	EBIT	3,815	245	321	4,380
	margin (%)	18.9%	7.8%	2.5%	12.0%
	PBT	3,268	97	309	3,675
PAT (Reported)	2,011	72	201	2,284	
YOY Growth					
Revenue		9%	-1%	34%	17%
Revenue Excl Vaccination - Refer note 1		10%	9%		19%

Gross Debt	24,559
Cash & Cash Equivalents¹	11,340
Net Debt	13,219

¹Includes investments in liquid funds and FDs of ₹ 6,072 mio

Note 1 :

Covid Vaccination revenues in Q3 FY22

Hospitals : ₹ 203 mio

Clinics : ₹ 284 mio

Total : ₹ 487 mio

We had reported a 41% Revenue growth in Q3FY22 (previous year) in HCS aided by Covid and Vaccination revenues.

Adjusted for covid base effect
comparable Y-o-Y growth in Revenues approx. 17%.

Consolidated Financials YTD Dec 22



(₹ mio)

₹ Mio	Healthcare Services	Diagnostics & Retail Health	Digital Health & Pharmacy Distribution	Consol	
YTD Dec 22	Total Revenues	64,823	9,227	49,053	123,103
	EBITDA (Post Ind AS 116) (Pre 24 7 Cost) margin (%)	15,984 24.7%	926 10.0%	3,885 7.9%	20,795 16.9%
	24/7 Operating Cost			-4,681	-4,681
	ESOP(Non Cash expense)			-500	-500
	EBITDA (Post Ind AS 116) margin (%)	15,984 24.7%	926 10.0%	-1,296 -	15,615 12.7%
	EBIT	12,508	166	-1,621	11,053
	margin (%)	19.3%	1.8%	-	9.0%
	PBT	10,882	-200	-2,210	8,472
	PAT (Normalized for exceptional charge / write back)	7,769	-149	-2,149	5,471
	Add : DT Reversal & CG Tax on PD,Karapakkam Transf				1,274
	PAT (Reported)				6,746
	YTD Dec 21	Total Revenues	61,261	10,036	39,865
EBITDA (Post Ind AS 116) (Pre 24 7 Cost) margin (%)		13,957 22.8%	1,596 15.9%	3,061 7.7%	18,614 16.7%
24/7 Operating Cost				-1,395	-1,395
EBITDA (Post Ind AS 116) margin (%)		13,957 22.8%	1,596 15.9%	1,666 4.2%	17,219 15.5%
EBIT		10,601	893	1,382	12,876
margin (%)		17.3%	8.9%	3.5%	11.6%
PBT		8,769	438	1,349	10,556
PAT (Normalized for exceptional charge / write back)		5,512	324	878	6,714
Add: Exceptional item*					2,941
PAT (Reported)					9,655
Revenue		6%	-8%	23%	11%
Revenue Excl Vaccination - Refer note 1		12%	12%		16%

Note 1 :

Covid Vaccination revenues in YTD Dec21

Hospitals : ₹ 3,133 mio
Clinics : ₹ 1,821 mio
Total : ₹ 4,954 mio

* Exceptional item 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.



03

Healthcare Services

Hospitals

Consolidated Healthcare Services Performance Q3FY23



	Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Healthcare Serv Group
Q3 FY 23	No of Hospitals	29	43
	Operating beds	5471	7855
	Occupancy	66%	65%
	Revenue	15,422	21,944
	EBITDA (Post Ind AS 116)	4,241	5,428
	margin (%)	27.5%	24.7%
	EBIT	3,578	4,287
	margin (%)	23.2%	19.5%
	PBT		3,767
	PAT		2,644
Margin		12.0%	
Q3 FY 22	No of Hospitals	29	44
	Operating beds	5440	7,860
	Occupancy	66%	65%
	Revenue	14,123	20,183
	EBITDA (Post Ind AS 116)	3,617	4,961
	margin (%)	25.6%	24.6%
	EBIT	2,950	3,815
	margin (%)	20.9%	18.9%
	PBT		3,268
	PAT		2,011
margin (%)		10.0%	
Revenue Growth	9%	8%	9%
Revenue Excl Vaccination	10%	10%	10%
EBITDA (Post Ind AS 116) Growth	17%	-12%	9%

Volume grew by 7% from 127,441 in Q3FY22 to 136,992 in Q3FY23.

Revenue grew by 10% excluding covid vaccination.

HCS EBITDA at ₹ 5,428 mio in Q3FY23 growth of 9%.

ARPOB grew by 12% to ₹ 51,482 in Q3FY23

Capital employed
excl CWIP*

66,180

ROCE 26%

*CWIP of ₹ 5,658 mio towards new projects under development

Consolidated Healthcare Services Performance YTD Dec22



	Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Healthcare Serv Group
YTD Dec 22	No of Hospitals	29	43
	Operating beds	5471	7855
	Occupancy	66%	64%
	Revenue	45,808	64,823
	EBITDA (Post Ind AS 116)	12,541	15,984
	margin (%)	27.4%	24.7%
	EBIT	10,503	12,508
	margin (%)	22.9%	19.3%
	PBT		10,882
	PAT		7,769
margin (%)		12.0%	
YTD Dec 21	No of Hospitals	29	44
	Operating beds	5440	7860
	Occupancy	65%	65%
	Revenue	41,375	61,261
	EBITDA (Post Ind AS 116)	10,067	13,957
	margin (%)	24.3%	22.8%
	EBIT	8,052	10,601
	margin (%)	19.5%	17.3%
	PBT		8,769
	PAT		5,512
margin (%)		9.0%	
Revenue Growth	11%	-4%	6%
Revenue Excl Vaccination	16%	3%	12%
EBITDA (Post Ind AS 116) Growth	25%	-11%	15%

Volume grew by 18% from 344,250 in YTD Dec 21 to 406,890 in YTD Dec 22

Revenue grew by 12%YoY excluding covid vaccination

HCS EBITDA at ₹15,984mio in YTD Dec 22 growth of 15%

ARPOB grew by 15% to ₹ 51,208 in YTD Dec 22

Region wise Operational Parameters



Particulars	Total ⁽⁶⁾			Tamilnadu Region (Chennai & others) ⁽¹⁾			AP, Telangana Region (Hyderabad & others) ⁽²⁾		
	YTD Dec 21	YTD Dec 22	yoy (%)	YTD Dec 21	YTD Dec 22	yoy (%)	YTD Dec 21	YTD Dec 22	yoy (%)
No. of Operating beds	7,860	7,855		2,131	2,112		1,344	1,297	
Inpatient volume	344,250	406,890	18.2%	91,022	108,077	18.7%	50,554	57,428	13.6%
Outpatient volume ⁽⁷⁾	2,094,137	1,419,648	-32.2%	689,482	470,944	-31.7%	223,115	147,490	-33.9%
Inpatient ALOS (days)	4.09	3.41		4.00	3.32		4.37	3.59	
Bed Occupancy Rate (%)	65%	64%		62%	62%		60%	58%	
Inpatient revenue (₹ mio)	NA	NA		15,939	17,484	9.7%	9,608	8,500	-11.5%
Outpatient revenue (₹ mio)	NA	NA		4,531	5,622	24.1%	2,102	1,663	-20.9%
ARPOB (₹ /day) ⁽⁸⁾ excluding Vaccination in YTD Dec 21	44,374	51,208	15.4%	54,573	64,481	18.2%	50,329	49,304	-2.0%
Total Net Revenue (₹ mio) ⁽⁶⁾	NA	NA		20,470	23,106	12.9%	11,710	10,163	-13.2%

YTD Dec 22 ARPOB in Metro cities at ₹ 60,484 and Non Metro cities is at ₹ 35,829. Blended ARPOB ₹ 51,208

Particulars	Karnataka Region (Bangalore & others) ⁽³⁾			Others ⁽⁴⁾			Significant Subs/JVs/associates ⁽⁵⁾		
	YTD Dec 21	YTD Dec 22	yoy (%)	YTD Dec 21	YTD Dec 22	yoy (%)	YTD Dec 21	YTD Dec 22	yoy (%)
No. of Operating beds	775	771		1,107	1,143		2,503	2,532	
Inpatient volume	41,109	45,036	9.6%	56,606	60,452	6.8%	104,959	135,897	29.5%
Outpatient volume ⁽⁷⁾	206,246	138,295	-32.9%	277,529	145,114	-47.7%	697,765	517,805	-25.8%
Inpatient ALOS (days)	3.64	3.06		3.86	3.52		4.33	3.48	
Bed Occupancy Rate (%)	70%	65%		72%	68%		66%	68%	
Inpatient revenue (₹ mio)	6,022	6,192	2.8%	6,423	6,126	-4.6%	15,821	18,276	15.5%
Outpatient revenue (₹ mio)	1,753	1,187	-32.3%	1,548	1,183	-23.6%	4,169	4,496	7.8%
ARPOB (₹ /day) ⁽⁸⁾ excluding Vaccination in YTD Dec 21	46,717	53,563	14.7%	33,749	34,357	1.8%	42,169	48,106	14.1%
Total Net Revenue (₹ mio) ⁽⁶⁾	7,775	7,379	-5.1%	7,971	7,309	-8.3%	19,990	22,771	13.9%

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

ARPOB is net of fees paid to fee for service doctors which is netted off in the Reported Revenues.



04

Diagnostics & Retail Health

Apollo Health & Lifestyle Ltd



Primary Care

- Network grew by 33% in YTD FY23 from 468 touchpoints in FY22 to 621 touchpoints in YTD FY23
- Health checks and Consultations volumes grew by 33% and 40% respectively YoY
- Focus on expanding network to take care closer to communities

Diagnostics

- Diagnostics business added 330+ collection centers taking the overall network to 1,500+ centers spread across ~200 cities serving 12,000+ customer daily.
- Aim to reach 2,000+ collection centers in the next 2 quarters while also building / leveraging the overall Apollo Group's digital capabilities to adapt with changing consumer preferences for on-tap services

Specialty Care

- **Cradle:** Expansion in key markets across select metros to consolidate market share; 3-4 units to be commissioned in 6-8 months; Focus on building deeper capabilities for advanced pediatrics and comprehensive women's health
- **Spectra:** Dedicated CoEs for specialties like Urology, Laser aided surgery, Pain Management, Bariatrics; Enhancing the digital customer acquisition model via adoption of comprehensive CRM modules
- **Fertility:** Clinical and operational parameters being stabilized, business will be prepared for rapid growth post the build phase. Future expansions to be planned post this phase of stabilization of operational and execution models

Financial Performance Q3FY23



(₹ mio)

Q3 FY23	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	341	1,570	55	114	111	10	17	11
Footfalls/Day*	2,819	11,506	457	190	1,718	52	31	73
Gross ARPP (Rs.)*	1,842	776	2,950	6,298	1,598	105,953	40,541	105,636

Q3 FY23 vs Q3 FY22		Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
Gross Revenue	Q3 FY23	940	870	1479	0	-175	3,114
	Q3 FY22	922	1052	1381	0	-222	3,132
	Q3 vs Q3	2%	-17%	7%			# -1%
Net Revenue	Q3 FY23	909	636	1001	0	-129	2,416
	Q3 FY22	894	734	924	0	-119	2,433
	Q3 vs Q3	2%	-13%	8%			-1%
EBITDA (Post Ind AS 116)	Q3 FY23	51	103	222	-121	0	255
	Q3 FY22	179	180	223	-89	1	495
EBIT	Q3 FY23	20	38	40	-124	0	-25
	Q3 FY22	152	117	68	-93	1	245
PAT	Q3 FY23	11	23	-4	-140	0	-111
	Q3 FY22	142	90	-32	-95	0	105

■ AHLL reported a revenue drop in Q3 FY23 on YoY basis due to decline of Covid Vaccination Revenues; **#Excluding Covid Vaccination, Gross Revenues grew by 9% YoY**

■ AHLL Core Revenues (excluding Covid Vaccination, Covid Testing and Isolation Centre Revenues which were one-off revenues during the Covid period) **grew by 31% YoY in Q3 FY23**

■ Diagnostics business reported YoY growth of 2% in Q3 FY23; Non covid revenue grew by **62% on YoY basis** in Q3 FY23

■ Without Covid Vaccination, Primary Care and Specialty Care grew by 12% and 10% respectively YoY

* Footfalls and ARPP for diagnostics represent outpatient / external business and for Cradle and Spectra it represents Inpatient volumes. Primary care includes Clinics, Sugar, Dental and Dialysis segments. Specialty care includes Cradles and Spectra

Financial Performance YTD Dec 22



(₹ mio)

YTD Dec 22	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	341	1,570	55	114	111	10	17	11
Footfalls/Day*	3,278	12,069	478	205	1,614	47	32	75
Gross ARPP (Rs.)*	1,510	744	2,860	5,762	1,596	102,656	39,710	106,652

YTD Dec 22 Vs YTD Dec 21		Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
Gross Revenue	YTD Dec 22	2,795	2,600	4,305	0	-474	9,227
	YTD Dec 21	2,900	3,723	3,973	0	-560	10,036
	Growth	-4%	-30%	8%			# -8%
Net Revenue	YTD Dec 22	2,714	1,908	2,925	0	-354	7,194
	YTD Dec 21	2,818	2,687	2,758	0	-322	7,941
	Growth	-4%	-29%	6%			-9%
EBITDA (Post Ind AS 116)	YTD Dec 22	238	303	715	-331	1	926
	YTD Dec 21	580	633	627	-247	2	1,596
EBIT	YTD Dec 22	147	107	251	-340	1	166
	YTD Dec 21	505	452	193	-258	2	893
PAT	YTD Dec 22	119	47	-14	-367	0	-216
	YTD Dec 21	474	370	-103	-266	0	475

AHLL reported a revenue drop in YTD FY23 on YoY basis due to decline of Covid Vaccination Revenues which was a large component of last year revenue; # **Excluding Covid Vaccination Gross Revenues grew by 11% YoY**

AHLL Core Revenues (excluding Covid Vaccination, Covid Testing and Isolation Centre Revenues which were one-off revenues during the Covid period) grew by 29% YoY in YTD FY23 YoY

Diagnostics business reported YoY degrowth of 4% in YTD Dec 22. However, the Gross Revenue in Diagnostics grew by 43% YoY excluding Covid Testing and 63% YoY excluding Covid and Covid Allied Tests in YTD FY23

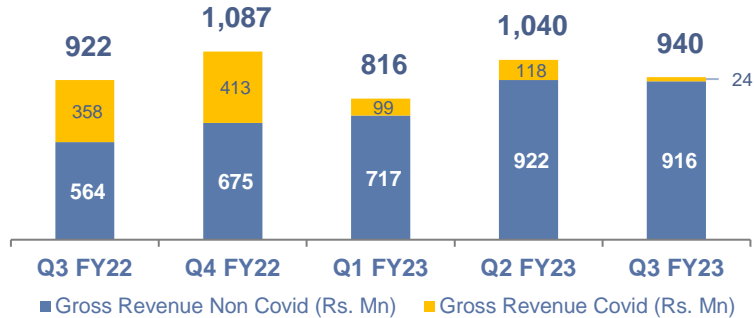
Without Covid Vaccination Primary Care and Specialty Care grew by 21% and 17% respectively

* Footfalls and ARPP for diagnostics represent outpatient / external business and for Cradle and Spectra it represents Inpatient volumes. Primary care includes Clinics, Sugar, Dental and Dialysis segments. Specialty care includes Cradles and Spectra

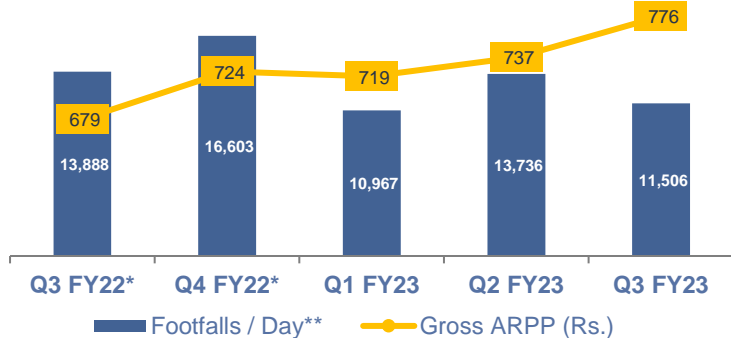
Diagnostics : Key Parameters



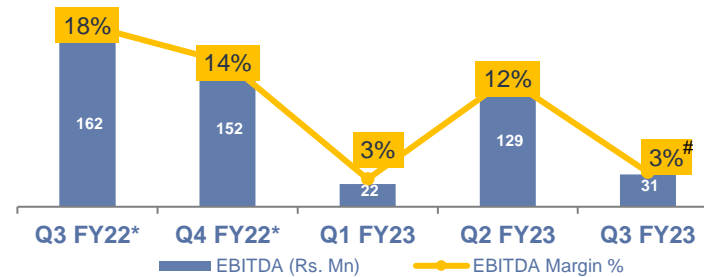
Gross Revenue (INR Mn)¹



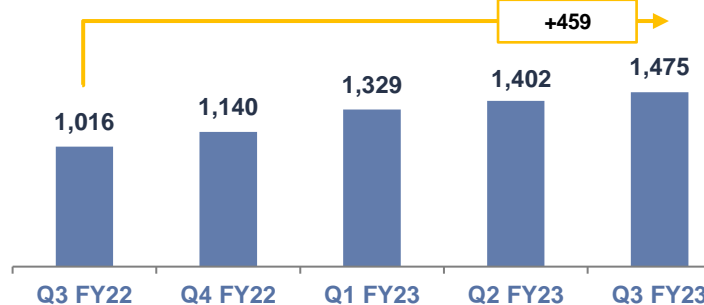
Avg. Footfalls per day & Avg. gross realization per patient (INR)**



EBITDA* (INR Mn)²



Network Growth – Collection Centers



Operational footprint (as of Dec 31, 2022)

~200
Cities presence
in India

95
Labs

1450+
Collection Centres

2,500+
Pick-up Points (PUPs)

#EBITDA Margin fluctuation seen on a QoQ basis on account of one off adjustments. The diagnostics division is in a growth phase and this fluctuation between quarters is expected to normalize over the year and as we progress to steady state.

1. Covid Revenues include RTPCR and Antibody test revenues; exclude Covid Allied tests
 2. EBITDA without IND AS 116;
 *FY22 volumes, ARPP and consequently the Revenues and EBITDA includes a large component of Covid and Allied Tests
 ** Footfalls and ARPP for diagnostics represent outpatient / external business



05

Digital Health & Pharmacy Distribution

Apollo Health Co

India's Largest Omni-Channel Healthcare



Apollo HealthCo Ltd (AHL)

Apollo 247 –Digital Platform

As at December 31, 2022



~23Mn+ Registrations

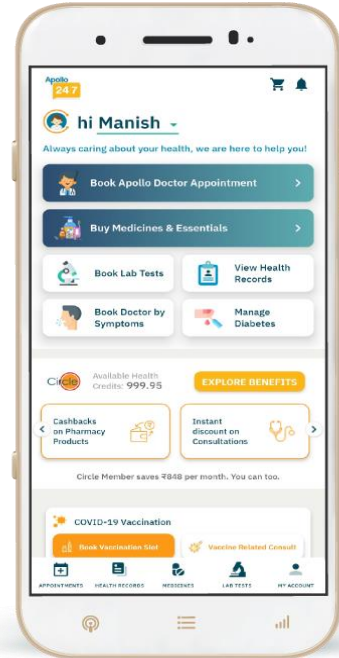
~7 Lakh+

Daily Active Users



~6,300+

Doctors



Virtual Doctor Consultation **Daily Consultation 5000+**



Online Medicine delivery **Daily Medicine orders 35000+**



Online Diagnostic Booking **Daily sample collections ~1500**



Patient e-health records

Future Launch....



Condition management

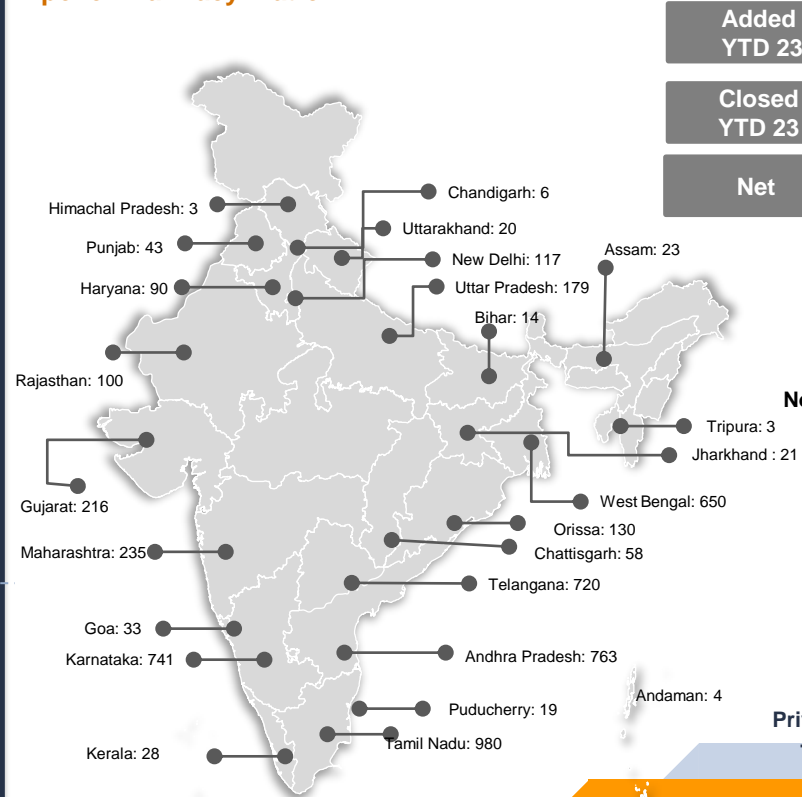


Well-being companion



Health Insurance

Apollo Pharmacy Platform



Added YTD 23	757
Closed YTD 23	90
Net	667

5,196
No of Pharmacies

10.7%
Private label sales - YTD Dec'22

Health Co Financials Q3 FY23



₹ Mio		Offline Pharmacy Distribution	Online Pharmacy Distribution & Apollo 247	Total Health Co
Q3 FY23	Total Revenues	15,811	1,767	17,578
	EBITDA (Post Ind AS 116)*	1,236	159	1,395
	margin (%)	7.8%	9.0%	7.9%
	24/7 Operating Cost		-1,745	-1,745
	ESOP Non Cash Charge		-280	-280
	EBITDA (Post Ind AS 116)	1,236	-1,866	-629
	margin (%)	7.8%	-	-
	EBIT			-742
	PBT			-1,007
	PAT(Reported)			-997
Q2 FY23	Total Revenues	15,101	1,582	16,683
	EBITDA (Post Ind AS 116)*	1,198	111	1,308
	margin (%)	7.9%	7.0%	7.8%
	24/7 Operating Cost		-1,524	-1,524
	ESOP Non Cash Charge		-220	-220
	EBITDA (Post Ind AS 116)	1,198	-1,634	-436
	margin (%)	7.9%	-	-
	EBIT			-543
	PBT			-702
	PAT(Reported)			-692

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

Effective March 16, 2022, the Pharmacy distribution segment (which was part of the Standalone AHXL) segment was transferred to Apollo Health Co Ltd, a 100% subsidiary of AHXL. Hence the numbers are not comparable with the same period previous year

- Q3 delivered GMV : Rs 543 cr (85% higher from Q2 FY23). New business opportunities created around consultation - Hospital IP&OP contributing most of the growth in Q3 FY 23
- Dec run rate of ~42K/day transactions across Pharma, Diagnostics and Consultations (including IP/OP referrals) compared to ~25K/day in March
- On track to deliver ~Rs 1600 cr. of GMV in FY22-23.
- **Combined** Pharmacy platform business reported revenue of Rs 2,175 cr in Q3FY 23 compared to a revenue of Rs 1,662 cr in Q3FY 22, 31% growth.
 - **Online** grew 3x in Q3 FY23 vs Q3 FY22 ;
 - **Offline** grew 22% in Q3 FY23 vs Q3 FY'22



₹ Mio	Offline Pharmacy Distribution	Online Pharmacy Distribution & Apollo 247	Total Health Co	
YTD Dec 22	Total Revenues	44,499	4,554	49,053
	EBITDA (Post Ind AS 116)*	3,536	349	3,885
	margin (%)	7.9%	7.7%	7.9%
	24/7 Operating Cost		-4,681	-4,681
	ESOP Non Cash Charge		-500	-500
	EBITDA (Post Ind AS 116)	3,536	-4,832	-1,296
	margin (%)	7.9%	-	-
	EBIT			-1,621
	PBT			-2,210
PAT(Reported)			-2,149	

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

Effective March 16, 2022, the Pharmacy distribution segment (which was part of the Standalone AHEL) segment was transferred to Apollo Health Co Ltd, a 100% subsidiary of AHEL. Hence the numbers are not comparable with the same period previous year

- Digital platform delivered GMV : Rs 1,052 cr (YTD Dec 22)
- **Combined** Pharmacy platform business reported revenue of Rs 6,033 cr in YTD Dec22 compared to a revenue of Rs 5,021 cr YTD Dec 21, 20% growth.
 - **Online** grew 3x in YTD Dec22 vs YTD Dec21 ;
 - **Offline** grew 12% in YTD Dec22 vs YTD Dec21



06

Annexure



Basis of Consolidation



AHEL Standalone Hospitals (100% Ownership)	Location	Subsidiaries	Location	Description	AHEL Ownership
Chennai Main	Chennai	Material Subs			
ACI - Chennai	Chennai	Apollo Health Co limited	India	Digital Omni-Channel Healthcare services Platform	100.00%
Tondiarpet - Chennai	Chennai	Apollo Health and Lifestyle Ltd.	India	Clinics, Diagnostics and Daycare	68.84%
FirstMed - Chennai	Chennai	Apollo Multispecialty Hospitals Ltd.	Kolkata	Hospital	100.00%
Apollo Children's Hospital	Chennai	Apollo Medics	Lucknow	Hospital	51.00%
Apollo Specialty, Vanagaram	Chennai	Imperial Hospital and Research Centre Ltd.	Bangalore	Hospital	90.00%
ASH Perungudi	Chennai	Apollo Hospitals International Ltd.	Ahmedabad	Hospital	50.00%
Women & Child, Shafee Mohammed Road	Chennai	Assam Hospitals Ltd	Assam	Hospital	67.37%
Apollo Proton & Cancer care	Chennai	Apollo Rajshree Hospital	Indore	Hospital	54.63%
Madurai	Madurai	Samudra Healthcare Enterprises Ltd.	Kakinada	Hospital	100.00%
Karur	Karur	Other Subs			
Karaikudi	Karaikudi	Apollo Hospitals (UK) Ltd	UK	UK Hold Co	100.00%
Trichy	Trichy	AB Medical Centres Limited	Chennai	Infrastructure	100.00%
Nellore	Nellore	Total Health	India	CSR	100.00%
Hyderabad	Hyderabad	Apollo Hospitals Singapore.PTE Limited	Singapore	Singapore Hold Co	100.00%
Bilaspur	Bilaspur	Future Parking Pvt Ltd	Chennai	Infrastructure	100.00%
Mysore	Mysore	Apollo Home Health care Ltd	India	Paramedical Services	89.69%
Vizag (old & new)	Vizag	Pinakini Hospitals Ltd.	Nellore	Hospital	80.87%
Karim Nagar	Karim Nagar	Sapien Biosciences Pvt Ltd	Hyderabad	Biobanking tissues	70.00%
Bhubaneswar	Bhubaneswar	Apollo Lavasa Health Corporation Ltd	Maharashtra	Hospital	51.00%
Jayanagar	Bangalore	Apollo Hospitals North Limited	Gurgaon	Hospital	100.00%
Nashik	Nashik	Kerala First Health Services Private Limited	Kerala	Hospital	60.00%
Malleswaram	Bangalore	Associates			
Navi Mumbai	Mumbai	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%



AHEL Standalone (post IND AS 116)



Balance sheet

Right of use Asset as of 31 st Dec, 2022	5,426
Lease liabilities as of 31 st Dec, 2022	7,657
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	2,109



Profit & Loss

Revenue	
Other expenses (Lease rent)	620
EBITDA	620
Amortisation	324
EBIT	296
Finance charge	468
PBT	172

AHEL Consolidated (post IND AS 116)



Balance sheet

Right of use Asset as of 31 st Dec, 2022	11,750
Lease liabilities as of 31 st Dec, 2022	15,663
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	3,052



Profit & Loss

Revenue	
Other expenses (Lease rent)	1,445
EBITDA	1,445
Amortisation	883
EBIT	562
Finance charge	991
PBT	429

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. Ind AS 116 applicable from Apr 01, 2019.



Thank you !