

APOLLO HOSPITALS ENTERPRISE LIMITED

CIN : LB5110TN1979PLC008035



30th May 2023

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

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

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

Dear Sir

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

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Financial Results of the Company for quarter and year ended March 31, 2023.

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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Chennai - 600 028.

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APOLLO HOSPITALS ENTERPRISE LIMITED



Earnings Update Q4 FY23



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**Diagnostics & Retail
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& Pharmacy Distribution**

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01

HIGHLIGHTS



Healthcare Services (Hospitals)



43 Owned +
5 Managed
Hospitals



9,395
Owned &
Managed
Beds



64%
Occupancy



₹ 51,668 / day
ARPOB¹
₹ 53,232 / day
in Q423



540,881
In-patients

Revenue

₹ 86,768 Mio

Rev
Share

52%

EBITDA

₹ 21,331 Mio

24.6%

Margin

Diagnostics & Retail Health



22
Ambulatory
care & Birthing
Centers



562
Beds



1,700+
Diagnostics
Centers



343
Clinics



111
Dialysis
Centers



129
Dental
Centers

₹ 12,311 Mio

Rev
Share

7%

₹ 1,182 Mio

9.6%

Margin

Digital Health & Pharmacy Distribution



5,541
Outlets



~15.5%
Private label /
Generic sales



~25 mm
Registered users



~6,000+
Doctors

₹ 67,045 Mio

Rev
Share

41%

₹ 5,338 Mio

excl 247 & ESOP Cost

8.0%

Margin

247 cost ₹ (6,574) Mio
ESOP ₹ (781) Mio



Healthcare Services (Hospitals)

Revenue

₹ 21,946 Mio

Rev Share

51%

EBITDA

₹ 5,347 Mio

24.4%

Margin

Diagnostics & Retail Health

₹ 3,085 Mio

Rev Share

7%

₹ 255 Mio

8.3%

Margin

Digital Health & Pharmacy Distribution

₹ 17,992 Mio

Rev Share

42%

₹ 1,453 Mio

excl 247 & ESOP Cost

8.1%

Margin

247 cost ₹ (1,893) Mio
ESOP ₹ (281) Mio

Financial Performance Q4FY23

- Consolidated Revenues at ₹43,022 Mio for Q4FY23 growth of 21%.
- Consolidated EBITDA before 247 operating cost at ₹7,056 Mio
- 247 costs at ₹2,174 Mio including Non Cash ESOP Charge of ₹281 Mio.
- Consolidated PAT of ₹1,445 Mio.

Clinical Updates

- Apollo Hospitals achieved 10,000 robotics assisted surgeries, has also expanded and introduced robotic-assistive procedures to over 20 specialties.
- Apollo Hospitals Group successfully completes 500 pediatric liver transplants. With 90% success rates, it has become a beacon of quality and hope for patients from across the world.
- Apollo Cancer Centres Navi Mumbai launched the fourth-generation Da Vinci Xi Robot surgical systems for complex surgeries.
- Apollo partners with LifeSigns to donate 1000 remote patient monitoring patches to support the natural disaster in Turkey



02

Financials

Consolidated

Consolidated Financials Q4 FY23



(₹ mio)

₹ Mio	Healthcare Services	Diagnostics & Retail Health	Digital Health & Pharmacy Distribution	Consol	
Q4 FY 23	Total Revenues	21,946	3,085	17,992	43,022
	EBITDA (Post Ind AS 116) (Pre 24 7 Cost)	5,347	255	1,453	7,056
	margin (%)	24.4%	8.3%	8.1%	16.4%
	24/7 Operating Cost			-1,893	-1,893
	ESOP(Non Cash expense)			-281	-281
	EBITDA (Post Ind AS 116)	5,347	255	-721	4,882
	margin (%)	24.4%	8.3%	-	11.3%
	EBIT	4,102	33	-844	3,291
	margin (%)	18.7%	1.1%	-4.7%	7.7%
	PBT	3,665	-180	-950	2,536
	margin (%)	16.7%	-5.8%	-5.3%	5.9%
	PAT (Reported)	2,565	-234	-887	1,445
Q4 FY 22	Total Revenues	18,630	3,089	13,745	35,464
	EBITDA (Post Ind AS 116) (Pre 24 7 Cost)	4,075	371	1,027	5,473
	margin (%)	21.9%	12.0%	7.5%	15.4%
	24/7 Operating Cost			-841	-841
	EBITDA (Post Ind AS 116)	4,075	371	186	4,632
	margin (%)	21.9%	12.0%	1.4%	13.1%
	EBIT	2,754	130	84	2,968
	margin (%)	14.8%	4.2%	0.6%	8.4%
	PBT	2,305	-11	62	2,357
	margin (%)	12.4%	-	0.5%	6.6%
	PAT (Normalized for exceptional charge / write back)	1,757	-9	36	1,783
	Add : Business combination (Ind AS 103)				-882
PAT (Reported)				901	
YOY Growth					
Revenue	18%	0%	31%	21%	

Note 1 :

Covid Vaccination revenues in Q4 FY22

Hospitals : ₹ 84 mio

Clinics : ₹ 72 mio

Total : ₹ 155 mio

Consolidated Financials FY23



(₹ mio)

₹ Mio	Healthcare Services	Diagnostics & Retail Health	Digital Health & Pharmacy Distribution	Consol	
FY 23	Total Revenues	86,768	12,311	67,045	166,125
	EBITDA (Post Ind AS 116) (Pre 24 7 Cost)	21,331	1,182	5,338	27,851
	margin (%)	24.6%	9.6%	8.0%	16.8%
	24/7 Operating Cost			-6,574	-6,574
	ESOP(Non Cash expense)			-781	-781
	EBITDA (Post Ind AS 116)	21,331	1,182	-2,017	20,496
	margin (%)	24.6%	9.6%	-	12.3%
	EBIT	16,610	200	-2,465	14,344
	margin (%)	19.1%	1.6%	-	8.6%
	PBT	14,547	-380	-3,159	11,008
	margin (%)	16.8%	-	-	6.6%
	PAT (Normalized for exceptional charge / write back) ¹	10,334	-382	-3,036	6,916
Add : DT Reversal & CG Tax on PD,Karapakkam Transf				1,274	
PAT (Reported)				8,191	
FY 22	Total Revenues	79,891	13,125	53,610	146,626
	EBITDA (Post Ind AS 116) (Pre 24 7 Cost)	18,032	1,966	4,089	24,087
	margin (%)	22.6%	15.0%	7.6%	16.4%
	24/7 Operating Cost			-2,236	-2,236
	EBITDA (Post Ind AS 116)	18,032	1,966	1,853	21,851
	margin (%)	22.6%	15.0%	3.5%	14.9%
	EBIT	13,355	1,023	1,466	15,844
	margin (%)	16.7%	7.8%	2.7%	10.8%
	PBT	14,015	427	1,411	15,854
	margin (%)	17.5%	3.3%	2.6%	10.8%
	PAT (Normalized for exceptional charge / write back) ²	7,269	315	914	8,497
	Add: Exceptional item , CG Tax on PD Transf				2,059
PAT (Reported)				10,556	
YOY Growth					
Revenue	9%	-6%	25%	13%	
Revenue Excl Vaccination - Refer note 1	13%	10%	25%	17%	

Note 1 :

Covid Vaccination revenues in FY22

Hospitals : ₹ 3,217 mio

Clinics : ₹ 1,893 mio

Total : ₹ 5,109 mio

	HCS	Health Co	AHLL
Gross Debt	20,552	3,999	2,554
Cash & Cash Equivalents	10,500	303	1,208
Net Debt	10,052	3,695	1,345

Includes investments in liquid funds and FDs of ₹ 7,677 mio

Exceptional Charge/ Write back

- o **FY23¹** : Deferred Tax reversal on migration to lower tax regime or ₹146Cr; Capital Tax on PD Transfer of ₹15 Crs and on Karapakkam Transfer of ₹4crs.
- o **FY22²** : Fair Value Gain on revaluation of existing interest in JV(AMHL earlier known as AGHL) under Ind AS 103 Business Combination of ₹ 294Cr. Capital Gain tax arising out of Health Co reorganization, amounts to ₹ 88 Crs (under IND AS 103 Business combination).



03

Healthcare Services

Hospitals

Consolidated Healthcare Services Performance Q4FY23



(₹ mio)

₹ Mio	Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Healthcare Serv Group
Q4 FY 23	No of Hospitals	29	43
	Operating beds	5476	7860
	Occupancy	65%	64%
	Revenue	15,185	21,946
	EBITDA (Post Ind AS 116)	4,121	5,347
	margin (%)	27.1%	24.4%
	EBIT	3,385	4,102
	margin (%)	22.3%	18.7%
	PBT		3,665
	PAT		2,565
	margin (%)		11.7%
Q4 FY 22	No of Hospitals	29	44
	Operating beds	5472	7875
	Occupancy	60%	58%
	Revenue	12,823	18,630
	EBITDA (Post Ind AS 116)	3,111	4,075
	margin (%)	24.3%	21.9%
	EBIT	2,335	2,754
	margin (%)	18.2%	14.8%
	PBT		2,305
	PAT		1,757
	margin (%)		9.4%
Revenue Growth	18%	16%	18%
Revenue Excl Vaccination	19%	17%	18%
EBITDA (Post Ind AS 116) Growth	32%	27%	31%

IP Volume grew by 16% from 115,902 in Q4FY22 to 133,991 in Q4FY23.

Revenue grew by 18% excluding covid vaccination.

HCS EBITDA at ₹ 5,347 mio in Q4FY23 growth of 31%.

ARPOB grew by 10% to ₹ 53,232 in Q4FY23

Capital employed
excl CWIP*

66,163

ROCE 25%

*CWIP of ₹ 6,098 mio towards new projects under development

Consolidated Healthcare Services Performance FY23



(₹ mio)

₹ Mio		Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Healthcare Serv Group
FY 23	No of Hospitals	29	14	43
	Operating beds	5476	2384	7860
	Occupancy	65%	61%	64%
	Revenue	60,993	25,775	86,768
	EBITDA (Post Ind AS 116)	16,661	4,670	21,331
	margin (%)	27.3%	18.1%	24.6%
	EBIT	13,888	2,722	16,610
	margin (%)	22.8%	10.6%	19.1%
	PBT			14,547
	PAT			10,335
	margin (%)			11.9%
FY 22	No of Hospitals	29	15	44
	Operating beds	5472	2403	7875
	Occupancy	63%	63%	63%
	Revenue	54,198	25,694	79,891
	EBITDA (Post Ind AS 116)	13,178	4,855	18,032
	margin (%)	24.3%	18.9%	22.6%
	EBIT	10,387	2,967	13,355
	margin (%)	19.2%	11.5%	16.7%
	PBT			14,015
	PAT			7,269
	margin (%)			9.1%
Revenue Growth	13%	0%	9%	
Revenue Excl Vaccination	16%	6%	13%	
EBITDA (Post Ind AS 116) Growth	26%	-4%	18%	

IP Volume grew by 18% from 460,152 in FY22 to 540,881 in FY23.

Revenue grew by 13%YoY excluding covid vaccination

HCS EBITDA at ₹ 21,331mio in FY23 growth of 18%

ARPOB grew by 14% to ₹ 51,668 in FY23.

Region wise Operational Parameters



Particulars	Total ⁽⁶⁾			Tamilnadu Region (Chennai & others) ⁽¹⁾			AP, Telengana Region (Hyderabad & others) ⁽²⁾		
	FY 22	FY 23	yoy (%)	FY 22	FY 23	yoy (%)	FY 22	FY 23	yoy (%)
No. of Operating beds	7,875	7,860		2,131	2,112		1,344	1,297	
Inpatient volume	460,152	540,881	17.5%	122,817	144,798	17.9%	66,451	75,782	14.0%
Outpatient volume ⁽⁷⁾	2,514,365	1,879,171	-25.3%	824,562	619,206	-24.9%	262,875	196,764	-25.1%
Inpatient ALOS (days)	3.96	3.41		3.89	3.31		4.22	3.56	
Bed Occupancy Rate (%)	63%	64%		61%	62%		57%	57%	
Inpatient revenue (₹ mio)	NA	NA		21,072	23,441	11.2%	12,283	11,326	-7.8%
Outpatient revenue (₹ mio)	NA	NA		6,067	7,537	24.2%	2,592	2,233	-13.8%
ARPOB (₹ /day) ^{(8) (excluding Vaccination in FY22)}	45,327	51,668	14.0%	55,498	64,609	16.4%	50,871	50,308	-1.1%
Total Net Revenue (₹ mio) ⁽⁶⁾	NA	NA		27,139	30,977	14.1%	14,875	13,559	-8.8%

Particulars	Karnataka Region (Bangalore & others) ⁽³⁾			Others ⁽⁴⁾			Significant Subs/JVs/associates ⁽⁵⁾		
	FY 22	FY 23	yoy (%)	FY 22	FY 23	yoy (%)	FY 22	FY 23	yoy (%)
No. of Operating beds	775	766		1,107	1,153		2,518	2,532	
Inpatient volume	54,249	60,006	10.6%	75,060	79,054	5.3%	141,575	181,241	28.0%
Outpatient volume ⁽⁷⁾	252,658	185,370	-26.6%	339,637	189,625	-44.2%	834,633	688,206	-17.5%
Inpatient ALOS (days)	3.50	3.04		3.74	3.50		4.19	3.50	
Bed Occupancy Rate (%)	67%	65%		69%	66%		64%	69%	
Inpatient revenue (₹ mio)	7,741	8,289	7.1%	8,290	8,135	-1.9%	20,749	24,826	19.7%
Outpatient revenue (₹ mio)	2,108	1,598	-24.2%	1,864	1,545	-17.1%	5,380	5,965	10.9%
ARPOB (₹ /day) ^{(8) (excluding Vaccination in FY22)}	47,680	54,223	13.7%	33,997	34,983	2.9%	42,660	48,475	13.6%
Total Net Revenue (₹ mio) ⁽⁶⁾	9,849	9,887	0.4%	10,154	9,680	-4.7%	26,130	30,792	17.8%

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

■ FY23 ARPOB in Metro cities at ₹ 61,129 and Non Metro cities is at ₹ 36,199. Blended ARPOB ₹ 51,668

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



04

Diagnostics & Retail Health

Apollo Health & Lifestyle Ltd



Primary Care

- Network grew by 37% in FY23 from 468 touchpoints in FY22 to 641 touchpoints in FY23
- Health checks and Consultations volumes grew by 50% and 30% respectively YoY in FY23
- Focus on strengthening omni-channel service offerings for delivering continuum of care

Diagnostics

- Diagnostics business added 500+ collection centres taking the overall network to 1,600+ centres spread across ~200 cities serving 12,000+ customer daily.
- Aim to reach 3,000+ collection centers in the next fiscal year
- Focus on expanding the test menu to include specialty/high end testing modalities

Specialty Care

- Cradle: Expansion in key markets across select metros to consolidate market share; 1 new centre launched in April 2023, 2-3 units to be commissioned by Q2 FY24; Focus on building deeper capabilities for advanced pediatrics and comprehensive women's health
- Spectra: Focus on improving operational metrics viz. OT utilization, reducing ALOS, OPD footfalls, etc.; Aggressive ramp up of the digital customer acquisition model
- Fertility: Business in early stages of maturation; Clinical credentials being strengthened in key micro markets; Focus on improving direct customer engagement via digital and offline activities

Financial Performance Q4FY23



(₹ mio)

Q4 FY23	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	343	1,750	58	129	111	9	17	11
Footfalls/Day*	2,833	12,410	444	226	1,749	48	36	65
Gross ARPP (Rs.)*	1,844	795	2,860	5,043	1,598	111,048	42,127	111,611

■ AHLL Core Revenues (excluding Covid Vaccination, Covid Testing and Isolation Centre Revenues which were one-off revenues during the Covid period) **grew by 23% Q4 FY 23 YoY.**

Q4 FY23 vs Q4 FY22	Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
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Gross Revenue	Q4 FY23	1031	850	1379	0	-176	3,085
	Q4 FY22	1087	793	1360	0	-152	3,089
	Q4 vs Q4	-5%	7%	1%			0%

■ Non Covid Diagnostics (excluding Covid Testing) **grew by 51% YoY** in Q4 FY23;

EBITDA (Post Ind AS 116)	Q4 FY23	50	162	188	-144	0	255
	Q4 FY22	173	158	140	-101	0	371

■ Core Revenues of **Primary Care and Specialty Care** grew by **38% and 2% respectively.**

EBIT	Q4 FY23	19	97	64	-148	0	33
	Q4 FY22	141	92	1	-104	0	130

PAT	Q4 FY23	5	60	-242	-162	0	-339
	Q4 FY22	133	63	-91	-119	0	-14

* 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 FY23



(₹ mio)

FY23	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	343	1,750	58	129	111	9	17	11
Footfalls/Day*	4,920	12,154	714	316	1,649	47	33	72
Gross ARPP (Rs.)*	1,510	757	2,846	5,553	1,596	104,777	40,361	107,760

AHLL Core Revenues (excluding Covid Vaccination, Covid Testing and Isolation Centre Revenues which were one-off revenues during the Covid period) **grew by 28% YoY in FY 23.**

FY23 vs FY22	Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
--------------	-------------	--------------	----------------	-----------	-------------	---------------

Gross Revenue	FY23	3,827	3,451	5,684	0	-650	12,311
	FY22	3,987	4,516	5,333	0	-712	13,125
	FY23 vs FY22	-4%	-24%	7%			-6%

Non-Covid Diagnostics (excluding Covid Testing) **grew by 45%** in FY23. Excluding both Covid and Allied Testing, **Diagnostics grew by 63% YoY** in FY23. Currently Diagnostics revenue at ₹ 1,031 mio in Q4FY23

EBITDA (Post Ind AS 116)	FY23	287	465	903	-475	2	1,182
	FY22	753	791	770	-348	0	1,966

Core Revenues of **Primary Care and Specialty Care grew by 37% and 13% respectively**

EBIT	FY23	166	204	315	-487	2	200
	FY22	646	545	196	-364	0	1,023

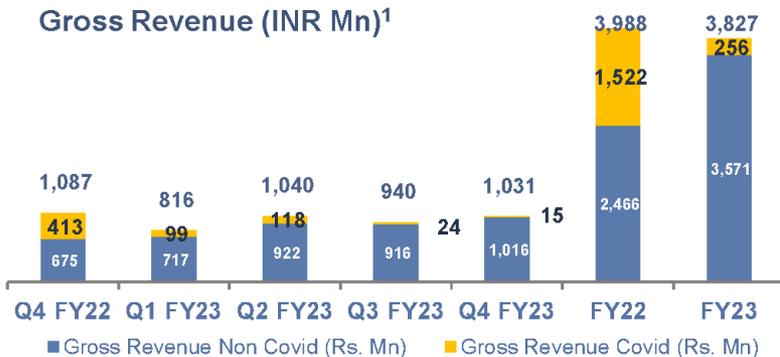
PAT	FY23	124	106	-257	-529	0	-555
	FY22	607	433	-194	-385	0	461

* 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

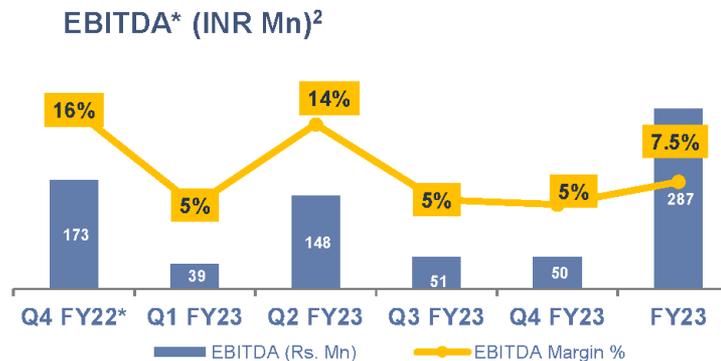
Diagnostics : Key Parameters



Gross Revenue (INR Mn)¹



EBITDA* (INR Mn)²

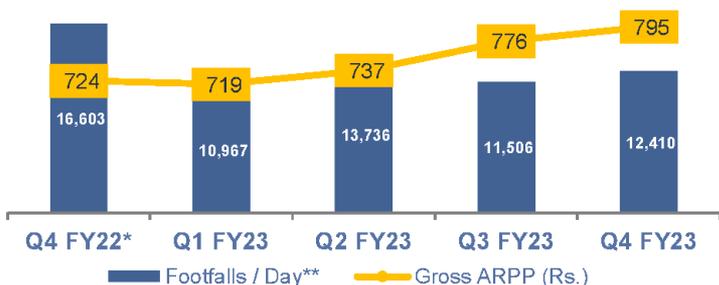


Operational footprint (as of Mar 31, 2023)

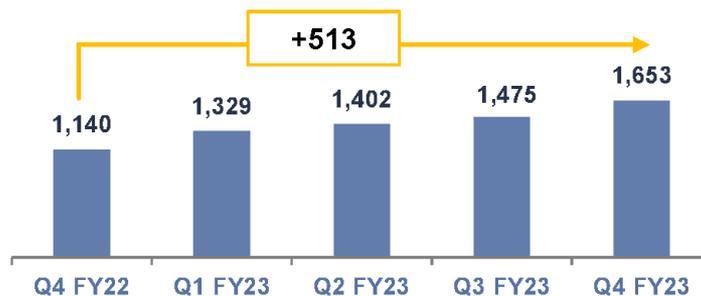
~200
Cities
presence

97
Labs

Avg. Footfalls per day & Avg. gross realization per patient (INR)²



Network Growth – Collection Centers



1,650+
Collection Centres

2,500+
Pick-up Points (PUPs)

1. Covid Revenues include RTPCR and Antibody test revenues; exclude Covid Allied tests

2. EBITDA post 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 Mar 31, 2023



~25Mn+

Registrations

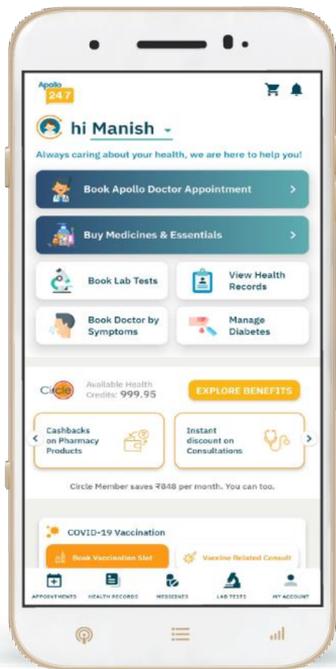
~7 Lakh

Daily Active Users



~6,000+

Doctors



Virtual Doctor Consultation **Daily Consultation**
6,500+



Online Medicine delivery **Daily Medicine orders**
47,300+



Online Diagnostic Booking **Daily sample collections**
~2400



Patient e-health records

Future Launch....



Condition management

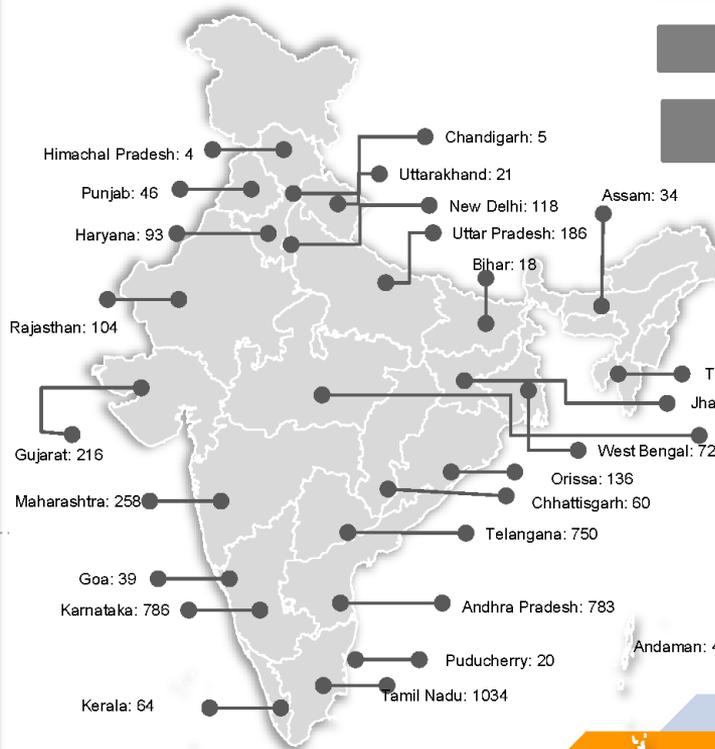


Well-being companion



Health Insurance

Apollo Pharmacy Platform



Added FY 23 1,151

Closed FY 23 139

Net 1,012

5,541
No of Pharmacies

~15.5%
Private label / Generic sales FY 23



₹ Mio		Offline Pharmacy Distribution	Online Pharmacy Distribution & Apollo 247	Total Health Co
Q4 FY23	Total Revenues	15,452	2,539	17,992
	EBITDA (Post Ind AS 116)*	1,206	247	1,453
	margin (%)	7.81%	9.7%	8.1%
	24/7 Operating Cost		-1,893	-1,893
	ESOP Non Cash Charge		-281	-281
	EBITDA (Post Ind AS 116)	1,206	-1,927	-721
	margin (%)	7.8%	-	-
	EBIT			-844
	PBT			-950
	PAT(Reported)			-887
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 (%)	7.82%	-	-
	EBIT			-742
	PBT			-1,007
	PAT(Reported)			-997

** 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

- Q4 delivered GMV : Rs 593 cr (9% higher vs Q3' FY23)
- March run rate of ~56K/day transactions across Pharma, Diagnostics, Consultations, IP/OP referrals compared to ~25K/day in March
- Combined Pharmacy business reported revenue of Rs 2,206 cr in Q4 FY23 (excluding covid impact 31% growth from Q4 FY 22, otherwise at 26%)
 - **Online** grew 3x in Q4 FY23 vs Q4 FY22 ;
 - **Offline** grew 20% in Q4 FY23 vs Q4 FY'22 excluding covid impact (otherwise 16%)
- Combined EBITDA (POST IND AS) – Q4 FY23 is at Rs 148 cr (margin 6.7%), lower by Rs 15 cr from previous year (due to increased establishment cost for new pharmacies added)



₹ Mio		Offline Pharmacy Distribution	Online Pharmacy Distribution & Apollo 247	Total Health Co
FY23	Total Revenues	59,951	7,094	67,045
	EBITDA (Post Ind AS 116)*	4,742	596	5,338
	margin (%)	7.9%	8.4%	8.0%
	24/7 Operating Cost		-6,574	-6,574
	ESOP Non Cash Charge		-781	-781
	EBITDA (Post Ind AS 116)	4,742	-6,759	-2,017
	margin (%)	7.9%	-	-
	EBIT			-2,465
	PBT			-3,159
	PAT(Reported)			-3,036

Key milestones : Digital Business

- Digital platform delivered GMV : Rs 1,643 cr in FY 23, with YoY growth of 266% over FY 22. New business segment IP/OP launched
- Improvement in quantitative parameters in FY 23 vs FY 22;
 - AOV grew by 32% (Rs 916 vs Rs 692 a year back),
 - Transacting user base grew by 119% (13 lakh vs 29 lakh, a year back)
 - Orders Per user per annum growing to 3.9 vs 3.3 with better cross pollination

Key milestones : Offline segment

- Improvement in quantitative parameters (through 5500+ stores)
 - 22% YoY growth registered in transactions (25 cr vs 22 cr a year back).
 - 35,000 neighborhood camps conducted through 2700+ stores
 - Building catchment relevant sub-categories : serving 50% of Mom & baby needs
- Combined Pharmacy Business reported revenue of Rs 8,238 cr in FY 23 compared to a revenue of Rs 6,768 cr FY 22 (excluding covid impact 29% growth, otherwise at 22%)
 - Online grew 4x in FY 23 vs FY 22 ;
 - Offline grew 20% in FY 23 vs FY 22 excluding covid impact (otherwise at 13%)
- Combined EBITDA (POST IND AS) – FY 23 is at Rs 612 cr. (7.4% to revenue) slightly lower by Rs 37 cr. vs previous year (due to increased establishment cost for new pharmacies added)

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

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



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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	100.00%
Tondiarpet - Chennai	Chennai	Apollo Health and Lifestyle Ltd.	India	Clinics, Diagnostics and Daycare	68.84%
FirstMed - Chennai	Chennai	Apollo Multispeciality 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	69.88%
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	Location	Description	
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	37.75%
		Apollo Gleneagles PET-CT Pvt Ltd	Hyderabad	Diagnostics	50.00%



AHEL Standalone (post IND AS 116)



Balance sheet

Right of use Asset as of 31 st Mar, 2023	5,283
Lease liabilities as of 31 st Mar, 2023	7,599
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	2,109



Profit & Loss

Revenue	
Other expenses (Lease rent)	849
EBITDA	849
Amortisation	456
EBIT	393
Finance charge	651
PBT	258

AHEL Consolidated (post IND AS 116)



Balance sheet

Right of use Asset as of 31 st Mar, 2023	12,317
Lease liabilities as of 31 st Mar, 2023	16,220
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	3,052



Profit & Loss

Revenue	
Other expenses (Lease rent)	1,973
EBITDA	1,973
Amortisation	1,149
EBIT	824
Finance charge	1,280
PBT	456

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 !