

APOLLO HOSPITALS ENTERPRISE LIMITED

CIN : L85110TN1979PLC008035



13th November 2021

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 half year ended on September 30, 2021.

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
Q2 FY 2022**

2021

22



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- Important risk factors and uncertainties could make a material difference to the Company’s operations. These risks include but are not limited to, the risk factors described in AHEL’s prospectus, annual reports and other periodic filings made by the company. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.
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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 Q2 FY22

- Q2 FY22 Consolidated Revenues of ₹ 37,171 mio (growth of 35% yoy).
- Q2 FY22 Consolidated EBITDA (Post Ind AS 116) of ₹ 6,150 mio.
- New Hospitals (excl Proton) reported an EBITDA of ₹ 1,277 mio in Q2 FY22 as compared to an EBITDA of ₹ 387 mio in Q2 FY21.
- Proton reported EBITDA (Post Ind AS 116) of ₹ 139 mio in Q2 FY22 as compared to EBITDA loss of ₹ (19) mio in Q2 FY21.
- AHLL reported EBITDA (Post Ind AS 116) of ₹ 621 mio in Q2 FY22 as compared to EBITDA ₹ 213 mio in Q2FY21.
- Consolidated PAT of ₹ 2,478 mio in Q2 FY22,
- Ind-AS 116 on operating lease impacted reported PBT in Q2FY22 to the extent of ₹ 116 mio

Key Operational Highlights Q2 FY22

- Q2FY22 occupancy across the group was at 4,984 beds (65% occupancy) as compared to 4,119 beds (56% occupancy) in Q2FY21. The Q2FY22 occupancy in mature hospitals was at 3,518 beds (65% occupancy). New hospitals had an occupancy of 1,466 beds (66% occupancy) in Q2FY22.
- Inpatient Volumes across the group increased by 46% from 82,153 to 120,105.
- ARPOB (excluding vaccination) was at ₹ 44,186 Vs ₹ 38,412 registering a growth of 15% in H1FY22 as compared to the same period previous year.



HIGHLIGHTS

Capacity

- 71 hospitals with total bed capacity of 10,231 beds as on September 30, 2021.
 - 44 owned hospitals including JVs/ Subsidiaries and Associates with 8,858 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 8,858 owned hospital beds capacity, 7,647 beds were operational and had an occupancy of 65% in Q2 FY22.
- The total number of pharmacies as on September 30, 2021 was 4,292. Gross additions of 147 stores and closed 18 stores; Net addition of 129 stores in Q2FY22 and 174 stores in H1FY22.

Medical Initiatives Accomplishments

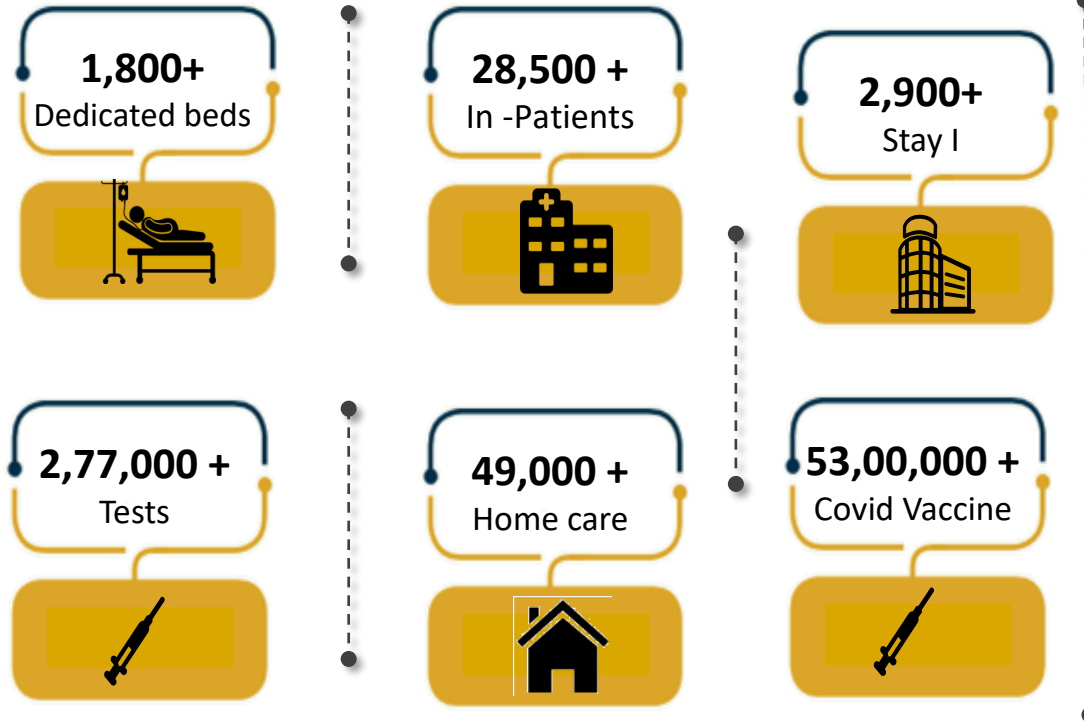
- Apollo Cancer Centre, Chennai successfully performed a Cyber Knife Radiosurgery procedure on a 34-year-old athlete from New Zealand, relieving him from symptoms of a special form of epilepsy called Medial temporal lobe Epilepsy (MTLE) while preserving his memory
- Indraprastha Apollo Hospitals, New Delhi has performed a rare life-saving heart surgery on a two-day old newborn for removal of a rare tumor called Intrapericardial teratoma (arising from the surface of heart).
- Apollo Hospitals Bangalore becomes the first hospital in the country to have completed 120 Robotic Cardiac Surgeries - accomplishes new milestone of conducting Robotic Complex Mitral Valve repair in 70 minutes.

Other Key Developments

- Apollo Hospitals acquires a majority stake in 180-bed Excelcare Hospitals in Guwahati.
- Ten hospitals from the Apollo Hospitals group listed in Newsweek's World's Best Hospitals 2021.
- Apollo Heart Centre, Chennai ranked as No. 1 Heart hospital in India in Best Specialized Hospitals 2021 released by Newsweek, the premier international news magazine



COVID TESTING AND TREATMENT – H1FY22



- 'Project Stay I' saw success with over 24,000 room nights.
- Our effort in the Home care segment enabled us to move into **49,000** homes, (of which COVID care was at **22,000** homes) and provide medically supervised home isolation services
- Digital healthcare app Apollo 24/7 – agile and digitally connected to the consumer, over 2 lakh digital consults during the Quarter.



02

CONSOLIDATED FINANCIAL PERFORMANCE



CONSOLIDATED FINANCIAL PERFORMANCE

TOTAL

(₹ mio)

	Q2 FY 21	Q2 FY 22	yoy (%)	H1 FY 21	H1 FY 22	yoy (%)
Total Revenues	27,607	37,171	34.6%	49,322	74,773	51.6%
EBITDA (Post Ind AS 116)	2,998	6,150	105.1%	3,353	11,349	238.5%
margin (%)	10.9%	16.5%	568 bps	6.8%	15.2%	838 bps
EBIT	1,504	4,702	212.7%	257	8,495	3209.3%
margin (%)	5.4%	12.7%	720 bps	0.5%	11.4%	1084 bps
Profit After Tax	603	2,478	311.1%	-1,479	7,371	
Exceptional Item *	354			354	2,941	
Profit After Tax(excluding Exceptional Item)	248	2,478	897.6%	-1,834	4,430	
Total Debt					29,204	
Cash & Cash equivalents (includes investment in liquid funds)					15,062	
Net Debt					14,142	

Key Highlights

■ Q2FY22 Consolidated Revenues at ₹ 37,171 mio
 ■ Q2FY22 Consolidated EBITDA at ₹ 6,150 mio
 ■ Q2FY22 Consolidated PAT at ₹ 2,478 mio

*In H1FY22 : Fair Value Gain on revaluation of existing interest in JV(AMHL earlier know as AGHL) under Ind AS 103 Business Combination in Q1FY22.

*In Q2FY21 : Pursuant to the demerger of the Front End pharmacy, AHEL's ownership in the wholly owned subsidiary AMPL changed to 25.5%. The assets and liabilities derecognised resulted in gain on loss of control on AMPL amounting to ₹ 354 mio which is presented under exceptional item.



CONSOLIDATED FINANCIAL PERFORMANCE

MATURE & NEW BREAKUP – Q2 FY22

(₹ mio)

		Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Proton	Healthcare Serv Group (Total)	Pharmacy Distribution*	AHLL	Consol
Q2 FY 22	Hospitals	30	13	1	44			
	Operating beds	5,421	2,173	53	7,647			
	Occupancy	65%	66%	57%	65%			
	Revenue	14,570	6,637	479	21,686	11,671	3,814	37,171
	EBITDA (Post Ind AS 116)**	3,644	1,277	139	5,059	945	621	6,625
	margin (%)	25.0%	19.2%	29.0%	23.3%	8.1%	16.3%	17.8%
	24/7 Operating Costs					-475		-475
	EBITDA (Post Ind AS 116)	3,644	1,277	139	5,059	470	621	6,150
	margin (%)	25.0%	19.2%	29.0%	23.3%	4.0%	16.3%	16.5%
	EBIT	2,944	937	41	3,922	389	391	4,702
margin (%)	20.2%	14.1%	8.6%	18.1%	3.3%	10.3%	12.7%	
Q2 FY 21	Hospitals	30	13	1	44			
	Operating beds	5,264	2,047	53	7,364			
	Occupancy	54%	61%	39%	56%			
	Revenue	8,553	3,613	207	12,373	13,519	1,715	27,607
	EBITDA (Post Ind AS 116)	1,262	387	-19	1,629	1,156	213	2,998
	margin (%)	14.8%	10.7%		13.2%	8.6%	12.4%	10.9%
	EBIT	662	85	-113	634	869	1	1,504
	margin (%)	7.7%	2.4%		5.1%	6.4%	0.1%	5.4%
YOY Growth								
Revenue Growth		70.3%	83.7%	131.6%	75.3%	-13.7%	122.3%	34.6%
EBITDA (Post Ind AS 116) Growth **		188.7%	230.2%		210.5%	-18.3%	192.2%	121.0%
EBITDA (Post Ind AS 116) Growth						-59.4%		105.1%
EBIT Growth		345.0%	995.6%		518.9%	-55.2%		212.7%

Key Highlights

- HCS revenue grew by 75% in Q2FY22
- HCS EBITDA at ₹ 5,059 mio in Q2FY22
 - Mature HCS EBITDA at ₹3,644 mio (25.0% margin)
 - New HCS EBITDA at ₹1,277 mio (19.2% margin)
- AHLL – Cradle & Clinics reported Revenue of ₹ 3,814 mio, EBITDA of ₹ 621 mio (16.3% margin)

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

*Pharmacy Distribution from 1st Sep 2020



CONSOLIDATED FINANCIAL PERFORMANCE

MATURE & NEW BREAKUP – H1 FY22

(₹ mio)

		Healthcare Serv Group (Mature)	Healthcare Serv Group (New & Others)	Proton	Healthcare Serv Group (Total)	Pharmacy Distribution*	AHLL	Consol
H1 FY 22	Hospitals	30	13	1	44			
	Operating beds	5,421	2,173	53	7,647			
	Occupancy	65%	69%	60%	66%			
	Revenue	27,252	12,908	918	41,078	26,791	6,904	74,773
	EBITDA (Post Ind AS 116)**	6,450	2,300	245	8,996	2,097	1,101	12,194
	margin (%)	23.7%	17.8%	26.7%	21.9%	7.8%	15.9%	16.3%
	24/7 Operating Costs					-845		-845
	EBITDA (Post Ind AS 116)	6,450	2,300	245	8,996	1,252	1,101	11,349
	margin (%)	23.7%	17.8%	26.7%	21.9%	4.7%	15.9%	15.2%
	EBIT	5,102	1,634	50	6,786	1,061	649	8,495
margin (%)	18.7%	12.7%	5.5%	16.5%	4.0%	9.4%	11.4%	
H1 FY 21	Hospitals	30	13	1	44			
	Operating beds	5,264	2,047	53	7,364			
	Occupancy	45%	50%	32%	47%			
	Revenue	13,984	5,890	399	20,272	26,310	2,740	49,322
	EBITDA (Post Ind AS 116)	710	135	-54	792	2,376	185	3,353
	margin (%)	5.1%	2.3%		3.9%	9.0%	6.8%	6.8%
	EBIT	-483	-463	-242	-1,188	1,688	-244	257
	margin (%)					6.4%		0.5%
YOY Growth								
Revenue Growth		94.9%	119.2%	130.2%	102.6%	1.8%	152.0%	51.6%
EBITDA (Post Ind AS 116) Growth **		808.4%	1602.0%		1036.2%	-11.7%	494.2%	263.7%
EBITDA (Post Ind AS 116) Growth						-47.3%		238.5%
EBIT Growth						-37.2%		3209.3%

Key Highlights

- HCS revenue grew by 103% in H1FY22
- HCS EBITDA at ₹ 8,996 mio in H1FY22
 - Mature HCS EBITDA at ₹6,450 mio (23.7% margin)
 - New HCS EBITDA at ₹2,300 mio (17.8% margin)
- AHLL – Cradle & Clinics reported Revenue of ₹ 6,904 mio, EBITDA of ₹ 1,101mio (15.9% margin)

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

*Pharmacy Distribution from 1st Sep 2020



03

**STANDALONE FINANCIAL
PERFORMANCE**



STANDALONE FINANCIAL PERFORMANCE

TOTAL

(₹ mio)

	Q2 FY 21	Q2 FY 22	yoy (%)	H1 FY 21	H1 FY 22	yoy (%)
Revenue	24,144	28,232	16.9%	43,760	58,179	33.0%
Operative Expenses	14,265	16,275	14.1%	25,968	34,699	33.6%
Employee Expenses	3,364	3,200	-4.9%	7,132	6,381	-10.5%
Administrative & Other Expenses	4,033	4,368	8.3%	7,763	8,805	13.4%
Total Expenses	21,662	23,843	10.1%	40,863	49,884	22.1%
EBITDA (Post Ind AS 116)	2,482	4,389	76.8%	2,897	8,295	186.4%
<i>margin (%)</i>	10.3%	15.5%	527 bps	6.6%	14.3%	764 bps
Depreciation	1,163	937	-19.4%	2,428	1,897	-21.8%
EBIT	1,319	3,451	161.7%	469	6,397	1264.6%
<i>margin (%)</i>	5.5%	12.2%	676 bps	1.1%	11.0%	992 bps
Financial Expenses	971	644	-33.7%	1,998	1,282	-35.8%
Other Income	48	83	73.1%	65	170	162.8%
Exceptional item	-11	0		-11	-67	
Profit Before Tax	384	2,890	651.9%	-1,475	5,219	
Profit After Tax	325	1,859	471.6%	-1,166	3,360	
<i>margin (%)</i>	1.3%	6.6%	524 bps	-2.7%	5.8%	
Total Debt					23,230	
Cash & Cash equivalents (includes investment in liquid funds)					10,260	
Net Debt					12,970	



STANDALONE FINANCIAL PERFORMANCE

MATURE & NEW BREAKUP – Q2 FY22

(₹ mio)

		Healthcare Service (Mature)	New Hospitals	Proton	Healthcare Services (Total)	Pharmacy Distribution*	Standalone
Q2 FY 22	Hospitals	21	10	1	32		
	Operating beds	3,294	1,609	53	4,956		
	Occupancy	63%	64%	57%	63%		
	Revenue	11,113	4,969	479	16,561	11,671	28,232
	EBITDA (Post Ind AS 116)**	2,911	869	139	3,919	945	4,864
	margin (%)	26.2%	17.5%	29.0%	23.7%	8.1%	17.2%
	24/7 Operating Costs					-475	-475
	EBITDA (Post Ind AS 116)	2,911	869	139	3,919	470	4,389
	margin (%)	26.2%	17.5%	29.0%	23.7%	4.0%	15.5%
	EBIT	2,416	606	41	3,063	389	3,451
	margin (%)	21.7%	12.2%	0.0%	18.5%	3.3%	12.2%
Q2 FY 21	Hospitals	21	10	1	32	0	0
	Operating beds	3,136	1,529	53	4,718	0	0
	Occupancy	52%	61%	39%	55%		
	Revenue	7,455	2,964	207	10,626	13,519	24,144
	EBITDA (Post Ind AS 116)	1,020	325	-19	1,326	1,156	2,482
	margin (%)	13.7%	11.0%		12.5%	8.6%	10.3%
	EBIT	502	61	-113	450	869	1,319
	margin (%)	6.7%	2.1%		4.2%	6.4%	5.5%
YOY Growth							
Revenue Growth		49.1%	67.7%	131.6%	55.9%	-13.7%	16.9%
EBITDA (Post Ind AS 116) Growth **		185.3%	167.5%		195.6%	-18.3%	95.9%
EBITDA (Post Ind AS 116) Growth						-59.4%	76.8%
EBIT Growth		380.7%	891.9%		580.4%	-55.2%	161.7%

Key Highlights

HCS revenue grew by 56% in Q2FY22

HCS EBITDA at ₹ 3,919 mio in Q2FY22

- Mature HCS EBITDA at ₹ 2,911 mio (26.2% margin)
- New HCS EBITDA at ₹ 869 mio (17.5% margin)

Pharmacy Distribution revenue at ₹ 11,671 mio and EBITDA was at ₹ 945 mio (8.1% margin) (Q2FY21 Pharmacy Distribution is not comparable as it includes 2 months of full SAP)

*Pharmacy Distribution from 1st Sep 2020 ** EBITDA Post Ind AS 116 - excluding 24/7 operating costs



STANDALONE FINANCIAL PERFORMANCE

MATURE & NEW BREAKUP –H1FY22

(₹ mio)

		Healthcare Service (Mature)	New Hospitals	Proton	Healthcare Services (Total)	Pharmacy Distribution*	Standalone
H1 FY 22	Hospitals	21	10	1	32		
	Operating beds	3,294	1,609	53	4,956		
	Occupancy	63%	69%	60%	65%		
	Revenue	20,943	9,527	918	31,388	26,791	58,179
	EBITDA (Post Ind AS 116)**	5,182	1,615	245	7,042	2,097	9,140
	margin (%)	24.7%	16.9%	26.7%	22.4%	7.8%	15.7%
	24/7 Operating Costs					-845	-845
	EBITDA (Post Ind AS 116)	5,182	1,615	245	7,042	1,252	8,295
	margin (%)	24.7%	16.9%	26.7%	22.4%	4.7%	14.3%
	EBIT	4,190	1,096	50	5,336	1,061	6,397
margin (%)	20.0%	11.5%	5.5%	17.0%	4.0%	11.0%	
H1 FY 21	Hospitals	21	10	1	32		
	Operating beds	3,136	1,529	53	4,718		
	Occupancy	44%	48%	32%	45%		
	Revenue	12,295	4,755	399	17,449	26,310	43,760
	EBITDA (Post Ind AS 116)	510	64	-54	521	2,376	2,897
	margin (%)	4.1%	1.3%		3.0%	9.0%	6.6%
	EBIT	-518	-460	-242	-1,219	1,688	469
	margin (%)	-4.2%	-9.7%		-7.0%	6.4%	1.1%
YOY Growth							
Revenue Growth		70.3%	100.3%	130.2%	79.9%	1.8%	33.0%
EBITDA (Post Ind AS 116) Growth **		916.0%	2424.9%		1253.0%	-11.7%	215.5%
EBITDA (Post Ind AS 116) Growth						-47.3%	186.4%
EBIT Growth						-37.2%	1264.3%

Key Highlights

- HCS revenue grew by 80% in H1FY22
- HCS EBITDA at ₹ 7,042 mio in H1FY22
 - Mature HCS EBITDA at ₹ 5,182 mio (24.7% margin)
 - New HCS EBITDA at ₹ 1,615 mio (16.9% margin)
- Pharmacy Distribution revenue at ₹ 26,791 mio and EBITDA was at ₹ 2,097 mio (7.8% margin)

*Pharmacy Distribution from 1st Sep 2020 ** EBITDA Post Ind AS 116 - excluding 24/7 operating costs



STANDALONE FINANCIAL PERFORMANCE

SEGMENT REPORTING

(₹ mio)

	Q2 FY 21	Q2 FY 22	yoy (%)	H1 FY 21	H1 FY 22	yoy (%)
Revenues from each segment						
Healthcare Services*	10,626	16,561	55.8%	17,451	31,388	79.9%
Stand-alone Pharmacy	9,907	0		22,698	0	
Pharmacy Distribution**	3,612	11,671		3,612	26,791	
Total	24,145	28,232	16.9%	43,761	58,179	32.9%
Less: Intersegmental Revenue	1	0		1	0	
Net Revenues	24,144	28,232	16.9%	43,760	58,179	33.0%
Profit before Tax & Interest (EBIT)						
Healthcare Services*	450	3,063	580.5%	-1,219	5,336	
Stand-alone Pharmacy	673	0		1493	0	
Pharmacy Distribution**	196	389	98.6%	196	1,061	442.0%
Total EBIT	1,319	3,451	161.7%	469	6,397	1264.3%
Profit before Tax & Interest (EBIT) margins						
Healthcare Services*	4.2%	18.5%	1426 bps		17.0%	
Stand-alone Pharmacy	6.8%			6.6%		
Pharmacy Distribution**	5.4%	3.3%		5.4%	4.0%	
Total EBIT margin	5.5%	12.2%	676 bps	1.1%	11.0%	992 bps
		Capital employed	ROCE		Capital employed	ROCE
Healthcare services		52,923	23.1%		52,923	20.2%
Pharmacy Distribution		9,188	16.9%		9,188	23.1%
Capital employed ⁽¹⁾		62,111	22.2%		62,111	20.6%

*Healthcare Services consists of Hospitals, Hospital Based Pharmacies and Consulting

**Pharmacy distribution represents the exclusive pharmacy distribution backend business for Apollo Pharmacies Ltd (SAP business) from 1st Sep 2020

⁽¹⁾ Capital employed for the calculation of ROCE does not include Capital Work in progress of new hospitals of ₹ 798 mio and ₹ 21,833 mio for Investment in Subs, Associates and Mutual funds as at Sep 21. The Capital employed as per segment reporting does not include Investments in Subs & JVs as the results of these companies don't form part of Standalone financials.



04

**OPERATIONAL PARAMETERS -
HOSPITALS & PHARMACIES**



OPERATIONAL PARAMETERS - HOSPITALS

(₹ mio)

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⁾		
	H1 FY 21	H1 FY 22	yoy (%)	H1 FY 21	H1 FY 22	yoy (%)	H1 FY 21	H1 FY 22	yoy (%)	H1 FY 21	H1 FY 22	yoy (%)	H1 FY 21	H1 FY 22	yoy (%)	H1 FY 21	H1 FY 22	yoy (%)
No. of Operating beds	7,364	7,647		1,972	2,147		1,344	1,344		814	775		976	1,078		2,258	2,303	
Inpatient volume	145,258	216,809	49.3%	31,699	54,729	72.7%	20,010	32,980	64.8%	19,569	26,435	35.1%	28,265	36,956	30.7%	45,715	65,709	43.7%
Outpatient volume ⁽⁷⁾	423,791	1,624,124	283.2%	117,947	540,683	358.4%	61,879	173,223	179.9%	62,070	150,916	143.1%	54,547	222,106	307.2%	127,348	537,196	321.8%
Inpatient ALOS (days)	4.33	4.26		4.57	4.30		4.77	4.54		3.92	3.95		3.95	4.02		4.38	4.35	
Bed Occupancy Rate (%)	47%	66%		40%	60%		39%	61%		52%	74%		63%	75%		48%	68%	
Inpatient revenue (₹ mio)	NA	NA		5,657	10,494	85.5%	3,613	6,833	89.2%	2,332	4,159	78.3%	2,741	4,511	64.6%	5,807	10,424	79.5%
Outpatient revenue (₹ mio)	NA	NA		1,121	2,864	155.5%	687	1,558	126.8%	437	1,342	206.7%	419	1,165	178.0%	1,088	2,900	166.5%
ARPOB (₹ /day) ⁽⁸⁾ excluding Vaccination	38,412	44,186	15.0%	46,782	54,494	16.5%	45,017	52,218	16.0%	36,084	45,680	26.6%	28,286	34,352	21.4%	34,451	43,946	27.6%
Total Net Revenue (₹ mio) ⁽⁶⁾	NA	NA		6,779	13,358	97.1%	4,299	8,391	95.2%	2,770	5,501	98.6%	3,160	5,676	79.6%	6,895	13,324	93.3%

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

(₹ mio)

Pharmacy Distribution	Q2 FY 21	Q2 FY 22	yoy (%)	H1 FY 21	H1 FY 22	yoy (%)
Revenue	13,519	11,671	-13.7%	26,310	26,791	1.8%
EBITDA (Post Ind AS 116)**	1,156	945	-18.3%	2,376	2,097	-11.7%
margin (%)	8.6%	8.1%	-46 bps	9.0%	7.8%	-120 bps

*Pharmacy Distribution from 1st Sep 2020 **EBITDA Post Ind AS 116 - excluding 24/7 operating costs

The Combined Pharmacy platform business reported revenue of ₹ 15,296 mio in Q2FY22 as compared to a Revenue of ₹ 14,738 mio in Q2FY21, **4% growth**. Normalized for Covid Sales Spurt in Q2FY21, the YoY growth is ~11%..

- EBITDA (Pre Ind As 116) in Q2FY22 was at ₹ 1,045 mio **and** EBITDA (Post Ind As 116) was at ₹ 1,534 mio

Private Label sales at **11.26%** of Revenues in Q2FY22

No of Pharmacies : 4,292
 Added 147 stores and Closed 18 Stores in Q2FY22. **Net addition of 129 Stores**
 Added 209 stores and closed 35 stores in H1FY22. **Net addition of 174 Stores**



05

APOLLO 24/7

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

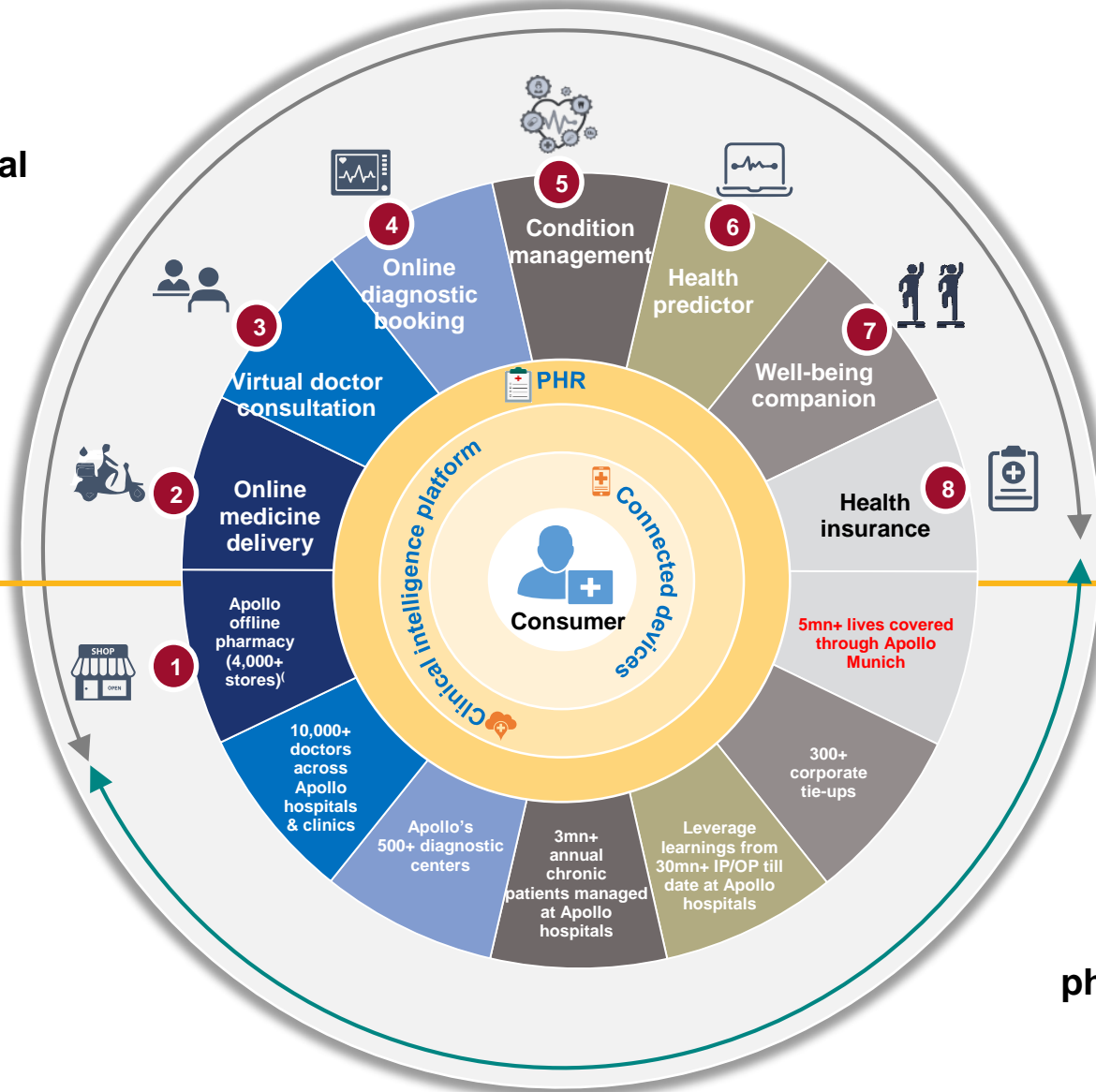


Digital services

Physical network & capabilities

Distinctive digital ecosystem ...

Part of Apollo 24/7

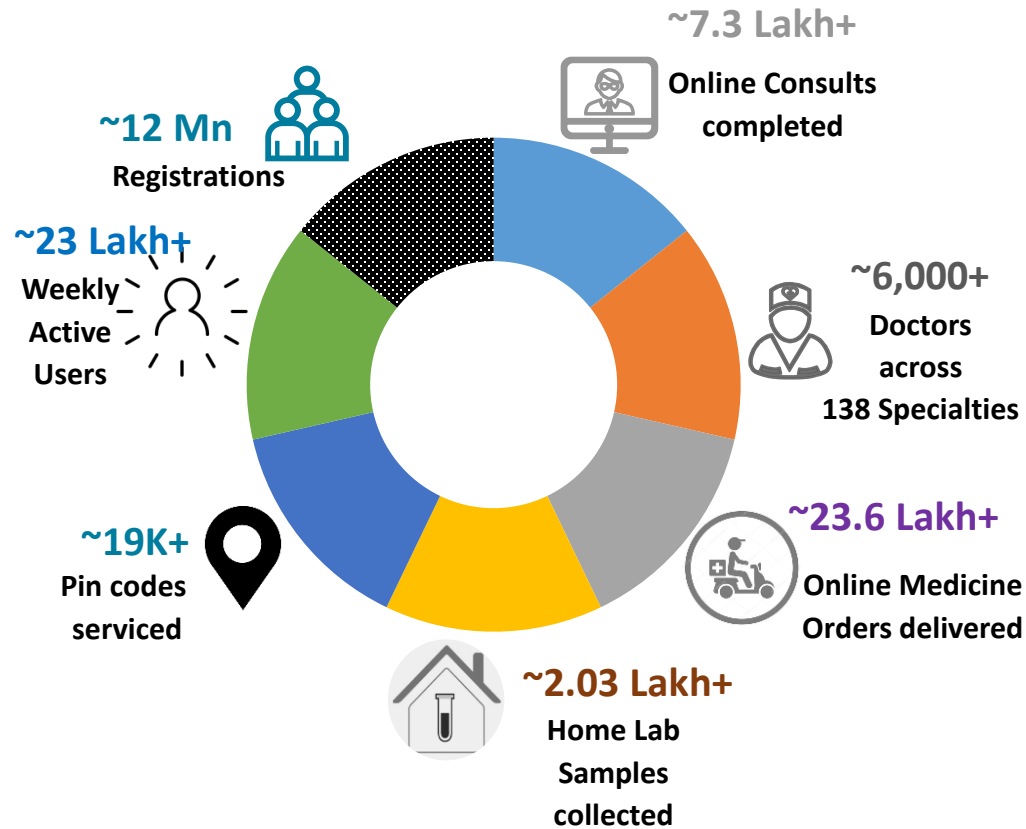


Enablers provided by Apollo Group Companies (unique & other players cannot provide)

... coupled with formidable physical network & capabilities

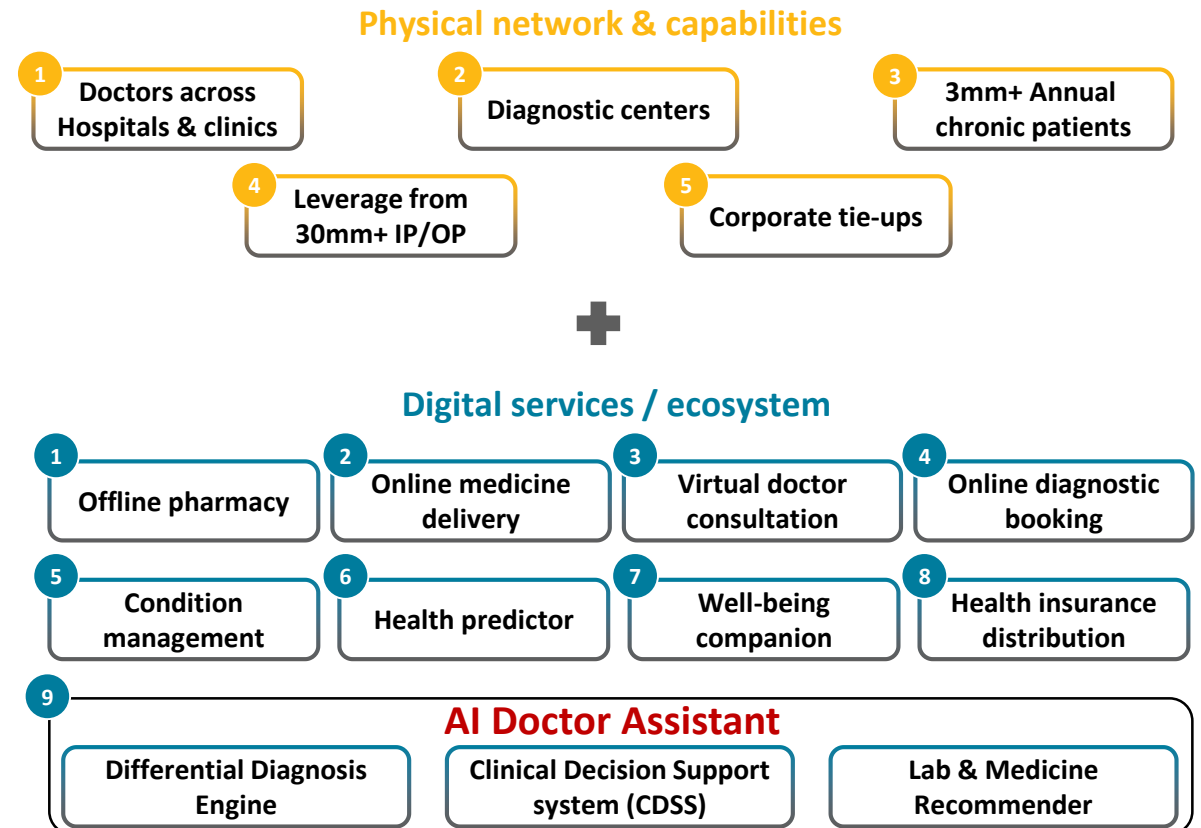
Distinctive digital ecosystem...

Cumulative upto 30th Sep 2021



- 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

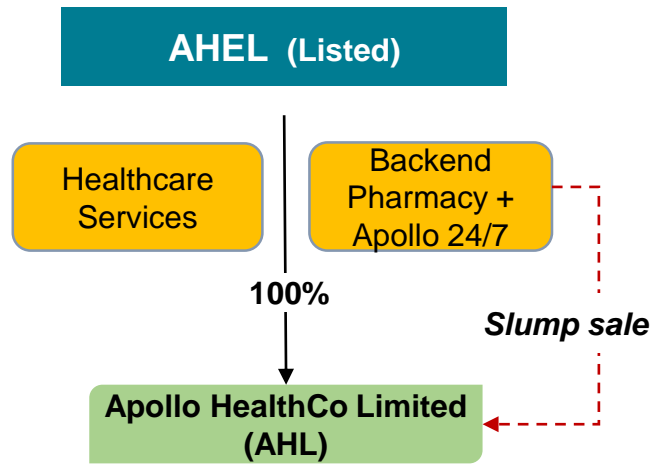


- Cost efficiencies through sharing of managerial and clinical resources
- Economies of scale & competitive prices through centralized purchasing
- Access to qualified & trained medical resources and larger patient base



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.



06

APOLLO HEALTH & LIFESTYLE LTD



(₹ mio)

	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	226	985	22	68	81	8	14	11
Footfalls/Day*	9297	12153	424	174	1166	46	19	76
Gross ARPP (Rs.)*	1244	578	3024	6349	1512	99374	39726	102297

		Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
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Gross Revenue	Q2 FY22	912	1606	1473	0	-178	3,814
	Q2 FY21	516	437	875	0	-113	1,716

EBITDA [Post Ind AS 116]	Q2 FY22	115	311	274	-80	0	621
	Q2 FY21	117	57	106	-68	0	212

EBITDA (Pre Ind AS 116)	Q2 FY22	98	269	153	-80	0	441
	Q2 FY21	103	11	3	-68	0	49

EBIT	Q2 FY22	91	252	132	-84	0	391
	Q2 FY21	97	-5	-19	-72	0	1

PAT	Q2 FY22	81	223	33	-98	0	239
	Q2 FY21	67	-23	-92	-60	0	-108

Key Highlights

AHLL reported EBITDA of ₹ 621 mio as compared to ₹ 212 mio in Q2 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.



(₹ mio)

	Clinics	Diagnostics	Sugar	Dental	Dialysis	Cradles (IP)	IVF	Spectra (IP)
Network	226	985	22	68	81	8	14	11
Footfalls/Day*	8047	13074	363	126	1131	42	17	64
Gross ARPP (Rs.)*	1210	595	2733	6454	1500	102555	37933	104185

		Diagnostics	Primary Care	Specialty Care	Corporate	Intra Group	AHLL (Consol)
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Gross Revenue	H1 FY22	1978	2671	2592	0	-338	6,904
	H1 FY21	734	678	1482	0	-154	2,740

EBITDA [Post Ind AS 116]	H1 FY22	401	453	404	-158	1	1,101
	H1 FY21	105	43	154	-118	1	185

EBITDA (Pre Ind AS 116)	H1 FY22	366	368	164	-158	1	740
	H1 FY21	77	-47	-54	-118	1	-141

EBIT	H1 FY22	353	336	125	-166	1	649
	H1 FY21	63	-80	-103	-125	1	-244

PAT	H1 FY22	332	281	-72	-171	0	370
	H1 FY21	45	-118	-261	-122	0	-456

Key Highlights

AHLL reported EBITDA of ₹ 1,101 mio as compared to ₹ 185 mio in H1 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.



STRATEGIC PORTFOLIO APPROACH FOR AHLL

Accelerated Growth

Aim for market leadership

Focus on enhancing market share across India

Apollo Diagnostics

- Consolidation of existing market share and expansion in high potential metro markets via organic/inorganic routes
- Building of digital capabilities to adapt with changing consumer preferences for on-tap services
- Focus on expanding technical capabilities and offer next-gen pathology services

Apollo Clinic

- Deepen our connect by bringing healthcare closer to communities and large residential settlements
- Continued network expansion via managed partnership model

Apollo Fertility

- Implement international standard protocols, strong audits, benchmarked outcomes and clinically relevant technology
- Expand through unique doctor engagement model which ensures long term association and viability in metros/ select tier 1 locations

Continued Growth as per plan

Established player

Focus on improving capabilities and opportunistic expansion

Apollo Cradle

- Drive volumes and improve utilization in existing centers
- Build deeper capabilities for Pediatric services
- Opportunistic expansion in attractive catchments in select metros

Apollo Dialysis

- SIS - H (Shop-in-Shop Hospitals) Models in Non-Apollo hospitals
- Growth via select PPP (Public Private Partnership) engagements to ensure profitability and sustainability

Sustainability and Asset Light Growth

Sustained growth with synergies to the AHLL/ Apollo ecosystem

Focus on providing quality care and ensuring long-term sustainability

Apollo Spectra

- Improve OT utilization
- Standardized Clinical protocols
- Improving organic OP footfalls; enhancing digital customer acquisition model
- Expansion Via Asset Light Managed partner network

Apollo Sugar

- Digital Chronic Disease Management products with online platforms (Apollo 24/7)
- Continued network expansion via managed partnership model

Apollo Dental

- Expand via SIS (Shop-in-Shop) models inside existing and new Clinics
- Continued network expansion via managed partnership model



APPENDIX 1 : IND AS - 116

IMPACT ON P&L AND BALANCE SHEET – H1FY22

(₹ mio)

AHEL Standalone (post IND AS 116)



Balance sheet

Right of use Asset as of 30 th Sep, 2021	↑	5,884
Lease liabilities as of 30 th Sep, 2021	↑	7,811
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	↓	2,109

Profit & Loss

Revenue		-
Other expenses (Lease rent)	↓	428
EBITDA	↑	428
Amortisation	↑	233
EBIT	↑	195
Finance charge	↑	328
PBT	↓	133

AHEL Consolidated (post IND AS 116)



Balance sheet

Right of use Asset as of 30 th Sep, 2021	↑	10,381
Lease liabilities as of 30 th Sep, 2021	↑	13,578
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	↓	3,052

Profit & Loss

Revenue		
Other expenses (Lease rent)	↓	852
EBITDA	↑	852
Amortisation	↑	514
EBIT	↑	338
Finance charge	↑	572
PBT	↓	234

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.



APPENDIX 2 : 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
Samudra Healthcare Enterprises Ltd.	Kakinada	Hospital	100.00%
Apollo Hospitals (UK) Ltd	UK	Hospital	100.00%
AB Medical Centres Limited	Chennai	Infrastructure	100.00%
Total Health			100.00%
Apollo Hospitals Singapore.PTE Limited			100.00%
Future Parking Pvt Ltd	Chennai	Infrastructure	100.00%
Apollo Multispeciality Hospitals Ltd.	Kolkata	Hospital	100.00%
Imperial Hospital and Research Centre Ltd.	Bangalore	Hospital	90.00%
Apollo Home Health care Ltd	Hyderabad	Paramedical Services	89.69%
Pinakini Hospitals Ltd.	Nellore	Hospital	80.87%
Sapien Biosciences Pvt Ltd	Hyderabad	Biobanking tissues	70.00%
Apollo Health and Lifestyle Ltd.	Hyderabad	Apollo Clinics	68.20%
Assam Hospitals Ltd	Assam	Hospital	66.61%
Apollo Rajshree Hospital	Indore	Hospital	54.63%
Apollo Lavasa Health Corporation Ltd	Maharashtra		51.00%
Apollo Medics	Lucknow	Hospital	51.00%
Apollo Hospitals International Ltd.	Ahmedabad	Hospital	50.00%
Apollo Healthcare Technology Solutions Ltd	Chennai	Hospital	40.00%
Associates	Location	Description	
Indraprastha Medical Corporation Ltd.	Delhi, Noida	Hospital	22.03%
Family Health Plan Ltd.		TPA, Health Insurance	49.00%
ApoKos Rehab Pvt Ltd	Hyderabad	Rehab Centre	50.00%
Stemcyte India Therapeutics Pvt Ltd	Ahmedabad	Stemcell Banking	24.50%
Apollo Gleneagles PET-CT Pvt Ltd	Hyderabad	Hospital	50.00%
Apollo Medicals Private Limited	Chennai	Pharmaceutical	25.50%

THANK

YOU