

## HealthCare Global Enterprises Ltd. reports Q3-FY18 results

**Revenue for Q3 FY18 of INR 2,063 Million, a growth of 17% (y-o-y)  
and for 9M FY18 of INR 6,084 Million, a growth of 17.5% (y-o-y)**

**EBITDA for Q3 FY18 at INR 319 Million, a growth of 15.3% (y-o-y)  
and for 9M FY18 of INR 968 Million, a growth of 19.4% (y-o-y)**

**Bengaluru, February 8, 2018:** HealthCare Global Enterprises Limited (“HCG”) today announced its financial results for the quarter (“Q3 FY18”) and nine months (“9M FY18”) ended December 31, 2017.

### Highlights for quarter ended December 31<sup>st</sup>, 2017

- Consolidated Income from Operations (“Revenue”) was **INR 2,063 mn** as compared to **INR 1,762 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **17%**.
- Consolidated Profit Before Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“EBITDA”) was **INR 319 mn** as compared to **INR 277 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **15.3%**.
- Operating EBITDA without loss from new centers was **INR 309 mn** as compared to **INR 274 mn** in the corresponding quarter of the previous year.
- Consolidated Profit Before Other Income, Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“Operating EBITDA”) was **INR 261 mn** as compared to **INR 260 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **0.3%**.
- Consolidated Profit after Taxes and Minority Interest (“PAT”)<sup>(4)</sup> was **INR 32 million** as compared to **INR 54 mn** in the corresponding quarter of the previous year.

*INR million except earnings per share*

Period Ended Dec 31	Q3-FY18	Q3-FY17	Growth (y-o-y)	YTD-FY18	YTD-FY17	Growth (y-o-y)
<b>Income from Operations</b>	<b>2,063</b>	<b>1,762</b>	<b>17.1%</b>	<b>6,084</b>	<b>5,177</b>	<b>17.5%</b>
Other Income	59	17		102	61	
<b>EBITDA<sup>(1)</sup></b>	<b>319</b>	<b>277</b>	<b>15.3%</b>	<b>968</b>	<b>811</b>	<b>19.4%</b>
<i>EBITDA Margin (%)</i>	15.1%	15.6%		15.7%	15.5%	
<b>Operating EBITDA<sup>(2)</sup></b>	<b>261</b>	<b>260</b>	<b>0.3%</b>	<b>866</b>	<b>750</b>	<b>15.5%</b>
<i>EBITDA Margin (%)</i>	12.6%	14.8%		14.2%	14.5%	
<b>PBT<sup>(3)</sup></b>	<b>35</b>	<b>77</b>	<b>-54.4%</b>	<b>250</b>	<b>232</b>	<b>8.1%</b>
<i>PBT Margin (%)</i>	1.7%	4.4%		4.1%	4.5%	
<b>PAT<sup>(4)</sup></b>	<b>32</b>	<b>54</b>	<b>-40.4%</b>	<b>179</b>	<b>153</b>	<b>17.4%</b>
<i>PAT Margin (%)</i>	1.5%	3.0%		2.9%	2.9%	
<b>Earnings Per Share</b>	<b>0.37</b>	<b>0.62</b>	<b>-40.3%</b>	<b>2.09</b>	<b>1.79</b>	<b>16.8%</b>

(1) Profit before depreciation and amortization, finance costs, exceptional items and taxes

(2) Profit before other income, depreciation and amortization, finance costs, exceptional items and taxes

(3) Profit / (Loss) before tax

(4) Profit / (Loss) for the period after taxes and minority interests

## Business Updates for Q3 FY18

- Growing strategic focus and scale across Maharashtra.
  - Nashik expansion and launch of Nagpur and Borivali led to the region contributing 9% of HCG Centers income in Q3 FY18 as compared to 4% in the corresponding quarter of the previous year; this is to further strengthen with upcoming launch of South Mumbai in Q1-FY19
  - Borivali center operationalized with commencement of comprehensive radiation, surgical and medical oncology services, all under one roof, in a large and high-realization market
- Focus on continued leadership in East India region with strong performance at Cuttack and Ranchi; presence in the region to be augmented further with planned launch of Kolkata center in Q1-FY19
- Milann announced plan for new center in Whitefield area towards continuing market leadership in Bengaluru, which remains one of the most attractive markets for fertility

Commenting on the results, **Dr. B.S. Ajaikumar, Chairman and CEO, HealthCare Global Enterprises Ltd.** said, *“We are pleased to report Q3 FY18 results with consistent performance in a changing healthcare landscape. We welcome the announcement from the government which will potentially make high quality healthcare accessible to 500mn people. HCG given our strong presence in Tier 2 and Tier 3 cities across India through our oncology care network is very well positioned in this new landscape. Also, we are very excited about the prospects of the newest addition to the HCG Family – created from the business combination of our Triesta unit with Strand Life Sciences - to create India’s leading speciality diagnostics company. This will redefine precision medicine with end to end expertise spanning bioinformatics, genomics and research. We feel our focused approach in cancer care and fertility treatment, positions us well for the future.”*

## Earnings Call

The company will conduct a one hour conference call at **5:00 PM IST on Thursday February 8, 2018** where the management will discuss insights about the company’s performance and answer questions from participants. To participate in this conference call, please dial the numbers provided below ten minutes ahead of the scheduled start time. The dial-in number for this call is **+91 22 3938 1009 / +91 7045671221**. Other numbers are listed in the conference call invite which is uploaded on the stock exchange and posted on our website.

## About HCG Enterprises Ltd.:

HealthCare Global Enterprises Ltd. (HCG), headquartered in Bengaluru, is the largest provider of cancer care in India. Through its network of 20 comprehensive cancer centers across India and Africa, HCG has brought advanced cancer care to the doorstep of millions of people. HCG’s comprehensive cancer centers provide expertise and advanced technologies required for the effective diagnosis and treatment of cancer under one roof. HCG has pioneered the introduction and adoption of several technologies in the country including stereotactic radiosurgery, robotic radiosurgery and the use of genomics for personalized treatment of cancer. Under the “Milann” brand, HCG operates 7 fertility centers. **For further information**, visit [www.hcgel.com](http://www.hcgel.com) or **contact: Company Secretary and Compliance Officer: Sunu Manuel, [investors@hcgoncology.com](mailto:investors@hcgoncology.com)**