

HealthCare Global Enterprises Ltd. reports Q3 FY19 results

**Revenue for Q3 FY19 of INR 2,488 Million, a growth of 20.6% (y-o-y)
and for YTD FY19 of INR 7,207 Million, a growth of 18.5% (y-o-y)**

**Operating EBITDA for Q3 FY19 of INR 289 Million, a growth of 10.9% (y-o-y)
and Operating EBITDA for YTD FY19 of INR 930 Million, a growth of 7.3% (y-o-y)**

Bengaluru, February 7, 2019: HealthCare Global Enterprises Limited (“HCG”) today announced its financial results for the quarter (“Q3”) and nine months (“YTD”) ended December 31, 2018 for fiscal year (“FY19”).

Highlights for quarter ended December 31st, 2018

- Consolidated Income from Operations (“Revenue”) was **INR 2,488 mn** as compared to **INR 2,063 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **20.6%**.
- Operating EBITDA for existing centers was **INR 337 mn** as compared to **INR 309 mn** in the corresponding quarter of the previous year, reflecting an Operating EBITDA margin of **17.5%** as compared to margin of **18.5%** in the previous year.
- Loss from new centers was **INR 48 mn** as compared to a loss of **INR 48 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 289 mn** as compared to **INR 261 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **10.9%**.
- Consolidated Profit after Taxes and Minority Interest (“PAT”)⁽⁴⁾ was a loss of **INR 62 mn** as compared to a profit of **INR 32 mn** in the corresponding quarter of the previous year.

INR million except earnings per share

Period Ended Dec 31	Q3-FY19	Q3-FY18	Growth (y-o-y)	YTD-FY19	YTD-FY18	Growth (y-o-y)
Income from Operations	2,488	2,063	20.6%	7,207	6,084	18.5%
EBITDA⁽¹⁾	299	319	-6.4%	971	968	0.3%
<i>EBITDA Margin (%)</i>	<i>12.0%</i>	<i>15.1%</i>		<i>13.4%</i>	<i>15.7%</i>	
Operating EBITDA⁽²⁾	289	261	10.9%	930	866	7.3%
<i>EBITDA Margin (%)</i>	<i>11.6%</i>	<i>12.6%</i>		<i>12.9%</i>	<i>14.2%</i>	
PBT⁽³⁾	-73	35	NM	-252	250	NM
<i>PBT Margin (%)</i>	<i>-2.9%</i>	<i>1.7%</i>		<i>-3.5%</i>	<i>4.1%</i>	
PAT⁽⁴⁾	-62	32	NM	-161	179	NM
<i>PAT Margin (%)</i>	<i>-2.5%</i>	<i>1.5%</i>		<i>-2.2%</i>	<i>2.9%</i>	
Earnings Per Share	-0.71	0.37	NM	-1.83	2.09	NM

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

(2) EBITDA before other income

(3) Profit / (Loss) before tax and after share of profit / (loss) of equity accounted investee

(4) Profit / (Loss) for the period after share of profit / (loss) of equity accounted investee, taxes and minority interests

Business Updates for Q3 FY19

- Maharashtra continues to demonstrate ramp-up:
 - Over 10,000 new patient registrations and 100 radio surgeries completed for the region in FY19
 - Nashik Phase II fully operationalised with growth in patient volumes
 - Strong uptick in Borivali occupancy levels and new patient registrations
 - Continued reduction in losses from Borivali and Nagpur new centers
- Strong revenue growth with margins expansion across Gujarat:
 - Existing Ahmedabad centers show margin uptick of over 300 bps y-o-y
 - Baroda center continues over 30% revenue growth on y-o-y basis
- East India margins improve over 300 bps y-o-y on back of improvements in patient mix
- Strand Life Sciences completes acquisition of Quest diagnostic India business; to focus on driving synergies while augmenting wellness, specialized diagnostics and research business opportunities

Commenting on the results, **Dr. B.S. Ajaikumar, Chairman and CEO, HealthCare Global Enterprises Ltd.** said, *“We are happy to report Q3 FY19 by strong execution, while focusing on consolidation, in a dynamic healthcare landscape. Performance of our core oncology business is on track. The existing centers are ramping up across all regions with improving return profiles, while the new centers are geared to achieve break-even. All new projects are nearing completion, and with South Mumbai and Kolkata centers are being operationalised in the coming quarter, we will be consolidating our position in oncology market. HCG is well poised to realise yields from these substantial investments made over the past few years. Overall, we are exciting about executing our strategy of Pan-India leadership in healthcare specialities, with focus on execution driving value creation for all stakeholders.”*

Earnings Call

The company will conduct a one hour conference call at **5:30 PM IST on Thursday February 07, 2019** 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 6280 1107 / +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 21 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 8 fertility centers. **For further information**, visit www.hcge.com or contact: **Company Secretary and Compliance Officer: Sunu Manuel, investors@hcgoncology.com**