

HealthCare Global Enterprises Ltd. reports Q2-FY18 results

**Revenue for Q2 FY18 of INR 2,111 Million, a growth of 21% (y-o-y)
and for H1 FY18 of INR 4,022 Million, a growth of 18% (y-o-y)**

**EBITDA for Q2 FY18 of INR 311 Million, a growth of 22% (y-o-y)
and for H1 FY18 of INR 606 Million, a growth of 24% (y-o-y)**

Bengaluru, November 7, 2017: HealthCare Global Enterprises Limited (“HCG”) today announced its financial results for the quarter (“Q2 FY18”) and six months (“H1 FY18”) ended September 30, 2017.

Highlights for the quarter ended September 30, 2017

- Consolidated Income from Operations (“Revenue”) was **INR 2,111 mn** as compared to **INR 1,740 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **21%**.
- Consolidated Profit Before Other Income, Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“EBITDA”) was **INR 311 mn** as compared to **INR 254 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **22%**.
- Consolidated Profit before Taxes (“PBT”)⁽³⁾ was **INR 118 mn** as compared to **INR 76 mn** in the corresponding quarter of the previous year.
- Consolidated Profit after Taxes and Minority Interest (“PAT”)⁽³⁾ was **INR 100 million** as compared to **INR 49 mn** in the corresponding quarter of the previous year.
- EBITDA loss from new centers was **INR 21 mn** as compared to a loss of **INR 18 mn** in the corresponding quarter of the previous year.

INR million except earnings per share

Period Ended Sep 30	Q2-FY18	Q2-FY17	Growth (y-o-y)	H1-FY18	H1-FY17	Growth (y-o-y)
Income from Operations	2,111	1,740	21.3%	4,022	3,415	17.8%
EBITDA⁽¹⁾	311	254	22.3%	606	490	23.5%
<i>EBITDA Margin (%)</i>	<i>14.7%</i>	<i>14.6%</i>		<i>15.1%</i>	<i>14.4%</i>	
PBT⁽²⁾⁽³⁾	118	76	55.5%	215	155	39.1%
<i>PBT Margin (%)</i>	<i>5.6%</i>	<i>4.4%</i>		<i>5.4%</i>	<i>4.5%</i>	
PAT⁽³⁾⁽⁴⁾	100	49	102.6%	147	99	48.6%
<i>PAT Margin (%)</i>	<i>4.7%</i>	<i>2.8%</i>		<i>3.7%</i>	<i>2.9%</i>	
Earnings Per Share	1.17	0.58	101.7%	1.72	1.16	48.3%

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

(2) Profit / (Loss) before tax

(3) Includes gain of INR 64 Million in Q2 FY18 from accounting of investment in HCG Africa under equity method

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

Business Updates for Q2

- Consummated acquisition of Cancer Care Kenya, a leading dedicated cancer care center located in Nairobi, towards establishing strong HCG foothold in East African region
- Increased penetration in Maharashtra, a region of focus for the Company, with Nagpur center operationalised and commencement of Borivali center in the quarter
- Karnataka region strategy to focus on procedure and payer mix enhancement delivering strong growth while maintaining high operating margins
- Baroda center, launched in Q1 FY17, achieved operational break-even and continues to scale-up

Commenting on the results, **Dr. B.S. Ajaikumar, Chairman and CEO, HealthCare Global Enterprises Ltd.** said, *“We are pleased to report Q2 FY18 results with continuing strong operating and financial performance. Our vision to expand and create pan-India presence is being implemented as planned. While new centers are being launched, several centers have already achieved operational break-even and are now contributing positively. Our acquisition in Nairobi opens up several possibilities for HCG to establish presence and provide comprehensive and quality cancer care to the large underserved market across Africa. With respect to Maharashtra, which is of strategic importance and an attractive market, we see substantial increase in presence through centers launched in Nagpur and Borivali as well as upcoming expansion in Nashik. We feel our focused approach in both, cancer and fertility, with emphasis on quality of revenue and sustainable margins, position us well for sustained growth.”*

Earnings Call

The company will conduct a one hour conference call at **5:00 PM IST on Tuesday November 7, 2017** 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 22 3940 3977**. 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 or contact: Company Secretary and Compliance Officer: Sunu Manuel, investors@hcgoncology.com**