

## HealthCare Global Enterprises Ltd. reports Q1 FY19 results

**Revenue for Q1 FY19 of INR 2,266 Million, a growth of 19% (y-o-y)  
and EBITDA for Q1 FY19 of INR 315 Million, at an EBITDA margin of 14%**

**Bengaluru, August 9, 2018:** HealthCare Global Enterprises Limited (“HCG”) today announced its financial results for the quarter (“Q1”) ended June 30 for fiscal year (“FY19”).

### Highlights for quarter ended June 30<sup>th</sup>, 2018

- Consolidated Income from Operations (“Revenue”) was **INR 2,266 mn** as compared to **INR 1,911 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **18.6%**.
- Operating EBITDA for existing centers was **INR 337 mn** as compared to **INR 294 mn** in the corresponding quarter of the previous year, reflecting an Operating EBITDA margin of **18.5%** as compared to margin of **17.8%** in the previous year.
- Loss from new centers was **INR 32 mn** as compared to profit of **INR 1 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 306 mn** as compared to **INR 295 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **3.6%**.
- Consolidated Profit after Taxes and Minority Interest (“PAT”)<sup>(4)</sup> was a loss of **INR 34 mn** as compared to a profit of **INR 47 mn** in the corresponding quarter of the previous year.

*INR million except earnings per share*

Period Ended June 30	Q1-FY19	Q1-FY18	Growth (y-o-y)
<b>Income from Operations</b>	<b>2,266</b>	<b>1,911</b>	<b>18.6%</b>
Other Income	9	24	
<b>EBITDA<sup>(1)</sup></b>	<b>315</b>	<b>319</b>	<b>-1.3%</b>
<i>EBITDA Margin (%)</i>	<i>13.8%</i>	<i>16.5%</i>	
<b>Operating EBITDA<sup>(2)</sup></b>	<b>306</b>	<b>295</b>	<b>3.6%</b>
<i>EBITDA Margin (%)</i>	<i>13.5%</i>	<i>15.4%</i>	
<b>PBT<sup>(3)</sup></b>	<b>-58</b>	<b>97</b>	<b>NM</b>
<i>PBT Margin (%)</i>	<i>-2.6%</i>	<i>5.1%</i>	
<b>PAT<sup>(4)</sup></b>	<b>-34</b>	<b>47</b>	<b>NM</b>
<i>PAT Margin (%)</i>	<i>-1.5%</i>	<i>2.5%</i>	
<b>Earnings Per Share</b>	<b>-0.39</b>	<b>0.55</b>	<b>NM</b>

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

(2) EBITDA before other income

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

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

## Business Updates for Q1 FY19

- Gujarat and Maharashtra together contributed 41% of HCG centers revenues, exceeding Karnataka for the first time
  - Nashik Phase II commenced operations adding 75 operational beds and scope for further expansion
  - Borivali center ramping per plan; establishing leadership in radiosurgery and growing inflow of international patients
  - Advanced Hematology oncology / Bone Marrow Transplant services offered at centers in Maharashtra
  - Strong performance of Baroda center continues; increasing penetration in Gujarat region with commencement of out-patient services in Rajkot center
- Strong ramp at center in Nairobi; 1<sup>st</sup> to launch high-end HDR brachytherapy treatment in Kenya
- New Milann center at Whitefield in Bangalore commenced operations; addresses one of the high potential IVF markets in India
- Strand Lifesciences, our leading specialty diagnostics and precision medicine company initiated clinical research projects with leading pharmaceutical companies and expanded labs in Cuttack, Vijaywada, Vizag and Jaipur
- First of its kind, oncology specific Electronic medical record (EMR) system to be co-developed with Elekta; to bring in consolidated multidisciplinary database with actionable analytics, seamless automated workflow and clinical data to enable standardization of treatment protocols

Commenting on the results, **Dr. B.S. Ajaikumar, Chairman and CEO, HealthCare Global Enterprises Ltd.** said, *“We are pleased to report Q1 FY19 results with robust growth across our business. We continue to create scale in oncology on pan-India basis. In addition to the leadership in Karnataka and Gujarat, we are seeing strong growth in large markets like Maharashtra, Andhra Pradesh, Tamil Nadu across metros and Tier 2/3 towns. Nashik and Mumbai, in particular, are showing good growth. Our existing centers continue to show margin improvement while new centers scale-up as per plan, a testament to our focus on execution. We are also seeing excellent opportunities to leverage our core technology expertise in oncology to offer services in various international markets. We are pleased to welcome Srinivas Raghavan who has joined us as CFO and brings wealth of experience and expertise to HCG. We are pleased to welcome Sudhir Bahl as CEO of Milann, with significant experience in IVF domain, towards implementation of new strategic initiatives and the potential for consolidation in fertility and build national presence. Overall, we are excited about continuing our leadership in niche specialities with focus on efficient execution, while investing in strategic initiatives towards continued future value creation for all stakeholders.”*

## Earnings Call

The company will conduct a one hour conference call at **5:00 PM IST on Thursday August 09, 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 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 19 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 9 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)**