



February 10, 2022

National Stock Exchange of India Limited,
Compliance Department,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400051,
Maharashtra, India

BSE Limited,
Compliance Department,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001,
Maharashtra, India

Dear Sir/Madam,

Subject : Press release

Stock Code : BSE – 539787, NSE – HCG

We wish to inform you that the Board of Directors of the Company, at their meeting held on February 10, 2022, *inter alia*, has approved the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2021.

In this respect, we enclose herewith the communication being released to the Press on the Financial Results of the Company for the quarter and nine months ended December 31, 2021.

Request you to take this on record.

Thanking you,

For HealthCare Global Enterprises Limited

Sunu Manuel
Company Secretary & Compliance Officer

Encl: a/a.

HealthCare Global Enterprises Ltd. reports Q3 FY22 results

Revenue for Q3 FY22 of INR 3,581 Million, a growth of 30.7% (y-o-y)

and for 9M FY22 of INR 10,332 Million, a growth of 44.4% (y-o-y)

EBITDA for Q3 FY22 of INR 648 Million, a growth of 48.4% (y-o-y)

and EBITDA for 9M FY22 of INR 1,845 Million, a growth of 84.9% (y-o-y)

Bengaluru, February 10, 2022: HealthCare Global Enterprises Limited (“HCG”), the leader in India in speciality healthcare services focused on oncology and fertility today announced its financial results for the quarter (“Q3”) and nine months ended December 31, 2021.

Highlights for quarter ended December 31, 2021

- Consolidated Income from Operations (“Revenue”) was **INR 3,581 mn** as compared to **INR 2,740 mn** in the corresponding quarter of the previous year, reflecting a year-on-year growth of **30.7%**
- Consolidated Profit Before Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“EBITDA”) was **INR 648 mn**, as compared to **INR 437 mn** in the corresponding quarter of the previous year, a growth of **48.4%** year-on-year
- Consolidated Profit Before Other Income, Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“Operating EBITDA”), was **INR 619 mn**, as compared to **INR 378 mn** in the corresponding quarter of the previous year, a growth of **63.5%** year-on-year
- Operating EBITDA for Existing centers was **INR 566 mn**, a growth of **41.8%** year-on-year, reflecting an Operating EBITDA margin of **20.6%**
- Operating EBITDA from New centers was **INR 52 mn**, as compared to loss of **INR 21 mn** in the corresponding quarter of the previous year
- Proforma PAT was **INR 12 mn**, as compared to a loss of **INR 205 mn** in the corresponding quarter of last year, after adjusting below and tax implications there of;
 - Impairment of NCR Project of INR 472 Mn
 - Exceptional gain of INR 19 Mn arising out of Suchirayu acquisition
 - Onetime project fee of Q3’22 INR 20 Mn

INR million except earnings per share

Period ended Dec'21	Q3-FY22	Q3-FY21	Growth (y-o-y)
Income from Operations	3,581	2,740	30.7%
EBITDA⁽¹⁾	648	437	48.4%
EBITDA margin (%)	18.1%	15.9%	
Operating EBITDA⁽²⁾	619	378	63.5%
Op. EBITDA margin (%)	17.3%	13.8%	
PBT⁽³⁾	(461)	(354)	NM
PBT margin %	-12.9%	-12.9%	
PAT⁽⁴⁾	(458)	(293)	NM
PAT margin %	-12.8%	-10.7%	
Earnings per share (EPS)	(3.55)	(2.33)	NM
Proforma PAT	12	(205)	NM

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

(2) EBITDA excluding other Income and Includes new ESOP scheme expenses 17 Mn and one-time project expense of 20 Mn Q3'22

(3) Profit / (Loss) before tax and after share of profit / (loss) of equity accounted investee. Q3'22 Adjusted for impairment of NCR project of INR 472 Mn and exceptional gain of INR 19 Mn arising out of Suchirayu acquisition

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

(5) Proforma PAT is after normalizing for one-time project expense, impairment loss and exceptional gain and tax implications there of

Business Updates for Q3 FY22

- Record performance with 'all-time high' operating financials delivered across the business:
 - Highest ever quarterly Revenue and Operating EBITDA delivered during the quarter
 - Strong yearly revenue growth on the back of higher footfalls
- HCG New centers continued their scale-up trajectory:
 - Strong revenue growth of **54.2%** y-o-y
 - Recorded positive EBITDA with several centers witnessing turnaround in EBITDA (unit level)
- Several regions delivered high double-digit revenue growth on yearly basis on the back of gradual unlocking of the economy
 - Maharashtra upsurge continued across all centers and delivered **29.9%** revenue growth y-o-y
 - East India witnessed a continuance in its growth path with **35.1%** revenue growth y-o-y
 - North India recorded a high growth of **147.9%** y-o-y
- Other highlights
 - Milann revenues grew by **28.5%** y-o-y and our digital campaigns contributed to this

Commenting on the results, **Dr. B.S. Ajaikumar, Executive Chairman, HealthCare Global Enterprises Ltd.** said,

“We are happy to report a robust Q3 FY 22 with secular growth across regions and segments. The last six years as a publicly listed company have seen a sustained growth in footfalls and revenues. Our new patient registration has almost doubled since 2018 and we currently are above 100,000 new patients per annum which in turn has doubled the revenue in the said period. The fact that 85% of this revenue is Oncology centric is a clear testament of our business model in addition to the deep social impact that we make to the lives of thousands of patients and their families. Looking at the future, we believe that this growth will enhance not only on the back of the increasing longevity of patients but also a realization that cancer is now being viewed as a curable and chronic disease with a good lifestyle.

With the addition of the labs and the clinical trials business, we are now uniquely positioned to not only enhance our diagnostic capabilities and offerings but potentially redefine precision medicine with end-to-end expertise spanning bioinformatics, genomics and research.

With 25 hospitals, 21 of which are Oncology focused, we have built a niche platform in the Indian healthcare space and with our major capex cycles already done, I believe the future years will see the Company benefiting from these investments.”

Mr. Raj Gore, CEO HealthCare Global Enterprises Ltd., added, *“We have delivered another quarter of sustained performance. This was our fourth consecutive quarter with all-time-record revenue and second consecutive quarter with all-time-record EBIDTA. Implementation of go-to-market plans across our network locations during last three quarters have started showing results through this profitable growth. Overall, these results were made possible through execution focus and hard work of entire HCG team and we remain committed to driving growth and optimizing operations in the coming quarters.*

As we look to the future, we want to build a long-term relationship with our patients to be their trusted advisor over a lifetime. With that objective in mind, we have begun our digital transformation journey to create an Omni-channel end to end patient engagement platform with the help of digital technology. We believe that this initiative will accelerate our growth in future and help HCG to solidify its leadership position in oncology.”

Earnings Conference Call

The company will conduct a one hour conference call at **06:00 PM IST on Thursday February 10, 2022** 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 22 7115 8008**. 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 22 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 for the effective diagnosis and treatment of cancer under one roof. Under the “Milann” brand, HCG operates 7 fertility centers. Strand Life Sciences, an associate company of HCG, is a precision diagnostics company with strong track record in bioinformatics and a pioneer of genomic testing in India. **For further information, visit www.hcgel.com or contact: Company Secretary and Compliance Officer: Sunu Manuel, investors@hcgoncology.com**