



February 09, 2023

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 09, 2023, *inter alia*, has approved the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2022 (“Financial Results”).

In this respect, we enclose herewith the communication being released to the Press on the Financial Results of the Company.

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 Limited

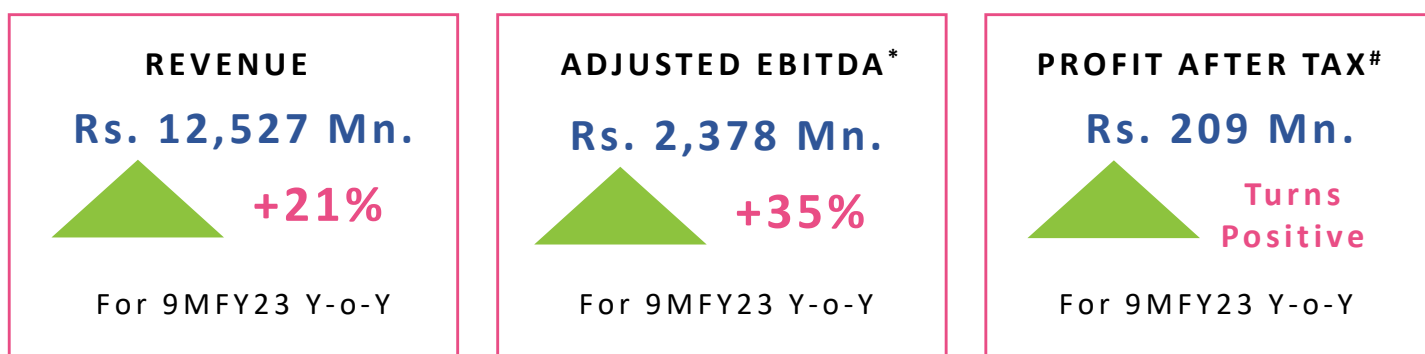
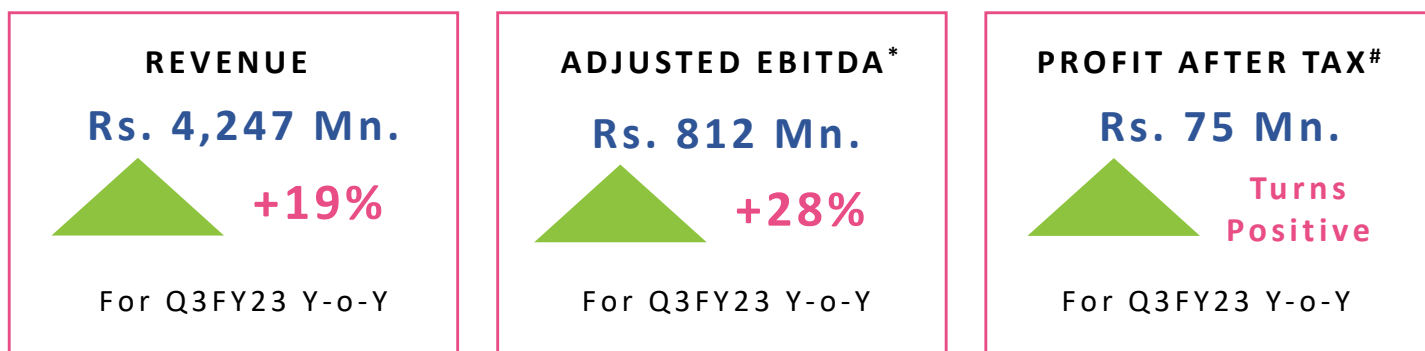
HCG Tower, # 8, P Kalinga Rao Road, Sampangi Rama Nagar, Bangalore - 560027.

080 33669999 | info@hcgoncology.com | www.hcgoncology.com | CIN : L15200KA1998PLC023489

HEALTHCARE GLOBAL ENTERPRISES LIMITED

Q3 & 9M FY23 Financial & Business Update

Bangalore, 9th February 2023 – Healthcare Global Enterprises Limited (HCG), one of the largest provider of Cancer care in India under the brand “HCG” announced its Unaudited Financial Results for the Quarter and 9 Months ended 31st December 2022



REVENUE BREAKUP – HCG (MATURE vs EMERGING CENTERS)

Particulars (Rs. Mn.)	Q3 FY23	Q3 FY22	YoY	9MFY23	9MFY22	YoY
Mature Centers	3,065	2,628	+17%	9,133	7,641	+20%
Emerging Centers	1,015	785	+29%	2,889	2,228	+30%

EBITDA BREAKUP - HCG (MATURE vs EMERGING CENTERS)

Particulars (Rs. Mn.)	Q3 FY23	Q3 FY22	YoY	9MFY23	9MFY22	YoY
Mature Centers	779	654	+19%	2,305	1,904	+21%
Emerging Centers	78	76	+3%	273	116	+134%

*Adjusted EBITDA excludes

- Impact of ESOPs cost of INR 17.94 mn for Q3FY23 and 17.29 mn in Q3FY22 & of INR 49.47 mn for 9MFY23 and 8.73 mn in 9MFY22
- Impact of one-time consulting fees for strategy work for a period of 12-18 months. Cost of one-time consulting fees stands at INR 39 mn for Q3FY23 & INR 104 mn for 9MFY23

#PAT for Q3 & 9MFY22 is pre-exceptional items

OTHER BUSINESS UPDATES FOR Q3 FY23

• Clinical Highlights

- **Profiled 2,000+ patients** with variety of malignancies using **targeted deep sequencing** for hotspot mutations in 56/152 cancer related genes
- **2 of our clinicians** at the COE in Bangalore have been **named in prestigious National Cancer Institute of USA** as working committee members in the RAD immune division
- Ahmedabad center has performed countries the **largest number of Oesophagectomy 1000+, through Robotic technique**
- **Performed 4,200+ Cyberknife** cases at our COE in Bangalore till date – **largest volume by a center in the country**
- **Performed 20 Cases of Adaptive therapy** through our recently introduced latest Radiation technology “Ethos” in first 3 months
- Performed **13 complex (“Partial T cell Depleted c19 and tcr alpha beta depleted transplant”)** bone marrow transplant through advanced Clinimacs technology at our centre in Kolkata in last 18 months - Unique capability in East India

• Recognitions

- HCG Bangalore Winner of FICCI Excellence in Service
- HCG Cuttack awarded the Best Onco Hospital in Easter region by Times
- HCG Nagpur presented the Vidarbha Samman Award for outstanding service in the field of Medical service by CNBC

OPERATIONAL HIGHLIGHTS for Q3 FY23*

- Overall ARPOB stood at Rs. 37,014 vs. Rs. 38,801 in Q3 FY22
- Overall AOR stood at 65.7% vs. 56.9% in Q3 FY22, a rise of 880 bps
- **RoCE (9MFY23 Annualized)**
 - RoCE for Mature centers stood at 19.7% vs. 15.7% in FY22, an improvement of 400 bps. RoCE pre-corporate allocations stands at 24%
 - RoCE for Emerging centers stood at -5.3% vs. -8.3% in FY22, an improvement of 300 bps. RoCE pre-corporate allocations stands at -1.4%
- **Several regions delivered high double-digit revenue growth on yearly basis**
 - North India Region showed exemplary growth of 104% YoY whereas East India region also grew by 34% YoY
 - Our larger markets like Karnataka and Gujarat grew by 12% and 20% YoY respectively
 - Tamil Nadu grew by 24%, Andhra Pradesh grew by 20% and Maharashtra grew by 10%
 - Our International operations grew at a robust growth rate of 93% YoY and 316% for 9MFY23 period



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

“At HCG, we strive to provide the best-in-class treatments for our patients across the value chain. We have been focusing on consistently upgrading our skill set with the deep domain knowledge, upgradation of technology & urge to treat cancer for the best possible outcomes for every single patient under the HCG horizon.

Technology and innovation play a pivotal role towards enhancing healthcare systems, increasing access to healthcare services, and reducing costs of therapies and consultations. It is the intelligent deployment of technology that serves the larger cause of healthcare. At HCG, patient care is approached holistically based on risk and severity of disease - from pre-admission to post-discharge – and is aimed at enhancing outcomes, lowering costs, and bettering resource management. Whether Linac technology, Teleradiology, Bioinformatics, Genomics, Robotic surgery, Digital pathology, or Adaptive AI, HCG's technology adoption is unflinchingly focused on patient outcomes.

Our focus has been on Oncology in conjunction with local partners, has helped us built a strong legacy as a World-class Oncology Treatment Center & Institution across India.”

Mr. Raj Gore, CEO HealthCare Global Enterprises Ltd. added,

“I am extremely happy to share that we have once again outgrown the industry growth and our revenues for Q3FY23 grew by 19% on Y-o-Y basis to Rs. 4,247 mn. With accelerated awareness in the society for Cancer care & diagnosis and HCG, being a trusted brand in the medical fraternity for Cancer care, we expect the revenue growth to improve and margins to enhance due to operating leverage play.

We have seen growth in our volumes & patient count across modalities and with increased awareness, investments in digital technology, marketing initiatives & positive outcomes, we are optimistic of sustaining the growth momentum.

At HCG, we believe in patient centric care, focus on accessible oncological services, advanced treatments and high-quality care & outcomes. Over the years we have emerged as a responsible brand earning the trust of thousands of patients and admiration of the community which has led us to be leader in most of the markets, we are present in. Going forward, we continue to invest in HCG brand and penetrate deeper into the markets of our core geography and attain leadership position in newer territories through superior treatment & outcomes.”



About Healthcare Global Enterprises Limited (HCG):

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.

Safe Harbor

This document may contain forward-looking statements about Healthcare Global Enterprises Limited and its Subsidiaries, which are based on the beliefs, opinions, and expectations of the company's management as the date of this Investor release and the companies do not assume any obligation to update their forward-looking statements if those beliefs, opinions, expectations, or other circumstances should change. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.

For more information, please contact

Company : Healthcare Global Enterprises Limited



CIN: L15200KA1998PLC023489

For updates and specific queries, please visit www.hcgel.com or feel free to contact investors@hcgoncology.com

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