

APOLLO HOSPITALS ENTERPRISE LIMITED

CIN : L85110TN1979PLC008035



13th February 2016

The Secretary,
Bombay Stock Exchange Ltd (BSE)
Phiroze Jheejheebhoy Towers,
Dalal Street,
Mumbai - 400 001.

Scrip Code - 508869
ISIN INE437A01024

The Secretary,
National Stock Exchange,
Exchange Plaza, 5th Floor
Plot No.C/1, 'G' Block
Bandra - Kurla Complex
Bandra (E)
Mumbai - 400 051.

Scrip Code- APOLLOHOSP
ISIN INE437A01024

The Manager
The National Stock Exchange,
Wholesale Debt Market
Exchange Plaza, 5th Floor
Plot No.C/1, 'G' Block
Bandra - Kurla Complex
Bandra (E)

Mumbai - 400 051.
ISIN INE437A07062,
INE437A07070,
INE437A07088 &
INE437A07104

Dear Sir,

**Sub:- Presentation to Analysts/Institutional Investors on
quarter and nine months ended 31st December 2015**

Further to our letter dated 12th February 2016, please find enclosed a copy of the presentation being made to Analysts/Institutional Investors on the unaudited financial results of the Company for the quarter and nine months ended 31st December 2015, which is scheduled at 2.30 pm on Monday, 15th February 2016.

Kindly take note of the same in your records.

Thanking you,

Yours faithfully,
For APOLLO HOSPITALS ENTERPRISE LIMITED

S.M. KRISHNAN
VICE PRESIDENT - FINANCE
AND COMPANY SECRETARY

CC : The Secretary,
Luxembourg Stock Exchange,
B.P. 165,
L-2011 Luxembourg.

Securities and Exchange Commission
Division of Corporation Finance
Office of International Corporate
Finance
450 Fifth Street, N.W.
Washington, D.C.
20549-0302

IS/ISO 9001:2000

Regd. Office :
19, Bishop Gardens,
Raja Annamalaipuram,
Chennai - 600 028

General Office :
"Ali Towers", III Floor,
#55, Greaves Road,
Chennai - 600 006

Tel: 044 - 28290956 / 3896 / 6681
Telefax: 044 - 2829 0956
Email: apolloshares@vsnl.net
Website: www.apollohospitals.com



Q3 FY 2016 Earnings Update

SAFE HARBOUR

- No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements” based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and in their opinion reasonable, including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.
- Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company’s business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.
- Numbers mentioned in this Presentation in respect of information provided on hospital operating parameters and other operating metrics have been compiled by the management and are being provided only by way of

additional information. These are not to be construed as being provided under any legal or regulatory requirements. The accuracy of these numbers have neither been vetted nor approved by the Audit Committee and the Board of Directors of Apollo Hospitals Enterprise Limited (AHEL), nor have they been vetted or reviewed by the Auditors, and therefore may differ from the actual.

- Important risk factors and uncertainties could make a material difference to the Company’s operations. These risks include but are not limited to, the risk factors described in AHEL’s prospectus, annual reports and other periodic filings made by the company. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.
- This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes. This presentation may not be copied or disseminated in any manner.
- The Company on a quarterly basis adopts and publishes Standalone financial results as per the stock exchange listing agreement requirements. The consolidated financial results provided for the Quarter are unaudited and for information purposes only.
- Previous year figures have been reworked/regrouped /rearranged and reclassified wherever necessary to conform to the requirement of revised Schedule VI format

Contents

HIGHLIGHTS

**STANDALONE
FINANCIAL
PERFORMANCE**

**CONSOLIDATED
FINANCIAL
PERFORMANCE**

**OPERATIONAL
PERFORMANCE
– HOSPITALS**

**OPERATIONAL
PERFORMANCE
– STANDALONE
PHARMACY**

**UPDATE ON
PROJECTS**

**UPDATE ON
NON-HOSPITAL
JVS**

HIGHLIGHTS

Highlights

Financial Performance

- YTD Dec 15 Consolidated Revenues of ₹ 45,273 mio (up 17.3% yoy)
- YTD Dec 15 Consolidated EBITDA of ₹ 6,002 mio (up 7.8% yoy)
 - New Hospitals reported an operating loss of ₹ 2 mio in YTD Dec 15
 - AHLL reported an EBITDA loss of ₹ 254 mio
- YTD Dec 15 Consolidated EBITDA margin at 13.3% as compared to 14.4% in YTD Dec 14
- Consolidated PAT of ₹ 2,421 mio in YTD Dec 15
 - Includes AHLL PAT loss of ₹ 235 mio

Key Operational Highlights

- Chennai cluster displayed 11.3% increase in revenues in YTD Dec 15 at ₹ 10,248 mio as compared to ₹ 9,209 mio in YTD Dec 14.
- Hyderabad Revenues grew by 8.0% in YTD Dec 15 to ₹ 3,982 mio as compared to ₹ 3,689 mio in YTD Dec 14. However ARPOB registered a healthy 14% growth due to case mix improvement and reduction in low yielding cases.
- New Hospitals displayed good growth. Revenues grew from ₹ 1,221 mio in YTD Dec 14 to ₹ 2,272 in YTD Dec 15.
- Bangalore & Mysore witnessed good growth of 10% & 25% respectively.
- Stand Alone Pharmacies (SAP) reported Revenues of ₹ 17,147 mio, growth of 32%. SAP EBITDA at ₹ 647 mio (3.8% margin) in YTD Dec 15.
- Apollo Munich achieved a Gross Written Premium of ₹ 6,406 mio in YTD Dec 15 against ₹ 4,788 mio achieved during the same period in the previous year representing a growth of 34%.

Highlights

Capacity

- 65 hospitals with total bed capacity of 9,064 beds as on Dec 31, 2015
 - 40 owned hospitals including JVs/ Subsidiaries and Associates with 7,183 beds
 - 11 Day care/ short surgical stay centres with 306 beds and 6 Cradles with 141 beds
 - 8 Managed hospitals with 1,434 beds.
- Of the 7,183 owned hospital beds capacity, 6,454 beds were operational and had an occupancy of 66%.
- The total number of pharmacies as on Dec 31, 2015 was 2,263. Gross additions of 176 stores with 39 stores closures thereby adding 137 stores on a net basis in YTD Dec 15.

Medical Initiatives Accomplishments

- Apollo hospital, Chennai successfully performed the first TAVR - Transcatheter Aortic Valve Replacement on a patient who had severe aortic valve stenosis. The patient also had multiple co-morbid conditions such as Type 2 Diabetes, post CABG status, Chronic Kidney Disease, Chronic Obstructive Pulmonary Disorder with severe Pulmonary Hypertension. The patient was discharged in 5 days.
- The Paediatric Cardiology team at Apollo Hospital, Hyderabad successfully performed a complex and rare cardiac surgery on a prematurely born baby suffering from Ebstein's Anomaly - a critical congenital heart ailment.
- Apollo, Bhubaneswar successfully carried an advanced carotid arterectomy surgery to resolve blocks in the brain blood vessels that can prove fatal to stroke patients. The neurosurgery procedure, presently undertaken by very few specialised centres in India, was conducted on a 38-year-old patient who had a 72% block in the main blood vessel to the brain after suffering a stroke.
- Intra-arterial Chemotherapy, a novel procedure for the Treatment of Intraocular Retinoblastoma done at Apollo Hospital, Hyderabad for the first time in south India.

Other Key Developments

- In the Week – Nielsen Best Hospital Survey 2015: Apollo Hospital, Chennai has retained its position as the best multi-specialty private hospital in the country. It is also the pre-eminent facility in Chennai in the ranking by city. Apollo Gleneagles, Kolkata and Apollo Hospitals, Ahmedabad also retained the top spot in their respective cities. Hospitals in Hyderabad, Delhi and Bengaluru were voted 2nd, 3rd and 5th in the respective city-wide ranking which have regularly featured Apollo Hospitals in the top tier in the cities it is present.
- Apollo Hospitals, Bhubaneswar has been awarded the Best Emerging Hospital in the Eastern India at the Worldwide Achievers Healthcare Excellence Summit and Awards-2015.
- Apollo Hospitals has completed ten years of JCI accreditation in India underlining its success in delivering healthcare services of utmost quality and safety. Indraprastha Apollo Hospital, Delhi had become the first hospital in the country to be accredited by JCI in 2005. This was followed by hospitals in Chennai, Hyderabad, Bengaluru, Kolkata and Dhaka within the network.

STANDALONE FINANCIAL PERFORMANCE

Standalone Financial Performance – Total

(₹ mio)

1 of 3

	Q3 FY 15	Q3 FY 16	yoy (%)	YTD Dec 14	YTD Dec 15	yoy (%)
Revenue	11,825	13,805	16.7%	33,891	40,128	18.4%
Operative Expenses	6,321	7,377	16.7%	17,940	21,427	19.4%
Employee Expenses	1,797	2,222	23.7%	5,298	6,200	17.0%
Administrative & Other Expenses	1,961	2,381	21.4%	5,617	6,932	23.4%
Total Expenses	10,078	11,979	18.9%	28,855	34,560	19.8%
EBITDA	1,747	1,826	4.5%	5,036	5,568	10.6%
margin (%)	14.8%	13.2%	-155 bps	14.9%	13.9%	-98 bps
Depreciation	386	501	29.7%	1,174	1,413	20.4%
EBIT	1,361	1,325	-2.6%	3,862	4,155	7.6%
margin (%)	11.5%	9.6%	-191 bps	11.4%	10.4%	-104 bps
Financial Expenses	217	320	47.9%	607	898	47.8%
Other Income/ Exceptional item *	106	293	176.2%	253	379	50.3%
Profit Before Tax	1,250	1,297	3.8%	3,507	3,637	3.7%
Profit After Tax	950	1,092	15.0%	2,693	2,937	9.1%
margin (%)	8.0%	7.9%	-12 bps	7.9%	7.3%	-62 bps
ROCE (Annualized) ⁽¹⁾				13.9%	12.3%	
Capital Employed				37,075	44,971	

Key Highlights

- YTD Dec 15 Revenues of ₹ 40,128 mio, 18.4% yoy growth
- YTD Dec 15 EBITDA at ₹ 5,568 mio, 10.6% yoy growth
- YTD Dec 15 EBIT at ₹ 4,155 mio, 7.6% yoy growth
- YTD Dec 15 PAT at ₹ 2,937 mio, 9.1% yoy growth

⁽¹⁾ Capital employed for the calculation of ROCE does not include Capital Work in progress on new hospital expansion projects of ₹ 8,702 mio for YTD Dec 15 and ₹ 7,951 mio for YTD Dec 14 & investments in mutual funds and associates.

* Other Income of Q3FY16 & YTD Dec 15 includes ₹ 468 mio of profit on sale of Investments held by the company in Alliance Dental Care Limited and Apollo Dialysis Private Limited to AHLL.

Exceptional item represents impairment in the value of certain investments amounting to ₹ 112 mio and Arrears of Bonus for FY 15 of ₹ 144 mio payable to employees due to the amendment to the Payment of Bonus (Amendment) Act, 2015.

Previous year figures have been reworked/regrouped/rearranged and reclassified wherever necessary to conform to the requirement of revised Schedule VI format

Standalone Financial Performance – Existing & New Breakup

(₹ mio) 2 of 3

		Healthcare Service (Existing)	New Hospitals	Healthcare Services (Total)	SAP	Standalone
YTD Dec 15	Revenue	20,709	2,272	22,981	17,147	40,128
	EBITDAR	5,318	186	5,503	1,209	6,712
	margin (%)	25.7%	8.2%	23.9%	7.1%	16.7%
	EBITDA	4,923	-2	4,921	647	5,568
	margin (%)	23.8%		21.4%	3.8%	13.9%
	EBIT	3,971	-317	3,654	501	4,155
	margin (%)	19.2%		15.9%	2.9%	10.4%
YTD Dec 14	Revenue	19,724	1,221	20,945	12,946	33,891
	EBITDAR	5,054	36	5,090	821	5,910
	margin (%)	25.6%	2.9%	24.3%	6.3%	17.4%
	EBITDA	4,687	-65	4,622	414	5,036
	margin (%)	23.8%		22.1%	3.2%	14.9%
	EBIT	3,809	-220	3,589	272	3,862
	margin (%)	19.3%		17.1%	2.1%	11.4%
YOY Growth						
Revenue Growth		5.0%	86.0%	9.7%	32.4%	18.4%
EBITDAR Growth		5.2%	414.9%	8.1%	47.3%	13.6%
EBITDA Growth		5.1%		6.5%	56.3%	10.6%
EBIT Growth		4.2%		1.8%	83.9%	7.6%

Key Highlights

Health Care Services revenue growth at 9.7% from ₹ 20,945 mio in YTD Dec 14 to ₹ 22,981 mio in YTD Dec 15

New Hospitals revenues grew 86.0% from ₹ 1,221 mio in YTD Dec 14 to ₹ 2,272 mio in YTD Dec 15

Existing Health Care Services revenues grew 5.0% while EBITDA margins remain unchanged at 23.8% compared to YTD Dec 14

FY13 Hospitals – Vanagaram & Jayanagar reported an EBITDA of ₹ 134 mio in YTD Dec 15 compared to ₹ 36 mio in YTD Dec 14

FY14/FY15 hospitals - Trichy, Nashik, Women & Child - OMR, Nellore, Perungudi, Women & Child - SMR have an EBITDA loss of ₹ 136 mio.

Standalone Financial Performance – Segment Reporting

(₹ mio)

3 of 3

	Q3 FY 15	Q3 FY 16	yoy (%)	YTD Dec 14	YTD Dec 15	yoy (%)
Revenues from each segment						
Healthcare Services*	7,115	7,691	8.1%	20,948	22,985	9.7%
Stand-alone Pharmacy	4,712	6,115	29.8%	12,946	17,147	32.4%
Other Income #	258	550	113.0%	405	636	57.3%
Total	12,085	14,356	18.8%	34,299	40,768	18.9%
Less: Intersegmental Revenue	2	1		4	3	
Net Revenues (incl. other income)	12,083	14,355	18.8%	34,295	40,764	18.9%
Profit before Tax & Interest (EBIT)						
Healthcare Services*	1,257	1,130	-10.0%	3,589	3,654	1.8%
Stand-alone Pharmacy	104	194	87.0%	272	501	83.9%
Other Income #	258	550	113.0%	405	636	57.3%
Total EBIT (incl. other income)	1,619	1,874	15.8%	4,266	4,791	12.3%
Profit before Tax & Interest (EBIT) margins						
Healthcare Services*	17.7%	14.7%	-296 bps	17.1%	15.9%	-124 bps
Stand-alone Pharmacy	2.2%	3.2%	97 bps	2.1%	2.9%	82 bps
Total EBIT margin (incl. other income)	13.4%	13.1%	-34 bps	12.4%	11.8%	-69 bps
Exceptional Items **	152	257		152	257	
Interest Expense	217	320	47.9%	607	897	47.8%
Profit Before Tax	1,250	1,297	3.8%	3,507	3,637	3.7%
Capital Employed Healthcare services ⁽¹⁾				31,776	38,792	
Healthcare services - ROCE (Annualized)				15.1%	12.6%	

Key Highlights

- Healthcare services Revenues at ₹ 22,985 mio, growth of 9.7%
- Standalone pharmacies Revenues at ₹ 17,147 mio, growth of 32.4%
- New Hospitals (Vanagaram, Jayanagar, Trichy, Nasik, Women & Child - OMR, Nellore, Perungudi, Women & Child - SMR) having capital employed of ₹ 9,113 mio yet to contribute to ROCE.
- Existing healthcare services RoCE was at 17.8% in YTD Dec 15 as compared to 19.0% in YTD Dec 14

Other Income of Q3FY16 & YTD Dec 15 includes ₹ 468 mio of profit on sale of Investments held by the company in Alliance Dental Care Limited and Apollo Dialysis Private Limited to AHLL.

** Exceptional item of Q3FY16 & YTD Dec 15 includes represents impairment in the value of certain investments amounting to ₹ 112 mio and Arrears of Bonus for FY 15 of ₹ 144 mio, payable to employees due to the amendment to the Payment of Bonus (Amendment) Act, 2015.

* Healthcare Services consists of Hospitals, Hospital Based Pharmacies and Consulting

⁽¹⁾ Capital employed for the calculation of ROCE does not include Capital Work in progress on new hospital expansion projects of ₹ 8,702 mio for YTD Dec 15 and ₹ 7,951 mio for YTD Dec 14 & investments in mutual funds and associates.

Previous year figures have been reworked/regrouped/rearranged and reclassified wherever necessary to conform to the requirement of revised Schedule VI format

CONSOLIDATED FINANCIAL PERFORMANCE

Consolidated Financial Performance - Total

(₹ mio)

1 of 2

	Q3 FY 15	Q3 FY 16	yoy (%)	YTD Dec 14	YTD Dec 15	yoy (%)
Income from Operations	12,665	14,671	15.8%	36,292	42,684	17.6%
Add: Share of JVs	759	877	15.5%	2,307	2,589	12.2%
Total Revenues	13,424	15,548	15.8%	38,599	45,273	17.3%
EBITDA	1,912	1,908	-0.2%	5,568	6,002	7.8%
margin (%)	14.2%	12.3%	-197 bps	14.4%	13.3%	-117 bps
EBIT	1,389	1,281	-7.8%	3,979	4,217	6.0%
margin (%)	10.3%	8.2%	-211 bps	10.3%	9.3%	-99 bps
Profit After Tax	875	530	-39.5%	2,551	2,421	-5.1%
Total Debt					24,799	
Cash & Cash equivalents (includes investment in liquid funds)					4,233	
Standalone financials						
Total Debt					21,085	
Cash & Cash equivalents (includes investment in liquid funds)					3,137	

Key Highlights

- Revenue growth of 17.3% from ₹ 38,599 mio in YTD Dec 14 to ₹ 45,273 mio in YTD Dec 15
- Consolidated EBITDA grew by 7.8%
- Consolidated EBIT grew by 6.0%
- Consolidated PAT was at ₹ 2,421 mio in YTD Dec 15

- Basis of consolidation in the Appendix (page 23)
- JVs include Ahmedabad-50%, Kolkata-50%, PET CT - 50%, Apollo Munich – 10.23%, Apollo Lavasa – 37.50%, Future Parking Pvt Ltd – 49%, Apokos Rehab Pvt Ltd -50%

Previous year figures have been reworked/regrouped/rearranged and reclassified wherever necessary to conform to the requirement of revised Schedule VI format

Consolidated Financial Performance – Existing & New Breakup – Total

(₹ mio)

2 of 2

		Healthcare services (Existing)	New Hospitals	SAP	Munich	AHLL (incl Cradle)	Consol
YTD Dec 15	Revenue	24,272	2,272	17,147	637	944	45,273
	EBITDAR	6,137	186	1,209	18	-100	7,449
	margin (%)	25.3%	8.2%	7.1%	2.8%		16.5%
	EBITDA	5,601	-2	647	11	-254	6,002
	margin (%)	23.1%		3.8%	1.7%		13.3%
	EBIT	4,386	-317	501	3	-355	4,217
	margin (%)	18.1%		2.9%	0.5%		9.3%
YTD Dec 14	Revenue	22,912	1,221	12,946	546	973	38,599
	EBITDAR	5,833	36	821	11	-6	6,693
	margin (%)	25.5%	2.9%	6.3%	1.9%		17.3%
	EBITDA	5,340	-65	414	2	-124	5,568
	margin (%)	23.3%		3.2%	0.4%		14.4%
	EBIT	4,169	-220	272	-3	-238	3,979
	margin (%)	18.2%		2.1%			10.3%
YOY Growth							
Revenue Growth		5.9%	86.0%	32.4%	16.6%	-2.9%	17.3%
EBITDAR Growth		5.2%	414.9%	47.3%	69.9%		11.3%
EBITDA Growth		4.9%		56.3%	354.7%		7.8%
EBIT Growth		5.2%		83.9%			6.0%

Key Highlights

- Healthcare service (existing) EBITDAR growth of 5.2% in YTD Dec 15 & EBITDA growth of 4.9% from ₹ 5,340 mio to ₹ 5,601 mio
- SAP EBITDA of ₹ 647 mio (3.8% margin) in YTD Dec 15 as compared to ₹ 414 mio (3.2% margin) in YTD Dec 14
- AHLL – Cradle & Clinics reported an EBITDA loss of ₹ 254 mio as compared to loss of ₹ 124 mio in YTD Dec 14

• AHLL YTD Dec 14 financials have been regrouped to include Alliance Medicorp (India) Ltd for like to like comparison. This business was transferred to AHLL in Q3FY16

OPERATIONAL PERFORMANCE HOSPITALS

Operational Performance – Hospitals

(₹ mio)

Particulars	Total ⁽⁵⁾			AHEL Standalone Hospitals									Significant subs/JVs/associates ⁽²⁾		
	YTD Dec 14	YTD Dec 15	yoy (%)	Chennai cluster			Hyderabad cluster			Others ⁽¹⁾					
	YTD Dec 14	YTD Dec 15	yoy (%)	YTD Dec 14	YTD Dec 15	yoy (%)	YTD Dec 14	YTD Dec 15	yoy (%)	YTD Dec 14	YTD Dec 15	yoy (%)	YTD Dec 14	YTD Dec 15	yoy (%)
No. of Operating beds	6,093	6,454		1,383	1,521		930	930		1,695	1,822		2,085	2,181	
Inpatient volume	266,348	282,179	5.9%	61,453	67,063	9.1%	39,566	38,415	-2.9%	64,898	73,016	12.5%	100,431	103,685	3.2%
Outpatient volume ⁽³⁾	930,793	980,184	5.3%	282,648	293,748	3.9%	124,333	124,134	-0.2%	189,089	209,961	11.0%	334,723	352,341	5.3%
Inpatient ALOS (days)	4.37	4.14		4.24	3.97		4.14	4.02		4.75	4.33		4.31	4.15	
Bed Occupancy Rate (%)	70%	66%		69%	64%		64%	60%		66%	63%		75%	72%	
Inpatient revenue (₹ mio)	NA	NA		6,829	7,588	11.1%	3,019	3,239	7.3%	3,967	4,479	12.9%	9,847	10,598	7.6%
Outpatient revenue (₹ mio)	NA	NA		2,380	2,660	11.7%	669	744	11.1%	702	820	16.8%	1,890	2,142	13.3%
ARPOB (₹ /day) ⁽⁴⁾	25,460	27,867	9.5%	35,304	38,475	9.0%	22,523	25,767	14.4%	15,159	16,756	10.5%	27,140	29,579	9.0%
Total Net Revenue (₹ mio) ⁽⁴⁾	NA	NA		9,209	10,248	11.3%	3,689	3,982	8.0%	4,669	5,299	13.5%	11,736	12,739	8.5%

Notes:

- (1) Others include Madurai, Karur, Karaikudi, Trichy, Nellore, Mysore, Vizag, Karimnagar, Bilaspur, Bhubaneswar, Jayanagar & Nashik.
 (2) Significant Hospital JVs/Subs/Associates are – Ahmedabad, Bangalore, Kolkata, Kakinada, Delhi & Indore(full revenues shown in table above).
 (3) Outpatient volume represents New Registrations only.
 (4) ARPOB and Net Revenue is net of doctor fees.
 (5) Revenues under the head “Total” have not been provided as Consolidated actual results will differ from total due to proportionate consolidation.
 * Inpatient volumes are based on discharges.

Previous year financial and operational numbers have been regrouped and reclassified wherever necessary to conform with current year classification and full year audited numbers.

OPERATIONAL PERFORMANCE STANDALONE PHARMACY

Operational Performance – Standalone Pharmacy

(₹ mio)

Batch	Particulars	Q3 FY 15	Q3 FY 16	yoy (%)	YTD Dec 14	YTD Dec 15	yoy (%)
Upto FY 08 Batch	No of Stores	427	419		427	419	
	Revenue/store	3.43	3.86	12.6%	9.86	11.21	13.7%
	EBITDA /store	0.20	0.27	35.6%	0.57	0.75	32.1%
	EBITDA Margin %	5.8%	6.9%	118 bps	5.8%	6.7%	93 bps
FY 09 Batch	No of Stores	191	187		191	187	
	Revenue/store	3.18	3.62	13.7%	9.02	10.49	16.3%
	EBITDA /store	0.12	0.18	47.1%	0.32	0.51	59.1%
	EBITDA Margin %	3.9%	5.1%	115 bps	3.6%	4.9%	131 bps
FY 10 Batch	No of Stores	180	172		180	172	
	Revenue / Store	2.78	3.22	15.9%	7.89	9.29	17.7%
	EBITDA /store	0.13	0.18	46.6%	0.35	0.52	45.9%
	EBITDA Margin %	4.5%	5.7%	120 bps	4.5%	5.6%	107 bps
Total SAP (Excluding Hetero)	Total Revenues	4,712	5,780	22.7%	12,946	16,343	26.2%
	EBITDA	151	257	70.3%	414	677	63.4%
	EBITDA Margin %	3.2%	4.5%	125 bps	3.2%	4.1%	94 bps
Hetero	No of Stores		295			295	
	Revenue/store		1.14			2.72	
	EBITDA /store		-0.04			-0.10	
	EBITDA Margin %		-3.9%			-3.7%	
Total	No. Of Store	1,784	2,263		1,784	2,263	
	Revenue / Store	2.61	2.70	3.5%	7.23	7.58	4.8%
	EBITDA / Store	0.09	0.11	25.5%	0.23	0.29	22.2%
	EBITDA Margin %	3.3%	4.0%	71 bps	3.2%	3.8%	53 bps
	Total Revenues	4,712	6,115	29.8%	12,946	17,147	32.4%
	EBITDA	151	244	61.6%	414	647	56.3%
	EBITDA Margin %	3.2%	4.0%	79 bps	3.2%	3.8%	58 bps
Capex (₹ Mio)		102	70		222	239	
Capital Employed (₹ Mio)		5,299	6,178		5,299	6,178	
Total ROCE %		7.8%	12.6%		6.8%	10.8%	
Total No. of Employees					12,102	13,819	

Key Highlights

- Revenues at ₹ 17,147 mio, growth of 32%
- EBITDA of ₹ 647 mio in YTD Dec 15 as compared to ₹ 414 mio in YTD Dec 14 , growth of 56.3%
- EBITDA margins of 3.8% in YTD Dec 15 as compared to 3.2% in YTD Dec 14
- Excluding the Hetero network of stores, Revenue growth was 26% and EBITDA growth was 63%, EBITDA margin of 4.1% in YTD Dec 15
- LFL (Like-for-like) Revenue per store growth for pre FY2010 batch of stores in YTD Dec 15 is 15.2% (yoy) and EBITDA per store growth is 39.1% (yoy). EBITDA margin of 6.0% in YTD Dec 15 as compared to 5.0% in YTD Dec 14
- ROCE in YTD Dec 15 at 10.8% as compared to 6.8% in YTD Dec 14
- Gross addition of 176 stores and closed 39 stores in YTD Dec 15. Net addition of 137 stores.
- No. of stores as on 31st Dec 2015 is 2,263

UPDATE ON PROJECTS

Key Hospital Expansion Plan & Update on Execution

(₹ mio)

Location	CoD*	Type of Hospital	No. Of Beds	Total Estimated Project Cost (INR mio)
Addition in FY 16				
North Bangalore	FY16	Super Specialty	180	925
Vizag	FY16	Super Specialty	250	1494
Indore (expansion)	FY16	Super Specialty	65	280
Navi Mumbai	Q1 FY17	Super Specialty	480	6024
Sub Total			975	8,723
Addition in FY 19				
South Chennai (incl Proton)	FY19	Super Specialty	200	7,500
Byculla, Mumbai	FY19	Super Specialty	300	1,400
Sub Total			500	8,900
Total			1,475	17,623

Key Highlights

- We are in the final stages of our current expansion plans
- 1,300 beds in 9 locations commissioned in the last 24 months – Vanagaram 260, Jayanagar 140, Trichy 200, Nashik 125, Women and Child - OMR 60, Indore 120, Nellore 190, Perungudi 150, Women & Child - SMR 50
- To add 495 beds in 3 locations in FY16 – North Bangalore 180, Indore 65 & Vizag 250.
Navi Mumbai to commission in Q1FY17.
- To add another 500 beds in FY19 - South Chennai 200, South Mumbai 300.
- Focus now is on operationalising the new capacity and growing and consolidating our leadership position in these markets in the next 18 – 24 months

The total CAPEX estimated for this expansion plan is ₹ 17,623 mio. Of this Investment of ₹ 7,551 mio already made. Balance will be invested by a mix of internal accruals and the proposed rights Issue.

* Expected date of completion

UPDATE ON NON HOSPITAL JVS

Update on non-hospital JVs

(₹ mio)

Apollo Munich Health Insurance Co Ltd

Particulars	Q3 FY 15	Q3 FY 16	yoy (%)	YTD Dec 14	YTD Dec 15	yoy (%)
Total Income	1,785	2,170	21.6%	5,342	6,228	16.6%
EBITDA	-17	34		23	105	354.7%
margin (%)		1.6%		0.4%	1.7%	125 bps
Profit after Tax	-37	10		-34	30	
margin (%)		0.5%			0.5%	

Key Highlights

- During YTD Dec 15, the company achieved a Gross Written Premium (GWP) of ₹ 6,406 mio against a GWP of ₹ 4,788 mio in YTD Dec 14
- EBITDA of ₹ 105 mio in YTD Dec 15 as compared to EBITDA of ₹ 23 mio in YTD Dec 14
- PAT of ₹ 30 mio in YTD Dec 15 in comparison to loss of ₹ 34 mio in YTD Dec 14
- The incurred claim loss ratio was at 65.9% in YTD Dec 15
- The Assets under Management stood at ₹ 7,139 mio as on Dec 31, 2015
- The Company now has 99 offices across the country

Previous year figures have been reworked/regrouped/rearranged and reclassified wherever necessary to conform to the requirement of revised Schedule VI format



Appendix: Basis of Consolidation

AHEL Standalone	Location	Description	AHEL Ownership
Chennai Main	Chennai	Hospital	100.0%
ASH - Chennai	Chennai	Hospital	
Tondiarpet - Chennai	Chennai	Hospital	
FirstMed - Chennai	Chennai	Hospital	
Apollo Children's Hospital	Chennai	Hospital	
Apollo Specialty, Vanagaram	Chennai	Hospital	
Women & Child, OMR	Chennai	Hospital	
ASH Perungudi	Chennai	Hospital	
Women & Child, Shafee Mohammed Road	Chennai	Hospital	
Madurai	Madurai	Hospital	
Karur	Karur	Hospital	
Karaikudi	Karaikudi	Hospital	
Trichy	Trichy	Hospital	
Nellore	Nellore	Hospital	
Hyderabad	Hyderabad	Hospital	
Bilaspur	Bilaspur	Hospital	
Mysore	Mysore	Hospital	
Vizag	Vizag	Hospital	
Karim Nagar	Karim Nagar	Hospital	
Bhubaneswar	Bhubaneswar	Hospital	
Jayanagar	Bangalore	Hospital	
Nashik	Nashik	Hospital	

Subsidiaries	Location	Description	AHEL Ownership
Samudra Healthcare Enterprises Ltd.	Kakinada	Hospital	100.0%
Apollo Hospitals (UK) Ltd	UK	Hospital	100.0%
Imperial Hospital and Research Centre Ltd.	Bangalore	Hospital	90.0%
Pinakini Hospitals Ltd.	Nellore	Hospital	79.4%
Unique Home Healthcare Limited	Chennai	Paramedical Services	100.0%
Apollo Health and Lifestyle Ltd.	Hyderabad	Apollo Clinics	100.0%
AB Medical Centres Limited	Chennai	Infrastructure	100.0%
Western Hospitals Corporation Pvt Ltd	Belapur	Hospital	100.0%
Sapien Biosciences Pvt Ltd	Hyderabad	Biobanking tissues	70.0%
Apollo Rajshree Hospital	Indore	Hospital	57.7%
JVs	Location	Description	
Apollo Hospitals International Ltd.	Ahmedabad	Hospital	50.0%
Apollo Gleneagles Hospitals Ltd.	Kolkata	Hospital	50.0%
Apollo Gleneagles PET-CT Pvt. Ltd.	Hyderabad	Hospital	50.0%
Apollo Munich Health Insurance Company Ltd		Health Insurance	10.2%
Apollo Lavasa Health Corporation Ltd	Maharashtra	Hospital	37.5%
Future Parking Pvt Ltd	Chennai	Infrastructure	49.0%
ApoKos Rehab Pvt Ltd	Hyderabad	Rehab Centre	50.0%
Associates	Location	Description	
Indraprastha Medical Corporation Ltd.	Delhi, Noida	Hospital	22.0%
Family Health Plan Ltd.		TPA, Health Insurance	49.0%
Stemcyte India Therapeutics Pvt Ltd	Ahmedabad	Stemcell Banking	24.5%

Hospitals – Understanding Key Operating Metrics

	Description	Formula / Calculation	Key Driver
Operating Beds	Number of operating beds		- Project execution - Capital Expenditure
Occupancy	In-patient Bed Days	In-patient Bed Days Billed	- Brand - Doctor reputation - Quality of outcomes - Competition
ALOS	Average Length of Stay per In-patient	In-Patient Bed Days / In-Patient Admissions	- Case-Mix / Type of procedures - Leverage technology and quality of clinical care to shorten stay
ARPOB / day	Average Revenue Per Occupied Bed Day	(IP Revenue* + OP Revenue + Hospital Based Pharmacy Revenue) / IP Bed Days	- Case-Mix / Type of procedures - Better utilization of operational theatres, medical equipment - Pricing
Contribution	Contribution	Revenue – Variable costs	- Purchasing efficiency - Operating efficiency

* Apollo does not include consultant fee in its IP Revenue reporting as consultants at Apollo operate on a fee-for-service model.

THANK YOU