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August 06, 2024

FHL/SEC/2024-25

The National Stock Exchange of India Ltd.	**BSE Limited**
Scrip Symbol: FORTIS	**Scrip Code:532843**

Sub: Press Release and Earnings Presentation under Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

Dear Madam/Sir,

Pursuant to the provisions of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, please find enclosed herewith the press release and earnings presentation for the quarter ended on June 30, 2024.

The date and time of occurrence of event is August 6, 2024 at 1955 Hours.

This is for your information and records.

Thanking you,
Yours Sincerely,
For **Fortis Healthcare Limited**

SATYENDRA CHAUHAN
Digitally signed by SATYENDRA CHAUHAN
Date: 2024.08.06 20:53:53 +05'30'

Satyendra Chauhan
Company Secretary & Compliance Officer
M. No. – A14783

Encl: a/a

Press Release

August 06, 2024

Fortis Healthcare announces Q1 FY25 Financial Results

Hospital Business registers a healthy performance in Revenues and Margins

Consolidated Revenues increase 12.2% to INR 1,859 Cr

Consolidated Operating EBITDA up 25.5% to INR 343 Cr, Margin 18.4%

Hospital Business Revenues increase 14.4% to INR 1,549 Cr; Operating EBITDA up 39.0% to INR 287 Cr, 18.5% Margin

Gurugram, August 06, 2024: Fortis Healthcare Ltd. ("Fortis" or the "Company"), amongst India's leading healthcare delivery companies, today announced its unaudited consolidated financial results for the quarter ended June 30, 2024.

Financial Snapshot

Consolidated *(INR Cr)*	**Q1FY24^**	**Q1FY25^**	**% Change YoY**	**Q4FY24**	**% Change QoQ**
Revenue	1,657	1,859	12.2%	1,786	4.1%
Operating EBITDA	273	343	25.5%	380	-9.9%
Operating EBITDA Margin	16.5%	18.4%		21.3%	
Profit Before Tax *(Before exceptional item)*	169	230	35.8%	268	-14.3%
Profit After Tax*	124	174	40.4%	203	-14.4%
Profit After Tax after Minority Interest and Share in Associates	112	166	48.5%	179	-7.1%
Earnings per share (EPS)	1.48	2.20		2.37	

** PAT includes an exceptional gain of INR 0.2 Cr in Q1FY25, INR 1.5 Cr in Q1FY24 which pertains primarily to the reversal of impairment in an associate company; exceptional gain of INR 3.1 Cr in Q4FY24 relates to Malar divestment transaction*

Hospital Business *(INR Cr)*	**Q1FY24**	**Q1FY25**	**% Change YoY**	**Q4FY24**	**% Change QoQ**
Revenue	1,354	1,549	14.4%	1,490	4.0%
Operating EBITDA	206	287	39.0%	333	-13.8%
Operating EBITDA Margin	15.2%	18.5%		22.4%	

Diagnostic Business *(INR Cr)*	Q1FY24^	Q1FY25^	% Change YoY	Q4FY24	% Change QoQ
Revenue (net)	303	309	2.0%	296	4.6%
Operating EBITDA	66	55	-16.6%	47	17.4%
Operating EBITDA Margin	21.9%	17.9%		15.9%	

Balance Sheet

- The Company's net debt as of 30th June 2024 stood at INR 308 Cr with a Net Debt to EBITDA of 0.22x as compared to the 0.35x as on 30th June 2023 (basis Q1 annualized EBITDA). Net debt to equity was at 0.04x versus 0.05x as on 30th June 2023.

HOSPITAL BUSINESS HIGHLIGHTS

KPIs	Q1 FY24	Q4 FY24	Q1 FY25
Occupancy	64%	66%	67%
ARPOB (INR per day)	60,076	63,442	65,924
ARPOB (INR/Cr p.a.)	2.19	2.32	2.41
ALOS (Days)	4.19	4.41	4.16

- Revenue growth in the hospital business for the quarter was led by an increase in ARPOB of 9.7% and higher occupancy compared to the corresponding previous period. ARPOB for Q1 FY25 stood at INR 2.41 Cr.

- The performance of the hospital business was also positively impacted by the combined revenue of the Company's top 6 key medical specialties viz. Oncology, Gastroenterology, Neurosciences, Renal Sciences, Orthopedics and Cardiac Sciences growing 15.7% in Q1FY25 versus corresponding previous period. Their contribution has stayed steady at 63% to the overall hospital business revenues.

- Number of key surgical procedures performed across some of our focus specialties such as Neuro Sciences increased by 23% YoY and Robotic Surgeries increased by 59% compared to the corresponding previous period.

- Revenues from medical travel for the quarter grew 11% to reach INR 127 Cr against INR 115 Cr in Q1FY24, contributing nearly 8% to overall hospital revenues.

- Revenues from digital channels viz website, mobile application and digital campaigns witnessed a 52.3% YoY growth and 17.3% QoQ in Q1 FY25. Digital revenues contributed 29.9% to overall hospital revenues versus 22.5% in Q1FY24.

- The company's key facilities such as Mulund, Anandpur, BG Road, Shalimar Bagh, Amritsar, Mohali, FMRI, and Noida grew 24%, 23%, 23%, 22%, 20%, 19%, 15%, and 15% respectively.

- The Company continued to strengthen its clinical talent across various medical specialties with the onboarding of specialists in the areas of Cardiac Sciences, Neurology, Orthopedics, Obstetrics & Gynecology, and Ophthalmology.

<u>DIAGNOSTICS BUSINESS HIGHLIGHTS</u>

- Q1 FY25 Diagnostics Business gross revenues were at INR 343.5 Cr versus INR 342.7 Cr in Q1FY24 and INR Rs 338.4 Cr in Q4FY24. Performance compared to the corresponding previous period was impacted largely due to the rebranding exercise that was undertaken in May 2023.

- Operating EBITDA margins (basis gross revenues) stood at 16.1% versus 19.4% in Q1FY24. Excluding one offs related primarily to the rebranding expenses and the provisioning related to certain government business, the operating EBITDA margins stood at 18.7% versus 20.8% in Q1 FY24.

- Operating EBITDA margins (basis gross revenues) in Q1FY25 were better than the trailing quarter margins of 14.0% primarily driven by cost optimization initiatives including amongst others improved network efficiency and reduction in manpower cost.

- Continuing with its network expansion strategy, primarily the addition of new customer touch points (CTPs); Total CTPs as on 30th June 2024 stood at 4055.

- In Q1 FY25, Agilus conducted ~9.92 million tests versus ~9.95 million tests in Q1 FY24. The decline in the tests was primarily because of lower COVID volumes.

- The preventive portfolio revenues in Agilus's overall revenues grew 13% in Q1FY25 and contributed 12% to the operating revenues versus 10% in Q1FY24.

Ravi Rajagopal, Chairman, Board of Directors, Fortis Healthcare stated, "The mainstay of our performance continues to be the hospital business which presently contributes approx. 84% to our consolidated EBITDA. We are progressing well on our plans to add capacity of close to 700 beds in this fiscal year across our key facilities including Faridabad, Anandpur, Shalimar Bagh and Noida and will also be shortly commissioning the 350 bed Manesar facility which we acquired in FY24. In addition, given the Company's strong Balance Sheet, we continue to evaluate inorganic growth opportunities in our key focus clusters. The diagnostics business performance is lower than the corresponding previous quarter, largely due to the impact of brand change but has witnessed signs of early improvement versus the trailing quarter. The new brand is being well accepted and gaining prominence; placing the business in a better position to further scale up its performance."

Commenting on the results for the quarter and the year, Dr Ashutosh Raghuvanshi, MD and CEO, Fortis Healthcare stated, "We have witnessed a good start to the fiscal as reflected in our Q1 earnings. The hospital business continues to show an upward momentum with Operating EBITDA margins expanding 330 bps at 18.5% versus Q1 FY24, a growth of 39%. This was primarily led by an increase in occupancy from 64% in Q1 FY24 to 67% in Q1 FY25 and a higher ARPOB. Most of our key facilities have performed well noticeably Mulund, Anandpur, BG Road and Shalimar Bagh. Amongst our focus specialties Neuro Sciences and Oncology have grown a robust 23% and 22% respectively versus the corresponding previous period. We have strengthened our clinical talent in the medical specialties of Cardiac Sciences, Neurology and Orthopaedics in the quarter and have also commissioned South Asia's first Gamma Knife Espirit radiosurgery equipment for neurosurgical treatment at FMRI. On the diagnostics business while revenues remain muted, Operating EBITDA margins are better than the trailing quarter showing signs of a gradual recovery which we expect to continue through FY25."

About Fortis Healthcare Limited: Fortis Healthcare Limited is a leading integrated healthcare delivery service provider in India. The healthcare verticals of the company primarily comprise hospitals, diagnostics and day care specialty facilities. Currently, the company operates 28 healthcare facilities (including JVs and O&M facilities). The Company's network comprises approximately 4,600 operational beds (including O&M beds) and ~419 diagnostics labs.

<u>*DISCLAIMER*</u>

This press release may contain 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. 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 results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this press release are cautioned not to place undue reliance on these forward-looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent development, information or events, or otherwise. The information contained herein is subject to change without notice and past performance is not indicative of future results. The Company may alter, modify or otherwise change in any manner the content of this press release, without obligation to notify any person of such revision or changes.

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Fortis Healthcare Limited

FORTIS
HEALTHCARE LIMITED

EARNINGS PRESENTATION – Q1 FY25

August 06, 2024

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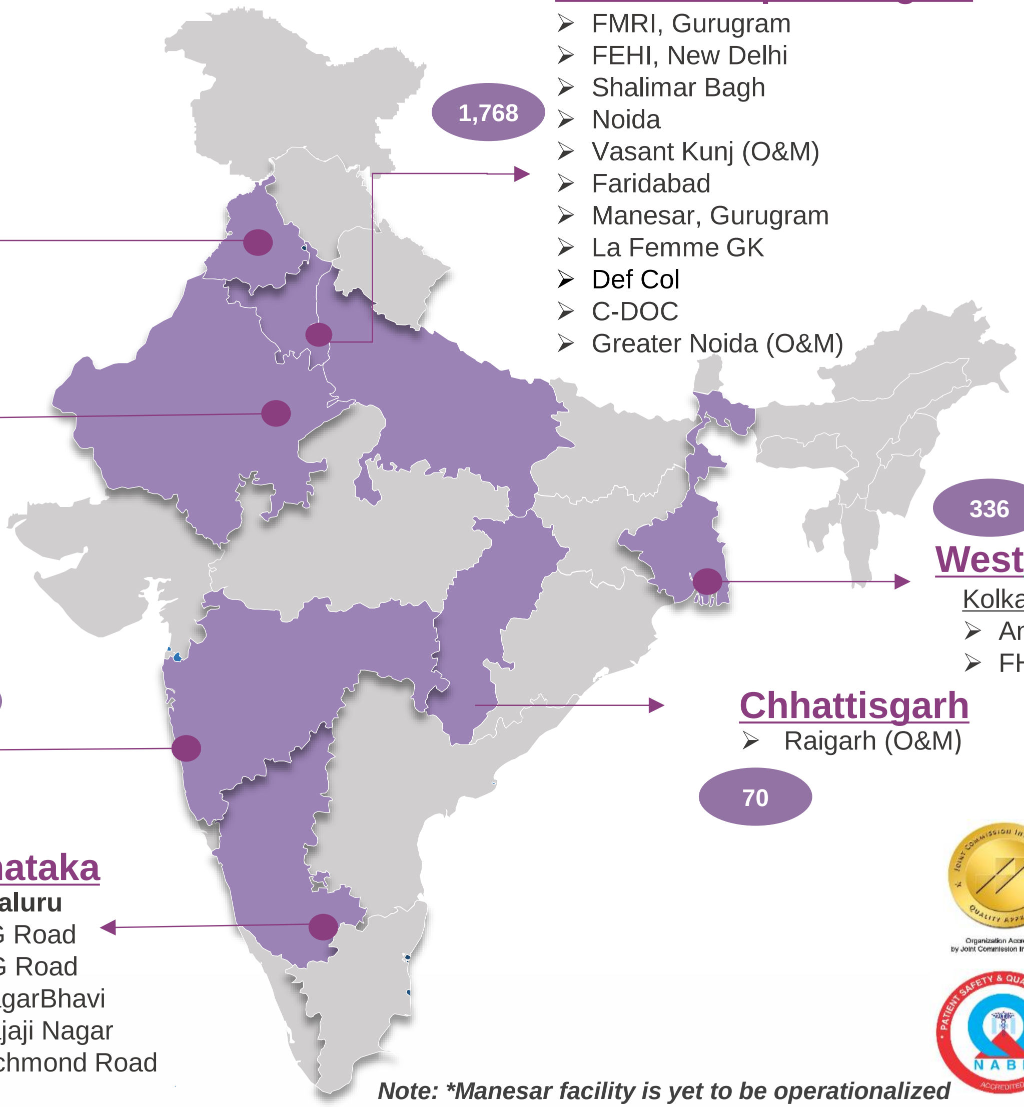
Neither the delivery of this presentation nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date.

About Fortis Healthcare



National Capital Region (1,768)
- FMRI, Gurugram
- FEHI, New Delhi
- Shalimar Bagh
- Noida
- Vasant Kunj (O&M)
- Faridabad
- Manesar, Gurugram
- La Femme GK
- Def Col
- C-DOC
- Greater Noida (O&M)

Punjab (771)
- Mohali
- Ludhiana
- Ludhiana 2
- Amritsar

Rajasthan (275)
Jaipur

Maharashtra (770)
- Mulund
- Vashi
- Kalyan
- SL Raheja (O&M)

Karnataka (623)
Bengaluru
- BG Road
- CG Road
- NagarBhavi
- Rajaji Nagar
- Richmond Road

West Bengal (336)
Kolkata
- Anandpur
- FHKI & FMC

Chhattisgarh (70)
- Raigarh (O&M)

Beds

28 Healthcare Facilities*

4,600+ Operational Beds^

6,400+ Doctors

~6,300 Nurses

~23,100 employees
(including Agilus)

4 JCI Accredited

25 NABH Accredited/ Certified

Amongst the most accredited healthcare network in India

*Note: *Manesar facility is yet to be operationalized*
^Including O&M beds

Fortis

AGENDA

1. Clinical Excellence at Fortis
2. Performance Highlights
   - Earnings and Financial Summary – Q1 FY25
3. Performance Review - Hospital Business
4. Performance Review - Diagnostics Business
5. Appendix

CLINICAL EXCELLENCE AT FORTIS

KEY HIGHLIGHTS

CLINICAL EXCELLENCE

- **Fortis Hospital, BG Road, Bengaluru** achieved a significant feat in treating a 58-year-old man diagnosed with Left Kidney Cancer with Solitary Metastasis to Left humerus, resulting in complete cure - a rare case with few reported instances worldwide

- The transplant team at **Fortis Mohali** performed the first ever Deceased Donor Liver Transplant without any blood transfusion. Patient was 64-year old, suffering from chronic liver disease.

- **Fortis Mohali** performed Robot-assisted Partial Nephrectomy on a transplanted kidney, of a 56-year old patient. This has been performed only in a select few cases globally & involves removing a part of diseased kidney using Da Vinci Surgical System.

- **Fortis La Femme, Delhi,** achieved a groundbreaking feat by performing the inaugural selective reduction using Radiofrequency Ablation for a complex Monochorionic twin pregnancies. A rarity, conducted only at a few select centers across the world.

*Above data pertains to Q1FY25

AUGMENTING MEDICAL PROGRAMS

- FMRI Gurgaon, introduced South Asia’s first Gamma Knife Espirit radiosurgery equipment for neurosurgical treatment. Gamma Knife employs non-surgical computer guided precision to target brain tumors, both malignant and benign tumors.

- Fortis Nagarbhavi, Bengaluru, expanded to 80-bed multi-specialty tertiary care facility (~50 beds pre-expansion) in a significant upgrade that includes introduction of 24/7 emergency & trauma care, ICU & Critical Care, Heart & Vascular Centre, Fortis Cancer Institute, Woman & Childcare and Institute of Gastrointestinal Sciences.

- FMRI Gurgaon and Fortis Vasant Kunj inaugurated new Emergency wards with 20 and 9 beds respectively that can deliver ICU-level care and feature a new isolation room.
- Fortis Mulund received the prestigious JCI re-accreditation for the 7th consecutive time. The hospital became first in Western parts of India, third in the country and the first unit in Fortis network to secure 7 consecutive accreditations.
- During Q1FY25, the number of Robotic Surgeries conducted increased by 59% and Neuro & Spine Surgeries by 23% compared to corresponding previous year period.

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Q1FY25

PERFORMANCE HIGHLIGHTS

Q1FY25 SNAPSHOT

Consolidated Revenue	Consolidated Op EBITDA	Consolidated PBT[1]
1,859 Crores	343 Crores (18.4% Margin)	230 Crores
↑ 12.2%	↑ 25.5%	↑ 35.8%

Consolidated PAT[1]	Net Debt / (Cash)[3]	Net Debt to EBITDA[2,3]
174 Crores	308 Crores	0.22x vs 0.35x
↑ 41.9%		

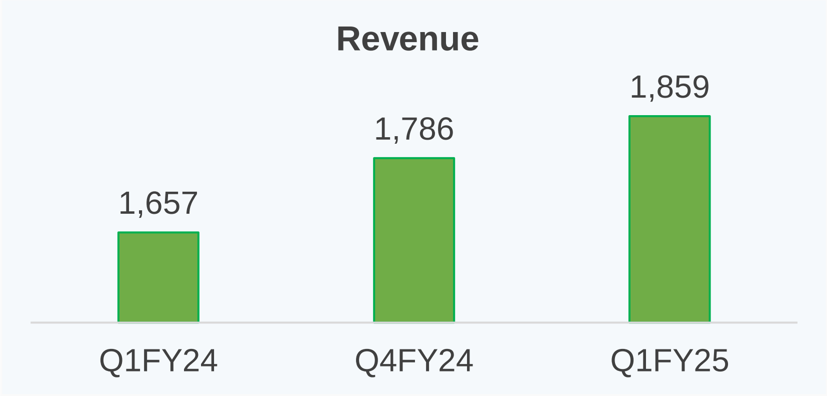
1. *Excluding exceptional items*
2. *Basis Q1 FY25 annualized EBITDA; 3. Net Debt as on 30th June2024*

Q1FY25 SNAPSHOT

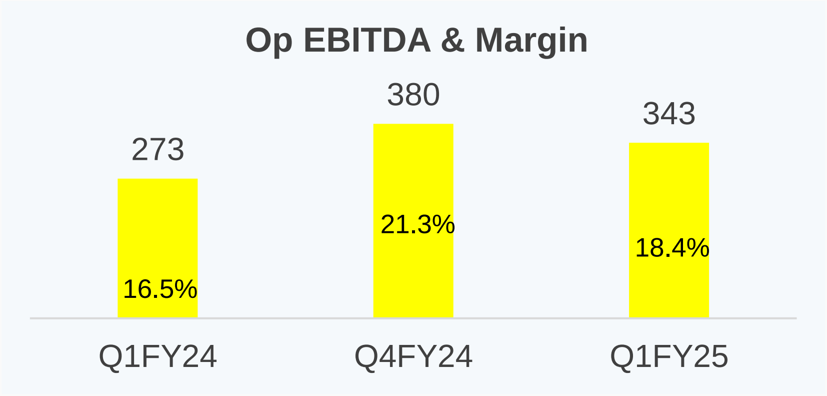
- Hospital business revenues grew 14.4% to INR 1,549 Cr versus INR 1,354 Cr in Q1FY24
- Hospital Business Operating EBITDA stood at INR 287 Cr, up 39.0%; while operating margin was at 18.5% versus 15.2% in Q1FY24
- Q1FY25 hospital business ARPOB was at INR 2.41 Cr per annum vs INR 2.19 Cr in Q1FY24, up 9.7%; Surgical : Non-Surgical mix stood at 61:39, similar to Q1FY24
- Occupancy for the quarter stood at 67% versus 64% in Q1FY24
- The company's diagnostics business reported revenues of INR 343.5 Cr versus INR 342.7 Cr in Q1FY24.
- Operating EBITDA Margin of the diagnostics business stood at 16.1% versus 19.4% in Q1FY24.

CONSOLIDATED EARNINGS SUMMARY – Q1 FY25

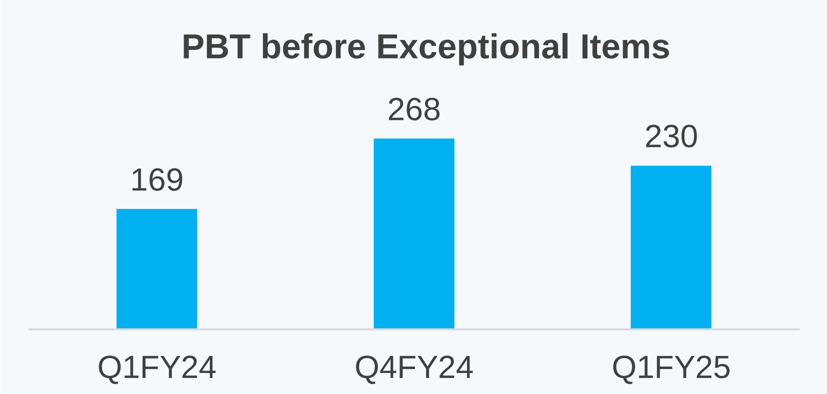
All figures in INR Cr



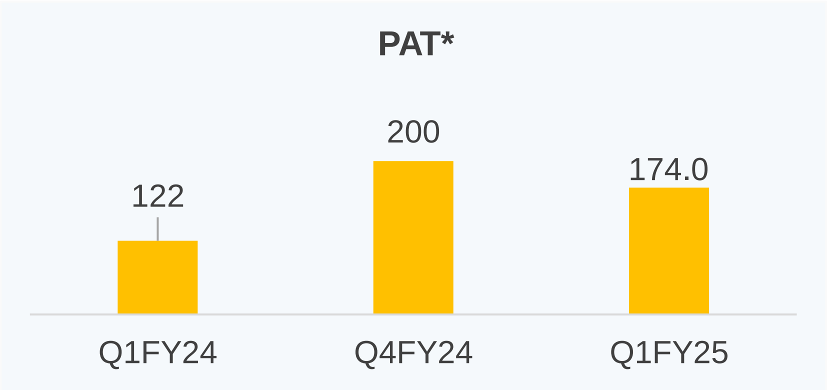
Up 12.2%



Up 25.5%



Up 35.8%



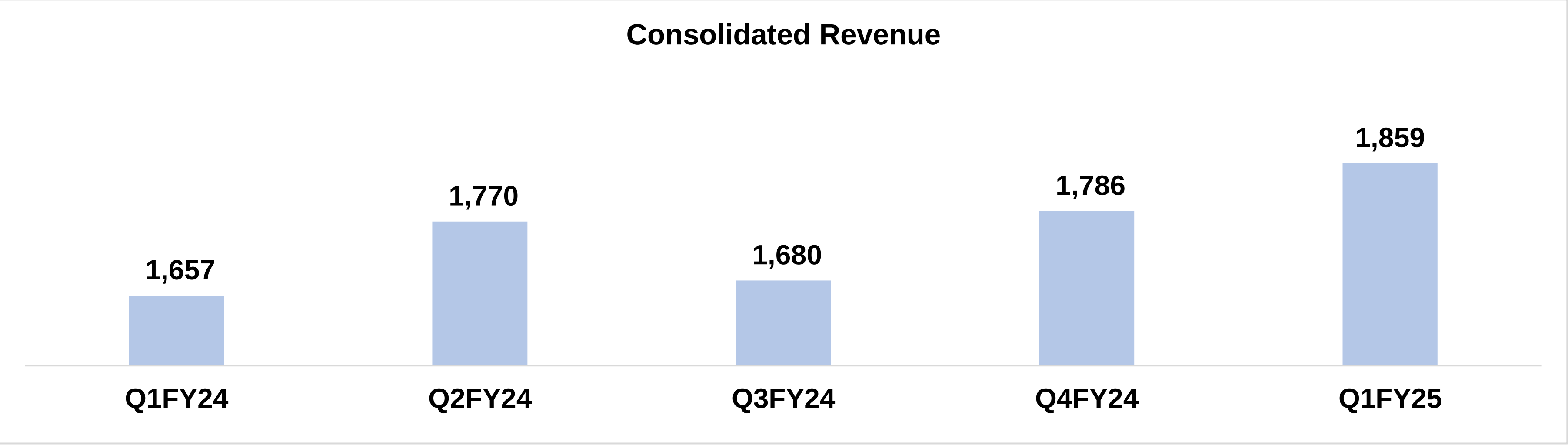
Up 41.9%

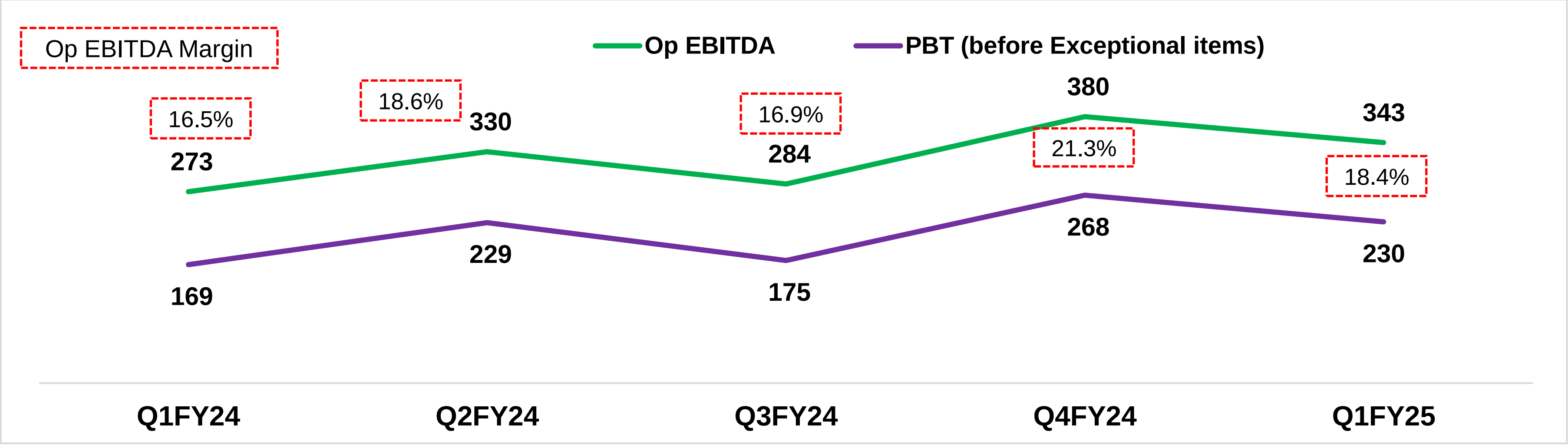
- *Q4FY24 PAT excludes exceptional net gain of Rs 3.1 Cr related to the Fortis Malar divestment transaction.*
- *Q1FY24 and Q1FY25 PAT excludes exceptional gain of INR 1.5 Cr and INR 0.2 Cr respectively, which pertains primarily to reversal of impairment in an associate Company*

Fortis

CONSOLIDATED EARNINGS SUMMARY

All figures in INR Cr



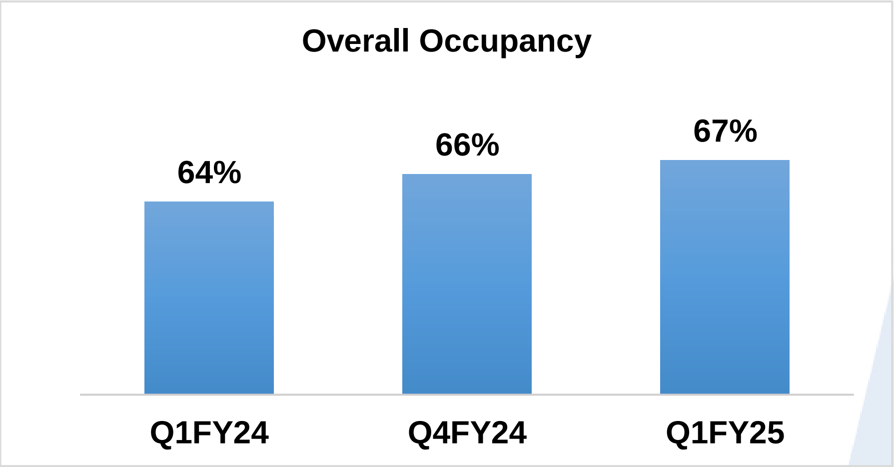


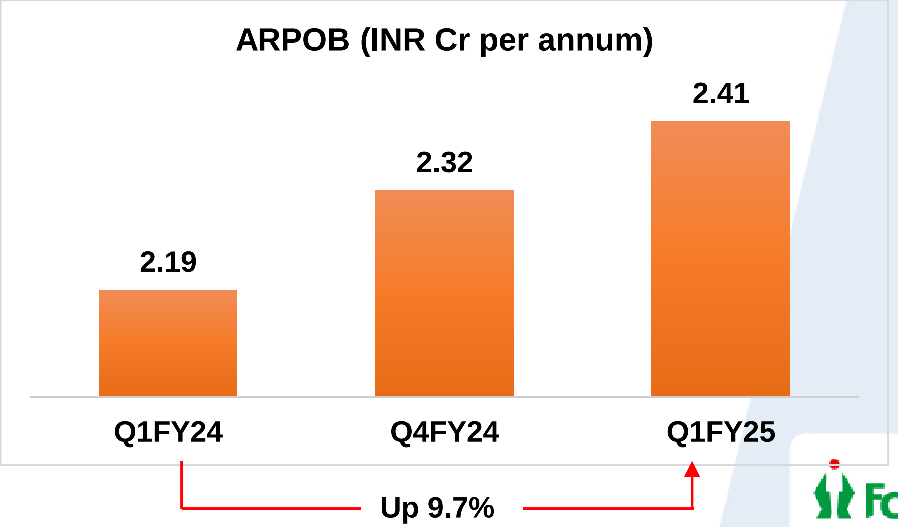
Q1FY25

HOSPITAL BUSINESS HIGHLIGHTS

- Occupancy was at 67%, compared to 64% in Q1FY24. Occupied beds increased to 2,715 compared to 2,595 in Q1FY24, a growth of 4.6%.
- Revenue from focus specialties comprising Oncology, Gastroenterology, Neurosciences, Renal Sciences, Orthopaedics and Cardiac Sciences grew 15.7% and contributed 63% to overall hospital business revenues, similar to Q1 FY24.
- International Patient revenues grew 11% to INR 127 Cr in Q1FY25 vs INR 115 Cr in Q1FY24. The business contributed 7.8% to overall hospital business revenues versus 8.0% in Q1FY24 and 7.9% in Q4FY24
- Company further strengthened its medical talent with the onboarding of specialists in the areas of Cardiac Sciences, Neurology, Orthopedics, Obstetrics & Gynecology and Ophthalmology.

Key Performance Indicators

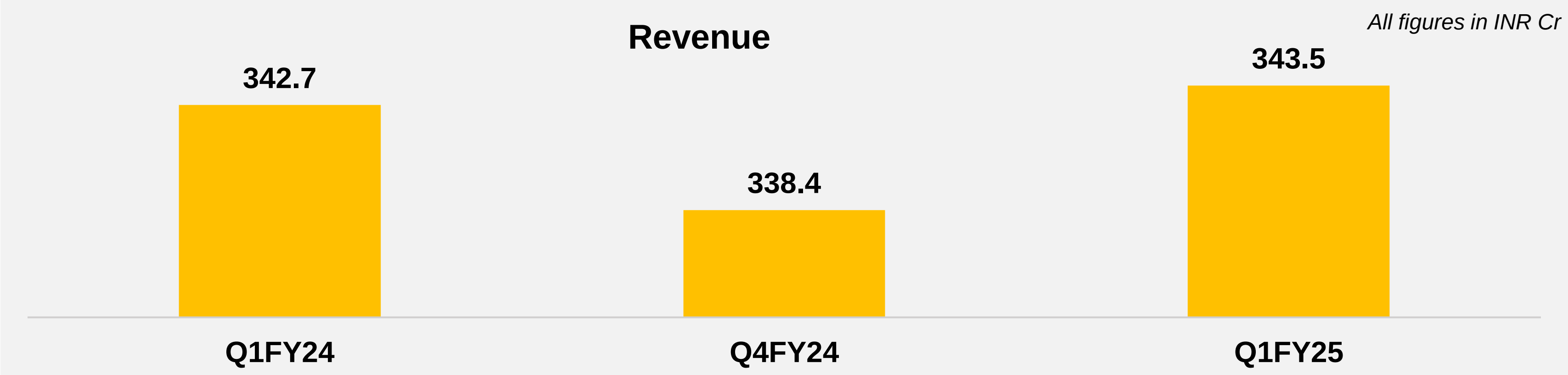




Q1FY25

DIAGNOSTIC BUSINESS HIGHLIGHTS

- Agilus reported revenue of INR 343.5 Cr in Q1FY25 as compared to INR 342.7 Cr in Q1FY24.
- Operating EBITDA stood at INR 55.4 Cr versus INR 66.4 Cr in Q1FY24 (16.1% versus 19.4% EBITDA margin) and versus INR 47.2 Cr in Q4FY24 (14.0% margin).
- Operating EBITDA before one-off expenses* was at INR 64.2 Cr versus INR 71.3 Cr in Q1FY24 (18.7% versus 20.8% EBITDA margin) and versus INR 53.6 Cr in Q4FY24 (15.9% margin).



**Note: One off expenses pertain primarily to rebranding cost in Q1FY24; and to both rebranding costs and provision related to certain government businesses in Q4FY24 and Q1FY25*

OPERATING PERFORMANCE

HOSPITAL BUSINESS

Particulars (INR Cr)	Hospital Business		
	Q1FY24	Q4FY24	Q1FY25
Operating Revenue	**1,354**	**1,490**	**1,549**
Revenue Growth vs LY	13.6%	10.3%	14.4%
Reported EBITDA	**208**	**339**	**295**
EBITDA growth vs LY	0.2%	47.5%	41.9%
Margin	**15.4%**	**22.8%**	**19.1%**
Adj: Other Income^	2	6	8
Operating EBITDA	**206**	**333**	**287**
Margin	**15.2%**	**22.4%**	**18.5%**

- *Above financials includes financials of International entities which are part of Fortis group; mainly RHTTM.*
- *The financials of the hospital business related primarily to Q4FY24 comprise adjustments of amounts related to write back of excess provisions / unclaimed balances / expected credit loss and other year end adjustments which have been accounted for in the quarters but pertain to the full year.*

OPERATING PERFORMANCE

DIAGNOSTIC BUSINESS

Particulars (INR Cr)	Diagnostic Business		
	Q1FY24	Q4FY24	Q1FY25
Operating Revenue	**343**	**338**	**343**
Revenue Growth vs LY	3.0%	1.9%	0.2%
Reported EBITDA	**72**	**52**	**60**
EBITDA growth vs LY	13.2%	(5.7%)	(16.8%)
Margin	**21.2%**	**15.2%**	**17.6%**
Adj: Other Income incl FX	6	4	5
Operating EBITDA	**66**	**47**	**55**
Margin	**19.4%**	**14.0%**	**16.1%**
Adj: One off expenses*	4.9	6.4	8.8
Operating EBITDA before one off exp	**71**	**54**	**64**
Margin	**20.8%**	**15.9%**	**18.7%**

- **One off expenses pertain primarily to rebranding cost in Q1FY24, and to both rebranding costs and provision related to certain government businesses in Q4FY24 and Q1FY25*
- *Diagnostics business revenue is on Gross Basis; Diagnostic business Q1FY25 net revenue (net of inter company elimination) stood at INR 309.5 Cr versus INR 303.3 Cr in Q1FY24 and INR 296 Cr in Q4FY24*

Fortis

BALANCE SHEET (CONSOLIDATED)

June 30, 2024

Balance Sheet (INR Cr)	June 30, 2023	March 31, 2024	June 30, 2024
Shareholder's Equity	8,402	8,556	8,615
Debt	759	859	866
Lease Liabilities (Ind AS 116)*	268	297	298
Total Capital Employed	**9,429**	**9,711**	**9,779**
Net Fixed Assets (including intangibles & CWIP)	5,599	6,221	6,283
Goodwill	4,177	4,194	4,194
Investments	213	230	230
Cash and Cash Equivalents	367	595	557
Net Other Assets^	(926)	(1,529)	(1,485)
Total Assets	**9,429**	**9,711**	**9,779**
Net Debt / (cash)	**393**	**264**	**308**
Net Debt to Equity	**0.05x**	**0.03x**	**0.04x**

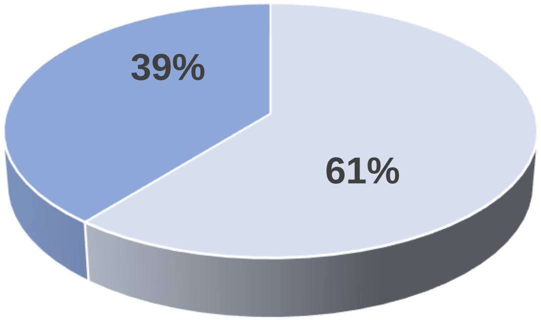
- **Pertains to lease liability on account of adoption of new accounting standard on leases w.e.f. April 1, 2019.*
- *Net Debt excludes lease liabilities*
- *Net Debt to EBITDA was at 0.22x vs 0.35x for Q1FY25 and Q1FY24 (basis annualized EBITDA of Q1FY25 and Q1FY24, respectively)*
- *^Includes PUT option liability pertaining to Agilus' 31% Stake held by private equity investors.*

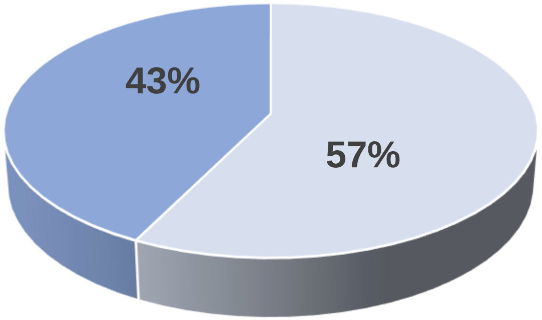
PERFORMANCE REVIEW

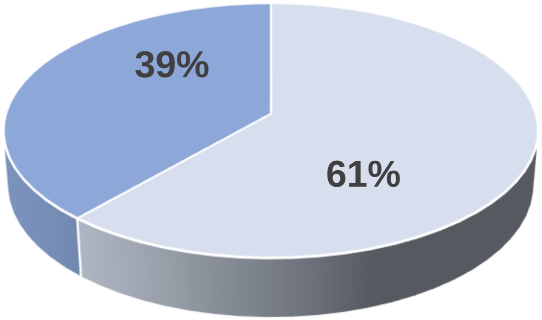
HOSPITALS BUSINESS

REVENUE MIX

Q1 FY24	Q4 FY24	Q1 FY25
Gross Revenue : INR 1,423 CR	Gross Revenue : INR 1,567 CR	Gross Revenue : INR 1,633 CR



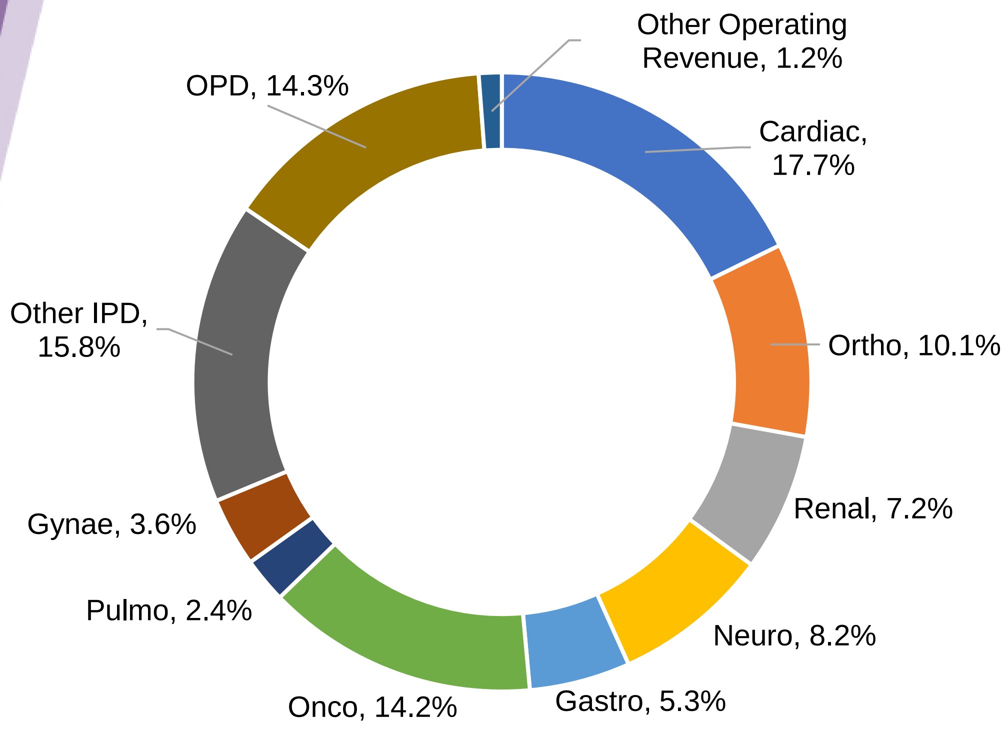




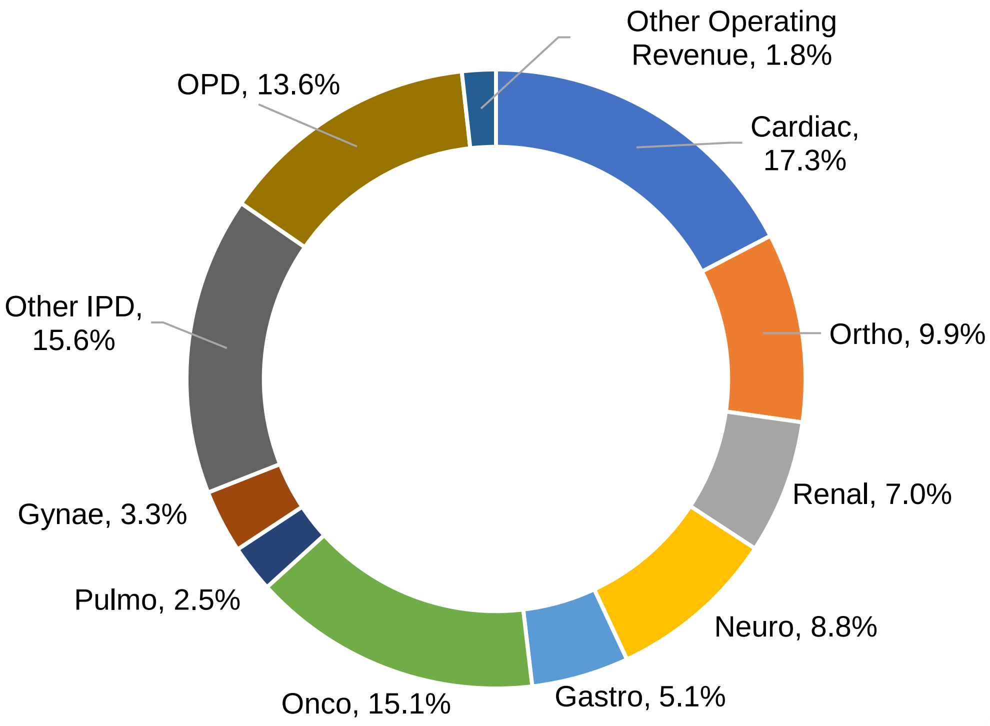
Non Surgical Revenue Surgical Revenue

SPECIALTY MIX

Q1 FY24

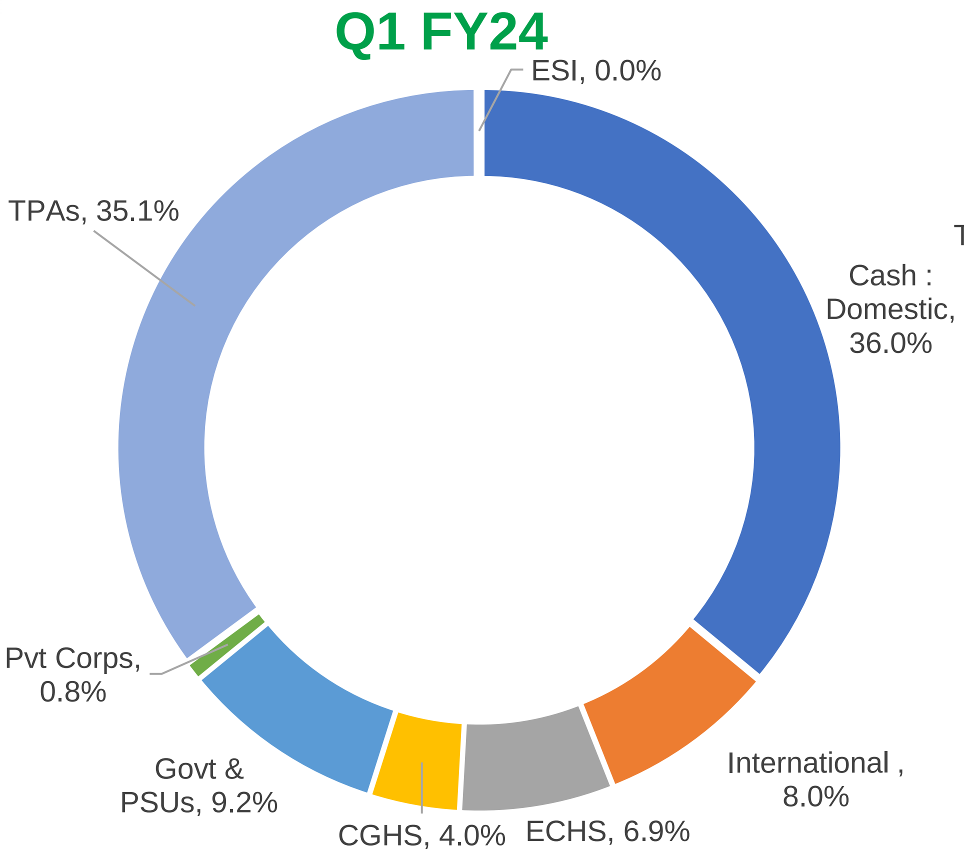


Q1 FY25

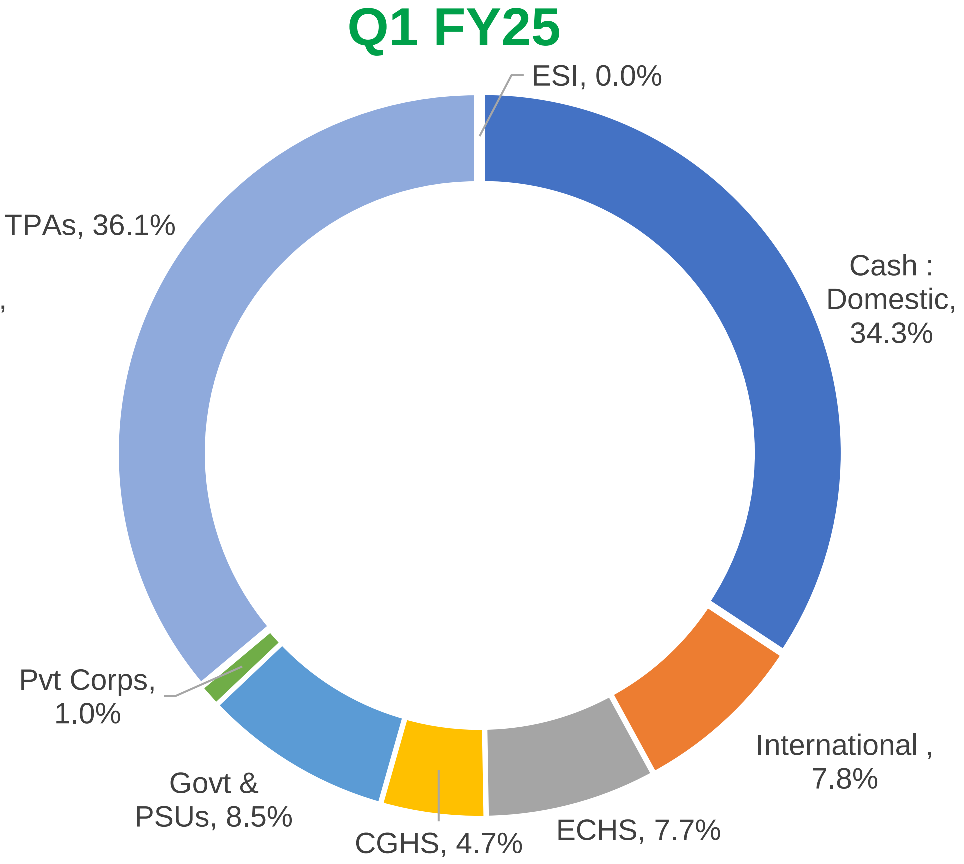


Specialties such as Neurology, Oncology, Pulmonology, Cardiac Sciences and Orthopedics witnessed revenue growth of 23%, 22%, 20%, 12% and 12%, respectively

PAYOR MIX



Q1 FY24
ESI, 0.0%
Cash : Domestic, 36.0%
International , 8.0%
ECHS, 6.9%
CGHS, 4.0%
Govt & PSUs, 9.2%
Pvt Corps, 0.8%
TPAs, 35.1%

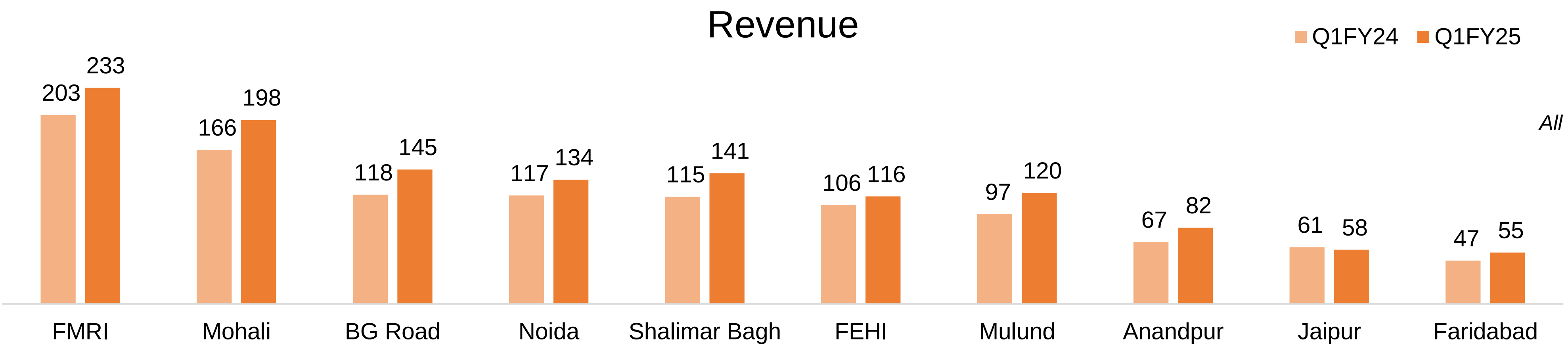


Q1 FY25
ESI, 0.0%
Cash : Domestic, 34.3%
International , 7.8%
ECHS, 7.7%
CGHS, 4.7%
Govt & PSUs, 8.5%
Pvt Corps, 1.0%
TPAs, 36.1%

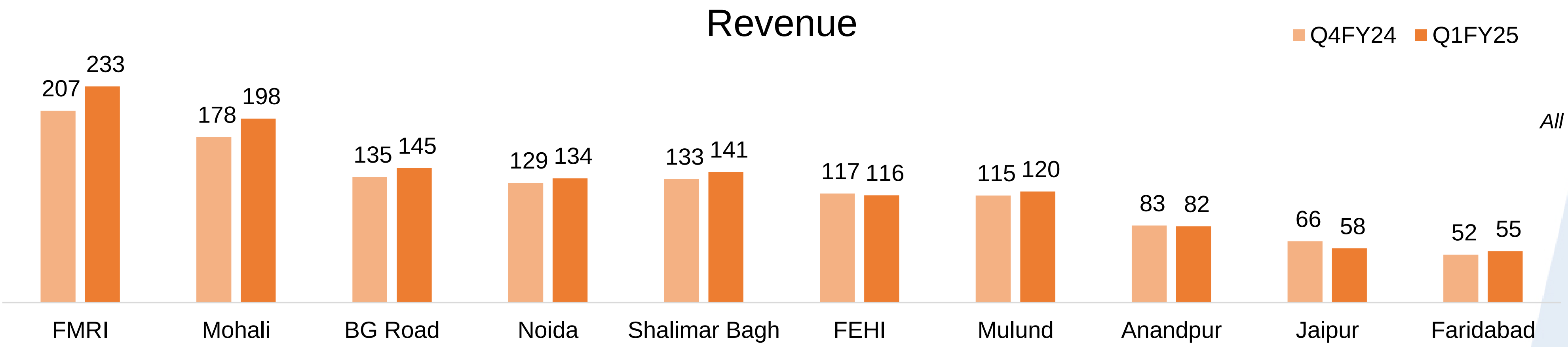
HOSPITAL BUSINESS PERFORMANCE – Q1FY25

All the key healthcare facilities continue to witness a YoY upward momentum in revenues*

All figures in INR Cr.



All figures in INR Cr.



**Note: Excluding Jaipur*

HOSPITAL MARGIN MATRIX

Q1FY25*

EBITDA	No of Facilities	Revenue Contribution	Operational beds	ARPOB (INR Cr)	Occupancy
20%-25%^	8	69.2%	2302	2.77	71%
15% - 20%	5	11.6%	699	1.46	74%
10% - 15%	1	0.6%	46	1.55	59%
<10%	7	17.5%	983	2.16	55%

FY24*

EBITDA	No of Facilities	Revenue Contribution	Operational beds	ARPOB (INR Cr)	Occupancy
20% - 25%	8	62.2%	1,998	2.56	72%
15% - 20%	5	13.4%	745	1.76	62%
10% - 15%	3	13.8%	640	1.89	70%
<10%	5	8.1%	551	1.81	50%

^Mohali has reported Operating EBITDA Margin in excess of 25% in Q1 FY25
**FY24 numbers exclude Vadapalani, Malar facilities and include Ludhiana 2 facility; Q1 FY25 numbers include Ludhiana 2 facility*

Fortis

BEDS EXPANSION UPDATE

Key Ongoing Expansion Projects

Manesar Facility (~300 Beds) –
Expected operationalization: Phase 1 Q2FY25
Phase 2 H2FY25

Faridabad New Tower (50 Beds) – Expected operationalization H2FY25

Noida New Tower (~145 Beds) –
Expected operationalization: Phase 1 H2 FY25 | Phase 2 H1 FY26

FMRI New Tower (220 Beds) – Expected operationalization H1FY26

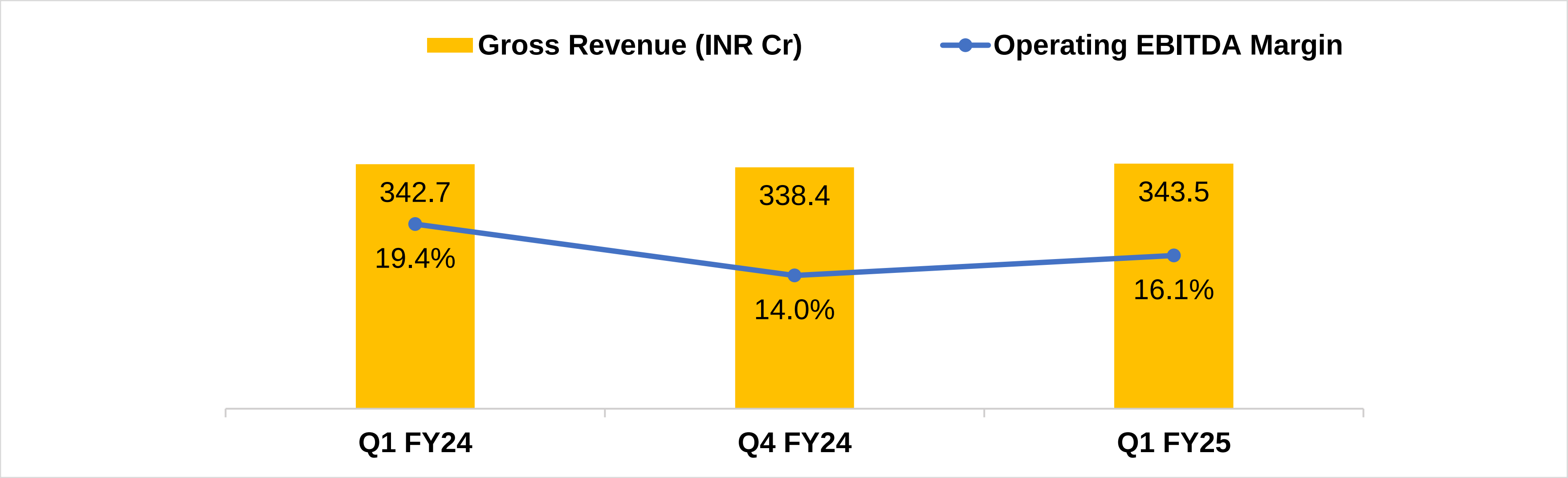
Note: In addition to the bed expansion in Manesar, Faridabad and Noida, capacity of approx. 270 beds will be added across following facilities in FY25: BG Road, Shalimar Bagh, Anandpur, FMRI, NBV

PERFORMANCE REVIEW

DIAGNOSTICS BUSINESS

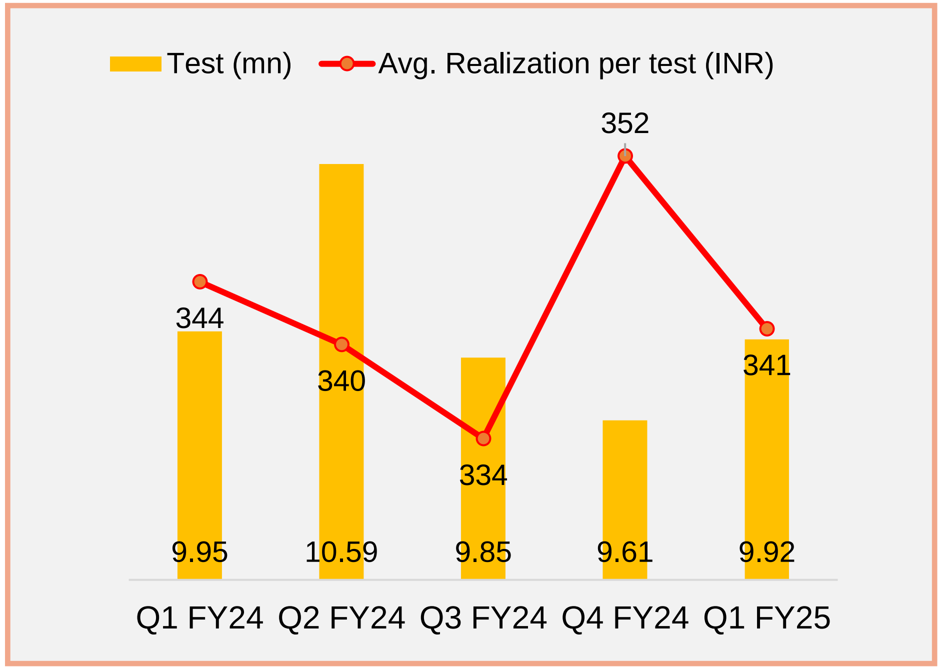
DIAGNOSTICS BUSINESS

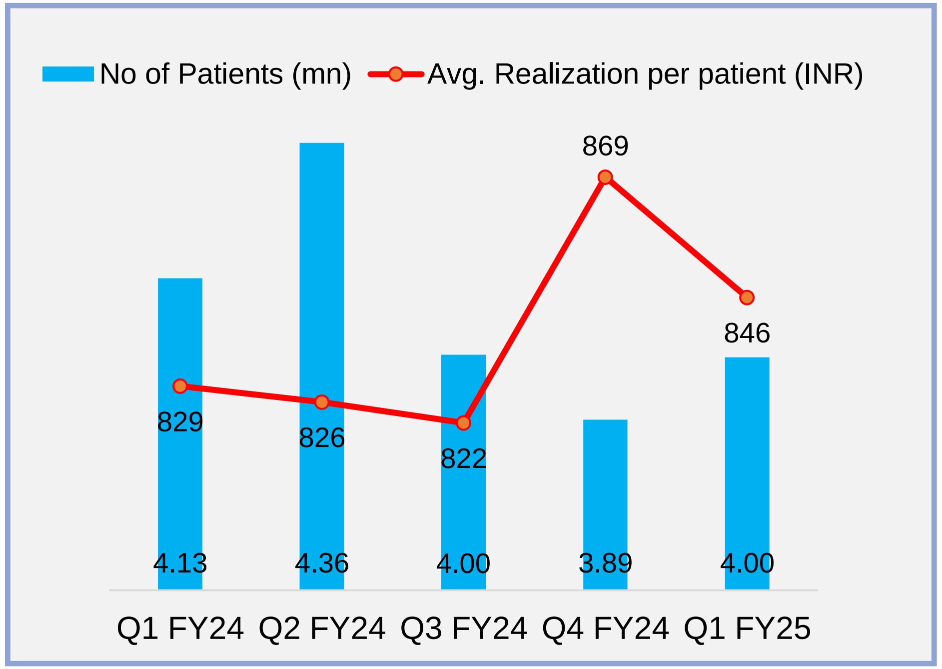
- During Q1 FY25, Agilus conducted 9.92 Mn tests, versus 9.95 Mn in Q1 FY24 a de-growth of 0.4% primarily due to lower COVID volumes. In Q4 FY24 Agilus conducted 9.61 Mn tests.
- Agilus added 185 Customer touchpoints* to its network in Q1 FY25.
- Agilus' B2C: B2B revenue mix stood at 54:46 in the quarter vs 53:47 in Q1 FY24.



Note: Gross additions

QUARTERLY KEY PERFORMANCE METRICS

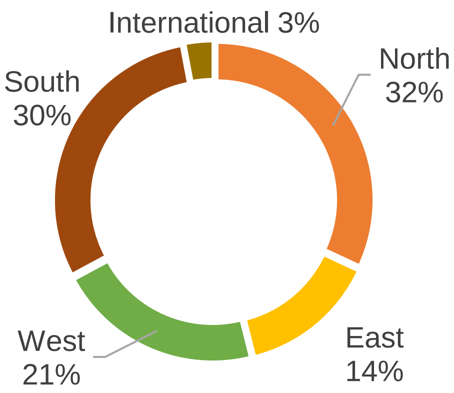


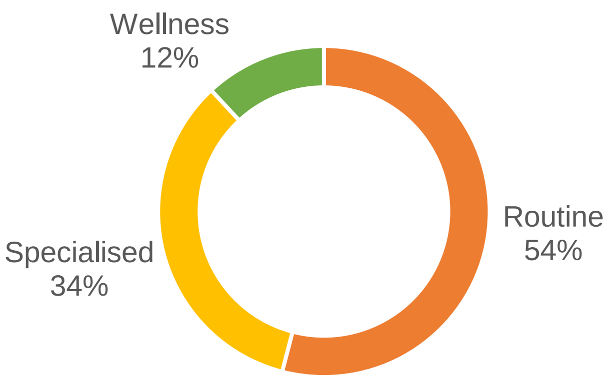


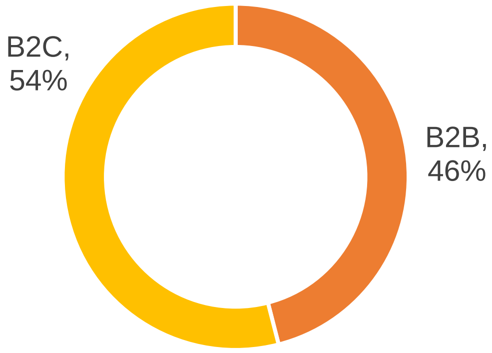
QUARTERLY REVENUE MIX

Geographic mix | Product Mix | Segment Mix

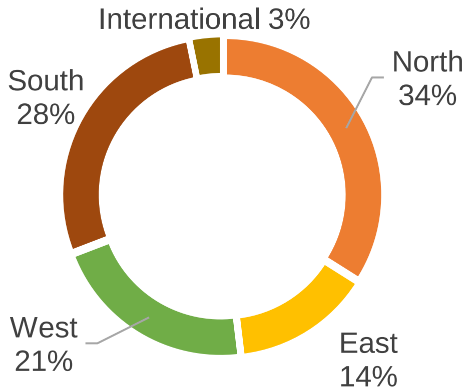
Q1 FY25

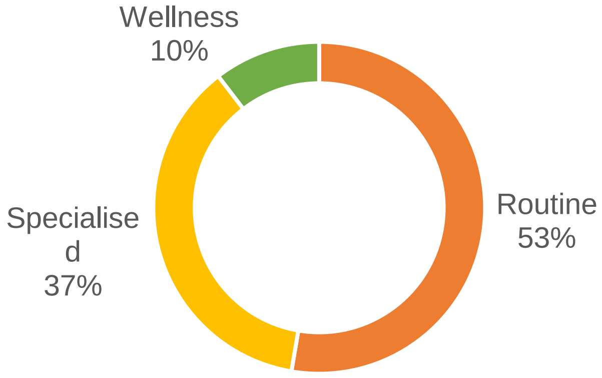


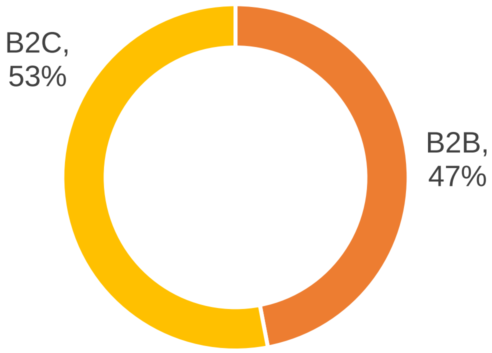




Q1 FY24







Specialised Include COVID and COVID Allied tests

APPENDIX

GROUP CONSOLIDATED P&L – Q1FY25

Particulars (INR Cr)	Q1FY24	Q4FY24	Q1FY25
Revenue from operations	**1,657.4**	**1,785.9**	**1,858.9**
Other income	8.1	9.8	13.0
Total income	**1,665.5**	**1,795.7**	**1,871.9**
Expenses	1,384.9	1,404.9	1,516.4
EBITDA*	**280.6**	**390.8**	**355.5**
Margin	**16.9%**	**21.9%**	**19.1%**
Finance costs	31.5	34.7	35.3
Depreciation and amortisation expense	79.2	92.2	91.0
PBT	**169.9**	**263.9**	**229.3**
Share of profit / (loss) of associates and joint ventures (net)	-0.6	4.3	0.6
Net profit / (loss) before exceptional items and tax	**169.2**	**268.2**	**229.9**
Exceptional gain**	1.5	3.1	0.2
Profit / (loss) before tax from continuing operations	**170.7**	**271.4**	**230.1**
Tax expense / (credit)	46.8	68.2	56.1
Net profit / (loss) for the period from continuing operations	**124.0**	**203.1**	**174.0**
Profit / (loss) from continuing operations attributable to Owners of the company	**111.8**	**178.7**	**166.0**

**EBITDA includes other income, forex and exceptional/non-recurring expenses*

***Q4FY24 PAT excludes exceptional net gain of Rs 3.1 Cr related to the Fortis Malar divestment transaction.*

***Q1FY24 and Q1FY25 PAT excludes exceptional gain of INR 1.5 Cr and INR 0.2 Cr respectively, which pertains primarily to reversal of impairment in an associate Company*

Fortis

THANK YOU