



November 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*

**Reference** : *Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI LODR Regulations”)*

We wish to inform you that the Board of Directors of the Company, at their meeting held on November 09, 2023, *inter alia*, has approved the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2023 (“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.

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## HEALTHCARE GLOBAL ENTERPRISES LIMITED

Q2 & H1FY24 Financial & Business Update

**Bangalore, 9<sup>th</sup> November 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 2<sup>nd</sup> Quarter and Half year ended 30<sup>th</sup> September 2023

### REVENUE

**Rs. 4,869 Mn.**



For Q2FY24 Y-o-Y

### EBITDA\*

**Rs. 864 Mn.**



For Q2FY24 Y-o-Y

### PROFIT AFTER TAX

**Rs. 136 Mn.**



For Q2FY24 Y-o-Y

### REVENUE

**Rs. 9,476 Mn.**



For H1FY24 Y-o-Y

### EBITDA\*

**Rs. 1,629 Mn.**



For H1FY24 Y-o-Y

### PROFIT AFTER TAX

**Rs. 212 Mn.**



For H1FY24 Y-o-Y

### REVENUE BREAKUP – HCG (MATURE vs EMERGING CENTERS)

Particulars (Rs. Mn.)	Q2 FY24	Q2 FY23	YoY	Q1 FY24	QoQ
Mature Centers	3,477	3,090	13%	3,314	5%
Emerging Centers	1,216	945	29%	1,129	8%

### EBITDA BREAKUP - HCG (MATURE vs EMERGING CENTERS)

Particulars (Rs. Mn.)	Q2 FY24	Q2 FY23	YoY	Q1 FY24	QoQ
Mature Centers	832	775	7%	761	9%
Emerging Centers	122	99	23%	99	23%

\*EBIDTA before ESOP



## Operational KPI's (Oncology)

Particulars	Q2 FY23	Q2 FY24	H1FY23	H1FY24
OPD Footfall ('000)	97	<b>100</b>	183	<b>196</b>
Chemo Sessions Administered ('000)	34	<b>38</b>	66	<b>73</b>
LINAC Capacity Utilizations (%)	67%	<b>61%</b>	67%	<b>65%</b>
In-Patient Bed Occupancy (%)	56%	<b>61%</b>	60%	<b>61%</b>

### OPERATIONAL HIGHLIGHTS for Q2 FY24\*

- Overall ARPOB stood at Rs. 42,054 vs. Rs. 36,914 in Q2 FY23
- Overall AOR stood at 63.6% vs. 66.4% in Q2 FY23
- **RoCE (Q2FY24 Annualized)**
  - RoCE for Mature centers stood at 21.2% vs. 21.8% in Q2FY23. RoCE pre-corporate allocations stands at 25.5%
  - RoCE for Emerging centers stood at -3.9% vs. -4.3% in Q2FY23. RoCE pre-corporate allocations stands at -0.8%
- **Several regions delivered high double-digit revenue growth on yearly basis**
  - Markets like Kolkata and Mumbai grew by 42% and 41% YoY respectively
  - Nagpur, Ranchi & Rajkot grew by 60%, 48% and 38% YoY respectively
  - Our International operations grew at a robust growth rate of 175% YoY

### Infrastructure Enhancement for Q2FY24

- Added 3 New LINAC machines
- Added 3 Robotics surgery machines in Mumbai, Kolkata & Baroda

\*Includes multi-specialty



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

*“Our performance for the quarter is yet another testimony of our consistent strides in moving up the value chain of outcome-driven cancer care. Led by our unique approach to treatment, path breaking clinical excellence, and intelligent technology adoption, we have deepened our understanding of the essence and progression of cancer and how it affects every patient differently. During the year, HCG Cancer Hospital Bengaluru initiated a ground-breaking pilot study for head and neck cancer patients with Low Dose Immunotherapy towards providing a cost-effective and safer therapy option. This study has the potential to be a game-changer in the sphere of head and neck cancer treatment and reflects HCG's commitment to advancing research and academia in India.*

*On the corporate front, our acquisition of SRJ CBCC Cancer Hospital in Indore is another cherished milestone in our expanding cancer care footprint across India. Through our unique hub and spoke model, we will continue to adopt a holistic approach to cancer care to continuously improve patient outcomes and quality of life.*

*Today, cancer is fast becoming a chronic disease, and a sea change has occurred in the manner in which we stage cancer, how we adopt a multi-disciplinary approach to cancer care, and how we apply genomics and molecular diagnostics in this era of precision medicine to provide the right treatment the first time. Understanding the genomic correlation of response and resistance is helping us stratify patients and avoid the perils of under/over treatment.”*

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

*“HCG’s unwavering commitment to expand patient outreach, bolstering capacity, and maximizing utilization, has resulted in remarkable performance for the 2nd quarter of fiscal year 2024. Our revenues witnessed a 16% growth on a year-on-year and stood at Rs. 486 crores. Additionally, our EBIDTA (excluding ESOP cost) amounted to Rs. 86 crores an increase of 14% Y-o-Y with margins standing at 17.8%.*

*We have embarked on our inorganic journey in the quarter gone by. After successful consummation of Nagpur and Indore hospital acquisition, we have initiated the process of integrating systems, processes & operations to be carried out the HCG way in these hospitals with an objective to enhance and extend our cancer care services throughout the state of Madhya Pradesh, meeting the urgent need for comprehensive, high-quality healthcare in the region.*

*We are optimistic of revenue uptick and margin expansion on the back of operational efficiencies, synergies and patient volume uptick on account of the promise brand HCG carries for cancer care across the country.*

*As we look forward, our vision extends beyond mere treatment; it's about rewriting the narrative of cancer, making quality care accessible to all, irrespective of the challenges they face.”*



### **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](http://www.hcgel.com) or feel free to contact [investors@hcgoncology.com](mailto:investors@hcgoncology.com)

**Investor Relations : Strategic Growth Advisors**

**SGA** Strategic Growth Advisors

CIN: U74140MH2010PTC204285

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