



November 09, 2024

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 Saturday, November 09, 2024, *inter alia*, has approved the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and six months ended September 30, 2024 (“Financial Results”).

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

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HEALTHCARE GLOBAL ENTERPRISES LIMITED

Q2 & H1FY25 Financial & Business Update

Bangalore, 9th November 2024 – Healthcare Global Enterprises Limited (HCG), one of the largest provider of Cancer care in India under the brand “HCG” announced its Financial Results for the 2nd Quarter and Half Year ended 30th September 2024.

REVENUE

Rs. 5,535 Mn.

 **+14%**

For Q2FY25 Y-o-Y

Adjusted EBITDA*

Rs. 1,042 Mn.

 **+21%**

For Q2FY25 Y-o-Y

PROFIT AFTER TAX

Rs. 180 Mn.

 **+33%**

For Q2FY25 Y-o-Y

REVENUE

Rs. 10,791 Mn.

 **+14%**

For H1FY25 Y-o-Y

Adjusted EBITDA*

Rs. 1,970 Mn.

 **+21%**

For H1FY25 Y-o-Y

PROFIT AFTER TAX

Rs. 301 Mn.

 **+42%**

For H1FY25 Y-o-Y

REVENUE BREAKUP – HCG (ESTABLISHED vs EMERGING CENTERS)

Particulars (Rs. Mn.)	Q2FY25	Q2FY24	YoY	H1FY25	H1FY24	YoY
Established Centers [#]	4,848	4,290	13%	9,485	8,375	13%
Emerging Centers	530	403	32%	1,005	761	32%

EBITDA BREAKUP – HCG* (ESTABLISHED vs EMERGING CENTERS)

Particulars (Rs. Mn.)	Q2FY25	Q2FY24	YoY	H1FY25	H1FY24	YoY
Established Centers [#]	1,131	945	20%	2,155	1,814	19%
Emerging Centers	30	6	389%	72	-6	NA

*Adjusted EBITDA excludes ESOP; ESOP for Q2FY25 & H1FY25 is Rs 19.0 mn and Rs 38.5 mn respectively, for Q2FY24 and H1FY24 is Rs 18.1 mn and Rs 39.7 mn respectively

#Q2FY24 and H1FY24 includes Revenue & EBITDA from discontinued MSR operations, adjusted Revenue growth stands at 16% for Q2FY25 and 17% for H1FY25 and EBITDA growth stands at 25% for Q2FY25 and 26% for H1FY25



Operational KPI's (Oncology)

Particulars	Q2FY25	Q2FY24	H1FY25	H1FY24
OPD Footfall ('000)	109	100	215	196
Chemo Sessions Administered ('000)	43	38	84	73
LINAC Capacity Utilizations (%)*	70%^	61%	67%	65%
In-Patient Bed Occupancy (%)#	61%	58%	60%	60%

*No of Linacs in Q2 & H1FY25 stands at 36 vs 32 Linacs in Q2 & H1FY24

#No of Operational beds in Q2 & H1FY25 stands at 1,318 vs 1,232 in Q2 & H1FY24

^3 machines under replacement, not considered under capacity

OPERATIONAL HIGHLIGHTS for Q2FY25*

- Overall ARPOB stood at Rs. 45,188 vs. Rs. 42,058 in Q2FY24, a growth of 7.4%
- Overall AOR stood at 65.6% vs. 65.8% in Q2FY24
- **RoCE (Q2FY25 Annualized)**
 - RoCE for Established centers stood at 15.8% vs. 15.7% in Q2FY24. RoCE pre-corporate allocations stands at 19.6%
 - RoCE for Emerging centers stood at -10.7% vs. -13.2% in Q2FY24. RoCE pre-corporate allocations stands at -7.0%
- **Several regions delivered high double-digit revenue growth on YoY basis**
 - Markets like Kolkata and Ongole grew by 66% and 46% YoY respectively
 - Nagpur, Nashik & Jaipur grew by 32%, 32% and 28% YoY respectively
- HCC Hospital Ahmedabad, Phase III operationalized in Q2FY25
- 5 units of HCG have been Accredited by NABH for the Digital Health Accreditation Standards namely KR, DR, Nashik, Borivali and Kolkata
- Aligning with asset light strategy, PET Machines on Pay-per-use across other 3 centers namely Vijayawada, Chennai and HCC operationalized in Q2FY25
- Advance replacement of Cyber-knife at KR completed and became operationalized in Q2FY25
- Replacement of LINAC at DR completed and new machine is operationalized

*Includes multi-specialty



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

"I am proud to announce strong financial and operational performance for quarter ended September 2024, a true reflection of the dedication and expertise of our exceptional team, from doctors to support staff, who work tirelessly to provide high-quality care.

Having over decades of experience, we understand that cancer is a complex disease requiring a unique and focused approach to diagnosis and treatment. Our model centers on patient-centric, personalized care, ensuring that each patient receives treatment precisely tailored to their specific cancer type and stage of progression, and our outcomes are comparable to the best in the western world. With our network of hospitals spread across the country, we aim to provide this level of treatment to every patient battling cancer.

As we look to the future, HCG remains committed to pushing the boundaries of cancer treatment through the integration of advanced technologies and patient-centric innovations. With initiatives like Virtual OPD and centralized genomics, we aim to make high-quality cancer care more accessible and precise, empowering patients with cutting-edge diagnostics and treatment plans tailored to their unique needs.

Our journey is made possible by the trust our stakeholders place in us, and we remain dedicated to advancing value-based cancer care across our growing network."

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

"HCG has reported its best ever quarterly revenues of Rs 554 crores with a robust growth of 14% and EBITDA margins standing strong at 18.8% compared to 17.8% in same period last year. Proforma revenue growth including Vizag acquisition stands at 20% with EBITDA margins of 19%. This growth is on the back of increased volumes across modalities leading to operational leverage playing out well. We are confident of continuing this upward trend with our emerging centers ramping up and contributing to the growth.

Emerging centers grew by 32% and with our Kolkata center being a major growth driver, growing by 66% on a year on year basis, turning profitable in the current year with 9.2% EBITDA % in Q2, and we expect the momentum to continue in coming quarters.

Our digital initiatives have significantly boosted our patient funnel, raising digital channel revenue to 14% of overall revenue in Q2, up from 4% last year. We aim to achieve 25% of revenue through digital platforms over the next 3-5 years.

In addition, our strategic acquisition of MG Hospital in Vizag is progressing well and in line with our expectations. This acquisition has been instrumental in enhancing our footprint in the region, allowing us to further expand our services and strengthen our presence in one of the key markets for cancer care.

Going forward, we aim to increase our presence across the country while scaling operations at our existing centers with a view to provide best cancer care to the people of the country. Additionally, we plan to establish more Centers of Excellence in the coming years, modeled after our premier facilities in Bangalore and Ahmedabad, equipped with state-of-the-art medical infrastructure and top clinical talent.

As we move forward, we remain focused on our mission to deliver exceptional care, drive innovation, and positively impact the lives of those we serve."



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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