



November 11, 2021

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 November 11, 2021, *inter alia*, has approved the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2021.

In this respect, we enclose herewith the communication being released to the Press on the Financial Results of the Company for the quarter and half year ended September 30, 2021.

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 Ltd. reports Q2 FY22 results

Revenue for Q2 FY22 of INR 3,520 Million, a growth of 42.0% (y-o-y) and 8.9% (q-o-q)

and for H1 FY22 of INR 6,751 Million, a growth of 53.0% (y-o-y)

EBITDA for Q2 FY22 of INR 650 Million, a growth of 91.1% (y-o-y) and 19.0% (q-o-q)

and EBITDA for H1 FY22 of INR 1,197 Million, a growth of 113.3% (y-o-y)

Bengaluru, November 11, 2021: HealthCare Global Enterprises Limited (“HCG”), the leader in India in speciality healthcare services focused on oncology and fertility today announced its financial results for the quarter (“Q2”) and six months ended September 30, 2021.

Highlights for quarter ended September 30th, 2021

- Consolidated Income from Operations (“Revenue”) was **INR 3,520 mn** as compared to **INR 2,479 mn** in the corresponding quarter of the previous year, reflecting a year-on-year growth of **42.0%**
- Consolidated Profit Before Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“EBITDA”) was **INR 650 mn**, as compared to **INR 340 mn** in the corresponding quarter of the previous year, a growth of **91.1%** year-on-year and **19.0%** quarter-on-quarter
- Consolidated Profit Before Other Income, Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“Operating EBITDA”), was **INR 617 mn**, as compared to **INR 300 mn** in the corresponding quarter of the previous year, a growth of **105.7%** year-on-year and **20.5%** quarter-on-quarter
- Operating EBITDA for Existing centers was **INR 598 mn**, a growth of **81.7%** year-on-year and **12.4%** quarter-on-quarter, reflecting an Operating EBITDA margin of **21.9%**
- Operating EBITDA from New centers was **INR 19 mn**, as compared to loss of **INR 29 mn** in the corresponding quarter of the previous year and loss of **INR 19 mn** in the previous quarter
- Consolidated Profit after Taxes and Minority Interest (“PAT”) was a profit of **INR 1,031 mn**, as compared to loss of **INR 223 mn** in the corresponding quarter of the previous year

INR million except earnings per share

Period ended Sep'21	Q2-FY22	Q2-FY21	Growth (y-o-y)
Income from Operations	3,520	2,479	42.0%
EBITDA⁽¹⁾	650	340	91.1%
EBITDA margin (%)	18.5%	13.7%	
Operating EBITDA⁽²⁾	617	300	105.7%
Op. EBITDA margin (%)	17.5%	12.1%	
PBT⁽³⁾	1419	(323)	NM
PBT margin %	40.3%	-13.0%	
PAT⁽⁴⁾	1031	(223)	NM
PAT margin %	29.3%	-9.0%	
Earnings per share (EPS)	8.22	(1.94)	NM

(1) Profit before depreciation and amortization, finance costs, exceptional items and taxes

(2) EBITDA excluding other income

(3) Profit / (Loss) before tax and after share of profit / (loss) of equity accounted investee, exceptional items

(4) Profit / (Loss) for the period after share of profit / (loss) of equity accounted investee, taxes and minority interests, exceptional items

Business Updates for Q2 FY22

- Record performance with 'all-time high' operating financials delivered across the business:
 - Highest ever monthly and quarterly Revenue and EBITDA delivered during the quarter
 - Strong sequential & yearly revenue growth on the back of higher footfalls
- HCG New centers continued their scale-up trajectory:
 - Strong revenue growth of **57.9%** y-o-y and **10.1%** q-o-q
 - Recorded positive EBITDA with several centers witnessing turnaround in EBITDA (unit level)
- Several regions delivered double-digit revenue growth on sequential basis on the back of gradual unlocking of the economy
 - Maharashtra upsurge continued across all centers and delivered **17.5%** revenue growth q-o-q
 - East India witnessed a continuance in its growth path with **20.1%** revenue growth q-o-q
 - North India recorded a high growth of **42.1%** q-o-q
- Other highlights
 - Milann revenues grew by **56.9%** y-o-y and our digital campaigns contributed to this
 - ICRA has upgraded the credit rating of our Company to A plus (stable) from A negative (stable)

Commenting on the results, **Dr. B.S. Ajaikumar, Executive Chairman, HealthCare Global Enterprises Ltd.** said, "At HCG, we believe in patient centric care and focus on accessible oncological services, advanced treatments and high-quality care and outcomes. Over the years, we have emerged as a responsible brand, earning the trust of thousands of patients and admiration of the community. Our focus on advanced technology, our ability to deliver exceptional clinical outcomes and a team of dedicated specialists equip us with capabilities to further the oncology care continuum while emerging as a pioneer and leader in oncology.

The Company has turned in industry-leading revenue growth this quarter, which is also backed by improving profitability, especially among the new centres that have not yet reached the mature stage of operations. The growth opportunities ahead of us in the domestic business is quite strong and we are also seeing a turnaround in the number of international patients visiting our centres with the easing of travel restrictions. Milaan, our fertility center has also performed very well with a growth of 57% on the back of a new leadership team under Shailesh Guntu aided by our focus on digital outreach which is delivering us the desired results.

Overall, HCG under the dynamic leadership of Raj Gore, our CEO, is positioned very uniquely with a strong pipeline as well as a de-levered balance sheet to deliver superior growth and profitability but with a clear focus on tangible outcomes for all our stakeholders, most important of which are our patients for whom positive outcomes from the disease is the best return."

Mr. Raj Gore, CEO HealthCare Global Enterprises Ltd., added, "We continued with the momentum that we had built up in the first quarter of this fiscal with a strong performance across all operating metrics in the current quarter. We delivered our highest revenue and EBITDA for any quarter ever in our history. I would like to highlight that over the last 3 quarters, we have consistently reported our highest revenue. What is heartening is that the Q2 core revenues, excluding COVID and vaccination business, is also the highest ever recorded in our history.

The growth in revenue has also been matched by corresponding growth in profitability margins. We closed the second quarter with our highest ever EBITDA at Rs. 65 cr. with 1.6% margin expansion over the previous quarter. This is also the first quarter after 13 quarters where our PAT is back in the positive territory. A direct impact of the improving financials has been the generation of free cash flow over the last two quarters.

The result showcases our entire team's focus on driving growth and operational efficiencies which we are confident of continuing in the quarters to come."

Earnings Conference Call

The company will conduct a one hour conference call at **10:30 AM IST on Friday November 12, 2021** where the management will discuss insights about the company's performance and answer questions from participants. To participate in this conference call, please dial the numbers provided below ten minutes ahead of the scheduled start time. The dial-in number for this call is **+91 22 6280 1107 /+91 22 7115 8008**. Other numbers are listed in the conference call invite which is uploaded on the stock exchange and posted on our website.

About HCG Enterprises Ltd.

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. Strand Life Sciences, an associate company of HCG, is a precision diagnostics company with strong track record in bioinformatics and a pioneer of genomic testing in India. **For further information, visit www.hcgel.com or contact: Company Secretary and Compliance Officer: Sunu Manuel, investors@hcgoncology.com**