

Ref/No/HDFCAMC/SE/2022-23/74

Date – January 25, 2023

National Stock Exchange of India Limited Exchange Plaza, Plot C/1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400051	BSE Limited Sir PJ Towers, Dalal Street, Mumbai – 400001
<b>Kind Attn: Head – Listing Department</b>	<b>Kind Attn: Sr. General Manager – DCS Listing Department</b>

Dear Sir/Madam,

**Sub: Publication of Notice in newspaper containing Un-audited standalone and consolidated Financial Results of the Company for the quarter and nine months ended December 31, 2022**

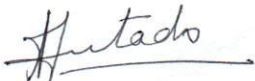
Pursuant to the captioned subject, please find enclosed herewith copies of newspaper clippings published by the Company.

The said newspaper clippings are also available on website of the Company [www.hdfcfund.com](http://www.hdfcfund.com)

This is for your information and records.

Thanking you,

Yours faithfully,  
For **HDFC Asset Management Company Limited**



**Sylvia Furtado**  
Company Secretary

Encl: a/a

**HDFC Asset Management Company Limited**

A Joint Venture with abrdn Investment Management Limited

CIN: L65991MH1999PLC123027

Registered Office : "HDFC House", 2nd Floor, H.T. Parekh Marg, 165-166, Backbay Reclamation, Churchgate, Mumbai-400 020  
Tel.: 022 - 6631 6333 Fax: 022 - 6658 0203 Website: [www.hdfcfund.com](http://www.hdfcfund.com)

[shareholders.relations@hdfcfund.com](mailto:shareholders.relations@hdfcfund.com)

# Dialysis business in growth mode

Private service providers are expanding in readiness for rising demand and opportunity in under-served markets



SOHINI DAS  
Mumbai, 24 January

Every week, 220,000 to 250,000 Indians undergo three sessions each of haemodialysis (a treatment to filter wastes and water from the blood). But that amounts to a fraction of Indians who need this treatment. The industry estimates that there are some 20 million patients with chronic kidney disease in India, but only 20 per cent get dialysis treatment. The remaining 80 per cent either can't access it because they live in rural areas or can't afford it since dialysis is largely an out-of-pocket expense. The affordability factor is striking because dialysis in India costs \$25 a session compared with \$300 a session in the US.

India, however, with its high hypertension- and diabetes-prone population, remains a growing market for dialysis service providers. Every year, the country adds 600,000 to 700,000 patients in need of dialysis. Given that some 40 per cent die, the net patient

## THE MARKET

- Currently, 20% of Indian patients get access to dialysis treatment
- The rest can't access it owing to location (in rural areas) or afford it
- Incremental requirement is 55 million dialysis sessions a year, more than double the current 21-22 million sessions
- The country has 50,000 dialysis machines, 5,000 centres for dialysis and about 3,000 practising nephrologists

addition is 350,000 to 400,000, which translates into an incremental requirement of 55 million dialysis sessions every year, more than double the current number of 21-22 million. The country has 50,000 dialysis machines, 5,000 centres for dialysis and about 3,000 practising nephrologists.

These grim figures translate into an expanding market opportunity, which is why all major dial-

ysis service providers in the private sector are expanding. NephroPlus plans to launch 35-40 centres per year and says that its patient footfalls are growing at 20 per cent every year; VitusCare plans to add 150 new centres over the next three years; Apex Kidney Care plans to more than double its centres to 350 from 156 in the next three years or so. The cost of opening one centre is ₹1-1.2 crore.

Vikram Vuppala, founder and CEO, NephroPlus, said the market will continue to grow at 20-25 per cent over the next three or four decades and predicts that the share of organised private sector players in the dialysis market — there are several mom-and-pop centres run by doctors — will increase from 21-22 to 40 per cent in the next five years. The growth will come from expansion into new geographies and further into the hinterland. NephroPlus, for example, has 70 per cent of its centres in the top 10 cities.

But for this expansion to translate into greater access for patients, public spending on dialysis would

have to expand, said service providers who run public-private-partnership (PPPs) centres. For example, out of the 156 centres that Apex Kidney Care runs, 84 are in PPP mode. Indranil Roychowdhury, CEO of Apex Kidney Care, said PPP was the way to capture the 80 per cent of patients who were being left out. "In India, out-of-pocket expenditure is high — around 54.8 per cent compared to 11 per cent in the US or 8.7 per cent in Thailand. All our PPP centres are always full, and it shows that this is the way to spread more into the rural areas," Roychowdhury told *Business Standard*.

Prabhat Srivastava, co-founder and CEO, VitusCare, added, "PPPs will go a long way in ensuring access to dialysis infrastructure at district hospitals and clinics in the hinterlands of the country. Pradhan Mantri National Dialysis Programme (PMN-DP) is a positive step taken towards this journey. There are currently about 1,100 centres under this programme across the country."

In fact, government spending is already quite high in this sector. Vuppala said out of the ₹4,500-crore dialysis market in the country, around 15 per cent was reimbursed by the government through various programmes.

Roychowdhury pointed out that the government needed to focus on screening of non-communicable diseases and kidney patients. "With the quality of dialysis improving, the survival rates are also rising and a patient with regular dialysis sessions can live up to more than a decade. Besides, if a patient is diagnosed early, medication can prevent the disease from progressing and delay or avoid the need for dialysis.

A potential solution to access and affordability of dialysis is peritoneal dialysis (PD), but the verdict seems divided on this. US giant Baxter, makers of PD solutions, said patients on PD had more control over their lives because they could perform daily activities while on dialysis. It also minimises the frequency of clinic visits, limits the caregiver's involvement, and requires fewer diet and fluid restrictions.

Compared to the four-hour sessions required for haemodialysis

(HD) at designated centres, PD involved two to three 20- to 30-minute exchanges per day that could be performed at home without special infrastructure or medical help, a company spokesperson explained.

But some believe PD is not a great option in lower middle-income households due to risk of infection and hygiene-related issues, especially involving the storage of the PD bags (three per day).

Also, Srivastava pointed out, "In 2019, the Centre had introduced free PD services to beneficiaries who are below the poverty line. But at the moment there is no additional support for other income groups when it comes to PD."

"So far the penetration of PD in India has not been too successful as nearly 95 per cent of dialysis patients opt for HD. The key reasons for this have been the low awareness and a lack of established supply chain for PD infrastructure and consumables when it comes to OEMs (original equipment makers), distributors, service providers and clinicians," he explained.

As the dialysis industry grows, local medical device makers are also getting into the game.

Dialysis machines in India are mostly imported, and German player Fresenius is the market leader — 35,000 out of the 50,000 machines deployed in the country are from Fresenius, according to industry estimates. These machines cost ₹7-8 lakh each — exclusive of the cost of dialysers (that part of the HD machine where the blood gets filtered), and other consumables.

Now, however, local players are developing made-in-India dialysis machines and dialysers, which could lower costs significantly. For example, Manish Sardana, president, Poly Medicare Ltd, said his company was ready with its made-in-India dialysis machines, in which 50-60 per cent of the components were locally sourced. Polymed is making these machines at its Faridabad facility under an import substitution programme linked to the government's signature production-linked incentive scheme. Polymed is also making dialysers, in India which is also an import substitute.

# Aditya Birla group set for green energy foray to match rivals

DEV CHATTERJEE  
Mumbai, 24 January

The Aditya Birla group will make investments in green energy, joining conglomerates like Tatas, Adani Group and Reliance Industries that have announced multi-billion dollar commitments.

Kumar Mangalam Birla, chairman of Aditya Birla Group, said in a blog post his group companies were making investments in green energy, the circular economy and sustainable materials. "The pendulum of climate change will swing globally when we can find technology-led solutions to marry the material aspirations of current generations with responsibility towards the lives of future generations. And nowhere is that truer than in rapidly emerging countries like India," Birla said without elaborating on any investment figures in the green energy business.

The Tata group is investing ₹77,000 crore in green energy and Reliance has announced ₹75,000 crore in the next three years for the sector. The Adani Group has announced \$70 billion for green energy in the next 10 years.

Birla said the climate and sustainability would be the defining challenges of the century. "While the short-term flight from natural gas has been to coal, broader efforts to clean energy transition are now truly underway. Governments and large corporations globally finally see a confluence between what is virtuous and financially prudent. And this convergence will drive a multi-decade transition," Birla said.

"As a nation, we aim to generate 50 per cent of our power requirements from renewable energy sources or put another way, have 500 Gw of non-fossil fuel based capacity by 2030. India is walking the talk as is evident from its pioneering leadership of the International Solar Alliance."

"The availability of capital, coupled with young talent brimming with ideas, has meant that we have been witness to a unique explosion of new business building. There is much to be celebrated and learnt from the raw energy and hustle of many of these new ventures in the start-up ecosystem. At the same time, it's also increasingly clear that there is a thin line between hustle and hubris. To manage this balance



Kumar Mangalam Birla, chairman, Aditya Birla Group

well, it is important to build great teams and be unafraid to bring in new talent," Birla said. "The single biggest difference between many successful firms and others is not the novelty of ideas, or even the uniqueness of their technology, but a team that can harness the best solutions available."

Companies should create a culture of values, where actions matter more than slogans. "Unfortunately, there have been too many examples recently of teams that have embraced shortcuts. Where compromises have been made in the interest of growth. And where alarms are set off too late. Build for the long haul," he said.

Birla said companies must make big bets based on their fundamental strengths like better unit economics, scale, network, and speed. "If you do not continuously reshape the terms of the industry based on these big bets, someone else definitely will be playing theirs," he said.

"There is still value to investing in building a view to core metrics — operating profits, gross margins, and cash flows. These terms have enduring resonance across business cycles."

On global companies focusing on China+1 strategy, Birla said India had become a clear choice of investment. "A decadal reshaping of supply chains is underway. As global corporations start to look at countries across Asia as part of their China+1 strategies, India is a clear choice," he said.



ASSET MANAGEMENT COMPANY LIMITED

## HDFC Asset Management Company Limited

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CIN: L65991MH1999PLC123027

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E-mail: shareholders.relations@hdfcfund.com • Website: www.hdfcfund.com

### EXTRACT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2022

Particulars	₹ (in Crore)			
	Quarter Ended December 31, 2022	Nine months Ended December 31, 2022	Quarter Ended December 31, 2021	Nine months Ended December 31, 2021
	(Reviewed)	(Reviewed)	(Reviewed)	(Reviewed)
Total income from operations	559.56	1,625.86	549.67	1,599.08
Net profit for the period (before tax, exceptional and/or extraordinary items)	500.72	1,378.83	485.15	1,412.64
Net profit for the period before tax (after exceptional and/or extraordinary items)	500.72	1,378.83	485.15	1,412.64
Net profit for the period after tax (after exceptional and/or extraordinary items)	369.40	1,047.72	359.75	1,049.58
Total comprehensive income for the period (comprising profit for the period (after tax) and Other Comprehensive Income (after tax))	369.35	1,047.74	360.36	1,049.07
Equity share capital	106.69	106.69	106.60	106.60
Other Equity (excluding revaluation reserve) as at March 31, 2022	5,423.40			
Earnings per equity share (Face value of ₹ 5 each)				
Basic (₹):	17.32	49.12	16.88	49.25
Diluted (₹):	17.31	49.10	16.86	49.20

#### Notes:

- The above standalone results of the Company have been reviewed and recommended by the Audit Committee and approved by the Board of Directors of the Company at its meeting held on January 24, 2023. The results have been subject to Limited review by the Statutory Auditors of the Company.
- The above is an extract of the detailed format of Quarterly / Annual Financial Results filed with the National Stock Exchange of India Limited and BSE Limited under Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. The full format of the Quarterly / Annual Financial Results are available on [www.bseindia.com](http://www.bseindia.com), [www.nseindia.com](http://www.nseindia.com) and [www.hdfcfund.com](http://www.hdfcfund.com).

Navneet Munot | MD & CEO  
DIN: 05247228

Place: Mumbai | Date: January 24, 2023



ASSET MANAGEMENT COMPANY LIMITED

## HDFC Asset Management Company Limited

A Joint Venture with abrdn Investment Management Limited  
CIN: L65991MH1999PLC123027

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### EXTRACT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2022

Particulars	₹ (in Crore)	
	Quarter Ended December 31, 2022	Nine months Ended December 31, 2022
	(Reviewed)	(Reviewed)
Total income from operations	559.56	1,625.86
Net profit for the period (before tax, exceptional and/or extraordinary items)	500.48	1,378.31
Net profit for the period before tax (after exceptional and/or extraordinary items)	500.48	1,378.31
Net profit for the period after tax (after exceptional and/or extraordinary items)	369.16	1,047.20
Total comprehensive income for the period (comprising profit for the period (after tax) and Other Comprehensive Income (after tax))	369.15	1,047.19
Equity share capital	106.69	106.69
Earnings per equity share (Face value of ₹ 5 each)		
Basic (₹):	17.31	49.10
Diluted (₹):	17.30	49.08

#### Notes:

- The above consolidated results of the Company have been reviewed and recommended by the Audit Committee and approved by the Board of Directors of the Company at its meeting held on January 24, 2023. The consolidated results have been subject to Limited review by the Statutory Auditors of the Company.
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- A Wholly Owned Subsidiary ("WOS") of the Company namely "HDFC AMC International (IFSC) Limited", located in Gujarat International Finance Tec-City (GIFT City) had been incorporated effective May 27, 2022 and was capitalised during the quarter ended September 30, 2022. Accordingly, consolidated financial results have been prepared from the quarter ended September 30, 2022. Hence, there are no comparative numbers.

Navneet Munot | MD & CEO  
DIN: 05247228

Place: Mumbai | January 24, 2023



