

APOLLO HOSPITALS ENTERPRISE LIMITED

CIN : L85110TN1979PLC008035



1st December 2016

The Secretary,
Bombay Stock Exchange Ltd (BSE)
Phiroze Jheejheebhoy Towers,
Dalal Street,
Mumbai - 400 001.
Scrip Code - 508869
ISIN INE437A01024

The Secretary,
National Stock Exchange,
Exchange Plaza, 5th Floor
Plot No.C/1, 'G' Block
Bandra - Kurla Complex
Bandra (E)
Mumbai - 400 051.
Scrip Code- APOLLOHOSP
ISIN INE437A01024

The Manager
The National Stock Exchange,
Wholesale Debt Market
Exchange Plaza, 5th Floor
Plot No.C/1, 'G' Block
Bandra - Kurla Complex
Bandra (E)
Mumbai - 400 051.
ISIN INE437A07062,
INE437A07070,
INE437A07088 &
INE437A07093

Dear Sir,

This is to inform that International Finance Corporation (affiliated to the World Bank) along with its associated entity, has made a primary equity infusion of Rs 450 crores thereby acquiring a 29.03% stake in Apollo Health and Lifestyle Limited ("AHLL"), earlier a wholly owned subsidiary of the Company.

This equity infusion would be utilized to finance AHLL's growth plans.

AHLL is engaged in retail healthcare business encompassing primary health clinics, birthing centres, dental & dialysis centres, day surgery centres and sugar clinics.

A Press Release which is planned to be released today with regard to the proposed investment, is enclosed for your reference.

You are requested to kindly take this on record.

Thanking you

Yours faithfully
For APOLLO HOSPITALS ENTERPRISE LIMITED

S.M. KRISHNAN
VICE PRESIDENT - FINANCE
AND COMPANY SECRETARY

CC : The Secretary,
Luxembourg Stock Exchange,
B.P. 165,
L-2011 Luxembourg.

Ref : **ISIN US0376081065 - Rule 144a GDR**
ISIN US0376082055 - Reg. S GDR

Securities and Exchange Commission
Division of Corporation Finance
Office of International Corporate Finance
450 Fifth Street, N.W.
Washington, D.C
20549-0302
File No. 82-34893



IS/ISO 9001:2000

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Apollo Health and Lifestyle Ltd. raises Rs 450 crs of growth capital from World Bank's arm IFC

*Move aimed at strengthening its leadership position in the primary
and secondary healthcare segment*

Hyderabad, December 1st, 2016 - Apollo Health and Lifestyle Ltd. (AHLL) a wholly owned subsidiary of Apollo Hospitals Enterprise Limited, and a leading player in the retail healthcare segment in India, today announced receiving investments of Rs 450 crs from International Finance Corporation (IFC) and IFC Asset Management Company. This investment will fuel AHLL's expansion plans and fulfill its vision of bringing healthcare of international standards within the reach of 20 million patients each year by 2020.

Apollo's strategy is to provide the complete continuum of care so that patients can experience the Apollo brand of care seamlessly from home to the tertiary care hospitals. AHLL operates a range of formats that fill the space between home care and tertiary care hospitals. AHLL currently operates multi-specialty clinics (Apollo Clinics), Diabetes Clinics (Apollo Sugar), Diagnostics (Apollo Diagnostics), Dental centres (Apollo White), Dialysis, Women & Children hospitals (Apollo Cradle), Fertility centres (Apollo Fertility) and Surgical Centres (Apollo Spectra) across India, with a presence in 17 states and having over 400 customer touch points. AHLL will use IFC's equity investment to expand its network of Clinics, Cradle and Diagnostics centres across India. The investment will create multiple job opportunities across India for healthcare professionals, including doctors, nurses, and technicians.

Ms Sangita Reddy, Joint Managing Director, Apollo Hospitals Enterprise Ltd. said, "Through this investment we endeavour to continue Apollo Group's legacy of setting industry benchmarks & contributing to elevate the standard of healthcare to the next level. Being at the forefront of disease management in India, AHLL feels a strong sense of responsibility to align its expansion plans with the needs of the country. Given the immense potential and the need for quality healthcare delivery at affordable prices, AHLL will continue to expand through both organic and in-organic means and is committed to enhancing the patient experience and medical care offered by the current network. We



have always been proactive in offering healthcare to meet the changing patterns of diseases and constantly strive to make quality medical care accessible to all."

Commenting on the investment by IFC, Neeraj Garg, CEO - Apollo Health and Lifestyle Ltd. said, "AHLL operates across 7 verticals and we have multiplied our network and revenues over the past 3 years. In the next five years, we are looking at growing our revenues significantly and expanding our network, particularly of Apollo Clinics, Apollo Diagnostics and Apollo Cradle. We are already market leaders in Multi-specialty clinics, Diabetes clinics, Women & Children's hospitals and Surgical centres and the plan is to consolidate this leadership."

"This investment is probably the largest ever private equity growth capital investment in the primary healthcare segment in India. It reflects the strength of the team that AHLL has built and the leadership position of its formats. We currently serve over 10,000 customers daily, and with this next round of expansion, we shall be able to extend the Apollo brand of clinical expertise and 'tender loving care' to many more people in the cities we serve and also extend to new cities". he added.

"Our investment in Apollo reflects our commitment to private sector supporting the delivery of better health outcomes. It addresses issues of access, quality, and affordability across the country," said Henrik Elschner Pedersen, IFC Senior Manager – Consumer and Social Services – Asia. "Since 2005, IFC has made multiple rounds of debt and equity investments in Apollo Hospitals to help the company with its expansion plans and increase access to affordable healthcare in the country."

Chris McCahan, IFC Chief Investment Officer – Global Health said "Healthcare needs in India are huge, including in terms of adequate healthcare infrastructure and availability of skilled healthcare professionals. Globally and in India, IFC's healthcare strategy focuses on supporting private sector companies that aim to improve access to integrated health services and contribute to overall health systems. In addition to funding directly, we also try to mobilize funding from other global investors towards this broader objective."

IFC is the world's largest multilateral investor in private healthcare, with an active portfolio of about Rs. 117 billion of health investments. IFC investments in the sector are aimed at promoting greater access to affordable, high-quality healthcare. In India, IFC's healthcare investments are over Rs. 32 billion, representing 28 percent of its global healthcare portfolio.

The healthcare segment has seen tremendous growth in the last decade, growing at over 15%. AHLL's portfolio is uniquely positioned to cater to the healthcare needs of the rising Indian urban middle class.



Currently, the Apollo Clinics division has 72 Clinics spread across the country and is aggressively looking at setting up new clinics whilst also expanding its' diagnostic division which is already present in all major district HQs of the southern states and is expanding into East India currently. With 12 Spectra hospitals across the country, 42 Diagnostic labs, 200 plus patient care centre and 1000 plus collection points under Apollo Diagnostics and 8 Cradle hospitals, AHLL expects these two formats to aggressively drive growth in the next few years. In addition, over the next three years, AHLL is looking at adding another 10 Cradle hospitals across the country.

About Apollo Health and Lifestyle

Apollo Health and Lifestyle Limited (AHLL) is headquartered in Hyderabad. It was incorporated in 2000 with the aim "to bring healthcare of international standards within the reach of every individual." To achieve this, AHLL has established the nation's largest network of primary and secondary healthcare formats - "Apollo Clinic", "Apollo Sugar", "Apollo Diagnostics", "Apollo White", "Apollo Dialysis", "Apollo Cradle", "Apollo Fertility", "Apollo Spectra". With over 200 centres under various formats across the length and breadth of the country and the Middle East, the network continually grows every day, and offers services that no other healthcare operator in the country can match. While corporates can leverage on the single window facility to manage employee health needs across the country, for the retail customer UHID portability across select facilities and the Apollo Hospitals ensures online access to health records from anywhere, providing continuity of clinical care.

About IFC

IFC, a member of the World Bank Group, is the largest global development institution focused on the private sector in emerging markets. Working with 2,000 businesses worldwide, we use our six decades of experience to create opportunity where it's needed most. In FY16, our long-term investments in developing countries rose to nearly \$19 billion, leveraging our capital, expertise and influence to help the private sector end extreme poverty and boost shared prosperity. For more information, visit www.ifc.org.

About IFC Asset Management Company

IFC Asset Management Company (AMC), a wholly-owned subsidiary of IFC, invests third party capital, enabling investors to benefit from IFC's expertise in achieving strong equity returns, as well as positive development impact in the countries in which it invests. As of October 2016, AMC has raised \$9.4 billion of capital across-13 investment funds. For more information, visit www.ifcamc.org.

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