



The Specialist  
in Cancer Care

adding life to years

August 11, 2017

To  
**National Stock Exchange of India Limited,**  
Compliance Department,  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai - 400051,  
Maharashtra, India

To  
**BSE Limited,**  
Compliance Department,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001,  
Maharashtra, India

**Sub: Press release**

**Ref: HealthCare Global Enterprises Limited ("the Company") (NSE Scrip Code: HCG/  
BSE Scrip Code: 539787)**

Dear Sir/Madam,

We wish to inform you that the Board of Directors of the Company, at their meeting held on this day, 11<sup>th</sup> August 2017, *inter alia*, has approved the Unaudited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2017.

In this respect, we enclose herewith the communication being released to the Press on the Financial Results for the quarter ended June 30, 2017.

Request you to take this on record.

**For HealthCare Global Enterprises Limited**

**Sunu Manuel**  
**Company Secretary & Compliance Officer**



Encl: as above

**HealthCare Global Enterprises Ltd.**

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## HealthCare Global Enterprises Ltd. reports Q1-FY18 results

**Revenue of INR 1,911 Million (+14% y-o-y) and EBITDA of INR 295 Million (+25% y-o-y)**

**Bengaluru, August 11, 2017: HealthCare Global Enterprises Limited (“HCG”)** today announced its financial results for the quarter ended June 30, 2017 (“Q1 FY18”).

### Highlights for the quarter ended June 30, 2017

- Consolidated Income from Operations (“Revenue”) was **INR 1,911 mn** as compared to **INR 1,675 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **14%**.
- Consolidated Profit Before Other Income, Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“EBITDA”) was **INR 295 mn** as compared to **INR 236 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **25%**.
- Consolidated Profit before Taxes and Exceptional Items (“PBT”) was **INR 97 mn** as compared to **INR 79 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **23%**.
- Consolidated Profit after Taxes and Minority Interest (“PAT”) was **INR 47 million** as compared to **INR 50 mn** in the corresponding quarter of the previous year.
- EBITDA from new centers was **INR 1 mn** as compared to a loss of **INR 27 mn** in the corresponding quarter of the previous year.

*INR million except earnings per share*

Period Ended June 30	Q1-FY18	Q1-FY17	Growth (y-o-y)
<b>Income from Operations</b>	<b>1,911</b>	<b>1,675</b>	<b>14.1%</b>
<b>EBITDA<sup>(1)</sup></b>	<b>295</b>	<b>236</b>	<b>24.8%</b>
<i>EBITDA Margin (%)</i>	<i>15.4%</i>	<i>14.1%</i>	
<b>PBT<sup>(2)</sup></b>	<b>97</b>	<b>79</b>	<b>23.4%</b>
<i>PBT Margin (%)</i>	<i>5.1%</i>	<i>4.7%</i>	
<b>PAT<sup>(3)</sup></b>	<b>47</b>	<b>50</b>	<b>-5.0%</b>
<i>PAT Margin (%)</i>	<i>2.5%</i>	<i>3.0%</i>	
<b>Earnings Per Share</b>	<b>0.55</b>	<b>0.58</b>	

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

(2) Profit / (Loss) before tax and exceptional items

(3) Profit / (Loss) for the period after taxes and minority interests

### Business Updates for Q1

- Strong revenue growth continues in Gujarat, at the new center in Vadodara and following the launch of TomoTherapy H advanced radiation system, the first in the state, at Ahmedabad
- Expansion of Nashik center and growth pursuant to consolidation of the partnership arrangement
- Comprehensive cancer center at Nagpur launched
- Received approval from Competition Authority of Kenya for acquisition of Cancer Care Kenya, a leading dedicated cancer center in East Africa, located in Nairobi

Commenting on the results, **Dr. B.S. Ajaikumar, Chairman and CEO, HealthCare Global Enterprises Ltd.** said, *“We are pleased to report continuing strong operating and financial results in Q1 FY18. We are particularly pleased with the performance of our new cancer centers, which have broken even and reported positive EBITDA in the current quarter. We continue to strengthen our operations in Gujarat which now contributes 30% of our revenues with improving margin profile. Maharashtra is an important region of focus for us, with expansion in Nashik and new centers in Nagpur and Borivali, we expect to see significant growth in the state. We feel our focused approach in cancer and fertility, and in particular emphasis on quality of revenue and sustainable margins, position us very well in today’s environment.”*

### **Earnings Call**

The company will conduct a one hour conference call at **5:00 PM IST on Friday August 11, 2017** 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 3938 1009 / +91 22 3940 3977**. 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 18 comprehensive cancer centers across India, HCG has brought advanced cancer care to the doorstep of millions of people. HCG’s comprehensive cancer centers provide expertise and advanced technologies required for the effective diagnosis and treatment of cancer under one roof. HCG has pioneered the introduction and adoption of several technologies in the country including stereotactic radiosurgery, robotic radiosurgery and the use of genomics for personalized treatment of cancer. Under the “Milann” brand, HCG operates 7 fertility centers. **For further information**, visit [www.hcgel.com](http://www.hcgel.com) or **contact: Company Secretary and Compliance Officer: Sunu Manuel, [investors@hcgoncology.com](mailto:investors@hcgoncology.com)**