



May 22, 2018

**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

**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, 22<sup>nd</sup> May 2018, *inter alia*, has approved the Audited Financial Results (Standalone and Consolidated) for the quarter and year ended March 31, 2018.

In this respect, we enclose herewith the communication being released to the Press on the Financial Results for the quarter and year ended March 31, 2018.

Request you to take this on record.

**For HealthCare Global Enterprises Limited**

**SUNU MANUEL** Digitally signed by SUNU  
MANUEL  
Date: 2018.05.22 16:10:26 +05'30'

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

Encl: as above



The Specialist  
in Cancer Care

adding life to years

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**For HealthCare Global Enterprises Limited**

**Syru Manuel**  
**Company Secretary & Compliance Officer**

Encl: as above

**HealthCare Global Enterprises Ltd.**

HCG Tower #8, P. Kalinga Rao Road, Sampangi Ram Nagar, Bangalore - 560 027.

91 80 3366 9999 | info@hcgoncology.com | www.hcgoncology.com | CIN : L15200KA1998PLC023489

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## HealthCare Global Enterprises Ltd. reports Q4 and FY18 results

**Revenue for Q4 of INR 2,223 Million, a growth of 22% (y-o-y)  
and for FY18 of INR 8,307 Million, a growth of 19% (y-o-y)**

**EBITDA for Q4 FY18 at INR 348 Million, a growth of 4% (yo-y)  
and for FY18 of INR 1,316 Million, a growth of 15% (y-o-y)**

**Bengaluru, May 22, 2018:** HealthCare Global Enterprises Limited (“HCG”) today announced its financial results for the quarter (“Q4 FY18”) and fiscal year (“FY18”) ended March 31, 2018.

### Highlights for quarter ended March 31<sup>st</sup>, 2018

- Consolidated Income from Operations (“Revenue”) was **INR 2,223 mn** as compared to **INR 1,824 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **21.8%**.
- Operating EBITDA for existing centers was **INR 343 mn** as compared to **INR 309 mn** in the corresponding quarter of the previous year, reflecting a an Operating EBITDA margin of **19.6%** as compared to margin of **19.3%** in the previous year.

### Highlights for year ended March 31<sup>st</sup>, 2018

- Consolidated Income from Operations (“Revenue”) was **INR 8,307 mn** as compared to **INR 7,001 mn** in the previous year, reflecting a year-on-year increase of **18.7%**.
- Consolidated Profit Before Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“EBITDA”) was **INR 1,316 mn** as compared to **INR 1,147 mn** in the previous year, reflecting a year-on-year increase of **14.8%**.
- Operating EBITDA for existing centers was **INR 1,278 mn** as compared to **INR 1,119 mn** in the previous year, reflecting a margin of **18.7%** as compared to margin of **17.6%** in the previous year.
- Consolidated Profit Before Other Income, Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“Operating EBITDA”) was **INR 1,188 mn** as compared to **INR 1,050 mn** in the previous year, reflecting a year-on-year increase of **13.2%**.
- Consolidated Profit after Taxes and Minority Interest (“PAT”)<sup>(4)</sup> was **INR 205 million** as compared to **INR 222 mn** in the previous year.

*INR million except earnings per share*

Period Ended March 31	Q4-FY18	Q4-FY17	Growth (y-o-y)	FY18	FY17	Growth (y-o-y)
<b>Income from Operations</b>	<b>2,223</b>	<b>1,824</b>	<b>21.8%</b>	<b>8,307</b>	<b>7,001</b>	<b>18.7%</b>
Other Income	26	36		128	97	
<b>EBITDA<sup>(1)</sup></b>	<b>348</b>	<b>336</b>	<b>3.7%</b>	<b>1,316</b>	<b>1,147</b>	<b>14.8%</b>
<i>EBITDA Margin (%)</i>	<i>15.5%</i>	<i>18.0%</i>		<i>15.6%</i>	<i>16.2%</i>	
<b>Operating EBITDA<sup>(2)</sup></b>	<b>322</b>	<b>300</b>	<b>7.4%</b>	<b>1,188</b>	<b>1,050</b>	<b>13.2%</b>
<i>EBITDA Margin (%)</i>	<i>14.5%</i>	<i>16.4%</i>		<i>14.3%</i>	<i>15.0%</i>	
<b>PBT<sup>(3)</sup></b>	<b>21</b>	<b>117</b>	<b>-81.7%</b>	<b>272</b>	<b>348</b>	<b>-22.0%</b>
<i>PBT Margin (%)</i>	<i>1.0%</i>	<i>6.4%</i>		<i>3.3%</i>	<i>5.0%</i>	
<b>PAT<sup>(4)</sup></b>	<b>26</b>	<b>69</b>	<b>-62.5%</b>	<b>205</b>	<b>222</b>	<b>-7.4%</b>
<i>PAT Margin (%)</i>	<i>1.2%</i>	<i>3.8%</i>		<i>2.5%</i>	<i>3.2%</i>	
<b>Earnings Per Share</b>	<b>0.31</b>	<b>0.90</b>	<b>-65.6%</b>	<b>2.40</b>	<b>2.69</b>	<b>-10.8%</b>

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

(2) EBITDA before other income

(3) Profit / (Loss) before tax

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

## Business Updates for Q4 FY18

- Completed business combination of Triesta unit with Strand Life Sciences
  - Creates India's leading specialty diagnostics and precision medicine company with added expertise spanning bioinformatics, genomics and research
  - Combined Strand – Triesta business received investment of growth capital from healthcare focused VC investors HealthQuad / Quadria Capital to drive expansion
- Sustained reduction in losses from new centers
  - Gulbarga, Vizag and Baroda continue to show strong scale-up
  - Nagpur and Borivali centers ramping-up well with growth in volumes / revenues
- Exited Kanpur center on account of market dynamics, stake sale to partner completed
- Consolidated operations in Vijayawada with acquisition of surgical practice of Dr. Gopichand
- Announced center in Rajkot in partnership with reputed local doctors
- Center in Nairobi and international operations in Africa showing positive momentum

Commenting on the results, **Dr. B.S. Ajaikumar, Chairman and CEO, HealthCare Global Enterprises Ltd.** said, *“We are pleased to report Q4 and full year FY18 results with strong performance across our verticals and multiple strategic initiatives in our core businesses. With respect to oncology, existing centers are consistently showing margin improvement as they mature while new centers scale-up as per plan, a testament to our focus on execution. This is particularly important with marquee projects coming-up in the next few quarters across South Mumbai, Jaipur and Kolkata. Milann, our fertility vertical, is at the cusp of several exciting growth opportunities and we have the potential to create leadership in the country in IVF. At Strand, the foremost integrated diagnostic and precision medicine platform, we aim to redefine patient care and outcomes across our chosen specialities. We have seen some early success in our international operations in Kenya and are looking to grow the same further as we address underserved markets. Overall, we continue to focus on efficient execution of current plans, while investing in strategic initiatives towards continued future value creation for all stakeholders.”*

## Earnings Call

The company will conduct an one hour conference call at **4:30 PM IST on Tuesday May 22, 2018** 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 7045671221**. 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 19 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 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 8 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)**