



May 29, 2024

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 May 29, 2024, *inter alia*, has approved the Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and year ended March 31, 2024 (“Financial Results”).

In this respect, we enclose herewith the communication being released to the Press on the Financial Results of the Company.

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.

080 33669999 | info@hcgoncology.com | www.hcgoncology.com | CIN : L15200KA1998PLC023489

HEALTHCARE GLOBAL ENTERPRISES LIMITED

Q4 & FY24 Financial & Business Update

Bangalore, 30th May 2024 – Healthcare Global Enterprises Limited (HCG), one of the largest provider of Cancer care in India under the brand “HCG” announced its Financial Results for the 4th Quarter and Full Year ended 31st March 2024.

<p>REVENUE#</p> <p>Rs. 4,946 Mn.</p> <p> +12%</p> <p>For Q4FY24 Y-o-Y</p>	<p>Adjusted EBITDA*#</p> <p>Rs. 941 Mn.</p> <p> +21%</p> <p>For Q4FY24 Y-o-Y</p>	<p>PROFIT AFTER TAX</p> <p>Rs. 213 Mn.</p> <p> 154%</p> <p>For Q4FY24 Y-o-Y</p>
<p>REVENUE</p> <p>Rs. 19,121 Mn.</p> <p> +13%</p> <p>For FY24 Y-o-Y</p>	<p>Adjusted EBITDA*</p> <p>Rs. 3,374 Mn.</p> <p> +11%</p> <p>For FY24 Y-o-Y</p>	<p>PROFIT AFTER TAX</p> <p>Rs. 482 Mn.</p> <p> +65%</p> <p>For FY24 Y-o-Y</p>

REVENUE BREAKUP – HCG (ESTABLISHED vs EMERGING CENTERS)

Particulars (Rs. Mn.)	Q4 FY24	Q4 FY23	YoY	FY24	FY23	YoY
Established Centers	3,522	3,173	11%	13,637	12,307	11%
Emerging Centers	1,254	1,090	15%	4,810	3,979	21%

EBITDA BREAKUP - HCG (ESTABLISHED vs EMERGING)

Particulars (Rs. Mn.)	Q4 FY24	Q4 FY23	YoY	FY24	FY23	YoY
Established Centers	844	777	9%	3,218	3,082	4%
Emerging Centers	176	81	117%	524	364	44%

*Adjusted EBITDA before ESOP cost of Rs. 17.9mn for Q3FY23 & for Q3FY24 before ESOP cost of Rs. 17.7 Mn, one time M&A cost of Rs. 11.7 mn & Loss on sale of asset of Rs. 10.2 mn

#Q4 FY23 includes Revenue & EBITDA from discontinued MSR operations, adjusted Revenue growth stands at 14% & EBITDA growth stands at 23%

Operational KPI's (Oncology)

Particulars	Q4 FY24	Q4 FY23	FY24	FY23
OPD Footfall ('000)	104	88	410	362
Chemo Sessions Administered ('000)	38	34	146	133
LINAC Capacity Utilizations (%)*	61%	65%	63%	66%
In-Patient Bed Occupancy (%)#	56%	59%	57%	61%

*No of Linacs in Q4 & FY24 stands at 36 vs 32 Linacs in Q4 & FY23

#No of Operational beds IN Q4 & FY24 stands at 1,258 vs 1,228 in Q4 FY23

OPERATIONAL HIGHLIGHTS for FY24*

- Overall ARPOB stood at Rs. 41,802 vs. Rs. 38,042 in Q4 FY23, a growth of 10%
- Overall AOR stood at 64.2% vs. 65.4% in Q4 FY23
- **RoCE (Q4FY24 Annualized)**
 - RoCE for Established centers stood at 20.6% vs. 20.9% in FY23. RoCE pre-corporate allocations stands at 25.0%
 - RoCE for Emerging centers stood at -2.9% vs. -4.9% in FY23. RoCE pre-corporate allocations stands at -0.8%
- **Several regions delivered high double-digit revenue growth on yearly basis**
 - Markets like South Mumbai and Kolkata grew by 37% and 20% YoY respectively
 - Nagpur, Baroda & Vizag grew by 48%, 26% and 23% YoY respectively

Clinical Highlights & Recognitions

- ~290+ Robotic surgeries (highest ever) up by 36% Q-o-Q
- **AACI accreditation at HCG Borivali** which will facilitate International Institutional tie-ups and better realization
- **HCGs Smart App** Launched its E-Pharmacy and Home care modules
- HCG recognized as **ESG Champion of India 2024** at Dun & Bradstreet Summit
- HCG Ahmedabad received **AHPI award for Excellence in Nursing practices** from Ministry of Health and Family Welfare of Gujrat
- HCG won **2nd Accolade for Digital Transformation Project** from Indian Express
- KR Center - NeuroSAFE – Performed first time in India, Nerve sparing Prostatectomy with enhanced recovery of sexual function
- Nagpur - Installed motion management system and 4D CT and subsequently performed first DIBH based lung SABR
- Borivali - Performed Robotic-assisted breast-axillo insufflation thyroidectomy (RABIT) which is 1st in Mumbai & Started Minimal access Transoral Robotic surgery (TORS) in Head Neck

*Includes multi-specialty



Commenting on the results, Dr. B.S. Ajaikumar, Executive Chairman, HealthCare Global Enterprises Ltd. said,

*“We experience a deep sense of fulfilment to report a consistent benchmark-beating performance across all fronts for the quarter and the fiscal year ending FY24. Year after year, HCG has achieved **sustainable cancer care outcomes comparable to premier centers** in the world, thanks to our unique value-based care model and focused factory approach providing patients with the right treatment at the right time, using best in class talent, knowledge, technology, and infrastructure.*

*Given the mounting incidence of cancer in recent years, India has prudently enhanced its cancer diagnosis and treatment processes in the guiding light of visionary crusaders like HCG. We prioritize **a deep engagement in academics and research** alongside an unflinching focus on patient outcomes. In the past year, we have made significant triumphs, including the successful completion of comprehensive **genomic profiling for over 1,000 cancer patients**, executing complex surgeries, and launching our all-in-one mobile application, among other feats.*

*Our extensive presence in 18 regions across nine states, with one-third of our centers located in tier-II and tier-III cities, underscores our sterling commitment of providing affordable and quality cancer care for every cancer patient across India. Our ability and agility to build heartfelt relationships with patients is built on a rock-solid foundation of **compassion and trust**, which truly sets us apart in this crucial sector. As we get ready to lock horns with new challenges and keep pace with the evolving paradigms of tomorrow, we earnestly resolve to make a **bigger difference in the lives of patients**, our most valued stakeholders.”*

Mr. Raj Gore, CEO HealthCare Global Enterprises Ltd. added,

*“We are delighted to report that our revenues **grew by 12%** for Q4FY24 on Y-o-Y basis. Our Adjusted EBIDTA (excl. ESOP cost) for Q4FY24 **stood at Rs. 94 crs, a growth of 21% Y-o-Y**, with **margins standing at 19.0%, an increase of 140 bps** compared to the same period last year.*

*Over the year, we have taken multiple steps to enhance our operations and improve our profitability. After consistently achieving organic growth for 3-4 years, we're now poised to **expedite HCG's expansion through strategic acquisitions**. In addition to our expansion efforts in Indore, we are committed to further strengthening our presence in Bangalore. We are currently in the process of **establishing two hospitals with 125 beds in North Bangalore and White field area**, slated to be operational within the next 12 to 15 months. These state-of-the-art facilities will enhance our capacity to cater to the growing cancer care needs of the region.*

*Alongside, to enhance the patient experience and streamline access to healthcare services, we have introduced the **'HCG CARE' smart app suite**. This innovative platform provides patients with seamless access to their medical records and treatment information with just one click. The app would also help us consistently engage with patients post treatments, to continue monitor adherence to treatment and follow up to improve outcome. Already, the **app has benefited over 56,000 outpatients**, with active participation **from 300 consulting doctors** on the digital platform.*

*Our patient-centric vision continues to guide us in making a meaningful difference in the lives of those we serve by redefining healthcare through global innovation. We pledge to uphold our commitment to **“Adding Life to Years”** in the coming financial years as well.”*



About Healthcare Global Enterprises Limited (HCG):

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.

Safe Harbor

This document may contain forward-looking statements about Healthcare Global Enterprises Limited and its Subsidiaries, which are based on the beliefs, opinions, and expectations of the company's management as the date of this Investor release and the companies do not assume any obligation to update their forward-looking statements if those beliefs, opinions, expectations, or other circumstances should change. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.

For more information, please contact

Company : Healthcare Global Enterprises Limited



CIN: L15200KA1998PLC023489

For updates and specific queries, please visit www.hcgel.com or feel free to contact investors@hcgoncology.com

Investor Relations : Strategic Growth Advisors

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Sagar Shroff – sagar.shroff@sgapl.net / +91 98205 19303

Mr. Ayush Haria – ayush.haria@sgapl.net / +91 98204 62966