

HealthCare Global Enterprises Ltd. reports Q4 and FY21 results

**Revenue for Q4 FY21 of INR 2,981 Million, a growth of 10.2% (y-o-y)
and for FY21 of INR 10,134 Million, a decline of 8% (y-o-y)**

**EBITDA for Q4 FY21 of INR 438 Million, a growth of 16% (y-o-y)
and EBITDA for FY21 of INR 1,435 Million, a decline of 20% (y-o-y)**

Bengaluru, June 17, 2021: HealthCare Global Enterprises Limited (“HCG”), the leader in India in speciality healthcare services focused on oncology, fertility and precision diagnostics today announced its financial results for the quarter (“Q4”) and fiscal year (“FY21”) ended March 31, 2021.

Effective 1 April 2019, the Company has adopted IND AS 116 'Leases' standards, applied to lease contracts existing on 1 April 2019 and all financials are as per IND AS 116.

Highlights for quarter ended March 31st, 2021

- Consolidated Income from Operations (“Revenue”) was **INR 2,981 mn** as compared to **INR 2,704 mn** in the corresponding quarter of the previous year, reflecting a year-on-year growth of **10.2%**
- Consolidated Profit Before Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“EBITDA”) was **INR 438 mn**, as compared to **INR 377 mn** in the corresponding quarter of the previous year, a growth of **16%** year-on-year
- Consolidated Profit Before Other Income, Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“Operating EBITDA”), was **INR 394 mn**, as compared to **INR 360 mn** in the corresponding quarter of the previous year, a growth of **9.2%** year-on-year

Highlights for year ended March 31st, 2021

- Consolidated Income from Operations (“Revenue”) was **INR 10,134 mn** as compared to **INR 10,956 mn** in the previous year, reflecting a year-on-year decline of **7.5%**
- Operating EBITDA for Existing centers was **INR 1,423 mn**, a decline of **6%** year-on-year, reflecting an Operating EBITDA margin of **17.4%**
- Operating EBITDA loss from New center loss was **INR 157 mn**, as compared to loss of **INR 247 mn** in the previous year
- Consolidated Profit after Taxes and Minority Interest (“PAT”)⁽⁴⁾ was a loss of **INR 1,947 mn**, as compared to loss of **INR 1,067 mn** in the previous year, including current year exceptional items of **INR 847 mn**

INR million except earnings per share

Period Ended Mar 31	Growth		Growth			
	Q4-FY21	Q4-FY20	(y-o-y)	FY21	FY20	(y-o-y)
Income from Operations	2,981	2,704	10.2%	10,134	10,956	-7.5%
Other Income	44	17		170	70	
EBITDA(1)	438	377	16.0%	1,435	1,792	-19.9%
EBITDA Margin (%)	14.5%	13.9%		13.9%	16.2%	
Operating EBITDA(2)	394	360	9.2%	1,266	1,722	-26.5%
EBITDA Margin (%)	13.2%	13.3%		12.5%	15.7%	
PBT(3)	(1,044)	(417)	NM	(2,287)	(1,193)	NM
PBT Margin (%)	-35.0%	-15.4%		-22.6%	-10.9%	
PAT(4)	(1,034)	(436)	NM	(1,947)	(1,067)	NM
PAT Margin (%)	-34.7%	-16.1%		-19.2%	-9.7%	
Earnings Per Share	(8.49)	(4.92)	NM	(15.99)	(12.05)	NM

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

(2) EBITDA excluding other income

(3) Profit / (Loss) before tax and share of profit / (loss) of equity accounted investee

(4) Profit / (Loss) for the period after share of profit / (loss) of equity accounted investee, taxes and minority interests

Business Updates for Q4 FY21

- HCG centers revenue grew **11.7%** y-o-y, with good momentum across Existing centers
 - Revenue grew **5.9%** y-o-y for Existing centers, in spite of de-growth in international patients
 - Bengaluru - Center of Excellence delivered revenue growth of **21.5%** q-o-q and **6.6%** y-o-y
 - Revenue at HCG Cancer center in Ahmedabad grew by **24.5%** y-o-y
 - Nashik center delivered revenue growth of **13.8%** on y-o-y basis
- HCG New centers demonstrated consistent ramp-up across regions, in spite of COVID led disruptions
 - Revenue grew **46%** y-o-y for the quarter and **23%** y-o-y on full year basis
 - Operating EBITDA loss from New centers reduced by **36%** y-o-y on full year basis
- Milann delivered positive growth on q-o-q basis across New Registrations, Revenues and IVF cycles of **20.1%**, **8.1%** and **2.8%** respectively and achieved operational break-even for the quarter
- Strand Lifesciences, a pioneer in bioinformatics and precision diagnostics in India, where HCG owns **38.2%** stake, turned profitable at EBITDA and PAT level for the quarter, and on full year basis

Other updates: On account of COVID and related considerations, Board decided to take conservative approach towards investments / projects including Gurgaon, Milann, Africa etc. through partial impairment of book value

Commenting on the results, **Dr. B.S. Ajaikumar, Executive Chairman, HealthCare Global Enterprises Ltd.** said, *“Amidst the challenging environment, our Q4 and FY21 performance gives us lot of confidence as we enter the new financial year on positive note. This has been a remarkable year for all of us, including HCG, which has not only weathered multiple storms, internal debt issues and macro-environmental challenges, but also emerged as a stronger, focused and sustainable leader in the oncology domain. We are actively contributing to India’s fight against COVID with several initiatives and also conducting vaccination drives across our hospitals as well as 3rd party on-site programs at mass scale and look forward to normalization in the coming months. With CVC as long-term financial partners, a highly competent and dedicated management team and strength of HCG’s brand and balance sheet, we are dedicated to the vision of delivering advanced and high quality cancer care and outcomes to patients, at scale, on pan-India basis. We also continue to drive several initiatives across the organization in areas of social and environmental responsibilities towards all stakeholders and society at large.”*

Mr. Raj Gore, CEO HealthCare Global Enterprises Ltd., added, *“We are pleased to report Q4 & FY21 results in line with our operational plans. While the quarter ended cautiously in some regions due to the spike in cases in March as India entered 2nd wave of COVID, we were much better prepared and were actually able to deliver growth across all regions, both on a sequential as well as year-on-year basis. This is primarily due HCG’s pan-India network, focused model and regional leadership in oncology, which we have established over the past several years, that provides us downside protection during challenging times while leaving significant scope to benefit from upside opportunities. Most of our New centers have demonstrated strong ramp-up and several Existing centers have delivered robust performance simultaneously. While clocking ‘all-time high’ numbers across multiple segments is in itself a significant achievement, we believe with focus on improving efficiencies, margins and driving free cash flow generation, our best is yet to come. We are determined to continue our focus on dominant leadership in oncology, fertility and precision diagnostics, and we remain committed to driving long-term value creation for all our stakeholders.”*

Earnings Call

The company will conduct a one hour conference call at **6:00 PM IST on Friday June 18, 2021** 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 6280 1107 /+91 22 7115 8008**. 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 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. Strand Life Sciences, an associate company of HCG, is a precision diagnostics company with strong track record in bioinformatics and a pioneer of genomic testing in India. **For further information, visit www.hcgel.com or contact: Company Secretary and Compliance Officer: Sunu Manuel, investors@hcgoncology.com**