



February 08, 2024

National Stock Exchange of India Limited,

Compliance Department, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400051, Maharashtra, India

Dear Sir/Madam,

Subject : <u>Investor Presentation</u>

Stock Code : BSE - 539787, NSE - HCG

Reference: Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure

BSE Limited,

Maharashtra, India

Compliance Department,

Phiroze Jeejeebhoy Towers,

Dalal Street, Mumbai - 400001,

Requirements) Regulations, 2015 ("SEBI LODR Regulations")

We wish to inform you that the Board of Directors of the Company, at their meeting held on February 08, 2024, *inter alia*, has approved the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2023 ("Financial Results").

In this respect, we enclose herewith the Presentation on the Financial Results of the Company for the quarter and nine months ended December 31, 2023.

This is also available on the website of the Company www.hcgoncology.com.

Kindly take the intimation on record.

Thanking you,

For HealthCare Global Enterprises Limited

Sunu Manuel Company Secretary & Compliance Officer

Encl: a/a.

HealthCare Global Enterprises Limited



HEALTHCARE GLOBAL ENTERPRISES LIMITED



INVESTOR PRESENTATION

February 2024





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SUBASENI LENKA, CANCER WINNER

I am eternally thankful to
Dr. Panda and other specialists at
HCG Panda Cancer Hospital, as
the specialists were able to treat
my condition the right way, the
first time

Q3 & 9MFY24 FINANCIAL & OPERATIONAL HIGHLIGHTS



Clinical Highlights & Recognitions



Latest Publications

- Shaurya Verma: Lymph node level ratio: Are we relying too much on numbers?
- * Raj Nagarkar: Lingual Artery as the Recipient Vessel of Choice in Patients Requiring a Second or Third Free Flap in Recurrent Oral Cancers and Vessel-Depleted Neck: A 5-Year Experience in a Single Institute
- ❖ Gururaj Arakeri: Evaluation of fluoride levels in areca nut, tobacco, and commercial smokeless tobacco products: a pilot study
- ❖ Pratik Shah: Global Burden of Cardiovascular Diseases and Risks, 1990-2022
- ❖ Shekhar Patil: Survival of Trial-Like and Non-Trial-Like Patients With Immunotherapy in Advanced Hepatocellular Carcinoma in Real World: A Collaborative Multicenter Indian Study (IMHEP)
- Shyam Srivastava: Correlation of Hematological Parameters With Clinical Outcomes in Cervical Cancer Patients Treated With Radical Radio(chemo)therapy: A Retrospective Study
- * Bharat Prajapati: Practice Patterns and Survival in Patients with Resected Pancreatic Ductal Adenocarcinomas (PDAC) Results from the Multicentre Indian Pancreatic & Periampullary Adenocarcinoma Project (MIPPAP) Study

Smart APP - HCG Care

- ❖ > 56K digital outpatient advices
- ❖ > 300 Consultants active on the digital platform
- Diagnosis & Staging based on international coding guidelines
- CIMS drug interaction alerts incorporated into digital advises
- Multidisciplinary clinic module



Our CSR Initiatives - World Cancer Day 2024



Campaign

Power Of Good Wishes - A Collective Beacon of Hope

Goal

Create a repository of positive wishes from strangers for cancer warriors.

Objectives

Raise awareness about cancer and the HCG brand by engaging the general population. Empower individuals to become cancer advocates through meaningful interactions.

Internal

Organized activities for cancer patients under the banner of Power of Good Wishes. Invited external participants such as survivors and caregivers to share positive wishes

External

Collaborated with radio stations for campaign amplification and created a Vox Pop video. Strangers were asked to share wishes for cancer warriors

Extensions

LinkedIn Activation – Power of Good Wishes with HCG Leadership. Shared the collected wishes with the cancer warriors and capture their reactions.











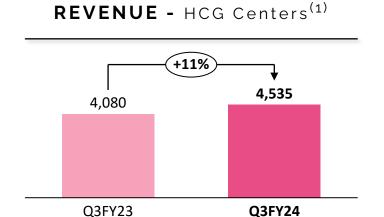


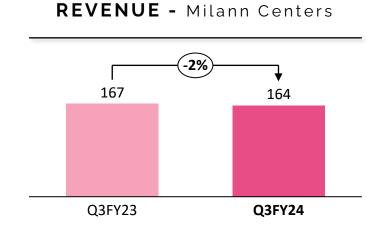
Financial Highlights Q3 FY24



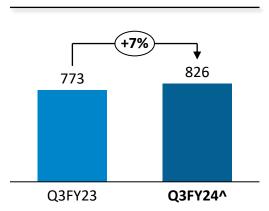


4,247 4,699 Q3FY23 Q3FY24

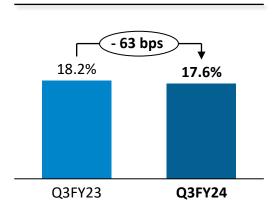




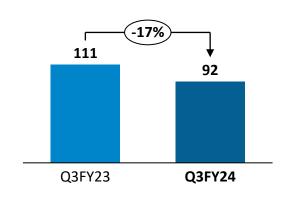
ADJUSTED EBITDA*



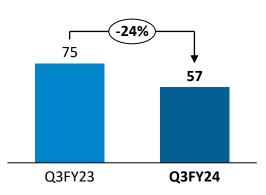
ADJUSTED EBITDA MARGIN*



PROFIT AFTER TAX (Pre-IND AS)



PROFIT AFTER TAX (Post-IND AS)



^{*}Adjusted EBITDA excludes ESOP; ESOP for Q3FY24 is Rs 17.7 mn, for Q3FY23 is Rs 17.9 mn

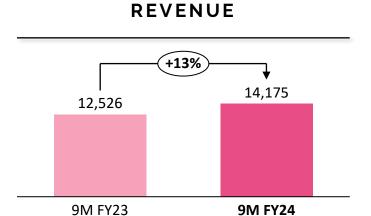
[^] Excludes One-time M&A cost of Rs 11.7 mn & Sale of Asset of Rs 10.2 mn

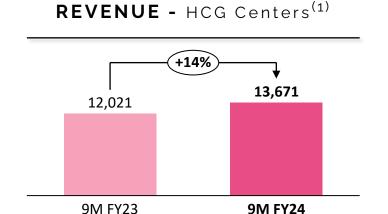


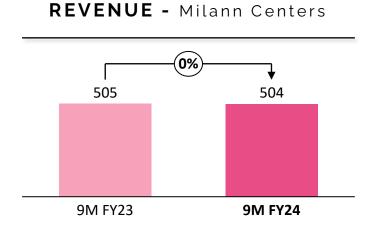
Financial Highlights 9M FY24



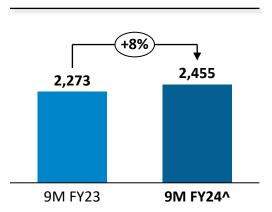




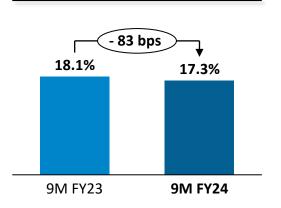




ADJUSTED EBITDA*



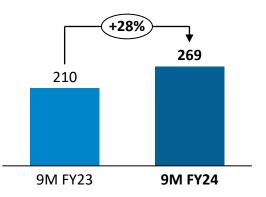
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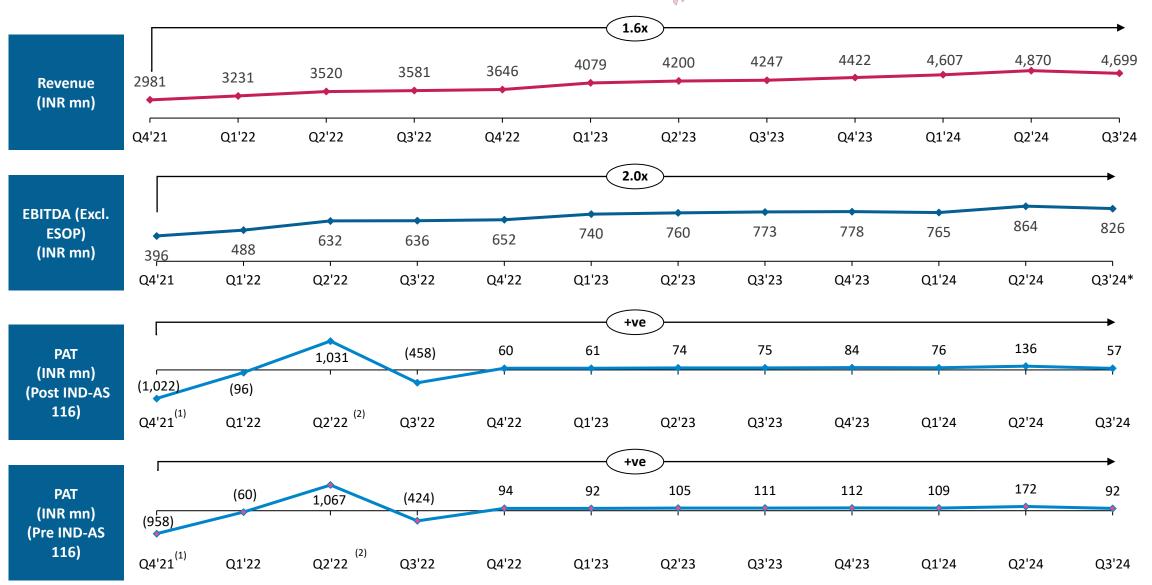
^{*}Adjusted EBITDA excludes ESOP; ESOP for Q9MFY24 is Rs 57.4 mn, for 9MFY23 is Rs 49.5 mn

[^] Excludes One-time M&A cost of Rs 11.7 mn & Sale of Asset of Rs 10.2 mn



Improved Performance Leading to Profitability





8



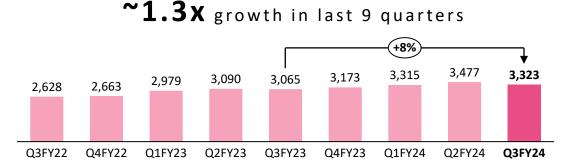
Growth Across HCG Centers



REVENUE

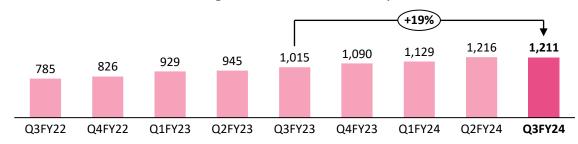
EBITDA **

Matured Centers



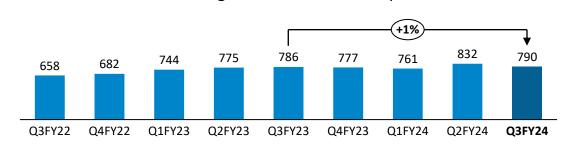
Emerging Centers

~1.5x growth in last 9 quarters



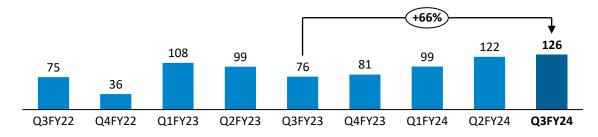
Matured Centers

~1.2x growth in last 9 quarters



Emerging Centers

~1.7x growth in last 9 quarters



Revenues for matured centers were impacted on account of:

- Reduced our scope of services in one of the hospitals in Bangalore housed in a Trust run Medical College resulting in reduction of Revenue by ~ 80 Mn and EBITDA by ~15 Mn.
- HCG has scaled down or exited all shop in shop model under its network.
- Planning State of Art, 100 bed stand-alone facility in the nearby location in North Bangalore; Expected to be launched in next 15-18 months.
- Our Cyclotron business got impacted due to flood in Chennai, resulting in loss of INR 18 Mn revenue and INR 13 Mn EBITDA



Strong Operating Metrics with Significant Capacity Headroom



Key Driver

Metric Indicator

% Revenue

Q3′23

Q3'24

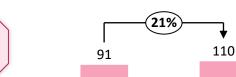
9M'23

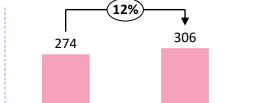
9M'24

OPD Footfall ('000)

Lead indicator of **Volume Growth**; key operating metric tracked by HCG; has correlation to **OPD Footfalls**

18%*





Chemo Sessions Administered ('000) Key indicator for **Medical Oncology**; procedures are primarily day care oriented with **no capacity constraint**



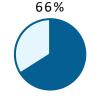




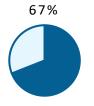
LINAC - Capacity
Utilization

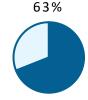
Key indicator for **Radiation Oncology**; **Addition of 4 new LINAC's during the year**







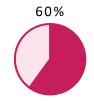




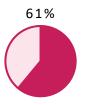
In Patient Bed Occupancy #

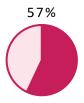
Indicator for **Surgical Oncology**; with decreasing ALOS and flexibility to add balance non-operational capacity beds, **not a capacity constraint operationally**; additional 195 beds available to be made operational













HCG - Q3FY24 Operational Metrics#





TOTAL AOR (%)

MATURED CENTERS AOR (%) EMERGING CENTERS AOR^{^*} (%)

MATURED CENTERS ROCE (%)

59.8%

59.3%

61.0%

18.5%

65.7% in Q3FY23

63.2% in Q3FY23

71.9% in Q3FY23

18.9% in Q3FY23



590 bps







ROCE pre-corporate allocations stands at 22.5%

TOTAL ARPOB (Rs.)

MATURED CENTERS ARPOB (Rs.)

EMERGING CENTERS ARPOB^ (Rs.)

EMERGING CENTERS^
ROCE (%)

42,788

43,669

40,545

30,058 in Q3FY23

-3.9%

37,014 in Q3FY23

40,154 in Q3FY23

-5.8% in Q3FY23



15.6%

1

8.6%

34.9%



ROCE pre-corporate allocations stands at -0.8%

[^]Emerging Center represents centers operational after 2017 *89% of the capacity beds are operational; AOR 56% on capacity beds #Excl. Fertility



HCG – Cluster Wise Revenue Break Up





CLUSTER	Q3FY24	Q3FY23	Y-o-Y	9MFY24	9MFY23	Y-o-Y
KARNATAKA*	1,422.9	1,395.8	2%	4,500.5	4,193.3	7%
GUJARAT	1,174.8	1,025.3	15%	3,526.2	3,079.0	15%
MAHARASHTRA	727.8	615.7	18%	2,099.5	1,780.6	18%
EAST INDIA	532.6	419.7	27%	1,554.3	1,208.6	29%
ANDHRA PRADESH	349.8	318.4	10%	1,033.4	915.1	13%
TAMIL NADU	63.3	77.6	-18%	219.7	205.0	7%
NORTH INDIA	218.9	200.4	9%	617.4	581.1	6%
AFRICA	44.5	26.9	65%	119.5	58.1	106%
TOTAL	4,534.8	4,079.8	11%	13,670.6	12,020.7	14%

NAGPUR	KOLKATA	RANCHI	Mumbai 	VIZAG
59% Y-0-Y	57% Y-o-Y	31% Y-O-Y	17% Y-o-Y	19% Y-O-Y
For Q3FY24				

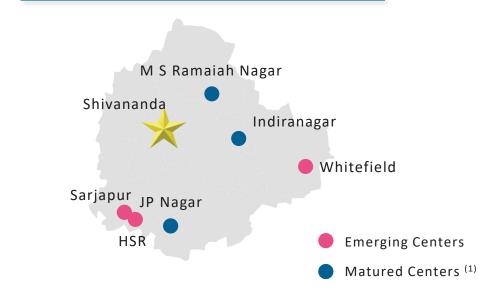


Milann - Implementing Strategic Initiatives



Particulars	Q3FY24	Q3FY23	Growth Y-o-Y	9MFY24	9MFY23	Growth Y-o-Y
New Registrations	1,011	1,215	-16.8%	3,488	3,979	-12.3%
IVF Cycles	381	464	-17.9%	1,260	1,475	-14.6%
Revenues (Rs. Mn.)	164	167	-1.8%	504	505	-0.2%

BENGALURU (5 Centers)



Focus on market leadership in Bangalore



NORTH INDIA



Capital Expenditure & Net Debt



CAPITAL EXPENDITURE (Rs. Mn.)



HCG CENTERS	9MFY24	FY23
Matured Centers	1,100	1,094
Emerging Centers	79	163
TOTAL CAPEX	1,179	1,257

NET DEBT	31st Dec 2023	30 th Sept 2023
Bank Debt ⁽¹⁾	4,615	3,798
Vendor Finance ⁽²⁾	318	320
Other Debt	38	36
Less: Cash & Cash Equivalents(3)	1,298	1,053
NET DEBT	3,672	3,102
Capital Leases: Ind AS116	5,593	5,123
Net Debt (Incl. Leases)	9,265	8,225

ONGOING CAPEX (Rs. Mn.)

Sr. No	Particulars	Particulars Capex incurred till 31 st December 2023		Total Planned Capex	Expected date of Operations
1	Ahmedabad — Phase II	483	417	1,070	Q1 FY25
2	Whitefield (Extension of Bangalore - COE)	34	15	250	Q1 FY26

^{1.} Bank debt: Net of Bank balance held as margin money of INR 73.25 Mn and investment in fixed deposits of INR 591.77 Mn (Margin money value reclassed to other deposit) as of 30th Dec -23, INR 147 Mn and investment in fixed deposits of INR 351.82 Mn as of 30th Sep -23. The unamortized portion of processing fees amounting to INR 34.41 Mn as on 30th Dec -23 & INR 33.92 Mn as on 30th Sep -23 netted off against Bank Debt

^{2.} Vendor Finance; Includes Forex reinstatement of INR 14.13 Mn as of 31st Dec 2023 and INR 4.05 Mn as of 30th Sep-23

^{3.} Cash and cash equivalents: Includes investment in mutual funds of INR 18.59 Mn as at 31st Dec 2023 and INR 17.83 Mn as at 30th Sep 23



Q3 & 9MFY24 Consolidated Profit & Loss Account



Drofit and Loss (in Do Mr.)	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	0.00	9M FY24	9M FY23	Y-o-Y
Profit and Loss (in Rs. Mn.)	1	•	1-0-1	-	Q-o-Q			1-0-1
Revenues from Operations	4,689.5	4,239.1		4,859.6		14,146.2	12,504.3	
Income from Govt. Grant	9.2	7.7		9.8		28.7	23.0	
Total Revenue from Operations	4,698.7	4,246.8	10.6%	4,869.4	-3.5%	14,174.9	12,527.3	13.2%
Cost of Goods Sold	1,139.2	1,075.1		1,208.6		3,526.9	3,076.7	
Employee Cost	755.6	674.3		753.5		2,256.5	2,013.1	
Medical Consultancy Charges	1,043.0	883.6		1,062.8		3,079.6	2,648.2	
Other Expenses	935.1	840.8		980.1		2,857.0	2516.2	
EBITDA Excluding ESOPS	825.8	773.0	6.8%	864.4	-4.5%	2,454.9	2,273.1	8.0%
EBITDA Excluding ESOPS (%)	17.6%	18.2%	-63 bps	17.8%	-18 bps	17.3%	18.1%	-83 bps
One-time Expense	21.9	0.0		0.0		21.9	0.0	
ESOP's	17.7	17.9		18.1		57.4	49.5	
Reported EBIDTA	786.2	755.1	4.1%	846.3	-7.1%	2,375.6	2,223.6	6.8%
Reported EBITDA Margin (%)	16.7%	17.8%	-104 bps	17.4%	-64 bps	16.8%	17.8%	-100 bps
Depreciation	441.6	407.7		432.1		1,283.8	1,212.7	
Other Income	60.7	36.5		34.0		118.9	85.3	
EBIT	405.3	383.9	5.6%	448.2	-9.6%	1,210.7	1,096.2	10.4%
Finance Cost	294.6	270.8		268.9		819.0	778.7	
Share in Profit/(loss) in JV and Associates	-0.1	-0.1		-0.1		3.3	-0.1	
Profit before Tax	110.6	113.0	-2.1%	179.2	-38.3%	395.0	317.4	24.4%
Taxes & Minority Interest	53.6	37.6		43.5		126.2	107.7	
Profit After Tax	57.0	75.4	-24.4%	135.7	-58.0%	268.8	209.7	28.2%
PAT Margin (%)	1.2%	1.8%	-56 bps	2.8%	-157 bps	1.9%	1.7%	22 bps
EPS	0.4	0.5		1.0		1.9	1.5	







SHANKAR, CANCER WINNER

The days I was at HCG,
I felt like I was sleeping at
home. They never stop caring
for you. The doctors and
nurses are always finding ways
to make this difficult journey
as comfortable as possible

HISTORICAL FINANCIAL HIGHLIGHTS



Historical Profit & Loss Account



					I V	
Profit and Loss (in Rs. Mn.)	FY23	FY22	FY21	FY20	FY19	CAGR
Revenues from Operations	16,914	13,948	10,092	10,923	9,760	
Income from Govt. Grant	30	30	43	33	27	
Total Revenue from Operations	16,944	13,978	10,134	10,956	9,787	15%
Costs of Goods Sold	4,241	3,549	3,632	3,645	3,581	
Employee Cost	2,687	2,337	1,959	2,080	1,845	
Medical Consultancy Charges	3,561	2,958	2,218	2,451	2,114	
Other Expenses	3,248	2,754	2,289	2,305	2,389	
EBITDA	3,208	2,380	1,266	1,722	1,252	24%
EBITDA Margin (%)	18.9%	17.0%	12.5%	15.7%	12.8%	
Depreciation	1,635	1,583	1,592	1,485	851	
Other Income	132	127	170	70	74	
EBIT	1,484	924	-157	307	475	32%
Finance Cost	1,035	978	1,192	1,377	699	
Extraordinary Items	-	946	-847	-	-	
Share in Profit/(loss) in JV and Associates	-	-14	-4	-123	-110	
Profit before Tax	449	878	-2,199	-1,193	-334	NA
Taxes, Other Comprehensive Income & Minority Interest	155	340	-264	-131	-86	
Profit After Tax	293	538	-1,935	-1,062	-248	NA
PAT Margin (%)	1.7%	3.8%	-19.1%	-9.7%	-2.5%	
EPS (in INR)	0	4.1	-16.9	-2.9	-2.8	



Historical Balance Sheet



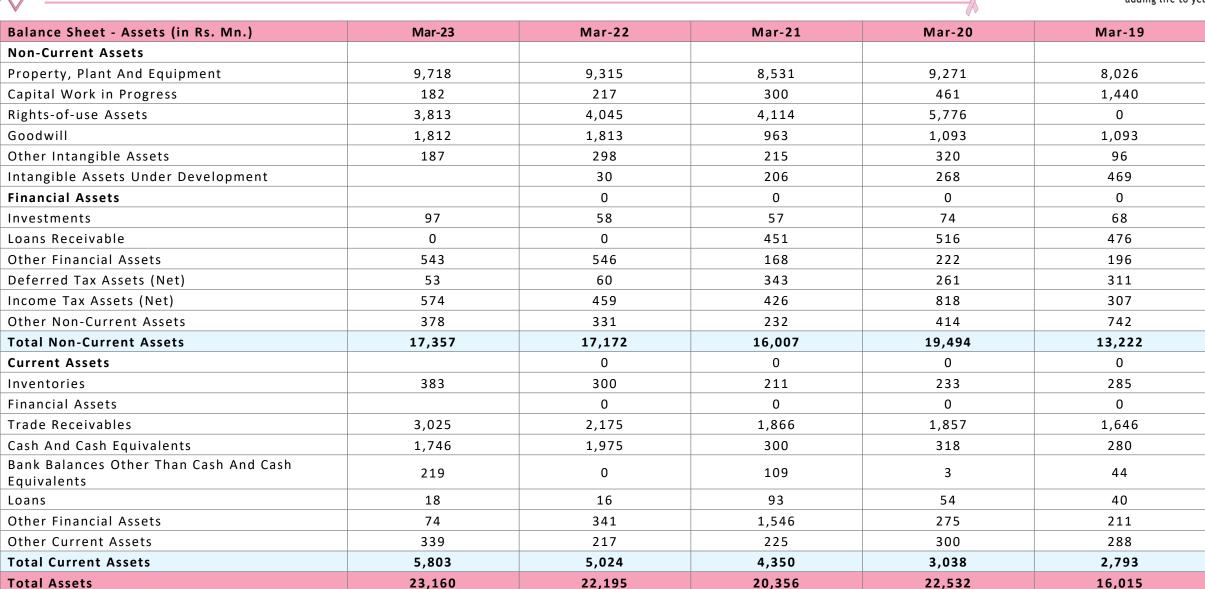


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Balance Sheet - Equity & Liabilities (in Rs. Mn.)	Mar-23	Mar-22		Mar-20	Mar-19
Equity Share Capital	1,391	1,390	1,254	887	879
Other Equity	7,214	7,313	5,718	2,926	3,933
Equity Attributable To Equity Holders Of The Company	8,605	8,703	6,972	3,813	4,811
Non-Controlling Interests	89	134	168	385	619
Total Equity	8,694	8,837	7,140	4,198	5,430
Non-Current Liabilities					
Financial Liabilities	0	0	0	0	0
Borrowings	3,628	3,629	3,462	5,296	4,666
Lease Liabilities	4,531	4,659	4,693	6,092	202
Other Financial Liabilities	0	255	0	624	0
Provisions	132	105	86	73	56
Other Non-Current Liabilities	359	0.0	280	422	318
Deferred Tax Liabilities (Net)	124	13	43	70	43
Total Non-Current Liabilities	8,774	8,661	8,564	12,576	5,285
Current Liabilities					
Financial Liabilities	0	0	0	0	0
Borrowings	365	448	670	937	648
Lease Liabilities	488	411	365	215	0.0
Trade Payables	0	0	0	0	0
Total Outstanding Dues Of Micro Enterprises And Small Enterprises	50	20	3	0	0.0
Total Outstanding Dues Of Creditors Other Than Micro Enterprises And Small Enterprises	2,435	1,919	1,452	1,536	1,683
Other Financial Liabilities	1,404	936	1,428	2,654	2,557
Other Current Liabilities	755	785	626	305	337
Provisions	171	173	104	91	63
Income Tax Liabilities (Net)	25	5	4	22	12
Total Current Liabilities	5,693	4,698	4,653	5,758	5,300
Total Equity And Liabilities	23,160	22,195	20,356	22,532	16,015



Historical Balance Sheet







Historical Cash Flow Statement



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Cash Flow Statement (in Rs. Mn)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Net Profit Before Tax	449	878	-2,287	-1,193	-334
Adjustments For: Non - Cash Items / Other Investment Or Financial Items	2,753	1,666	3,619	2,988	2,463
Operating Profit Before Working Capital Changes	3,201	2,543	1,333	1,795	2,130
Changes In Working Capital	-459	-105	-507	-226	-774
Cash Generated From Operations	2,743	2,438	826	1,569	1,355
Direct Taxes Paid (Net Of Refund)	-227	-237	380	-267	370
Net Cash From Operating Activities	2,516	2,201	1,205	1,301	985
Net Cash From Investing Activities	-1,330	1,246	-1,711	-1,014	-2,382
Net Cash From Financing Activities	-1,401	-1,549	1,123	-584	835
Net Increase/Decrease In Cash And Cash Equivalents	-215	1,898	617	-297	-562
Add: Cash & Cash Equivalents At The Beginning Of The Period	1,927	29	-588	-291	271
Cash & Cash Equivalents At The End Of The Period	1,712	1,927	29	-588	-291





THANK YOU

Company: HealthCare Global Enterprises Limited



CIN: L15200KA1998PLC023489

For updates and specific queries, please visit www.hcgoncology.com

or feel free to contact investors@hcgoncology.com

Investor Relation Advisors: Strategic Growth Advisors

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

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