

HealthCare Global Enterprises Ltd. reports Q4 and FY19 results

**Revenue for Q4 FY19 of INR 2,579 Million, a growth of 16% (y-o-y)
and for FY19 of INR 9,787 Million, a growth of 18% (y-o-y)**

**EBITDA for Q4 FY19 at INR 354 Million, a growth of 2% (y-o-y)
and for FY19 of INR 1,326 Million, a growth of 1% (y-o-y)**

Bengaluru, May 23, 2019: HealthCare Global Enterprises Limited (“HCG”) today announced its financial results for the quarter (“Q4 FY19”) and fiscal year (“FY19”) ended March 31, 2019.

Highlights for quarter ended March 31st, 2019

- Consolidated Income from Operations (“Revenue”) was **INR 2,579 mn** as compared to **INR 2,223 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **16.0%**.
- Consolidated Profit Before Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“EBITDA”) was **INR 354 mn** as compared to **INR 348 mn** in the previous year in the corresponding quarter of the previous year.

Highlights for year ended March 31st, 2019

- Consolidated Income from Operations (“Revenue”) was **INR 9,787 mn** as compared to **INR 8,307 mn** in the previous year, reflecting a year-on-year increase of **17.8%**.
- Consolidated Profit Before Other Income, Depreciation and Amortization, Finance Costs, Exceptional Items and Taxes (“Operating EBITDA”) was **INR 1,252 mn** as compared to **INR 1,188 mn** in the previous year.
- Operating EBITDA loss from new centers was **INR 140 mn** as compared to a loss of **INR 90 mn** in the previous year.
- Consolidated Profit after Taxes and Minority Interest (“PAT”)⁽⁴⁾ was a loss of **INR 248 mn** as compared to a profit of **INR 205 mn** in the corresponding quarter of the previous year.

INR million except earnings per share

Period Ended Mar 31	Q4-FY19	Q4-FY18	Growth (y-o-y)	FY19	FY18	Growth (y-o-y)
Income from Operations	2,579	2,223	16.0%	9,787	8,307	17.8%
Other Income	32	26		74	128	
EBITDA⁽¹⁾	354	348	1.8%	1,326	1,316	0.7%
<i>EBITDA Margin (%)</i>	13.6%	15.5%		13.4%	15.6%	
Operating EBITDA⁽²⁾	322	322	0.0%	1,252	1,188	5.4%
<i>EBITDA Margin (%)</i>	12.5%	14.5%		12.8%	14.3%	
PBT⁽³⁾	(82)	21	NM	(334)	272	NM
<i>PBT Margin (%)</i>	-3.2%	1.0%		-3.4%	3.3%	
PAT⁽⁴⁾	(87)	26	NM	(248)	205	NM
<i>PAT Margin (%)</i>	-3.4%	1.2%		-2.5%	2.5%	
Earnings Per Share	-0.99	0.31	NM	-2.82	2.40	NM

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

(2) EBITDA excluding other Income

(3) Profit / (Loss) before tax and after 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

Business Updates for Q4 FY19:

- Strong y-o-y growth of 25% in Gujarat region with strengthening market share for HCG:
 - Ahmedabad cancer center shows margin uptick of over 118 bps y-o-y
 - Rajkot center ramping up well with growth in revenues and reduction in losses
- Gaining scale and presence in Maharashtra region:
 - Nashik post expansion, transitioning into one of the most advanced cancer centers located in north Maharashtra region
 - South Mumbai center, with a marquee location, commences out-patient services
 - Continued reduction in losses from Borivali and Nagpur new centers
- Kolkata cancer center commences out-patient services, augments presence in East India region
- Jaipur comprehensive cancer center ramping up well across all sub-segments of oncology

Commenting on the results, **Dr. B.S. Ajaikumar, Chairman and CEO, HealthCare Global Enterprises Ltd.** said, *“We are happy to report Q4 and FY19 earnings, with robust growth across regions. Looking back at our journey over last three years as a publicly listed company, as of FY2019, new patient registrations at our cancer centers more than doubled as compared to FY2016. This is a testament of the huge need to address the rising incidences of cancer in the country. In addition, we continue to make a deep social impact to lives of thousands of patients and their families, midst an active regulatory environment for healthcare. The existing centers of HCG, continue to demonstrate steady growth, strong margins and healthy ROCEs. With launch of 7 hospitals in the last 18 months, we have created significant scale and our capex cycle is close to the end, with no new center being launched in the next few quarters. We are now at an inflexion point in the near future, as we dedicate our efforts towards generating returns from these substantial investments over the next few quarters. Strand Life Sciences, our precision medicine platform with high strategic alignment to our future vision, is growing rapidly. Overall, we are excited about having created a scaled platform in oncology, with Pan-India presence and are committed to focus on driving value creation for all our stakeholders.”*

Earnings Call

The company will conduct a one-hour conference call at **6.00 PM IST on Thursday May 23, 2019** 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 21 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 for treatment of cancer. Under the “Milann” brand, HCG operates 8 fertility centers. Strand Life Sciences, an associate company of HCG, is a clinical research and specialized diagnostics company with 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**