



August 10, 2022

**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 August 10, 2022, *inter alia*, has approved the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2022.

In this respect, we enclose herewith the communication being released to the Press on the Financial Results of the Company for the quarter ended June 30, 2022.

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

### Q1 FY23 Financial & Business Update

**Bangalore, 10<sup>th</sup> August 2022** – Healthcare Global Enterprises Limited (HCG), one of the largest provider of Cancer care in India under “HCG” brand announced its Unaudited Financial Results for the Quarter ended 30<sup>th</sup> June 2022

#### REVENUE

**Rs. 4,081 Mn.**



**~1.7x Growth**  
in last 8 quarters

#### EBITDA

**Rs. 722 Mn.**



**~2.4x Growth**  
in last 8 quarters

#### PROFIT BEFORE TAX

**Rs. 104 Mn.**



-Rs. 323 Mn. in Q2FY21 to  
**+Rs. 104 Mn. in Q1FY23**

#### REVENUE BREAKUP – HCG (EXISTING vs NEW CENTERS)

Particulars (Rs. Mn.)	Q1 FY23	Q1 FY22	YoY	Comments
Existing Centers	2,979	2,418	+23%	~1.6x Growth in last 8 quarters
New Centers	929	693	+34%	~1.9x Growth in last 8 quarters

#### EBITDA BREAKUP - HCG (EXISTING vs NEW CENTERS)

Particulars (Rs. Mn.)	Q1 FY23	Q1 FY22	YoY	Comments
Existing Centers	750	606	+24%	~1.9x Growth in last 8 quarters
New Centers	100.2	7.7	+1,201%	<b>On a Positive Trajectory</b>

#### OPERATIONAL HIGHLIGHTS for Q1 FY23

- Overall ARPOB stood at Rs. 38,454 vs. Rs. 36,316 in Q1 FY22, a growth of 5.9%
- Overall AOR stood at 64.6% vs. 57.8% in Q1 FY22, a rise of 680 basis points
- **EXISTING CENTERS**
  - ARPOB stood at Rs. 40,606 vs. Rs. 35,979 in Q1 FY22, a growth of 12.9%
  - AOR stood at 64.0% vs. 59.4% in Q1 FY22, a rise of 460 basis points
  - RoCE stood at 19.0% vs. 15.4% in FY22, a rise of 360 basis points
- **NEW CENTERS**
  - ARPOB stood at Rs. 32,968 vs. Rs. 32,295 in Q1 FY22, a growth of 2.1%
  - AOR stood at 66.1% vs. 53.5% in Q1 FY22, a rise of 1,260 basis points
  - RoCE stood at -4.6% vs. -8.3% in FY22



## REVENUE BREAKUP – HCG (ONCOLOGY vs NON-ONCOLOGY)

Particulars (Rs. Mn.)	Q1 FY23	Q1 FY22	YoY	Comments
Oncology	3,430	2,552	+34%	~2.1x Growth in last 9 quarters
Non-Oncology*	478	558	-14%	~2.2x Growth in last 9 quarters

\* Excludes Fertility Revenues

## OTHER BUSINESS UPDATES FOR Q1 FY23

- **Several regions delivered high double-digit revenue growth on yearly basis on the back of gradual unlocking of the economy**
  - North India Region showed exemplary growth of 264% YoY whereas East India region also grew by 54% YoY
  - Our larger markets like Karnataka and Gujarat grew by 24% and 15% YoY respectively
  - Jaipur grew by 263%; Ranchi grew by 112%; Mumbai grew by 53% YoY
- **Milann Revenues** grew from Rs. 121.0 Mn. In Q1 FY22 to Rs. 172.7 Mn. In Q1 FY23, registering a growth of 43% YoY
  - New centers Revenue grew by 70.0% Y-o-Y
  - Continued effort on digital campaigns have resulted growth in new registrations
  - Looking to focus on market leadership in Bangalore and scaling up North India centers in near term
- **New Digital Initiatives introduced**
  - Introducing Centralized Call Centre & Customer Management System to increase efficiencies and customer satisfaction
  - New Patient Mobile App under development for ease of access of information and smooth flow of patient process
  - Introducing systems and process to improve Sales Force Productivity & MIS implementation for better lead generation and conversion
  - Enhanced efforts taken by the management to increase the digital and tech-based operations to increase the Digital Sales Optimization
  - Integrated CRM solution for end-to-end management of patient lifetime value, currently under development
  - Data Lake & BI Layer to provide real time visibility on business KPIs
- **Key Initiatives which will drive higher Margins going ahead**
  - Productivity Enhancement
  - Cost Rationalization
  - Pricing Efficiencies
  - Manpower Optimization



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

HCG is a leading Oncology care provider, which is patient centric, technology-oriented and outcome based. Our focus has been on Oncology in conjunction with local partners in some areas, which has built a strong legacy as a World-class Oncology Institution and a go-to brand for oncological treatment & services across India. Our focus on strong clinical talent, good infrastructure, technology, and timely upgradation of the same has enhanced our ability to deliver exceptional clinical outcomes equal to or better than global standards. And in the very near future, we are putting together the data on Head & Neck and Breast Cancer on these outcomes. HCG today is not only a service provider but has taken a lead role in Research and Academics. Recently, we have acquired Next Generation Sequencer and in the process of acquiring circulating tumour cells (CTC platform). These additions are already enhancing our capabilities in precision diagnosis leading to early detection of recurrent tumours and genomic guided therapy. We have a separate tumour board for this with relevant expertise. In addition, we have introduced Enterprise RIS PACS, in collaboration with Siemens for the first time in the country for AI based precision imaging which will enhance our research capabilities. Further, HCG is introducing first of its kind in the country, AI enabled Adoptive Radiotherapy in our Centre of Excellence which will provide precision radiation oncology.

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

We are happy to report robust growth for quarter ended June 2022. Our consolidated revenues for Q1FY23 grew by 26% on Y-o-Y basis and we have reported PBT of Rs. 10 crs for Q1FY23 as compared to loss of Rs. 9 crs in Q1FY22. We are also happy to report that we have been able to successfully accelerate the financial performance for HCG over the last 8 quarters. Our revenues have increased by ~1.7x since Q2FY21 on a quarterly run rate basis. Correspondingly our EBIDTA in absolute terms have grown by 2.4x times over the last eight quarters and have been able to achieve consecutive PBT positive quarter.

We have been working on multiple fronts to take HCG to greater heights by constantly improving holistic value that we offer to our patients and thus create value for the business in a sustainable manner.

Four key areas of our strategic roadmap that we are currently working on are: 1) Digital transformation, 2) Cost optimization and efficiency enhancement, 3) Growth of Medical Value Travel, 4) Inorganic acquisitions.

We are confident of maintaining our growth momentum going forward.



### **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. 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.

### **Safe Harbor**

This document may contain forward-looking statements about Talbros Automotive Components Limited & 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](http://www.hcgel.com) or feel free to contact [investors@hcgoncology.com](mailto:investors@hcgoncology.com)

**Investor Relations : Strategic Growth Advisors**

**SGA** Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Sagar Shroff – [sagar.shroff@sgapl.net](mailto:sagar.shroff@sgapl.net) / +91 98205 19303

Mr. Deven Dhruva – [deven.dhruva@sgapl.net](mailto:deven.dhruva@sgapl.net) / +91 98333 73300