



August 10, 2023

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 : Investor Presentation

Stock Code : BSE – 539787, NSE – HCG

Reference : Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI LODR Regulations”)

We wish to inform you that the Board of Directors of the Company, at their meeting held on August 10, 2023, *inter alia*, has approved the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2023 (“Financial Results”).

In this respect, we enclose herewith the Presentation on the Financial Results of the Company for the quarter ended June 30, 2023.

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



INVESTOR PRESENTATION
August 2023



SAFE HARBOR



This presentation and its contents are confidential and are not for release, publication or distribution, in whole or in part, directly or indirectly, in or into or from the United States of America, Canada, Australia, Japan or any jurisdiction where such distribution is unlawful.

This presentation has been prepared by **HealthCare Global Enterprises Limited (the "Company")**. These materials are not for publication or distribution, directly or indirectly, in or into the United States (including its territories and possessions, any state of the United States and the District of Columbia). These materials are not an offer of securities for sale into the United States, Canada or Japan or any other jurisdiction. Any securities of the Company have not been and will not be registered under the U.S. Securities Act of 1933, as amended, and may not be offered or sold in the United States, except pursuant to an applicable exemption from registration. No public offering of any securities of the Company is being made in the United States.

The information contained in this presentation is for information purposes only and does not constitute or form part of an offer or invitation for sale or subscription of or solicitation or invitation of any offer to buy or subscribe for any securities, nor shall it or any part of it form the basis of or be relied on in connection with any contract, commitment or investment decision in relation thereto in India, the United States or any other jurisdiction.

No person accepts any liability whatsoever for any loss howsoever arising from the use of this document or of its contents or otherwise arising in connection therewith. The information set out herein may be subject to updating, completion, revision, verification and amendment without notice and such information may change materially. Financial information contained in this presentation has been derived from the restated consolidated and standalone financial statements of the Company and have been rounded off to the next integer, except percentages which have been rounded off to one decimal point.

This presentation contains certain "forward looking statements". Forward-looking statements are based on certain assumptions and expectations of future events. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Although the Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. Neither the Company nor any of its advisors or representatives assumes any responsibility to update forward-looking statements or to adapt them to future events or developments.

This presentation includes certain industry data and projections that have been obtained from industry publications and surveys. Industry publications and surveys and forecasts generally state that the information contained therein has been obtained from sources believed to be reliable, but there is no assurance that the information is accurate or complete. Neither the Company nor any of its advisors or representatives have independently verified any of the data from third-party sources or ascertained the underlying economic assumptions relied upon therein. No representation or claim is made that the results or projections contained in this presentation will actually be achieved. All industry data and projections contained in this presentation are based on data obtained from the sources cited and involve significant elements of subjective judgment and analysis, which may or may not be correct. For the reasons mentioned above, you should not rely in any way on any of the projections contained in this presentation for any purpose. No responsibility or liability whatsoever is undertaken for the contents hereof.

This presentation is based on information regarding the Company and the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its advisors or representatives are under an obligation to update, revise or affirm.



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 ”

Q1FY24 FINANCIAL & OPERATIONAL HIGHLIGHTS



Acquisition 1: HCG NCHRI, Nagpur



About HCG NCHRI

- ❖ HCG NCHRI LLP operates and manages 115 bedded hospital in Nagpur, providing comprehensive cancer care services under medical services agreement
- ❖ Revenue from operations of HCG NCHRI LLP for the financial year ended March 31, 2023, was INR 51.4 Crores

ABOUT THE TRANSACTION

- ❖ The company entered into Share Purchase agreement with shareholders of NCHRI; Dr Ajay Mehta & Dr Suchitra Mehta for acquisition of Shares in NCHRI
- ❖ The company also entered into Partnership Transfer Agreement with **Dr Ajay Mehta in HCG NCHRI Oncology LLP** to acquire his partnership interest

With this acquisition of NCHRI and HCG NCHRI LLP, the Company can entirely consolidate the business operations in Nagpur, and this would result in a better financial and operating structure



Acquisition 2: SRJ CBCC Hospital, Indore



Financials

Particulars	FY20	FY21	FY22	FY23E
Revenue (Rs. in Mn)	244	286	321	325

Asset Overview

- Indore based **Comprehensive Cancer Care (CCC)** hospital
- **50 beds facility** offering Medical, Surgical and Radiation oncology
- **First & #1** Comprehensive Cancer Center in private space in Indore
- **To acquire 100%** of hospital on a slump sale basis

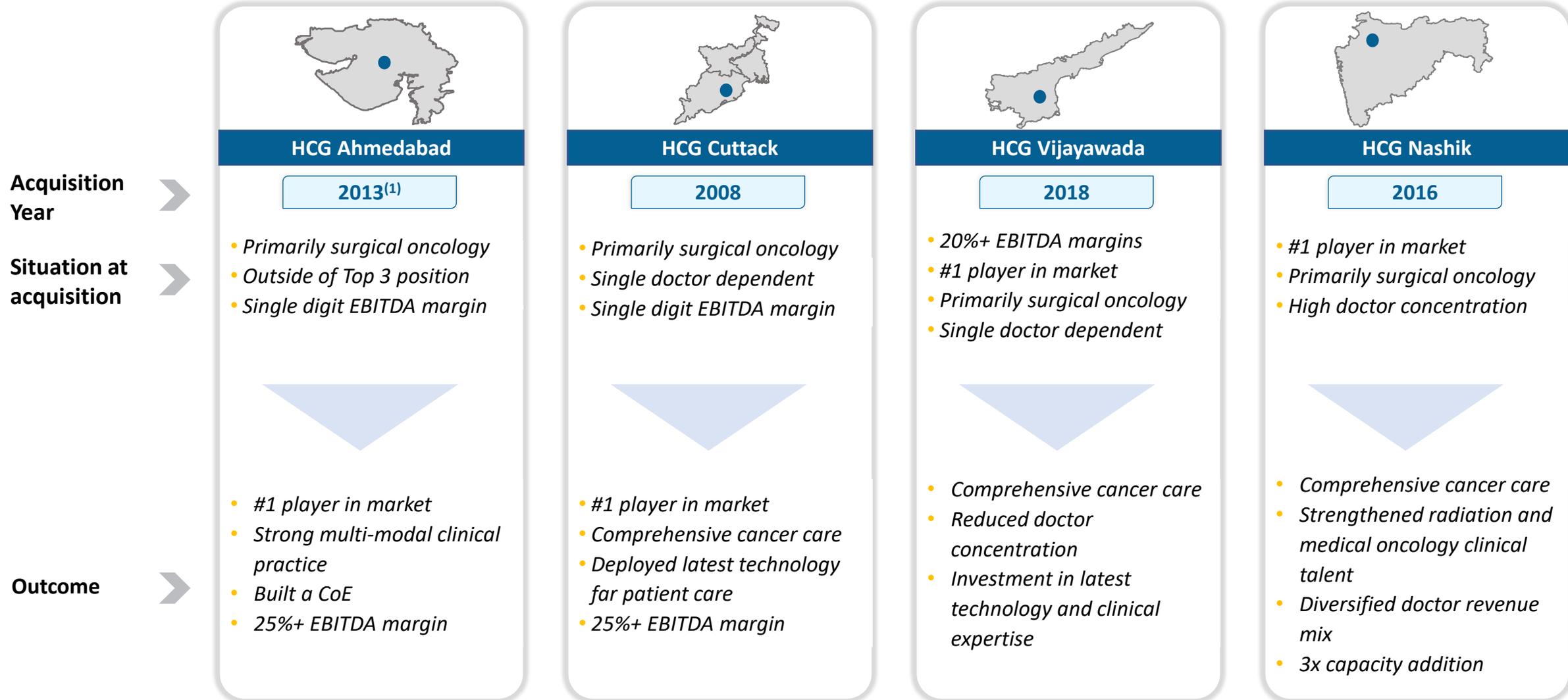
Strategic Rationale

- **New Market Entry:** Entering a key non-metro city with a quality asset & HCG brand
- **Attractive market dynamics:** Suitable market dynamics with no large non-charitable hospital present for Oncology
- **Attractive market:** Oncology market estimated to grow at 15-20% CAGR
- **Capacity Expansion:** Capacity expansion by 100 beds at a nearby location, estimated to be operational in 2 years
- **Potential levers for increasing scale:** Launch of Organ specific practice, LINAC addition, serving new patient channels
- **Potential levers to improve margins:** Operational efficiencies & Synergies



Leveraging a successful playbook of smart acquisitions and driving sustained growth post acquisition

Time tested and highly replicable model of consistent revenue growth across geographies



(1) HMS (multispecialty) was acquired in 2007 but the comprehensive cancer care unit – HCC was demerged in 2013



Clinical Highlights & Recognitions

Noteworthy Clinical Achievements

- ❖ Dr Joydeep Chakrabartty, Senior Consultant, BMT & Haematology, HCG Kolkata was selected as the **Country Advisor for East India** by the Royal College of Pathologists
- ❖ Dr Nishit Ojha, Dr Amey Panchal (Fellows in BMT & Haematology) & Dr Sachin Jadhav, Director, BMT & Haematology identified a new mutation "**Whole transcriptome sequencing reveals HOXD11-AGAP3, a novel fusion transcript in the Indian acute leukemia cohort**"
- ❖ Dr. Vishal U S Rao & Swetha Kannan were awarded the prestigious **Lee Yung grant from Trinity Hall, University of Cambridge** to support the development of a novel spectroscopy-based tool for early-detection of cancers in India. Their preliminary research is published in the journal' Medical Hypothesis

Research and Academics:

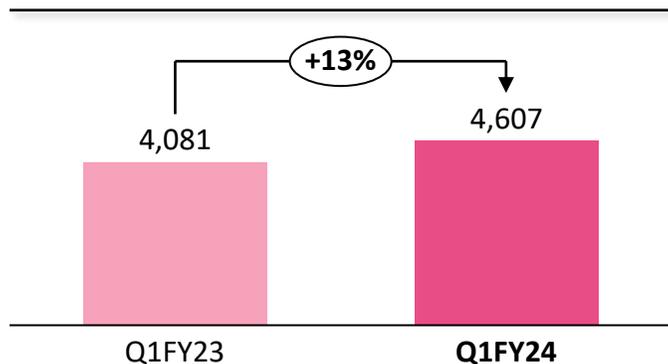
- ❖ Total No of students **~290**
- ❖ Total Courses **44**
- ❖ Total allied health programs **~4**
- ❖ Total Nursing Programs is **5**
- ❖ Total DNB Programs is **7**
- ❖ Total DNB students is **70**
- ❖ Total Fellowship Programs is **26**



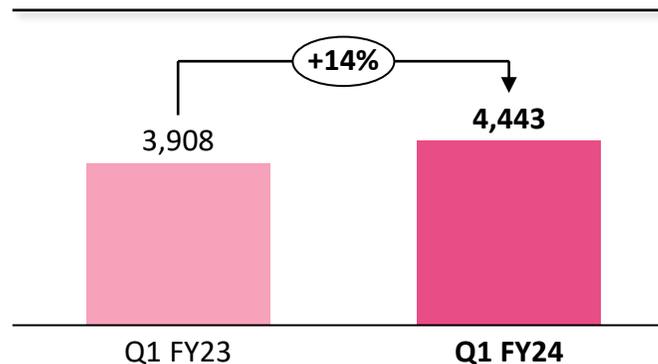


Financial Highlights Q1 FY24

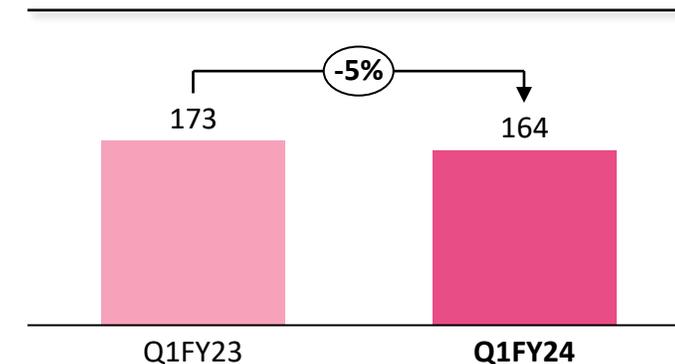
REVENUE



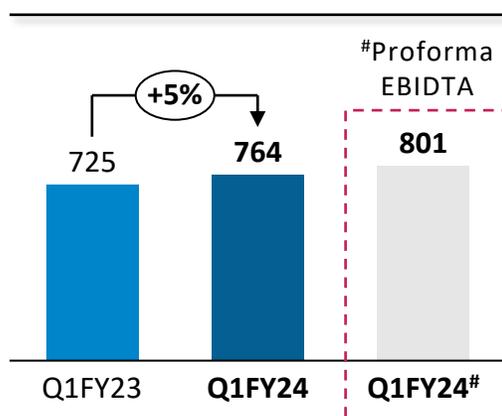
REVENUE - HCG Centers⁽¹⁾



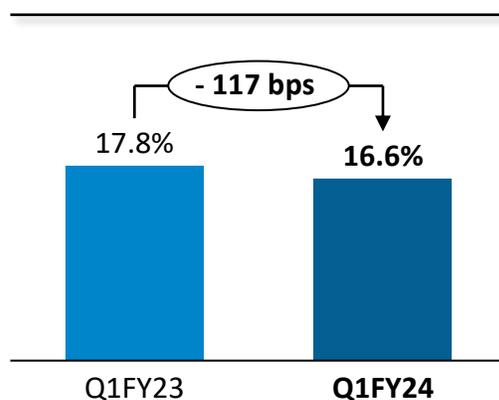
REVENUE - Milann Centers



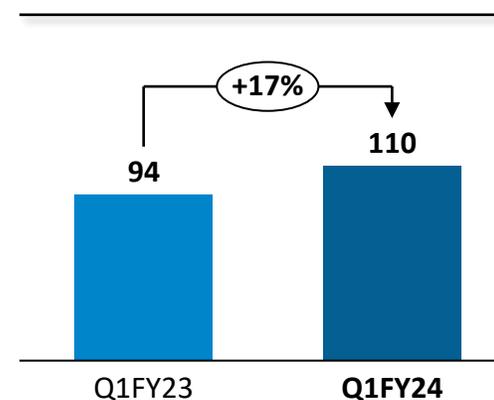
EBITDA*



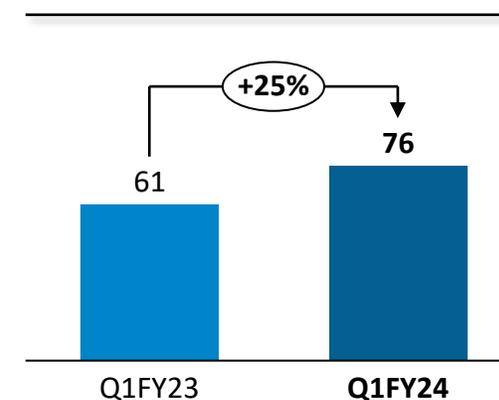
EBITDA* MARGIN



PROFIT AFTER TAX (Pre-IND AS)



PROFIT AFTER TAX (Post-IND AS)



*EBIDTA excludes ESOP

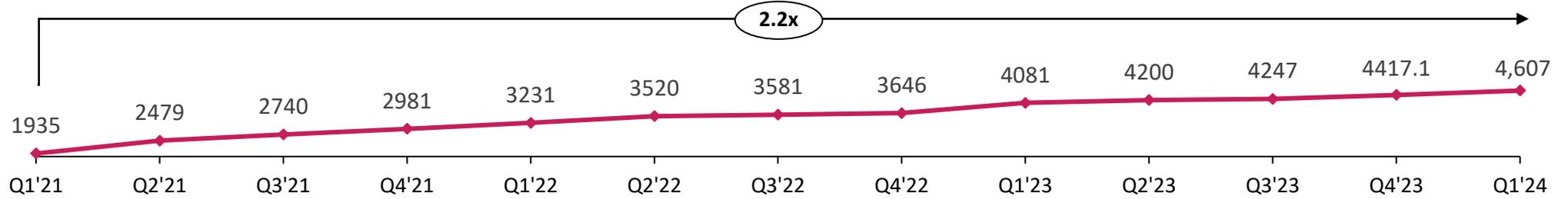
#Proforma EBIDTA had these acquisitions would have been done in Q1FY24

1. 22 comprehensive cancer centers, 3 multispecialty hospitals

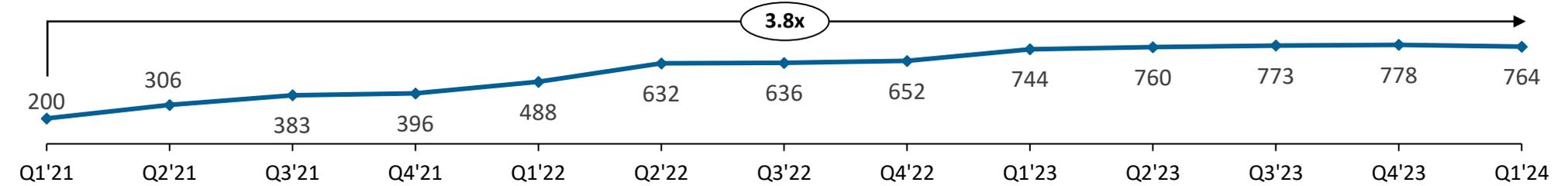


Improved Performance Leading to Profitability

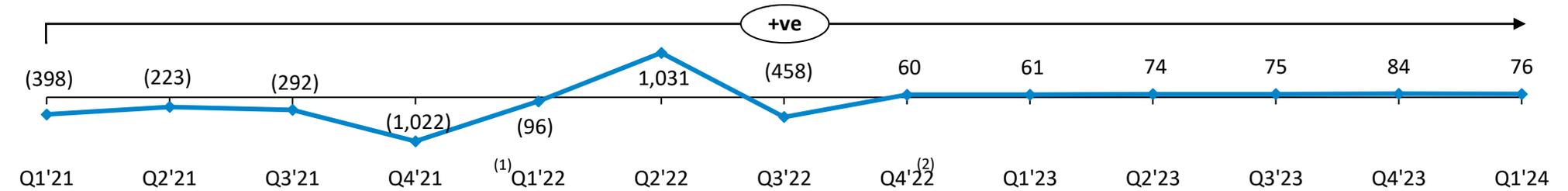
Revenue
(INR mn)



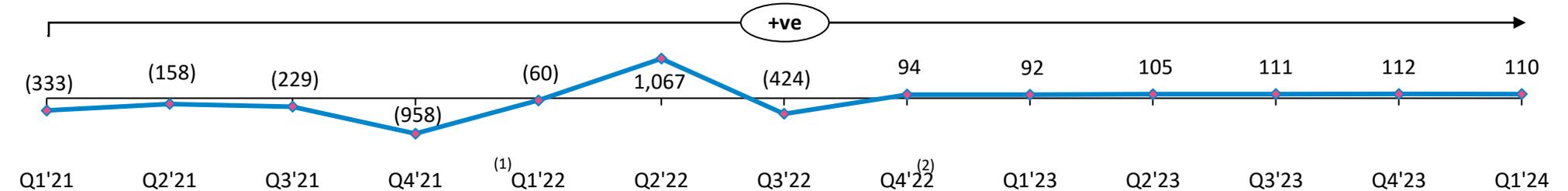
EBITDA (Excl. ESOP)
(INR mn)



PAT
(INR mn)
(Post IND-AS 116)



PAT
(INR mn)
(Pre IND-AS 116)



(1) Includes loss due to exceptional items of INR 847 mn

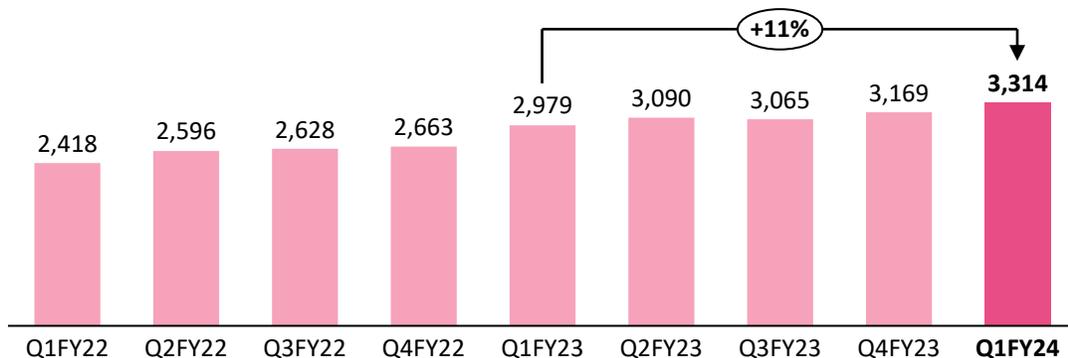
(2) Includes gain on exceptional items of INR 1,401 mn



Growth Across HCG Centers*

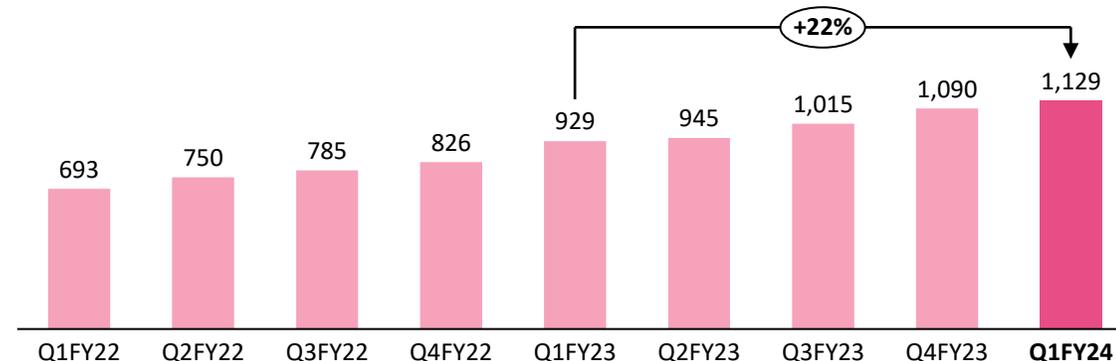
Matured Centers

~1.4x growth in last 9 quarters



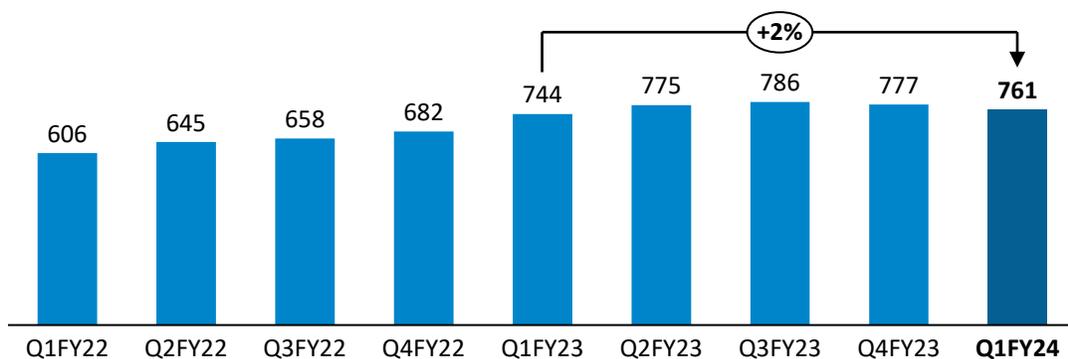
Emerging Centers^

~1.7x growth in last 9 quarters



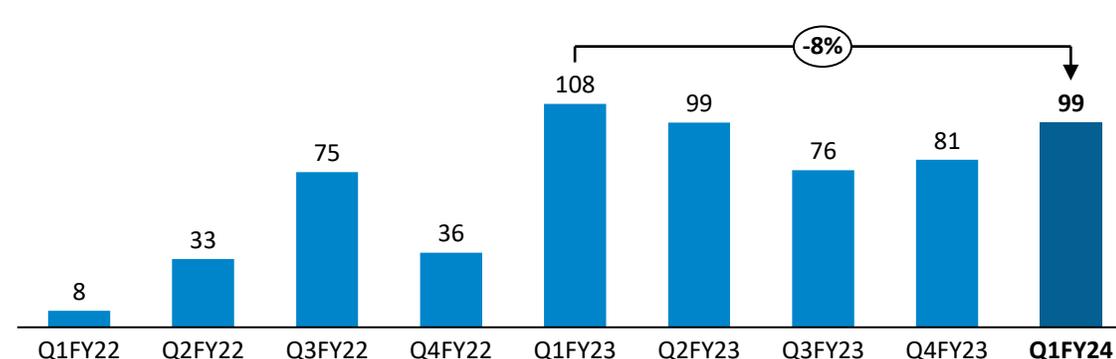
Matured Centers

~1.3x growth in last 9 quarters



Emerging Centers^

~12.5x growth in last 9 quarters



REVENUE#

EBITDA**

**Excl. Corporate Expenses, Numbers restated due to lab vertical allocation correction- from Q3'22

^Emerging Center represents centers operational after 2017

*Excl. Revenue & EBIDTA for Fertility



Strong Operating Metrics with Significant Capacity Headroom

Key Driver	Metric Indicator	% Revenue	Q1'23	Q4'23	Q1'24
OPD Footfall ('000)	Lead indicator of Volume Growth ; key operating metric tracked by HCG; has correlation to OPD Footfalls	19%*	92	95	105
Chemo Sessions Administered ('000)	Key indicator for Medical Oncology ; procedures are primarily day care oriented with no capacity constraint	42%	32	34	35
LINAC - Capacity Utilization	Key indicator for Radiation Oncology ; availability of LINACs is the only capacity constraint ; further augmenting capacity by 20%	17%	67%	65%	69%
Onco-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	21%	65%	63%	66%

*Revenue % for out-patient and others only;

#Onco-bed occupancy is for 1,372 beds (1,177 operational beds), including daycare



HCG – Q1FY24 Operational Metrics#



TOTAL AOR (%)

66.9%

61.0% in Q1FY23

↑ 590 bps

MATURED CENTERS AOR (%)

67.1%

61.7% in Q1FY23

↑ 540 bps

EMERGING CENTERS AOR^{^*} (%)

66.4%

59.4% in Q1FY23

↑ 700 bps

MATURED CENTERS ROCE (%)

20.2%

19% in Q1FY23

↑ 120 bps

ROCE pre-corporate allocations stands at 24.5%

TOTAL ARPOB (Rs.)

39,686

38,296 in Q1FY23

↑ 3.6%

MATURED CENTERS ARPOB (Rs.)

41,253

40,374 in Q1FY23

↑ 2.2%

EMERGING CENTERS ARPOB[^] (Rs.)

35,766

32,968 in Q1FY23

↑ 8.5%

EMERGING CENTERS[^] ROCE (%)

-5.0%

-4.6% in Q1FY23

↓ 40 bps

ROCE pre-corporate allocations stands at -2.0%

[^]New Center represents centers operational after 2017
^{*}77% of the capacity beds are operational; AOR 52% on capacity beds
[#]Excl. Fertility



HCG – Cluster Wise Revenue Break Up[#]

CLUSTER	Q1FY24	Q1FY23	Y-o-Y	Q4FY23	Q-o-Q
KARNATAKA	1,504	1,373	10%	1,498	-
GUJARAT	1,136	1,001	14%	1,084	5%
MAHARASHTRA	659	600	10%	627	5%
EAST INDIA	487	387	26%	479	2%
ANDHRA PRADESH	334	297	13%	289	16%
TAMIL NADU	76	60	27%	73	4%
NORTH INDIA	213	174	23%	176	21%
AFRICA	33	16	108%	33	-
TOTAL	4,443	3,908	14%	4,259	4%

KOLKATA

RAJKOT

RANCHI

JAIPUR

NAGPUR

54% Y-o-Y for
Q1FY24

51% Y-o-Y
For Q1FY24

27% Y-o-Y
For Q1FY24

22% Y-o-Y
For Q1FY24

18% Y-o-Y
For Q1FY24



Milann – Implementing Strategic Initiatives

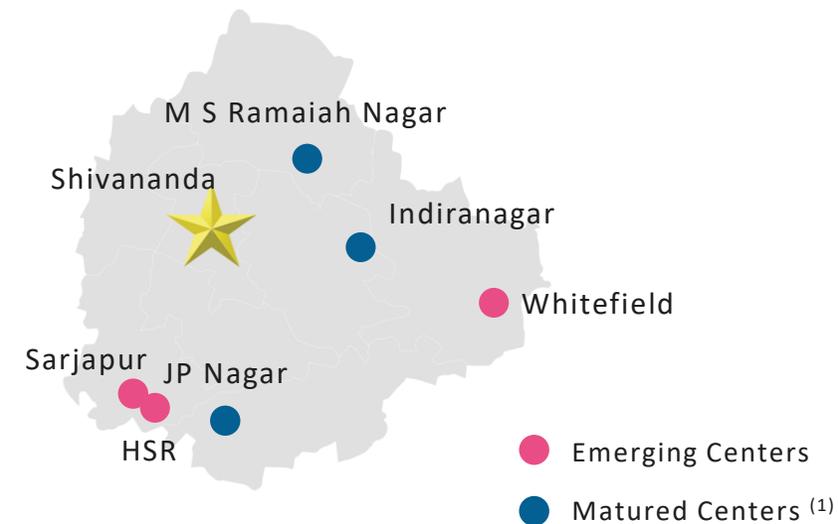
Particulars	Q1FY24	Q1FY23	Growth Y-o-Y	Q4FY23	Growth Q-o-Q
New Registrations	1,212	1,612	-24.8%	1,286	-5.8%
IVF Cycles	414	538	-23.0%	461	-10.2%
Revenues (Rs. Mn.)	164	173	-5.1%	158	3.8%

Expanding footprint in Bangalore – 2 Centers added

- Continuous focus on strengthening clinical talent
- New initiatives like Men's health & Cryo preservation and deeper penetration in corporate and focus groups

Focus on market leadership in Bangalore

BENGALURU (5 Centers)



NORTH INDIA (2 Centers)



1. Centers in operation prior to April 1, 2016, i.e., Shivananda, JP Nagar and Indiranagar



Capital Expenditure & Net Debt

CAPITAL EXPENDITURE (Rs. Mn.)

HCG CENTERS	Q1FY24	Q1FY23
Matured Centers	326	122
Emerging Centers	10	41
TOTAL CAPEX	336	163

ONGOING CAPEX (Rs. Mn.)

Sr. No	Particulars	Capex incurred till 30 th June 2023	Expected Capex for FY24	Total Planned Capex	Expected date of Operations
1	Ahmedabad – Phase II	180	628	852	Q1 FY25
2	Whitefield (Extension of Bangalore - COE)	10	150	250	Q3 FY25

NET DEBT (Rs. Mn.)

NET DEBT	30 th June 2023	31 st March 2023
Bank Debt ⁽¹⁾	3,462	3,733
Vendor Finance ⁽²⁾	321	223
Other Debt	6	8
Less: Cash & Cash Equivalents ⁽³⁾	1,623	1,983
NET DEBT	2,167	1,980
Capital Leases: Ind AS116	5,191	5,019
Net Debt (Incl. Leases)	7,358	6,999
Addition in debt on account of Acquisition	1,070	-
Capital Leases: Ind AS116 on a/c of acquisition	91	
Pro-forma Net Debt (incl. Leases)	8,519	6,999

1. Bank debt: Net of Bank balance held as margin money of INR 147 Mn and investment in fixed deposits of INR 11.23 Mn (Margin money value reclassified to other deposit) as of 30th June -23, INR 147 Mn and investment in fixed deposits of INR 17 Mn as of 31st Mar -23. The unamortized portion of processing fees amounting to INR 27.99 Mn as on 30th June -23 & INR 29.37 Mn as on 31st Mar -23 netted off against Bank Debt.

2. Vendor Finance; Includes Forex reinstatement of INR (1.35) Mn as of 30th June-23 and Forex reinstatement of INR (1.46) Mn as of 31st Mar-23

3. Cash and cash equivalents: Includes investment in mutual funds of INR 17.5 Mn as at 30th June -23 and of INR 16 Mn as at 31st Mar -23



Q1 FY24 Consolidated Profit & Loss Account

Profit and Loss (in Rs. Mn.)	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q
Revenues from Operations	4,597.1	4,073.1		4,409.8	
Income from Govt. Grant	9.7	7.4		7.3	
Total Revenue from Operations	4,606.8	4,080.5	12.9%	4,417.1	4.3%
Cost of Goods Sold	1,179.1	978.0		1,164.0	
Employee Cost	748.0	668.5		673.6	
Medical Consultancy Charges	973.8	866.7		912.9	
Other Expenses	941.8	842.4		888.4	
EBITDA Excluding ESOPS	764.1	724.9	5.4%	778.2	-1.8%
EBITDA Excluding ESOPS (%)	16.6%	17.8%	-117 bps	17.6%	-103 bps
ESOP's	21.0	18.6		15.0	
Reported EBIDTA	743.1	706.3	5.2%	763.2	-2.6%
Reported EBITDA Margin (%)	16.1%	17.3%	-117 bps	17.3%	-114 bps
Depreciation	410.1	396.7		422.0	
Other Income	24.2	29.1		46.5	
EBIT	357.2	338.7		387.7	
Finance Cost	255.5	249.8		256.3	
Share in Profit/(loss) in JV and Associates	3.5	0.0		-0.1	
Profit before Tax	105.2	104.2		131.3	
Taxes, Other Comprehensive Income & Minority Interest	29.1	43.7		47.6	
Profit After Tax	76.1	60.5	25.8%	83.7	-9.1%
PAT Margin (%)	1.7%	1.5%	16 bps	1.9%	-24 bps



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

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

Balance Sheet - Equity & Liabilities (in Rs. Mn.)	Mar-23	Mar-22	Mar-21	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

Balance Sheet - Assets (in Rs. Mn.)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Non-Current Assets					
Property, Plant And Equipment	9,718	9,315	8,531	9,271	8,026
Capital Work in Progress	182	217	300	461	1,440
Rights-of-use Assets	3,813	4,045	4,114	5,776	0
Goodwill	1,812	1,813	963	1,093	1,093
Other Intangible Assets	187	298	215	320	96
Intangible Assets Under Development		30	206	268	469
Financial Assets		0	0	0	0
Investments	97	58	57	74	68
Loans Receivable	0	0	451	516	476
Other Financial Assets	543	546	168	222	196
Deferred Tax Assets (Net)	53	60	343	261	311
Income Tax Assets (Net)	574	459	426	818	307
Other Non-Current Assets	378	331	232	414	742
Total Non-Current Assets	17,357	17,172	16,007	19,494	13,222
Current Assets		0	0	0	0
Inventories	383	300	211	233	285
Financial Assets		0	0	0	0
Trade Receivables	3,025	2,175	1,866	1,857	1,646
Cash And Cash Equivalents	1,746	1,975	300	318	280
Bank Balances Other Than Cash And Cash Equivalents	219	0	109	3	44
Loans	18	16	93	54	40
Other Financial Assets	74	341	1,546	275	211
Other Current Assets	339	217	225	300	288
Total Current Assets	5,803	5,024	4,350	3,038	2,793
Total Assets	23,160	22,195	20,356	22,532	16,015



Historical Cash Flow Statement

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

Mr. Sagar Shroff / Mr. Ayush Haria
sagar.shroff@sgapl.net / ayush.haria@sgapl.net
Tel: +91 98205 19303 / +91 98204 62966

© 2022 HealthCare Global Enterprises Limited., All Rights Reserved.

HCG Logo is trademark of HealthCare Global Enterprises Limited. In addition to Company data, data from market research agencies, Stock Exchanges and industry publications has been used for this presentation.

This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.