

Fortis Healthcare Limited

Investor Presentation - 9MFY18, Q3 & Q2FY18



“ Saving and Enriching Lives ”



February 28, 2018

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Discussion Points

➤ **Recent Developments**

➤ **Highlights – 9MFY18, Q3FY18 & Q2FY18**

➤ **Awards & Recognitions**

➤ **Successes in Clinical Excellence**

➤ **Financial Highlights**

➤ **Business Performance – Hospitals & Diagnostics**

Recent Developments

- Pursuant to the High Court judgement on the Promoters - Daichi Sankyo case, Mr Malvinder Mohan Singh, Executive Chairman and Dr Shivinder Mohan Singh, Non- Executive Vice Chairman have resigned from the Board. The resignation was accepted by the Board on February 13, 2018.
- The Board has appointed a Management Committee to oversee the functioning of the company. The committee has been vested with the responsibilities & authorities of the Executive Chairman and Non-Executive Vice-Chairman.
- Promoter's shareholding currently stands at approx.0.77% down from 34.4% as of December 31, 2017.
- Company signed definitive agreements to acquire the portfolio of assets of RHT Health Trust. The deal, subject to necessary approvals, is expected to significantly enhance the Company's operating profitability.
- The Company continues to explore options related to fund raise
- Recent challenges faced by the business due to the group issues and ongoing developments are being actively addressed. The Company is working with the relevant authorities to resolve and conclude these expeditiously.
- Post the turbulence witnessed in the past few month, the broader healthcare environment has started to witness signs of improvement & stabilization.

Highlights – 9MFY18

➤ **Group Consolidated Business** (9MFY18 vs 9M FY17)

- Net Revenues at Rs 3474 Cr for the quarter vs Rs 3450 Cr
- Consolidated operating EBITDAC* at Rs 516 Cr vs Rs 586 Cr; 14.8% margin versus 17% margin
- Consolidated operating EBITDA at Rs 313 Cr vs Rs 278 Cr + 12.7%
- Consolidated PBT before forex and exceptional items at Rs 49 Cr vs Rs 59 Cr

➤ **Hospital Business** (9M FY18 vs 9M FY17)

- Net Revenues at Rs 2815 Cr vs Rs 2799 Cr
- Operating EBITDAC at Rs 395 Cr vs Rs 435 Cr, 14.0% margin versus 15.5% margin
- Net BT costs down 34% , from Rs 308 Cr to Rs 202 Cr
- Operating EBITDA at Rs 192 Cr, +52%

➤ **Diagnostics Business .i.e. SRL** (9M FY18 vs 9M FY17)

- Net Revenues at Rs 642 Cr, +8.3%
- Operating EBITDA at Rs 128 Cr. Represents 20.0% margin versus 22.7% margin

- Net debt of the company as on December 31 2017 was at Rs 1339 Cr, representing a net debt to equity ratio of 0.22x versus 0.27x in the trailing quarter and versus 0.19x as on June 30, 2017.

*Refers to EBITDA before net business trust costs

Highlights – Q3FY18

➤ **Group Consolidated Business** (Q3 FY18 vs Q3 FY17)

- Net Revenues at Rs 1121 Cr for the quarter, vs Rs 1133 Cr in corr qtr
- Consolidated operating EBITDAC* at Rs 153 Cr vs Rs 187 Cr in corr qtr
- EBITDAC margin at 13.6% vs 16.5% in corr qtr
- Consolidated operating EBITDA at Rs 85 Cr vs Rs 115 Cr in corr qtr
- EBITDA margin at 7.6% vs 10.2% in corr qtr

➤ **Hospital Business** (Q3 FY18 vs Q3 FY17)

- Net Revenues at Rs 909 Cr for the qtr vs Rs 917 Cr in corr qtr
- Operating EBITDAC at Rs 118 Cr vs Rs 131 Cr in Q3FY17
- Net BT costs down 5.5% , from Rs 71 Cr in Q3FY17 to Rs 67 Cr in Q3FY18
- Operating EBITDA at Rs 51 Cr vs Rs 60 Cr in corr qtr
- EBITDA margin at 5.6% vs 6.6% in the corr qtr

*Refers to EBITDA before net business trust costs

Highlights – Q3FY18

- **Diagnostics Business .i.e. SRL (Q3 FY18 vs Q3 FY17)**
 - ➡ Net Revenues at Rs 206 Cr, +9.5% vs Q3FY17
 - ➡ Operating EBITDA at Rs 37.5 Cr similar to the corresponding quarter.
 - ➡ Represents 18.2% margin versus 19.9% in Q3FY17

Highlights – Q2FY18

➤ **Group Consolidated Business** (Q2 FY18 vs Q2 FY17)

- Net Revenues at Rs 1,197 Cr for the quarter, vs Rs 1196 Cr in corr qtr
- Consolidated operating EBITDAC* at Rs 200 Cr vs Rs 219 Cr in corr qtr
- EBITDAC margin at 16.7% vs 18.3% in corr qtr
- Consolidated operating EBITDA at Rs 132 Cr, + 33% vs corr qtr
- EBITDA margin at 11.0% vs 8.3% in corr qtr

➤ **Hospital Business** (Q2 FY18 vs Q2 FY17)

- Net Revenues at Rs 966 Cr for the qtr vs Rs 972 Cr in corr qtr
- Operating EBITDAC at Rs 150 Cr vs Rs 164 Cr in Q2FY17
- Net BT costs down 43% , from Rs 120 Cr in Q2FY17 to Rs 68 Cr in Q2FY18
- Operating EBITDA at Rs 82 Cr, +87% vs Q2FY17
- EBITDA margin at 8.5% vs 4.5% in corr qtr

*Refers to EBITDA before net business trust costs

Highlights – Q2FY18

- **Diagnostics Business .i.e. SRL (Q2 FY18 vs Q2 FY17)**
 - ➡ Net Revenues at Rs 224 Cr, +5% vs Q2FY17
 - ➡ Operating EBITDA at Rs 52 Cr versus Rs 54 Crs in the corresponding quarter .
 - ➡ Represents 23% margin versus 25.3% in Q2FY17
- Net debt of the company as on 30 September 2017 was at Rs 1655 Cr, representing a net debt to equity ratio of 0.27x versus 0.19x in both the corresponding previous quarter and the trailing quarter

Key Awards and Recognitions

Fortis Escorts Hospital, Faridabad, was recognised as the 'Best Heart Hospital' at the recently held Double Helical State Health Awards 2017 in recognition of its outstanding contribution in the field of Cardiac Sciences.

Fortis Escorts Hospital, Jaipur has won the National Quality Council of India (QCI) D. L. Shah Award for the fifth time in a row. With this recognition, the hospital has proved its commitment towards quality.

Seven of the 11 Fortis units in the Delhi NCR region have received the NABH Nursing Excellence Certificates. Fortis Vasant Kunj, FMRI Gurugram, Fortis Escorts Heart Institute, Fortis Noida, Fortis Shalimar Bagh, Fortis Faridabad and Fortis Aashlok have achieved this milestone with minimum observations.

Fortis Healthcare has won the prestigious 'Gurgaon Best Employer Brand Award 2017.' The award, instituted by the World HRD Congress. The recognition underscores the high standards of HR and Talent Management practices at Fortis.

The Blood Bank at Fortis Hospital, Ludhiana, has been awarded the coveted National Accreditation Board for Hospitals and Healthcare Providers (NABH) accreditation. The certification is regarded as the highest national recognition in the country for quality patient care and safety.

Successes in Clinical Excellence

A team of Doctors at Fortis Vasant Kunj conducted a difficult and laborious surgery on a 39-year-old Russian patient to remove a precariously located giant tumour weighing 3.2 kgs, which occupied a large part around the right lung

A team of doctors led by Dr Z. S. Meharwal, Director, Cardio Thoracic Vascular Surgeon, at Fortis Escorts, New Delhi, performed a life-saving heart transplant in a 50-year-old patient from Muzzafarnagar, Uttar Pradesh.

A rare surgery on the largest recorded Meningomyelocele by a Doctor at FMRI earned him a special mention in the LIMCA Book of Records. The patient, a 43-yr-old male, had a congenital defect having a bulge on his spine measuring 60cm x 50cm with an overall circumference of 90cm.

A rare tongue reconstruction surgery on a 37 year old patient diagnosed with tongue cancer was conducted at Fortis Hospital Nagarbhavi. The tissue used for reconstruction was extracted from the patient's forearm.

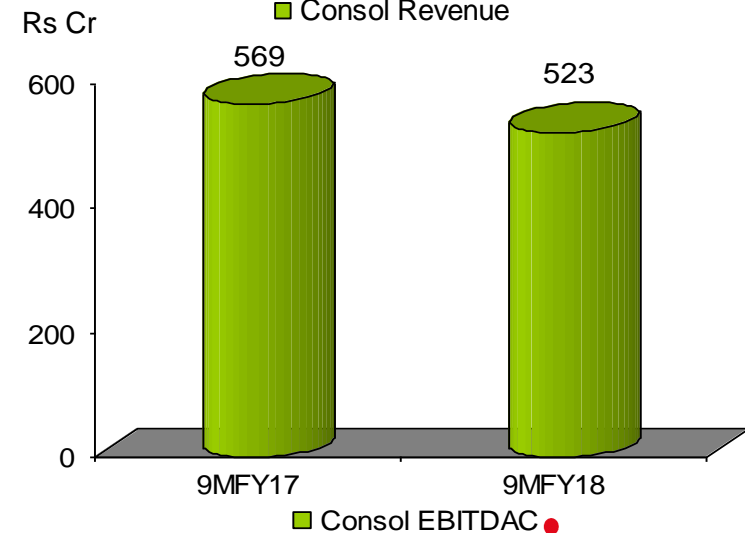
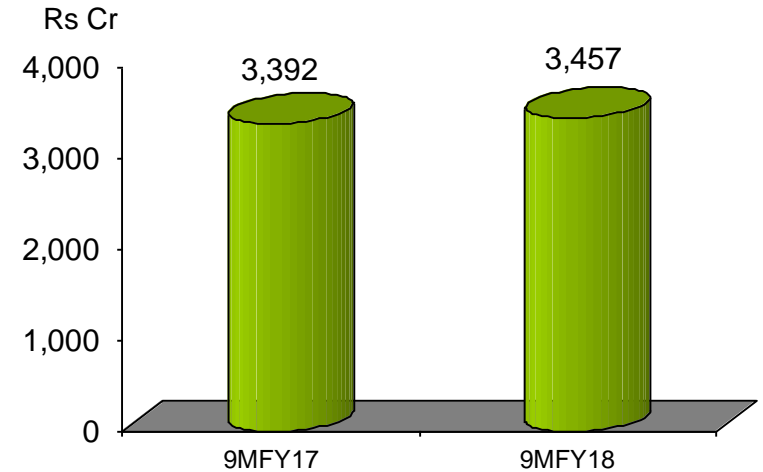
A team of doctors at Fortis Hospital, BG Road, Bengaluru, successfully operated on a baby born with two critical congenital heart defects - first defect being Coarctation of the Aorta (caused by abnormal constriction of the aorta) and second being a hole in his heart - Ventricular Septal Defect (VSD).

A one-year-old congenitally deaf child's hearing was restored after a Cochlear Implant surgery at Fortis Hospital, Ludhiana.

Financial Highlights

India Financial Highlights – 9MFY18 vs 9MFY17

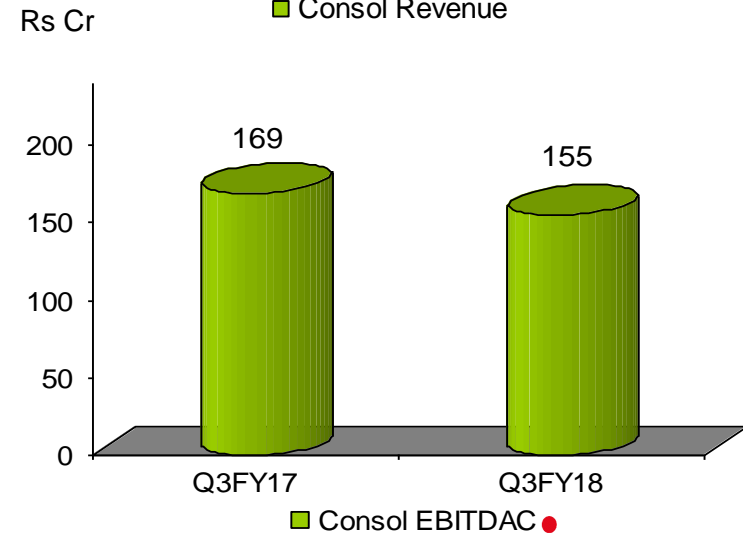
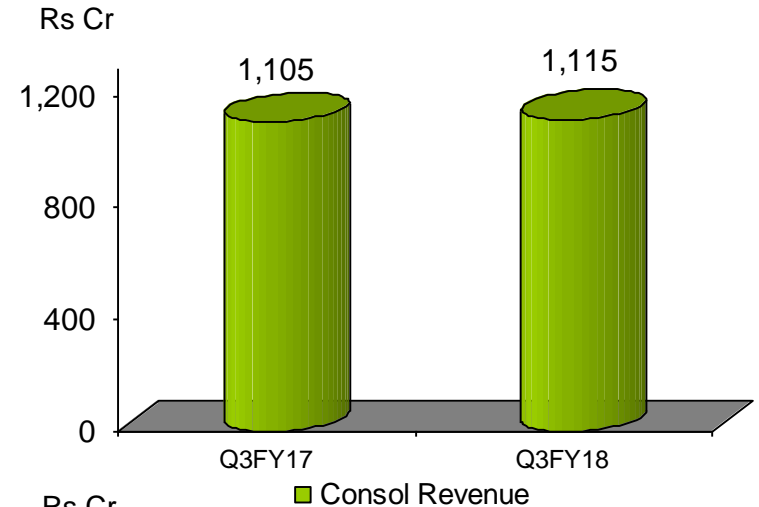
- Consolidated Revenues at Rs 3,457 Cr, + 2%.
 - ❖ Hospital Business – Rs 2,815 Cr, + 1%
 - ❖ Diagnostic Business – Rs 642 Cr, + 8.3%
- Consolidated Operating EBITDAC* at Rs 523 Cr, 15.1% margin
 - ❖ Hospital Business – Rs 395 Cr, 14.0% margin
 - ❖ Diagnostic Business – Rs 128 Cr, 20.0% margin



*EBITDAC refers to EBITDA before net business trust costs

India Financial Highlights – Q3FY18 vs Q3FY17

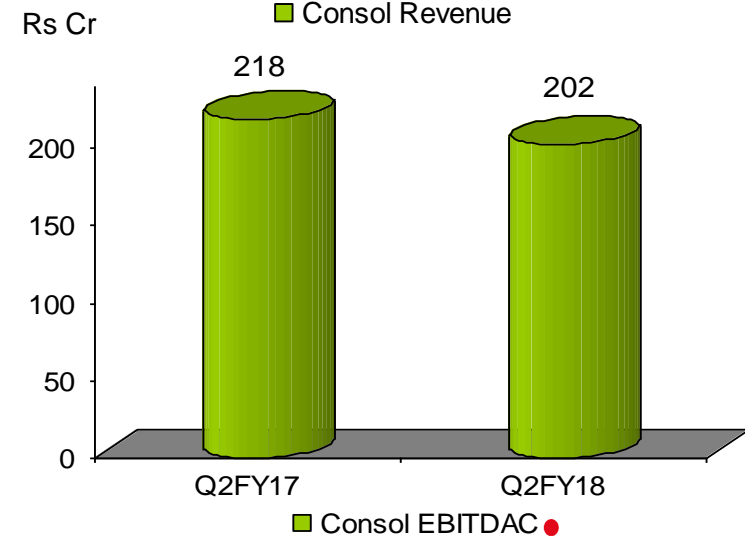
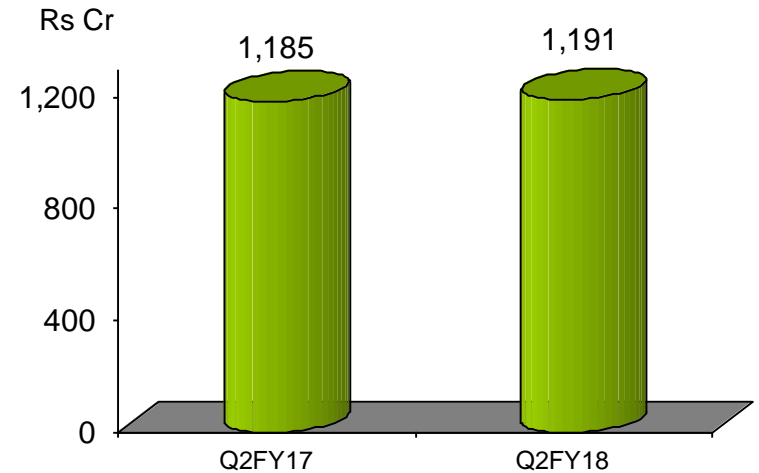
- Consolidated Revenues at Rs 1,115 Cr, + 1%.
 - ❖ Hospital Business – Rs 909 Cr, - 1%
 - ❖ Diagnostic Business – Rs 206 Cr, + 10%
- Consolidated Operating EBITDAC* at Rs 155 Cr, 13.9% margin
 - ❖ Hospital Business – Rs 118 Cr, 13.0% margin
 - ❖ Diagnostic Business – Rs 38 Cr, 18.2% margin



*EBITDAC refers to EBITDA before net business trust costs

India Financial Highlights – Q2FY18 vs Q2FY17

- Consolidated Revenues at Rs 1,191 Cr, + 1%.
 - ❖ Hospital Business – Rs 967 Cr, - 1%
 - ❖ Diagnostic Business – Rs 224 Cr, + 5%
- Consolidated Operating EBITDAC* at Rs 202 Cr, 17.0% margin
 - ❖ Hospital Business – Rs 150 Cr, 15.5% margin
 - ❖ Diagnostic Business – Rs 52 Cr, 23% margin



*EBITDAC refers to EBITDA before net business trust costs

India Consolidated P&L – 9MFY18

	9MFY17**	9MFY18**	% Change
Particulars	(Rs Cr.)	(Rs Cr.)	
Operating Revenue	3,391.8	3,456.5	1.9%
Operating EBITDAC*	569.1	522.7	-8.2%
Operating EBITDAC margin	16.8%	15.1%	
Net BT Costs	308.1	202.3	-34.3%
Operating EBITDA	261.0	320.4	22.8%
Other Income	90.8	105.4	16.0%
EBITDA	351.9	425.8	21.0%
Finance Costs	161.7	192.6	
Depreciation & Amortization	156.0	177.2	
PBT before Forex	34.2	56.0	63.7%
Foreign Exchange (Loss)/ Gain	11.8	(19.2)	
PBT before Exceptional Item	46.1	36.8	
Exceptional (Loss)/ Gain^	(6.9)	(51.7)	
Tax Expense	50.8	29.3	
PAT before minority interest and share in associates	(11.6)	(44.2)	
Share in Associates	473.2	42.9	
PAT after minority interest and share in associates	434.3	(58.4)	

*EBITDAC refers to EBITDA before net business trust (BT) costs

**9MFY17 financials include FHTL consolidation starting October 13 2016 while 9MFY18 financials includes the full impact of FHTL consolidation

^Exceptional Item in 9MFY18 is primarily on account of goodwill amortization taken Q2 FY18 due to closure of certain operations of the company



Group Consolidated P&L – 9MFY18

Particulars	9MFY17**	9MFY18**	% Change
	(Rs Cr.)	(Rs Cr.)	
Operating Revenue	3,450.3	3,474.4	0.7%
Operating EBITDAC*	586.1	515.6	-12.0%
Operating EBITDAC margin	17.0%	14.8%	
Net BT Costs	308.1	202.3	-34.3%
Operating EBITDA	278.0	313.3	12.7%
Other Income	103.5	107.5	3.9%
EBITDA	381.4	420.8	10.3%
Finance Costs	162.8	193.6	
Depreciation & Amortization	159.2	178.7	
PBT before Forex	59.4	48.5	
Foreign Exchange (Loss)/ Gain	26.5	(35.2)	
PBT before Exceptional Item	85.9	13.3	
Exceptional (Loss)/ Gain ^	(5.0)	(51.7)	
Tax Expense	45.7	9.3	
PAT before minority interest and share in associates	35.2	(47.7)	
Share in Associates	482.0	50.1	
PAT after minority interest and share in associates	489.9	(77.2)	

*EBITDAC refers to EBITDA before net business trust (BT) costs

**9MFY17 financials include FHTL consolidation starting October 13 2016 while 9MFY18 financials includes the full impact of FHTL consolidation

^Exceptional Item in 9MFY18 is primarily on account of goodwill amortization taken ¹⁷In Q2 FY 18 due to closure of certain operations of the company

India Consolidated P&L – Q3FY18

	Q3FY17**	Q2FY18**	Q3FY18**	QoQ % Change
Particulars	(Rs Cr.)	(Rs Cr.)	(Rs Cr.)	
Operating Revenue	1,105.1	1,190.6	1,115.0	0.9%
Operating EBITDAC*	168.7	201.8	155.3	-7.9%
Operating EBITDAC margin	15.3%	17.0%	13.9%	
Net BT Costs	71.2	67.9	67.2	-5.5%
Operating EBITDA	97.5	134.0	88.1	-9.7%
Other Income	33.1	24.8	30.3	
EBITDA	130.6	158.7	118.4	
Finance Costs	74.5	65.6	62.9	
Depreciation & Amortization	59.2	60.0	58.9	
PBT before Forex	(3.0)	33.1	(3.5)	
Foreign Exchange (Loss)/ Gain	11.5	(2.8)	(10.7)	
PBT before Exceptional Item	8.5	11.8	56.8	
Exceptional (Loss)/ Gain^	(4.9)	(48.2)	(2.1)	
Tax Expense	25.1	16.0	1.4	
PAT before minority interest and share in associates	(21.5)	(52.5)	53.3	
Share in Associates	434.8	21.8	9.5	
PAT after minority interest and share in associates	401.9	(34.4)	(25.9)	

* EBITDAC refers to EBITDA before net business trust (BT) costs

**Q2FY18 and Q3 FY18 financials includes the full impact of FHTL consolidation while Q3FY17 financials include FHTL consolidation starting October 13 2016

^Exceptional Item in Q2FY18 is primarily on account of goodwill amortization on closure of certain operations of the company



Group Consolidated P&L – Q3FY18

Particulars	Q3FY17**	Q2FY18**	Q3FY18**	QoQ % Change
	(Rs Cr.)	(Rs Cr.)	(Rs Cr.)	
Operating Revenue	1,133.4	1,197.2	1,120.7	-1.1%
Operating EBITDAC*	186.6	200.1	152.6	-18.2%
Operating EBITDAC margin	16.5%	16.7%	13.6%	
Net BT Costs	71.2	67.9	67.2	-5.5%
Operating EBITDA	115.4	132.2	85.4	-26.0%
Other Income	35.2	17.3	32.8	
EBITDA	150.7	149.5	118.2	
Finance Costs	74.8	66.0	63.2	
Depreciation & Amortization	59.9	60.7	59.0	
PBT before Forex	16.0	22.8	(4.1)	
Foreign Exchange (Loss)/ Gain	23.7	(4.5)	(22.0)	
PBT before Exceptional Item	39.6	18.3	(26.1)	
Exceptional (Loss)/ Gain ^	(5.0)	(48.2)	(2.1)	
Tax Expense	18.6	17.0	2.6	
PAT before minority interest and share in associates	16.0	(46.9)	(30.8)	
Share in Associates	437.6	23.3	11.7	
PAT after minority interest and share in associates	442.3	(45.9)	(36.8)	

* EBITDAC refers to EBITDA before net business trust (BT) costs

**Q2FY18 and Q3 FY18 financials includes the full impact of FHTL consolidation while Q3FY17 financials include FHTL consolidation starting October 13 2016

^Exceptional Item in Q2FY18 is primarily on account of goodwill amortization on closure of certain operations of the company



India Consolidated P&L – Q2FY18

	Q2FY17	Q1FY18	Q2FY18	% Change
Particulars	(Rs Cr.)	(Rs Cr.)	(Rs Cr.)	
Operating Revenue	1,185.1	1,150.9	1,190.6	0.5%
Operating EBITDAC*	217.6	165.6	201.8	-7.2%
Operating EBITDAC margin	18.4%	14.4%	17.0%	
Net BT Costs	119.7	67.2	67.9	-43.3%
Operating EBITDA	97.9	98.4	134.0	36.8%
Other Income	33.0	50.3	24.8	
EBITDA	131.0	148.7	158.7	21.2%
Finance Costs	45.6	64.1	65.6	
Depreciation & Amortization	50.7	58.3	60.0	
PBT before Forex	34.6	26.4	33.1	
Foreign Exchange (Loss)/ Gain	(5.5)	(5.7)	(2.8)	
PBT before Exceptional Item	29.2	20.7	11.8	
Exceptional (Loss)/ Gain^	(1.1)	(1.3)	(48.2)	
Tax Expense	23.3	11.9	16.0	
PAT before minority interest and share in associates	4.7	7.4	(52.5)	
Share in Associates	19.4	11.6	21.8	
PAT after minority interest and share in associates	17.3	1.9	(34.4)	

*EBITDAC refers to EBITDA before net business trust (BT) costs

**Q1FY18 and Q2 FY18 financials includes the impact of FHTL consolidation

^Exceptional Item in Q2FY18 is primarily on account of goodwill amortization on closure of certain operations of the company

Group Consolidated P&L – Q2FY18

Particulars	Q2FY17	Q1FY18	Q2FY18	QoQ % Change
	(Rs Cr.)	(Rs Cr.)	(Rs Cr.)	
Operating Revenue	1,195.7	1,156.6	1,197.2	0.1%
Operating EBITDAC*	218.8	162.9	200.1	-8.5%
Operating EBITDAC margin	18.3%	14.1%	16.7%	
Net BT Costs	119.7	67.2	67.9	-43.3%
Operating EBITDA	99.1	95.7	132.2	33.4%
Other Income	41.2	57.5	17.3	
EBITDA	140.3	153.2	149.5	6.5%
Finance Costs	46.0	64.4	66.0	
Depreciation & Amortization	51.7	59.0	60.7	
PBT before Forex	42.6	29.8	22.8	
Foreign Exchange (Loss)/ Gain	(3.2)	(8.7)	(4.5)	
PBT before Exceptional Item	39.4	21.1	18.3	
Exceptional (Loss)/ Gain ^	0.9	(1.3)	(48.2)	
Tax Expense	24.2	12.2	17.0	
PAT before minority interest and share in associates	16.1	7.5	(46.9)	
Share in Associates ^^	22.3	15.1	23.3	
PAT after minority interest and share in associates	31.4	5.5	(45.9)	

* EBITDAC refers to EBITDA before net business trust (BT) costs

**Q1FY18 and Q2 FY18 financials includes the impact of FHTL consolidation

^Exceptional Item in Q2FY18 is primarily on account of goodwill amortization on closure of certain operations of the company

Consolidated Balance Sheet

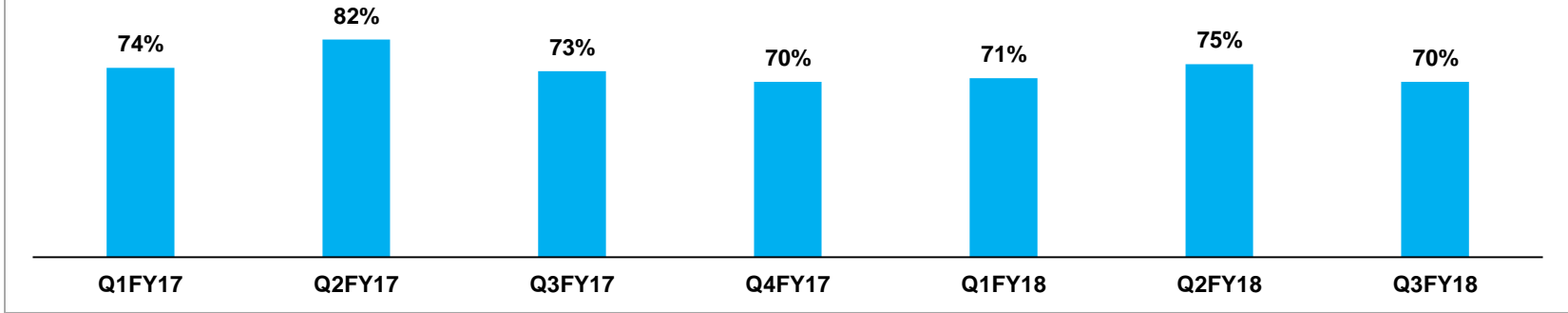
Balance Sheet (Rs Cr)	June 30, 2017	September 30, 2017	December 31, 2017
Shareholder's Equity*	6,341	6,231	6,225
Foreign Currency Convertible Bonds (FCCB's)	-	-	-
Debt	2,192	2,114	1,799
Total Capital Employed	8,533	8,344	8,024
Net Fixed Assets (includes CWIP)	3,365	3,233	3,229
Goodwill	2,326	2,281	2,281
Investments	1,465	1,455	1,454
Cash and Cash Equivalents	976	458	460
Net Current Assets	401	918	600
Total Assets	8,533	8,344	8,024
Net Debt to Equity	0.19x	0.27x	0.22x

*Shareholder's Equity includes Minority Interest.

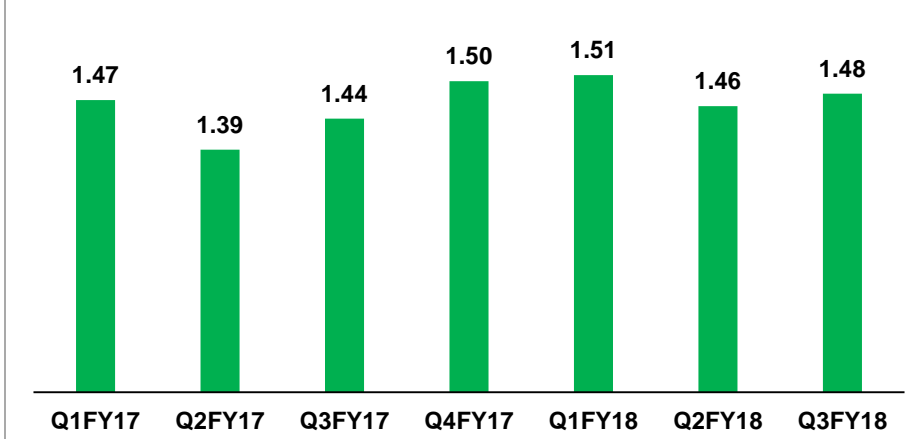
Business Performance – Hospitals Business

India Hospital Business - KPIs

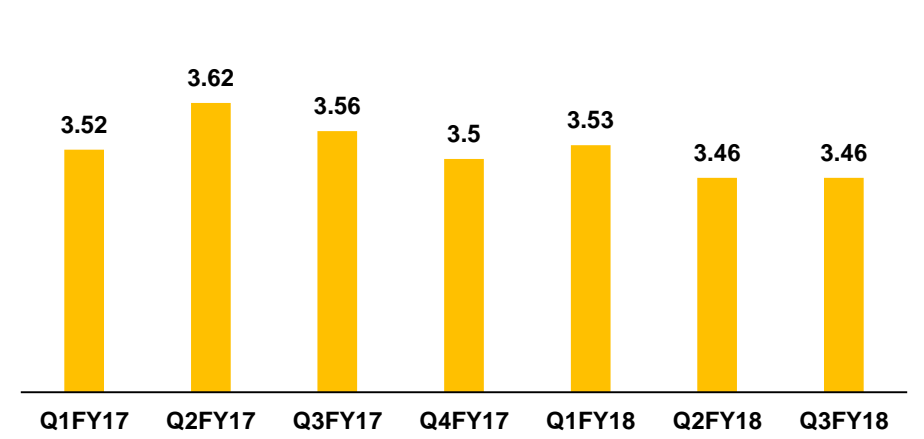
Occupancy



ARPOB (Rs Cr)



ALOS (Days)



India Hospital Business P&L – 9M & Q3FY18

	Q3FY17	Q3FY18	QoQ % Change	9MFY17	9MFY18	% Change
Particulars	(Rs Cr.)	(Rs Cr.)		(Rs Cr.)	(Rs Cr.)	
Operating Revenue	917.2	909.1	-0.9%	2,799.2	2,814.5	0.5%
Operating EBITDAC*	131.3	117.8	-10.3%	434.9	394.5	-9.3%
Operating EBITDAC margin	14.3%	13.0%		15.5%	14.0%	
Net BT Costs^	71.2	67.2	-5.5%	308.1	202.3	-34.3%
Operating EBITDA	60.1	50.5	-15.9%	126.8	192.2	51.6%
Other Income	31.6	28.3		83.3	100.6	
EBITDA	91.7	78.9	-14.0%	210.2	292.8	39.3%

* EBITDAC refers to EBITDA before net business trust (BT) costs

^Reduction in net BT Costs is mainly due to consolidation of FHTL

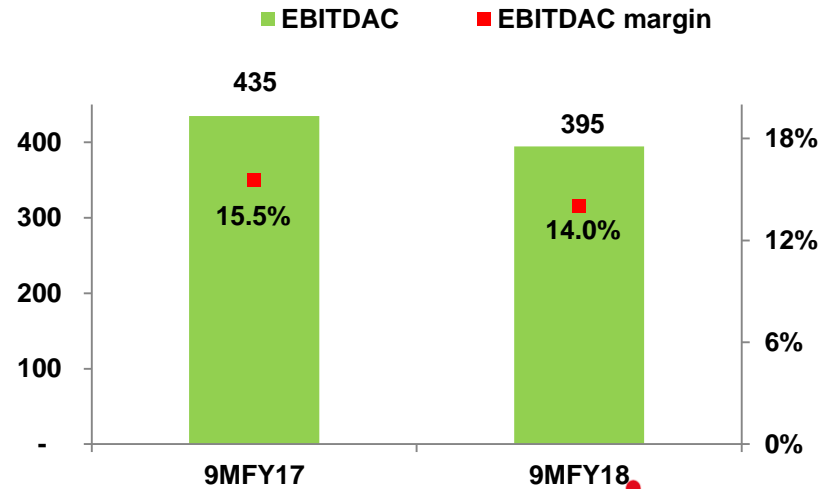
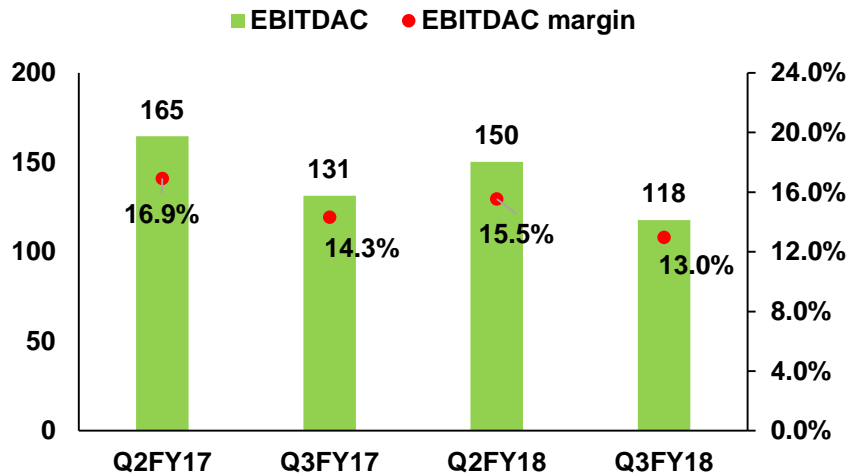
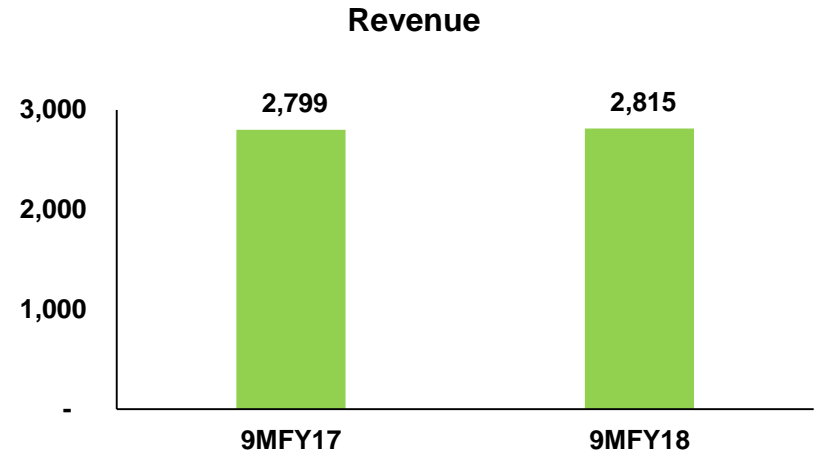
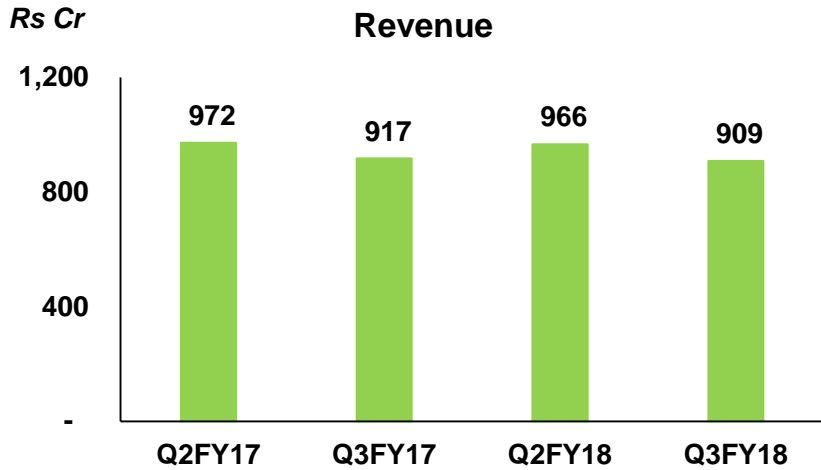
India Hospital Business P&L – H1 & Q2FY18

	Q2FY17	Q2FY18	QoQ % Change	H1FY17	H1FY18	% Change
Particulars	(Rs Cr.)	(Rs Cr.)		(Rs Cr.)	(Rs Cr.)	
Operating Revenue	971.9	966.4	-0.6%	1,882.0	1,905.4	1.2%
Operating EBITDAC*	163.7	150.2	-8.2%	302.7	276.7	-8.6%
Operating EBITDAC margin	16.8%	15.5%		16.1%	14.5%	
Net BT Costs^	119.7	67.9	-43.3%	236.9	135.1	-43.0%
Operating EBITDA	44.0	82.4	87.1%	65.8	141.7	115.4%
Other Income	29.9	23.5		51.7	72.3	
EBITDA	73.9	105.8	43.2%	117.5	213.9	82.1%

* EBITDAC refers to EBITDA before net business trust (BT) costs

^Reduction in net BT Costs is mainly due to consolidation of FHTL

India Hospital Business



India Hospital Business – Q2 & Q3FY18

Q3FY18

- International patient revenue at Rs 100 Cr, representing 11% of overall hospital business
- FMRI revenue at Rs 123 Cr, + 6% over corr Q; continue to witness highest ARPOB within Fortis network at Rs 2.80 Cr
- FEHI witnessed subdued revenue of Rs 92 Cr despite occupancy increasing from 78% in Q3FY17 to 84% in Q3FY18.
- Shalimar Bagh witnessed a revenue growth of 14% over the corr qtr.

Q2FY18

- International patient revenue at Rs 98 Cr, representing 10% of overall hospital business
- FMRI revenue at Rs 136 Cr, + 10% over corr Q; continue to witness highest ARPOB within Fortis network at Rs 2.81 Cr
- FEHI witnessed subdued revenue of Rs 96 Cr due to decline in occupancy from 86% in Q2FY17 to 82% in Q2FY18.
- Shalimar Bagh & BG Road witnessed revenue growth of 12% & 8% QoQ respectively.

Select Key Highlights / Accomplishments

- Fortis La Femme, Richmond Road, Bengaluru, in association with Breast Milk Foundation (BMF), a non-profit organization, launched its second and Bengaluru's first public Human Milk Bank, 'Amaara.'. The Milk Bank was inaugurated and supported by Mr Ryszard Czarnecki, Vice- President of the European Parliament, Brussels, Belgium, along with Dr C. N. Ashwathnarayan, Member of the Legislative Assembly.
- Dr Rinky Kapoor, Consultant Dermatologist, S. L. Raheja Hospital - A Fortis Associate Hospital, Mahim, has recently acquired a US patent for her hair growth formula, QR678. The formula stimulates regrowth of hair which helps not only those with continuing hair loss but also people who have lost hair due to chemotherapy sessions.
- Dr H. K. Bali, Director - Cardiology, Fortis Hospital, Mohali, presented his new technique of Ostial Coronary Artery Stenting at the prestigious Interventional Cardiology conference, 'Transcatheter Therapeutics,' held at Denver, United States. The technique can potentially change the way ostial coronary artery disease is treated.
- Fortis Hospital, Anandapur, Kolkata, has launched a Metabolic and Bariatric Surgery Programme, under the leadership of Dr Ramesh Agarwalla, Coordinator – Gastrointestinal Surgery. The facility is capable of conducting all kinds of bariatric procedures, including gastric bypass, sleeve gastrectomy and mini gastric bypass.
- Fortis Hospital, Mohali introduced a new technique, Mechanico Chemical Ablation (MOCA), to treat varicose veins, for the first time in India. A special catheter is introduced in the vein of the patient and the blood vessel is ablated along with foam sclerotherapy.

Top 10 Hospitals

	Revenue (Rs Cr)		ARPOB (Rs Cr)		Occupancy (%)	
	9MFY17	9MFY18	9MFY17	9MFY18	9MFY17	9MFY18
FMRI	357	392	2.70	2.81	68%	66%
Mohali	328	319	1.56	1.65	82%	75%
FEHI	294	289	1.73	1.62	80%	83%
Mulund	240	230	1.41	1.57	83%	68%
BG Road	209	222	1.52	1.56	72%	75%
Noida	219	207	1.89	1.84	85%	82%
Shalimar Bagh	128	142	1.28	1.32	81%	76%
Anandpur	130	129	1.00	0.98	88%	90%
Jaipur	119	113	1.00	1.02	68%	62%
Malar	106	109	1.53	1.67	62%	58%

Select Key Hospitals – 9MFY18

Fortis Escorts Heart Institute, Delhi



- 294 operational beds @ 83% occupancy
- ARPOB of Rs 1.62 Cr
- Largest cardiac program of Fortis

Fortis Mulund, Mumbai



- 292 operational beds @ 68% occupancy
- ARPOB of Rs 1.57 Cr
- First hospital in the city to conduct heart transplant in four decades

Fortis Noida



- 191 operational beds @ 82% occupancy
- ARPOB of Rs 1.84 Cr
- Well established cancer care program

Fortis Hospital, BG Road, Bengaluru



- 255 operational beds @ 75% occupancy
- ARPOB of Rs 1.56 Cr
- Expansion underway for 210 bed block

FMRI, Gurugram



- 290 operational beds @ 66%
- ARPOB of Rs 2.81 Cr
- State of the art facility

Fortis Mohali



- 349 operational beds @ 75% occupancy
- ARPOB of Rs 1.65 Cr
- Fortis' First hospital, recently added oncology

Business Performance – Diagnostics Business

Diagnosics Business

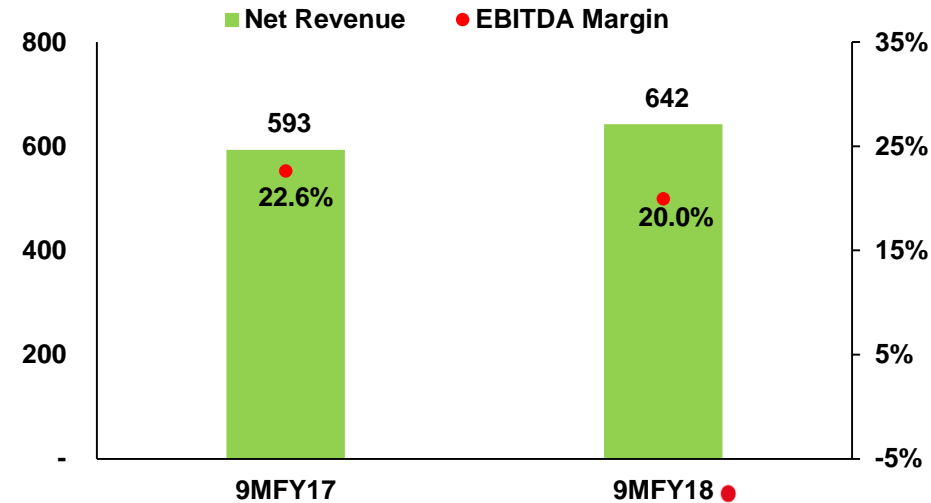
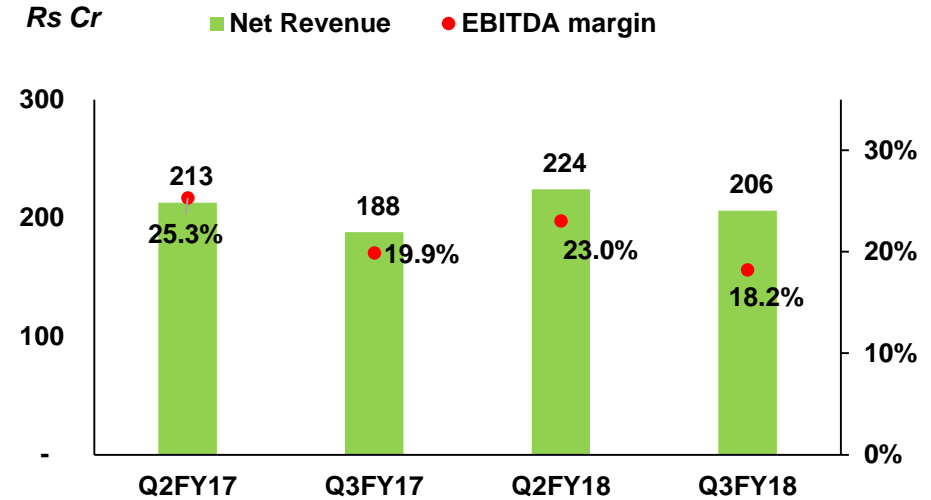
Q3FY18

- During Q3FY18, 10 new labs were added and closed 13; 39 collection centres were added and 34 were closed.
- No of accession stood at 3.9 million, a 7.4% Q-o-Q growth
- Conducted over 9.3 million tests during Q3FY18, a 11% growth over Q3FY17

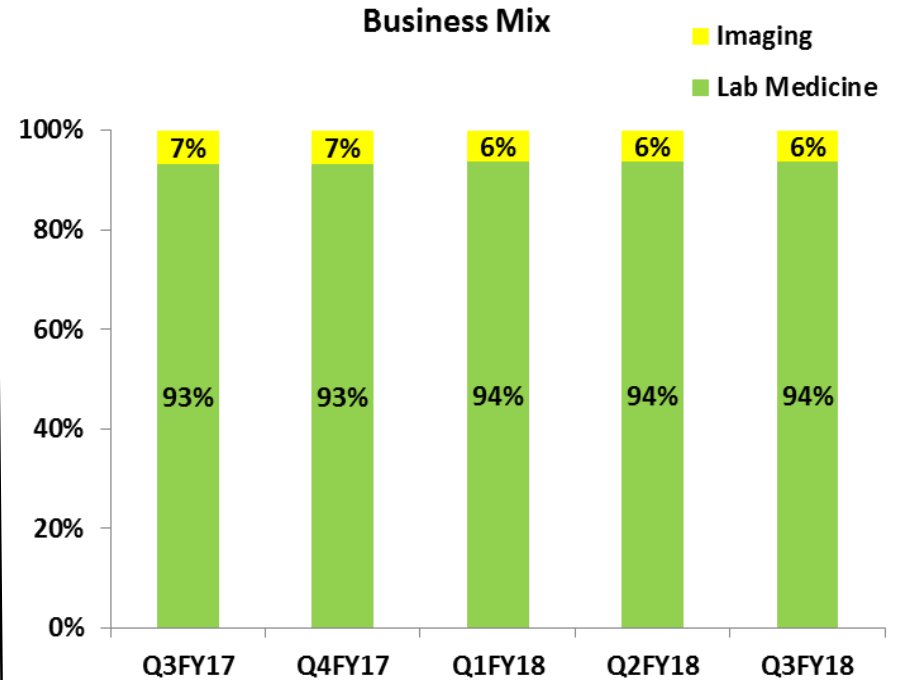
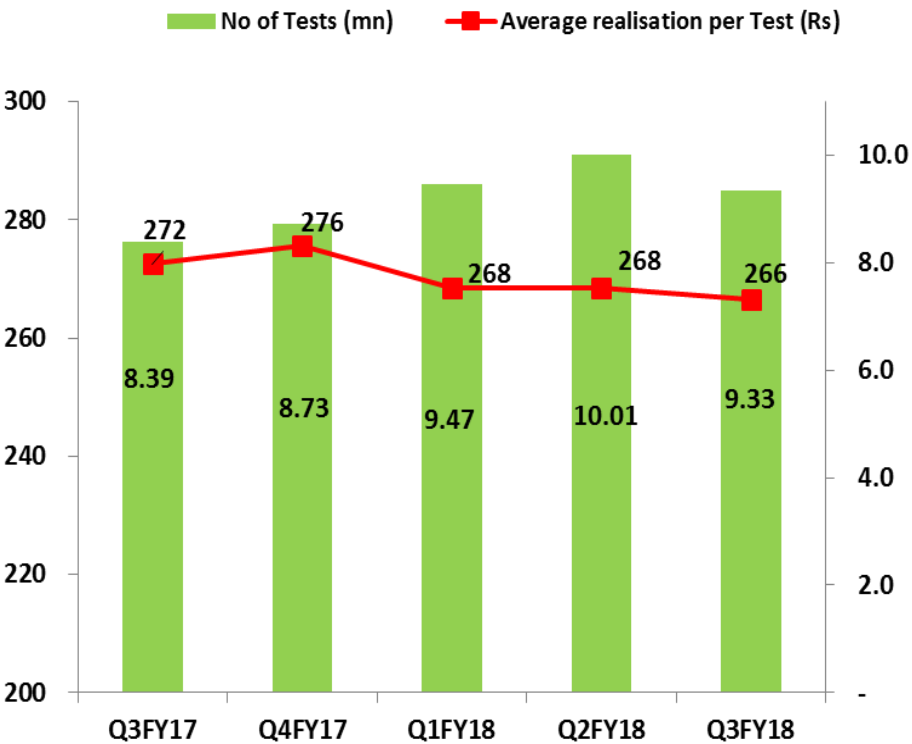
Q2FY18

- During Q2FY18, 13 new labs were added and closed 8; 47 collection centres were added and 15 closed.
- No of accession stood at 4.3 million, a 5% QoQ growth
- Conducted over 10 million tests during Q2FY18, a 6% QoQ growth.

Rs Cr



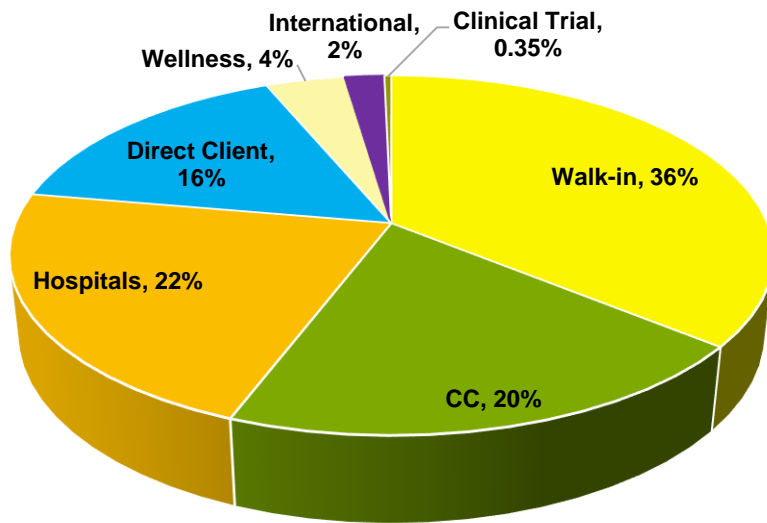
India Diagnostics Business



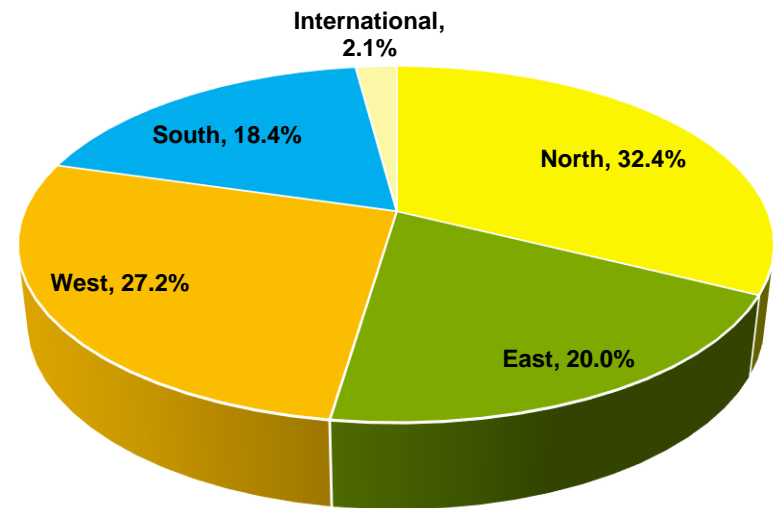
Lab medicine business also includes a small proportion (~ 7%) from clinical trials, wellness and the international segment

Diagnostic Business - Revenue Mix (9MFY18)

Customer Mix



Geographical Mix



Thank You...