



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 : Investor Presentation
Stock Code : BSE – 539787, NSE – HCG

This is with reference to the Investor Presentation filed by the Company today with respect to the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2022.

In this respect, we enclose herewith the Presentation 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



INVESTOR PRESENTATION
August 2022



SAFE HARBOR



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OVERVIEW



One of the **Largest¹** provider of **Cancer care in India** under “HCG” brand



Comprehensive cancer diagnosis and treatment services (offering radiation therapy, medical oncology and surgery)



22² comprehensive cancer centers (including Kenya)



FERTILITY TREATMENT



- Integrated reproductive medicine services
- 7 fertility centers in Bengaluru & North India

MULTI SPECIALITY



- 4 Multi-speciality hospitals providing high-quality tertiary care

1. In terms of the total number of cancer treatment centers licensed by AERB as of March 31, 2015 (Source: Government of India, Atomic Energy Regulatory Board);

2. Includes center in Kenya; Bhavnagar multispecialty also includes comprehensive cancer services hence included in CCC count;



OUR JOURNEY

Bangalore Institute of Oncology commences operations

1989

Company's name changed to HealthCare Global Enterprises Pvt. Ltd.

1998

Company incorporated as Curie Center of Oncology

2005

Entry into clinical laboratory business through acquisition of Triesta Sciences

2005

Acquired the 1st privately owned comprehensive cancer center in Karnataka
1st private cancer center in India to introduce Cyclotron

2006

1st Comprehensive Cancer Care Center in Jharkhand

2007

1st to introduce IGRT technology in North India

2008

HCG Ahmedabad, 1st privately owned Comprehensive Cancer Care Center in Gujarat

2009

One of the 1st centers in India to introduce CyberKnife technology.
HCG Hubli, 1st center in North Karnataka to introduce IGRT Technology

2011

HCG Chennai, 1st Cancer Center to use revolutionary FFF Technology

2012

1st center to introduce Tomotherapy-H in India

2013

HCG Cuttack, 1st Comprehensive Cancer Center in Odisha

2016

1st Indian Company to set up Cancer Center in Africa

2016

Listed on BSE and NSE

2017

1st CyberKnife in entire western India

2018

HCG Kolkata to launch 1st Radixact in India

2019

STRAND Divestment and Acquisition of Laboratory & Clinical trial business
Acquisition of Suchirayu

2020

~ USD 150 million equity Investment from CVC Capital
1st Digital PET CT in India

2021



EXECUTION FOCUSED

Laser sharp focus on leadership in Oncology in India

MARKETS

Penetrate key regions through organic and inorganic opportunities

Deliver margin improvement, cash flow generation & strong return on capital

OPERATIONS

Transform processes & outcomes with technology, digital & data resources

Invest towards building scale & sustainable competitive advantages

CAPITAL

Disciplined capital allocation strategy to drive long-term value creation for stakeholders



KEY INVESTMENT HIGHLIGHTS



FAVORABLE INDUSTRY DYNAMICS

Oncology growing faster than market



LEADING ONCOLOGY NETWORK

No.1 market position in 12+ cities



STRONG TEAM & BOARD

Marquee shareholders, Professional Management & Competent Board



SUSTAINABLE GROWTH

Key investments in expansions / capacities completed



QUALITY

Infra, technology, talent, outcomes meeting global standards



FOCUSED CARE MODEL

Independent comprehensive cancer centers



TRACK RECORD

Consistent growth across Revenues & Operating profits



SARITA DEVI, CANCER WINNER

“ I chose the hospital that said
my cancer could be treated
over the hospital that said I
only had six months ”

BUSINESS MODEL

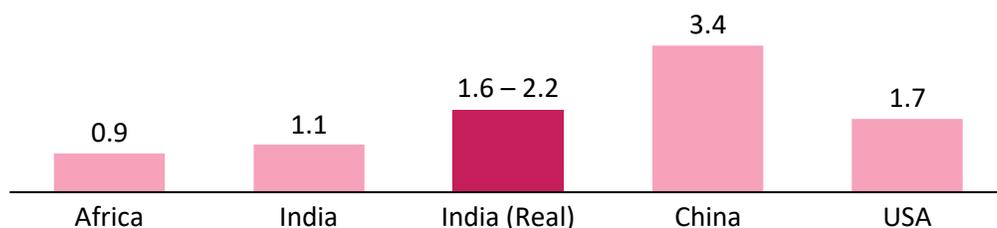


ONCOLOGY INCIDENCE IN INDIA

INCIDENCE ACROSS COUNTRIES

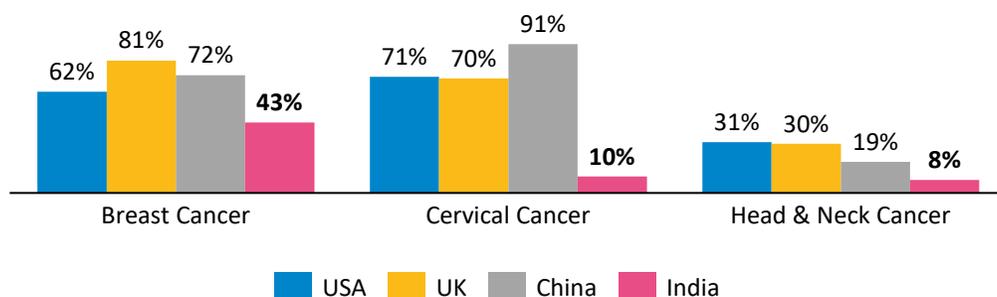
Under Reporting of Cancer in India¹

Estimated incidence of cancer in 2015 (mn)



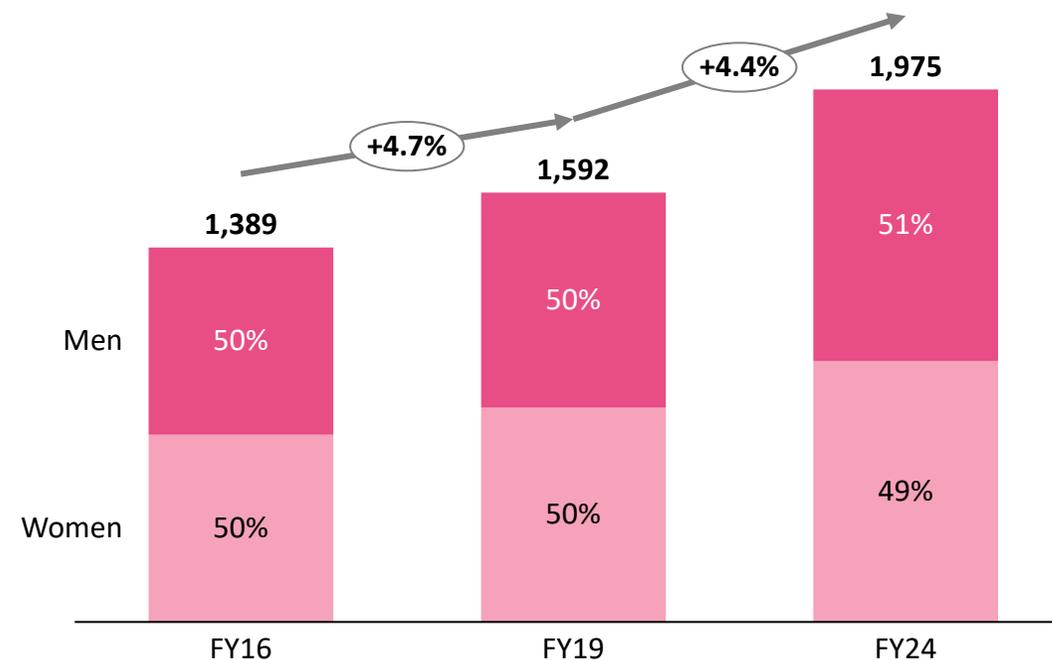
Under Diagnosis of Cancer in India¹

Cancer Diagnosis at Early Stages (Stage I or Stage II)



INCIDENCES IN INDIA TO GROW TO ~2MN CASES BY FY24

Incidence of new cancer cases ('000)²



1. Call for Action: Expanding cancer care in India dated July 2015, published by Ernst & Young

2. A&M Research





KEY DRIVERS OF ONCOLOGY OPPORTUNITY

DEMOGRAPHIC CHANGES

Incidence increases with ageing - population >50+ years to increase to **262mn**, expected to increase **100K to 350K** cases a year

EXPOSURE TO RISK FACTORS

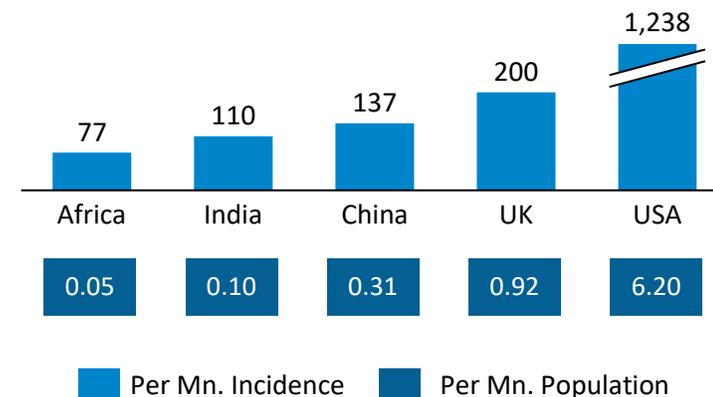
Tobacco use, alcohol consumption, use of processed food and air pollution expected to increase **350K- 450K** cases a year

NARROWING DIAGNOSIS GAP

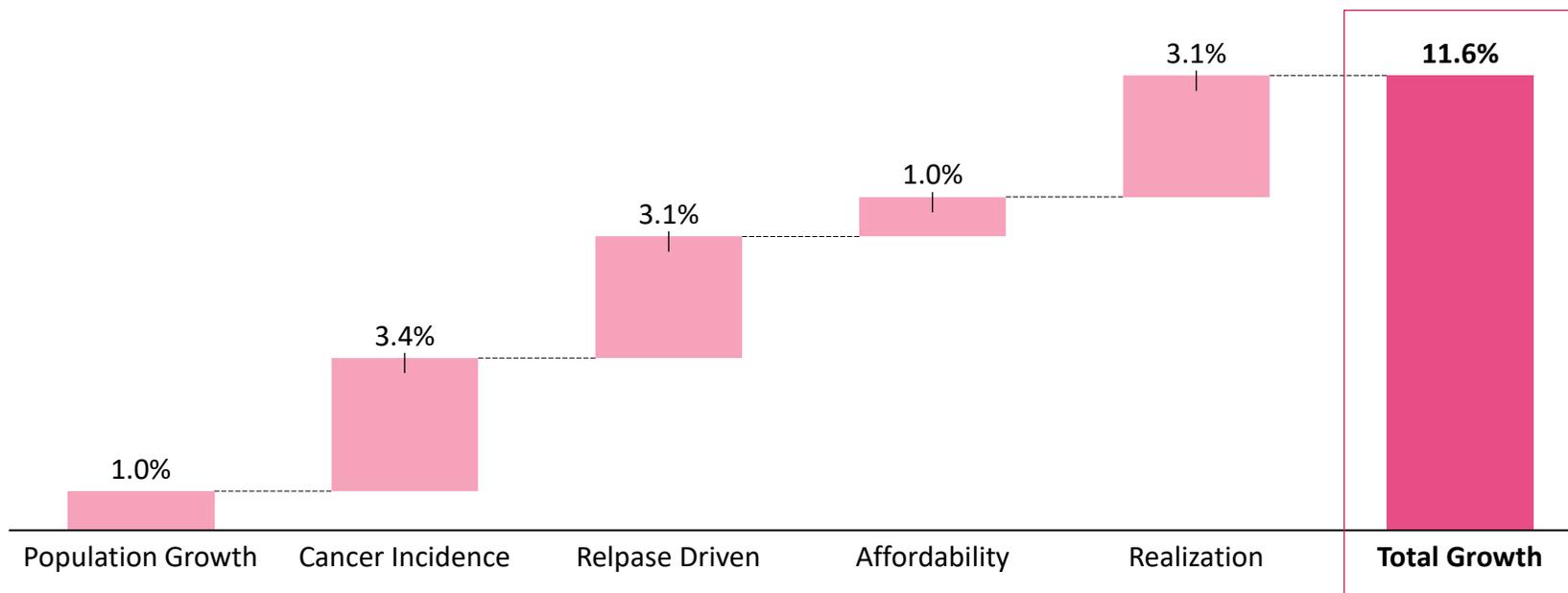
Growing awareness and greater public emphasis on screening expected to result in increased reported cancer rates

INADEQUATE INFRASTRUCTURE

AVAILABILITY OF PET-CT



MARKET GROWTH DRIVERS (FY19 - FY24)



AVAILABILITY OF LINACS

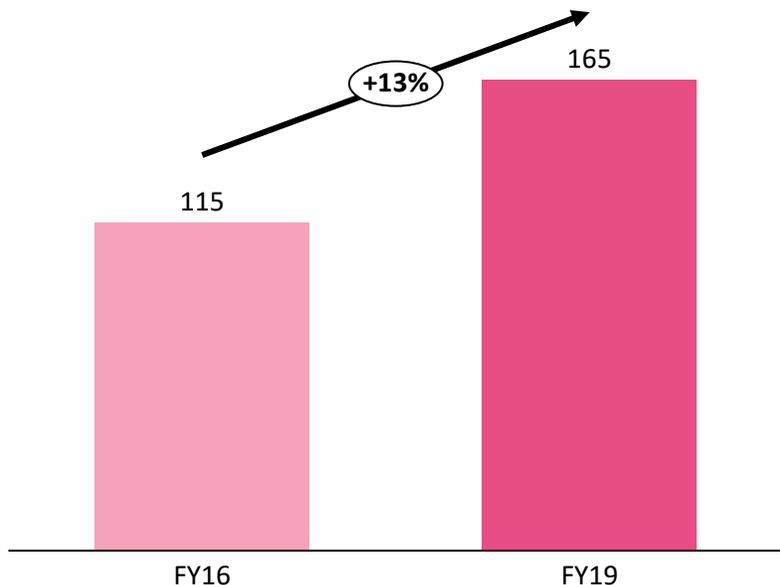
Country	No. of LINACs (2015)	LINACs per Mn. Population	Cancer Prevalence per LINAC	Cancer Incidence per LINAC
USA	3,818	11.9	1,572	419
UK	323	5.0	3,096	929
China	986	0.7	6,288	3,144
India	342	0.3	7,310	3,216



ONCOLOGY OPPORTUNITY: GROWING FASTER THAN MARKET

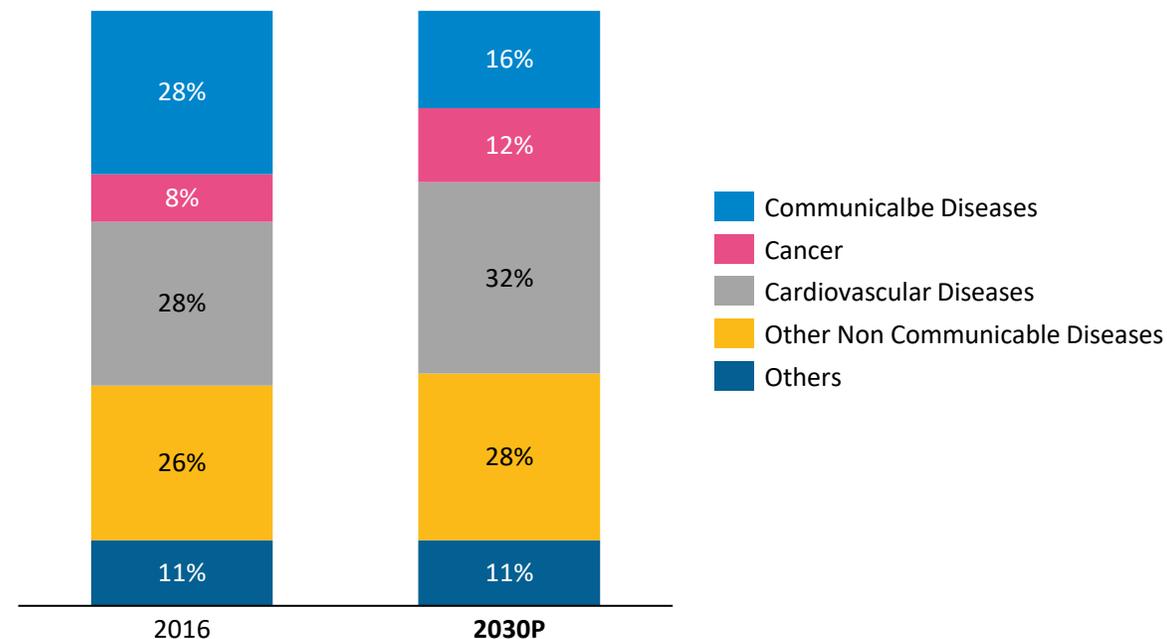
ONCOLOGY EXPECTED TO GROW FASTER THAN THE OVERALL HEALTHCARE MARKET

Cancer Care Market in India (Rs. Bn.)



GROWTH IN ONCOLOGY MORTALITY A CAUSE FOR CONCERN & NEEDS FOCUSED INTERVENTION

Causes of Deaths in India *



Source : Call for Action: Expanding cancer care in India dated July 2015, published by Ernst & Young; A&M Research

* WHO global burden of disease, India: Health of Nation's States, CRISIL Research



SUSTAINABLE BUSINESS MODEL IN ONCOLOGY



Oncologist promoted with local collaborations have built strong legacy as a **Premier Oncology Institution**



Largest oncology brand & network with hybrid presence (metros / Tier 2,3 towns) pan-India



Latest technology driven excellence at delivering care as per **global quality standards & outcomes**



Integrated oncology ecosystem driving focus on research & academics economies of scale



Largest team of expert Oncologists & domain focused sub-specialists



Investing in **oncology IT systems** & getting **Digital ready**



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 ”

QUALITY FOCUSED



LEADERSHIP ACROSS ADVANCED & PRECISION TECHNOLOGIES / SPECIALISED PROCEDURES

DIAGNOSTICS

TOTAL PET CTs : 17



DIGITAL PET CT : **1**



DIGITAL PATHOLOGY:
ACROSS NETWORK



MOLECULAR / GENOMICS
LAB: **1**

RADIOTHERAPY

TOTAL LINACs : 31



CYBERKNIFE : **2**



VERSAHD : **5**



TOMOTHERAPY: **5**

MEDICAL / SURGICAL ONCOLOGY

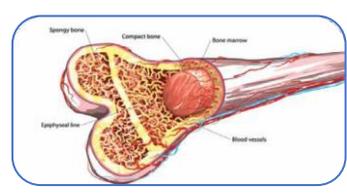
TOTAL ROBOTS : 3



DAVINCI ROBOT : **2**



VERSIUS ROBOT : **1**



BONE MARROW
TRANSPLANT UNITS : **8**



UNIQUE ONCOLOGIST BUSINESS MODEL

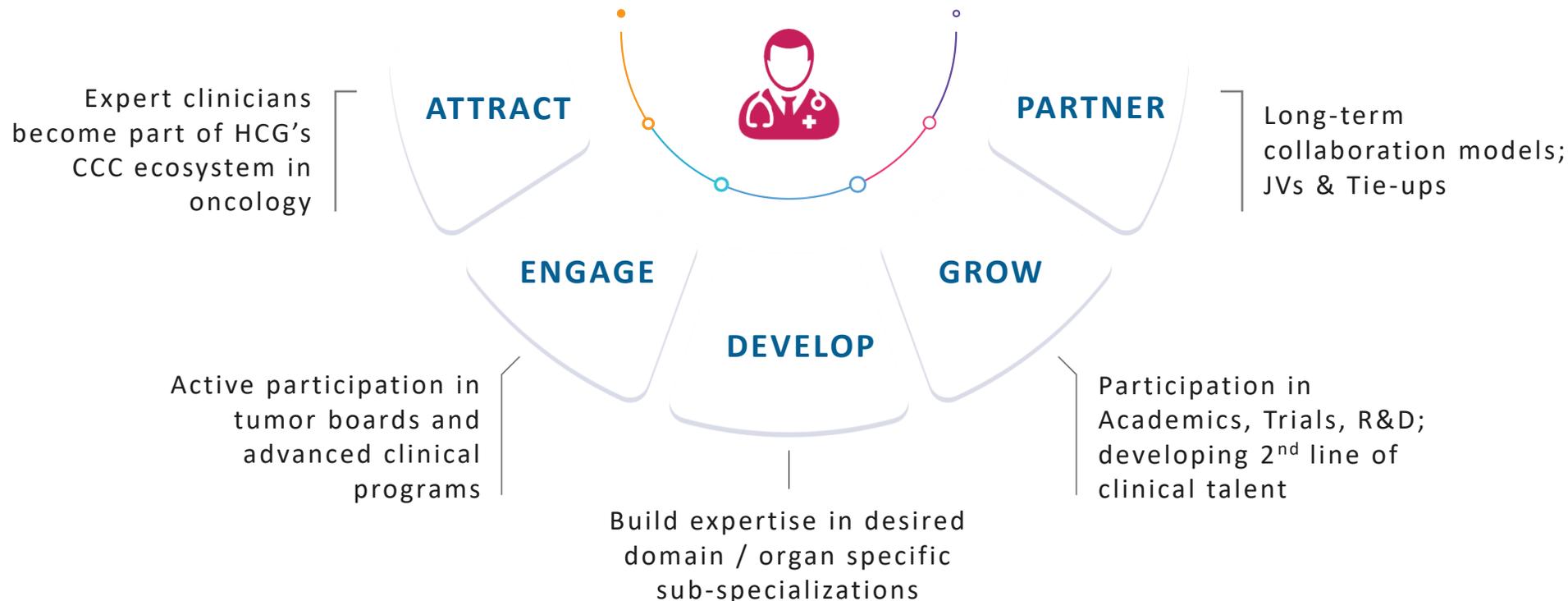


INSTITUTION - FIRST

Exclusive engagement with flexibility on payout structures (payroll, consultant, fee-for-service)

LOYALTY AND SUSTAINABILITY

Access to best practices, leading technologies, complex cases & large patient volumes



Realization of Oncology Vision for HCG & Clinicians



QUALITY & RESEARCH INITIATIVES

- Grants by Ministry of AYUSH and DST
- Oral presentations at: Harvard University, ASTRO Meeting, ESMO Meeting, Society for Integrative Oncology

SELECT CLINICAL TRIALS

- Genomics: Mutations & treatment response and outcomes
- Radiation response & Radio sensitivity using Radiomics and radiogenomics
- Whole exome sequencing to identify novel Targets in head and neck cancers
- Immunotherapy PDL1 inhibitors, T cell activation, Dendritic cell therapy

Innovation @ HCG

Life of a Laryngectomy person is marked by many problems including no voice box, breathing through a Trachea-stoma, absence of nasal breathing unable to smell and altered taste & swallow. In order to aid their problems, we at HCG, supporting our In-house Doctor/inventor introduced Aum - Voice Box. It is an Innovative device made of Silicone, helping people to regain their voice at a fractional Cost.



HCG ACADEMICS

ONCOLOGY

- DNB
- Fellowships
- Certificate programs

ALLIED HEALTH SERVICES

- B.SC.
- Bachelor: Hospital Administration Certificate Programs

NURSING

- Diploma
- Certificate Programs

109*

**PUBLICATION
PUBLISHED**

26*

**CLINICAL AUDITS
CONCLUDED**

222*

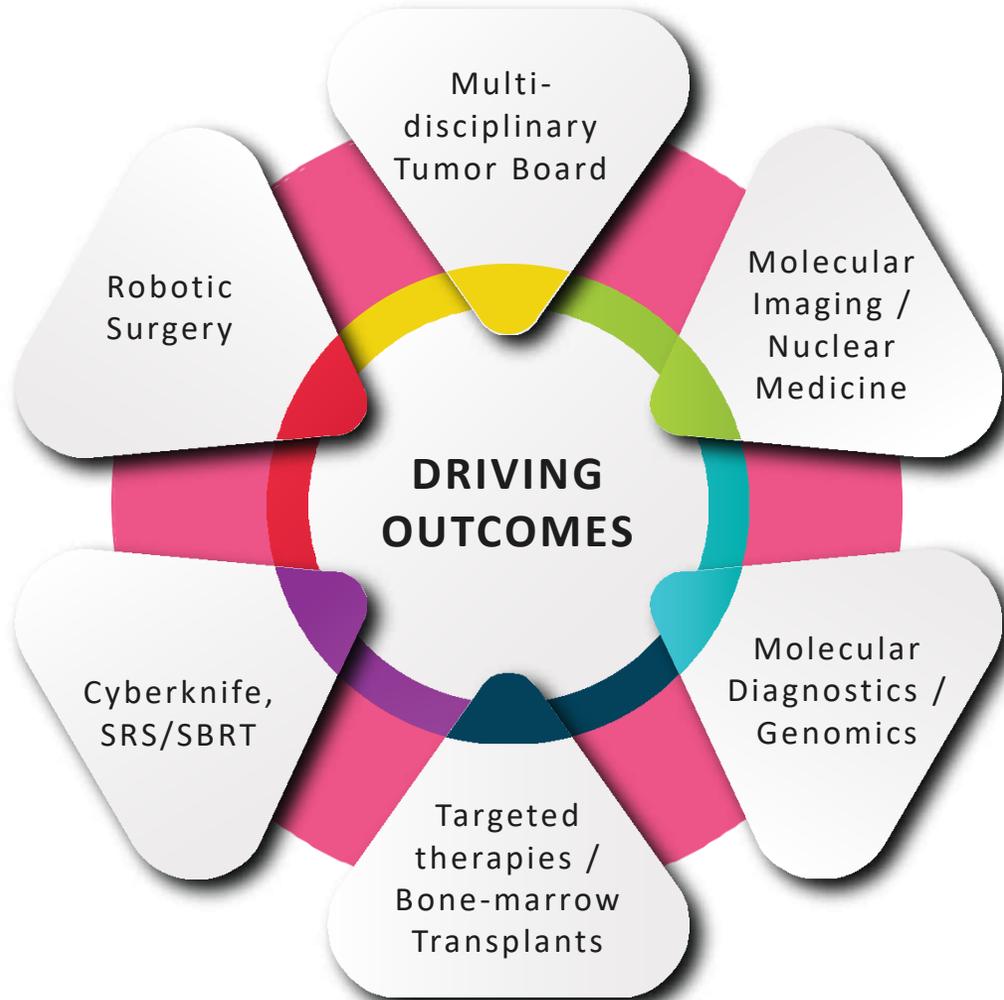
**Students Registered For
Various Courses**

32*

Courses Offered



FOCUS ON EXPERTISE & EXCELLENCE IN ONCOLOGY



COVERAGE BY HARVARD

UNIQUE BUSINESS MODEL

HARVARD BUSINESS SCHOOL
 N9-313-030
 JULY 27, 2012

REGINA HERZLINGER
 AMIT GHORAWAT
 MEERA KRISHNAN
 NATIYA SAGGI

Hub and Spoke, Health Care Global, and Additional Focused Factory Models for Cancer Care.

Introduction

Dr. Ajaykumar, chairman and CEO of Health Care Global (HCG), a network of cancer care centers in India, was awakened by the flight crew serving breakfast on his long journey from Africa to India. As he sipped his tepid lemon tea, he reviewed the short notes on Africa his team had prepared. (See Exhibit 1 for the notes and Exhibit 2 for Dr. Kumar's biography.)

GLOBALLY COMPARABLE OUTCOMES

SURVIVAL RATE

Indian Hospitals' High Quality

86.9%
HCG ONCOLOGY

89.2%
U.S. AVERAGE

SOURCE: HCG AND SEER DATA BASE
 5-YEAR SURVIVAL RATE FOR BREAST CANCER, STAGES 1-3 COMBINED

COST

Indian Hospitals' Ultralow Costs

\$2,900
HCG ONCOLOGY

\$22,000
U.S. AVERAGE

SOURCE: HCG; COSTS ARE FOR A FULL SET OF INTENSITY-MODULATED RADIATION TREATMENTS

STUDY FINDINGS* | seo • amsterdam economics

“ The quality indicators by HCG suggest that the experienced quality of care at HCG is high. The outpatient satisfaction ratio was **87.4%** on average during 2018 while the inpatient satisfaction ratio was similarly high at **86.5%**. This is high when compared with, for example, the Overall (inpatient) Patient Experience Score of **76.2%** for NHS hospitals in the UK during 2018-19 ”



CLINICAL MILESTONES

Asia's first bloodless Bone Marrow Transplant was performed by our experts

We introduced biological reconstruction to treat bone cancer in India

HCG has conducted the largest number of Breast Conservation Surgeries in India

India's first Computer Assisted Tumour Navigation Surgery (CATS) was brought in by us

Cyberheart – First hospital in India to remove a tumour in the left ventricle of the heart through CyberKnife

It was the first in India to introduce Hyperthermia as a form of treatment

HCG is the first hospital in India to introduce Flattening Free Filter (FFF) mode technology for treatment

We were the first in India to save a patient's vocal cord through the world's most advanced laser technology

HCG is the first hospital in India to introduce TomoTherapy H®

It is also the first in Asia to have treated a patient with 3D radio-guided surgery – Surgic Eye

It is the first hospital in India to introduce high precision, Trans-Oral, Laser Surgery (TOLS), endoscopically

First in the world to perform the quickest Radio Surgery to treat Trigeminal Neuralgia ("The Suicide Disease")



ARJUN MANDAL, CANCER WINNER

“ I wholeheartedly thank Dr. Aftab and HCG team for diligently handling my case and helping me recover without any difficulties. I am delighted to say that today I am leading a healthy and cancer-free life



MARKET LEADERSHIP



INDIA'S PREMIER CANCER CARE NETWORK

HCG NETWORK

1,979
CAPACITY BEDS³

1,737
OPERATIONAL BEDS³

31
LINEAR
ACCELERATORS

17
PET-CT
SCANNERS

300+
ONCOLOGISTS

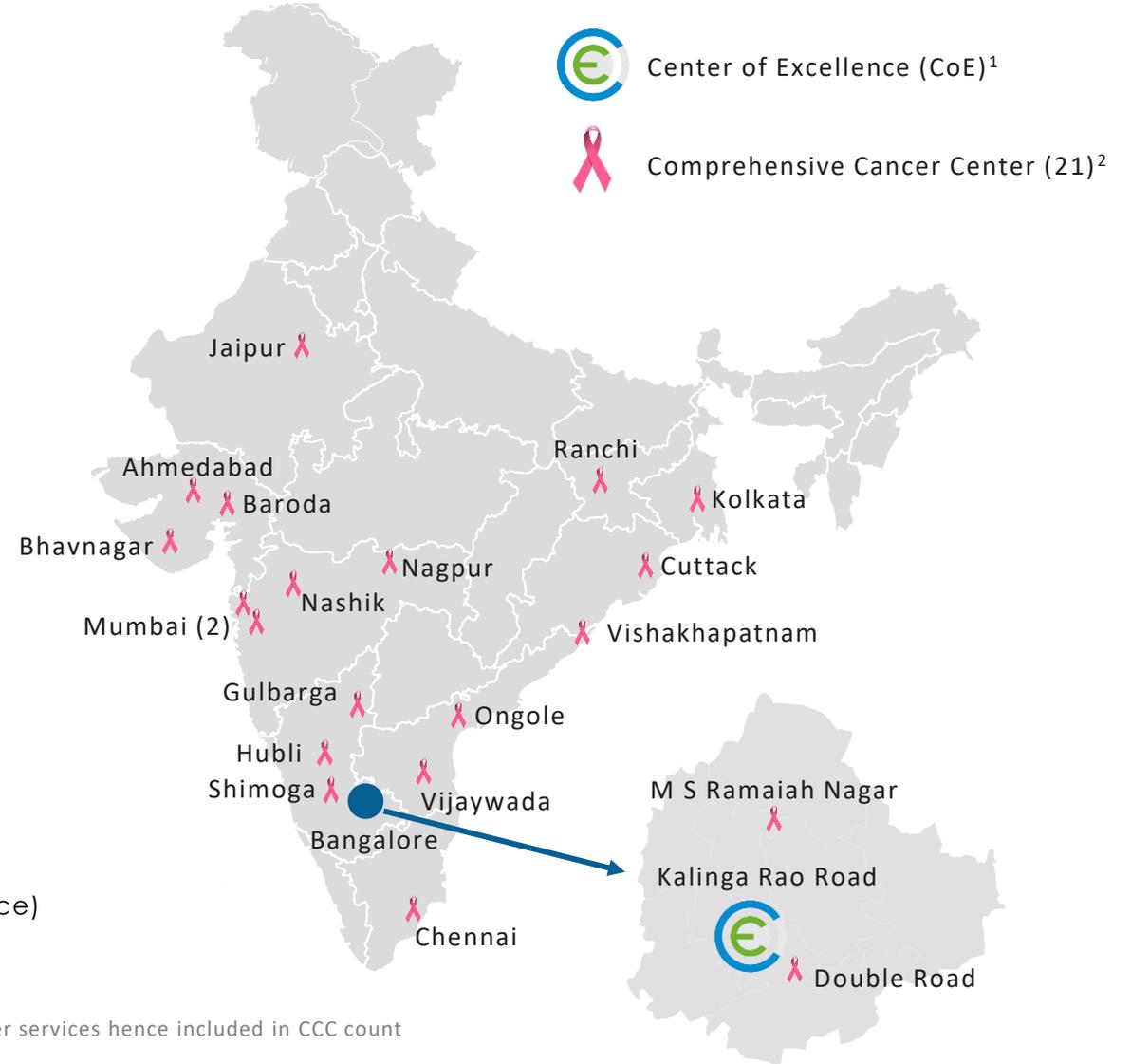
80
OPERATION
THEATRES

HCG ACCESS / PATIENT CATCHMENT

9
STATES

19
CITIES

~639mn
POPULATION
(states with presence)



¹ Includes 2 centers, KR & DR

² As on 30th June 2022 includes COE & center in Kenya, Bhavnagar multispecialty also includes comprehensive cancer services hence included in CCC count

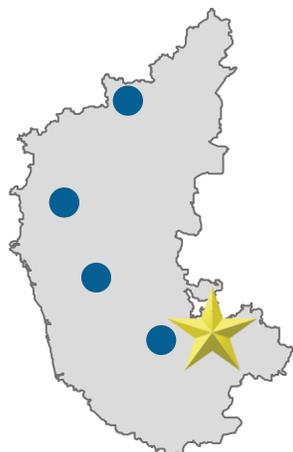
³ Beds include the Beds at Multispecialty also

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



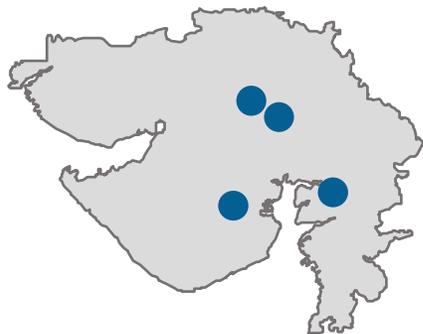
INDIA'S PREMIER CANCER CARE NETWORK

No. 1 in Karnataka
7 centers; 514 beds

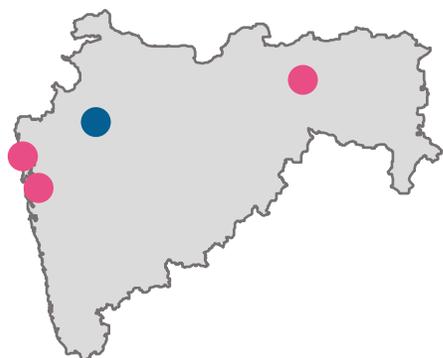


● New Centers
● Existing Centers

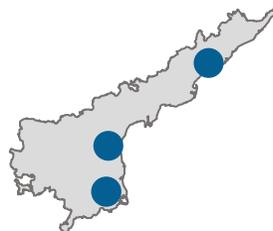
No. 1 in Gujarat
5 centers; 403 beds



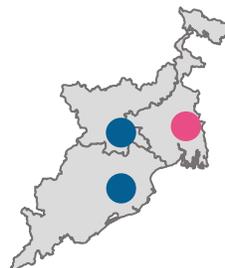
Top 3 in Maharashtra
4 centers; 321 beds



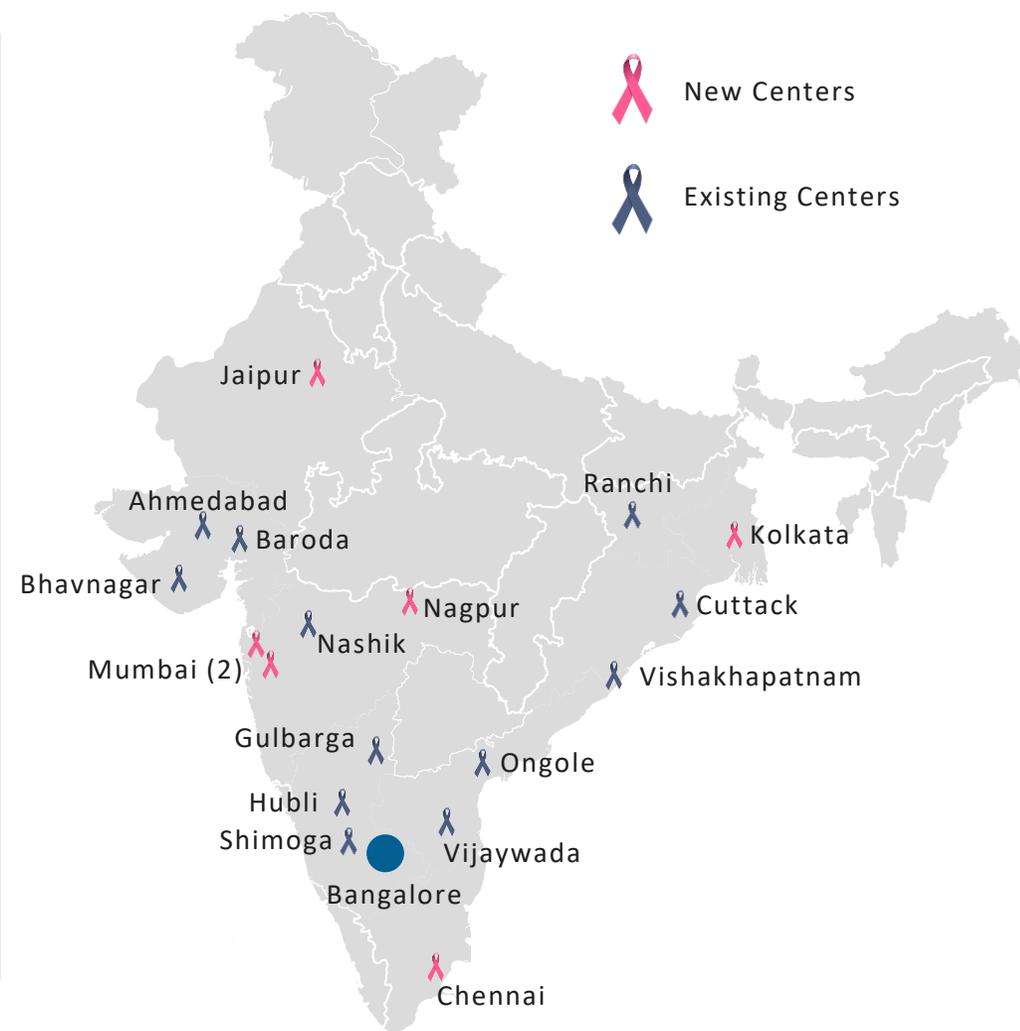
No. 1 in Andhra Pradesh
3 centers; 155 beds



No. 1 in Odisha & Jharkhand
Scaling in W. Bengal
3 centers; 239 beds



Scaling in Rajasthan & NCR
1 center; 65 beds



🎀 New Centers
🎀 Existing Centers

Includes Multi-specialty beds , Existing and planned centers

Market position for private oncology markets only (excluding trusts, government hospitals), based on management estimate

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



UNMATCHED PRESENCE IN NON METRO MARKETS

COMPREHENSIVE CANCER CENTERS

THE 'BHARAT' OPPORTUNITY: GAPS IN RURAL HEALTHCARE MARKET

NON-METRO CENTERS	BEDS (#)	MARKET POSITION
NASHIK	206	No. 1
NAGPUR	121	No. 1
CUTTACK	116	No. 1
BHAVNAGAR ¹	87	No. 1
VIJAYAWADA	75	No. 1
RANCHI	74	No. 1
BARODA	63	No. 1
SHIMOGA	47	No. 1
GULBARGA	43	No. 1
HUBLI	31	No. 1
ONGOLE	30	No. 1
JAIPUR	100	No. 2
VIZAG	50	No. 2
TOTAL	1,073	

Over 60% of population has access to less than 30% of hospitals, beds and doctors

Accounts for 70% communicable disease cases, and over 50% of non-communicable disease



Established high-quality infrastructure and leading technologies with relatively little organized competition in most regions

Opportunity to create leadership with growing demand from Tier II/III cities while delivering oncology care last-mile / inclusively



SPECIALIZATION DRIVING COMPETITIVE ADVANTAGES



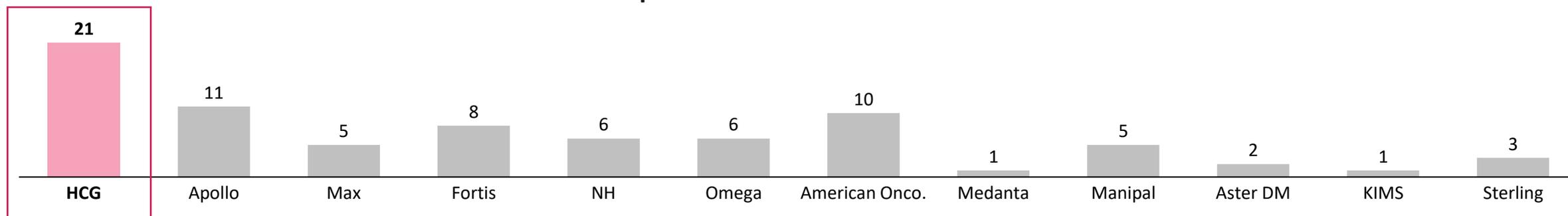
PARAMETERS DRIVING EXCELLENCE IN ONCOLOGY	HCG MODEL	MULTI SPECIALITY MODEL
Dedicated / Independent and 'built-to-suit' facilities	Established	Absent
Comprehensive/integrated oncology service offerings(end-to-end)	Established	Lacking
Attracting / retaining expert oncologists on exclusive/full-time basis	Established	Executing
Advanced technologies, sub-specialization and complex treatments	Executing	Executing
Genomics driven pathways, MDT (multi-disciplinary tumor boards)	Executing	Lacking
Oncology specific R&D, Academics and training programs	Executing	Lacking
Onco-focused brand recall, trust of referral network, scale benefits	Executing	Executing
2+ decades legacy, treated over 1mn onco. patients & complex cases	Established	Lacking
Capital efficiency & sustainability (optimal scale/size, asset-light)	Established	Absent



SIGNIFICANT SCALE, FOCUS & PRESENCE OVER PEERS

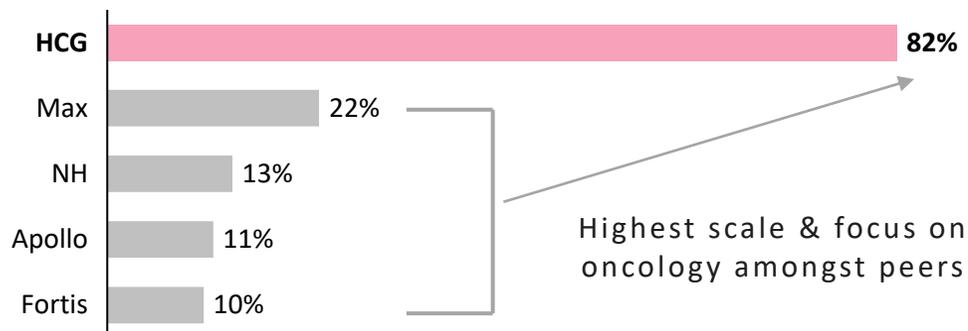
SCALE OF OPERATIONS & INFRASTRUCTURE

No. of comprehensive cancer centers in India



FOCUS OF BUSINESS

Revenue contribution from Oncology



PRESENCE / CATCHMENT WITH COMPREHENSIVE CANCER CARE OFFERINGS

9 STATES

19 CITIES

~639mn POPULATION (states with presence)



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 ”

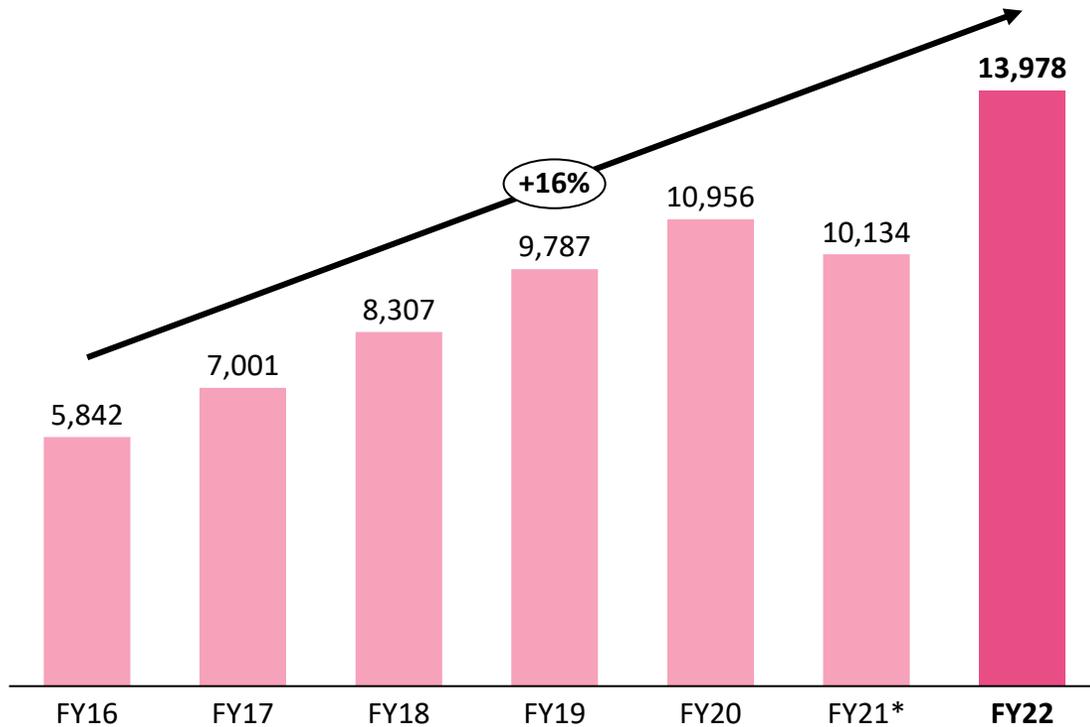
SUSTAINABILITY



DEMONSTRATED TRACK RECORD OVER THE YEARS

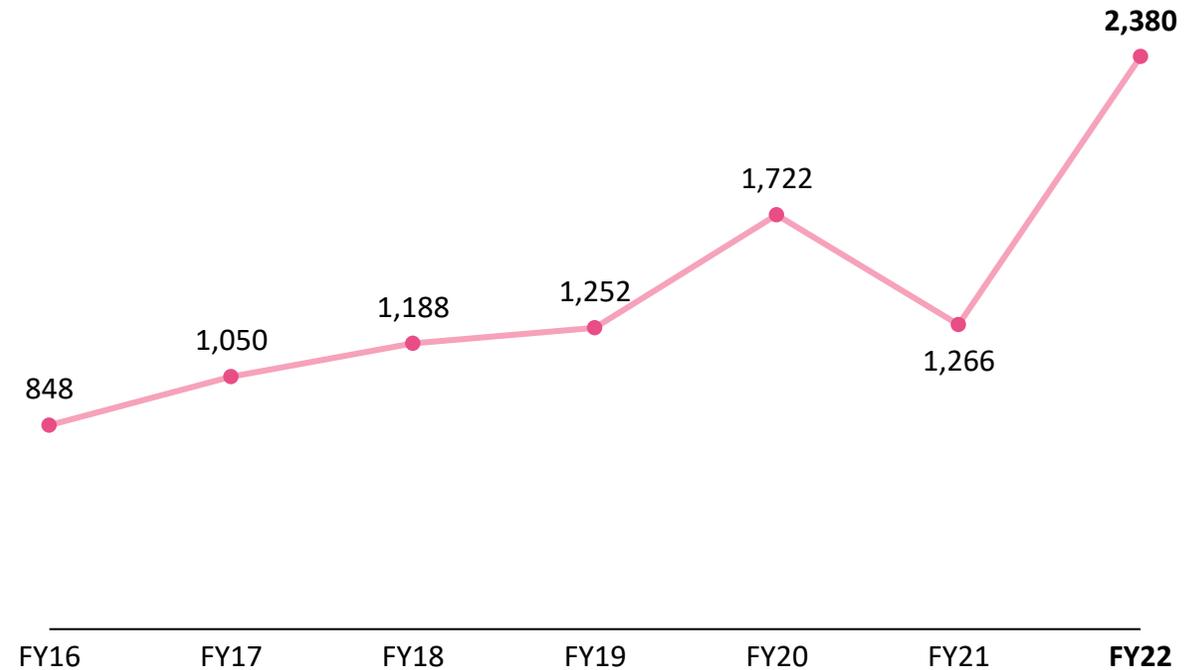
TOTAL REVENUES

Rs. Mn.



TOTAL EBITDA

Rs. Mn.



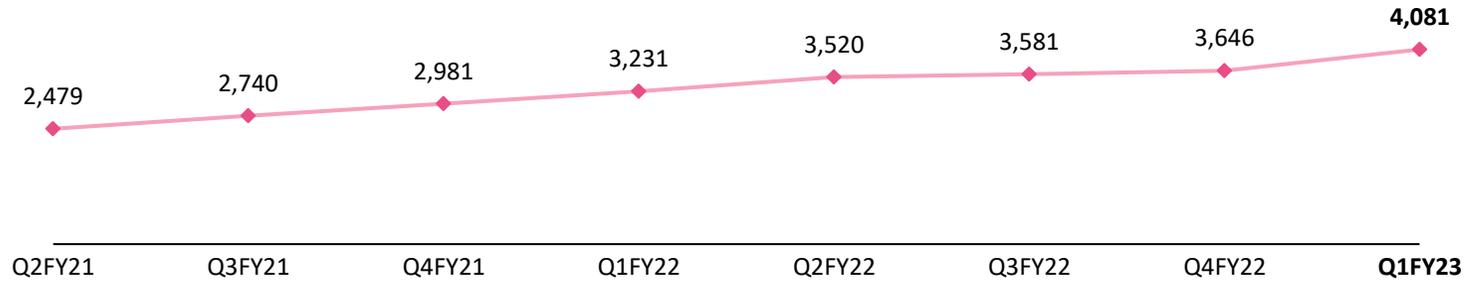
* FY21 impacted due to Pandemic

EBITDA, post-corporate expenses;
IND AS 116 adjustment for FY20, FY21 and FY22 are Rs. 576 Mn., Rs. 634 Mn.
and Rs. 654 Mn. respectively



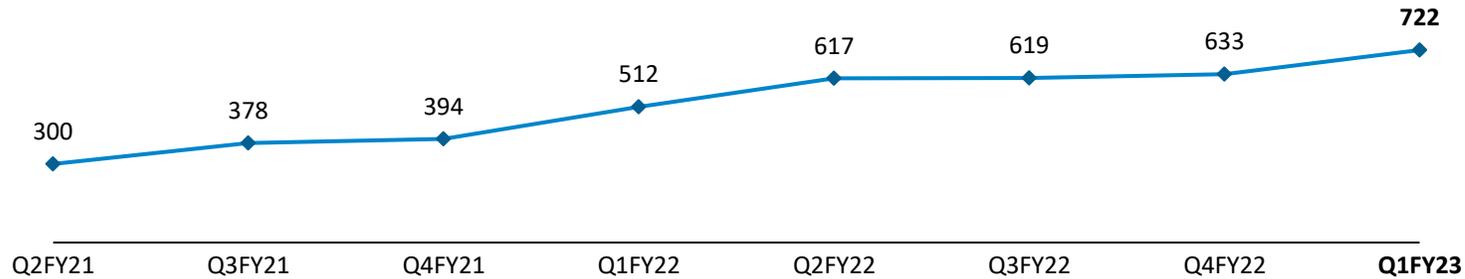
ON HIGH GROWTH TRAJECTORY

REVENUE



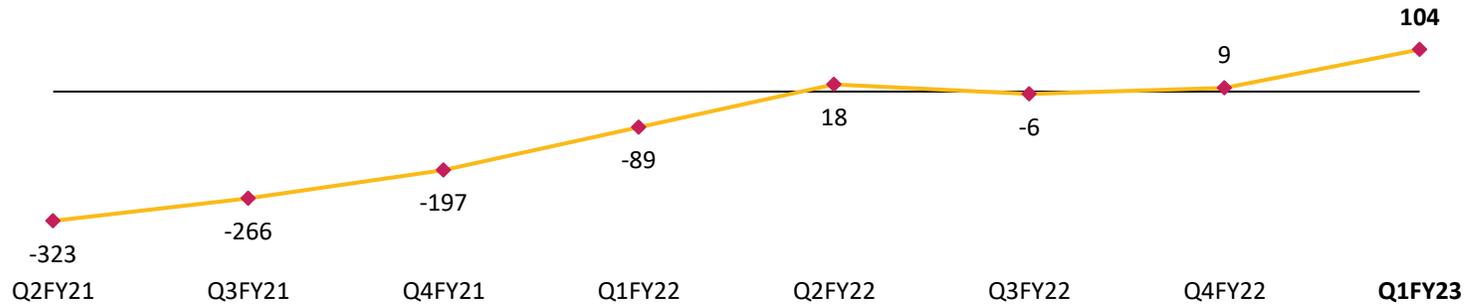
~1.7x from
Rs. 2,479 Mn. in Q2 FY21 to
Rs. 4,081 Mn. in Q1 FY23

EBITDA



~2.4x from
Rs. 300 Mn. in Q2 FY21 to
Rs. 722 Mn. in Q1 FY23

PBT*



+ve PBT in Q1 FY23
-Rs. 323 Mn. in Q2 FY21 to
Rs. 104 Mn. in Q1 FY23

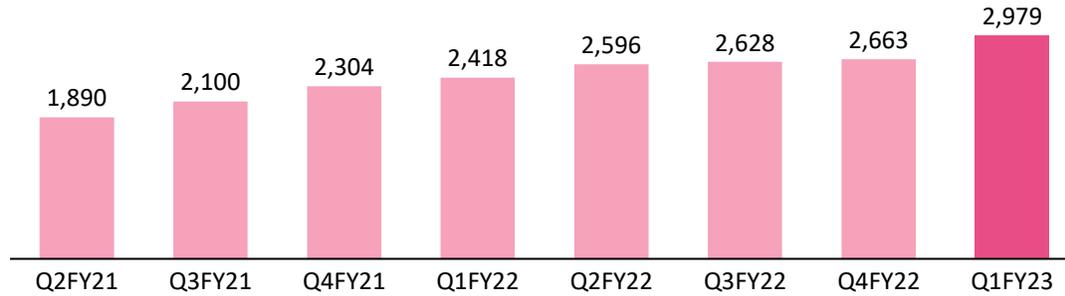
*PBT excluding exceptional items



GROWTH ACROSS HCG CENTERS

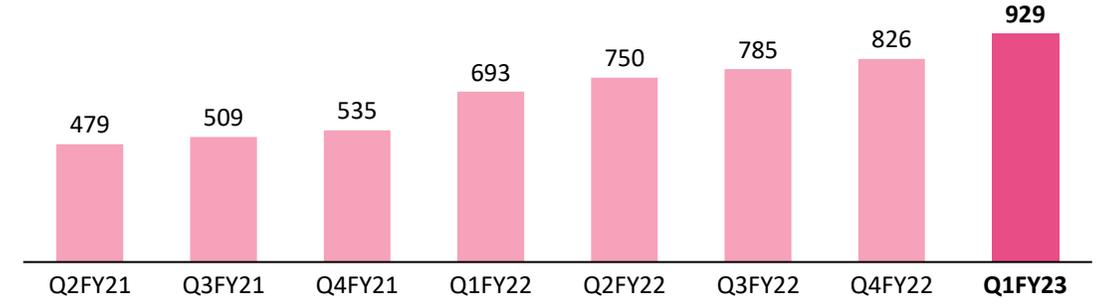
Existing Centers

~1.6x growth in last 8 quarters



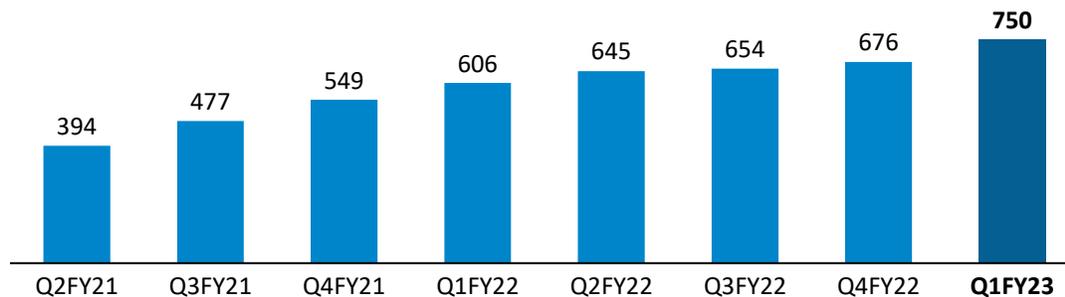
New Centers^

~1.9x growth in last 8 quarters



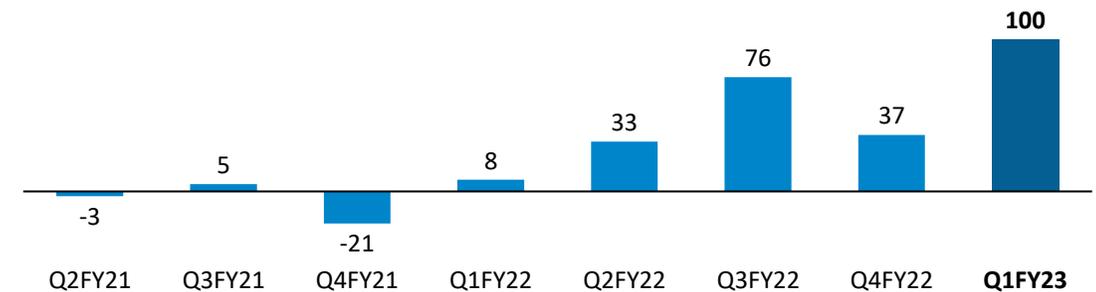
Existing Centers

~1.9x growth in last 8 quarters



New Centers^

On a positive trajectory



REVENUE #

EBITDA *



STRONG GROWTH & LEADERSHIP STRATEGY



EXISTING CENTRES

- Singular organization focus driving growth
- Optimization measures to improve margin
- Cohesive engagement of clinical, sales & Ops to increase market share



NEW CENTRES

- Stabilize operations and drive strong ramp-up
- Clinical engagement to bring best talent and establish quality as per benchmarks
- Preference for brownfield v/s greenfield centers



TRUSTED BRAND

- HCG as the destination for quality cancer in India
- Direct-to-patient promotion strategies, including investments in leveraging network & enhancing patient experience



ASSET LIGHT GROWTH

- Shift from equipment purchase to pay-per-use
- Hospital buildings primarily on lease, Investment focus on medical equipment and technology



IP / DIGITAL TECHNOLOGY / DATA

- Cutting edge R&D in cancer care (cell therapies, personalized radiotherapy, genomics etc.)
- Leverage internal technologies (HIS, EMR, Images, Dig. pathology) and Digital health initiatives



Dr. BS Ajai Kumar
Executive Chairman

ONCOLOGY DOMAIN KNOWLEDGE AND EXPERIENCE IN INDIA/USA

- Dr. Ajai Kumar founded HCG to realise his vision of making advanced cancer care accessible to all. He has been the driving force behind HCG's growth since its inception. He has served as the CEO from 2005 to Jan 2021.
- MBBS from St. Johns & Radiation / Medical oncologist from MD Anderson
- Over 40yrs+ of experience in practicing oncology in India & US
- Awarded the Ernst and Young - Entrepreneur of the Year Award, the CII Regional Emerging Entrepreneurs Award, and the BC Roy Award by the Indian Science Monitor
- Successfully raised capital and provided exits to marquee PE investors and led public listing of HCG

TRACK RECORD OF VALUE CREATION ACROSS INVESTMENTS

- Stakes in more than 50 companies worldwide, employing around 300,000 people and generating annual sales of over US\$100bn
- 34+ years of proven record of Private Equity investment success
- 300+ investments since 1981 with global offices leading buyout deals
- 180+ investment professionals from over 31 nations
- USD 85bn funds committed generating compelling returns across sector, geography and cycles with a loyal & diversified investor base
- Marquee current and prior investments in healthcare services including PT Siloam (Indonesia), Afinity Health (Australia), Metropolitan Hospital (Greece), General Healthcare Group (UK), Medivet (UK), Vitalia Home (Spain), Mehilainen (Finland), Elsan (France) and Hitowa Holdings (Japan)

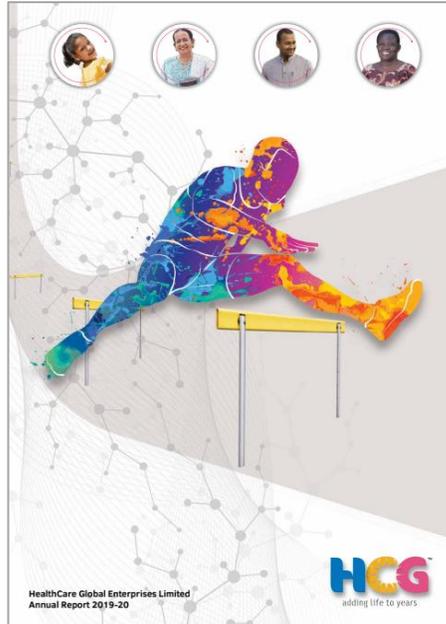


Promoters & Member of Board



SETTING ESG BENCHMARK

- Establishing an environmental policy
- Assessing the impact of operations on the environment
- Implementing ESG standards, laws and procedures
- Raising awareness and initiating behavioural changes
- Auditing community contributions & sustainability



Pioneer among hospitals to adopt **Integrated Reporting (IR)** Framework in FY19 with disclosures covering performance against **Financial, Manufactured, Social, Intellectual, Natural & Human Capitals** across the organization

Energy Optimization and emission reduction



Proper Waste Management



Enhancing Water use efficiency



Increase in renewable energy consumption

- Managing energy needs as an integral part of operational strategy to ensure efficient energy utilization
- Constantly monitor and record our energy consumption across operations and set thresholds to keep consumption within prescribed limits
- Adopt renewable energy to ensure optimum utilization of resources
- Installed solar roof tops, LED lights etc. initiatives towards reducing carbon footprint

Capacity of Solar Rooftop

1593 KVA





SUBASENI LENKA, CANCER WINNER

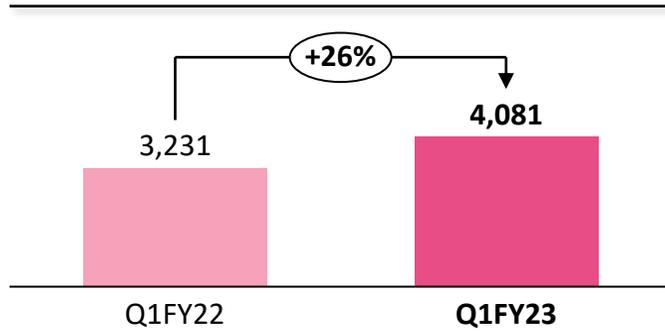
“ I am eternally thankful to Dr. Panda and other specialists at HCG Panda Cancer Hospital, as the specialists were able to treat my condition the right way, the first time ”

Q1 FY23 FINANCIAL & OPERATIONAL HIGHLIGHTS

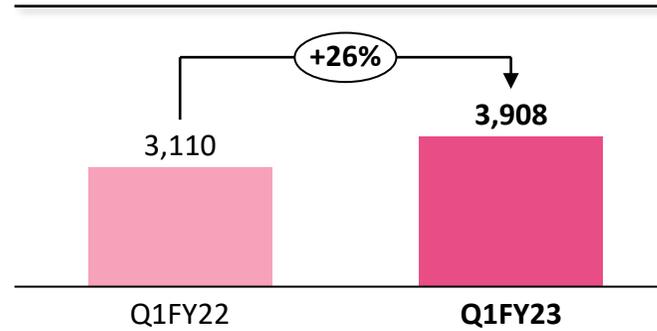


FINANCIAL HIGHLIGHTS Q1 FY23

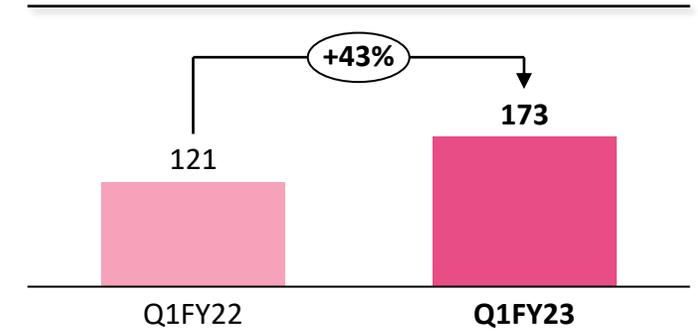
REVENUE



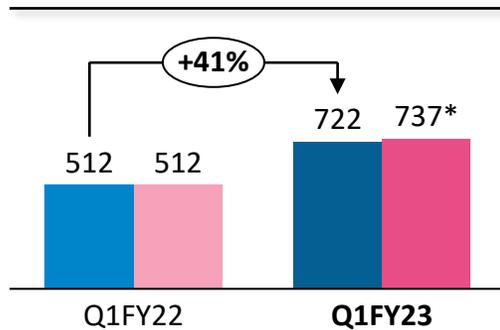
REVENUE - HCG Centers⁽¹⁾



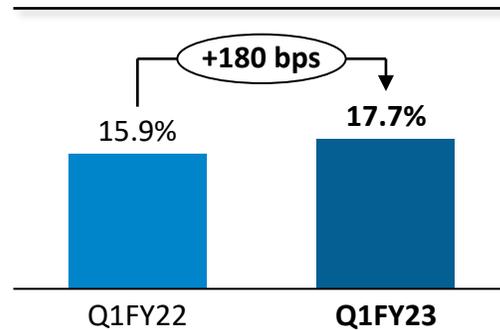
REVENUE - Milann Centers



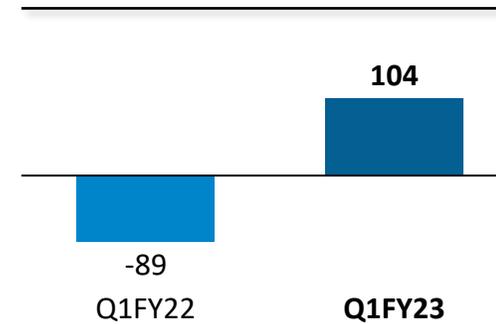
EBITDA



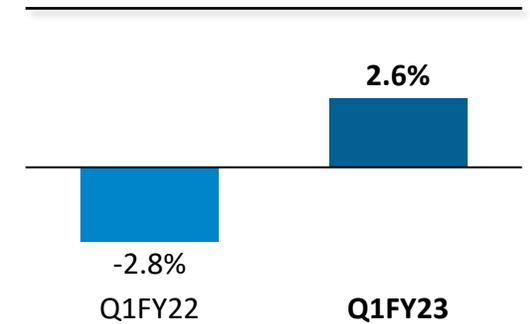
EBITDA MARGIN



PROFIT BEFORE TAX



PBT MARGIN



International business ramping up and near about 1.4x to pre COVID levels

*Normalized EBITDA excluding the effect of one-time value creation cost stood at Rs. 737 Mn with margins at 18.1%

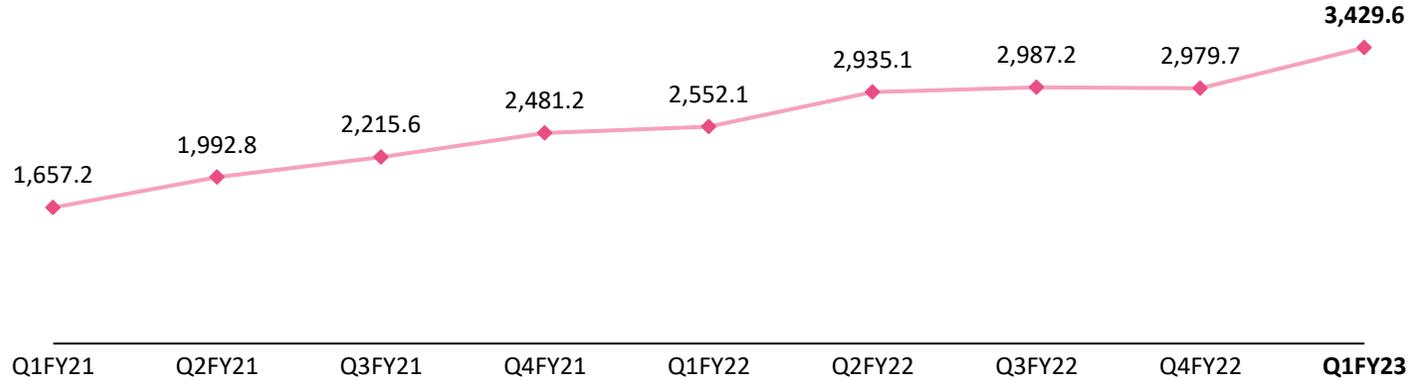
1. 22 comprehensive cancer centers, 3 multispecialty hospitals



HCG - Q1FY23 OPERATIONAL METRICS

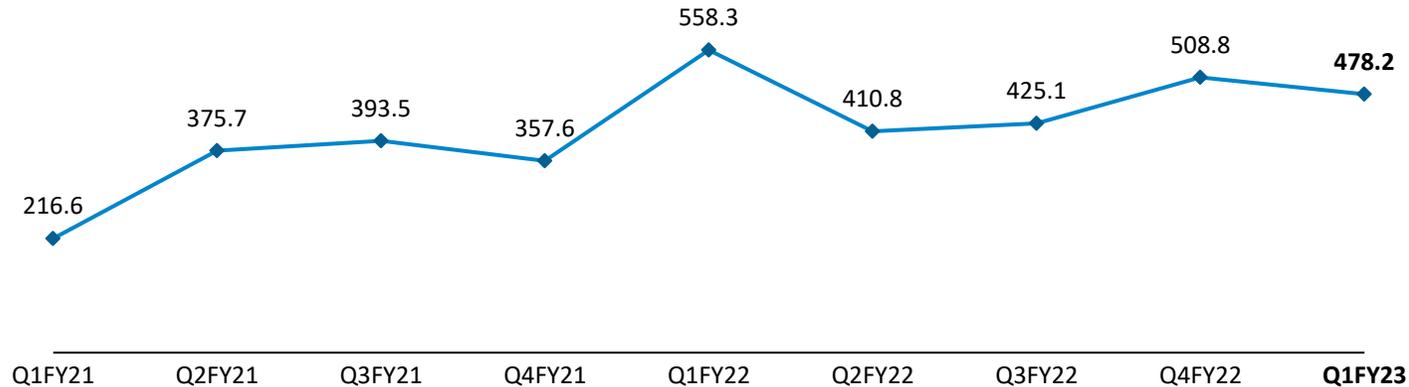


ONCOLOGY REVENUE



~2.1x increase in our Oncology Business

NON-ONCOLOGY REVENUE*



~2.2x increase in our Non-Oncology business

*Excl. Fertility Revenue



HCG - Q1FY23 OPERATIONAL METRICS[#]



TOTAL AOR (%)

64.6%

57.8% in Q1FY22

↑ 680 bps

EXISTING CENTERS AOR (%)

64.0%

59.4% in Q1FY22

↑ 460 bps

NEW CENTERS AOR^{**} (%)

66.1%

53.5% in Q1FY22

↑ 1,260 bps

EXISTING CENTERS ROCE (%)

19.0%

15.4% in FY22

↑ 360 bps

ROCE pre-corporate allocations stands at 23.7%

TOTAL ARPOB (Rs.)

38,454

36,316 in Q1FY22

↑ 5.9%

EXISTING CENTERS ARPOB (Rs.)

40,606

35,979 in Q1FY22

↑ 12.9%

NEW CENTERS ARPOB[^] (Rs.)

32,968

32,295 in Q1FY22

↑ 2.1%

NEW CENTERS[^] ROCE (%)

-4.6%

-8.3% in FY22

↑ 370 bps

ROCE pre-corporate allocations stands at -0.8%

[^]New Center represents centers operational after 2017

^{*}70% of the total capacity beds are operational; AOR 49% on capacity beds

[#]Excl. Fertility Revenue



HCG - CLUSTER WISE REVENUE BREAK UP#

CLUSTER	Q1FY23	Q1FY22	Y-o-Y	Q4FY22	Q-o-Q
KARNATAKA	1,373.0	1,110.7	23.6%	1,262.2	8.8%
GUJARAT	1,000.8	868.8	15.2%	912.9	9.6%
MAHARASHTRA	600.1	546.6	9.8%	528.7	13.5%
EAST INDIA	387.4	252.2	53.6%	301.3	28.6%
ANDHRA PRADESH	296.8	242.2	22.6%	281.3	5.5%
TAMIL NADU	60.0	42.1	42.7%	60.5	-0.7%
NORTH INDIA	173.7	47.8	263.7%	129.1	34.5%
AFRICA	15.9	-	-	12.6	25.9%
TOTAL	3,907.8	3,110.4	25.6%	3,488.5	12.0%

JAIPUR

263% Y-o-Y

RANCHI

112% Y-o-Y

MUMBAI

53% Y-o-Y

AHMEDABAD

41% Y-o-Y

CUTTAK

44% Y-o-Y

BANGALORE
COE

37% Y-o-Y

Market position for private oncology markets only (excluding trusts, government hospitals), based on management estimate; 1. Includes Multispecialty Beds

#Excl. Fertility Revenue



DIGITAL INITIATIVES



Introducing **Centralised 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

WITH OUR FOCUSED EFFORTS ON THE DIGITAL FRONT, WE HAVE BEEN ABLE TO INCREASE OUR **ONLINE TRAFFIC BY 2.7 TIMES** IN THE LAST 6 MONTHS



KEY INITIATIVES



PRODUCTIVITY ENHANCEMENT

1

Multiple initiatives taken & are under implementation for increasing the productivity across Hospitals

COST RATIONALIZATION

2

Cost Rationalization programmes undertaken for optimizing the corporate costs

3

PRICING EFFICIENCIES

Company is looking to optimize the pricing which will enhance margins going ahead

4

MANPOWER OPTIMIZATION

Company is in process of implementing various processes which will improve optimization of manpower



MILANN – IMPLEMENTING STRATEGIC INITIATIVES

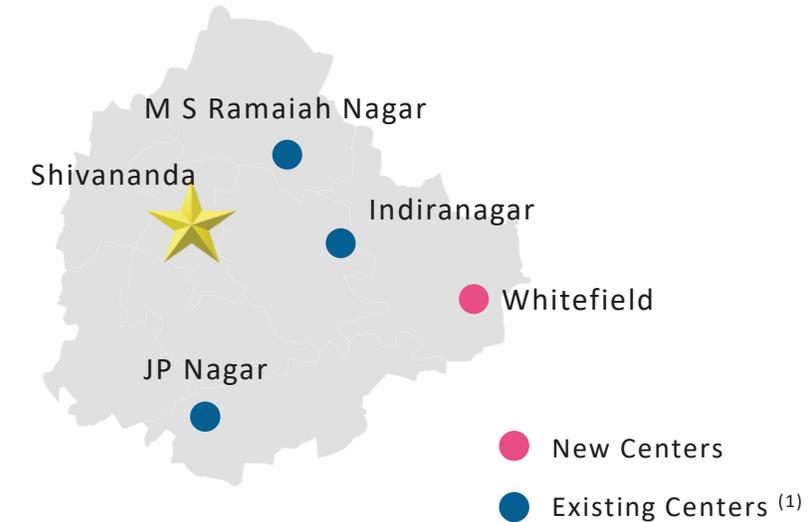
Particulars	Q1FY23	Q1FY22	Growth Y-o-Y	FY22	FY21	Growth Y-o-Y
New Registrations	1,612	676	138.5%	4,633	3,578	30%
IVF Cycles	538	311	73.0%	1,747	1,450	21%
Revenues (Rs. Mn.)	172.7	121.0	42.7%	620.8	444.0	40%

Good recovery demonstrated in FY22 across all metrics

- New centers Revenue grew by 70.0% Y-o-Y
- Continued effort on digital campaigns have resulted growth in new registrations
- Continuous focus on strengthening clinical talent

Looking to focus on market leadership in Bangalore and scaling up North India centers in near term

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	For 3 months ending 30 th June 2022	FY22
Existing Centers	122	458
New Centers	41	246
TOTAL CAPEX	163	704

ONGOING CAPEX (Rs. Mn.)

Sr. No	Particulars	Capex incurred till 30 th June 2022	Expected Capex between Jul 22 to Mar 23	Expected Capex for FY24	Total Planned Capex	Expected date of Operations
1	Ahmedabad – Phase II	70.0	146.2	635.8	852.0	Q1 FY25
2	Whitefield (Extension of Bangalore - COE)	10.0	40.0	200.0	250.0	Q4 FY24

NET DEBT (Rs. Mn.)

NET DEBT	30 th June 2022	31 st March 2022	30 th June 2021
Bank Debt ⁽¹⁾	3,510	3,543	4,229
Vendor Finance ⁽²⁾	336	333	401
Other Debt	26	34	31
Less: Cash & Cash Equivalents ⁽³⁾	(1,958)	(2,008)	(1,723)
NET DEBT	1,915	1,901	2,937
Capital Leases: Ind AS116	4,994	5,070	4,980
Net Debt (Incl. Leases)	6,909	6,972	7,917

1. Bank debt: Net of Bank balance held as margin money of INR 147 Mn and investment in fixed deposits of INR 99 Mn as of 30th June -22, margin money of INR 147 Mn and investment in fixed deposits of INR 33 Mn as of 31st Mar-22. The unamortized portion of processing fees amounting to INR 32 Mn as on 30th June-22 & INR 32 Mn as on 31st Mar-22 netted off against Bank Debt.

2. Vendor Finance; Includes Forex reinstatement of INR 5.00 Mn as of 30th June-22 and Forex reinstatement of INR 1.00 Mn as of 31st Mar-22

3. Cash and cash equivalents: Includes investment in mutual funds of INR 16 Mn as at 30th June-22 and of INR 16 Mn as at 31st Mar-22



Q1FY23 CONSOLIDATED PROFIT & LOSS ACCOUNT

Profit and Loss (in Rs. Mn.)	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q
Revenues from Operations	4,073.1	3,224.2		3,638.9	
Income from Govt. Grant	7.4	7.2		7.4	
Total Revenue from Operations	4,080.5	3,231.4	26%	3,646.3	12%
Cost of Goods Sold	978.0	831.4		910.2	
Employee Cost	687.1	558		606.7	
Medical Consultancy Charges	866.7	670.9		842.7	
Other Expenses	811.8	658.8		630.2	
Normalised EBITDA	736.9	512.3	44%	656.5	12%
Normalised EBITDA Margin (%)	18.1%	15.9%		18.0%	
One time value creation cost	15.3	-		25.0	
Reported EBIDTA	721.6	512.3	41%	631.5	14%
Reported EBIDTA Margin (%)	17.7%	15.9%		17.3%	
Depreciation	396.7	377.8		411	
Other Income	29.1	34.4		30.1	
EBIT	354.1	168.9	110%	250.6	41%
Finance Cost	249.8	263.8		241.4	
Extraordinary Items	0.0	0.0		0.0	
Share in Profit/(loss) in JV and Associates	0.0	5.7		0.0	
Profit before Tax	104.2	-89.2	-	9.2	~11x
Taxes, Other Comprehensive Income & Minority Interest	43.8	6.5		-50.7	
Profit After Tax	60.5	-95.7	-	59.9	1%
PAT Margin (%)	1.48%	-2.96%		1.64%	
EPS	0.44	-0.76		0.43	



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.)	FY22	FY21	FY20	FY19	CAGR
Revenues from Operations	13,948	10,092	10,923	9,760	
Income from Govt. Grant	30	43	33	27	
Total Revenue from Operations	13,978	10,134	10,956	9,787	13%
Costs of Goods Sold	3,549	3,632	3,645	3,581	
Employee Cost	2,337	1,959	2,080	1,845	
Medical Consultancy Charges	2,958	2,218	2,451	2,114	
Other Expenses	2,754	2,289	2,305	2,389	
EBITDA	2,380	1,266	1,722	1,252	24%
EBITDA Margin (%)	17.0%	12.5%	15.7%	12.8%	
Depreciation	1,583	1,592	1,485	851	
Other Income	127	170	70	74	
EBIT	924	-157	307	475	25%
Finance Cost	978	1,192	1,377	699	
Extraordinary Items	946	-847	0	0	
Share in Profit/(loss) in JV and Associates	-14	-4	-123	-110	
Profit before Tax	878	-2,199	-1,193	-334	-
Taxes, Other Comprehensive Income & Minority Interest	340	-264	-131	-86	
Profit After Tax	538	-1,935	-1,062	-248	-
PAT Margin (%)	3.8%	-19.1%	-9.7%	-2.5%	
EPS (in INR)	4.1	-16.9	-2.9	-2.8	



HISTORICAL BALANCE SHEET

Balance Sheet - Equity & Liabilities (in Rs. Mn.)	Mar-22	Mar-21	Mar-20	Mar-19
Equity Share Capital	1,390	1,254	887	879
Other Equity	7,313	5,718	2,926	3,933
Equity Attributable To Equity Holders Of The Company	8,703	6,972	3,813	4,811
Non-Controlling Interests	134	168	385	619
Total Equity	8,837	7,140	4,198	5,430
Non-Current Liabilities	0	0	0	0
Financial Liabilities	0	0	0	0
Borrowings	3,629	3,462	5,296	4,666
Lease Liabilities	4,659	4,693	6,092	202
Other Financial Liabilities	255	0	624	0
Provisions	105	86	73	56
Other Non-Current Liabilities	0.0	280	422	318
Deferred Tax Liabilities (Net)	13	43	70	43
Total Non-Current Liabilities	8,661	8,564	12,576	5,285
Current Liabilities	0	0	0	0
Financial Liabilities	0	0	0	0
Borrowings	448	670	937	648
Lease Liabilities	411	365	215	0.0
Trade Payables	0	0	0	0
Total Outstanding Dues Of Micro Enterprises And Small Enterprises	20	3	0	0.0
Total Outstanding Dues Of Creditors Other Than Micro Enterprises And Small Enterprises	1,919	1,452	1,536	1,683
Other Financial Liabilities	936	1,428	2,654	2,557
Other Current Liabilities	785	626	305	337
Provisions	173	104	91	63
Income Tax Liabilities (Net)	5	4	22	12
Total Current Liabilities	4,698	4,653	5,758	5,300
Total Equity And Liabilities	22,195	20,356	22,532	16,015



HISTORICAL BALANCE SHEET

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



HISTORICAL CASH FLOW STATEMENT

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



KEY TAKEAWAYS

BRAND IN ONCOLOGY

Leveraging the existing brand created over the years to command pricing power and choice of preference

WIDESPREAD NETWORK & INFRASTRUCTURE

Network & infrastructure in place, with deeper penetration across the country with leadership position

INSURANCE PENETRATION

Insurance penetration for surgical as well as Radiotherapy & Chemotherapy

TECHNOLOGY & TALENT POOL

Best of technology and talent pool acquired over the years

GROWTH IN ONCOLOGY

Oncology cases to grow multi-fold with increasing awareness; higher cases reported & treated; and adoption of technology and diagnosis for early detection

FINANCIAL PRUDENCE

Financial prudence with CVC coming on board, with more focus on Profitability; Unit economics; Cost efficiency; and Improving operational efficiency

INCREASED AWARENESS POST COVID

Post-Covid, the elective surgeries and treatments have increased



THANK YOU

Company: Healthcare Global Enterprises Limited



CIN: L15200KA1998PLC023489

For updates and specific queries, please visit
www.hcgel.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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