



PRESS RELEASE

**FORTIS HEALTHCARE Q3 REVENUE UP 63% TO RS 605 Cr
OPERATING EBITDA STOOD AT RS 83 CR +54%
NET PROFIT OF RS 29 CR**

New Delhi, February 9, 2012: Fortis Healthcare (India) Ltd., a leading integrated healthcare company in the Pan Asia-Pacific region, today announced its unaudited consolidated results for the quarter ended December 31, 2011.

Key financial and operational highlights for Q3 FY12:

Consolidated Financials

- The Company maintained its growth momentum during the quarter and reported consolidated operating revenue of Rs 605 Cr, representing a growth of 63% over the corresponding period last fiscal. This includes Rs 122 Cr (net) from the Diagnostics Vertical (SRL).
- Operating EBITDA stood at Rs 83 Cr, up 54%.
- Net profit for the quarter stood at Rs 29 Cr against a loss of Rs 12.6 Cr in Q2FY12.

Hospital Business

- Operating revenue from the hospital business was Rs 482 Cr, representing a robust growth of 30% over the corresponding period last fiscal. The growth has been led by Fortis Escorts Jaipur, Fortis Escorts Faridabad, Fortis Mulund, Fortis BG Road, Fortis Shalimar Bagh and Fortis Anandpur.
- Operating EBITDA stood at Rs 74 Cr, a growth of 37% and margin of 15.3%, an improvement of 80 basis points over the corresponding period. However,





excluding the initial start-up losses of the newly commissioned hospitals and ventures, the operating EBITDA stood at Rs 77 Cr and margin of 16.5%.

- The company signed agreements with two hospitals adding 225 beds to the total capacity. This includes a super-speciality hospital in Hyderabad (150 beds) and a 75-bed Cardiac Care Centre in Agra.
- The quarter also witnessed the following key medical developments:
 - Fortis Noida Hospital successfully commenced the Liver Transplant Surgery program for the first time in the Fortis Group of Hospitals and in the state of Uttar Pradesh. This results in Fortis being amongst the select few in the country offering this service.
 - During the quarter, Fortis launched RENKARE, a chain of stand-alone dialysis centres which will further expand Fortis' reach and help to meet the rising demand for quality dialysis.

Diagnostics Business (SRL)

- Net Operating revenue of the Diagnostic business for the quarter stood at Rs 122 Cr. The contribution from Pathology and Radiology business stood at 75% and 20% respectively.
- Operating EBITDA of SRL for the period stood at Rs 9.3 Cr, a margin of 7.7%. The decline in margins compared to the trailing quarter was due to start-up expenses incurred for two state-of-the-art labs launched in New Delhi and Bangalore and a Wellness Centre in Kolkata.
- During the Quarter, SRL started two new labs and formally inaugurated two of its large facilities – the state-of-the-art imaging centre in Vasant Vihar, New Delhi and a full service Reference Lab in Bangalore.
- The test menu at all Reference Labs, including the JV lab in Kathmandu, Nepal, was further strengthened. The hospital labs were upgraded to support the new Hospital Information Management System.





Commenting on the results, Mr. Aditya Vij, Chief Executive Officer, India Business said "The third quarter of the fiscal has witnessed a robust growth momentum for Fortis. We remain committed to patient-centric healthcare and have renewed our focus on medical excellence, with the appointment of Dr. Bishnu Panigrahi to lead our Medical Operations Group. Dr. Panigrahi brings with him extensive experience, of over three decades in clinical and administrative roles, and will help underline our emphasis on clinical quality. We continue to expand our presence in India and have launched new medical programmes and growth initiatives across various hospitals".

During the quarter, the Company announced the integration with Fortis Healthcare International Pte Limited ("Fortis Healthcare International"), a Singapore-based leading integrated healthcare delivery company, with a presence in nine countries. The deal was consummated in January 2012.

"Fortis Healthcare has evolved as a leading provider of integrated healthcare delivery in Asia Pacific. Our expanse in 10 countries includes healthcare assets which have a leadership position in their respective verticals. There are potential synergies in bringing these competencies together to create a world class healthcare delivery organisation" **said Mr. Vishal Ball, Group Chief Executive Officer, Fortis Healthcare (India) Limited.**





About Fortis Healthcare (India) Limited

Fortis Healthcare (India) Limited is a leading, integrated healthcare delivery provider in the Pan Asia-Pacific region. The healthcare verticals of the company span primary healthcare, speciality day care, diagnostics and hospitals, with an asset base in 10 countries, many of which represent the fastest-growing healthcare delivery markets in the world. Currently, the company operates its healthcare delivery network in Australia, Canada, Dubai, Hong Kong, India, Mauritius, New Zealand, Singapore, Sri Lanka and Vietnam with 75 hospitals, over 12,000 beds, 580 primary care centres, 191 day care speciality centres, over 210 diagnostic centres and a talent pool of over 23,000 people. Fortis is driven by the vision of becoming a global leader in the integrated healthcare delivery space and the larger purpose of saving and enriching lives through clinical excellence.

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This press release may contain forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this press release are cautioned not to place undue reliance on these forward-looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent development, information or events, or otherwise. The information contained herein is subject to change without notice and past performance is not indicative of future results. The Company may alter, modify or otherwise change in any manner the content of this press release, without obligation to notify any person of such revision or changes.

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