



PRESS RELEASE

FORTIS CONSOLIDATED REVENUE JUMPS TO RS 610 Cr +70% OPERATING EBIDTA AT 87 CR +75%

New Delhi, November 14, 2011: Fortis Healthcare (India) Ltd., one of Asia's largest private healthcare providers, with a network of 66 hospitals and over 10,000 beds, today announced the unaudited consolidated results for the quarter ended September 30, 2011.

During the quarter, the Company announced integration with Fortis Healthcare International Pte Limited ("Fortis Healthcare International"), a Singapore based leading integrated healthcare delivery company with presence in nine countries, to form one of the fastest growing integrated healthcare delivery networks in Asia Pacific. On consummation of the deal, the network would have over 74 hospitals, over 12,000 beds, 580 primary care centres, 188 day care speciality centres, 190 diagnostic centres and a base of over 23,000 employees, including 4,000 doctors.

In addition, the Company continued to expand its footprint in India during the quarter and added 600 beds to its Network Capacity across four hospitals in Karnataka, Himachal Pradesh, Kerala and West Bengal.

The Company won various accolades and awards in recognition of its pursuit of medical and service excellence in the delivery of healthcare service. It was awarded "*Healthcare Service Provider Company of the Year*" by Frost & Sullivan. Furthermore, Fortis Escorts, Delhi won the prestigious "*Asian Hospital Management Awards 2011 in the Patient Safety Project category*" while Fortis Mohali hospital was awarded for "*Excellence in Healthcare*" by CII. The Company also won three awards at the FICCI Healthcare Excellence Awards 2011.



Similarly, the newly acquired Diagnostics company, Super Religare Laboratories Ltd (SRL) was awarded the “Diagnostics Service provider of the year” by Frost and Sullivan.

Key financial and operational highlights for Q2 FY12:

Consolidated Financials:

- The Company continued its growth momentum during the quarter and reported consolidated operating revenue of Rs 610 Cr, representing a growth of 70% over the corresponding period last fiscal. This includes Rs 127 Cr (net) from the newly added Diagnostics Vertical (SRL).
- Operating EBITDA stood at Rs 87 Cr, up 75%, representing an overall margin of 14.3%.
- The interest costs went up during the period due to incremental borrowings and forex movements on FCCBs. This has led to a net loss of Rs 12.6 Cr for the quarter.

Hospital Business

- Operating revenue from the hospital business was Rs 483 Cr, representing a robust growth of 35% over the corresponding period last fiscal. The growth has been led by Fortis Mohali, Fortis Mulund, Fortis BG Road, Bengaluru, Fortis Escorts Jaipur and Fortis Escorts Faridabad.
- Operating EBITDA stood at Rs 73 Cr, a growth of 46% and margin of 15%, an improvement of 110 basis points over the corresponding period. However, excluding the initial start-up losses at the newly commissioned facilities, the operating EBITDA stood at Rs 75 Cr and margin of 15.9%.
- During the quarter, the company **consummated four deals, adding 600 beds** to the capacity. This includes a 375-bed tertiary care hospital at Marathallai, Bengaluru, a 45-bed high end facility for women and child under Fortis La Femme brand in Cochin, Kerala, an O&M contract with a 100-bed multi-speciality hospital at Bilaspur and a 50-



bed cardiac care centre at Asansol, West Bengal. The Bilaspur hospital has since commenced operations.

- Fortis Escorts, Delhi launched its Robotic Surgery Programme with the installation of a new “Da Vinci 4 armed robot and performed high end urology (Robotic Radical prostatectomy) and cardiac (Robotic Mid CAB) procedures.
- Fortis Shalimar Bagh continues to widen its offering and launched Bariatric surgery and IVF programmes at the hospital.
- During the quarter, all the major network hospitals initiated Stem Cell therapy programmes whereby the Orthopaedics, Oncology and Gynaecology departments in the hospitals have started to engage with Totipotent Inc. to improve the outcomes and patient safety using stem cell therapy on a case to case basis.
- **NABH accreditations** for Fortis Escorts Heart Institute, Delhi and Fortis Escorts, Jaipur were renewed post inspection.
- Under the Company-wide CSR initiative, children suffering from Cardiac ailments from South Africa were successfully operated upon and treated free of cost in line with commitments made during 10th Anniversary Celebrations. The Fortis Foundation continued to extend the benefits of healthcare to the under-privileged sections of society, especially children, through its various programmes and initiatives.

Diagnostics business (SRL)

- Net Operating revenue of the Diagnostic business for the quarter stood at Rs 127.0 Cr. The contribution from Pathology and Radiology business stood at 77% and 19% respectively.
- Operating EBITDA of SRL for the period stood at Rs 14.6 Cr, a margin of 11.5%.



- During the Quarter SRL introduced 12 new tests including Release of Connexin 30 gene mutation test, FISH test for CLL and PCR Sequencing IGVH Gene mutation test for CLL.
- The Company commissioned India's most modern integrated diagnostics centre in New Delhi. The centre has 500 slice CT modality, 3 Tesla MRI and host of other high end radio imaging modalities in addition to pathology testing capability.
- SRL concluded a formal agreement with Lophius Biosciences, Germany for conducting an alpha trial study for a TB Immunodiagnostic assay developed by Lophius research.
- SRL also concluded a tie up with Cousyl Lab, US - a leading personalised genetic test provider in US and also signed a MOU with a leading hospital in Tanzania for a lab management contract.

Commenting on the results, Mr. Aditya Vij, CEO, Fortis Healthcare (India) Limited, said, “The second quarter of the fiscal has been an eventful one for Fortis. While maintaining our growth momentum with the introduction of new hospitals in India, we also declared our planned integration with Fortis International. This consolidation will unlock synergies in growth, talent, medical verticals and cost efficiencies, helping to cross-pollinate knowledge and capabilities across the enterprise. Our focus will remain on clinical excellence and patient-centric healthcare, which is central to our being, as we continue to expand our footprint in India.”

Network Hospitals

The Network revenues for the quarter grew by 26% and stood at Rs. 557 Cr. The growth was led by Fortis Mohali, Fortis Vasant Kunj, Fortis Escorts Jaipur, Fortis Escorts Faridabad, Vashi, Mulund, Shalimar Bagh and Anandpur.

The Network also witnessed a healthy growth in its International Patient revenue, which grew by 35% to Rs 33.2 Cr, compared to the corresponding quarter last fiscal. This reflects a contribution of 6% to the total network revenues.



About Fortis Healthcare (India) Limited

Fortis Healthcare (India) Limited is committed to clinical excellence and patient-centric healthcare, which is manifest in hospital design, patient services, medical programmes and the compassionate approach of medical and non-medical hospital staff. Fortis commissioned its first hospital in 2001 at Mohali, near Chandigarh, and has expanded its operations to become a network with over 10,000 bed capacity across 66 hospitals (Including 15 hospitals under project stage). The Fortis network has a large number of international accreditations, including four JCI (Joint Commission International) and ten NABH (National Accreditation Board for Hospitals) certifications. The network's capability covers multi-speciality hospitals and super-speciality centres that provide tertiary and quaternary healthcare to patients in the major medical specialities.

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