



The Specialist  
in Cancer Care

adding life to years

May 26, 2016

To  
**National Stock Exchange of India Limited,**  
Compliance Department,  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai - 400051,  
Maharashtra, India

To  
**BSE Limited,**  
Compliance Department,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400051,  
Maharashtra, India

**Sub: Press release**

**Ref: HealthCare Global Enterprises Limited ("the Company") (NSE Scrip Code: HCG/  
BSE Scrip Code: 539787)**

Dear Sir/Madam,

We wish to inform you that the Board of Directors of the Company, at their meeting held today, *inter alia*, has approved the Audited Financial Results (Standalone and Consolidated) for the quarter and year ended March 31, 2016.

In this respect, we enclose herewith the communication being released to the Press on the Financial Results for FY 2015-16.

Request you to take this on record.

**For HealthCare Global Enterprises Limited**

**Snu Manuel**

**Company Secretary & Compliance Officer**

Encl: as above



## HealthCare Global Enterprises Ltd. reports Q4 FY16 results

*Revenue growth of 16.3% (y-o-y)*

*EBITDA margin improvement of 370 bps (y-o-y)*

*PAT of INR 36.4 mn*

**Bengaluru, May 26, 2016:** Healthcare Global Enterprises Limited ("HCG") today announced its financial results for the fourth quarter and full year ended March 31, 2016 ("Q4 FY16" and "FY16" respectively).

### Highlights for the quarter ended March 31, 2016 (Q4 FY16)

- Consolidated Income from Operations was **INR 1,537.5 mn** as compared to **INR 1,321.7 mn** in the corresponding quarter of the previous year, reflecting a year-on-year increase of **16.3%**.
- Earnings Before Interest Tax Depreciation and Amortization ("EBITDA") was **INR 259.6 mn** as compared to **INR 174.9 mn** in the corresponding quarter of the previous year, reflecting an increase of **48.4%**.
- EBITDA Margin was **16.9%** as compared to **13.2%** in the corresponding quarter of the previous year, representing an increase of **370 bps**.
- Profit after Taxes and Minority Interest ("PAT") was **INR 36.4 million** as compared to a **loss of INR 2.5 mn** in the corresponding quarter of the previous year.
- PAT margin improved to **2.4%** in Q4 FY16 compared to the loss suffered in the corresponding quarter of the previous year.

### Highlights for the year ended March 31, 2016 (FY16)

- Consolidated Income from operations in FY16 was **INR 5,819.8 mn** as compared to **INR 5,193.8 mn** in the previous fiscal year, reflecting an increase of **12.1%**.
- EBITDA in FY16 was **INR 896.6 mn** compared to **INR 762.5 mn** in FY15, reflecting a year-on-year increase of **17.6%**.
- EBITDA Margin for the year was **15.4%** as compared to **14.7%** in FY15, reflecting an increase of **70 bps**.
- PAT in the fiscal year was **INR 12.4 mn** as compared to **INR 8.4 mn** in FY15 reflecting a year-on-year increase of **47.6%**.



**INR in millions**

| Period ended March 31           | Q4 FY16        | Q4 FY15        | Growth<br>(y-o-y) | FY16           | FY15           | Growth<br>(y-o-y) |
|---------------------------------|----------------|----------------|-------------------|----------------|----------------|-------------------|
| <b>Income from Operations</b>   | <b>1,537.5</b> | <b>1,321.7</b> | <b>16.3%</b>      | <b>5,819.8</b> | <b>5,193.8</b> | <b>12.1%</b>      |
| <b>EBITDA<sup>(1)</sup></b>     | <b>259.6</b>   | <b>174.9</b>   | <b>48.4%</b>      | <b>896.6</b>   | <b>762.5</b>   | <b>17.6%</b>      |
| EBITDA Margin (%)               | 16.9%          | 13.2%          |                   | 15.4%          | 14.7%          |                   |
| <b>PAT<sup>(2)</sup></b>        | <b>36.4</b>    | <b>(2.5)</b>   | <b>NM</b>         | <b>12.4</b>    | <b>8.4</b>     | <b>47.6%</b>      |
| PAT Margin (%)                  | 2.4%           | -0.2%          |                   | 0.2%           | 0.2%           |                   |
| <b>Earnings per share (INR)</b> | <b>0.49</b>    | <b>(0.04)</b>  | <b>NM</b>         | <b>0.17</b>    | <b>0.11</b>    | <b>54.5%</b>      |

(1) Profit before other income, depreciation and amortization, finance costs, exceptional items and tax.

(2) Profit/(loss) after taxes and minority interest.

**Business Updates**

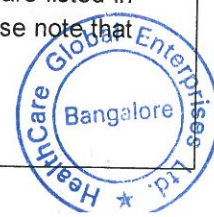
1. During FY 2016, our bed capacity increased from 993 to 1,146 owing to expansions and start of operations of new centres.
2. We commenced operations of our new advanced cancer centre at Gulbarga in Q4 FY16 adding 85 beds to total bed capacity.
3. We continued to make technology enhancements in cancer care with the addition of daVinci robotic surgery systems at Bengaluru and Ahmedabad, Tomotherapy radiotherapy system at Bengaluru and True Beam radiotherapy systems at our Cuttack, Vishakhapatnam and Baroda centres.
4. We commenced operation of two new Milann fertility centres in FY16, including the launch of our first centre outside Bengaluru in New Delhi in Q4 FY 16.

Commenting on the results, **Dr. B.S. Ajaikumar, Chairman, HealthCare Global Enterprises Ltd.** said, "We are happy to report strong growth in operating results for our fourth quarter. We witnessed strong revenue growth across our cancer centres, in particular at our cancer centres in Gujarat and East India, as well as in our fertility centres. We continue to expand our network of cancer care and fertility centres across India. We recently launched advanced comprehensive cancer centres at Baroda and Vishakhapatnam which will transform standards of cancer care in these cities. In addition, we will be introducing new cancer centres at Kanpur, Borivali in Mumbai and Nagpur over the course of next several months. We look forward to this new phase of growth as a listed company and are working towards our mission to make high quality cancer care accessible to all."

**Q4 FY16 Earnings Call**

The company will conduct a one hour Earnings call at **6:30 PM IST on Thursday, May 26, 2016** where the management will discuss insights about the company's performance and answer questions from participants. To participate in this conference call, please dial the numbers provided below ten minutes ahead of the scheduled start time. The dial-in number for this call is **+91 22 3960 0663/+91 22 6746 8363**. Other numbers are listed in the conference call invite which is uploaded on the stock exchange and posted on our website. Please note that the transcript of the conference call will also be uploaded on the company website in due course

**About HCG Enterprises Ltd.:**



## Press Release



HealthCare Global Enterprises Ltd. (HCG), headquartered in Bengaluru, is the largest provider of cancer care in India. Through its network of 17 comprehensive cancer centres spread across India, HCG has brought advanced cancer care to the doorstep of millions of people. HCG's comprehensive cancer centres provide expertise and the latest technologies in diagnosis and treatment of cancer under one roof. HCG has pioneered the introduction and adoption of several technologies in the country including stereotactic radiosurgery, robotic radiosurgery and the use of genomics for personalized treatment of cancer. Under the "Milann" brand, HCG operates six fertility centres.

For further information, visit [www.hcgel.com](http://www.hcgel.com) or feel free to contact: Company Secretary and Compliance Officer: Sunu Manuel, [investors@hcgoncology.com](mailto:investors@hcgoncology.com)

**Disclaimer:** daVinci, Tomotherapy and True Beam are registered trademarks of respective third parties and not of the Company.

