



# FY17 results presentation

May 09, 2017

# 2017 FY Key Highlights



CY - Consolidated revenue ₹ 3068.06 million (PY ₹ 2409.65 million) – Growth of 27%

CY - Consolidated EBITDA ₹ 1183.70 million - EBITDA margin 39%

CY - Consolidated PAT ₹ 709.65 million – PAT margin 22%

CY – Revenue from pathology ₹ 2885.11 million (PY ₹ 2254.11 million) – Growth of 28%

CY – Revenue from radiology ₹ 182.95 million (PY ₹ 155.54 million) – Growth of 18%

\* consolidation for 2015FY for part of the year.

# Financial overview - pathology



₹ in million

Key Financials	2017 FY	2016 FY	2015 FY
<b>Pathology</b>			
Revenue #	2,885.11	2,254.11	1,778.42
Cost of material / tests <sup>1</sup>	(896.62)	(701.95)	(565.07)
Cost of personnel <sup>2</sup>	(298.50)	(247.19)	(174.31)
Other expenses <sup>3</sup>	(489.77)	(367.02)	(303.47)
<b>EBITDA</b>	<b>1,200.22</b>	<b>937.95</b>	<b>735.57</b>
<b>EBITDA Margin</b>	<b>41.6%</b>	<b>41.6%</b>	<b>41.4%</b>
Other income	80.79	52.04	76.95
Depreciation	(116.89)	(113.52)	(107.09)
Other expenses (non-routine)	(42.09)	(2.20)	(11.21)

# Thyrocare<sup>®</sup>

Think Thyroid. Think Thyrocare.

# including revenue from sale of products

<sup>1</sup> including cost of material traded and cost of outsourced tests

<sup>2</sup> including cost of consultant fees

<sup>3</sup> excluding non routine & other expenses/ provisions towards CSR, impairment/ dimunition, etc.

# Financial overview - radiology



₹ in million

Key Financials	2017 FY	2016 FY	2015 FY
<b>Radiology</b>			
Revenue #	182.95	155.54	118.83
Cost of material <sup>1</sup>	(31.77)	(33.74)	(42.81)
Cost of personnel <sup>2</sup>	(37.98)	(32.98)	(28.64)
Other expenses <sup>3</sup>	(87.83)	(83.80)	(63.68)
<b>EBITDA</b>	<b>25.37</b>	<b>5.02</b>	<b>(16.30)</b>
<b>EBITDA Margin</b>	<b>13.9%</b>	<b>3.2%</b>	<b>-13.7%</b>
Other income	17.46	20.72	11.25
Depreciation	(67.76)	(73.02)	(57.43)
Other expenses (non-routine)	(0.84)	(13.17)	-



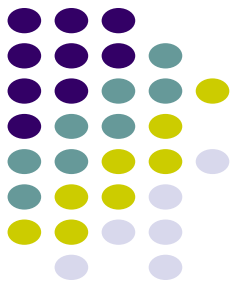
# including revenue from sale of FDG

<sup>1</sup> including cost towards PPS associates

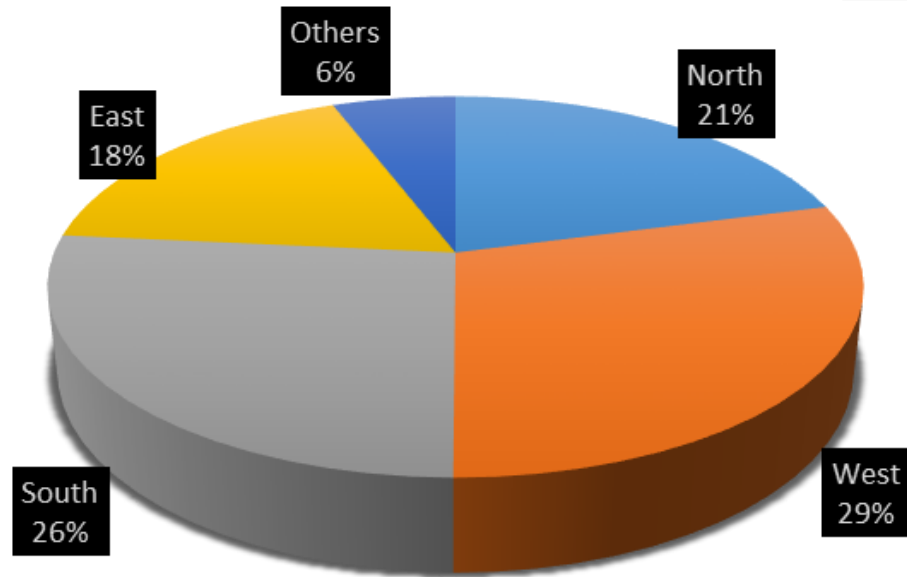
<sup>2</sup> including cost of nuclear consultant fees

<sup>3</sup> excluding non routine & other expenses/ provisions towards claims, dimunition, etc.

# Regional review - pathology



**2017 FY**

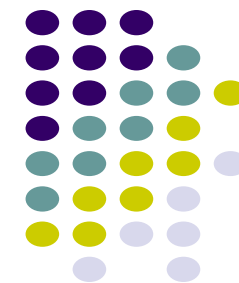


*₹ in million*

Region	2017 FY	2016 FY
North	548.19	445.77
West	770.13	617.40
South	696.42	541.74
East	465.17	380.35
Others <sup>#</sup>	152.99	62.36

<sup>#</sup> cloud - through direct sales associates, corporates, institutions and online

# Center-wise – PET-CT



₹ in million

PET-CT centre	2017 FY		2016 FY	
	Revenue	No of scans	Revenue	No of scans
<b>New delhi</b>	67.13	8170	61.66	7480
<b>Navi mumbai</b>	64.85	7078	61.07	6651
<b>Hyderabad</b>	23.01	2325	17.34	1811
<b>Surat</b> <sup>\$</sup>	11.22	876	-	-
<b>Vadodra</b> <sup>#</sup>	1.04	61	-	-

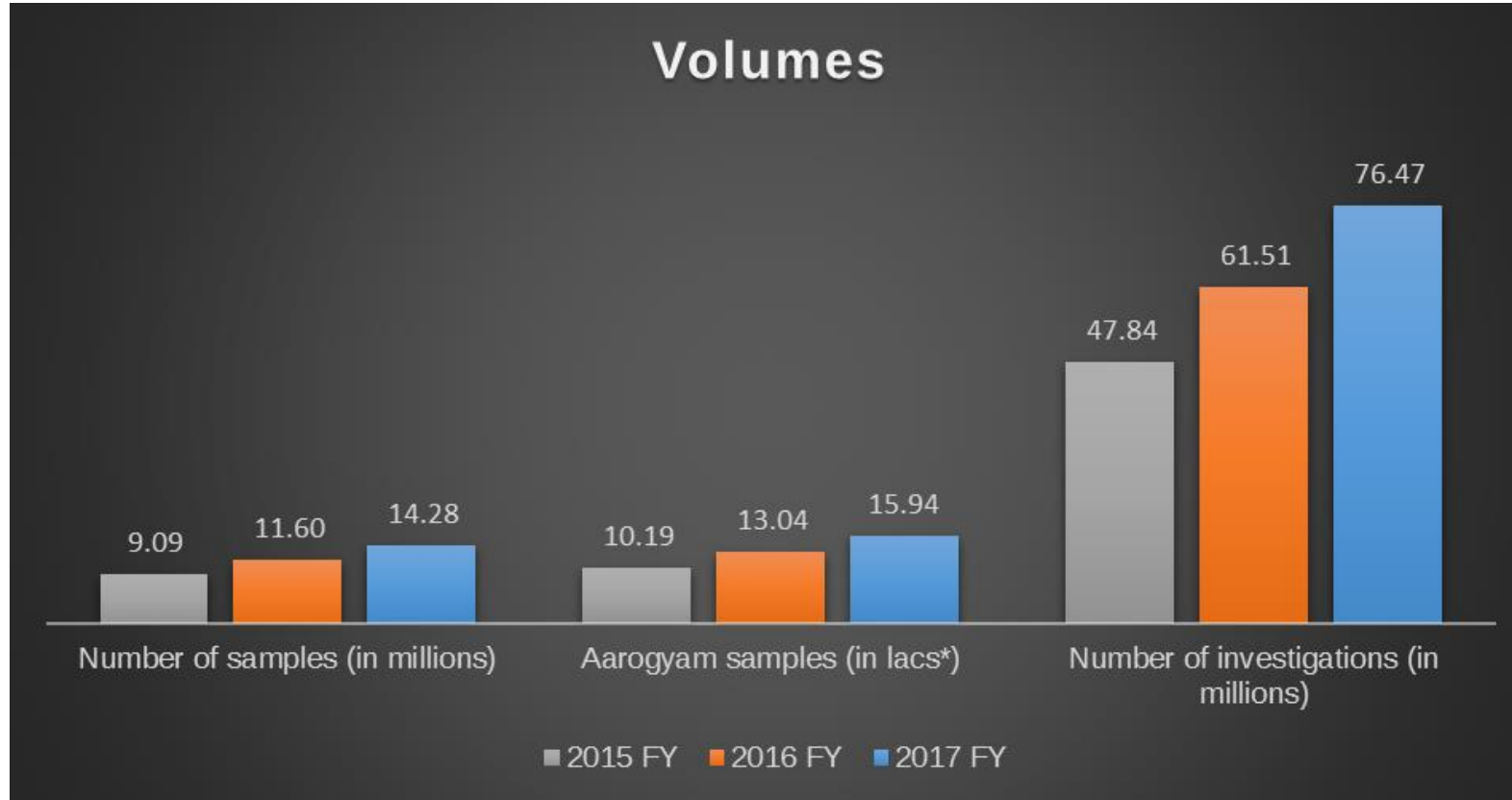
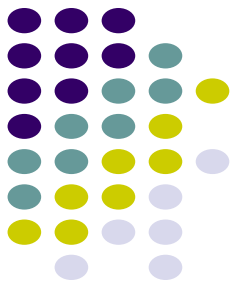
<sup>\$</sup> commissioned operations since September 17, 2016.

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## New PET-CT centre proposed in the current financial year

- Raipur, CG (awaiting for license from AERB)
- Nashik, MH (awaiting for site approval from AERB)
- Mumbai – Borivali, MH (Site approval obtained)
- Mumbai – Prabhadevi, MH
- Jaipur, RS
- Kolkata, WB
- Aurangabad, MH

# Preventive care - AAROGYAM



Think Wellness. Think Aarogyam

## Aarogyam Revenue –

- CY constitutes 52% of pathology revenue (PY 46%)
- CY 45% higher as compared to PY

## B2C component –

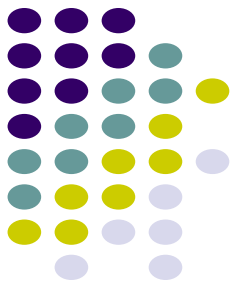
- in revenue ₹ 626.65 million (24%) [PY ₹ 383.38 million (19%)]

## DSA component –

- in revenue ₹ 271.92 million [PY ₹ 136.68 million]

\* No of samples tested for preventive care brand - **Aarogyam** (in lacs)

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Thank you