

February 08, 2022

The Secretary Listing Department, BSE Limited, 1 <sup>st</sup> Floor, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai 400001 Scrip Code: 540975	The Manager, Listing Department, The National Stock Exchange of India Ltd Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (East), Mumbai 400051 Scrip Symbol: ASTERDM
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Dear Sir/Madam,

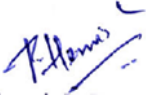
**Sub: Press Release on results for the quarter ended December 31, 2021**

With reference to the captioned subject, please find enclosed press release in relation to the unaudited financial results of the Company for the quarter ended December 31, 2021.

Kindly take the press release on record.

Thank you

For **Aster DM Healthcare Limited**



**Hemish Purushottam**  
Company Secretary and Compliance Officer

## **Aster DM Healthcare Q3 FY22 consolidated revenue up by 19% to Rs. 2,650 Crs. and EBITDA up by 22% to Rs. 409 Crs. YoY**

### **India operations revenue up by 34% to Rs. 618 Crs., EBITDA up by 98% to Rs. 107 Crs. over Q3 FY21 and PAT from a loss of Rs. 8 Crs. to a profit of Rs. 36 Crs. YoY**

**Bangalore, February 8, 2022:** Aster DM Healthcare, one of the largest private healthcare service providers in GCC and in India, today announced its financial results for the quarter ended December 31, 2021.

#### KEY HIGHLIGHTS OF THE QUARTER

- Operational Revenue increased by 19% Y-o-Y to Rs. 2,650 Crs. compared to Rs. 2,228 Crs.
- EBITDA (including other income) increased by 22% Y-o-Y to Rs. 409 Crs. compared to Rs. 334 Crs.
- PAT (Pre- Non-Controlling Interest) increased by 57% to Rs. 168 Crs. compared to Rs. 107 Crs. in Q3 FY 21
- PAT (Post Non-Controlling Interest) increased to Rs. 148 Crs., up 61% compared to Rs. 92 Crs. in same period, previous financial year

#### **Commenting on the performance for Q3 FY22, Dr. Azad Moopen, Founder Chairman and Managing Director, Aster DM Healthcare, said:**

*"While we were all worried when Omicron hit and increased the number of Covid cases exponentially, it is relieving to see that this has not led to loss of many lives and the healthcare system is holding on. In the geographies that we are thickly present, vaccination coverage continues to improve with India vaccinating 75% and UAE almost 100% of adult population.*

*As part of Aster's India focused growth strategy, we are taking up multiple projects, especially brownfield facilities with low capex investment but high potential opportunity in many of the states. The first of its kind, Mother Hospital, a 300-bed hospital near Calicut is being taken over for O&M with 140 beds ready for launch in first quarter of FY23. There is also a likely brown field expansion coming up attached to Aster MIMS, Calicut in an adjacent hotel which shall add additional 70 beds to the existing 680 capacity beds. These projects adding 210 beds will cost only 40 Cr. We are coming up with a 200-bed multispecialty tertiary care greenfield hospital on a leased land at Kasargod in Kerala at a cost of Rs. 140 Cr., to be completed within the next 2 years. In terms of capacity expansion at our existing hospitals, we are planning additional 100 beds in Aster MIMS Kannur for which land has already been procured.*

*Aster Labs, our diagnostics vertical, continues to enhance its presence in both Karnataka and Kerala. As of 31st December 2021, there are 8 satellite labs and 57 patient experience*

centers, and 1 reference lab. We have an aggressive growth plan for this vertical and aim to reach 33 labs and around 400 experience centers by the end of FY 23. As of 31<sup>st</sup> December 2021, Alfaone Retail Pharmacies Private Limited (ARPL), the entity that runs 'Aster Pharmacy' under brand license agreement, was operating 90 pharmacies: 69 in Karnataka, 13 in Kerala and 8 in Telangana. ARPL plans to reach around 130 pharmacies by the end of this financial year and around 300 pharmacies by the end of FY23."

**Commenting on Aster's Digital Health journey, Ms. Alisha Moopen, Deputy Managing Director, Aster DM Healthcare, said:**

"Our Digital journey at Aster is continuing along the planned trajectory. We are steadfast to leverage our digital foray to provide comprehensive patient care. Our App, 1 Aster shall be the primary omni-channel mode of engagement and shall allow us a unique integrated view of the patient care across healthcare touchpoints. We launched our 1.1 version in this quarter, yet again a limited launch as we enhance the feature set. Our patient base on the app has been rising. This period also saw our repeat customer count doubling in a span of 3 months.

We are also launching a Data Lake Digital initiative across Aster. This cross verticals data lake is to leverage native data across our verticals and shall help in unlocking cross-vertical opportunities and engagement. This shall have use cases across marketing, clinical and operations. This is planned to be undertaken in the next couple of quarters as we work towards engaging with technology partners.

Data integration besides unlocking various opportunities immediately, will also support and enable the 1Aster online engagement platform, where you will have e-pharmacy, tele consults, home diagnostics, home care all converging. Teleconsultation is already live, and pharmacy will be enabled next in Q4. We shall then have diagnostics and home care being launched over the next few quarters. With this, Aster will have a truly unique omni-channel health platform for its patients and will be a true differentiator for Aster in the UAE. We also plan to replicate this omni-channel care model in core markets of India, post successful launch in the UAE, in a phased approach."

## About Aster DM Healthcare

Aster DM Healthcare Limited is one of the largest private healthcare service providers operating in GCC and in India. With an inherent emphasis on clinical excellence, we are one of the few entities in the world with a strong presence across primary, secondary, tertiary, and quaternary healthcare through our 27 hospitals, 118 clinics, 323\* pharmacies, 9 labs and 57 patient experience centers in seven countries, including India. We have over 24,300 plus dedicated staff including 3,110 doctors and 7,063 nurses across the geographies that we are present in, delivering a simple yet strong promise to our different stakeholders: "We'll treat you well." We reach out to all economic segments in the GCC states through our differentiated healthcare services across the "Aster", "Medcare" and "Access" brands.

*For more information about us, please visit [www.asterdmhealthcare.com](http://www.asterdmhealthcare.com) or contact:*

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\* Including 90 Pharmacies in India operated by Alfaone Retail Pharmacies Private Limited under brand license from Aster.

**DISCLAIMER:** *Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Aster DM Healthcare will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*