

Aster DM Healthcare FY2019 revenue up 18 % to Rs. 7,963 crore, EBITDA up 41% at Rs 863 crore

Strong traction delivered in top line and EBITDA numbers

Kochi, May 28, 2019: Aster DM Healthcare, one of the largest private healthcare service providers in multiple GCC states and an emerging healthcare player in India, today announced its financial results for the quarter & full year ended March 31, 2019.

The Company recorded a net profit of Rs. 335 crore for the full year ending March 31, 2019. This represents a year-on-year increase 140% when compared to an adjusted PAT of Rs. 139 crore in full year ending March 31, 2018.

For the quarter ending 31st March 2019, revenue from operations increased by 23% to Rs. 2,201 and EBITDA increased by 33% to Rs. 350 crore. The Company recorded a net profit of Rs. 209 crore for the quarter ending March 31, 2019. This represents a year-on-year increase when compared to an adjusted PAT of Rs. 145 crore registered in the same quarter of 2018 which is an increase of 44%.

Sustained revenue growth has resulted from its existing operations that includes 24 hospitals, 114 clinics and over 219 pharmacies in nine countries, including India.

The Company's strong growth is a reflection of its focus on quality healthcare, the strength of its diversified healthcare offerings and a strong thrust on enhancing efficiencies.

Financial Performance Highlights

Performance Review for Q4FY19 vs. Q4FY18

- Revenue from operations improves by 23% to Rs. 2,201 crore compared to Rs. 1,784 crore
- EBITDA (excluding other income) increases by 33% Y-o-Y to Rs. 350 crore compared to Rs. 263 crore
- PAT (adjusted for exceptional income in previous year) increases to Rs. 209 crore compared to Rs. 145 crore

Performance Review for FY19 vs. FY18

- Revenue from operations improves by 18% to Rs. 7,963 crore compared to Rs. 6,721 crore
- EBITDA (excluding other income) grew by 41% Y-o-Y to Rs. 863 crore compared to Rs. 613 crore
- PAT (adjusted for exceptional income in previous year) increased by 140% to Rs. 335 crore compared to Rs. 139 crore

Commenting on the performance for Q4 & FY19, Dr. Azad Moopen, Chairman, Aster DM Healthcare, said:

"We are very happy to report strong growth at both the top line and EBITDA level. All hospitals in the GCC and India are performing well and new hospitals in India are also doing better than expected.

In line with our asset light focus, work at all our new hospital pipeline projects both in GCC and India are progressing well. We are optimistic however that all these facilities will achieve swift break even on the back of increasing occupancy and better utilisations..

The quarter under review has been our best quarter in the year under review with seasonality too playing to our favour. "

Segmental Performance

Hospitals

Aster DM Healthcare's Hospital network consists of 12 hospitals in GCC states and 12 multi-specialty hospitals in India. Our hospitals in India are located in Kochi, Calicut, Kottakkal, Wayanad, Bengaluru, Kolhapur, Vijayawada, Guntur, Hyderabad & Ongole and are generally operated under the "Aster", "MIMS", "Ramesh" or "Prime" brands.

Revenues increased by 22% to Rs. 3,969 crore in FY19 from Rs. 3,241 crore in FY18. EBITDA (excluding other income) increased by 37% from Rs. 364 crore in FY18 to Rs. 501 crore in FY19. The EBITDA margin was at 12.6% in FY19 compared to 11.3% in FY18. This performance was driven by addition of new specialties, services and increase in beds.

Clinics

We are one of the largest and most widespread network of clinics across the Middle East. The Aster DM network has 114 clinics in total with 106 clinics in GCC states and 8 clinics in India.

Clinics have been critical in developing Aster's brand salience, principally in new locations and geographies. Clinics act as a referral for Aster hospitals. Clinics also crucial for pharmacies and most pharmacies are integrated with clinics, which ensure higher footfalls and faster breakeven. The asset light nature of clinics along with higher return ratios has helped Aster expand its network of clinics rapidly without impacting its balance sheet.

Revenues for GCC clinics increased by 14% to Rs. 1,990 crore in FY19 from Rs. 1,748 crore in FY18. EBITDA for GCC clinics increased 50% from Rs. 210 crore in FY18 to Rs. 315 crore in FY19. The EBITDA margin was at 15.9% in FY19 compared to 12% in FY18. This performance was driven by ramp up in new clinics set up in GCC states in the recent past and increase in footfalls from existing clinics.

Pharmacies

We are the largest pharmacy chain in the GCC with 219 retail stores including 186 in UAE, 7, 11, 6, 7 and 2 in Kuwait, Jordan, Qatar, Oman and Bahrain respectively. An improving product mix combined with exclusive tie ups and strong associations with various pharma companies have all resulted in a healthy profitability profile. Revenues increased by 21% to Rs. 2,178 crore in FY19 from Rs. 1,798 crore in FY18. EBITDA increased 20% from Rs. 186 crore in FY18 to Rs. 223 crore in FY19.

Medical Excellence Highlights

Since inception, Aster DM Healthcare has been in continuous pursuit to push boundaries of excellence in health care and cater to the needs of patients, thereby setting global benchmarks in the field of medicine and patient care. It has accomplished numerous milestones and performed several surgeries that were "firsts". Mentioned below are some of the significant achievements, in the quarter under review, that are a testament to our clinical excellence:

- Doctors at Aster MIMS in Calicut, Kerala successfully performed their 500th Kidney transplant at the hospital
- Aster CMI Hospital in Bengaluru became the first in Asia to use normothermic machine perfusion to revitalise organs before transplantation in a liver transplant case
- Doctors at Aster Ramesh Hospital in Vijaywada, in a rare device closure procedure saved a 40-day old baby suffering from severe pulmonary arterial hypertension along with Aortopulmonary window, an uncommon congenital cardiac defect
- A benign tumor that weighed 4.5 KG was removed from the thoracic cavity of a patient by the Cardiac team at Aster MIMs Hospital in Calicut, Kerala
- An Obstetrics and Gynaecology Consultant at Aster Sanad Hospital delivered a baby on-board a flight from Saudi to Philippines
- Aster CMI Hospital has performed Ace Split liver transplant for a 32 month old baby
- Aster MIMS Calicut performed successful heart surgery for a Somalia patient diagnosed with severe valvular pulmonary stenosis, small hypertrophic right ventricle. He was rejected from other hospitals because of high risks
- Medcare announced the launch of its new "virtual health assistant" chatbots, Mira & Leo which are set to revolutionise the way patients in the UAE region access healthcare services. The two new health assistants use advanced AI algorithms to learn about the patient in order to personalise responses and give accurate information in real-time. The chatbots were named by our patients through an online contest, so they have a real sense of ownership on this project
- Bone marrow transplant for a 13 year old girl suffering from rare complement deficiency genetic disease C1q at Aster CMI, Bangalore
- Aster Pharmacy introduced Fréche - a leading French skincare brand with a legacy of over 70 years
- For the first time in Dubai, a Single Incision Colorectal Laparoscopic Surgery was performed in Aster Hospital, Al Qusais

Awards and Service Excellence Highlights

The Company has received several endorsements; some of which were:

- Dr. Azad Moopen, Founder Chairman & Managing Director of Aster DM Healthcare, received the Lifetime Achievement Award at the Gulf Indian Leadership Summit 2018
- Aster Ramesh Hospitals in Vijayawada, Guntur received
 - The AHPI healthcare award in 2018
 - Platinum Grading in Pharmacie De Qualite' by Bureau Veritas in 2018
 - The Asian Hospital Management Award for innovation in healthcare technology
- Dr. Azad Moopen- Founder Chairman and Managing Director of Aster DM Healthcare won the Business Leader of the Year Award for Healthcare at the Gulf Business Awards 2018
- Alisha Moopen- Executive Director and CEO- Hospitals and Clinics GCC at Aster DM Healthcare won the Rising Star Award at the Asian Business Leadership Forum 2018, the Woman Game Changer of the Year Award at the Global Women in Leadership Economic Forum 2018. She has also won the Woman of the Year Award in the Achiever's Category from Emirates Women Magazine
- Six hospitals of Aster DM Healthcare group were recognised with Association of Healthcare Providers (AHPI) India Awards 2019
 - Excellence in Community Engagement award given to two Aster hospitals: Aster Aadhar, Maharashtra and Aster WIMS, Wayanad, Kerala
 - Quality beyond Accreditation conferred to Aster Medcity, Kochi and Nursing Excellence award received by Aster MIMS, Kozhikode.
 - Medcare Multi-Specialty Hospital, Al Safa and Medcare Women and Children's Hospital, won 'Quality beyond Accreditation' and 'Patient-friendly' award respectively.
- Aster DM Healthcare won four Dubai Business Excellence Awards
 - Medcare Hospital receives Dubai Quality Award, while Medcare Orthopaedics & Spine Hospital presented with the Dubai Quality Appreciation Award
 - Aster Clinic wins the Dubai Quality Appreciation Award, while Aster Pharmacy receives the Dubai Service Excellence Awards under the Health & Wellness category

Corporate Social Responsibility (CSR) Highlights

Around 1,035,791 lives were touched till date through the initiatives undertaken by Aster Volunteers Global Programme and the Aster DM Foundation, since the inception of "Aster Volunteers" programme in 2017. The programme aims to bridge the gap between people, who would like to help with those in need. Around 8,300 volunteers have enrolled till date. Some of the key highlights till date are:

- Recruitment and support of differently-abled staff: Through this initiative Aster provided employment opportunities and training to differently-abled people.
- Free surgeries and investigations: Aster offered free investigations, treatments and surgeries to patients in need.
- Basic Life Support (BLS) Awareness: To impart first responder training Aster collaborated with the local government, organizations and institutions across all the countries we are present in.
- Blood Donation Drive: A commitment to facilitate the donation of blood units across countries of operation

- Disaster Management and Refugee Support Programme: Aster extended our support to victims of humanitarian crisis by providing essential aid such as food, medical care, nutritional supplements, clothes and other necessities.
- Free Medical and Wellness Camp- Aster extended support to communities with basic medical checkup and further treatment facilities, thus facilitating wellness to the needy.
- Mobile medical services: 193613 individuals treated through Aster volunteers' mobile medical camps
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- Aster Homes project: On the occasion of World Habitat Day, Aster contributed towards construction of new houses and repair damaged houses of flood affected victims in the state of Kerala. Since the day the flood hit Kerala our Aster Volunteers have been the first responders to provide aid and healthcare support and have been working tirelessly to help people in need.

Few results achieved as listed below:

- 108 differently-abled people recruited, 27,408 benefitted through free surgeries and free investigations, 1,50,358 No. of people trained to provide BLS, 9,844 - No. of People assisted through blood donation 422,694 - No. of victims treated through 3061 medical camps, 233,488 - No. of people have benefitted through the aid programme in Somali Land, Jordan, Bangladesh and Kerala, 1,50,000 - Food packets distributed in Africa, 26,400 - Food packets distributed in Bangladesh, 6,147 Benefitted through Medical Camp at Jordan, 300+ Participants took part in interactive wellness sessions and availed of free health checkups provided by Aster Volunteers in Al Amal 2.0, Rs. 15 crore Aster Homes Fund announced to build 250 homes for the flood victims. 40 Remote villages in India covered through mobile clinics, , 60,523 - No. of People benefitted through early disease detection and Cancer screening centres in Kerala 5,67,566, Free dialysis done through 11 community dialysis centres in Kerala

Highlights of key initiatives taken in 2018-19 by Aster DM Foundation

- To address the healthcare service gap in Odisha, India, Aster donated an ambulance and provided healthcare services to the tribal community in the hilly station at Jubo Panchayat.
- In Dubai, UAE, Aster supported local NGOs including Al Jalila foundation and Al Noor Foundation to provide healthcare initiatives. Also, Dr. Moopen has worked as an advisor on medical research activities for Al Jalila Foundation
- Aster reaches out to people affected by humanitarian crisis in Africa, Afghanistan, Bangladesh, Nepal, Jordan (Syria), and in Indian regions like Chennai and Kollam.
- Through Aster DM Healthcare's facilities, subsidized and free Pediatric Cardiac Surgery programme to children is provided.

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About Aster DM Healthcare

Aster DM Healthcare Limited is one of the largest private healthcare service providers operating in multiple GCC states and is an emerging healthcare player in India. With an inherent emphasis on clinical excellence the Company is one of the few entities in the world with a strong presence across primary, secondary, tertiary and quaternary healthcare through its 24 hospitals, 116 clinics and 219 pharmacies. These are manned by our 18,700+ employees from across the geographies that we are present in, delivering on a simple yet strong promise to its people: “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 or contact:

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