

Aster DM Healthcare Q3 FY23 Results

**Consolidated revenue from operations up 20% YoY to Rs. 3,192 Crs
EBITDA up 13% YoY to Rs. 449 Crs. and PAT (Post NCI) at 139 Crs.**

**India revenue from operations up 25% YoY to Rs. 771 Crs., EBITDA up
13% YoY to Rs. 115 Crs. and PAT (Post NCI) at Rs. 30 Crs.**

Bangalore, February 14, 2023: 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, 2022.

KEY HIGHLIGHTS OF THE QUARTER

- Operational Revenue increased by 20% Y-o-Y to Rs. 3,192 Crs. compared to Rs. 2,650 Crs. in Q3 FY 22.
- The core business without Covid testing and vaccination revenue has seen an increase of 30% in Q3 FY 23 compared to Q3 FY 22. Revenue of Q3 FY 22 included Rs. 207 Crs. of Covid testing and vaccination related revenue in GCC which was a high margin business and contributed to 8% of total revenue in that quarter.
- EBITDA (excluding other income) was at Rs. 449 Crs. as compared to Rs. 397 Crs in Q3 FY 22. Excluding losses due to new hospitals, EBITDA stands at Rs. 468 Crs.
- PAT (Pre- Non-Controlling Interest) was at Rs. 159 Crs. compared to Rs. 168 Crs. in Q3 FY 22. Adjusting for losses due to new hospitals, PAT (Pre- Non-Controlling Interest) was at Rs. 200 Crs.

KEY HIGHLIGHTS OF THE PERIOD (FY23 9M)

- Operational Revenue increased by 15% Y-o-Y to Rs. 8,671 Crs. compared to Rs. 7,525 Crs. in 9M FY 22
- The core business without Covid testing and vaccination revenue has seen an increase of 24% in 9M FY 23 compared to 9M FY 22. Revenue of 9M FY 22 included Rs. 652 Crs. of Covid testing and vaccination related revenue in GCC which was a high margin business and contributed to 9% of total revenue in that period.
- EBITDA (excluding other income) was at Rs. 1,060 Crs. as compared to Rs. 1,021 Crs in 9M FY 22. Excluding losses due to new hospitals, EBITDA stands at Rs. 1,123 Crs.
- PAT (Pre- Non-Controlling Interest) was at Rs. 293 Crs. compared to Rs. 355 Crs. in 9M FY 22. Adjusting for losses due to new hospitals and one-time other income, PAT (Pre- Non-Controlling Interest) was at Rs. 385 Crs.

Commenting on the performance for Q3 FY23, Dr. Azad Moopen, Founder Chairman and Managing Director, Aster DM Healthcare, said:

“Aster India continues to have excellent growth and is slated to grow further in the coming years. Some of our hospitals have reached almost full capacity and we are adding new beds in such areas. We are also setting up new hospitals in the geographies where Aster is the leading brand. The work on the new 200-bed Aster Hospital Kasaragod has begun. We are also in the process of adding 100 beds in Aster Hospital Kannur and 100 beds in Aster Medcity, Kochi. The work on the Phase-II 275 bed Aster Whitfield hospital in Bengaluru is nearing completion and we shall soon be starting the construction of Phase-I 350 bed Aster Capital Hospital in Trivandrum.

One of the strategies we adopted is to add more beds by O&M-Asset Light model to take healthcare to the suburban areas without incurring cost. In the last quarter we added 150 beds at Tirupathi, Andhra Pradesh and we are adding another 100 beds this quarter in G Madegowda Hospital in Mandya, Karnataka. The total number of beds added this FY in 3 asset light hospitals is 390 beds.

As on 31st December 2022, we have a total of 239 ‘Aster Pharmacy’ branded retail stores (105 in Karnataka, 72 in Kerala, 60 in Telangana, and 2 in Andhra Pradesh), which are operated by Alfaone Retail Pharmacies Private Limited ('ARPPPL').

The Aster Labs has established its presence in Karnataka, Kerala, Maharashtra, Tamil Nadu, Andhra Pradesh, and Telangana. As of 31st December 2022, there are 2 reference labs, 18 satellite labs, and 157 patient experience centres.”

Commenting on Aster’s New Business Initiatives, Ms. Alisha Moopen, Deputy Managing Director, Aster DM Healthcare, said:

“Aster Pharmacy, the retail arm of Aster DM Healthcare, has entered a strategic partnership with UAE’s largest online food delivery and q-commerce platform Talabat to bring prescription medicines directly to the front door of patients in Dubai. The partnership is designed to save consumers time and money in line with Dubai’s vision to provide the highest quality of specialized and accessible health care to its community members by pursuing efficiency, appropriate allocation and utilization of resources.

Our foray into digital health with myAster has seen significant traction in the third quarter. We are ranked the #1 free medical app in the UAE, across both App Store and Play Store. Both Consultation and ePharmacy services that are live on the platform saw significant growth during this time. This is owing to the improvements that we rolled out on the platform across - smoother appointment booking flows, quicker search, conversion focused product listing and product detail pages - all of which were done based on consumer research and feedback we obtained in our pilot days.”

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 30 hospitals, 125 clinics, 496* pharmacies, 20 labs and 157 patient experience centers in seven countries, including India. We have over 29,100 plus dedicated staff including 3,820 doctors and 8,299 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 or contact:

<p>Investor Relations Department Aster DM Healthcare investors@asterdmhealthcare.com</p>	<p>Lavanya Mandal Head of PR and Internal Communication Aster DM Healthcare Tel: +971 52 8126577 lavanya.mandal@asterdmhealthcare.com</p>
---	---

* Including 239 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.