

**Max Healthcare reports yet another quarter of stellar performance**

**Network<sup>1</sup> Revenue grew by 14% YoY to INR 1,779 Cr,  
Operating EBITDA grew by 12% YoY to INR 471 Cr and  
PAT for the quarter grew by 26% YoY to INR 338 Cr**

**Key Highlights of Q3 Performance**

- **Gross Revenue** stood at **INR 1,779 Cr** for **Q3 FY24**, +14% growth YoY
- **Network Operating EBITDA** was **INR 471 Cr**, growth of +12% YoY
- **Operating Margin** stood at **27.9%** versus 28.3% in Q3 FY23 and 28.7% in Q2 FY24
- **EBITDA per bed<sup>2</sup>** improved to **INR 75.6 lakhs** in Q3 FY24, from INR 66.9 lakhs in Q3 FY23 and INR 75.0 lakhs in Q2 FY24
- **PAT** grew by 26% YoY to **INR 338 Cr** in Q3 FY24 Vs INR 269 Cr in Q3 FY23 and INR 338 Cr in Q2 FY24
- **Cash from Operations<sup>3</sup>** was **INR 226 Cr** in Q3 FY24, of this **INR 137 Cr** was spent towards ongoing capacity expansion projects & **INR 97 Cr** was paid as dividend; **Net Cash<sup>4</sup>** as on Dec 31, 2023 stood at **INR 1,295 Cr**
- Bed occupancy in Q3 FY24 stood at 73% and OBD's were lower by ~1% YoY
- **ARPOB<sup>5</sup>** improved to **INR 76.8k** in Q3 FY24 vs. INR 66.8k in Q3 FY23 and 74.6K in Q2 FY24
- **Free treatment** provided to **36,695 patients in OPD and 1,249 patients in IPD** from the economically weaker sections
- YoY growth in EBITDA was impacted due to movement in provision for doubtful debts, reversal of provision for Phantom Stock Plan in Q3 FY23, GST costs on variable fees and one-time litigation costs, with overall impact of ~INR 25 Cr on like-to-like basis

**Delhi, January 31, 2024: Max Healthcare Institute Ltd.** (MHIL, 'the Company'), one of the largest private sector healthcare services companies in India, announced its financial and operating results for the three months ended December 31, 2023, today.

Network gross revenue was INR 1,779 Cr, reflecting a growth of +14% YoY. Increase in ARPOB (+15% YoY) majorly contributed to the revenue growth while Occupied Bed Days (OBD) were lower by 1% due to decline in admissions of patients suffering from vector borne diseases in Q3 FY24 compared to corresponding period last year.

Network Operating EBITDA stood at INR 471 Cr compared to INR 419 Cr in the corresponding quarter last year (Q3 FY23), reflecting a growth of +12% YoY. Operating EBITDA margin stood at 27.9% for the quarter, compared to 28.3% in Q3 FY23 and 28.7% in Q2 FY24. EBITDA per bed<sup>2</sup> during the quarter improved to INR 75.6 lakhs, registering a growth of +13% YoY and +1% QoQ.

Profit after tax (PAT) for the quarter stood at INR 338 Cr compared to INR 269 Cr in Q3 FY23 and INR 338 Cr in Q2 FY24.

Cash flow from operations<sup>3</sup> stood at INR 226 Cr during the quarter, of which INR ~137 Cr was spent on capacity expansion projects and INR 97 Cr was distributed as dividend. Net Cash<sup>4</sup> surplus at the end of Dec 2023 stood at INR 1,295 Cr, compared to INR 1,303 Cr at the end of Sept 2023.

(1) Network includes the Company, its subsidiaries, managed hospitals and partner healthcare facilities | (2) Based on Operating EBITDA per OBD (annualised) and excludes Max Lab operations | (3) After Interest, tax, working capital changes and replacement capex | (4) After considering term loans, cash credit & put option liability. (5) Excludes revenue from Max Lab operations

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Max Shalimar Bagh, which saw a capacity expansion of 122 beds, reported a YoY Revenue & EBITDA growth of 36% & 42% respectively with an average occupancy of 74%.

International patient revenue grew by +25% YoY. In Q3 FY24, the share of international patient revenues stood at 9.4% of the hospital revenue.

Max Lab (non-captive pathology vertical) reported gross revenue of INR 34 Cr during the quarter, recording a growth of +20% YoY.

Max@Home gross revenue during Q3 FY24 was INR 44 Cr, a growth of +24% YoY.

The group executed a share purchase agreement to acquire healthcare undertaking consisting of 550-bedded Sahara Hospital located at Gomti Nagar, Lucknow, UP on a slump sale basis. This inorganic expansion will further strengthen Max Healthcare's presence in the most populous and fast-growing state of Uttar Pradesh. The group expects to consummate the transaction in Q4 FY24.

### **Nine Months ended December 31, 2023**

For the nine months ended Dec 2023, the Network gross revenue stood at INR 5,325 Cr representing a growth of 16% YoY over the corresponding period last fiscal.

Network Operating EBITDA during the period grew by 17% YoY and stood at INR 1,404 Cr. Further, the Operating margin for the period was 27.8% compared to 27.5% in corresponding period last year.

Commenting on Q3 results, **Mr. Abhay Soi, Chairman and Managing Director, Max Healthcare Institute Ltd.**, said:

*"We continue to witness positive trends on all parameters like ARPOB, EBITDA per bed, etc. even during this quarter, translating into revenue and profitability growth, despite expected softness in occupancies due to festive season. Further, our entry into central UP through acquisition of Sahara Hospital will strengthen our presence in Northern India and will act as a stepping stone in growing Max Healthcare's presence in the region."*

### **Financial and Operational Highlights**

INR Cr	Three Months ended			Growth		Nine Months ended		Growth
	Dec 23	Dec 22	Sept 23	YoY	QoQ	Dec 23	Dec 22 <sup>1</sup>	YoY
Gross Revenue	1,779	1,559	1,827	14%	(3%)	5,325	4,599	16%
Net Revenue	1,689	1,478	1,732	14%	(2%)	5,049	4,353	16%
Operating EBITDA	471	419	497	12%	(5%)	1,404	1,199	17%
Margin <sup>2</sup> %	27.9%	28.3%	28.7%			27.8%	27.5%	
PAT	338	269	338	26%	0%	966	765	26%
Net Cash/(Debt) <sup>3</sup>	1,295	372	1,303			1,295	372	

(1) Excluding one-time gain on reversal of deferred tax liability (net) of INR 244 Cr in Q2 FY 23 | (2) As a percent of net revenue | (3) After spend of INR 137 Cr towards capacity expansion projects & dividend pay-out of INR 97 Cr in Q3 FY24

**Clinical Update:**

- Till date we have performed **2,600+ Liver Transplants, ~3,890 Kidney Transplants & 1,750+ Bone Marrow Transplants**
- Collaborated with ImmunoACT to launch CAR-T cell therapy, NexCAR19, for B-cell malignancies at Max Hospital Vaishali. The collaboration shall soon extend to all major Max Hospitals.
- Successfully performed an **open heart congenital cardiac surgery** thus saving the life of a 34 year old patient with **extra heart chamber (DCRV)** at Max Hospital Patparganj
- Performed the World's 1st Desensitization Protocol for Infant **ABOi** (ABO incompatible – against the blood group) Living Donor Liver Transplantation at Nanavati – Max
- Successfully implanted **Cardiac contractility modulation (CCM) device** to manage the **patient's poor heart pumping** at Max Hospital Gurgaon

**Research and Academics:**

- Published 90 articles in high impact journals during Q3 FY24
- MoU signed with the IIT Delhi and BITS Pilani for exploring and implementing evidence based innovative solutions to address healthcare challenges
- ~120 clinical trials and 22 grant studies ongoing across the Network Hospitals
- ~70 MBBS students currently pursuing a two-year clinical rotation in collaboration with Lincoln American University and BIU
- Total DNB residents across the network is ~500 currently

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### About Max Healthcare:

*Max Healthcare Institute Limited (MHIL) is one of India's largest hospital chains (considering only income from healthcare services) in fiscal 2023. It is committed to the highest standards of medical and service excellence, patient care, scientific and medical education.*

*MHIL has major concentration in North India consisting of a network of 17 healthcare facilities. Out of the total network, eight hospitals and four medical centres are located in Delhi and the NCR and the others are located in the cities of Mumbai, Mohali, Bathinda and Dehradun. The Max network includes all the hospitals and medical centres owned and operated by the Company and its subsidiaries, partner healthcare facilities and managed healthcare facilities. These include state-of-the-art tertiary and quaternary care hospitals at Saket, Patparganj, Vaishali, Rajendra Place, and Shalimar Bagh in Delhi NCR and one each in Mumbai, Mohali, Bathinda and Dehradun, secondary care hospital in Gurgaon and Day Care Centres at Noida, Lajpat Nagar and Panchsheel Park in Delhi NCR and one in Mohali, Punjab. The hospitals in Mohali and Bathinda are under PPP arrangement with the Government of Punjab.*

*In addition to its core hospital business, MHIL has two SBUs - Max@Home and Max Lab. Max@Home is a platform that provides health and wellness services at home and Max Lab offers diagnostic services to patients outside its network.*

**Max Healthcare Institute Ltd. (NSE Symbol: MAXHEALTH, BSE scrip code: 543220)**

For more information, visit [www.maxhealthcare.in](http://www.maxhealthcare.in) or please contact:

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