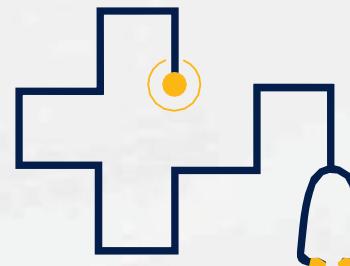
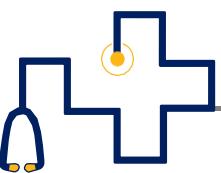




Apollo Hospitals Enterprise Limited



Investor Presentation
September 2025



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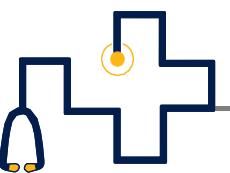
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India's Largest Integrated Healthcare System



Clinical Pioneers



Attractive Industry Opportunity



Strong Financial & Operational Track Record



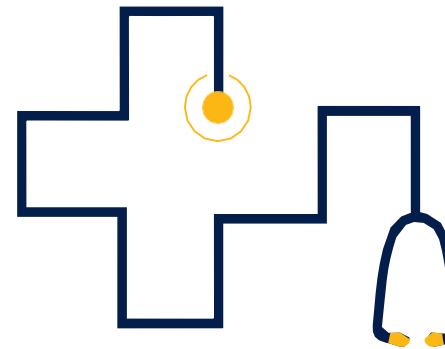
Prioritizing ESG



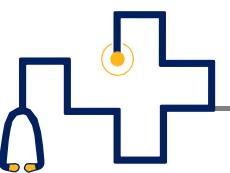
Sustainability at Apollo Hospitals



Annexure

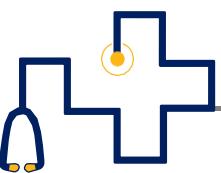


India's Largest Integrated Healthcare System



India's Largest Integrated Healthcare System





Largest Hospital Chain in India

73 hospitals
10,200 beds
10,000+ doctors



Largest Offline Pharmacy in India

6920+ stores in 1200+ cities and towns
>2x second largest Indian pharmacy⁽²⁾
~300mn+ transactions p. a.



India's Leading Retail Healthcare Network

300 primary clinics, 254 dental clinics, 79 sugar clinics, 34 birthing centers, 161 dialysis centers, 23 surgery centers, 2,422 diagnostic collection centers



3rd Largest Private Health Insurer in India

Fastest insurer to reach break-even point
Divested to **HDFC ERGO**



Created Unmatched Capabilities in Offline Healthcare Delivery

Any other player trying to replicate will take many years and huge investments, without guaranteed success



Built the Apollo Brand

Synonymous with quality and trust – most important factors in healthcare in India – while transcending healthcare delivery formats



Inimitable Consumer Insights

The Group understands consumer dynamics very well, having successfully created multiple consumer-centric healthcare businesses



Created Significant Shareholder Value

6x increase in market capitalization in last 10 years for listed AHEL; new businesses added to AHEL have contributed significant value



Successful Partnerships

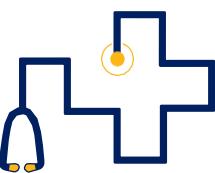
Worked successfully with several partners, including APAX partners, Schroders, Munich Reinsurance, IHH, General Atlantic, Mitsui, among others on a long term basis



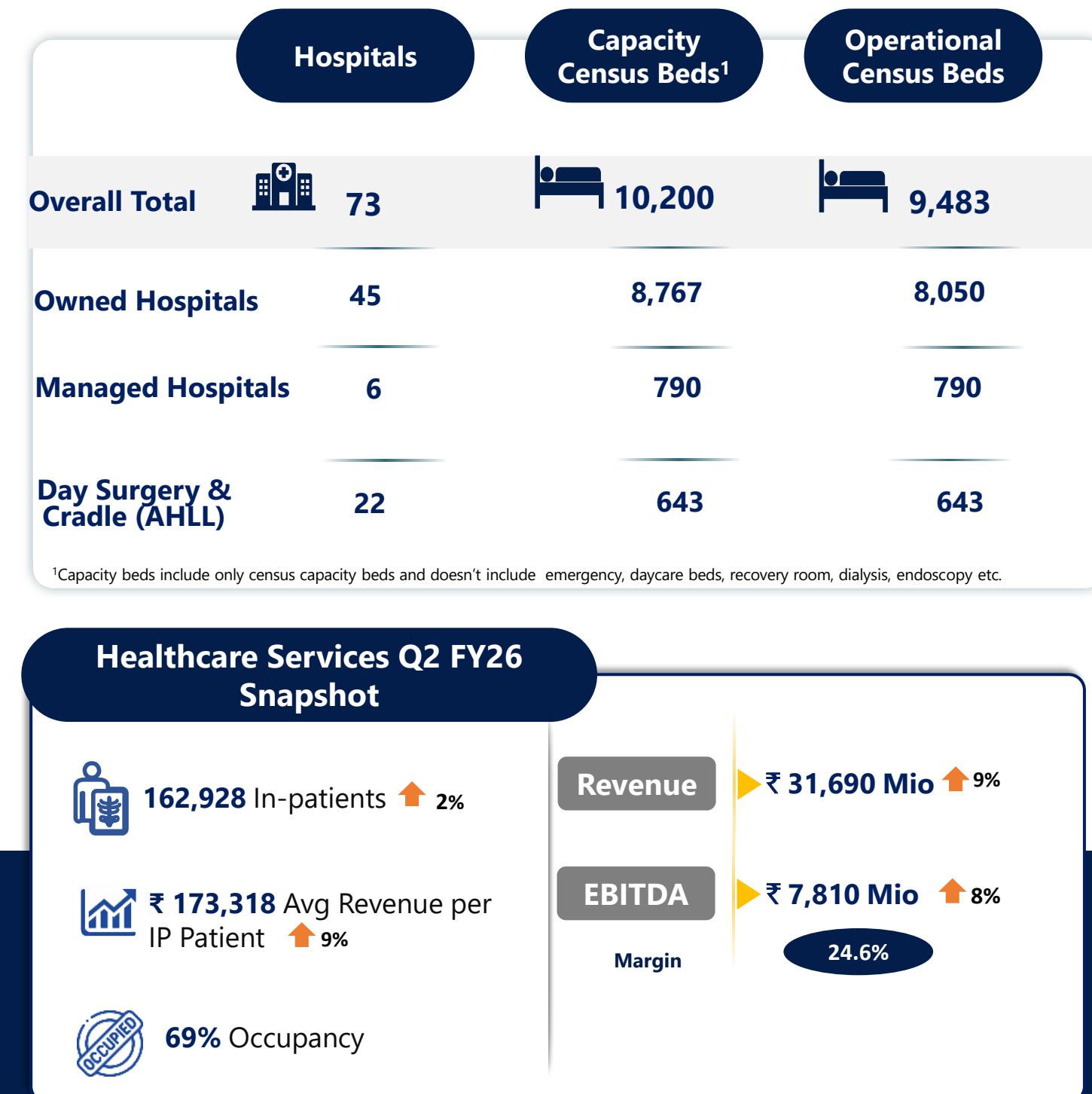
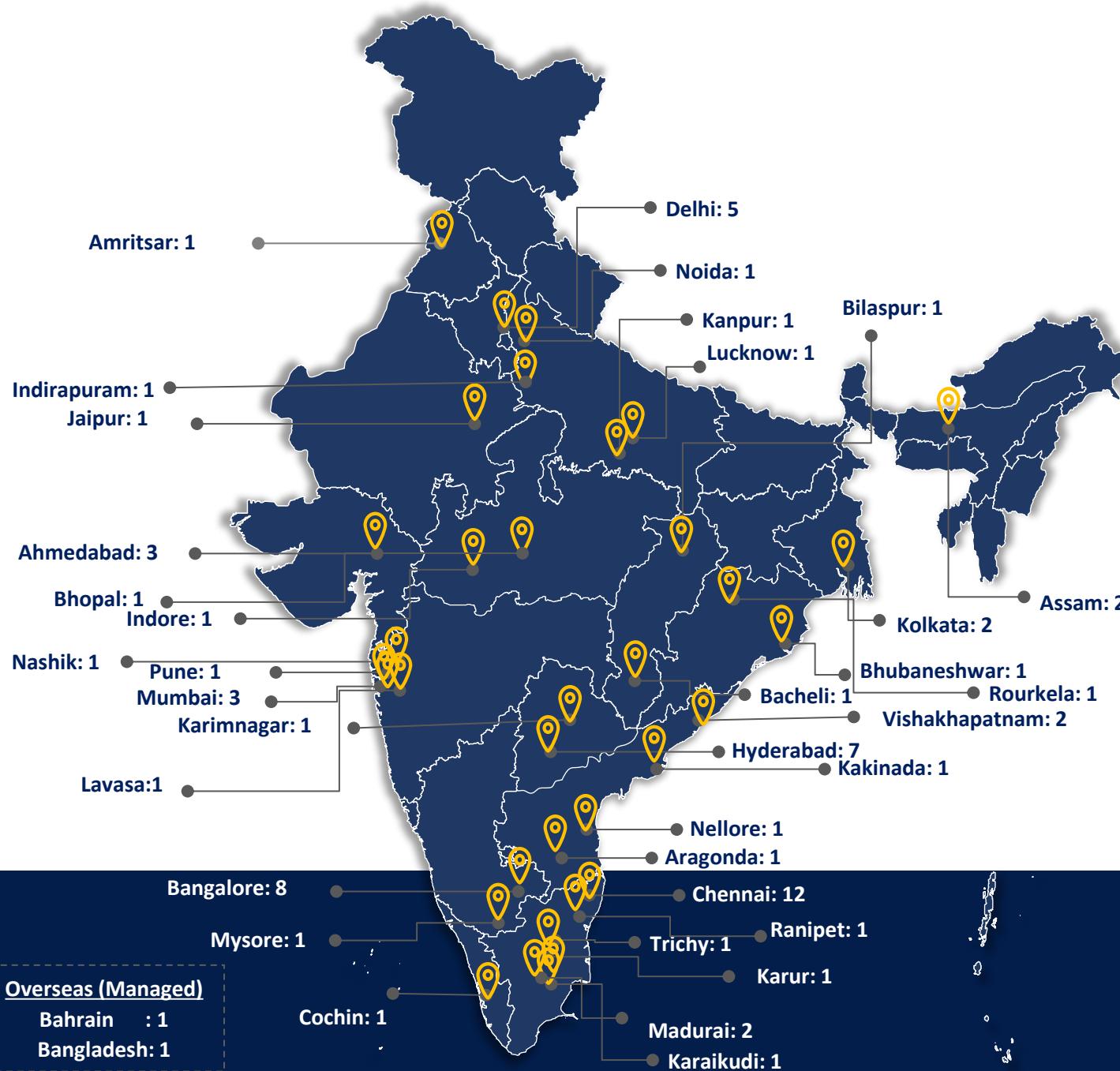
Indian Government Recognition

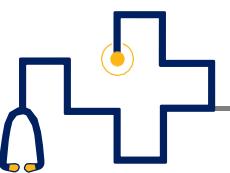
Dr. Prathap Reddy, Founder Chairman, has been conferred 'Padma Vibhushan', India's second highest civilian award for significant contribution to India healthcare

² By number of stores.



Largest Pan India Hospital Chain





AHLL: Retail Health

Apollo Health & Lifestyle Ltd



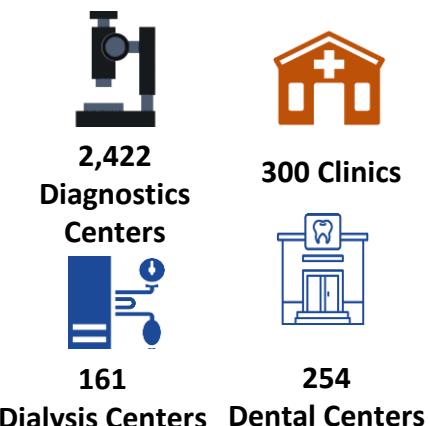
Out-of-Hospital care

- Outpatient Clinics
- Diagnostics
- Day Surgery centers
- Single Specialty Facilities :- Dialysis, Sugar and Dental

Organizing the unorganized

- Pathology – Organized chains represent only ~30%
- Mother and Child, Specialized Surgical Centers
- IVF Centers

AHLL Q2 FY26 Snapshot



Revenue ₹ 4,739 Mio 17%

EBITDA ₹ 500 Mio 21%

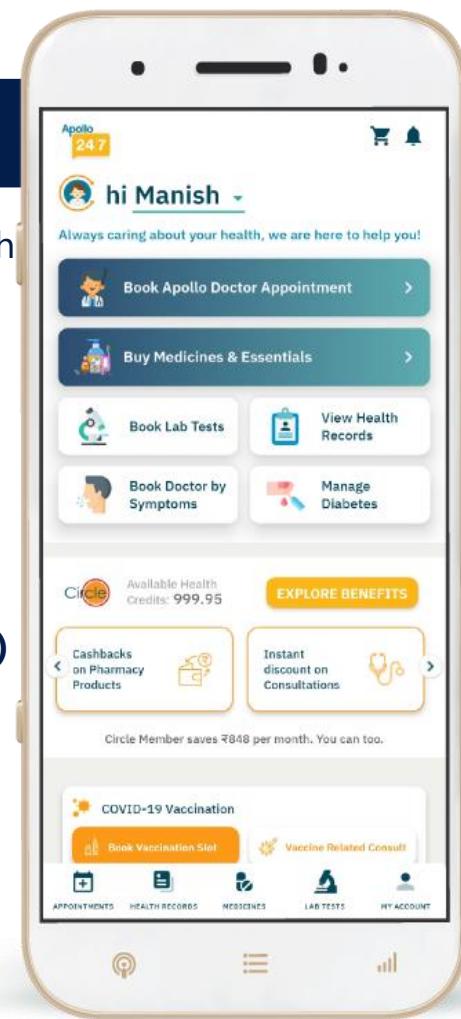
Margin 10.6%

Significant **opportunity to grow** the primary care and diagnostics businesses Plays a vital role in last-mile care delivery, and in ensuring continuum of care for the consumer

Apollo HealthCo Ltd

Offline Pharmacy Distribution

- **India's largest Organized Pharmacy Platform** with presence in ~1,200+ cities/ towns spread across 22 States and 5 union territories.
- **6,928 Operating Stores** as on 30th Sep 2025.
- **Serving ~ 9.1 lacs customers** 24 x 7 everyday.
- **Private and Generic Label sales at 16.5% (offline) for Q2 FY26.**



Apollo 24|7

Unmatched Size

- **44 Mn.+ Registered Users – 9.5 Lacs Daily Active Users**
- Serving consumers through **network of 6,928 pharmacies**

Industry-leading Growth at scale

- Platform GMV: INR 723 Cr. in Q2FY26, growth of 16% over Q2 FY25

Full stack digital healthcare platform

- First-in-class AI enabled technologies including India's first Clinical Intelligence Engine

Apollo Telehealth*

- Provides **comprehensive remote healthcare services**.
- Offers **specialized telehealth solutions** like **24/7 Tele-Emergency** and **Tele-Consultancy**.
- Expands access to **healthcare in distant regions**, improving quality of life.
- Operates and maintains Mobile Medical Units/ Mobile Health Units, Patient Facilitation Centres, Digital Dispensaries, and is also engaged in organizing Screening Camps and development of Diagnostic Centres for setting up healthcare awareness programs

*Division of AHEL

Health Co Q2 FY26 Snapshot



6,928
Outlets



~15.25%
Omni Private
label / Generic
sales

Revenue

₹ 26,606 Mio  17%

EBITDA

₹ 2,361 Mio  26%
(excl 24|7 operating cost & ESOP)

Margin

8.9%



Virtual Doctor Consultation



Online Booking : Hospitals
& Diagnostics



Online Medicine delivery



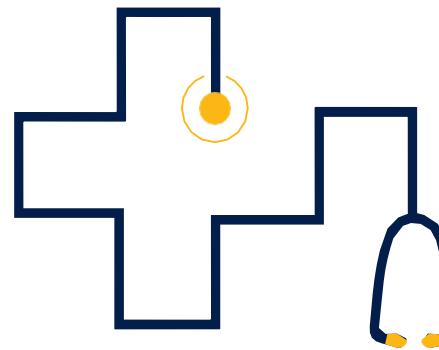
Health Insurance



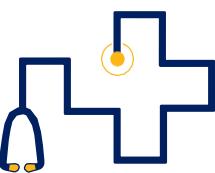
Patient e-health records



Condition management



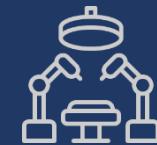
Clinical Pioneers



Clinical pioneers bringing in tectonic shifts in the healthcare industry



Bringing in Latest Technologies First



25 Robotic surgical systems

Largest minimally invasive program in the country



Advanced Diagnostics

First MRI, CT, Pet CT in India
Genome testing – Blood test for early detection of Breast Cancer



G4 Cyber-knife

Asia Pacific's most advanced Cyber Knife® launched at Apollo Cancer Centres, Chennai



Proton therapy for cancer

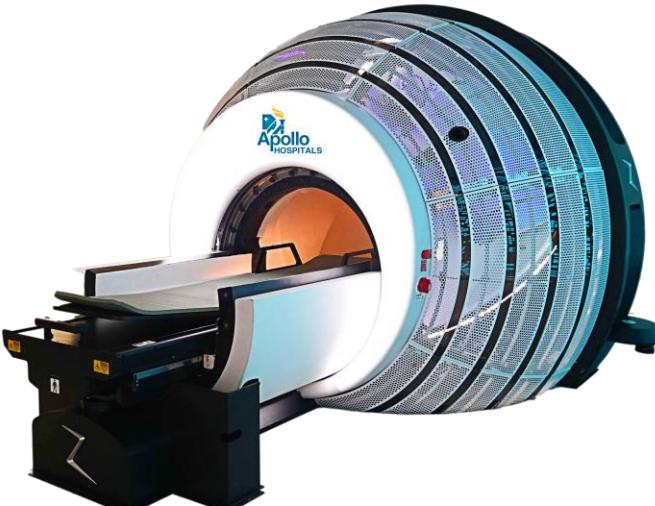
First in South East Asia. 150 bedded Comprehensive Cancer Care Centre



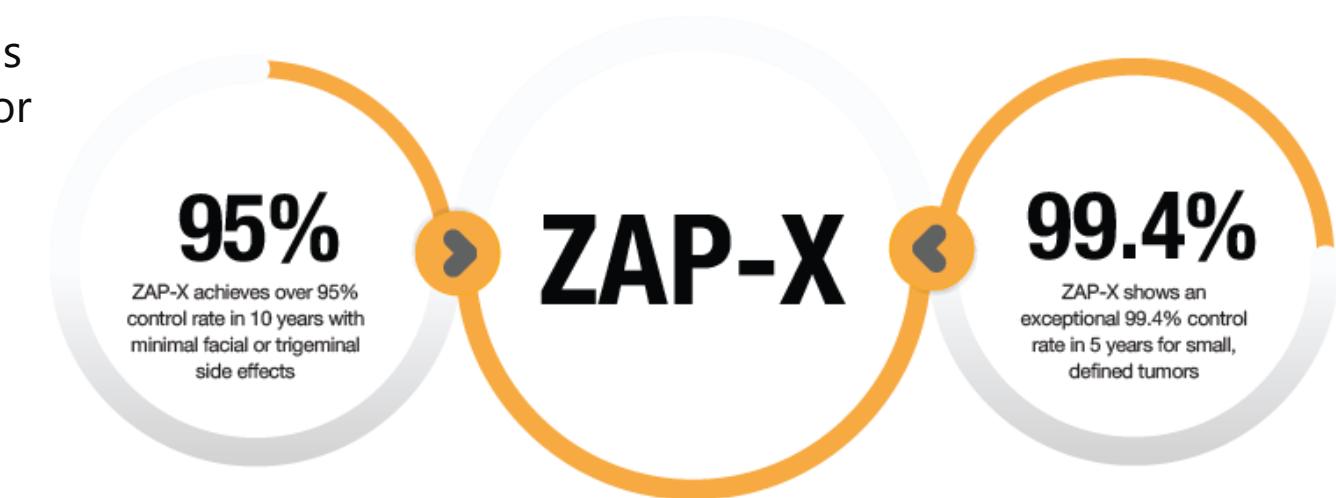
640 slice CT

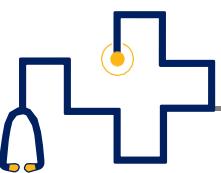
640 slice dynamic multi-detector CT scanner, used in heart, brain and whole body scanning

South Asia's First ZAP-X Gyroscopic Radiosurgery Platform



- ZAP-X Gyroscopic Radiosurgery Platform, is a revolutionary advancement in brain tumor treatment, marking a significant milestone as the first in South Asia to introduce this ground-breaking technology.
- This is new era in brain tumor treatment - offering patients a non-invasive, pain-free alternative with sessions lasting just 30 minutes.





Patient First Mindset



Clinical Excellence

Service Excellence

Execution Excellence



Medically Known for Clinical Excellence

COEs

Outcomes

Quality-Systems & Protocols

Leading in Technology



Patient Care Through Service Excellence

Patient Care Plan

Ward as a unit

Continuum of Care



The Apollo Family

Clinician Engagement

Best places to work

ACP – Medical Community

Innovation



Value for Money

Case Mix

Communication of Value

Resource utilization

Volumes

Revenue

Costs

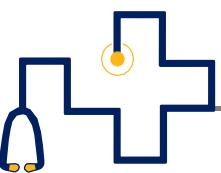
Margins

How we Work?

- AOP & Tool Kits
- Team Spirit
- Focus on the Community
- Fact Based Data – Led Discussions
- 100% Delivery

What we Believe in?

- Preventive Healthcare
- Life is Priceless
- Research & Innovation
- Continuous Learning & Development
- Respect, Reward & Recognition



Quality Framework



Apollo Hospitals Group aims at establishing the highest standards of clinical care and patient safety for all its hospitals irrespective of their location or size.

Zero Harm Initiative

Daily Tiered-Huddle - ground-up reporting of key patient safety parameters from the patient care areas and tiered escalations to Unit, Regional and Group level.

Collaborative inputs from the Medical, Nursing, Quality and Pharmacy Heads are obtained and disseminated across Group Level

Apollo Clinical Excellence 3.0

The Apollo Clinical Excellence (ACE) model is a critical element of our Clinical Quality.. **ACE 3.0 consists of 44 parameters.**

ACE3.0 is a clinically balanced scorecard tracking timely and appropriate interventions, complication rates, mortality rates, one year survival rate, ALOS after major surgery, and Apollo CoEs'

Anti-Microbial Stewardship Program

The Antimicrobial Stewardship Program **aims to optimize the use of antimicrobials to improve patient outcomes, reduce adverse effects, and combat antimicrobial resistance.**

- Point Prevalence Survey
- Digital Tools
 - Hospital Acquired Infection Tracker

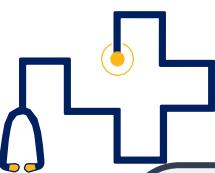
Outcomes Review

Clinical Outcome and Quality Review:

Monthly review of the Mortality cases, infections, unplanned returns to theatre, adverse events & other significant observations.

Integrated Clinical Audit:

The Integrated Clinical Audit aims to evaluate and enhance the quality of care across medical, nursing, and quality, ensuring optimal patient outcomes.



Excellence Driven by Academics, Skilling and Research



Academics

Campus Education

**Medicine | Nursing | Allied Health
Pharmacy | Engineering | Management**

2 Apollo Medical Colleges (AIMSR), Hyderabad and Chittoor

The Apollo University, Chittoor

Apollo Knowledge City, Cheshire, UK

10,500+
Active Students

850+
Faculty

15+
Centres

Diplomate National Board



56 Specialties

26 Centers

1300+ Active Students

6% of India's National Board Trainees

Skilling

Global Workforce Development

Learn, Earn, Excel, Settle or Return

Healthcare sourcing – training – certifying - deploying engine for the world

4000+ Nurses deployed across India, UK, Middle East & Germany

300+ Radiographers deployed across NHS, UK

100+ Specialist Doctors deployed across India and UK

Medvarsity, MedSkills and Apollo Simulation

Medvarsity -Asia's Largest Healthcare Ed Tech

500,000 Alumni | **192** Countries | **250+** Courses

MedSkills

300,000+ Alumni

22 Centres across **19** states

400+ Employee Partners

Apollo Simulation Centre

600+ Courses

7000+ Learners

Research

Research Journals



The official journal of Apollo Hospitals Group

Sage Journals

Quarterly since September 2004

Bimonthly since 2025

Indexed with Directory of Open Access Journals (DOAJ)

10% increase in page views & 20% increase in article downloads from 2024 to 2025

Apollo Research & Innovations (ARI)



1400+ clinical studies

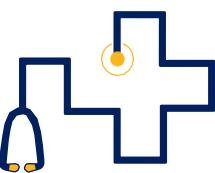
150+ Clinical trial on ground

23 operational sites

14 Device Studies

4 Start-ups Incubated

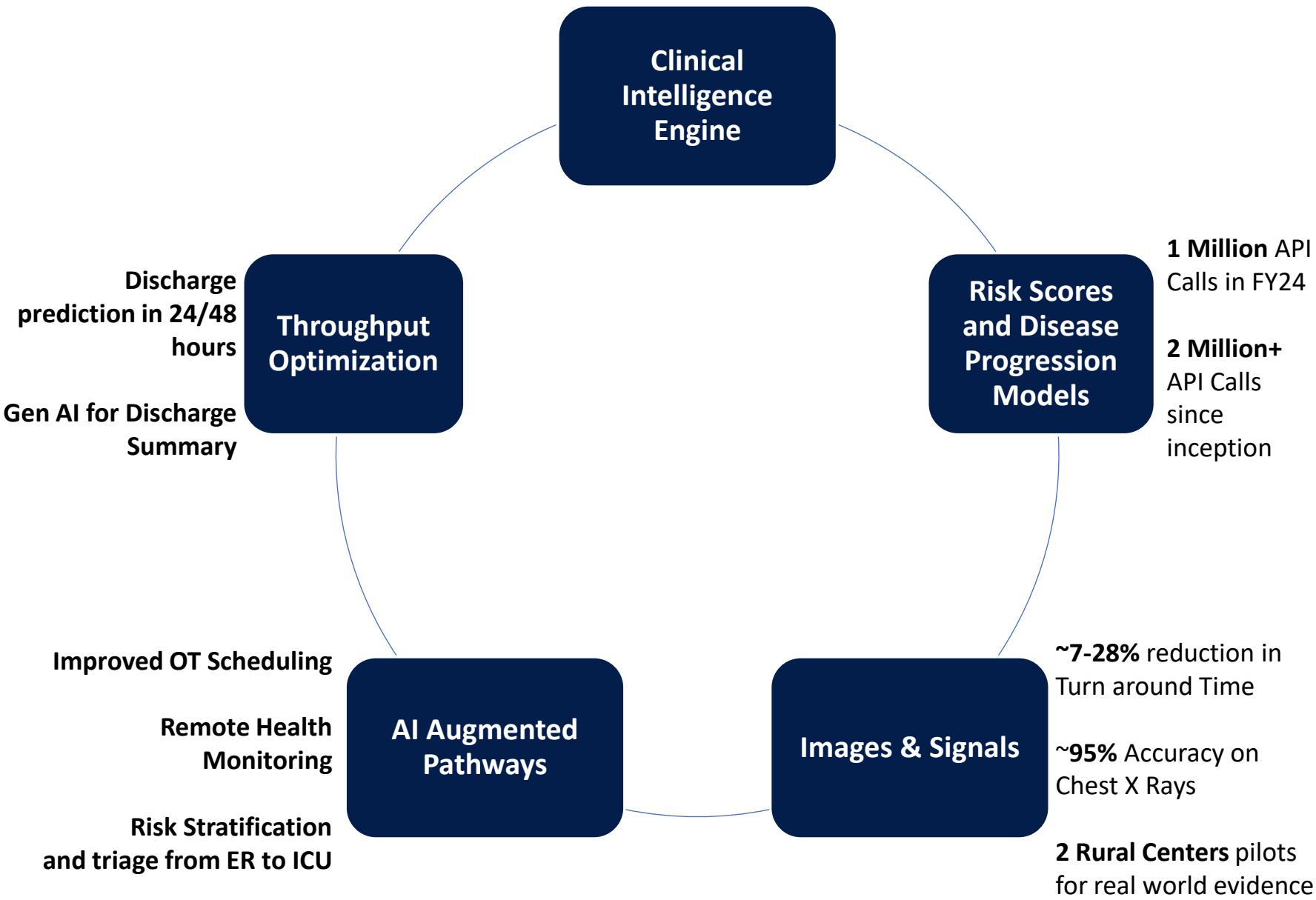
- NABH certified Ethics Committees
- Founder organization for Indian Extracellular Vesicles Society
- Site for ICMR/CDC sponsored AMSP/AMR research projects for over 12 years



Early mover and adopter of advances in Clinical AI



5 Key Themes in AI



In Collaboration with:



UNIVERSITY OF CAMBRIDGE



MONASH University

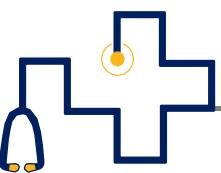


bsi.

SIEMENS Healthineers



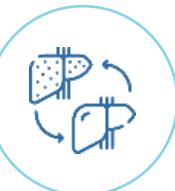
WORLD ECONOMIC FORUM



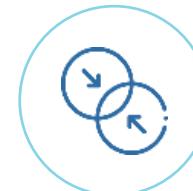
Resulting in Higher Clinical Volumes



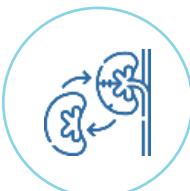
Pioneers in cutting edge treatment



First liver transplant



First combined kidney & Liver transplant



First simultaneous Kidney-Pancreas transplant



First bilateral Minimally Invasive Knee Replacement

Leaders in Clinical Care

8



Joint Commission International



National Accreditation Board for Hospitals & Healthcare Providers
(Constituent Board of Quality Council of India)

37

FY25 Centers of Excellence



~80,000+ Cardiac Procedures¹



~260,000+ Radiotherapy Fractions



~40,000+ Neuroscience Discharges



~1,500 Solid Organ Transplants²



~35,000+ Ortho Surgical Discharges

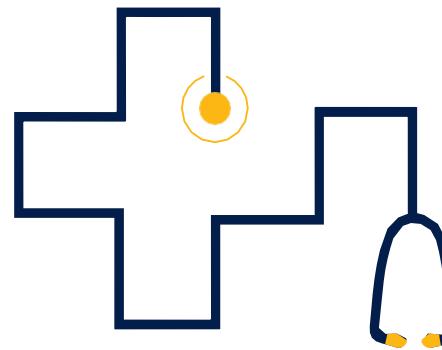


~400 Bone Marrow Transplants

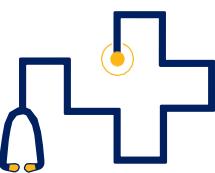


~5,000 Robotic Surgeries

Cardiac Procedures¹ : includes Cardiac Surgery, Cardiac Procedures, Angioplasty and Angiography
Transplant² : Includes Kidney and Liver



Attractive Industry Opportunity



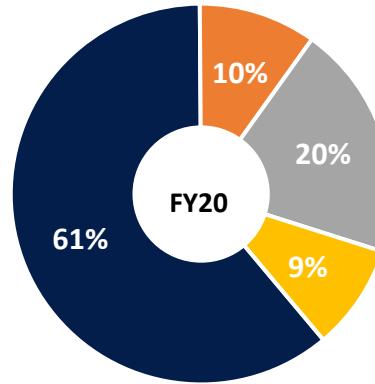
Hugely under-penetrated market with attractive dynamics



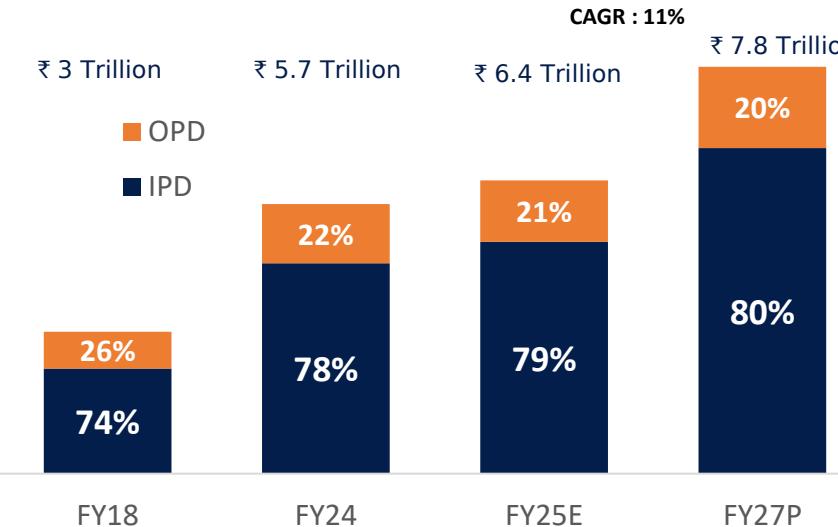
Indian healthcare delivery market poised for robust growth in the medium term

Healthcare delivery landscape includes...

- Hospitals
- Diagnostic
- Domestic Pharmaceuticals
- Medical devices

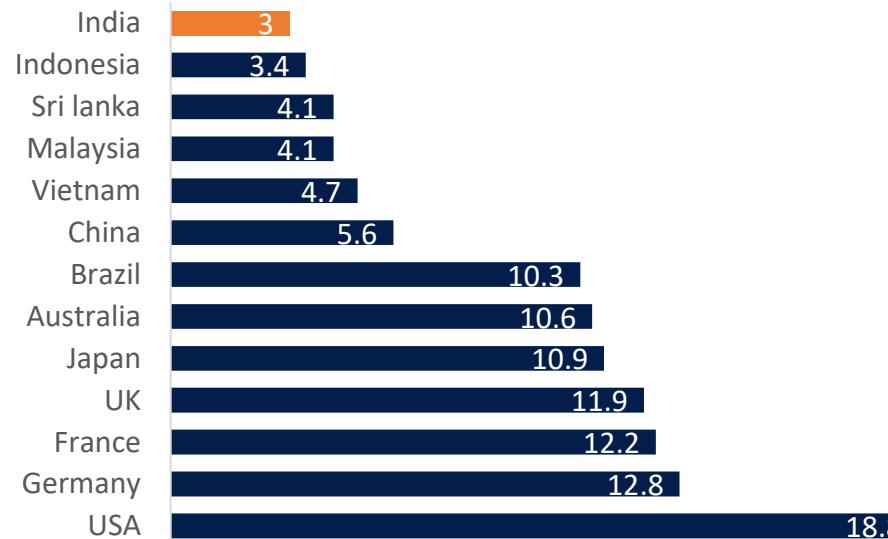


Growing Indian Healthcare Delivery industry



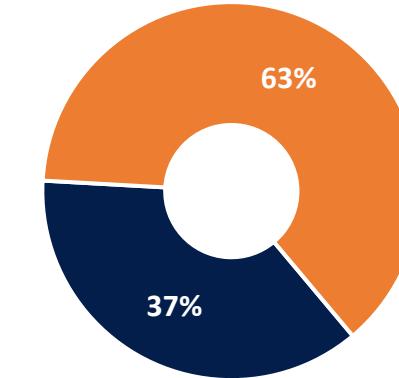
Source: CRISIL MI&A Research Nov-24

India lags peers in healthcare expenditure as % of GDP



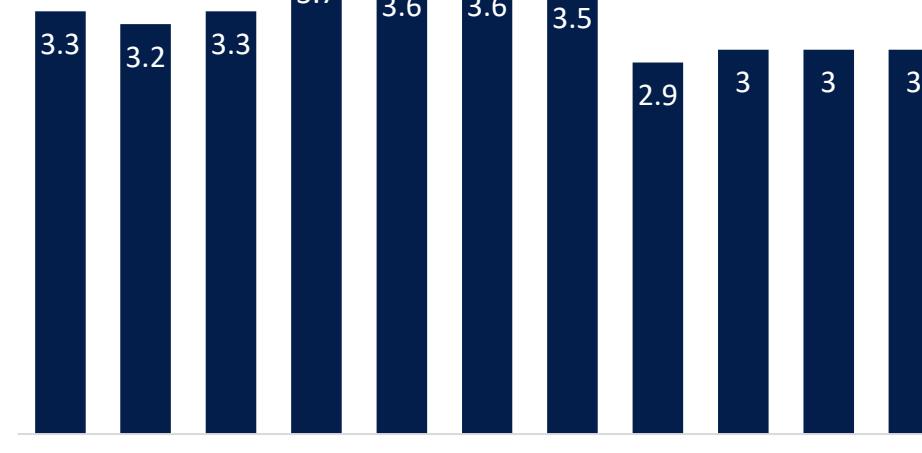
Source: Global Health Expenditure Database accessed in March 2023, World Health Organization; CRISIL MI&A Research

Public healthcare expenditure is low, with private sector accounting for a lion's share



■ Government health expenditure ■ Private health expenditure

India's Current Healthcare Expenditure (CHE) as % of GDP

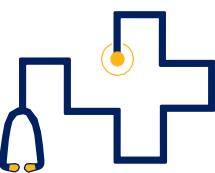


Source: Global Health Expenditure Database accessed in March 2023, World Health Organization; CRISIL MI&A Research

Per capita current expenditure on health in USD (2020)

Country	Per Capita Current Expenditure on Health in USD (2020)
India	57
China	583
Brazil	701
Korea	2,642
Singapore	3,537
United Kingdom	4,926
Japan	4,388
France	4,769
Australia	5,901
Germany	5,930
Canada	5,619
United States	11,702

Source: Global Health Expenditure Database- World Health Organization accessed in March 2023, CRISIL MI&A Research



Unlocking growth opportunities....



The impact of Infrastructure lag and shifting market demands

.....Infrastructure Lag

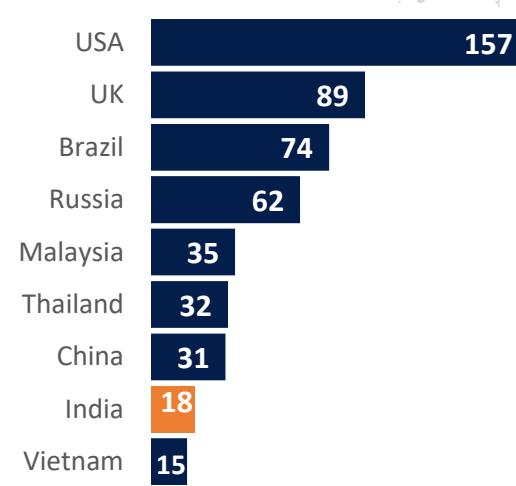
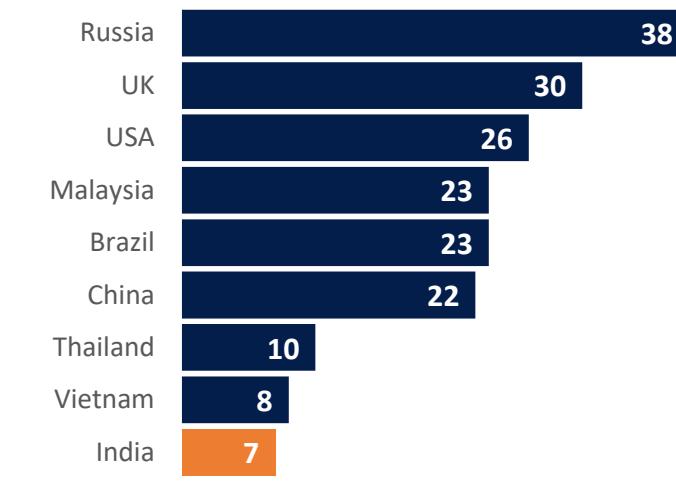
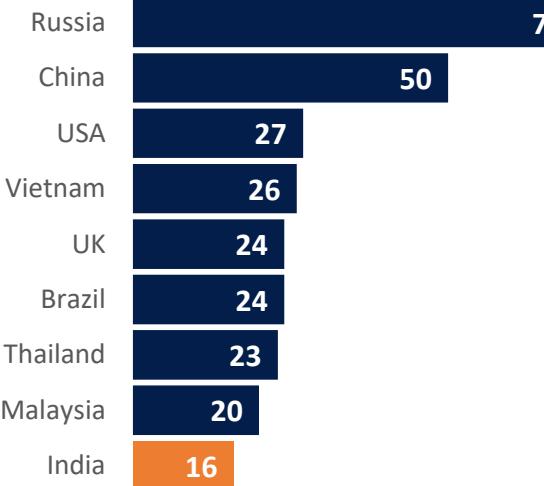
Hospital beds (per 10,000 population)



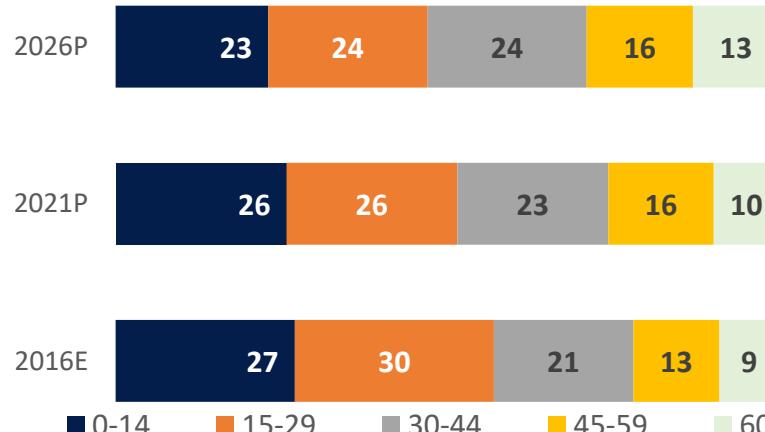
Physicians (per 10,000 population)



Nurses (per 10,000 population)

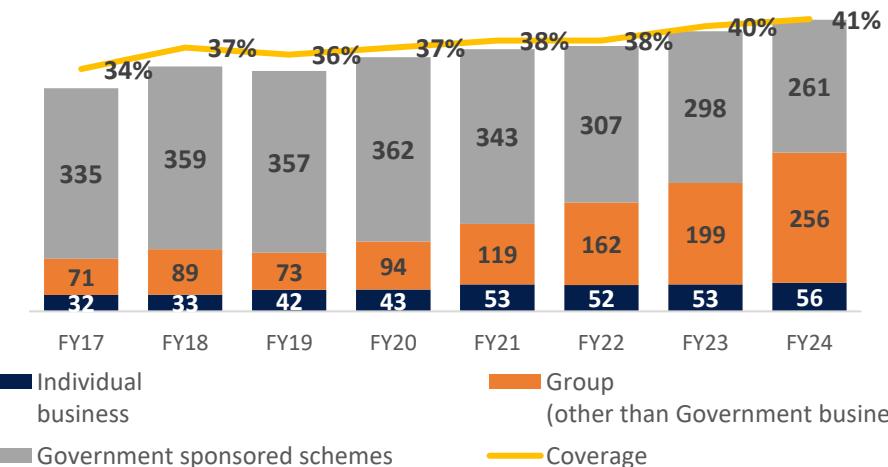


.....aging population

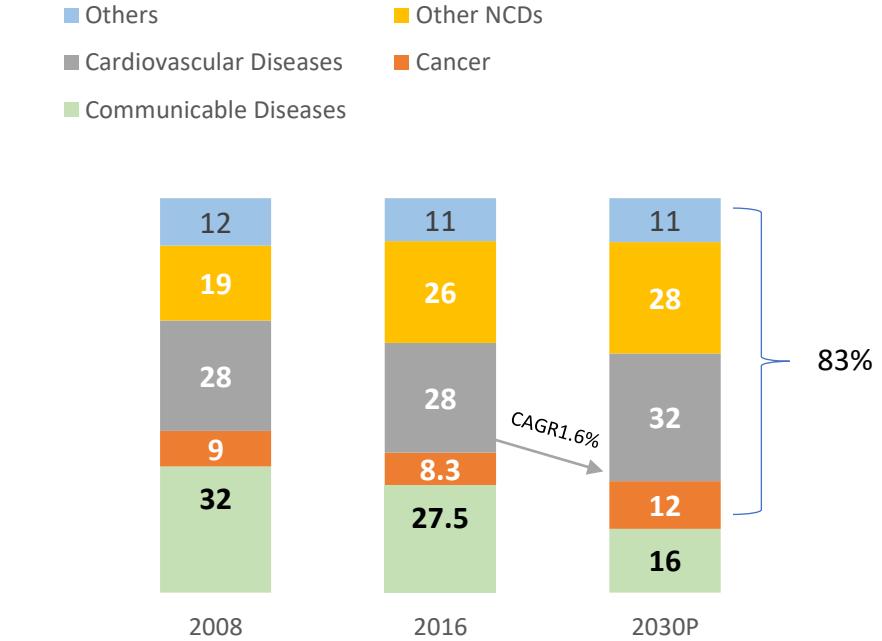


.....expanding Insurance Coverage

Population-wise distribution amongst various insurance business (mn)



.....increasing NCDs



Pradhan Mantri Jan Arogya Yojana adds a demand impetus



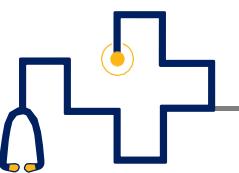
10.74 crs +
Families
Covered



65 million+
Treatments
since
September
2018



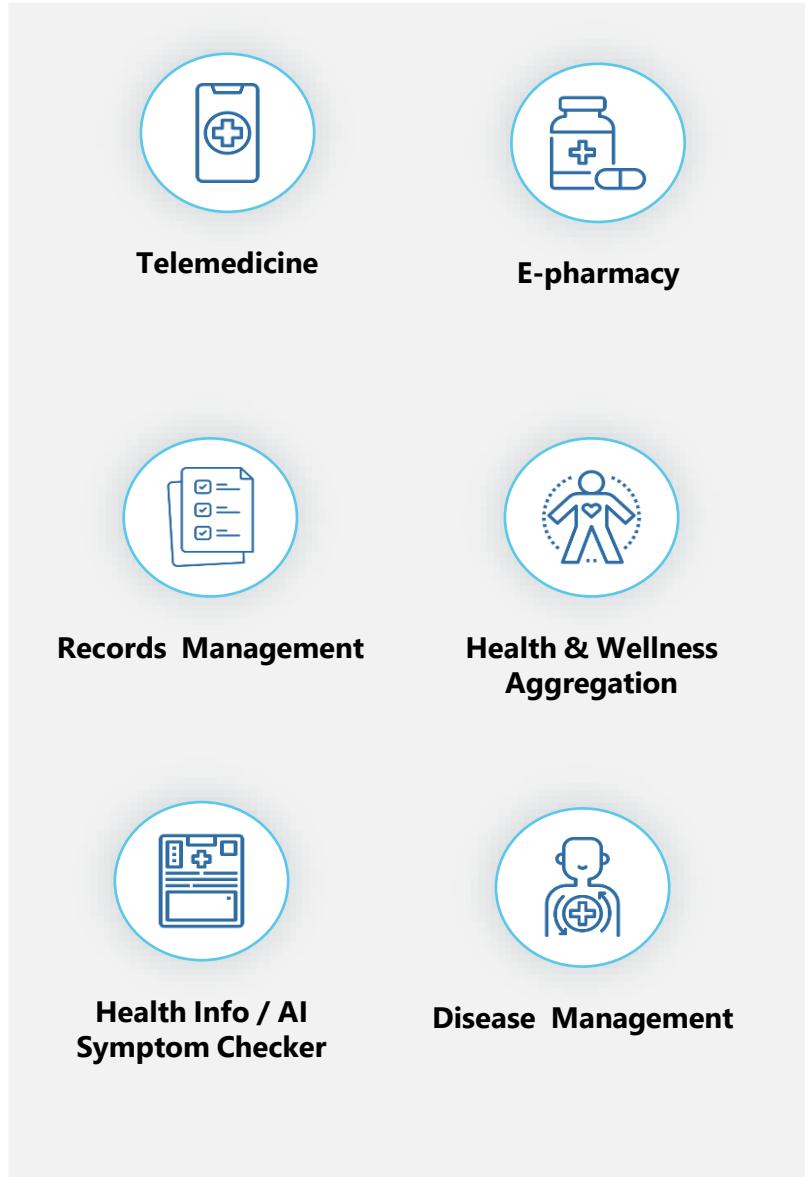
81,979 Crs
Claim
Amount



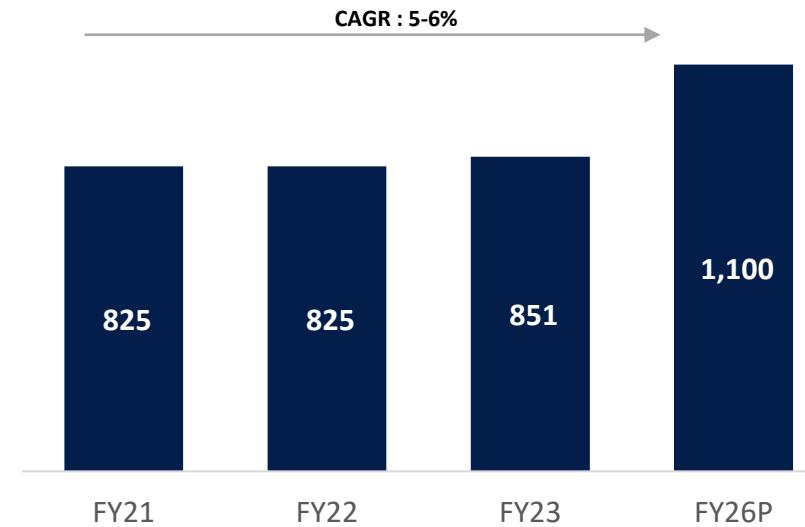
..... Rapid adaption of digital and telecom infrastructure



Emerging technologies in Healthcare delivery



Internet Subscriber's growth....



4G & 5G subscriber base in India (mm)



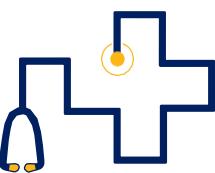
Source: CRISIL MI&A Research July2023

By 2025, Digital Will Transform India's Economy, Sector By Sector

Growth potential



Source: McKinsey Global Institute 'Digital India' report March 2019



“Heal in India” Global hub for medical and wellness tourism



HEAL IN INDIA

Initiative, aims to promote Medical Value Travel in the Country.



The medical tourism market valued at **USD 6 billion in 2020** fiscal year is expected to **double by 2026**



Growth in medical tourism expected primarily due to (i) **Technologically advanced** hospitals (ii) **highly skilled doctors**; (iii) **lower cost** of treatment and (iv) **e-medical** visas (v) **holistic wellness** - traditional healthcare therapies (Ayurveda & Yoga) combined with allopathic treatments



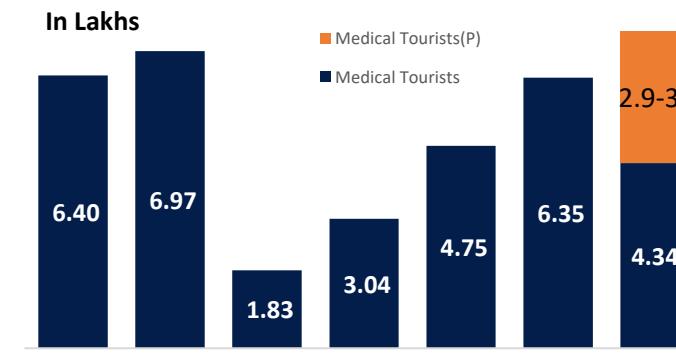
Treatments mostly sought after in India are **high end treatments pertaining to complex ailments** like heart surgery, knee implant, cosmetic surgery and dental care, due to the **low costs of treatments** in India

₹ Medical treatment cost in India + Travel Costs to India

= 1/10

\$ Treatment Cost in US

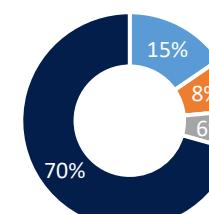
India is fast emerging as a major medical tourist destination



Source: CRISIL MI&A Research Nov2024

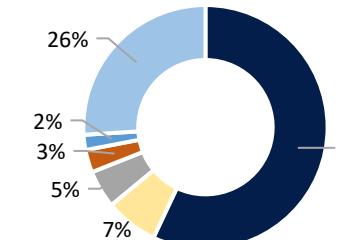
Ailments (US\$)	US	Korea	Singapore	Thailand	India
Hip replacement	50,000	14,120	12,000	7,879	7,000
Knee Replacement	50,000	19,800	13,000	12,297	6,200
Heart bypass	144,000	28,900	18,500	15,121	5,200
Angioplasty	57,000	15,200	13,000	3,788	3,300
Heart valve replacement	170,000	43,500	12,500	21,212	5,500
Dental implant	2,800	4,200	1,500	3,636	1,000

South Asia contributes 70% of MVT volume(2019) (%)

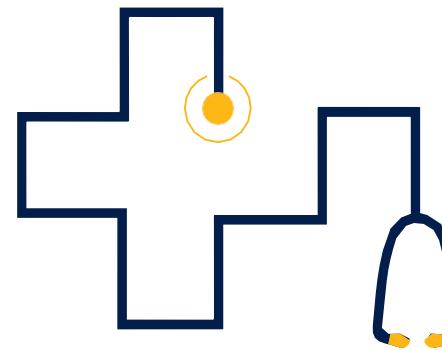


- West Asia
- Africa
- Others
- South Asia

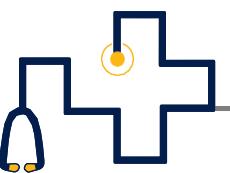
Medical tourists by major country (2019) (%)



- Bangladesh
- Iraq
- Afghanistan
- Oman
- Yemen
- Others



Strong Financial & Operational Track Record



Strong Growth in Revenues across Business



FY25

\$2.55 billion

Consolidated Revenue¹

FY13-FY25

16%

CAGR (Consolidated Rev)

FY13-FY25

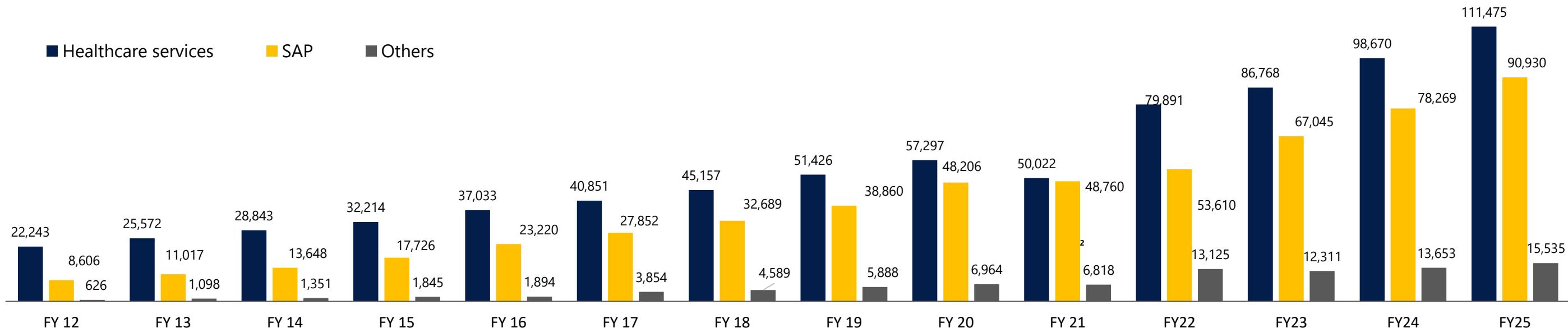
14%

CAGR (HCS incl AHLL)

FY13-FY25

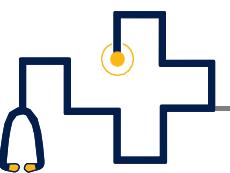
19%

CAGR (Pharmacy)²



Total Consolidated Revenues (1) (₹Mn) | Revenue is net of fees paid to fee-for-service consultants in Hospitals | Revenues of Delhi is not consolidated under Ind AS due to joint control. Others segment above includes AHLL & Apollo Munich till FY15 and post that only AHLL as Apollo Munich is not consolidated.

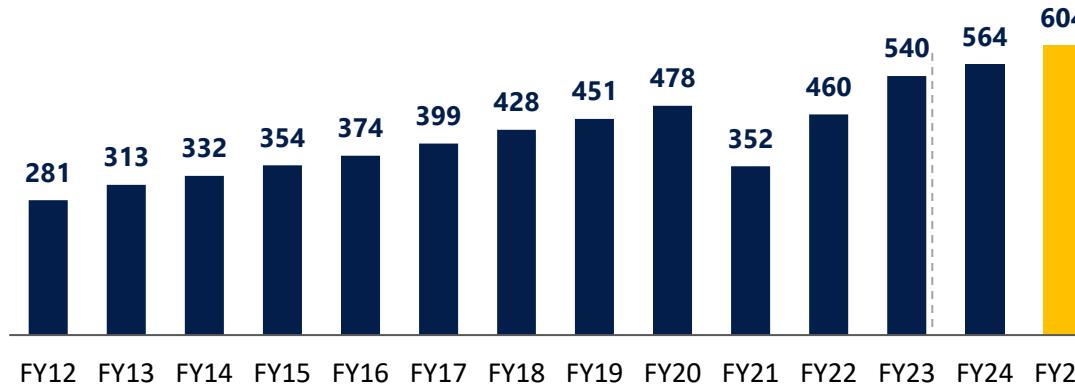
Source: Company audited financials | ² Pharmacy Distribution :- HealthCo from 16th March 2022 | AHLL :- Apollo Health & Lifestyle Ltd



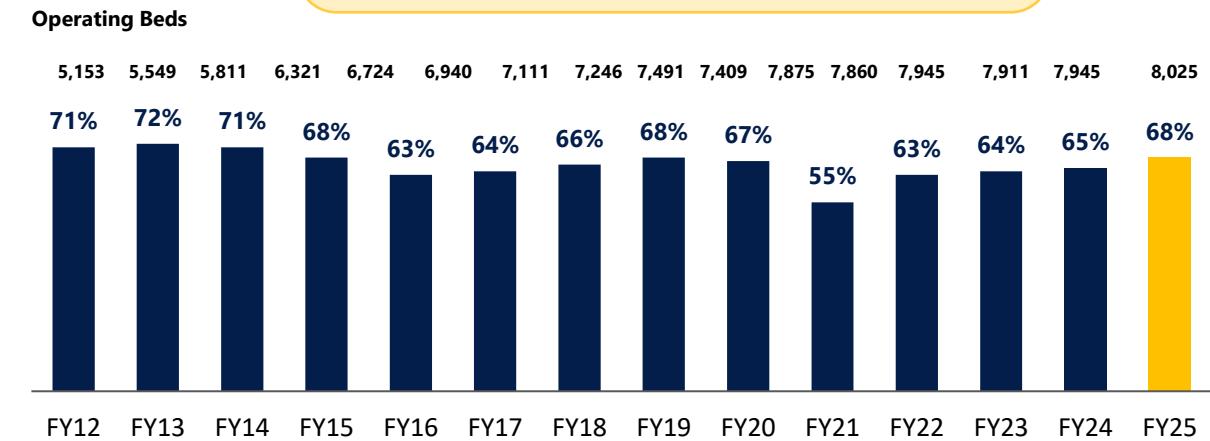
..... Aided by Strong Operating Metrics



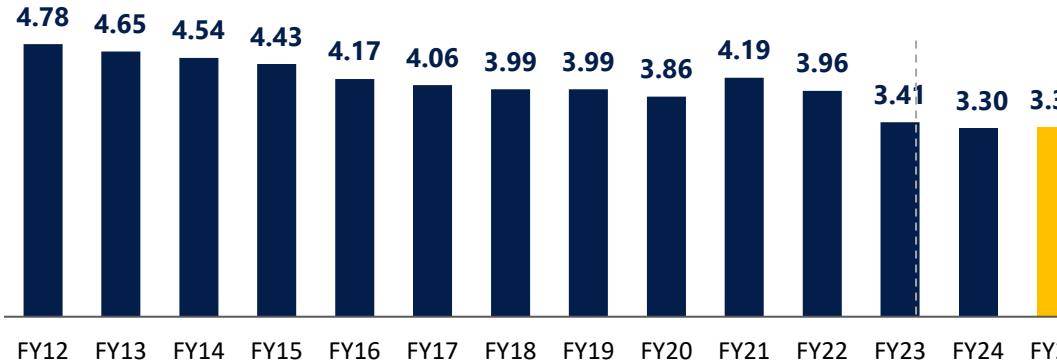
In-patient Admissions ('000)



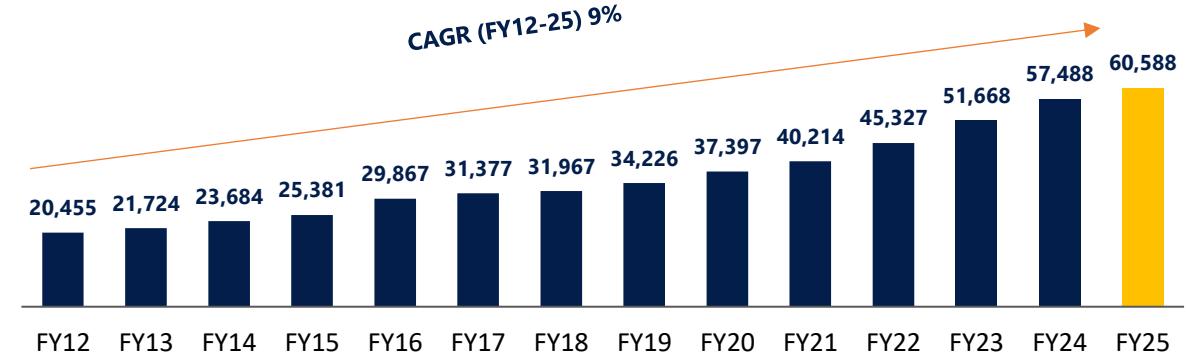
Bed Occupancy Rate⁽¹⁾ %



Average Length of Stay (Days)⁽²⁾



Average Revenue Per Occupied Bed⁽³⁾ ARPOB (₹/Day)



Note: All operating data for owned hospitals.

(1) Bed Occupancy Rate: Total Occupied Bed Days/Total Operating Bed Days. Represents % of available hospital beds occupied by patients.

(2) ALOS represents average number of days patients stay in our hospitals.

(3) ARPOB (Net of doctor fees): Total Hospital Revenue/Patient Days (Total Occupancy in Numbers (Average Daily Census) x No of days).

Source: Company MIS reports

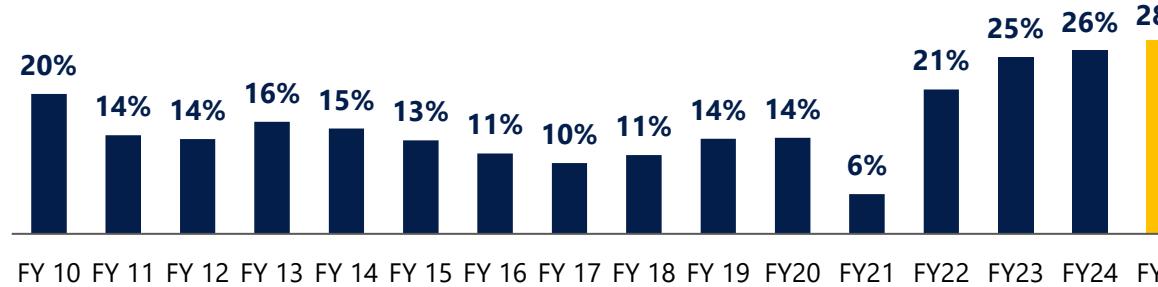


.....and Healthy Return on Capital Employed

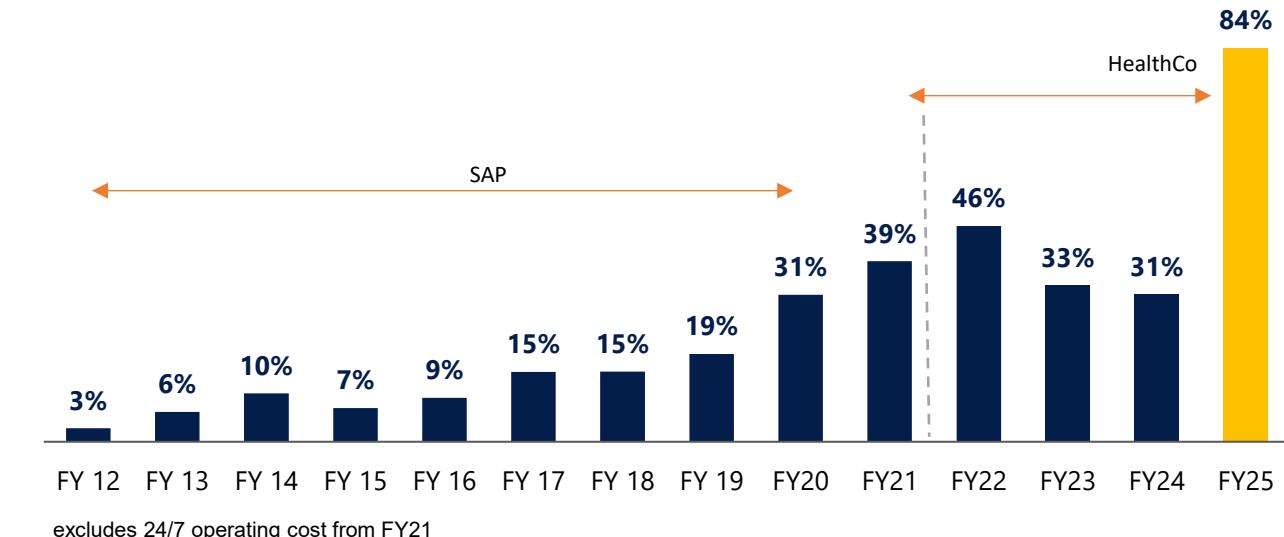


ROCE – Healthcare Services

Healthcare services excluding CWIP



Offline Pharmacy Distribution excl 24|7 Operating cost



Driven by

Efficiency (Asset Turnover)

- Efficient use of capital**
- Strong project execution capabilities
- Right mix of beds & medical
- Higher utilization of key facilities & equipment
- Quick ramp up of new hospitals— increasing patient flow & occupancy

Profitability

- Higher revenue & profitability**
- Balanced out-patient & in-patient mix
- Reduced ALOS
- Increasing ARPOB
- Improving case mix

ROCE - Consolidated

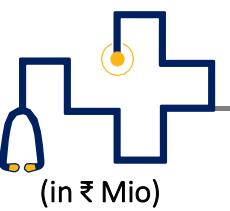
Segment	Capital employed	ROCE
HCS excl CWIP	₹77,187	27.5%
Pharmacy Distribution¹	₹8,280	84.3%
AHEL Consolidated²	₹98,881	22.9%

1 ROCE = EBIT of Offline Pharmacy Distribution / Capital Employed of Offline Pharmacy Distribution

2 Includes Capital Employed of : AHLL ₹2,271 mio & Apollo 24|7 ₹ 11,143 mio ; Excludes CWIP ₹ 9,210 mio (towards new projects under development).

Consolidated ROCE excluding 24|7 cost (of ₹ 5,857 mio) is **29%**.

As on March 2025



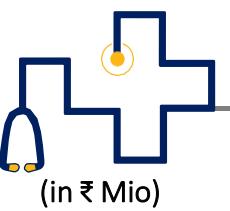
Financial Performance Snapshot Q2FY26



Growth
YoY(%)

	Revenue	Growth YoY(%)	EBITDA(Post Ind AS)	Margin	Growth YoY(%)	PAT	Growth YoY(%)
Apollo HealthCo	Healthcare Services 31,690	9%	7,810	24.6%	8%	4,101	12.9%
	Offline PD ^ 23,347	16%	1,812	7.8%	19%		
	Online PD^ & 24 7 3,259	22%	(710)	vs (1,006) in Q2FY25			
	Total HealthCo 26,606	17%	1,102	4.1%		731	2.7%
	AHLL 4,739	17%	500	10.6%	21%	(60)	
	Consolidated 63,035	13%	9,412	14.9%	15%	4,772	7.6%

[^]PD:- Pharmacy Distribution



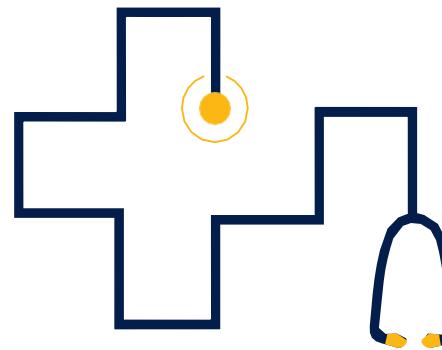
Financial Performance Snapshot H1FY26



Growth
YoY(%)

	Revenue	Growth YoY(%)	EBITDA(Post Ind AS)	Margin	Growth YoY(%)	PAT	Growth YoY(%)
Apollo HealthCo	Healthcare Services 61,042	↑ 10%	14,988	24.6%	↑ 12%	7,940	13.0% ↑ 15%
	Offline PD ^ 44,981	↑ 17%	3,481	7.7%	↑ 19%		
	Online PD^ & 24 7 6,343	↑ 24%	(1,442) vs (2,169) in H1FY25				
	Total HealthCo 51,324	↑ 18%	2,040	4.0%		1,300	2.5%
	AHLL 9,090	↑ 18%	903	9.9%	↑ 25%	(141)	
	Consolidated 121,456	↑ 14%	17,931	14.8%	↑ 20%	9,100	7.5% ↑ 33%

[^]PD:- Pharmacy Distribution



Consolidated Financials



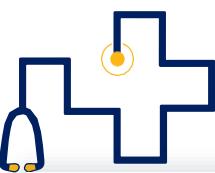


Consolidated Financials Q2FY26



₹ Mio	Healthcare Services	Diagnostics & Retail Health	Digital Health & Pharmacy Distribution	Consol
Q2FY26	Total Revenues	31,690	4,739	26,606
	EBITDA (Pre 24 7 Cost)	7,810	500	2,361
	margin (%)	24.6%	10.6%	8.9%
	24/7 Operating Cost			-935
	ESOP(Non Cash expense)			-324
	EBITDA	7,810	500	1,102
	margin (%)	24.6%	10.6%	4.1%
	EBIT	6,238	136	860
	margin (%)	19.7%	2.9%	3.2%
	PBT	6,082	-69	735
	margin (%)	19.2%	-	2.8%
	PAT (Reported)	4,101	-60	731
Q2FY25	Total Revenues	29,032	4,039	22,822
	EBITDA (Pre 24 7 Cost)	7,220	414	1,874
	margin (%)	24.9%	10.3%	8.2%
	24/7 Operating Cost			-1,197
	ESOP(Non Cash expense)			-156
	EBITDA	7,220	414	521
	margin (%)	24.9%	10.3%	2.3%
	EBIT	5,804	117	389
	margin (%)	20.0%	2.9%	1.7%
	PBT	5,424	-41	190
	margin (%)	18.7%	-	0.8%
	PAT (Reported)	3,643	-46	190
YOY Growth				
Revenue				
EBITDA				
PAT				

- ✓ Overall Consolidated Revenue grew by 13% to ₹ 63,035 mio.
- ✓ EBITDA grew by 15% to ₹ 9,412 mio.
- ✓ Consolidated PAT grew by 26% to ₹ 4,772 mio.



Consolidated Financials H1FY26

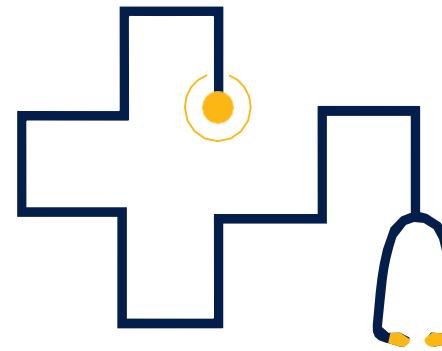


₹ Mio	Healthcare Services	Diagnostics & Retail Health	Digital Health & Pharmacy Distribution	Consol
H1FY26	Total Revenues	61,042	9,090	51,324
	EBITDA (Pre 24 7 Cost)	14,988	903	4,506
	margin (%)	24.6%	9.9%	8.8%
	24/7 Operating Cost			-1,898
	ESOP(Non Cash expense)			-569
	EBITDA	14,988	903	2,040
	margin (%)	24.6%	9.9%	4.0%
	EBIT	11,847	207	1,551
	margin (%)	19.4%	2.3%	3.0%
	PBT	11,427	-158	1,306
	margin (%)	18.7%	-	2.5%
	PAT (Reported)	7,940	-141	1,300
H1FY25	Total Revenues	55,405	7,700	43,643
	EBITDA (Pre 24 7 Cost)	13,437	723	3,595
	margin (%)	24.3%	9.4%	8.2%
	24/7 Operating Cost			-2,497
	ESOP(Non Cash expense)			-352
	EBITDA	13,437	723	746
	margin (%)	24.3%	9.4%	1.7%
	EBIT	10,682	144	461
	margin (%)	19.3%	1.9%	1.1%
	PBT	9,990	-177	61
	margin (%)	18.0%	-	0.1%
	PAT (Reported)	6,927	-147	61
YOY Growth				
Revenue 10%				
EBITDA 12%				
PAT 15%				
18% 25% - 2034% 33%				
18% 20% 33%				

- ✓ Overall Consolidated Revenue grew by 14% to ₹ 121,456 mio.
- ✓ EBITDA grew by 20% to ₹ 17,931 mio.
- ✓ Consolidated PAT grew by 33% to ₹ 9,100 mio.

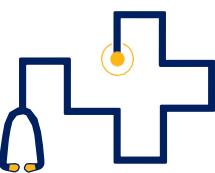
	HCS	Health Co	AHLL
Gross Debt	21,660	4,254	2,986
Cash & Cash Equivalents*	30,143	924	1,160
Net Debt	-8,483	3,330	1,827
Consol Gross Debt			28,901
Consol Net Debt			-3,326

*Includes investments in Liquid funds and FDs of ₹ 27,345 mio.



Healthcare Services

Hospitals



Healthcare Services Financials

₹ mio



₹ Mio	Q2FY26	Q2FY25	YoY	H1FY26	H1FY25	YoY
No of Hospitals	45	45		45	45	
Operating beds	8,050	7,994	1%	8,050	7,994	1%
Occupancy	69%	73%		67%	70%	
IP Discharges	162,928	159,968	2%	314,486	306,830	2%
ALOS	3.14	3.35	-6%	3.14	3.34	-6%
Avg revenue per In Patient (₹)	173,318	159,379	9%	172,819	158,839	9%
Revenue	31,690	29,032	9%	61,042	55,405	10%
EBITDA (Post Ind AS 116)	7,810	7,220	8%	14,988	13,437	12%
margin (%)	24.6%	24.9%	-22 bps	24.6%	24.3%	30 bps
EBIT	6,238	5,804	7%	11,847	10,682	11%
margin (%)	19.7%	20.0%	-31 bps	19.4%	19.3%	13 bps
PBT	6,082	5,424	12%	11,427	9,990	14%
PAT	4,101	3,643	13%	7,940	6,927	15%
Margin	12.9%	12.5%	39 bps	13.0%	12.5%	51 bps

- ✓ Healthcare Services Revenue grew by 9% in Q2FY26 (Inpatient Volume grew by 2% ; Price of and case mix of 7%)
- ✓ Q2FY25 had a higher incidence of seasonal medical admissions, leading to a high base, whereas medical admissions were low in Q2FY26. This low growth in medical admissions was partly offset by 14% increase in Revenue from CONGO Specialties.
- ✓ The reduction in Bangladesh patients has had an impact of 1% on HCS Revenue in Q2FY26.
- ✓ Average Revenue per In patient grew by 9% to ₹173,318 in Q2FY26

Capital employed
(ROCE – H1FY26)

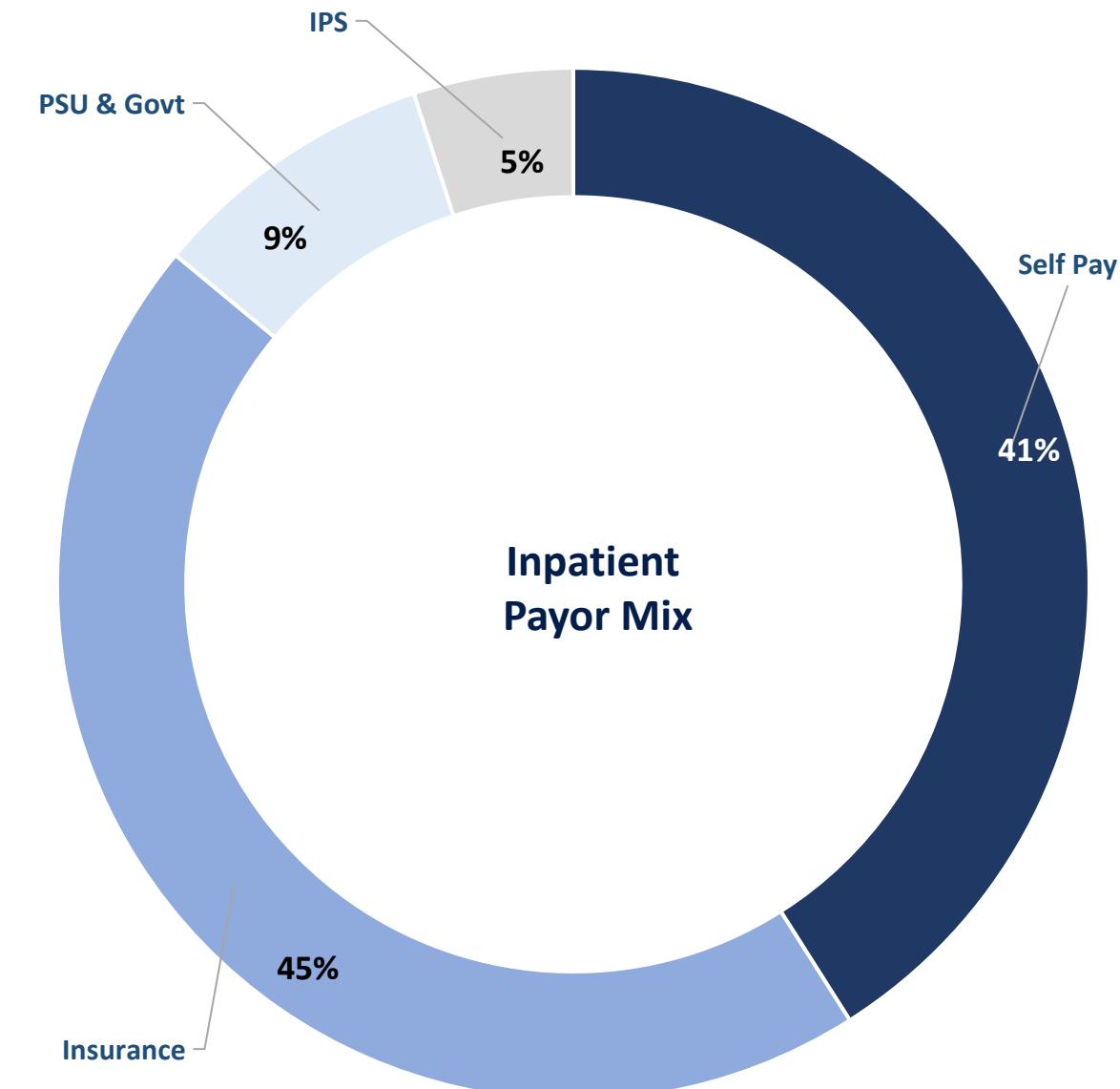
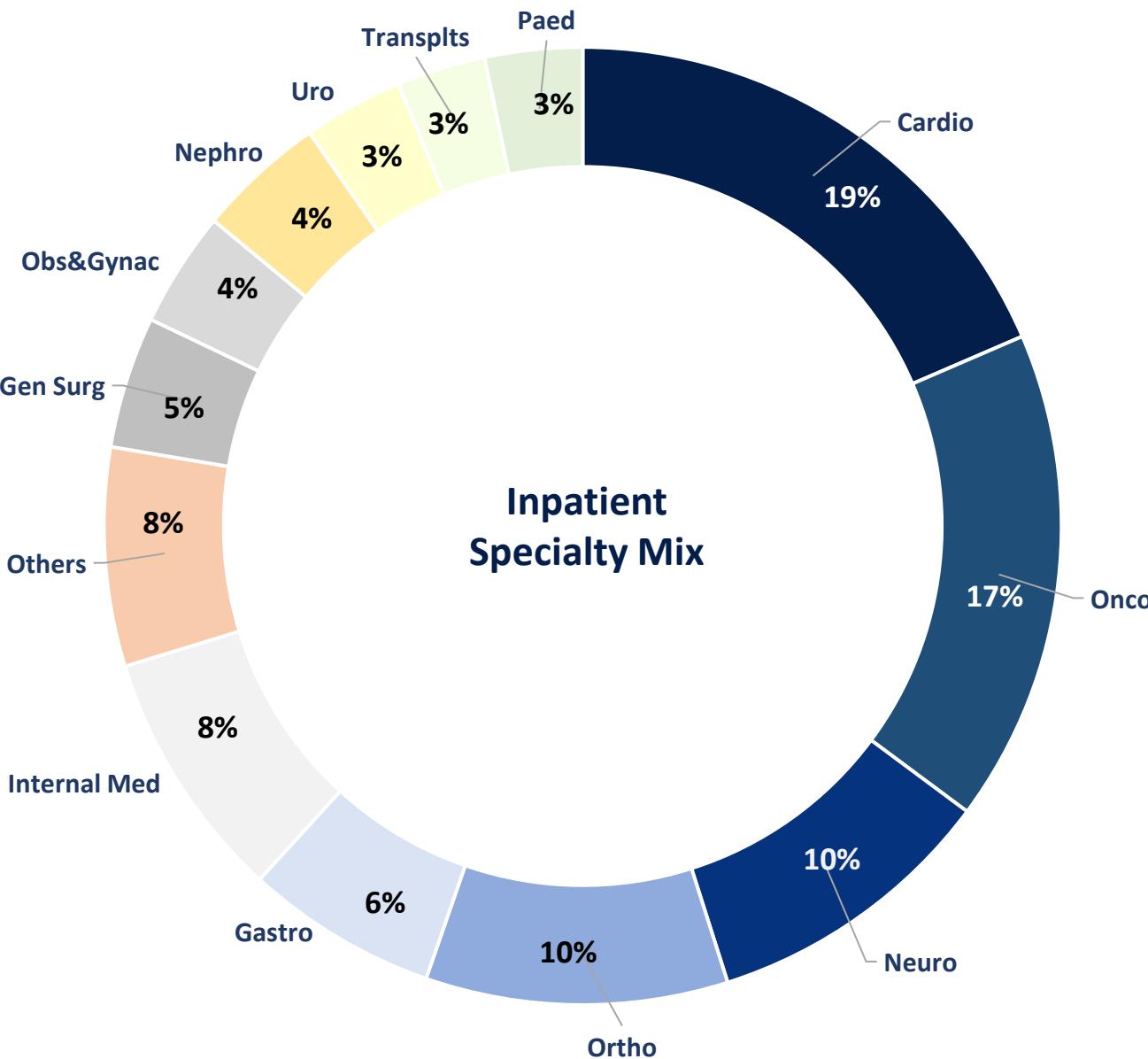
₹ 78,295

ROCE 30.3%

* capital employed excludes CWIP of ₹ 10,412 mio toward new projects under development

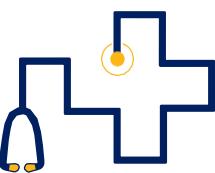


Inpatients Revenue Mix H1FY26



* Oncology includes Radiotherapy and Chemotherapy

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Healthcare Services: Expansion Plan



To add 4,400 capacity beds ~3,600 census beds over the next 5 years

Location	Nature	Total Beds	Census Beds	Project Cost (in Crs)
Expected commissioning : FY26 -FY27				
Royal Mudhol, Pune	Hospital Asset Acquisition	384	305	₹ 665
Sonarpur, Kolkata	Hospital Asset Acquisition	270	220	₹ 310
Gachibowli, Hyderabad	Greenfield - Asset Light	375	300	₹ 550
Gurgaon, NCR	Hospital Asset Acquisition	480	400	₹ 1,210
Defence Colony, Delhi	Greenfield - Asset Light	42	27	₹ 65
Sarjapur-1	Acquisition - Leased facility	180	150	₹ 290
Jubilee Hills (Expansion)	Brownfield	100	80	₹ 230
Secunderabad (Expansion)	Brownfield	100	80	₹ 70
Malleswaram & Mysore Expansion	Brownfield	140	125	₹ 170
Expected commissioning : FY26 -FY27		2,071	1,687	₹ 3,560
Expected commissioning :FY29-FY30				
Worli, Mumbai	Greenfield	575	500	₹ 1,315
Sarjapur-2	Greenfield	500	400	₹ 944
OMR, Chennai	Greenfield	600	500	₹ 945
Varanasi, U.P	Greenfield	400	300	₹ 640
Lucknow (Expansion), U.P	Brownfield	200	160	₹ 320
Hyderabad (Comprehensive Cancer Care + Proton)	Brownfield	140	110	₹ 570
Expected commissioning : FY29-FY30		2,415	1,970	₹ 4,734
Grand Total		4,486	3,657	8,294

Continue to evaluate bolt-on acquisitions in select Tier -1 cities & Metros

Total Project Cost of ~₹ 8,300crs with Balance to be spent of ~₹5,800crs.

**Current Beds
(Total Census) –
Q2FY26**

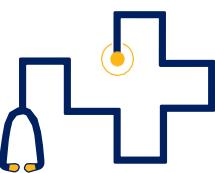
9,483

Includes Owned, Managed and AHLL

+3,657

Post Expansion

~13,100



Healthcare Services: Expansion Plan



Total Project Cost of ~₹ 8,300crs with Balance to be spent of ~₹5,800crs.

\$ Expected Commissioning: FY26-FY27

Expected Commissioning: FY29-FY30

TB :- Total Beds

CB :- Census Beds

Greenfield

Hospital Asset Acquisition

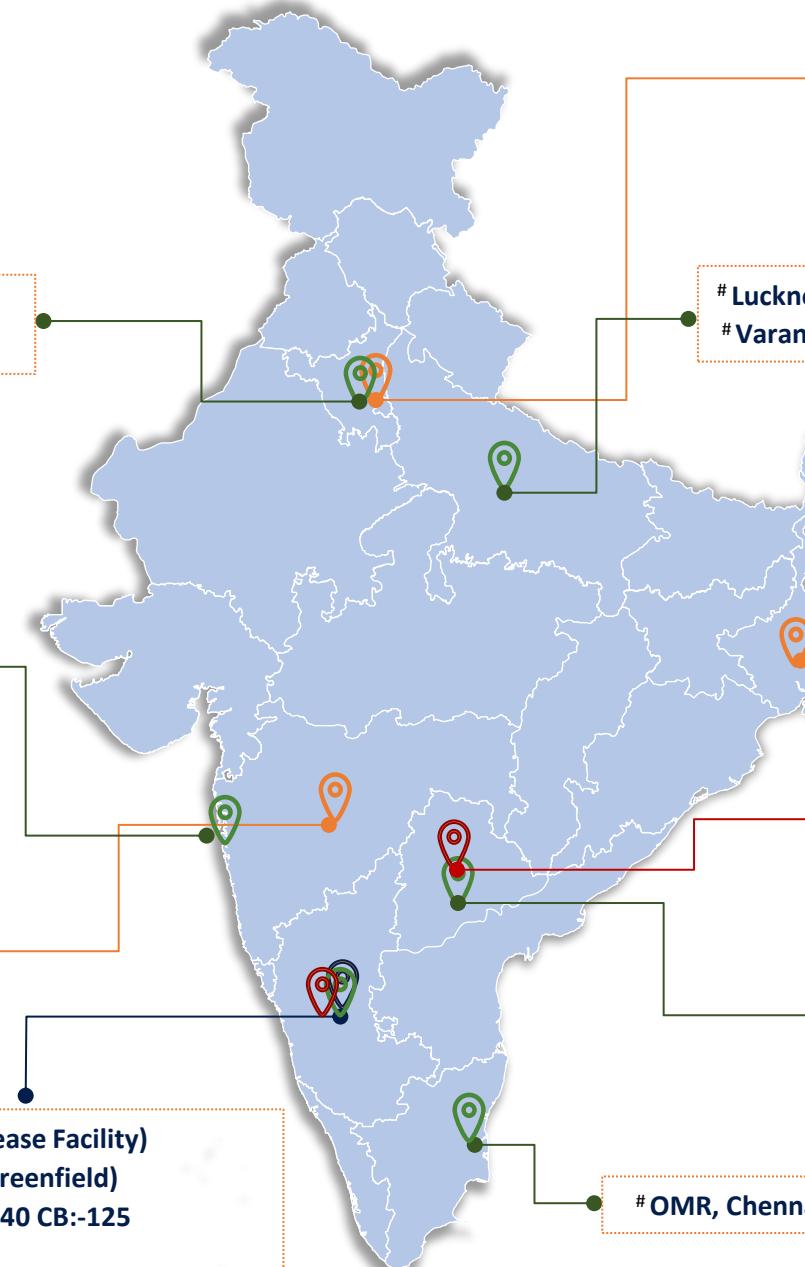
Acquisition – Leased Facility

Brownfield



\$ Royal Mudhol, Pune
TB:- 384 CB:-305

\$ Sarjapur-1 TB:- 180 CB:-150 (Lease Facility)
Sarjapur-2 TB:- 500 CB:-400 (Greenfield)
\$ Malleswaram & Mysore TB:- 140 CB:-125
(Brownfield Expansion)



\$ Gurgaon, NCR
TB:- 480 CB:-400



Lucknow(expansion),UP TB:-200 CB:-160
Varanasi, UP TB:- 400 CB:-300

\$ Sonarpur, Kolkata
TB:- 270 CB:- 220

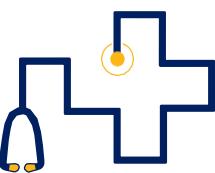


\$ Jubilee Hills expansion TB:- 100 CB:-80
\$ Secunderabad expansion TB:-100 CB:-80
Comprehensive Cancer Care + Proton TB:-140 CB:-110

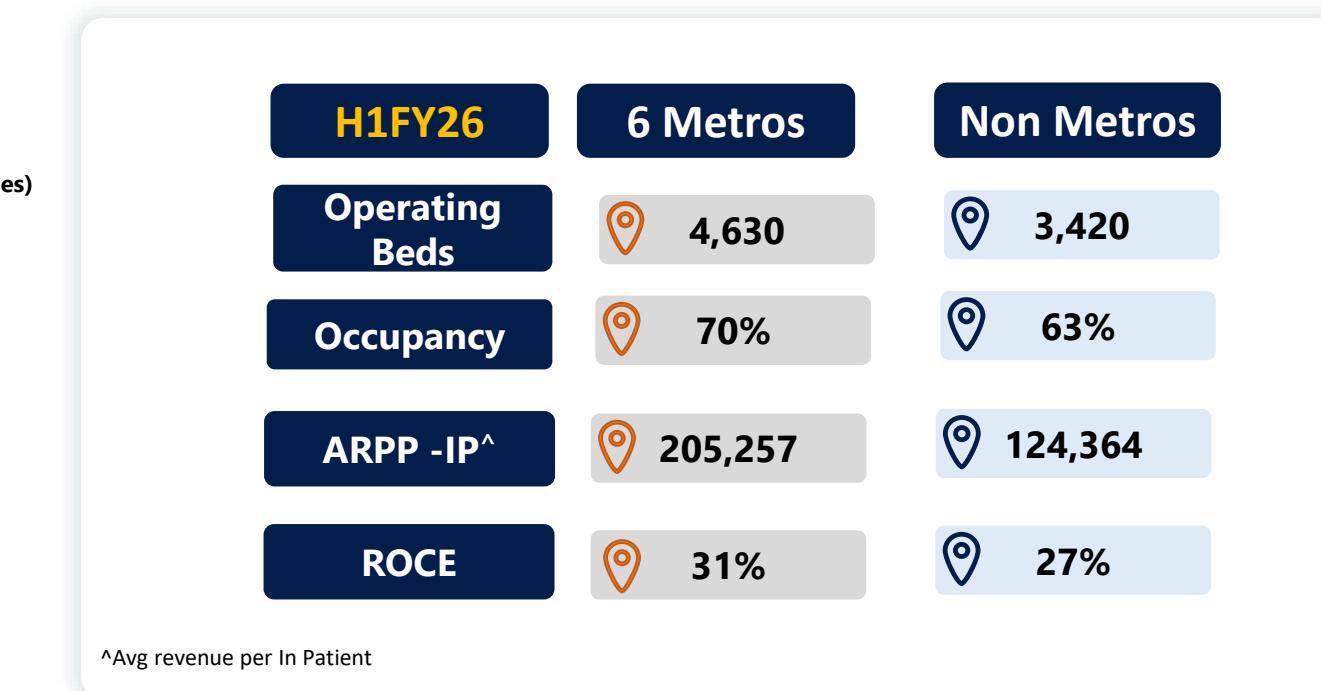


\$ Gachibowli, Hyderabad
TB:- 375 CB:- 300 (Asset light)

OMR, Chennai TB:-600 CB:-500

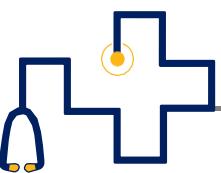


Healthcare Services : Operational Snapshot



	Pan India			H1FY26	H1FY25	YoY
	Q2FY26	Q2FY25	YoY			
Operating Beds	8,050	7,994	0.7%	8,050	7,994	0.7%
Bed Occupancy Rate (%)	69%	73%		67%	70%	
Inpatient volume	162,928	159,968	1.9%	314,486	306,830	2.5%
Outpatient volume⁽¹⁾	618,743	588,923	5.1%	1,185,871	1,110,921	6.7%
Inpatient ALOS (days)	3.14	3.35	-6.3%	3.14	3.34	-6.2%
Total Net Revenue (₹ mio)⁽²⁾	34,811	31,721	9.7%	67,055	60,715	10.4%
Avg revenue per In Patient	173,318	159,379	8.7%	172,819	158,839	8.8%

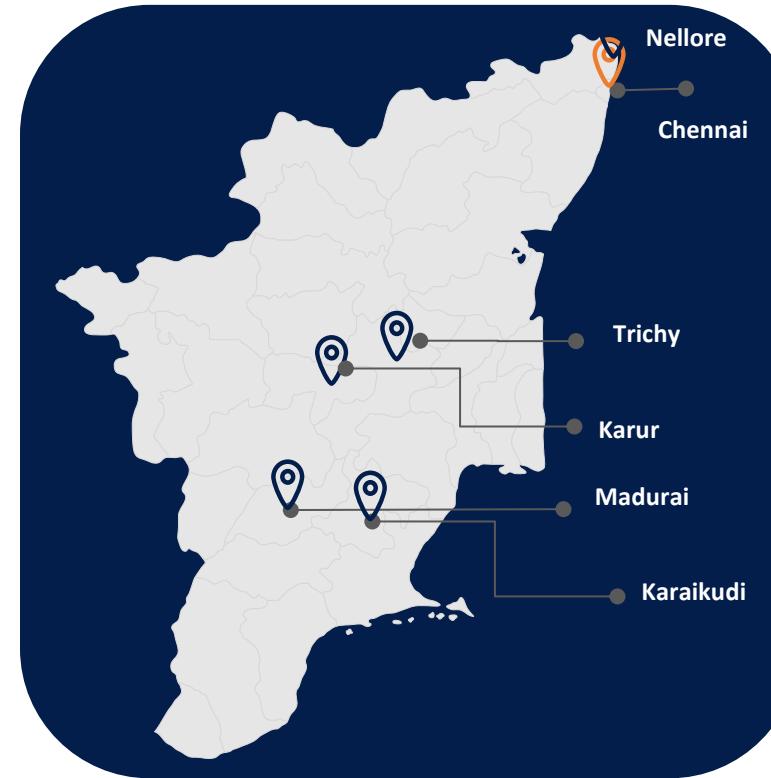
¹ Outpatient Volume represents New Registrations only |²Revenue will differ from the consolidated revenues as this includes Delhi which is not consolidated under Ind AS 116 due to joint control



Tamil Nadu Region



Metro:- Chennai ; Non Metro:- Madurai, Karur, Karaikudi, Trichy and Nellore



H1FY26

Chennai

Operating Beds

1,401

Occupancy

63%

ARPP-IP ^

226,742

Others

Operating Beds

665

Occupancy

59%

ARPP-IP ^

144,780

	Tamil Nadu Region		
	Q2FY26	Q2FY25	YoY
	H1FY26	H1FY25	YoY
Operating Beds	2,066	2,048	0.9%
Bed Occupancy Rate (%)	63%	64%	
Inpatient volume	39,356	39,280	0.2%
Outpatient volume⁽¹⁾	173,797	155,022	12.1%
Inpatient ALOS (days)	3.05	3.07	-0.6%
Total Net Revenue (₹ mio)	10,411	9,558	8.9%
Avg revenue per In Patient	205,263	184,447	11.3%

Current Beds

Chennai

1,401

Total

2,066

Post Expansion

1,901

+500

2,566

Expansion Plan

Location	Nature	Total Beds	Census Beds
OMR, Chennai	Greenfield	600	500

¹Outpatient Volume represents New Registrations only.

^Avg revenue per In Patient



AP, Telangana Region

Metro:- Hyderabad; Non Metro:- Karimnagar, Vizag and Kakinada



H1FY26

Hyderabad

Operating Beds

787

Occupancy

71%

ARPP-IP ^

193,878

Others

Operating Beds

503

Occupancy

57%

ARPP-IP ^

160,579

	AP, Telangana Region				
	Q2FY26	Q2FY25	YoY	H1FY26	H1FY25
Operating Beds	1,290	1,240	4.0%	1,290	1,240
Bed Occupancy Rate (%)	68%	74%		65%	69%
Inpatient volume	25,592	24,078	6.3%	48,863	43,807
Outpatient volume⁽¹⁾	76,013	82,414	-7.8%	151,401	150,101
Inpatient ALOS (days)	3.14	3.53	-10.9%	3.16	3.56
Total Net Revenue (₹ mio)	5,567	4,862	14.5%	10,581	8,929
Avg revenue per In Patient	185,203	170,270	8.8%	183,924	170,251
					8.0%

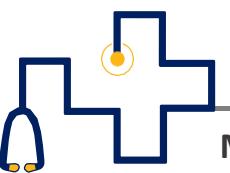


Expansion Plan

Location	Nature	Total Beds	Census Beds
Gachibowli, Hyderabad	Greenfield - Asset Light	375	300
Jubilee Hills (Expansion)	Brownfield	100	80
Secunderabad (Expansion)	Brownfield	100	80
Hyderabad (Comprehensive Cancer Care + Proton)	Brownfield	140	110
Total		715	570

¹Outpatient Volume represents New Registrations only.

^Avg revenue per In Patient



Karnataka Region

Metro:- Bangalore; Non Metro:- Mysore



H1FY26

Bangalore

Operating Beds

568

Occupancy

69%

ARPP-IP ^

190,737

Others

Operating Beds

213

Occupancy

70%

ARPP-IP ^

129,900

	Karnataka Region					
	Q2FY26	Q2FY25	YoY	H1FY26	H1FY25	YoY
Operating Beds	781	772	1.2%	781	772	1.2%
Bed Occupancy Rate (%)	70%	80%		69%	77%	
Inpatient volume	17,765	18,935	-6.2%	34,718	36,230	-4.2%
Outpatient volume⁽¹⁾	80,336	72,052	11.5%	150,872	132,263	14.1%
Inpatient ALOS (days)	2.83	3.01	-5.9%	2.85	3.00	-5.0%
Total Net Revenue (₹ mio)	3,721	3,442	8.1%	7,264	6,561	10.7%
Avg revenue per In Patient	175,034	153,333	14.2%	175,709	153,080	14.8%

Current Beds

Bangalore

568

Total

781

Post Expansion

1,243

1,456

+675

Expansion Plan

Location	Nature	Total Beds	Census Beds
Malleswaram & Mysore Expansion	Brownfield	140	125
Sarjapur-1	Acquisition - Leased facility	180	150
Sarjapur-2	Greenfield	500	400
Total		820	675

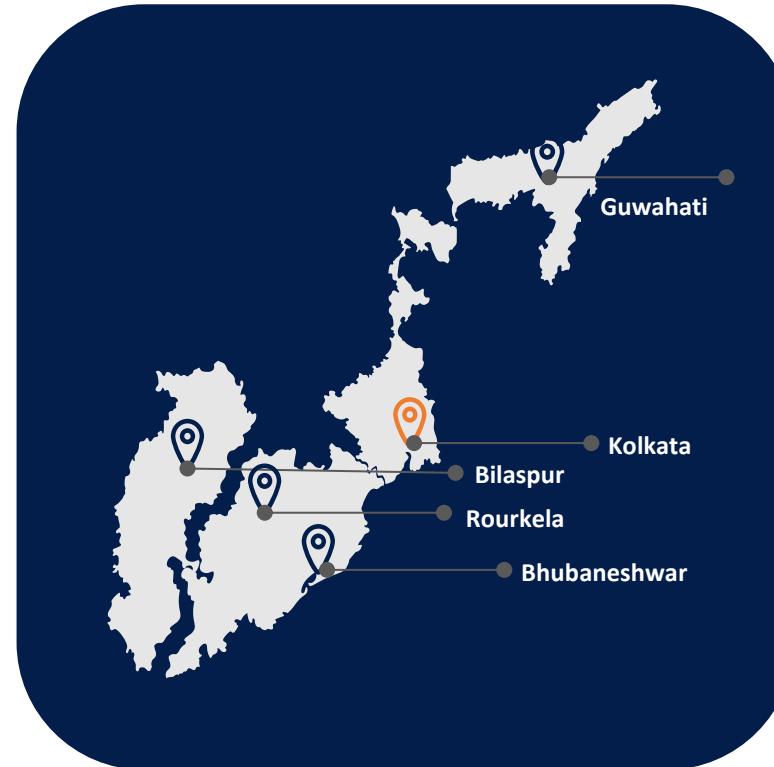
¹Outpatient Volume represents New Registrations only

^Avg revenue per In Patient



Eastern Region

Metro:- Kolkata; Non Metro:- Guwahati, Bhubaneshwar, Bilaspur and Rourkela



H1FY26

Kolkata

Operating Beds

736

Occupancy

79%

ARPP-IP ^

219,490

Others

Operating Beds

1,082

Occupancy

73%

ARPP-IP ^

101,659

	Eastern Region			H1FY26	H1FY25	YoY
	Q2FY26	Q2FY25	YoY			
Operating Beds	1,818	1,847	-1.6%	1,818	1,847	-1.6%
Bed Occupancy Rate (%)	79%	80%		75%	78%	
Inpatient volume	36,361	35,442	2.6%	69,678	68,376	1.9%
Outpatient volume⁽¹⁾	118,237	126,025	-6.2%	228,539	236,186	-3.2%
Inpatient ALOS (days)	3.62	3.86	-6.3%	3.59	3.83	-6.5%
Total Net Revenue (₹ mio)	6,763	6,273	7.8%	12,872	11,982	7.4%
Avg revenue per In Patient	148,337	139,652	6.2%	146,833	138,464	6.0%

Current Beds

Kolkata

736

Total

1,818

Post Expansion

956

2,038

+220

Expansion Plan

Location

Sonarpur, Kolkata

Nature

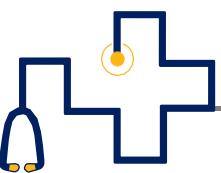
Hospital Asset
Acquisition

Total
Beds

270

Census
Beds

220



Western Region

Metro:- Mumbai; Non Metro:- Nashik and Ahmedabad



	Western Region					
	Q2FY26	Q2FY25	YoY	H1FY26	H1FY25	YoY
Operating Beds	888	870	2.1%	888	870	2.1%
Bed Occupancy Rate (%)	60%	67%		56%	61%	
Inpatient volume	14,939	14,543	2.7%	28,072	27,086	3.6%
Outpatient volume ⁽¹⁾	58,359	60,504	-3.5%	109,198	112,038	-2.5%
Inpatient ALOS (days)	3.29	3.70	-11.1%	3.26	3.57	-8.8%
Total Net Revenue (₹ mio)	2,759	2,449	12.7%	5,223	4,615	13.2%
Avg revenue per In Patient	155,325	139,821	11.1%	156,027	139,655	11.7%



H1FY26

Mumbai

Operating Beds

392

Occupancy

69%

ARPP-IP ^

182,974

Others

Operating Beds

496

Occupancy

46%

ARPP-IP ^

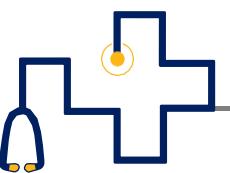
125,514

Expansion Plan

Location	Nature	Total Beds	Census Beds
Royal Mudhol, Pune	Hospital Asset Acquisition	384	305
Worli, Mumbai	Greenfield	575	500
Total		959	805

¹Outpatient Volume represents New Registrations only.

^Avg revenue per In Patient

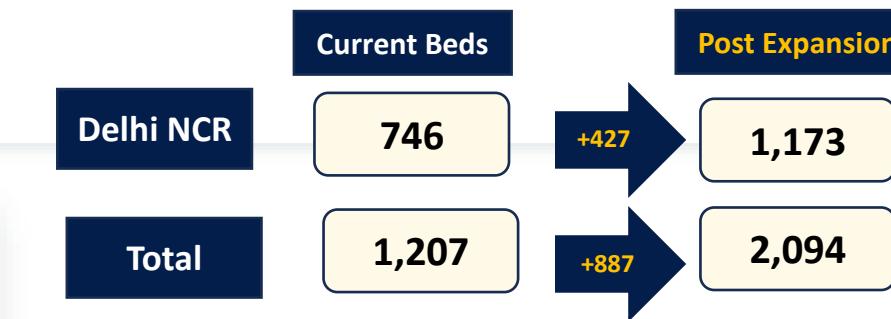


Northern Region

Metro:- Delhi; Non Metro:- Lucknow and Indore



	Q2FY26	Q2FY25	YoY	H1FY26	H1FY25	YoY
Operating Beds	1,207	1,217	-0.8%	1,207	1,217	-0.8%
Bed Occupancy Rate (%)	72%	74%		71%	73%	
Inpatient volume	28,915	27,690	4.4%	56,277	54,532	3.2%
Outpatient volume ⁽¹⁾	112,001	92,906	20.6%	211,364	175,256	20.6%
Inpatient ALOS (days)	2.76	2.98	-7.4%	2.79	2.97	-6.2%
Total Net Revenue (₹ mio)	5,590	5,137	8.8%	10,880	10,054	8.2%
Avg revenue per In Patient	162,510	157,742	3.0%	163,200	156,534	4.3%



H1FY26

Delhi NCR

Operating Beds

746

Occupancy

74%

ARPP-IP ^

191,207

Others

Operating Beds

461

Occupancy

66%

ARPP-IP ^

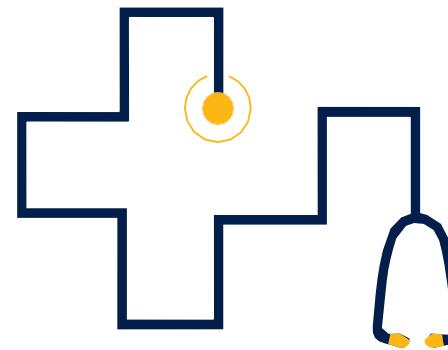
122,038

Expansion Plan

Location	Nature	Total Beds	Census Beds
Gurgaon, NCR	Hospital Asset Acquisition	480	400
Varanasi, U.P	Greenfield	400	300
Lucknow (Expansion), U.P	Brownfield	200	160
Defence Colony, Delhi	Greenfield - Asset	42	27
Total		1122	887

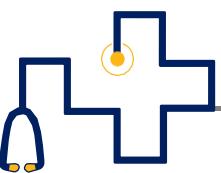
¹ Outpatient Volume represents New Registrations only.

^Avg revenue per In Patient



Diagnostics & Retail Health

Apollo Health & Lifestyle Ltd



Executive Summary



Primary Care



- ▶ Core revenues of Primary Care grew by ~16% YoY in H1 FY26, as a result of strengthening of corporate & partner outreach
- ▶ Preventive Health-checks volume grew by ~42% YoY in H1 FY26
- ▶ Implemented pain relief & repair therapy programs in Bengaluru Clinic
- ▶ 3 New Clinics & 15 New Dialysis Centres added in H1 FY26

Diagnostics

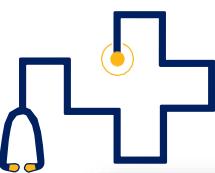


- ▶ Net addition of 10 Satellite Labs & 203 Collection Centers to the network
- ▶ Wellness segment volume grew by ~31% YoY in H1 FY26 which contributed to ~15% of Diagnostics revenue
- ▶ Test-menu expansion to cover Facioscapulohumeral Muscular Dystrophy, Extended HPV Genotyping, Pre-implantation Genetic Screening, Heavy and Trace Metal Profile by ICPMS, Von Willebrand factor Ag, C1-Esterase Inhibitor
- ▶ Focus on operational excellence & productivity improvement via automation etc. in H2

Specialty Care



- ▶ Sector witnessing strong competitive headwinds
- ▶ Spectra: Revenue growth in H1 FY26 primarily driven by renovated Centres of Jaipur & Delhi
- ▶ Cradle: ~7% YoY revenue growth in H1 FY26.
- ▶ Fertility: ~6% YoY revenue growth in H1 FY26. Also established a new fertility Knowledge Centre



AHLL Financials Q2FY 26



	Primary Care	Diagnostics	Specialty Care	Corporate / Intra Group	AHLL
Q2FY26	Revenue	1,242	1,827	1,884	-214
	EBITDA	206	220	208	-133
	margin (%)	16.5%	12.0%	11.0%	10.6%
	EBIT	135	146	-7	-139
	PAT	103	130	-167	-153
Q2FY25	Revenue	1,093	1,345	1,808	-208
	EBITDA	203	181	209	-178
	margin (%)	18.5%	13.4%	11.6%	-
	EBIT	130	141	20	-173
	PAT	83	132	66	-347
Growth					
Revenue	14%	36%	4%	-	17%
EBITDA	1%	22%	-1%	-	21%



AHLL revenue & EBITDA grew by 17% & 21% YoY in Q2 FY26 respectively; primarily driven by growth in Diagnostics

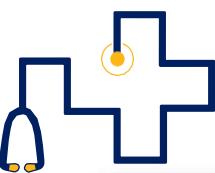


Primary care revenue grew by 14% YoY in Q2 FY26 due to enhanced corporate & partner outreach



Specialty care revenue grew by 4% YoY in Q2 FY26 due to intensified sector competition

Network	Primary Clinics	Sugar Clinics	Dental Clinics	Dialysis	Diagnostics	Spectra ¹	Birthing Centers ^{1*}	Total
	300	79	254	161	2,422	23	34	3,273
Footfalls / Day	2,803	560	237	2,660	24,535	90	113	30,999
Gross ARPP	2,395	3,356	6,686	1,630	733 [#]	103,259	85,513	1,578



AHLL Financials H1FY 26



	Primary Care	Diagnostics	Specialty Care	Corporate / Intra Group	AHLL
H1FY26	Revenue 2,377	3,352	3,767	-405	9,090
	EBITDA 403	339	448	-286	903
	margin (%) 16.9%	10.1%	11.9%	-	9.9%
	EBIT 260	198	43	-295	207
	PAT 192	174	-260	-311	-204
H1FY25	Revenue 2,058	2,509	3,533	-400	7,700
	EBITDA 382	291	393	-343	723
	margin (%) 18.6%	11.6%	11.1%	-	9.4%
	EBIT 239	214	32	-341	144
	PAT 162	199	-55	-521	-214
Growth					
Revenue	16%	34%	7%	-	18%
EBITDA	5%	17%	14%	-	25%

✓ AHLL revenue & EBITDA grew by 18% & 25% YoY in H1 FY26 respectively; primarily driven by growth in Diagnostics

✓ Primary care revenue and EBITDA grew by 16% and 5% YoY in H1 FY26 respectively due to enhanced corporate & partner outreach

✓ Specialty care revenue and EBITDA grew by 7% and 14% YoY in H1 FY26 respectively

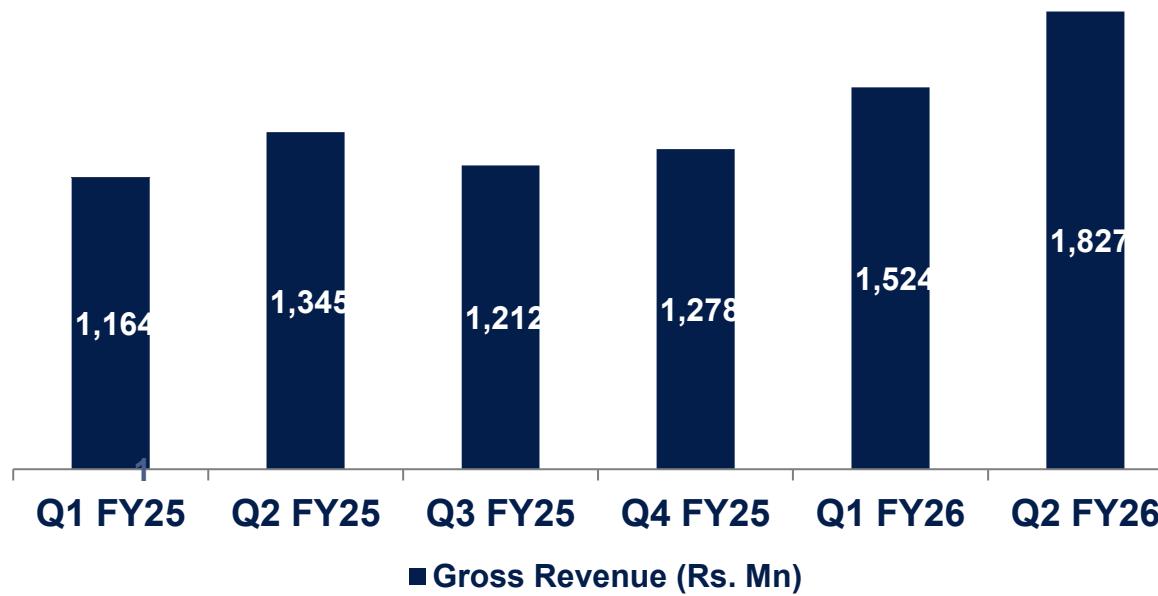
	Primary Clinics	Sugar Clinics	Dental Clinics	Dialysis	Diagnostics	Spectra ¹	Birthing Centers ^{1*}	Total
Network	300	79	254	161	2,422	23	34	3,273
Footfalls / Day	2,662	541	239	2,591	22,678	90	104	28,903
Gross ARPP	2,405	3,298	6,639	1,636	725 [#]	106,188	84,409	1,618



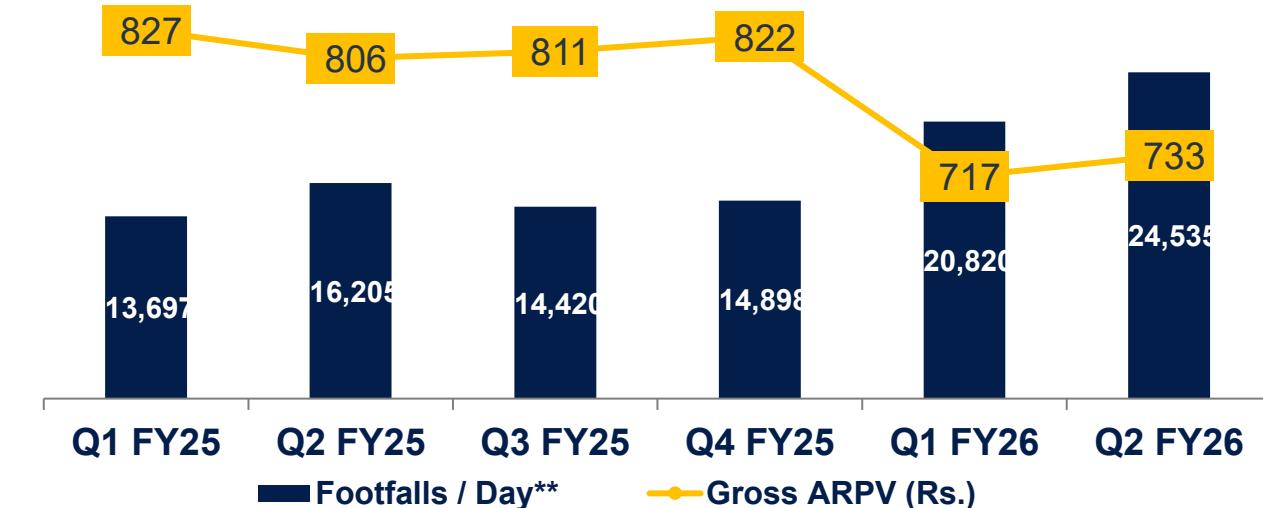
Diagnostics : Key Parameters



Gross Revenue (INR Mn)



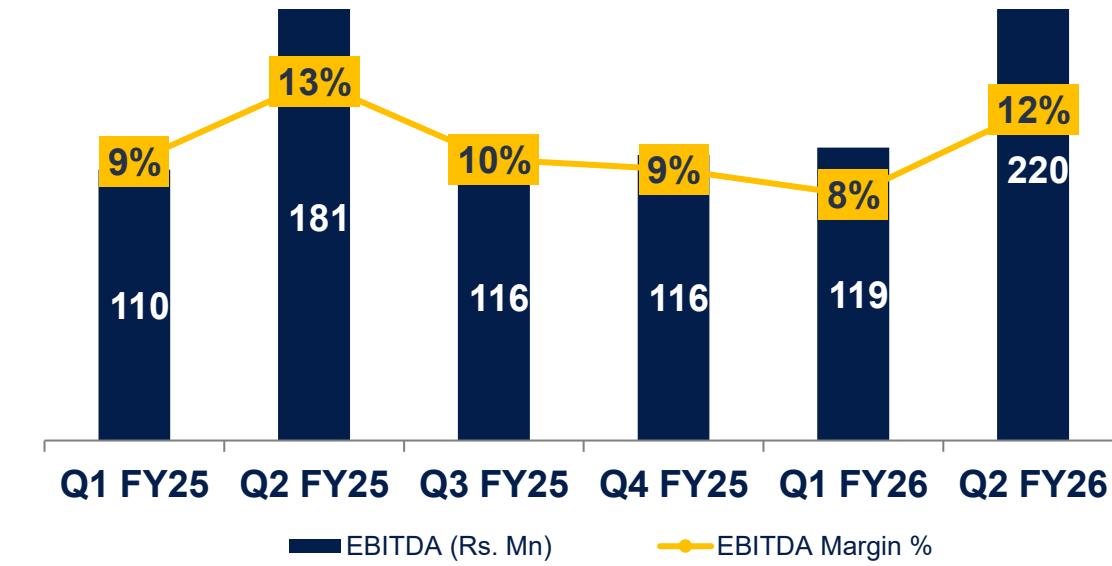
Avg. Footfalls per day & Avg. gross realization per patient (INR)*



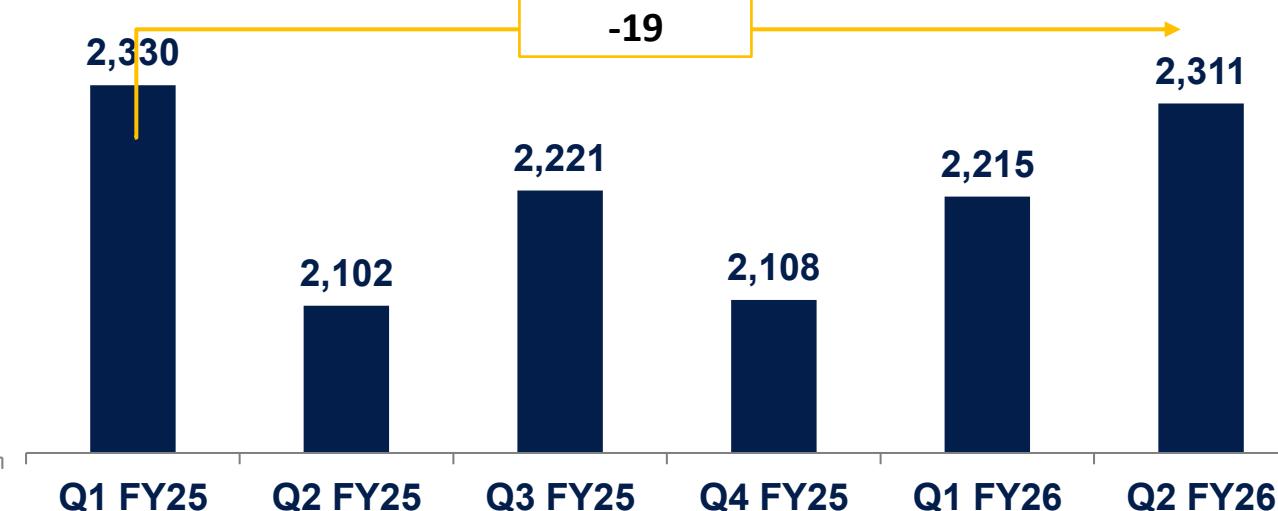
1. EBITDA post IND AS 116;

* Footfalls and ARPV for diagnostics represent outpatient / external business

EBITDA (INR Mn)¹



Network Growth – Collection Centers[#]



Rationalized the commission structure for collection centers, resulting in reduction of centers in Q2 FY25 & Q4 FY25

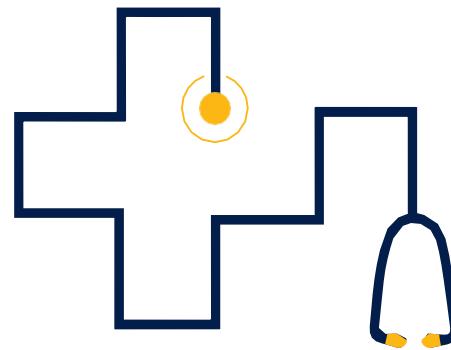
Operational footprint
(as of Sep 30, 2025)

~340+
Cities presence

111
Labs

2,300+
Collection Centres

3,700+
Pick-up Points
(PUPs)



Digital Health & Pharmacy Distribution **Apollo HealthCo**



India's Largest Omni-Channel Healthcare Platform



Apollo 247 Digital Platform

 ~44 Mn+ Registrations

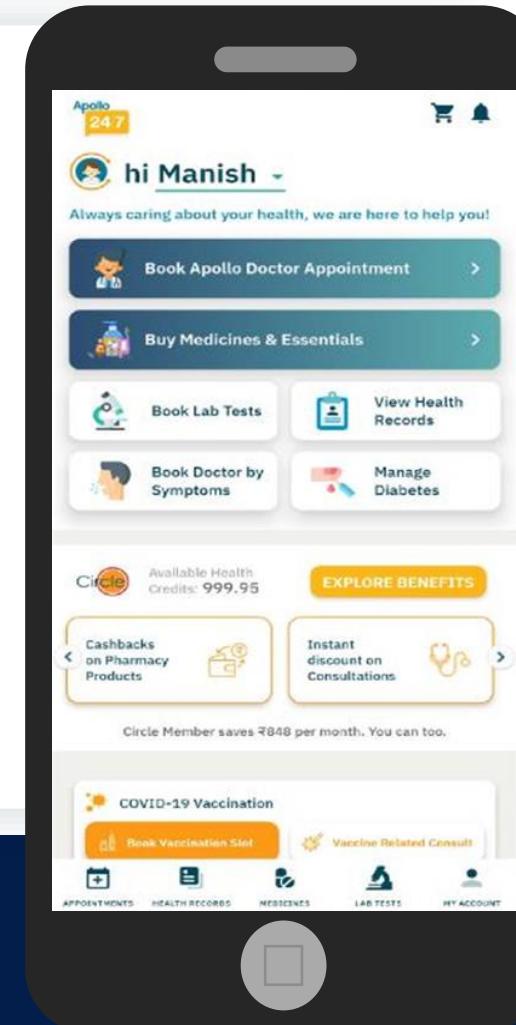
 ~13,250+ Doctors

Daily Active Users 9.5 Lakh

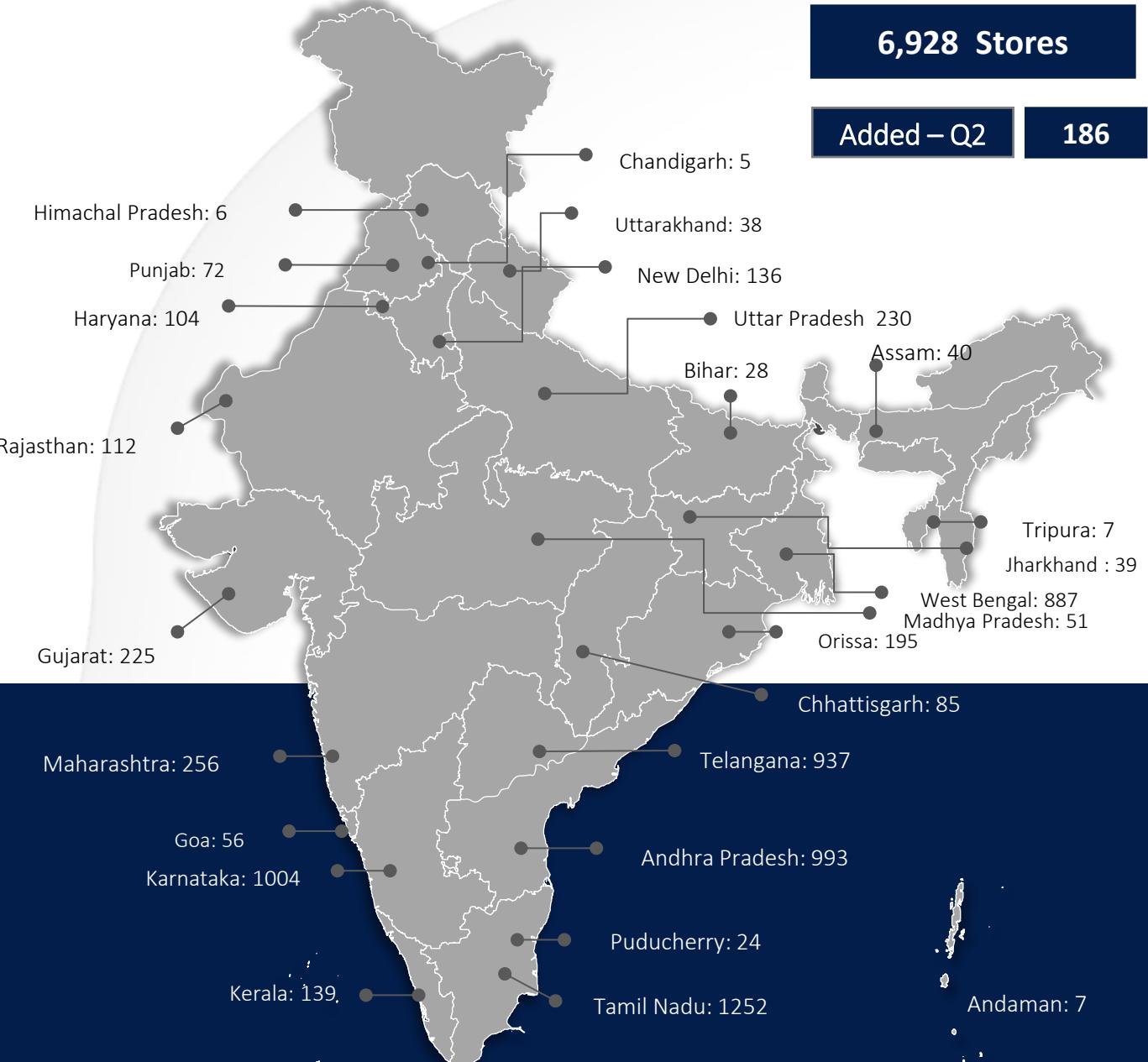
Daily Consultations 16,000+

Daily Medicine Orders ~56,000

Daily Sample Collections ~3,000+



Apollo Pharmacy Platform



 **Virtual Doctor Consultation**

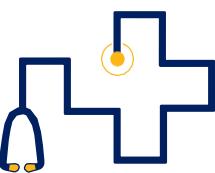
 **Online Booking : Hospitals & Diagnostics**

 **Online Medicine delivery**

 **Insurance**

 **Patient e-health records**

 **Condition management**



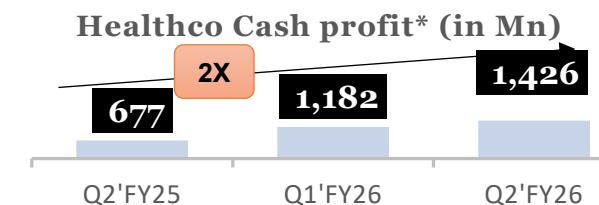
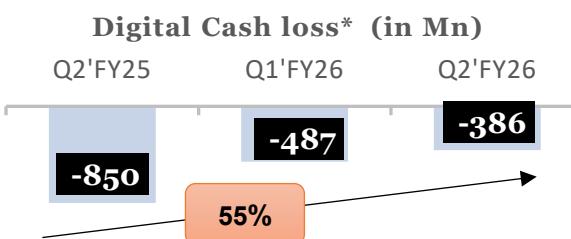
Apollo HealthCo Financials Q2FY26



(₹ mio)

	₹ Mio	Offline Pharmacy Distribution	Online Pharmacy Distribution & Apollo 247	Total HealthCo
Q2FY26	Total Revenues	23,347	3,259	26,606
	EBITDA (Pre 24 7 Cost) [#]	1,812	548	2,361
	margin (%)	7.8%	16.8%	8.9%
	24/7 Operating Cost		-935	-935
	ESOP(Non Cash expense)		-324	-324
	EBITDA	1,812	-710	1,102
	margin (%)	7.8%	-	4.1%
	EBIT			860
	PBT			735
	PAT (Reported)			734
Q2FY25	Total Revenues	20,144	2,678	22,822
	EBITDA (Pre 24 7 Cost) [#]	1,527	346	1,874
	margin (%)	7.6%	12.9%	8.2%
	24/7 Operating Cost		-1,197	-1,197
	ESOP(Non Cash expense)		-156	-156
	EBITDA	1,527	-1,006	521
	margin (%)	7.6%	-	2.3%
	EBIT			389
	PBT			190
	PAT (Reported)			190
Revenue		16%	22%	17%
EBITDA (Pre 24 7 Cost)		19%	58%	26%

Excluding 24|7 operating Cost and ESOP Non-Cash Charge



*Cash loss/profit is EBITDA post Ind As excluding ESOP expense



Healthco (Q2' FY26 vs Q2' FY25)

- 17% growth in revenue in Q2' FY26 vs Q2' FY25.
- 4x PAT in Q2'FY26 (Rs. 734 Mn) vs Q2'FY25 (Rs. 190 Mn)
- Lowest cash loss of Rs 386 Mn in Q2'FY26



Omnichannel Healthcare Division:

- Omnichannel Pharmacy (AHL+ APL) : Revenue of Rs 34,292 Mn in Q2' FY26 compared to Rs. 28,768 Mn in Q2' FY25 (growth of 19%).
- Serving ~1 Mn transactions every day



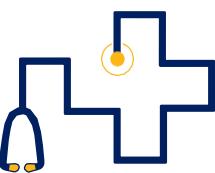
Digital Operational Metrics :

- Platform GMV : Rs 7,230 Mn in Q2' FY26, growth of 16% over Q2' FY25 (6,212 Mn)
- Consistent source for new customer acquisition (launch of 19 mins & Omni Acquisition).
- Continuous Improvement in quantitative parameters in Q2' FY26 vs Q2' FY25:
 - 30% YoY growth in Online Pharma Transactions
 - 30% YoY growth in Transacting users



Offline Segment

- 12% YoY growth in offline transactions (8.7 cr Vs 7.8 cr year back).

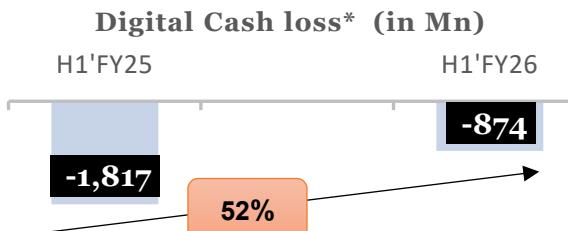


Apollo HealthCo Financials H1FY26



	₹ Mio	Offline Pharmacy Distribution	Online Pharmacy Distribution & Apollo 247	Total HealthCo
H1FY26	Total Revenues	44,981	6,343	51,324
	EBITDA (Pre 24 7 Cost) [#]	3,481	1,024	4,506
	margin (%)	7.7%	16.1%	8.8%
	24/7 Operating Cost		-1,898	-1,898
	ESOP(Non Cash expense)		-569	-569
	EBITDA	3,481	-1,442	2,040
	margin (%)	7.7%	-	4.0%
	EBIT			1,551
	PBT			1,306
	PAT (Reported)			1,304
H1FY25	Total Revenues	38,513	5,130	43,643
	EBITDA (Pre 24 7 Cost) [#]	2,915	680	3,595
	margin (%)	7.6%	13.3%	8.2%
	24/7 Operating Cost		-2,497	-2,497
	ESOP(Non Cash expense)		-352	-352
	EBITDA	2,915	-2,169	746
	margin (%)	7.6%	-	1.7%
	EBIT			461
	PBT			61
	PAT (Reported)			61
Revenue				
EBITDA (Pre 24 7 Cost)				

[#] Excluding 24|7 operating Cost and ESOP Non-Cash Charge



*Cash loss/profit is EBITDA post Ind As excluding ESOP expense

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Healthco (H1' FY26 vs H1' FY25)

- 18% growth in revenue in H1' FY26 vs H1' FY25.
- H1'FY26 PAT of Rs. 1,304 Mn vs Rs. 61 Mn in H1' FY25**

Omnichannel Healthcare Division:



- Omnichannel Pharmacy (AHL+ APL) : Revenue of Rs 65,933 Mn in H1' FY26 compared to Rs. 54,916 Mn in H1' FY25 (growth of 20%).
- Apollo Telehealth (under AHEL) – Generated Revenue of Rs 326 Mn, with a positive EBITDA of Rs 6 mn in H1 FY26.
- Serving ~1 Mn transactions every day

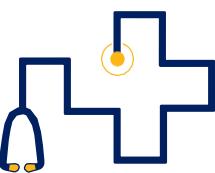
Digital Operational Metrics :

- Platform GMV : Rs 14,050 Mn in H1' FY26, growth of 20% over H1' FY25 (11,745 Mn)
- Consistent source for new customer acquisition (launch of 19 mins & Omni Acquisition). New Lob- Insurance started gaining attraction
- Continuous Improvement in quantitative parameters in Q2' FY26 vs Q2' FY25:
 - 36% YoY growth in Online Pharma Transactions
 - 33% YoY growth in Transacting users



Offline Segment

- 13% YoY growth in offline transactions (16.7 cr Vs 14.8 cr year back).



- Proposes to undertake below transactions sequentially, via a scheme of arrangement, subject to requisite corporate and regulatory approvals

Step 1

- Demerger of Omnichannel pharmacy distribution (OCP) and Apollo 24|7 digital platform (shares of AHEL in Apollo Healthco Ltd) & remote telehealth division of AHEL into New Co

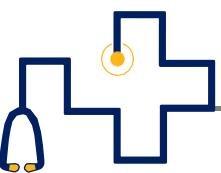
Step 2

- Amalgamation of Apollo Healthco Ltd with and into New Co

Step 2

- Amalgamation of Keimed Private Limited with and into New Co

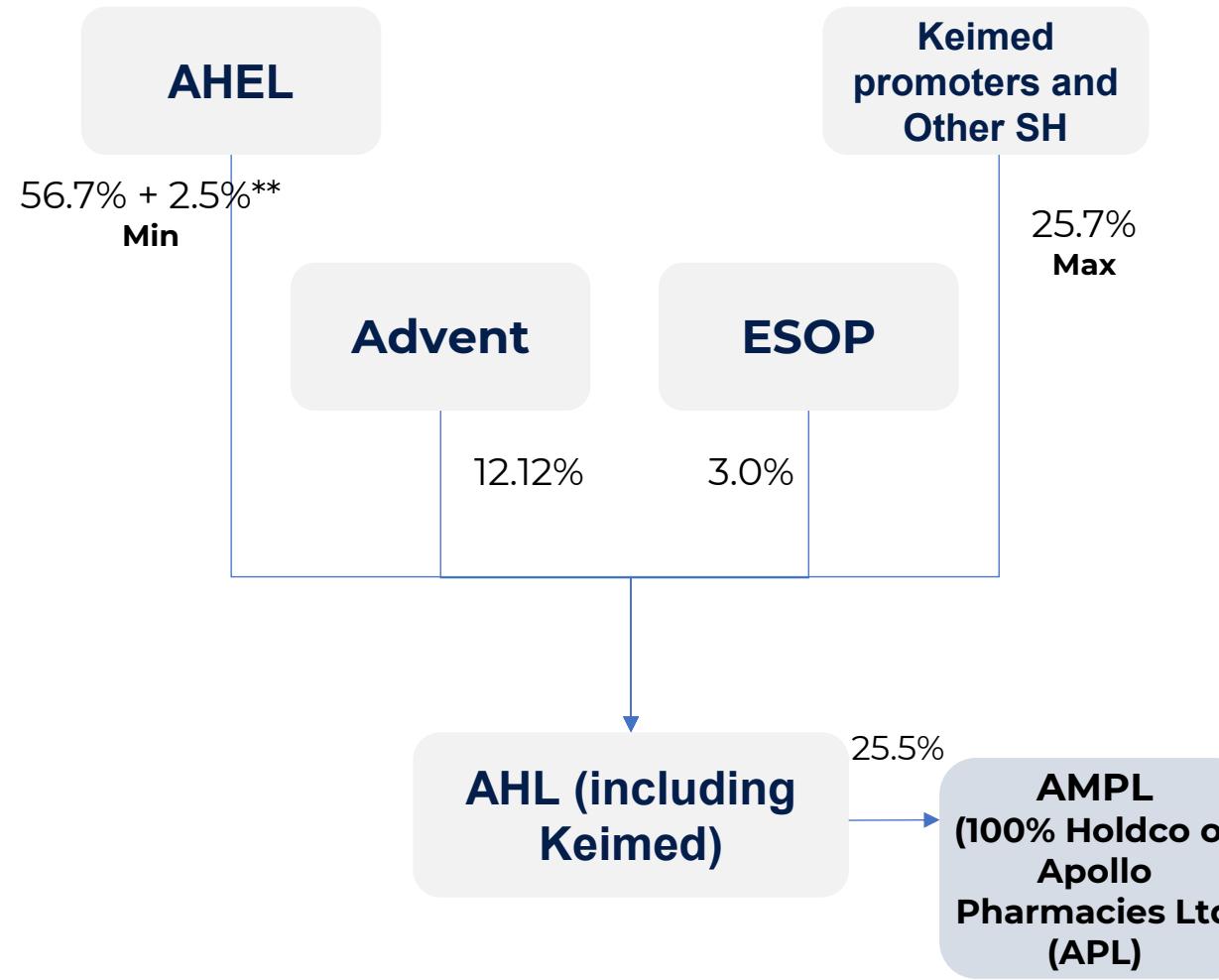
**Upon effectiveness of the Scheme (Post Shareholder and NCLT approval),
New Co to become an 'Indian Owned and Controlled Company' (IOCC), and apply for listing on stock exchanges**



Composite scheme: Shareholding Structure

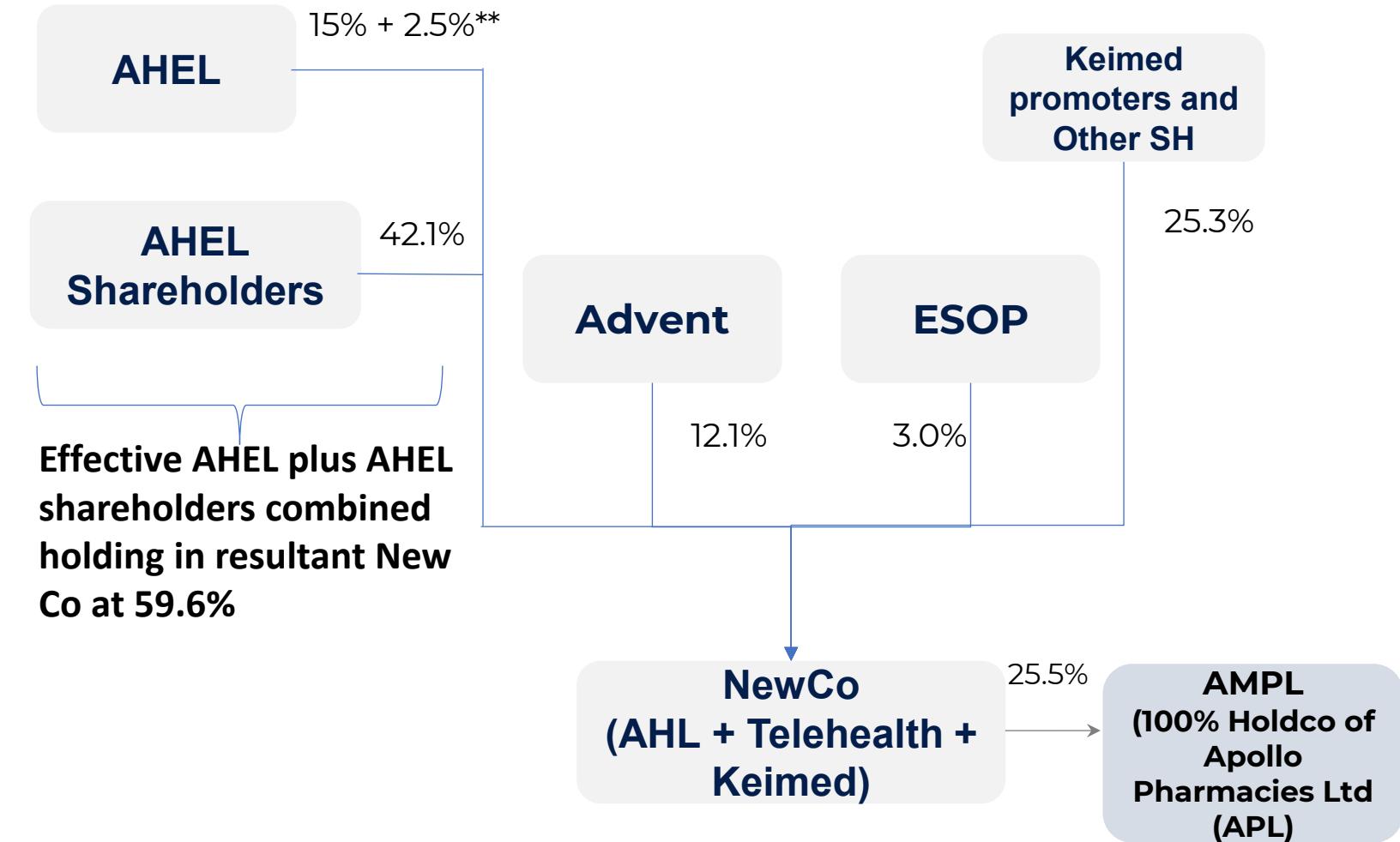


Shareholder approved Resultant Group Structure in August 2024



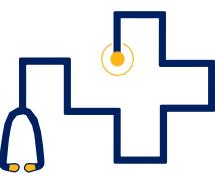
Resultant Group Structure Proposed Now (Post all approvals)

- Automatic listing of New Co
- Direct participation of AHEL shareholders in New Co



** Includes economic interest of AHEL holding of 49% in FHPL; AHEL effective economic interest through FHPL post merger/ demerger process is ~ 2.5%.

Estimated Listing by Q4FY27 post all approvals.



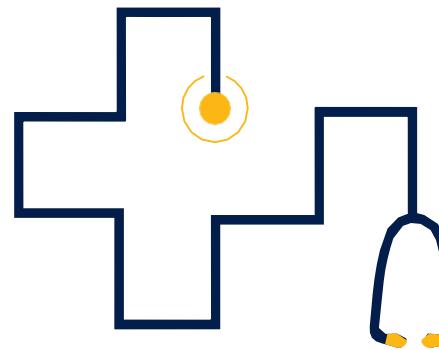
Combined Financials Metrics| Snapshot H1FY26

(₹ mio)

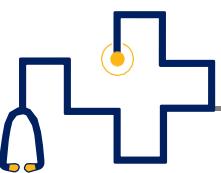


	FY24	FY25	Offline Pharma Distribution	Online Pharma Distribution+247	Total Healthco	Keimed	Combined Q2	Combined H1'FY26
Revenue	137,701	163,772	23,347	3,259	26,606	38,304	47,883	92,179
EBITDA, Pre INDAS	9,614	11,180	1,753	543	2,296	1,025	3,321	6,499
EBITDA %	7.0%	6.8%	7.5%	16.7%	8.6%	2.7%	6.9%	7.1%
24/7 Operating cost	-6,186	-4,781	-	-935	-935	-	-935	-1,898
ESOP Non Cash charge	-891	-1076	-	-324	-324	-	-324	-569
EBITDA, Pre IndAS	2,533	5,322	1,753	-716	1,037	1,025	2,062	4,033
EBITDA %	1.8%	3.2%	7.5%	N.M.	3.9%	2.7%	4.3%	4.4%
Excluding Digital	6.7%	6.4%					6.2%	6.2%

Company expects to achieve INR 250 bn of run rate annualized revenue in Q4 FY27 with 7% EBITDA



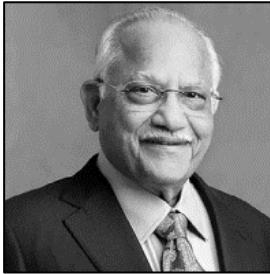
Prioritizing ESG



Governance - Board Composition & Structure



Executive Directors



Dr. Prathap C Reddy
Founder and Executive Chairman



Smt. Preetha Reddy
Executive Vice-Chair

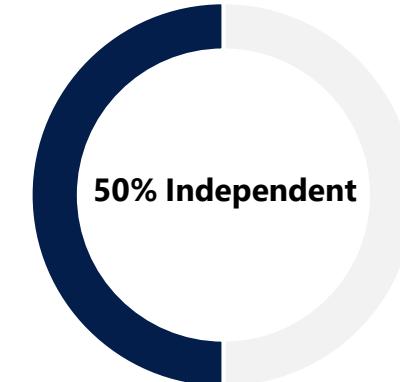


Smt. Suneeta Reddy
Managing Director

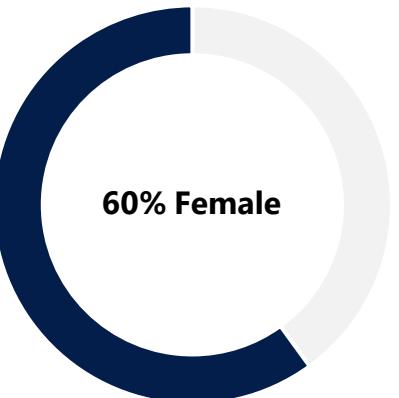


Smt. Sangita Reddy
Joint Managing Director

Board Independence



Gender Diversity



Our Board Committees

Audit

Nomination & Remuneration

Risk Management

Stakeholder Relationship

CSRS*

Investment

Share Transfer

Innovation and Quality

Average Age*: 65

*Among Non-Executive Directors (NEDs)

Average Tenure*: 6 years

*Corporate Social Responsibility and Sustainability **Fully Independent**

Features of the Board

Separate Chair and CEO



Lead Independent Director with Clear Responsibilities



Independent Board Members Meet to Appraise the Chair's Performance



> 50% Non-Executives Board



> 50% Women Board Members



> 100% Independent Audit Committee and Nomination & Remuneration Committee



> Independent Chairs sitting on committees such as Investment, Innovation, Stakeholder Relations



No Over-Boarded Board Member

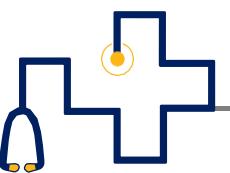


Board Skills Matrix Disclosed



Audit Committee Members with Recent and Relevant Experience





Governance - Skills and Experience



Dr. Prathap C. Reddy

Chair



Smt. Preetha Reddy

Vice-Chair



Smt. Suneeta Reddy

Managing Director



Smt. Sangita Reddy

Joint Managing Director



Shri. MBN Rao

Lead Independent Director



Smt. Kavitha Dutt

Independent NED



Smt. Shobana Kamineni

Non-Independent NED



Dr. Murali Doraiswamy

Independent NED



Shri. Som Mittal

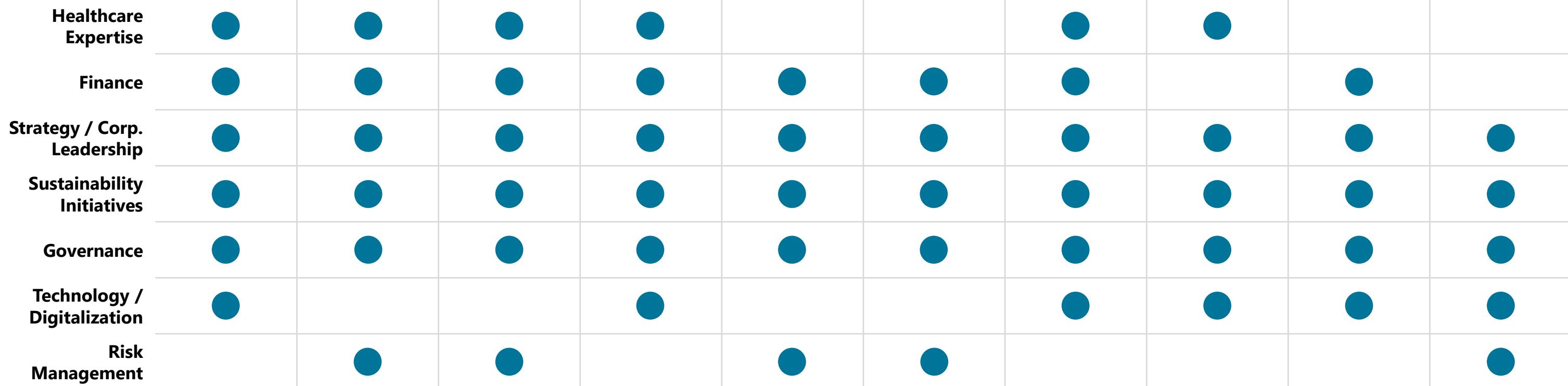
Independent NED

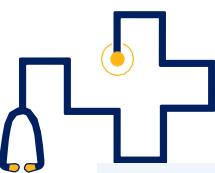


Smt. Rama Bijapurkar

Independent NED

Board Skills Matrix

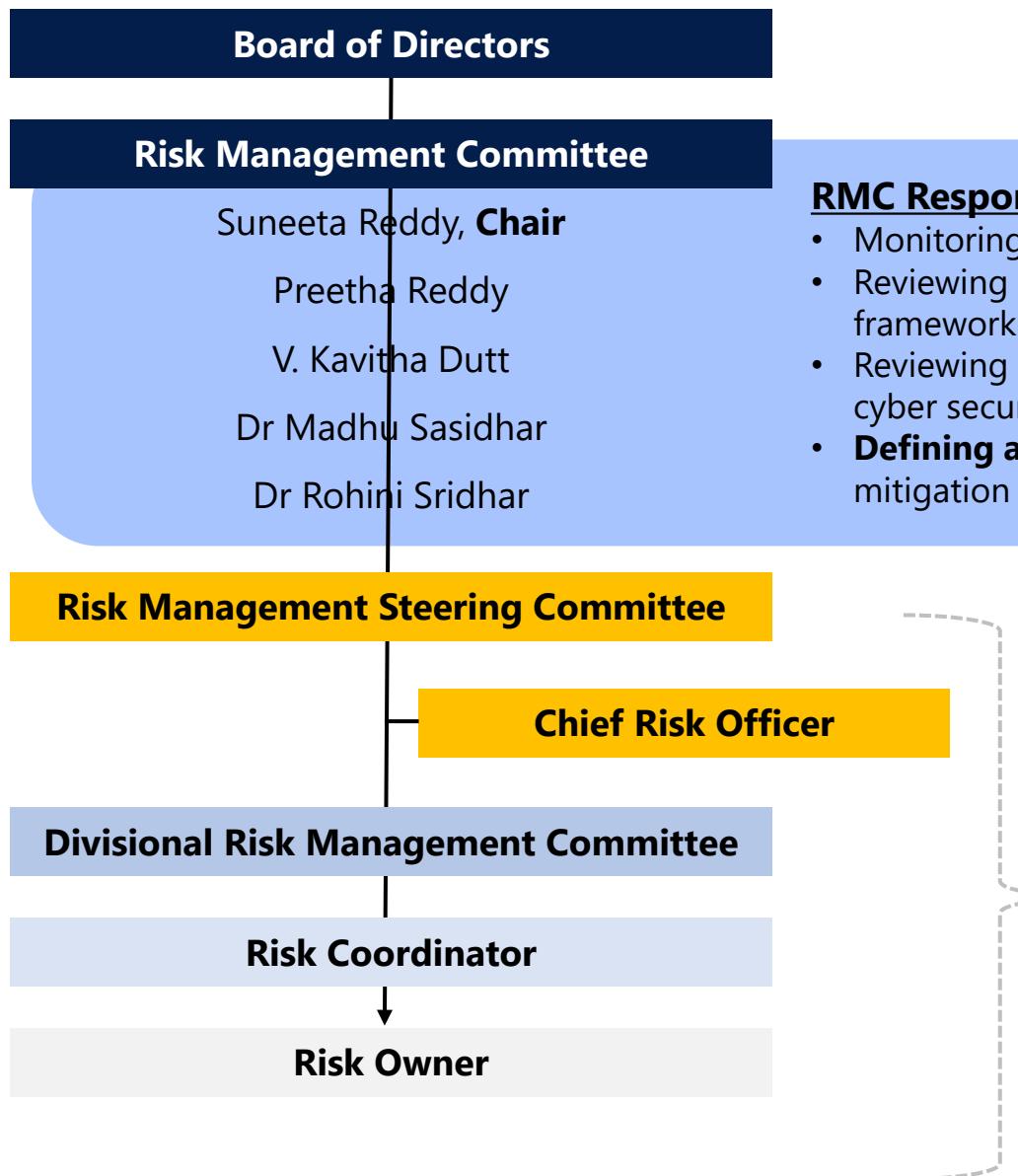




Governance - Risk Management



The Board constituted a **Risk Management Committee ("RMC")**, chaired by the Managing Director, to identify elements of risk in different areas of operations and to develop a policy for actions associated to mitigate the risks. The **Audit Committee**, wholly independent, evaluates the internal financial controls and risk management systems. **The Board is ultimately responsible** for establishing and overseeing the establishment, implementation and review of the risk management process. On a day-to-day basis, the **Steering Committee** and the **Chief Risk Officer** executes the risk policy, monitoring, reporting, and mitigating risks with the support of divisional risk coordinators and owners ([Source](#)).



RMC Responsibilities

- Monitoring **environmental and social risks** relevant to the organization
- Reviewing the **Business Risk Management ("BRM") policy** and framework in line with legal requirements and SEBI guidelines
- Reviewing risks and initiating **mitigating actions** including scrutinizing cyber security & risk ownership as per a pre-defined cycle
- Defining a framework** for identification, assessment, monitoring, mitigation and reporting of risks

Risk Management Process – Key Features

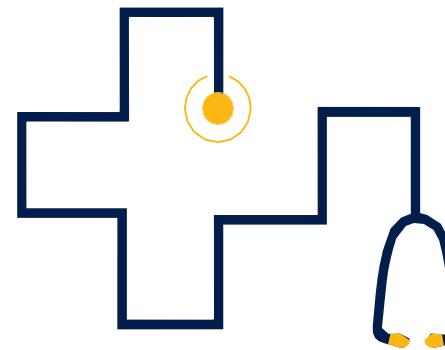
- Risk management responsibility is **shared across the entire business, top-to-bottom**
- Our policy execution is led by experienced risk managers, including the **Chief Risk Officer**
- Our risk management process is aligned to numerous industry standards, including the Joint Commission International ("JCI") and National Accreditation Board for Hospitals ("NABH")
- We follow a structured, yet flexible process that emphasizes continuous oversight even after mitigation

Business Risk Management Policy ([Source](#))

The document is titled 'Risk Management Policy' and is a template for 'Apollo Hospitals'. It includes sections for 'Risk Management Policy', 'Risk Categories', 'Risk Treatment Approach', 'Rating of Risk X', and 'Risk Management Policy Flowchart'. The 'Risk Categories' section lists 10 categories with descriptions and definitions. The 'Risk Treatment Approach' section is a 5x5 matrix. The 'Rating of Risk X' section shows a table for 'Participant 1', 'Participant 2', and 'Participant 3'. The 'Risk Management Policy Flowchart' is a large, complex diagram showing the process flow from risk identification to risk mitigation.

Key Features

- As per the Policy, executives **regularly present risk performance** to the Board
- Bespoke risk policy exists for all **medical practices**
- The **policies were built leveraging** Risk Management Standards AS/NZS 4360:1999, COSO Integrated ERM Framework, and more



Sustainability at Apollo Hospitals



DR. PRATHAP C. REDDY

Founder and Chairman of Apollo Hospitals



“

Managing our sustainability risks is not just about demonstrating goodwill to our stakeholders; it's about **embedding sustainability into every aspect of our decision-making process.**

Our refined sustainability strategy, aligned with our mission **To Touch a Billion Lives**, does just that. It enables Apollo Hospitals to transform material sustainability risks into valuable opportunities, driving our ambition to create long-term value for all our stakeholders.

”

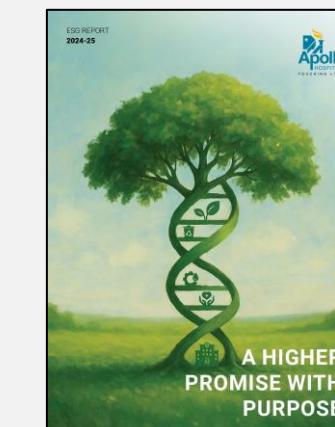
BRS Report (BRSR)

Reasonable assurance by TÜV SÜD



ESG Report

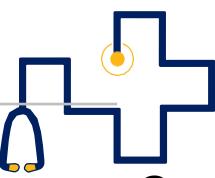
Reports assured data from BRSR



Disclosure Practices

We endeavour to align our measurement and disclosures with best practices.





Sustainability - Oversight



Our **governance framework** ensures that social responsibility and sustainability considerations are embedded in our decision-making process, operations and interactions with stakeholders

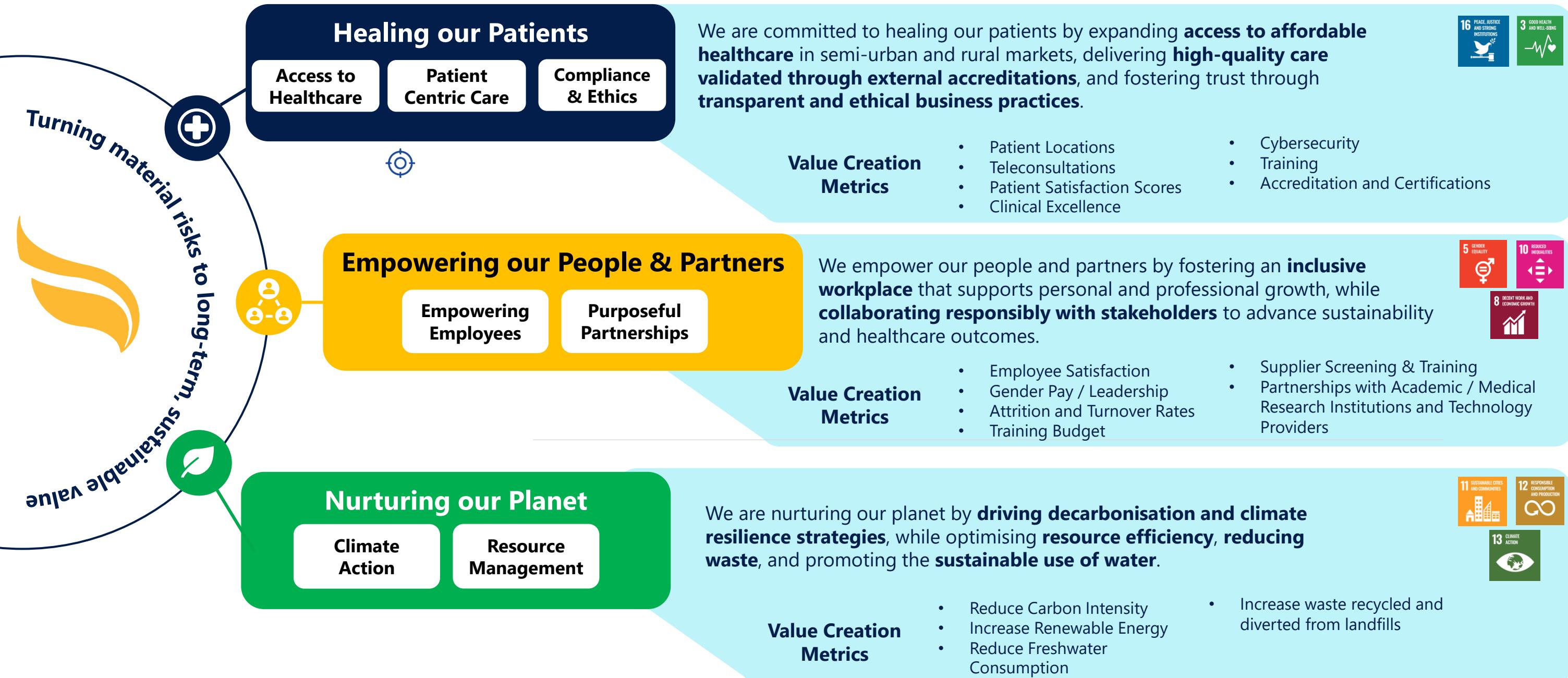
Board-level Mechanism

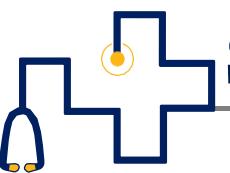
Risk Governance Framework	Our Enterprise Risk Management ("ERM") helps us evaluate and minimise risks in a methodological way . The framework aims to facilitate policy implementation by the Board and the empowerment of various sub-committees to identify, report and minimise risks. This approach ensures accountability of risk at all levels of the business (Source).
Independent Director's Meeting	The Board, chaired by Dr Reddy, approves the Risk Management Policy. Independent NEDs, led by our Lead Independent Director , meets to evaluate the Board's and the Chairman's performance. The segregated meeting ensures objectivity of the assessment (Source).
Fully Independent Audit Committee	The Audit Committee meets to assess the internal control and risk management systems . The Committee's function helps identify and address any deviations (ranging from fraud, failure of internal control systems, amongst others) (Source).
CSR & Sustainability ("CSRS") Committee	Our Board-level CSRS Committee is responsible for shaping the strategy , updating policies, practices, and objectives related to CSR and sustainability, as well as guiding and monitoring their implementation throughout the organization. The Company's Vice President - Sustainability, channels responsibilities to the respective CEOs , who promote the objectives and reports back to the VP (Source).

Accountable and Transparent

Materiality Guiding Sustainability Strategy	Through stakeholder engagement, we have developed our sustainability materiality matrix. This process provided insight into potential risk and opportunity areas, allowing us to maximise value creation while curtailing negative impacts. The exercise set the foundation for business strategy (Source).
Transparency Reporting Standards	Our Sustainability Report is prepared in accordance with the Global Reporting Initiative ("GRI") Standards . We further considered the Sustainable Accounting Standards Board ("SASB") standards to ensure that our report covers our industry's most material sustainability issues. In addition, in 2024 we started disclosing to the Carbon Disclosure Project ("CDP").
ESG-linked Remuneration	Management incentives include ESG-related criteria such as energy efficiency, gender parity measures, patient satisfaction scores, recruitment and retention of Doctors and key medical professionals, etc. (Source).

Aligning our Strategy with our Material Risks and Opportunities



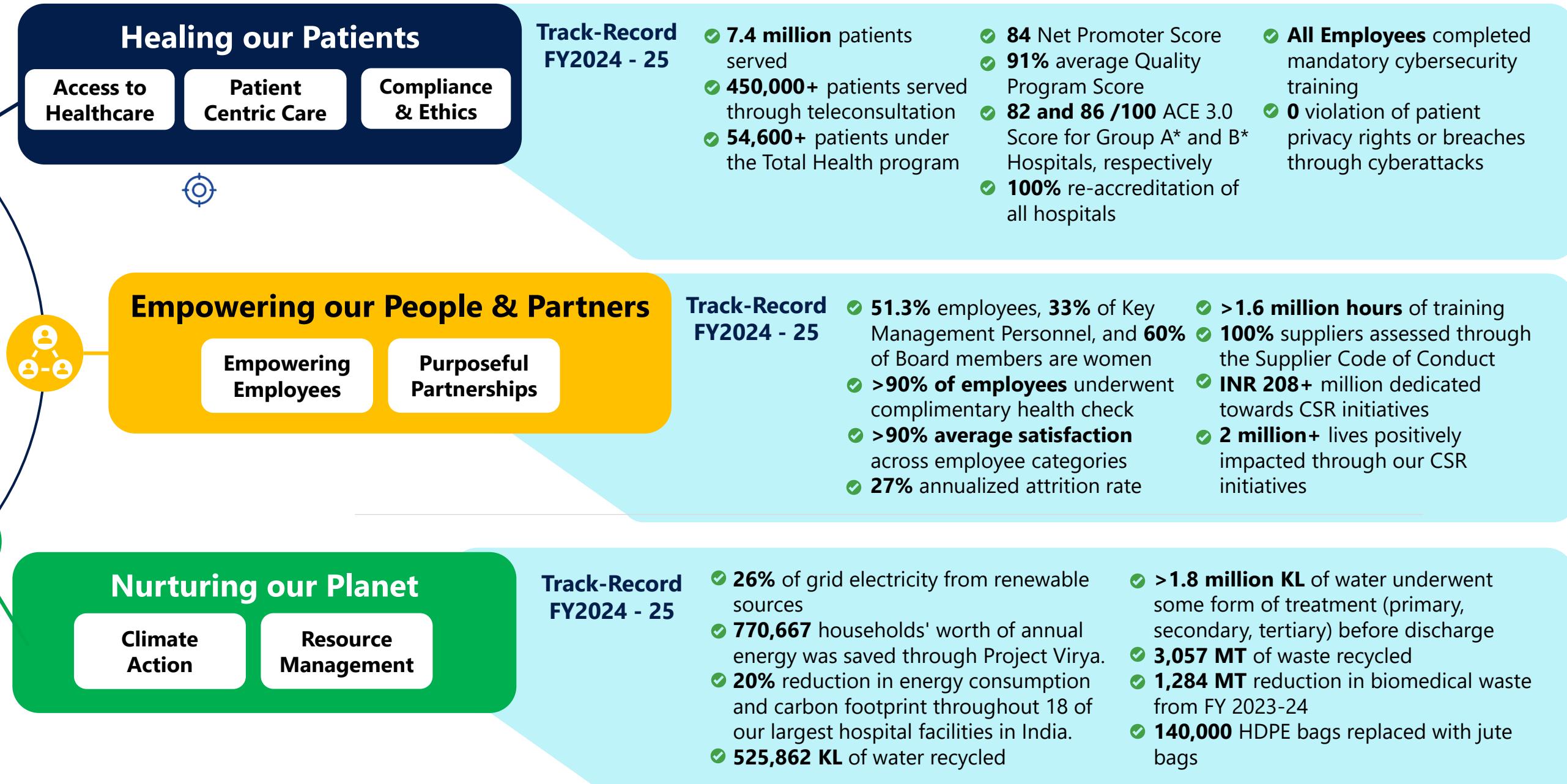


Sustainability - Our Track-Record



Driving meaningful impact for patients, people, and the planet through sustainable action.

To 'Touch a Billion Lives'





Sustainability – Focus on Patients

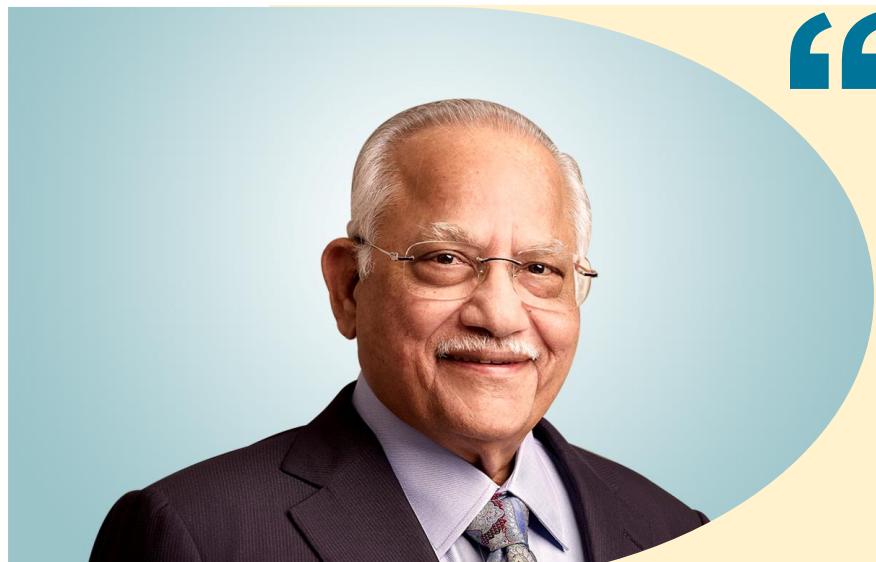


Healing Our Patients

At Apollo Hospitals, we know that every patient is unique, and we work to ensure an individual experience that reflects our empathy and unwavering service. Our commitment to a patient-centric approach, underscored by our values of compassionate care, world-class excellence and a pioneering attitude, continue to bring us closer to 'touching a billion lives'.

By **integrating pioneering technologies throughout our care system**, we have continued to lead the way both nationally and globally in efficiency and innovation. By empowering our clinicians with real-time intelligence and digital tools, we have been able to **cut average length of stay** and **reduce customer complaints by 25%** ([Source](#)).

Our focus remains delivering accessible healthcare of a global standard, and we're empowered by our proprietary Apollo 24/7 platform to deliver care to **over 40mn registered users**, giving them immediate **access to ~12,000 doctors**. ([Source](#)). To ensure protection of patient's data, we have **implemented our comprehensive Cybersecurity vision 2.0**, and extended cybersecurity training to all staff.



“ We work to make every individual feel secure, know that their concerns are truly listened to, and they experience support at every stage of their care. We understand that each patient journey is deeply personal, and our teams continuously dedicate themselves to restoring both health and hope.

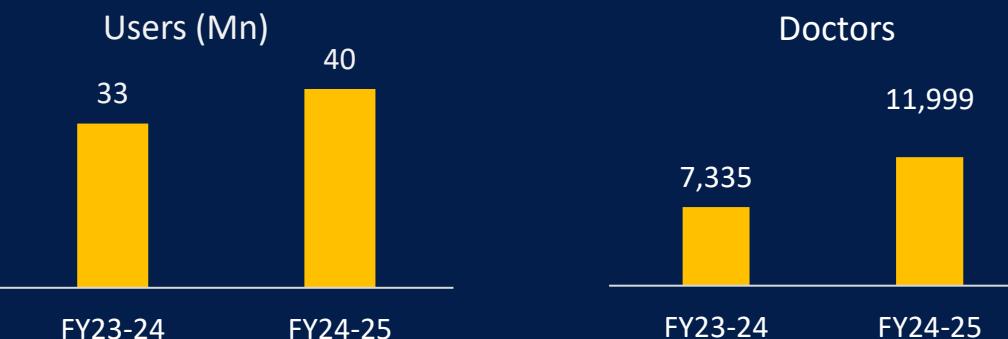
Customer Complaints

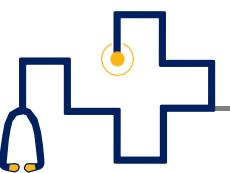


Protecting Our Clients' Data



Apollo 24/7 Uptake





Sustainability – Focus on Employees

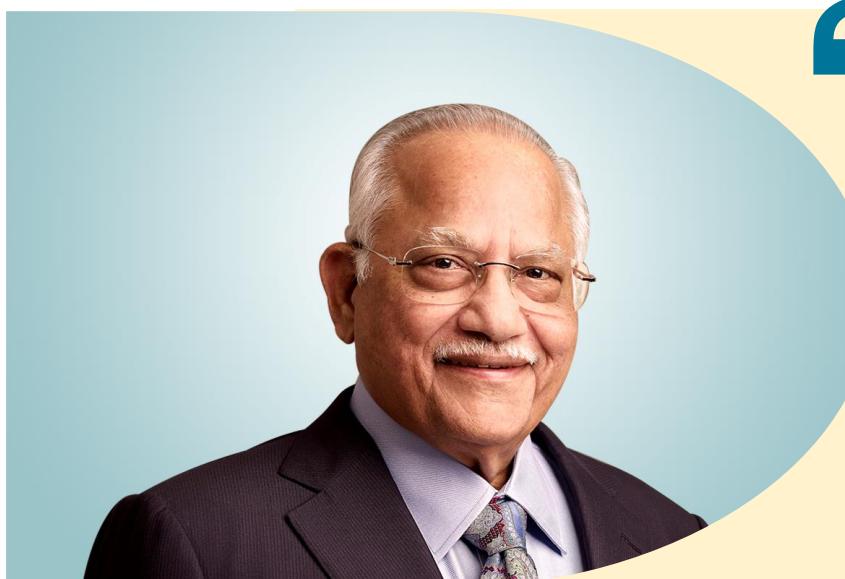


Empowering Employees

Our team at Apollo Hospitals consists of 42,497 devoted professionals from various backgrounds. We are bound by common values, including a focus on wellbeing, social responsibility, excellence, and intellectual curiosity, all of which fuel our singular aim: to deliver healthcare of global standards universally.

With training on **skill upgradation and health & safety measures provided to 100%** (alongside many other topics, such as cybersecurity) **of our employees**, and a **56% increase in number of employee training hours**, we deeply believe in investing in our workforce. In addition, in 2025, the general **workforce was provided a 9% pay increase** ([Source](#)).

Our focus lies even beyond that and encompass the **physical and mental wellbeing of our colleagues**. We believe our anonymous feedback lines, wellbeing initiatives, safe working environment and more, all contributed to the **resoundingly high employee satisfaction survey results**.



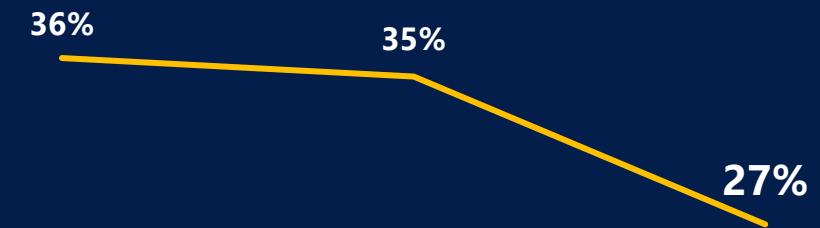
“

Our **social initiatives have led to reduced attrition rates and higher performance scores** in our quality and patient care scorecards. Overall, we are proud of the journey the Company has taken and I look forward to seeing the developments that we have in store shape themselves into tangible progress

Positive Employee Satisfaction Survey

On Roll			Off Roll		Overall
Admin	Nursing	Paramedical	Consultant	Outsource	
91%	90%	91%	90%	92%	91%

Turnover Rate Reducing



FY22-23

FY23-24

FY24-25

Employee Training & Pay



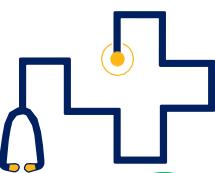
Average Training Hours Per Employee

9%

Workforce Pay Increase

95%

Key Positions Filled Through Internal Promotions



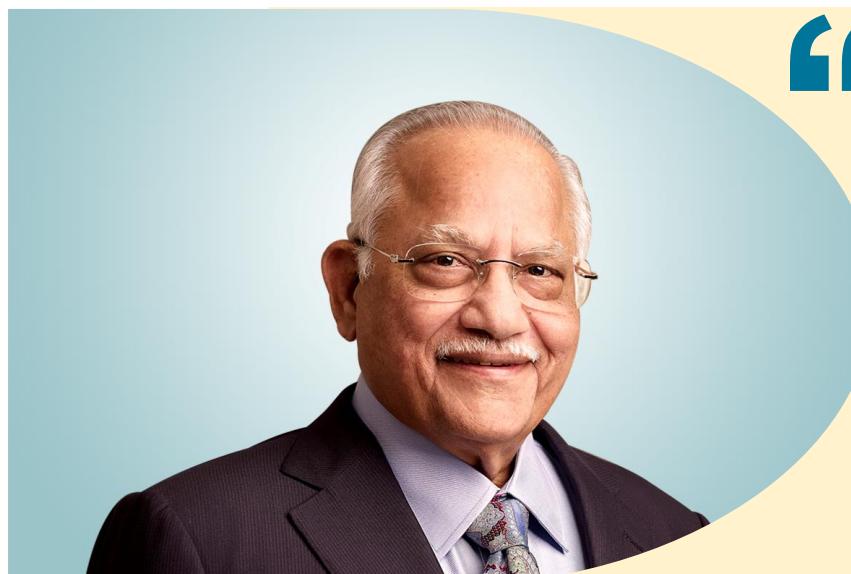
Sustainability – Focus on Environment



Nurturing Our Planet

Apollo Hospitals is not just committed to our patients and staff, but also the world they live in. We believe that exceptional healthcare and sustainability must advance together. We have taken steps to reduce our environmental footprint in the areas where our impact is greatest: greenhouse gas emissions, water consumption, and waste management. As part of this commitment, we are proud to be **among the first hospitals in India and Asia to report scope 3 emissions (category 3, 5, 6)**—this highlights our continued efforts towards rigorous data and transparency in our environmental reporting.

We have focused on several decarbonisation levers in FY2024-25, including the **phasing out of ozone-depleting substances (ODS) substances** in HVAC systems as well as **reducing vehicle fleet emissions** ([Source](#)). We also continue to make strides through our ambitious **Project Virya** program, which sets a target of achieving a 20% reduction in carbon footprint across 18 of our largest hospital facilities ([Source](#)). Additionally, we continue to diversify our energy sources, with **22% of our energy consumption originating from renewable sources** in FY2024-25 ([Source](#)).



“

The Apollo Group has taken steps to ensure that we do not falter on our promises of responsibility while making strides in the domain of sustainability. [...] We continue to bolster our data analytics and tracking mechanisms and **uphold the strength of our environmental initiatives with continuous progress.**

Project Virya CO2e Emissions Avoided (tons)

[FY22-23 Source](#)

[FY23-24 Source](#)

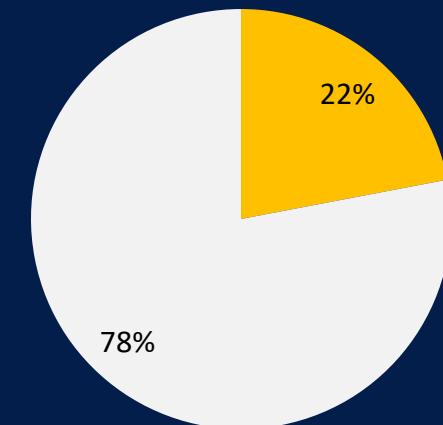
[FY24-25 Source](#)



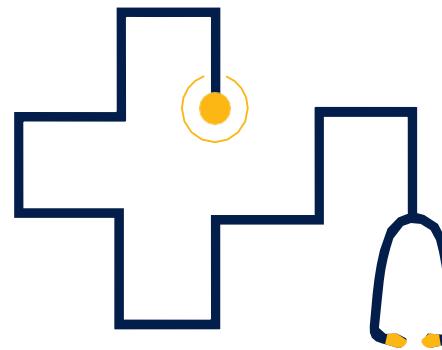
Improved resource efficiency has translated to **total savings of INR770 million**

Renewable Energy Consumption

[FY24-25 Source](#)

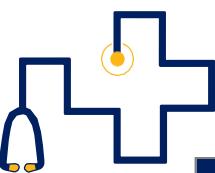


■ Renewable Energy ■ Non-renewable Energy



Annexure



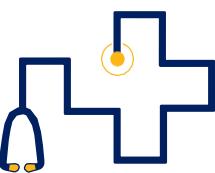


Basis of Consolidation



AHEL Standalone Hospitals (100% Ownership)	Location
Chennai Main	Chennai
ACI - Chennai	Chennai
Tondiarpet - Chennai	Chennai
FirstMed - Chennai	Chennai
Apollo Children's Hospital	Chennai
Apollo Specialty, Vanagaram	Chennai
ASH Perungudi	Chennai
Women & Child, Shafee Mohammed Road	Chennai
Apollo Proton & Cancer care	Chennai
Madurai	Madurai
Karur	Karur
Karaikudi	Karaikudi
Trichy	Trichy
Nellore	Nellore
Hyderabad	Hyderabad
Bilaspur	Bilaspur
Rourkela	Odisha
Mysore	Mysore
Vizag (old & new)	Vizag
Karim Nagar	Karim Nagar
Bhubaneswar	Bhubaneswar
Jayanagar	Bangalore
Nashik	Nashik
Malleswaram	Bangalore
Navi Mumbai	Mumbai

Subsidiaries	Location	Description	AHEL Ownership
Material Subs			
Apollo Health Co limited	India	Digital Omni-Channel Healthcare services Platform	99.68%
Apollo Health and Lifestyle Ltd.	India	Clinics, Diagnostics and Daycare	68.84%
Apollo Multispeciality Hospitals Ltd.	Kolkata	Hospital	100.00%
Apollo Medics	Lucknow	Hospital	51.00%
Imperial Hospital and Research Centre Ltd.	Bangalore	Hospital	90.00%
Apollo Hospitals International Ltd.	Ahmedabad	Hospital	50.00%
Assam Hospitals Ltd	Assam	Hospital	70.99%
Apollo Rajshree Hospital	Indore	Hospital	54.63%
Samudra Healthcare Enterprises Ltd.	Kakinada	Hospital	100.00%
Other Subs			
Apollo Hospitals (UK) Ltd	UK	UK Hold Co	100.00%
AB Medical Centres Limited	Chennai	Infrastructure	100.00%
Total Health	India	CSR	100.00%
Apollo Hospitals Singapore.PTE Limited	Singapore	Singapore Hold Co	100.00%
Future Parking Pvt Ltd	Chennai	Infrastructure	100.00%
Apollo Home Health care Ltd	India	Paramedical Services	74.00%
Pinakini Hospitals Ltd.	Nellore	Hospital	80.87%
Sapien Biosciences Pvt Ltd	Hyderabad	Biobanking tissues	70.00%
Apollo Lavasa Health Corporation Ltd	Maharashtra	Hospital	51.00%
Apollo Hospitals North Limited	Gurgaon	Hospital	100.00%
Apollo Hospitals Worli LLP	Mumbai	Hospital	90.10%
Health Axis	Hyderabad	Healthcare Technologies and Remote healthcare	69.99%
Kerala First Health Services Private Limited	Kerala	Hospital	60.00%
Apollo Gleneagles PET-CT Pvt Ltd (w.e.f 30 th Sep 2025)	Hyderabad	Diagnostics	100.00%
Apollo HealthTech	India	Digital Omni-Channel Healthcare services Platform	100.00%
Associates	Location	Description	
Indraprastha Medical Corporation Ltd.	Delhi, Noida	Hospital	22.03%
Family Health Plan Ltd.	India	TPA, Health Insurance	49.00%
ApoKos Rehab Pvt Ltd	Hyderabad	Rehab Centre	50.00%
Stemcyte India Therapeutics Pvt Ltd	India	Stemcell Banking	37.75%



IND AS - 116 : Impact on P&L and Balance Sheet –H1FY26



AHEL Standalone (post IND AS 116)



Balance sheet

Right of use Asset as of 30 th Sep, 2025	13,350
Lease liabilities as of 30 th Sep, 2025	13,381
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	2,109



Profit & Loss

Revenue	
Other expenses (Lease rent)	577
EBITDA	577
Amortisation	363
EBIT	214
Finance charge	350
PBT	136

AHEL Consolidated (post IND AS 116)



Balance sheet

Right of use Asset as of 30 th Sep, 2025	24,873
Lease liabilities as of 30 th Sep, 2025	26,461
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	3,052



Profit & Loss

Revenue	
Other expenses (Lease rent)	1,338
EBITDA	1,338
Amortisation	895
EBIT	444
Finance charge	783
PBT	339

Thank you !!