Apollo Hospitals Enterprise Limited

Earnings Update Q1 FY27

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Content

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Financial Performance Snapshot Q1FY27

(in ₹ Mio)

		Revenue	Growth YoY(%)	EBITDA(Post Ind AS)	Margin	Growth YoY(%)	PAT		Growth YoY(%)
Healthcare Services		35,670	22%	8,617	24.2%	20%	4,803	13.5%	25%
Apollo HealthCo	Offline PD ^	26,287	22%	1,910	7.3%	14%			
Apollo HealthCo	Online PD^ & 24|7	3,484	13%	[1](196) Vs (732) in Q1 FY26					
Apollo HealthCo	Total HealthCo	29,770	20%	1,714	5.8%	83%	1,013	3.4%	78%
AHLL		4,995	15%	590	11.8%	46%	(11)		
Consolidated		70,435	21%	10,920	15.5%	28%	5,805	8.2%	34%

^PD:- Pharmacy Distribution

[1]Digital Cash loss of ₹97mio for the Quarter (excluding ESOP charges).

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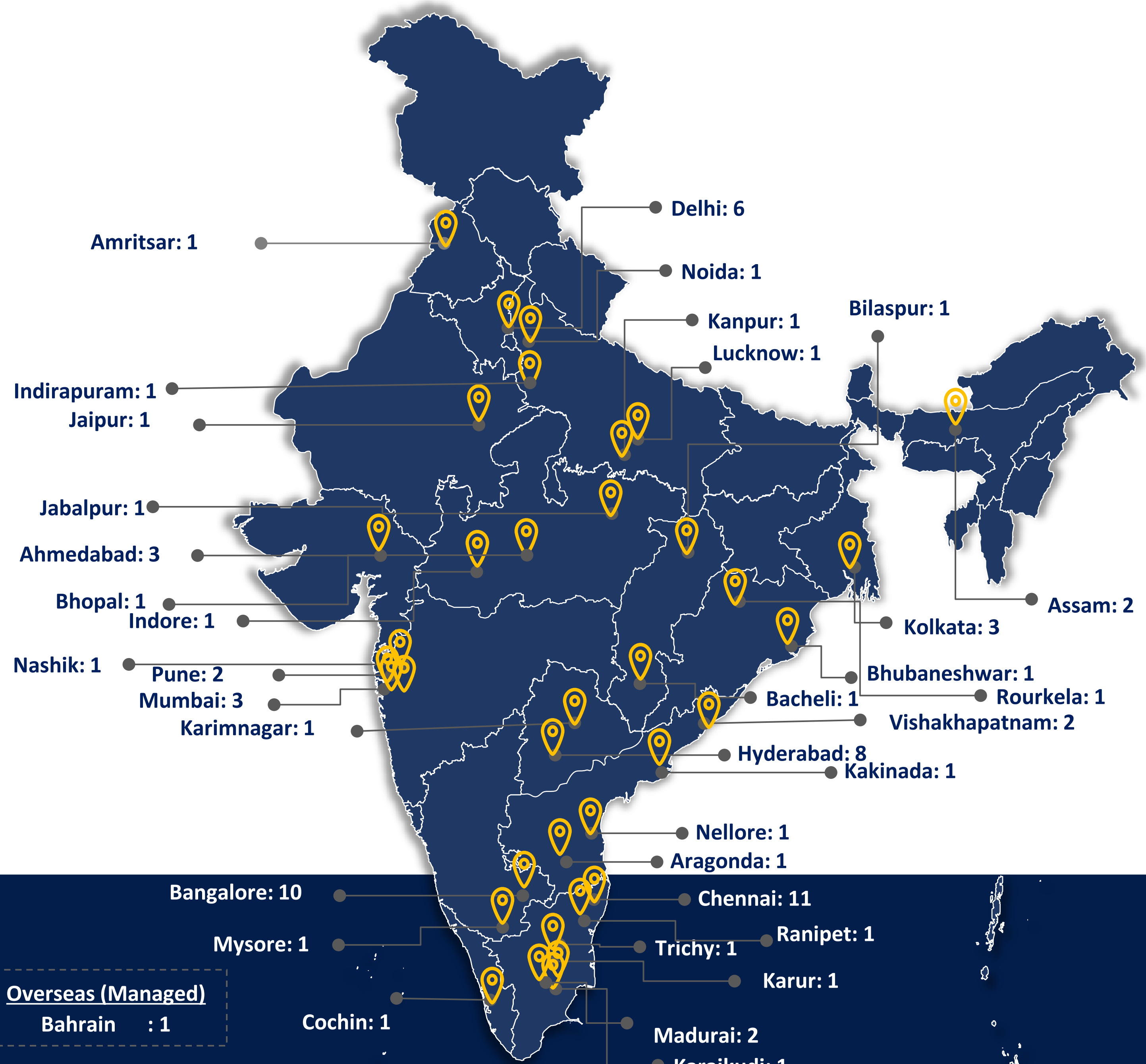
Largest Pan India Hospital Chain



	Hospitals	Capacity Census Beds[1]	Operational Census Beds
Overall Total	77	11,147	9,857
Owned Hospitals	48	9,642	8,352
Managed Hospitals	6	806	806
Day Surgery & Cradle (AHLL)	23	699	699

[1]Capacity beds include only census capacity beds and doesn't include emergency, daycare beds, recovery room, dialysis, endoscopy etc. Beds include recently commissioned 5 new hospitals – Pune, Defence Colony, Gachibowli, Sonarpur and Belenus.

Healthcare Services Q1 FY27 Snapshot

171,662 In-patients ↑ 13%

₹ **186,630** Avg Revenue per IP Patient ↑ 8%

70% Occupancy | Established Units **72%**

Revenue ₹ 35,670 Mio ↑ 22%

EBITDA ₹ 8,617 Mio ↑ 20%

Margin 24.2%

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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

Apollo Cradle and Fertility and Cloudnine to combine (subject to CCI approval) to create one of India's largest Maternity and Fertility care Platforms.

AHLL's Mother & Child and Fertility Businesses Valued at INR 1,550 Crores through Combination of Cash and 9.9% Equity Stake in the Combined Entity

AHLL Q1 FY27 Snapshot

- 2,691 Diagnostics Centers
- 299 Clinics
- 172 Dialysis Centers
- 294 Dental Centers

Revenue	₹ 4,995 Mio	15%
EBITDA	₹ 590 Mio	46%
Margin	11.8%	

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

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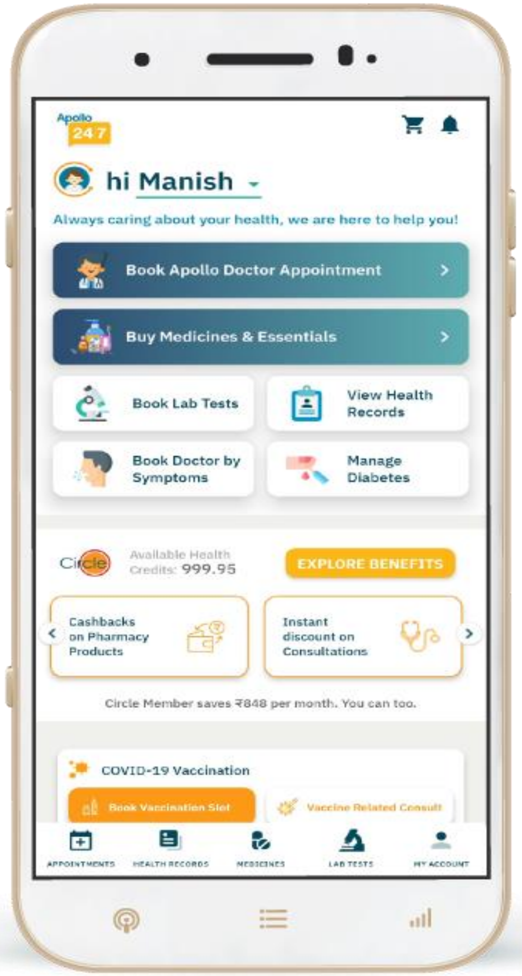
AHL| India’s Largest Omni-channel Healthcare Platform

Apollo HealthCo Ltd



Apollo 24|7

Unmatched Size

- **49 Mn.+** Registered Users – ~ **8 Lacs** Daily Active Users

Industry-leading Growth at scale

- Platform GMV: INR 535 Cr. in Q1FY27, growth of 23% over Q1 FY26

Full stack digital healthcare platform

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

Offline Pharmacy Distribution

- Serving 7,440 Operating Stores as on 30th June 2026.

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

- **Virtual Doctor Consultation**
- **Online Booking : Hospitals & Diagnostics**
- **Online Medicine delivery**
- **Health Insurance**
- **Patient e-health records**
- **Condition management**

Health Co Q1 FY27 Snapshot

7,440 Outlets

~14.6% Omni Private label / Generic sales

Revenue	₹ 29,770 Mio	↑ 20%
EBITDA	₹ 2,624 Mio (excl 24|7 operating cost & ESOP)	↑ 22%
Margin	8.8%	

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Clinical Updates and New Initiatives

Hospitals

- Apollo Children's Hospital, Chennai was recognised among the World's Best Hospitals 2026 by Newsweek and Statista and received a CII award for its quality improvement initiative in paediatric epilepsy care.
- Apollo Hospitals signed an MoU with the ePlane Company to explore electric air ambulances and medical delivery drones for India's emergency healthcare network.
- Apollo Hospitals, Chennai received the FE Healthcare Awards 2026 recognitions for Excellence in Multispecialty Care – South and Excellence in Emergency & Critical Care – South, and the IHF Award for Hospital Operational Excellence.
- Apollo Hospitals, Bangalore was recognised as India's first certified Comprehensive Chest Pain and Stroke Centre by the American Heart Association and American Stroke Association, respectively.

AHLL

- Test-menu enhancement for specialty tests including biomarkers profile for alzheimer, neuroendocrine marker, meningioma prognostic FISH panel, cysticercosis IgG ELISA, Uroplakin & ROS1 carcinoma markers, various food items across CRD allergy panel, colorectal cancer custom panel etc
- Pain management & longevity services added in 2 clinics. GLP services extended to 2 more centers
- AI-based X-ray/RVG analysis implemented across the entire dental network; pilot initiated in Bangalore with a device partner for foot-health assessment of diabetic patients

Apollo HealthCo

- **Improved Pharma Economics:** Per-order profitability sustained with higher average order value.
- **Efficient User Acquisition:** User growth remained strong despite lower marketing spend, led by omni-channel and non-metro expansion.
- **Diagnostics Scale-up:** Diagnostics business expanded with growing omni-channel contribution.
- **AI-led Consultations & Insurance Growth:** AI-driven patient triaging scaled, while insurance grew ~6x.
- **AI-led Care Navigation:** Predictive analytics enabling earlier identification and referral of advanced-care patients.
- **Unified Digital-Hospital Experience:** Apollo 24|7 developing a seamless digital-to-hospital patient journey.

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Consolidated Financials

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Consolidated Financials Q1FY27

(₹ mio)

₹ Mio		Healthcare Services	Diagnostics & Retail Health	Digital Health & Pharmacy Distribution	Consol
Q1FY27	**Total Revenues**	**35,670**	**4,995**	**29,770**	**70,435**
	EBITDA (Pre 24|7 Cost)	**8,617**	**590**	**2,624**	**11,831**
	margin (%)	**24.2%**	**11.8%**	**8.8%**	**16.8%**
	24/7 Operating Cost			(811)	(811)
	ESOP(Non Cash expense)			(99)	(99)
	EBITDA	**8,617**	**590**	**1,714**	**10,920**
	margin (%)	**24.2%**	**11.8%**	**5.8%**	**15.5%**
	EBIT	6,820	227	1,523	8,570
	margin (%)	19.1%	4.5%	5.1%	12.2%
	PBT	6,553	35	1,398	7,987
	margin (%)	18.4%	0.7%	4.7%	11.3%
	PAT (Reported)	**4,803**	**(11)**	**1,013**	**5,805**
Q1FY26	**Total Revenues**	**29,351**	**4,351**	**24,718**	**58,421**
	EBITDA (Pre 24|7 Cost)	**7,179**	**403**	**2,145**	**9,727**
	margin (%)	**24.5%**	**9.3%**	**8.7%**	**16.6%**
	24/7 Operating Cost			(963)	(963)
	ESOP(Non Cash expense)			(245)	(245)
	EBITDA	**7,179**	**403**	**938**	**8,519**
	margin (%)	**24.5%**	**9.3%**	**3.8%**	**14.6%**
	EBIT	5,610	71	692	6,373
	margin (%)	19.1%	1.6%	2.8%	10.9%
	PBT	5,345	(89)	571	5,827
	margin (%)	18.2%	-	2.3%	10.0%
	PAT (Reported)	**3,840**	**(80)**	**569**	**4,328**
YOY Growth					
Revenue		22%	15%	20%	21%
EBITDA		20%	46%	83%	28%
PAT		25%	-	78%	34%

- Overall **Consolidated Revenue grew by 21% to ₹ 70,435 mio.**
- EBITDA grew by 28% to **₹ 10,920 mio.**
- Consolidated PAT grew by 34% **to ₹ 5,805 mio.**

	HCS	Health Co	AHLL
Gross Debt	25,771	3,313	3,359
Cash & Cash Equivalents*	23,560	341	1,061
Net Debt	2,211	2,972	2,298

*Includes investments in Liquid funds and FDs of ₹ 18,555 mio.

Consol Gross Debt	32,443
Consol Net Debt	7,481

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Healthcare Services
Hospitals

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Healthcare Services Financials

(₹ mio)

₹ Mio	Q1FY27	Q1FY26	YoY
No of Hospitals	48	45	
Operating beds	8,352	8,030	4%
Occupancy	70%	65%	
IP Discharges	171,662	151,517	13%
ALOS	3.09	3.14	-2%
Avg revenue per In Patient (₹)	**186,630**	**172,328**	**8%**
Revenue	**35,670**	**29,351**	**22%**
EBITDA (Post Ind AS 116)	**8,617**	**7,179**	**20%**
margin (%)	**24.2%**	**24.5%**	**(30) bps**
EBIT	**6,820**	**5,610**	**22%**
margin (%)	19.1%	19.1%	1 bps
PBT	6,553	5,345	23%
PAT	**4,803**	**3,840**	**25%**
Margin	13.5%	13.1%	38 bps

Capital employed (ROCE – Q1FY27)	₹ 95,858	ROCE 28.5%

* capital employed excludes CWIP of ₹ 12,052 mio toward new projects under development

- Healthcare Services Revenue grew by 22% in Q1FY27 . Overall Volume grew by 13%.
  (Established Units Volume grew by 11%, price of 4% and Case mix /payor mix of 3%).
- CONGO-T :- Volume in Established units grew by 11% while revenue grew by 20% in Q1FY27.
- Average Revenue per In patient grew by **8% to ₹186,630 in Q1FY27.**
- **Commissioned 5 New Hospitals in the last two quarters.** New Units pre – operative expenses / losses in Q1FY27 is ₹ 375 mio. EBITDA margin of established units at **25.9% in Q1FY27.**

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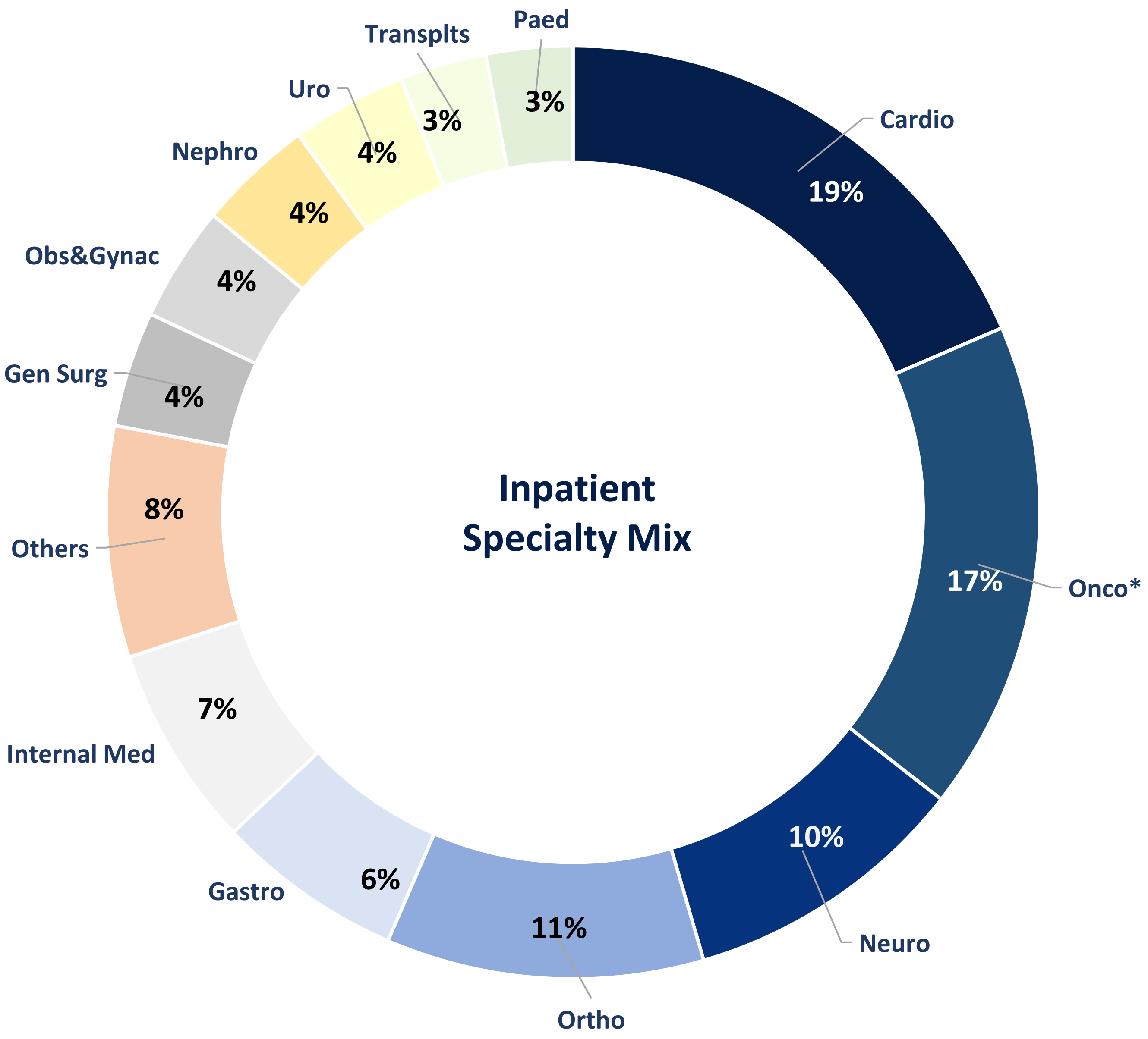
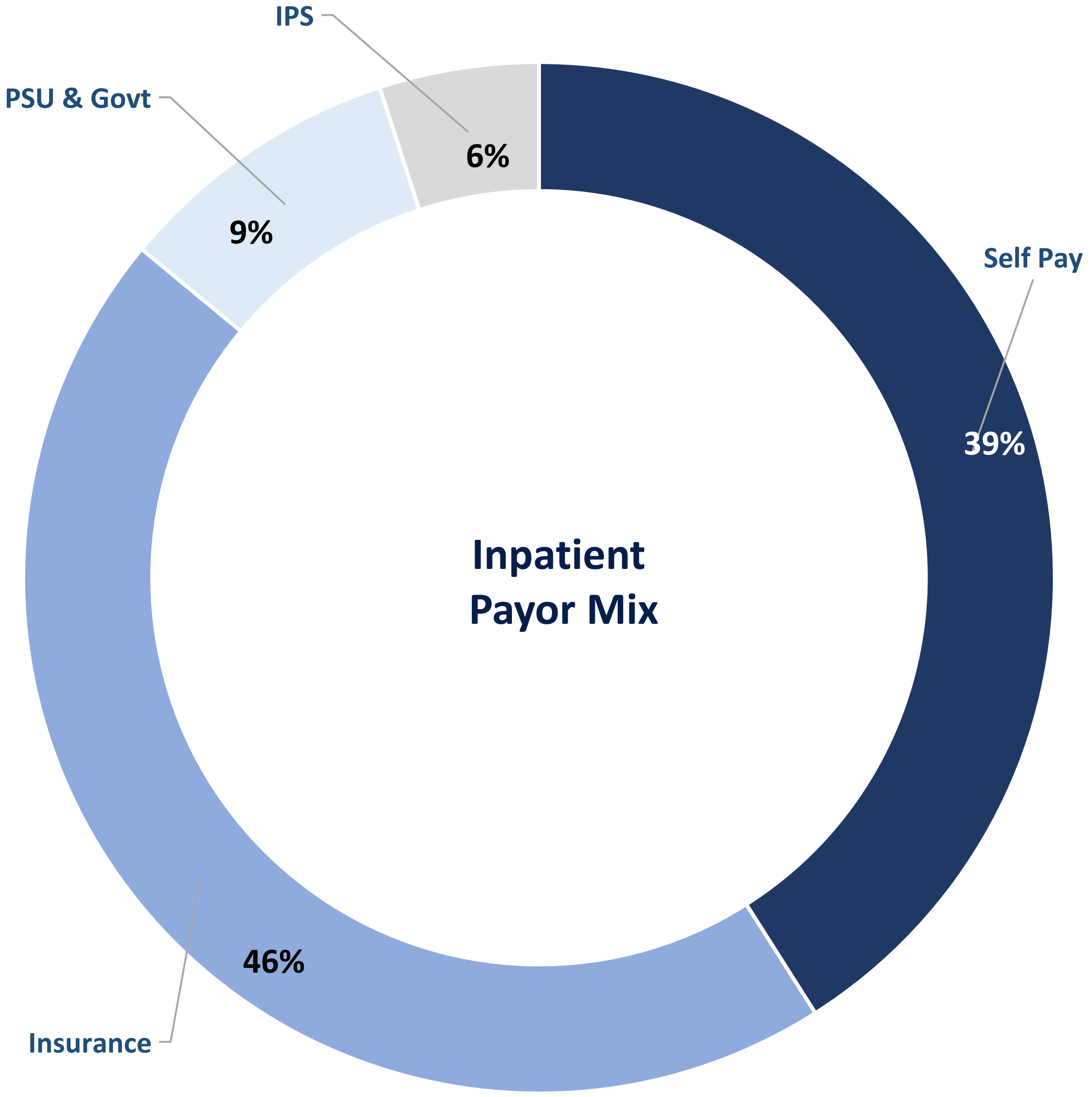
Inpatients Revenue Mix Q1FY27





* Oncology includes Radiotherapy and Chemotherapy

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Healthcare Services: Expansion Plan

Commissioned 5 new hospitals (~1,000 Census beds)

Location	Nature	Total Beds	Census Beds	Project Cost (in Crs)	Beds Commissioned (Census)
FY26 - FY27					
Pune (Phase 1 & Phase 2)	Asset Light,Green Field	384	305	₹ 665	100
Sonarpur, Kolkata	Asset Light,Green Field	270	220	₹ 310	75
Gachibowli, Hyderabad	Asset Light,Green Field	375	300	₹ 550	123
Defence Colony, Delhi	Asset Light,Green Field	42	32	₹ 65	32
Sarjapur-1	Acquisition	180	150	₹ 300	50
Gurgaon, NCR	Green Field, Acq	469	380	₹ 1,295	
FY26 - FY27 Total		**1,720**	**1,387**	**₹ 3,185**	**380**
FY28 - FY29					
Jubilee Hills (Expansion)	Brownfield	100	80	₹ 230	
Secunderabad (Expansion)	Brownfield	100	80	₹ 70	
Malleswaram & Mysore Expansion	Brownfield	140	125	₹ 205	
Indore Oncology (Expansion), Madhya Pradesh	Brownfield	60	42	₹ 70	
FY28 - FY29 Total		**400**	**327**	**₹ 575**	
FY30-31					
Sarjapur-2	Greenfield	455	360	₹ 944	
OMR, Chennai	Greenfield	600	500	₹ 945	
Varanasi, U.P	Greenfield	400	300	₹ 640	
Lucknow (Expansion), U.P	Brownfield	200	160	₹ 320	
Worli, Mumbai	Greenfield	575	500	₹ 1,315	
Hyderabad (Comprehensive Cancer Care + Proton)	Brownfield	140	110	₹ 570	
Guwahati (Expansion)	Brown Field	88	82	₹ 100	
Indore, Madhya Pradesh	Green Field	200	164	₹ 350	
Dwarka, Delhi	Land lease, Green Field	600	480	₹ 1,290	
Delhi Cancer Centre & Proton	GreenField	100	100	₹ 573	
Ranchi, Jharkhand	Green Field	320	240	₹ 345	
FY30-31 Total		**3,678**	**2,996**	**₹ 7,393**	
Grand Total		**5,798**	**4,710**	**₹ 11,152**	

Of the total 1,000 Census beds, excluding Gurgaon, 380 beds have been operationalized, with the remaining 620 beds planned to be progressively activated over the next 12–18 months, in line with the phased ramp-up plan.

Total Project Cost of ~₹ 11,150 crs with Balance to be spent of ~₹7,500crs.

Current Beds (Total Census) – Q1FY27

9,857

Includes Owned, Managed and AHLL

+4,330

Post Expansion

~14,100

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

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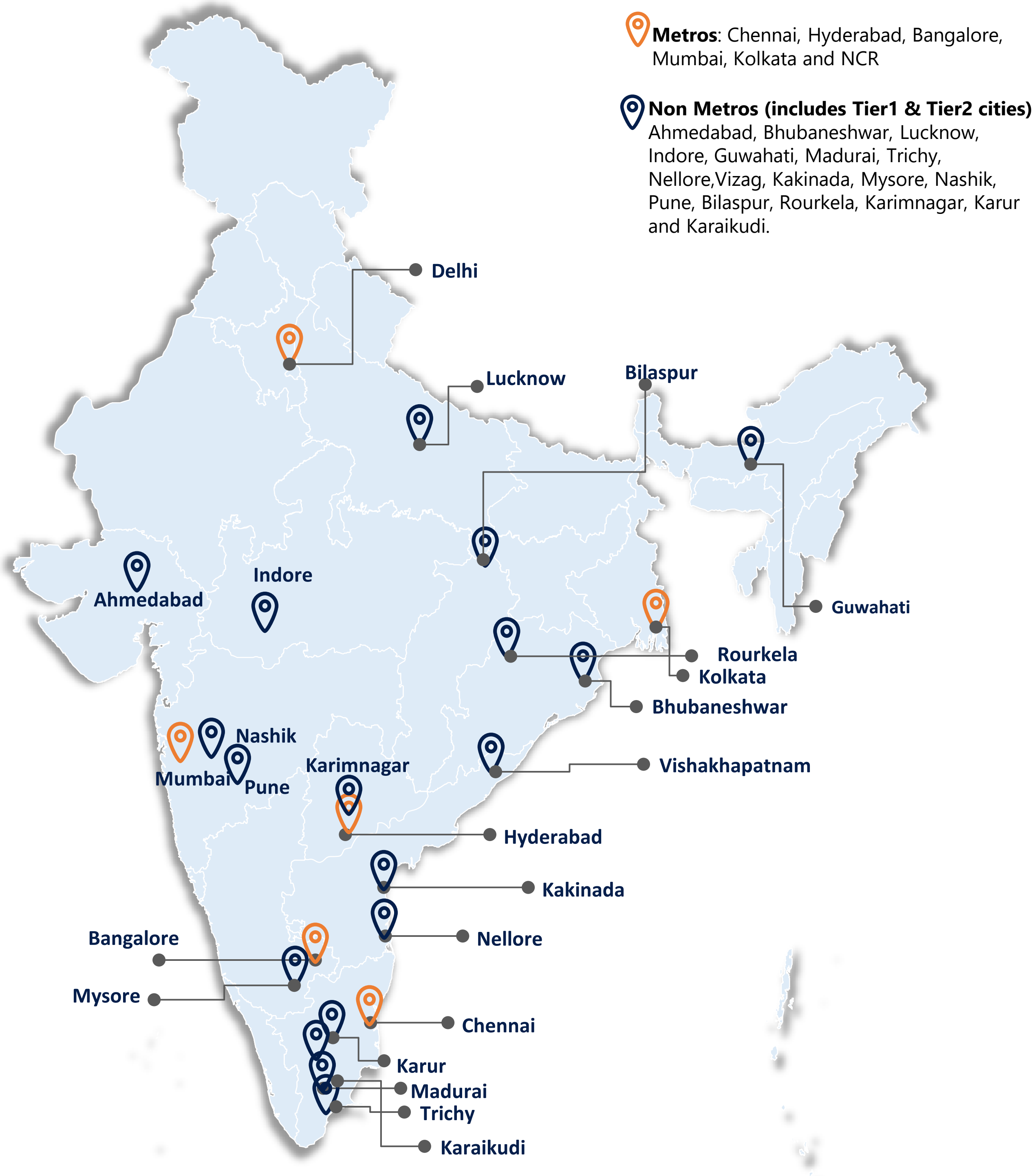
Healthcare Services : Operational Snapshot



Q1FY27	6 Metros	Non Metros
Operating Beds	4,848	3,504
Occupancy	72%	66%
ARPP -IP^	₹ 223,493	₹ 132,339

^Avg revenue per In Patient | Incls New Hospitals

	PAN INDIA		
	Q1FY27	Q1FY26	YoY
Operating Beds	8,352	8,030	4.0%
Bed Occupancy Rate (%)	70%	65%	
Inpatient volume	171,662	151,517	13.3%
Inpatient ALOS (days)	3.09	3.14	-1.5%
Total Net Revenue (₹ mio)(2)	38,894	32,244	20.6%
Avg revenue per In Patient	186,630	172,328	8.3%

Above includes New Hospitals

|[1]Revenue will differ from the consolidated revenues as this includes Delhi which is not consolidated under Ind AS 116 due to joint control

Established Units Occupancy	72%	65%

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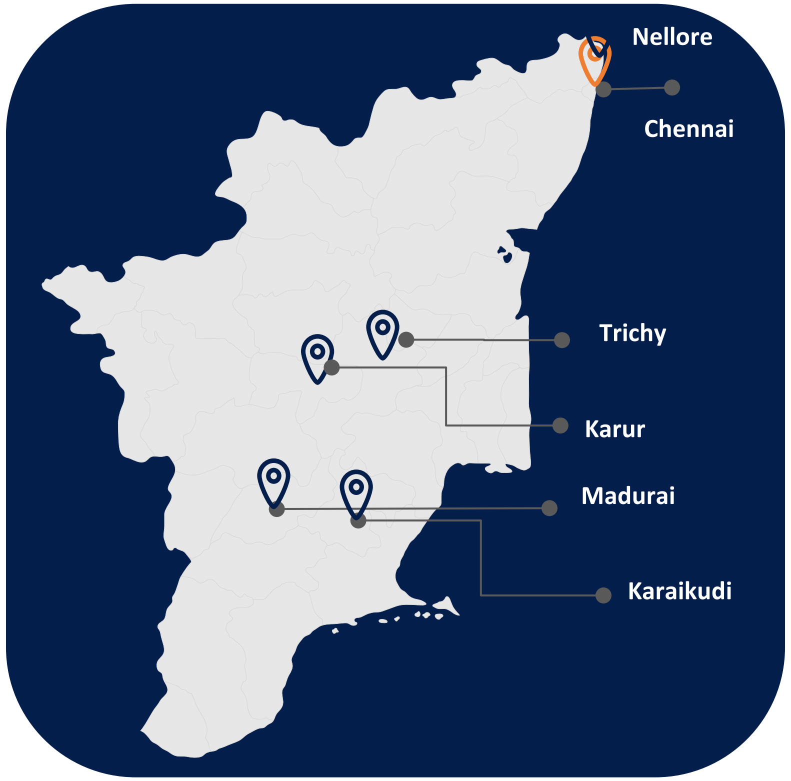
Tamil Nadu Region

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



	Tamil Nadu Region		
	Q1FY27	Q1FY26	YoY
Operating Beds	2,002	2,033	-1.5%
Bed Occupancy Rate (%)	70%	62%	
Inpatient volume	42,244	37,522	12.6%
Inpatient ALOS (days)	3.03	3.06	-1.1%
Total Net Revenue (₹ mio)	11,395	9,824	16.0%
Avg revenue per In Patient	213,309	202,525	5.3%

	Current Beds		Post Expansion
Chennai	1,337	+500	1,837
Total	2,002		2,502

Q1FY27

	Chennai
Operating Beds	1,337
Occupancy	71%
ARPP-IP ^	237,098

	Others
Operating Beds	665
Occupancy	69%
ARPP-IP ^	155,542

Expansion Plan

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

^Avg revenue per In Patient

AP, Telangana Region

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

	AP, Telangana Region		
	Q1FY27	Q1FY26	YoY
Operating Beds	1,415	1,290	9.7%
Bed Occupancy Rate (%)	67%	63%	
Inpatient volume	29,038	23,271	24.8%
Inpatient ALOS (days)	2.97	3.18	-6.6%
Total Net Revenue (₹ mio)	6,551	5,014	30.7%
Avg revenue per In Patient	194,605	182,518	6.6%

	Current Beds		Post Expansion
Hyderabad	912	+447	1,359
Total	1,415		1,862

Q1FY27

	Hyderabad
Operating Beds	912
Occupancy*	69%
ARPP-IP ^	204,374

Hyderabad includes New Unit
*Established units Occupancy at 74%

	Others
Operating Beds	503
Occupancy	63%
ARPP-IP ^	169,090

^Avg revenue per In Patient

Expansion Plan

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

#Beds operationalized as on June 26: Gachibowli – 123 beds

Karnataka Region

Metro:- Bangalore; Non Metro:- Mysore

	Karnataka Region		
	Q1FY27	Q1FY26	YoY
Operating Beds	831	776	7.1%
Bed Occupancy Rate (%)	70%	69%	
Inpatient volume	18,637	16,953	9.9%
Inpatient ALOS (days)	2.82	2.87	-1.7%
Total Net Revenue (₹ mio)	4,295	3,543	21.2%
Avg revenue per In Patient	196,748	176,417	11.5%

	Current Beds		Post Expansion
Bangalore	618	+585	1,203
Total	831		1,416

Q1FY27

	Bangalore
Operating Beds	618
Occupancy	69%
ARPP-IP ^	217,182

Bangalore includes New Unit
*Established units Occupancy at 74%

	Others
Operating Beds	213
Occupancy	71%
ARPP-IP ^	135,352

Expansion Plan

Location	Nature	Total Beds	Census Beds
Malleswaram & Mysore Expansion	Brownfield	140	125
Sarjapur-1	Acquisition	180	150
Sarjapur-2	Greenfield	455	360
Total		775	635

^Avg revenue per In Patient

#Beds Operationalized in Q1FY27 :- Sarjapur-1 – 50 beds

Eastern Region

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

	Eastern Region		
	Q1FY27	Q1FY26	YoY
Operating Beds	1,931	1,836	5.2%
Bed Occupancy Rate (%)	76%	71%	
Inpatient volume	37,368	33,317	12.2%
Inpatient ALOS (days)	3.56	3.55	0.1%
Total Net Revenue (₹ mio)	7,343	6,109	20.2%
Avg revenue per In Patient	158,942	145,192	9.5%

	Current Beds		Post Expansion
Kolkata	811	+145	956
Total	1,931	+467	2,398

Q1FY27

	Kolkata
Operating Beds	811
Occupancy*	79%
ARPP-IP ^	240,335

	Others
Operating Beds	1,120
Occupancy	73%
ARPP-IP ^	107,807

Kolkata includes New Unit

*Established units Occupancy at 86%

Expansion Plan

Location	Nature	Total Beds	Census Beds
Sonarpur, Kolkata	Asset Light,Green Field	270	220
Guwahati (Expansion)	Brown Field	88	82
Ranchi, Jharkhand	Green Field	320	240
Total		678	542

#Beds operationalized as on Q1FY27: Sonarpur – 75 beds

^Avg revenue per In Patient ; Kolkata ARPP-IP Grossed up for fee-for-service doctor fees.

Western Region

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

	Western Region		
	Q1FY27	Q1FY26	YoY
Operating Beds	940	888	5.9%
Bed Occupancy Rate (%)	58%	52%	
Inpatient volume	15,370	13,097	17.4%
Inpatient ALOS (days)	3.21	3.23	-0.5%
Total Net Revenue (₹ mio)	3,163	2,464	28.3%
Avg revenue per In Patient	173,128	157,256	10.1%

	Current Beds		Post Expansion
Mumbai	392	+500	892
Total	940	+705	1,645

Q1FY27

	Mumbai
Operating Beds	392
Occupancy	68%
ARPP-IP ^	212,041

	Others
Operating Beds	548
Occupancy*	51%
ARPP-IP ^	137,383

Others includes New Unit

*Established units Occupancy at 56%

Expansion Plan

Location	Nature	Total Beds	Census Beds
Pune (Phase 1 & Phase 2)	Asset Light,Green Field	384	305
Worli, Mumbai	Greenfield	575	500
Total		959	805

^Avg revenue per In Patient

#Beds operationalized as on Q1FY27: Pune – 100 beds

Northern Region

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

	Northern Region		
	Q1FY27	Q1FY26	YoY
Operating Beds	1,233	1,207	2.2%
Bed Occupancy Rate (%)	73%	70%	
Inpatient volume	29,005	27,357	6.0%
Inpatient ALOS (days)	2.81	2.82	-0.4%
Total Net Revenue (₹ mio)	6,146	5,290	16.2%
Avg revenue per In Patient	179,989	163,960	9.8%

	Current Beds		Post Expansion
Delhi NCR	778	+960	1,738
Total	1,233	+1,626	2,859

Q1FY27

	Delhi NCR
Operating Beds	778
Occupancy	76%
ARPP-IP ^	218,971

Delhi NCR includes New Unit
*Established units Occupancy at 79%

	Others
Operating Beds	455
Occupancy	66%
ARPP-IP ^	126,376

^Avg revenue per In Patient

Expansion Plan

Location	Nature	Total Beds	Census Beds
Gurgaon, NCR	Green Field, Acq	469	380
Varanasi, U.P	Greenfield	400	300
Lucknow (Expansion), U.P	Brownfield	200	160
Indore Oncology (Expansion), Madhya Pradesh	Brownfield	60	42
Indore, Madhya Pradesh	Green Field	200	164
Defence Colony, Delhi	Asset Light,Green Field	42	32
Dwarka, Delhi	Land lease, Green Field	600	480
Delhi Cancer Centre & Proton	GreenField	100	100
Total		2,071	1,658

#Beds operationalized as on Q1FY27: Defence Colony – 32 beds

Diagnostics & Retail Health

Apollo Health & Lifestyle Ltd

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Executive Summary

Primary Care

Apollo Dialysis Clinics — Apollo Clinic (Expertise. Closer to you.) — Apollo Sugar Clinics — Apollo Dental

- Core Primary Care revenue grew ~7% YoY in Q1 FY27
- Net addition of 17 Primary Care partners & 5 Dialysis centres to the network in Q1 FY27
- Plan to launch a few owned clinics by the end of FY27

Diagnostics

Apollo DIAGNOSTICS

- Net addition of 2 HLMs & 188 Collection Centers to the network
- Wellness segment grew by ~38% YoY in Q1 FY27 - ~20% of Diagnostics revenue
- Specialty segment grew by ~41% YoY in Q1 FY27. ~50 new specialty tests added to the portfolio in Q1

Specialty Care

Apollo Spectra Hospitals (Specialists in Surgery) — Apollo Cradle & Children's Hospital — Apollo Fertility

- Cradle & Fertility: ~4% YoY revenue growth in Q1 FY27
- Spectra: Renovations planned for multiple centers in upcoming quarters

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AHLL Financials Q1FY 27

(₹ mio)

		Primary Care	Diagnostics	Specialty Care	Corporate / Intra Group	AHLL
Q1FY27	Revenue	1,266	2,003	1,927	-201	4,995
	EBITDA	245	281	214	-150	590
	margin (%)	19.4%	14.0%	11.1%	-	11.8%
	EBIT	175	203	12	-162	227
	PAT	143	184	-132	-205	-11
Q1FY26	Revenue	1,135	1,524	1,883	-191	4,351
	EBITDA	197	119	240	-154	403
	margin (%)	17.4%	7.8%	12.8%	-	9.3%
	EBIT	125	52	50	-156	71
	PAT	89	45	-93	-158	-117
Growth						
Revenue		12%	31%	2%	-	15%
EBITDA		24%	136%	-11%	-	46%

AHLL Revenue & EBITDA grew by 15% & 46% YoY in Q1 FY27 respectively;

- Primarily driven by 31% & 136% YoY growth in Diagnostics Revenue & EBITDA respectively

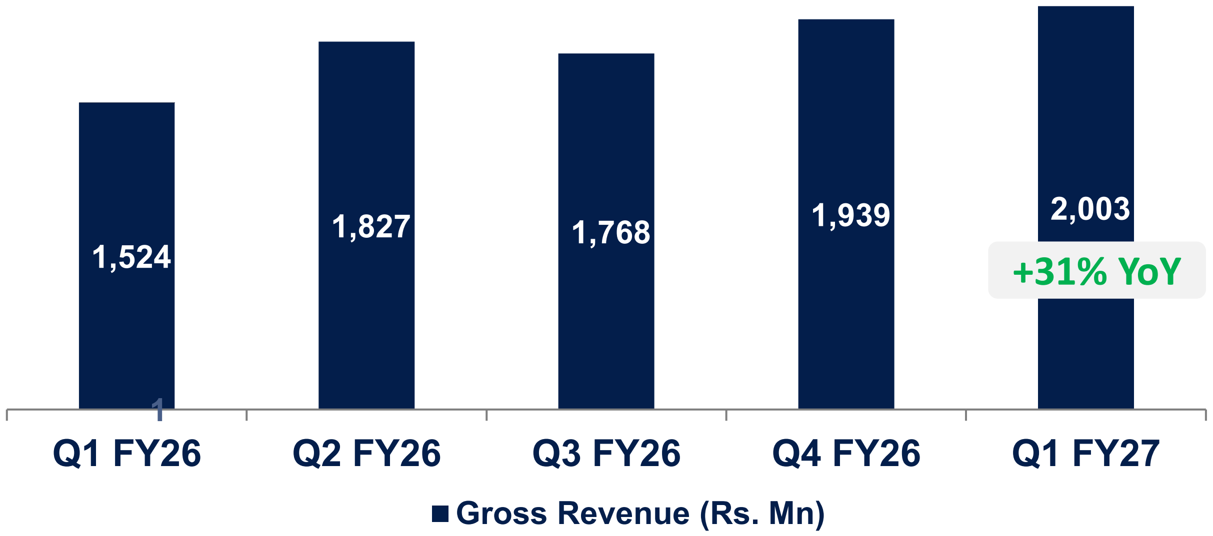
~2.5x YoY growth in combined PAT of Diagnostics & Primary care in Q1 FY27

	Primary Clinics	Sugar Clinics	Dental Clinics	Dialysis	Diagnostics	Spectra[1]	Birthing Centers[1*]	Total
Network	299	78	294	172	2,691	23	33	3,590
Footfalls / Day	2,539	589	220	2,894	24,778	89	113	31,221
Gross ARPP	2,561	3,493	7,372	1,739	808[#]	113,668	81,949	1,664

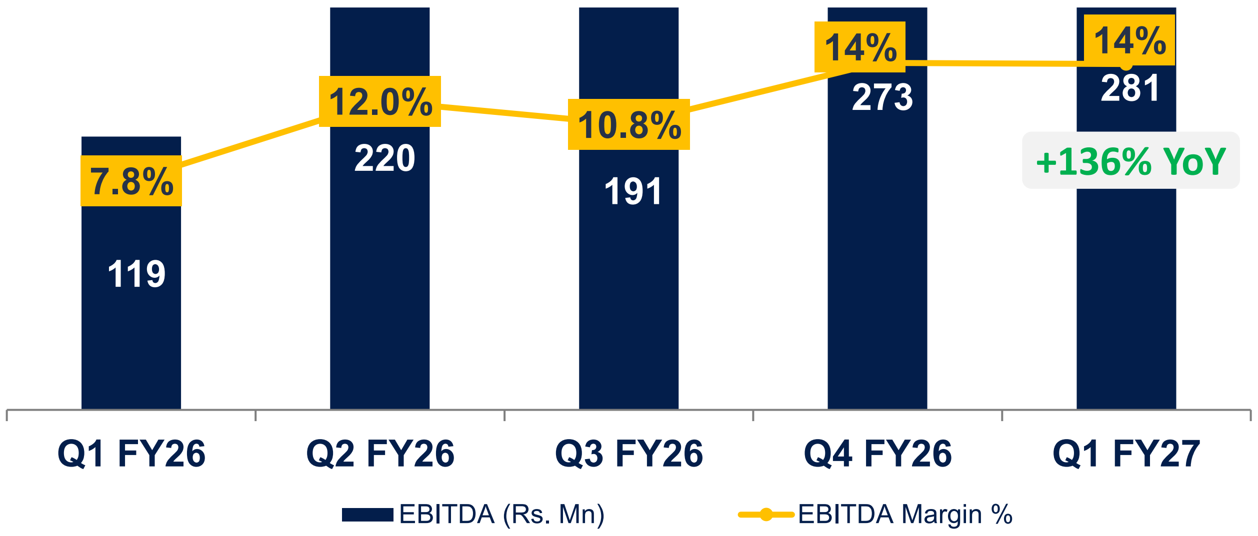
Includes BOMA[1] Includes IVF* Without CRL, Diagnostics Gross ARPT is 960[#]

Diagnostics : Key Parameters

Gross Revenue (INR Mn)



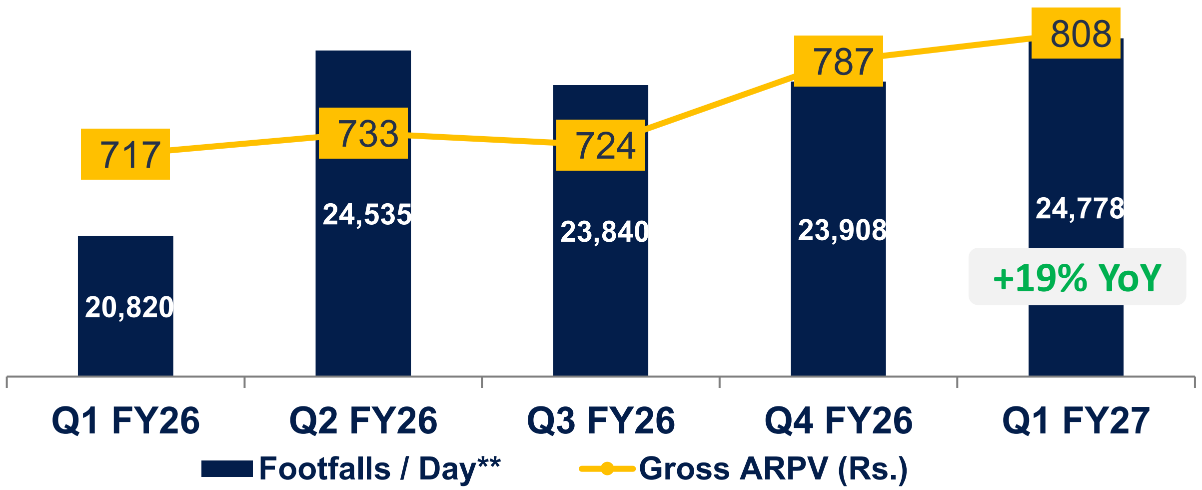
EBITDA (INR Mn)[1]



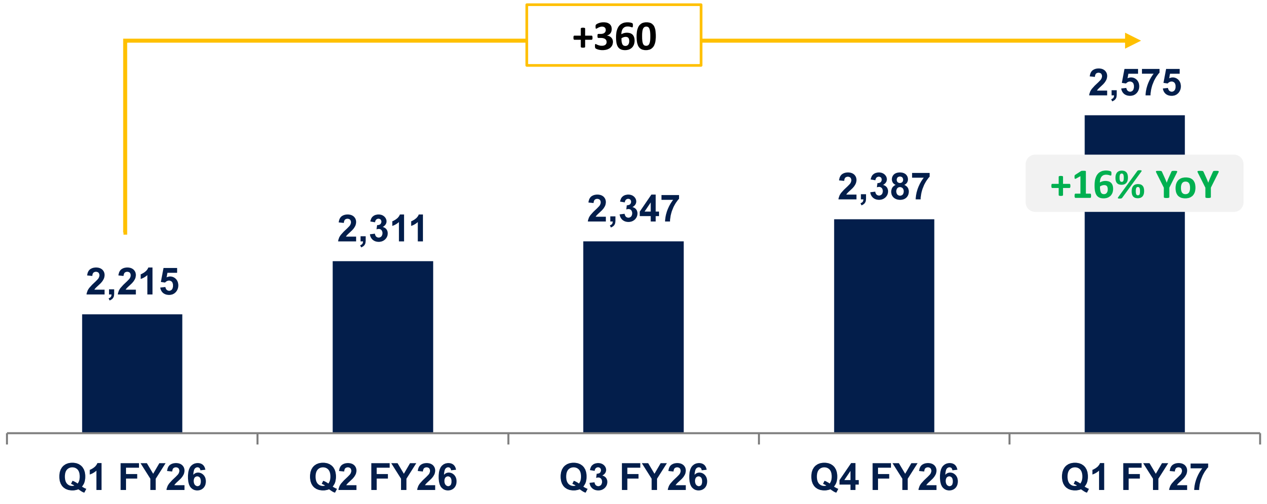
Operational footprint (as of June 30, 2026)

- ~440+ Cities presence
- 116 Labs
- 2,550+ Collection Centres
- 4,000+ Pick-up Points (PUPs)

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



Network Growth – Collection Centers



1. *EBITDA post IND AS 116;*

** Footfalls and ARPV for diagnostics represent outpatient / external business*

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Digital Health & Pharmacy Distribution

Apollo HealthCo

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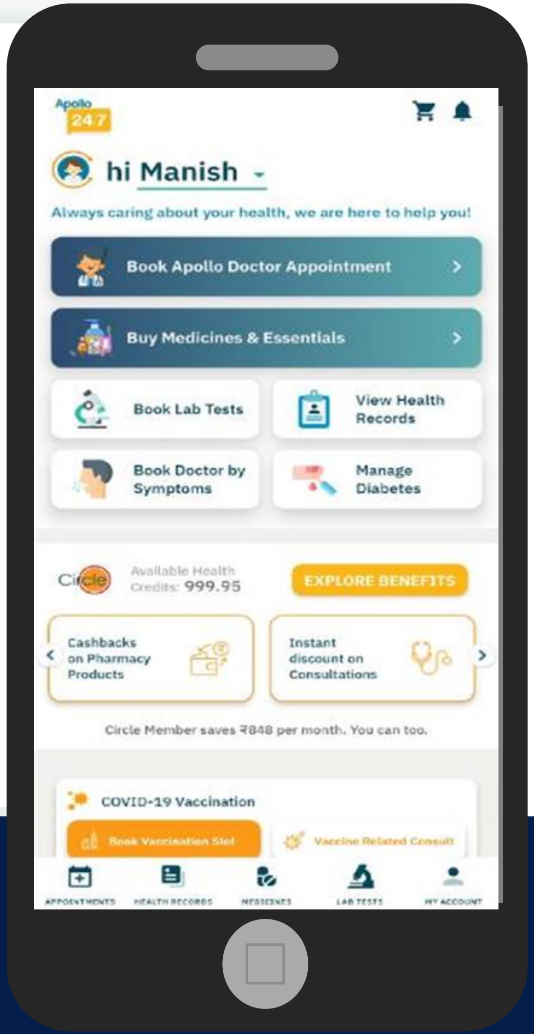
India's Largest Omni-Channel Healthcare Platform

Apollo 247 Digital Platform

~49 Mn+ Registrations

~15,330+ Doctors

Daily Active Users	~8 Lakh
Daily Consultations	~14,600
Daily Medicine Orders	~53,000
Daily Sample Collections	~2,750+



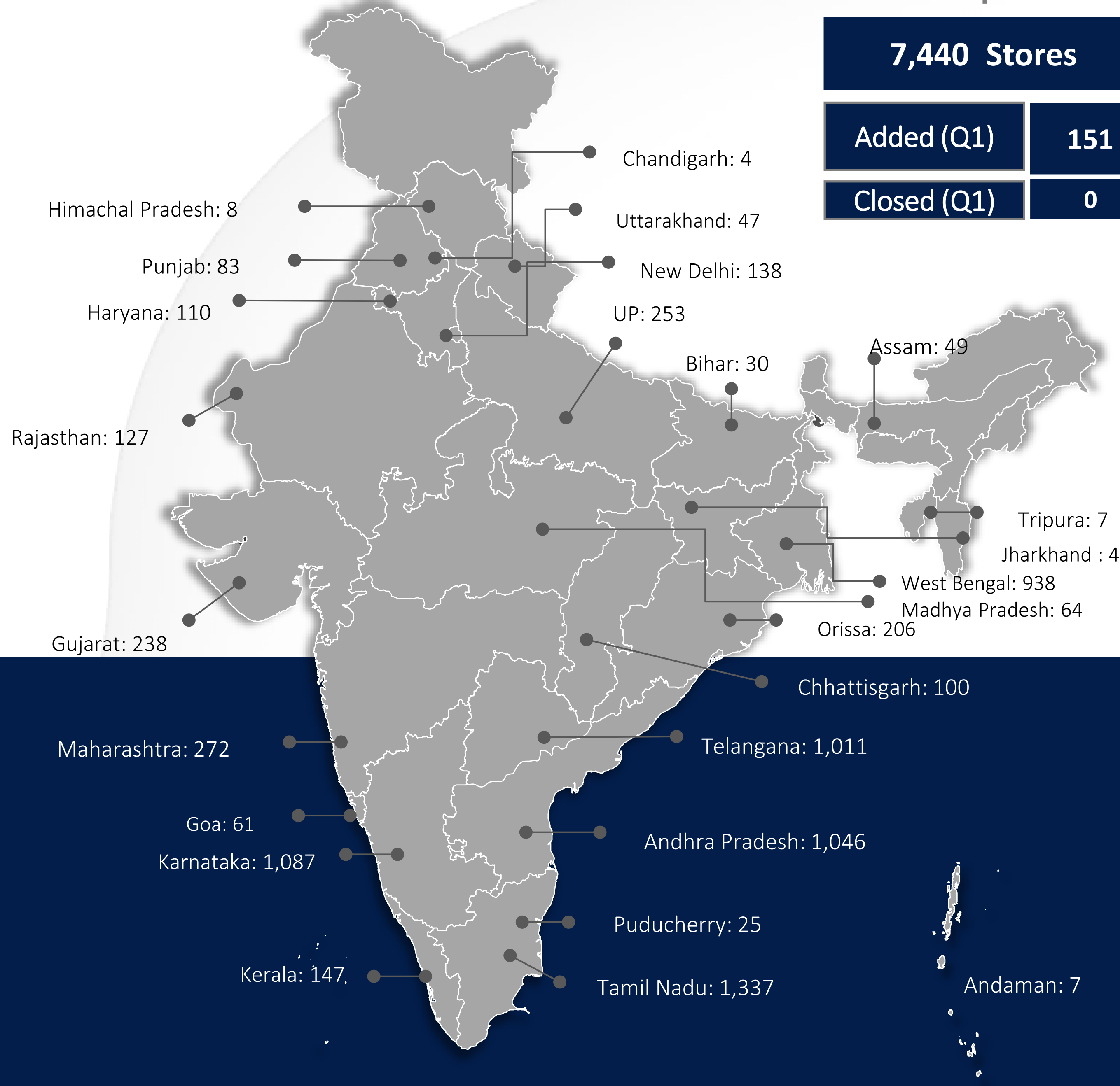
- Virtual Doctor Consultation
- Online Booking : Hospitals & Diagnostics
- Online Medicine delivery
- Insurance
- Patient e-health records
- Condition management

Apollo Pharmacy Platform

7,440 Stores	
Added (Q1)	151
Closed (Q1)	0

~14.6%

Omni Private label / generics mix - Q1'FY27



Apollo HealthCo Financials Q1 FY27

(₹ mio)

₹ Mio		Offline Pharmacy Distribution	Online Pharmacy Distribution & Apollo 247	Total HealthCo
Q1FY27	Total Revenues	26,287	3,484	29,770
	EBITDA (Pre 24|7 Cost)	1,910	714	2,624
	margin (%)	7.3%	20.5%	8.8%
	24/7 Operating Cost		(811)	(811)
	ESOP(Non Cash expense)		(99)	(99)
	EBITDA	1,910	-196	1,714
	margin (%)	7.3%	-	5.8%
	EBIT			1,523
	PBT			1,398
	PAT (Reported)			1,017
Q1FY26	Total Revenues	21,634	3,085	24,718
	EBITDA (Pre 24|7 Cost)	1,669	476	2,145
	margin (%)	7.7%	15.4%	8.7%
	24/7 Operating Cost		(963)	(963)
	ESOP(Non Cash expense)		(245)	(245)
	EBITDA	1,669	-732	938
	margin (%)	7.7%	-	3.8%
	EBIT			692
	PBT			571
	PAT (Reported)			571
Revenue		22%	13%	20%
EBITDA (Pre 24|7 Cost)		14%	50%	22%

HealthCo (Q1' FY27 vs Q1' FY26)

- Health Co Revenue growth @22% growth in Q1' FY27 vs Q1' FY26 excluding closure of non profitable corporate partner (Offline PD @ 22%, and Online PD + Apollo 247 @ 24%)
- **PAT** increased 78% to Rs. 1,017 Mn in Q1'FY 27, compared to Rs. 571 Mn in Q1'FY26.
- Lowest Digital cash loss of Rs 97 Mn in Q1'FY27, reduction by Rs 390 Mn Year over year
- Digital Revenue growth @ 24% excluding closure of non profitable corporate partner
- Investment in manpower cost (expanding PL & Generics team), one time expenditure in network resulted into ~0.4% reduction in offline PD margins %

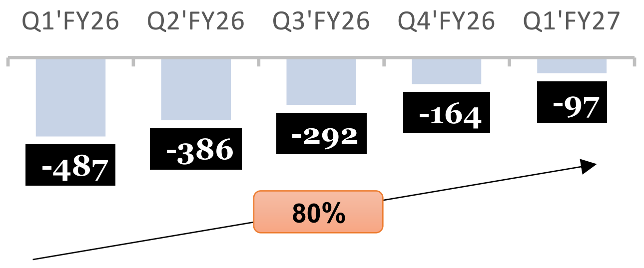
Apollo Telehealth (under AHEL)

- Generated Revenue of Rs 120 Mn, with EBITDA of (Rs 230) Mn for Q1'FY27

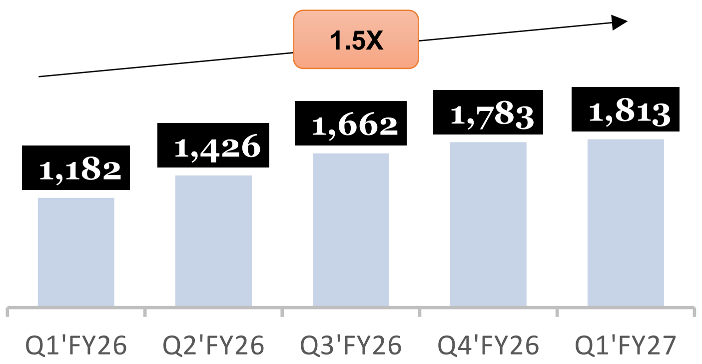
Digital Operational Metrics :

- Platform GMV **(23% YoY Growth)** : Rs 5,351 Mn in Q1' FY27, over Rs. 4,364 Mn Q1' FY26 (excluding GST impact)
- Consistent source for new customer acquisition (Polygon & Omni Acquisition strategy)

Digital Cash loss* (in Mn)



HealthCo Cash profit* (in Mn)



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

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Apollo HealthCo: Composite Scheme as approved by the Shareholders : 24th June 2026

Undertaking below transactions sequentially, via a scheme of arrangement

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

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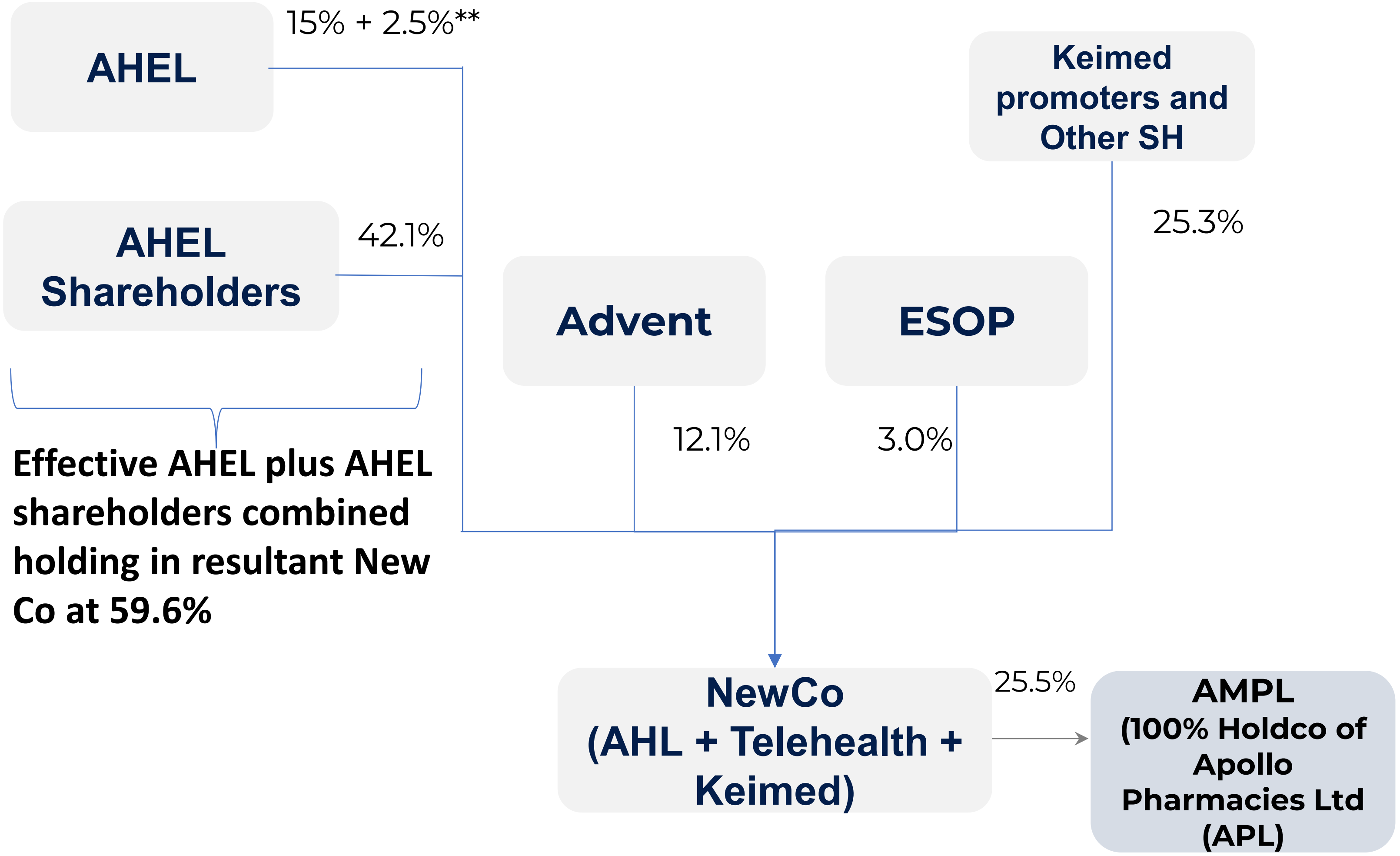
Composite scheme: Resultant Shareholding Structure as approved by Shareholders



Estimated Listing by Q4FY27 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%.

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Combined Proforma Financial Metrics (Proposed New Co) Q1FY27

(₹ mio)

	Combined FY26	Combined Q4'FY26	Q1'FY27 Offline Pharma Distribution	+ Online Pharma Distribution+247	= Total Healthco	+ Keimed	= Combined Q1'FY27
Revenue	1,90,366	49,865	26,287	3,484	29,770	41,151	53,468
EBITDA,Pre INDAS	13,749	3,503	1,855	702	2,557	1,341	3,898
EBITDA %	7.2%	7.0%	7.1%	20.2%	8.6%	3.2%	7.3%
24/7 Operating cost	-3,488	-732	-	-811	-811	-	-811
ESOP Non Cash charge	-1,178	-227	-	-99	-99	-	-99
EBITDA, Pre IndAS	9,083	2,544	1,855	-208	1,647	1,341	2,988
EBITDA %	4.8%	5.7%	7.1%	N.M	5.5%	3.2%	5.6%
Excluding Digital	6.5%	6.3%					6.4%

Company expects to achieve INR 250 bn of run rate annualized revenue in Q4 FY27 with EBITDA a range of ~6.5% - 7.0%

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Annexure

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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
Pune	Pune
Defence Colony, Delhi	Delhi
Financial District	Hyderabad

Subsidiaries	Location	Description	AHEL Ownership
Material Subs			
Apollo HealthCo Limited	India	Digital Omni-Channel Healthcare services Platform	99.68%
Apollo Health and Lifestyle Ltd.	India	Clinics, Diagnostics and Daycare	100.00%
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	76.20%
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 PET-CT Pvt Ltd	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 Therapautics Pvt Ltd	India	Stemcell Banking	37.75%

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IND AS - 116 : Impact on P&L and Balance Sheet –Q1FY27

AHEL Standalone (post IND AS 116)

Balance sheet

Right of use Asset as of 30 June, 2026	13,661
Lease liabilities as of 30 June, 2026	13,693
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	2,109

Profit & Loss

Revenue	
Other expenses (Lease rent)	395
EBITDA	395
Amortisation	233
EBIT	162
Finance charge	280
PBT	118

AHEL Consolidated (post IND AS 116)

Balance sheet

Right of use Asset as of 30 June, 2026	27,923
Lease liabilities as of 30 June, 2026	28,766
Equity (Transaction impact as on Apr 01, 2019 - Net of Tax)	3,052

Profit & Loss

Revenue	
Other expenses (Lease rent)	847
EBITDA	847
Amortisation	566
EBIT	281
Finance charge	549
PBT	267

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Thank you