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PRESS RELEASE

FORTIS CLOSES FISCAL YEAR WITH NET PROFIT OF RS 124 CR
OPERATING REVENUES GREW ROBUSTLY TO RS 1483 CR, +58%
OPERATING EBIDTA JUMPS TO RS 209 CR, +48%

New Delhi, May 27, 2011: Fortis Healthcare (India) Ltd., Asia's largest private healthcare provider with a network of 56 hospitals (Including eight projects in the pipeline), today announced the audited consolidated results for the three months and twelve months ended March 31, 2011.

The year witnessed a significant addition in operating bed capacity through the commissioning of three Greenfield hospitals and six Brownfield hospitals in various parts of the country. Furthermore, the company added new verticals focused on diabetes and dialysis, which will enhance accessibility to quality healthcare services.

During the year, various strategic initiatives were undertaken to improve the offerings, elevate the medical programmes and improve employee skills to enhance the patient experience and bring about better clinical outcomes.

Key financial and operational highlights for Q4 FY11:

- The Company continued its growth trajectory during the quarter and the operating revenue stood at Rs 416 Cr, representing a growth of 26% over the corresponding period last fiscal.

- Operating margins on a like to like basis improved by 60 bps to 14.8%. However, with the initial start-up losses at the newly commissioned green field ventures, the operating EBIDTA stood at Rs 56.0 Cr, up 19%, reflecting a margin of 13.5%.

- Net profit, on a like to like basis, stood at Rs 38.8 Cr, a growth of 43% compared to the corresponding period last fiscal. However, including the start-up losses of the newly commissioned Greenfield hospitals, net profit for the quarter stood at Rs 29.4 Cr, a growth of 8% compared to the corresponding quarter last fiscal.

- All the hospitals reported robust revenue growth. The performance at Fortis Escorts, Jaipur; Fortis Malar Hospital, Chennai; Fortis Hospital, Noida; Fortis Hospital, Mohali; Fortis Hospital, Kalyan; and Fortis Mulund, Mumbai was exceptionally strong.

- The Joint Replacement programme continue to set new benchmarks and, during the quarter, the surgeons performed landmark surgeries restoring mobility to war veterans, introduced new long-life implants and increasing the use of custom-fit knee joints to reduce trauma and improve outcomes.

- The Company expanded the spectrum of its medical programmes with the commencement of Liver Transplant and Gastro-Intestinal programmes in the NCR region.

- On like to like basis, revenues from Cardiac sciences (representing 35% of the network revenues) grew by 27% q-o-q. Similarly, revenues from Orthopaedics, Neuro sciences, Renal sciences, Pulmonology, Oncology, Gastroenterology and other Multi-Specialities grew by 34%, 71%, 43%, 49%, 154%, 47%, and 35% respectively.

- Continuing the growth momentum and in line with its strategy to expand the reach in tier II and tier III cities, during the quarter, the Company added ~350 beds with the addition of four hospitals at Alwar, Dehradun, Pondicherry and Mysore.

Key financial and operational highlights for FY11

- Operating Revenue for the year stood at Rs 1483 Cr, a growth of 58%. Excluding newly acquired and start-up hospitals, the organic revenue growth stood at 28%.

- Operating margins on a like to like basis stood at 15.1%. However, due to the initial start-up losses for the new green field ventures commissioned during the year, the operating EBIDTA stood at Rs 209.0 Cr, up 49%.

- Consolidated PAT grew by 79% to Rs 124.4 Cr compared to Rs 69.5 Cr in FY'10.

Other Highlights

- During the year 2010-11, the company realigned its strategy and decided to mainly focus on growing its footprint in the domestic market. In line with this objective, there has been significant growth for Fortis in India.

- The year witnessed a number of firsts in the network hospitals. The heart transplant at Fortis Malar, bone marrow transplant at Fortis Noida, radiation therapy at Fortis Mulund and many rare complex surgeries by the team of eminent surgeons has taken the Fortis brand of healthcare delivery to new heights and made the network hospitals preferred destinations for high quality care.

- The bed capacity at various hospitals was expanded to cater to the increasing patient load and simultaneously new state-of-the-art technologies were deployed to improve diagnostic capabilities, and thus enhance the ability to perform new complex procedures.

- In order to fund its ambitious growth plans, the company raised US$100 Million through 5% Foreign Currency Convertible Bonds and also called up warrants from the holders of the rights shares, thereby infusing Rs. 1342 Cr. of equity during the year.

- The network hospitals continue to win new accolades and accreditations in various facets of healthcare delivery. Increasing numbers of hospitals, pathology labs and blood banks continue to receive prestigious NABL/NABH accreditations as testimony to the high quality infrastructure and robust processes which come together to deliver exceptional outcomes.

Network hospitals:

The Network revenues for the year grew by 48% and stood at Rs. 1,796 Cr. Network revenues for the quarter stood at Rs. 483 Cr, a growth of 21%. The growth was led by Fortis Malar Hospital, Chennai; Fortis Hospital, Noida; Fortis Hospital, Mohali; Fortis Vasant Kunj; Fortis Vashi and Fortis Hospital, Jaipur.

Income from key Super Specialities such as Cardiac sciences, Orthopaedics and Neurosciences grew by 41%, 129% and 93% respectively across the network. Similarly, revenues from Renal sciences, Pulmonology and Gastroenterology grew by 75%, 29% and 43%; respectively. Over 13,000 cardiac procedures were performed during the quarter.

The Network also witnessed a healthy growth in its International Patient revenue, which grew by 61% to Rs 31.7 Cr compared to the corresponding quarter last fiscal. This reflects a contribution of 6.6% to the total network revenues.

Commenting on the results, Mr. Shivinder M Singh, MD, Fortis Healthcare (India) Limited, said, "At Fortis, we have once again had a milestone year with significant network expansion, a stupendous increase in clinical competencies and seamless integration of the erstwhile Wockhardt hospitals; all contributing to healthy and profitable growth. We added eight hospitals to the network during the past year, including three large Greenfield facilities in metro cities. Going forward, we remain committed to building the finest healthcare network for the citizens of our country to receive quality healthcare at affordable prices."

About Fortis Healthcare (India) Limited

Fortis Healthcare (India) Limited is committed to clinical excellence and patient-centric healthcare, which is manifest in hospital design, patient services, medical programmes and the compassionate approach of medical and non-medical hospital staff. Fortis commissioned its first hospital in 2001 at Mohali, near Chandigarh, and has expanded its operations to become a network with an over 8,000 bed capacity across 56 hospitals (Includes 8 hospitals under project stage). The Fortis network has a large number of international accreditations, including four JCI (Joint Commission International) and seven NABH (National Accreditation Board for Hospitals) certifications. The network's capability covers multi-speciality hospitals and super-speciality centres that provide tertiary and quaternary healthcare to patients in the major medical specialities.

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