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## **PRESS RELEASE**

### **FORTIS MALAR Q3 REVENUE UP 24% AT ₹ 21.4 CRORE OPERATING EBITDA AT ₹ 3.3 CRORE, UP 15% NET PROFIT UP 35% TO ₹1.5 CRORE**

**Chennai, January 28, 2011:** Fortis Malar Hospitals Ltd. (Fortis Malar Hospitals), a subsidiary of Fortis Healthcare Ltd. (one of India's leading healthcare service providers with a network of 52 hospitals and a capacity of ~ 8,000 beds), today announced its unaudited standalone results for the quarter ended December 31, 2010.

The impetus on new medical programs in the recent past culminated to growth in Revenues and profit margins. Further, to fuel the growth momentum, the company took over the Operations and Management of East Coast Hospital, a 100 bedded facility in Pondicherry. The hospital shall be a multi - speciality hospital offering comprehensive medical services with special focus on Cardiac sciences, Nephrology, Urology, Orthopaedics, Neurology & Neuro-Surgery, Paediatric and Gynecology and operative from Quarter 1 of FY2011-12.

#### **Financial Highlights**

- Continues its growth momentum, reports robust 24% revenue growth compared to the corresponding period last fiscal at ₹ 21.4 Cr.
- Operating Profit (EBIDTA) for the quarter stood at ₹ 3.3 Cr (15.5% of Revenue), a growth of 15% over Q3FY'10.
- Net Profit for the quarter stood at ₹ 1.5 Cr, a growth of 35% compared to the corresponding quarter of the previous year.
- Revenue from key Super Specialities such as Cardiac sciences, Gastroenterology, Oncology, General Surgery and Neurosciences grew by 21%, 41%, 36%, 30% and 33% respectively.
- For the nine months ended December 31, 2010, the Revenue grew by 31% to ₹ 61.2 Cr.
- Operating Profit grew by 19% to ₹ 8.7 Cr (14.2% of Revenue) in 9MFY'11.
- During the same period, Net Profit grew by 17% to ₹ 3.4 Cr.



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### Operational Highlights

- The Hospital was rebranded and launched as Fortis Malar Hospital on 26th October 2010 in the presence of Thiru. M.R.K. Panneer Selvam, Health Minister of Health and Family Welfare, Tamil Nadu and Mr. Murari.P. IAS (Retd.) – Former Secretary to President of India, Advisor – FICCI President.
- The hospital is empanelled under the Tamil Nadu CM Insurance Scheme to provide healthcare deliveries to the underprivileged population of the region and conducted more than 175 major surgeries under this scheme during the quarter.
- The company continues to invest in the infrastructure, state-of-the-art medical equipments and have added a 64 slice CT scan to provide high end care to its patient.
- With an objective to add new medical program, the hospital added a new speciality clinic for treatment of epilepsy cases during the quarter which got a well received response.
- The hospital continued its focus on doing complex and rare surgeries. A successful hip replacement surgery was performed for the second time on a patient who had got it done from a different hospital earlier.

**Commenting on the results, Mr. Krish Ramesh, Whole Time Director, Fortis Malar Hospitals Limited, said, "We continue to focus on expanding in different geographies, improving the quality of healthcare delivery and providing high end tertiary care to various socio-economic classes of the society in the region. We are excited with the current performance and remain positive on the outlook during the ensuing quarters"**



**For immediate Publication****About Fortis Malar Hospitals Ltd**

Fortis Malar Hospital (formerly known as Malar Hospital) was acquired by Fortis Healthcare Limited in early 2008. The hospital founded in 1992, is established as one of the largest corporate hospitals in Chennai providing quality super specialty and multi specialty healthcare services. Fortis Malar Hospitals, with 180 beds, focuses on providing comprehensive medical care in the areas of Cardiology and Cardiac Surgery, Neuro Surgery, Gynaecology, Orthopaedics, Gastroenterology, Neurology, Pediatrics, Diabetics, Nephrology and Internal Medicine.

Fortis Malar Hospitals has a state of the art Cath Lab and multiple dedicated cardiac operation theatres and intensive coronary care units. Several rare and complex Adult and Pediatric Cardiac surgeries, Orthopedics and Joint replacement, Neurosurgery and Plastic reconstruction surgeries have been performed in this hospital. The hospital's Obstetrics and Gynaecology services is among the busiest in the city, performing many complicated deliveries and surgeries successfully, and is supported by a dedicated Neonatology unit.

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