

**FORTIS MALAR HOSPITALS LIMITED**  
 Regd. Office: 52, Gandhi Nagar First Main Road, Adyar, Chennai 600 020  
**UNAUDITED FINANCIAL RESULTS FOR THE PERIOD ENDED DECEMBER 31, 2012**

PART I	Particulars	Standalone				9 months ended		Standalone	
		3 months ended		9 months ended		9 months ended		year ended	
		December 31, 2012 (Unaudited)	September 30, 2012 (Unaudited)	December 31, 2011 (Unaudited)	December 31, 2012 (Unaudited)	December 31, 2011 (Unaudited)	March 31, 2012 (Audited)		
1	a) Income from Operations b) Other Operating Income <b>Net Income from Operations</b>	2,588.91 15.66 <b>2,604.57</b>	2,347.91 17.93 <b>2,365.84</b>	2,382.05 37.85 <b>2,419.90</b>	7,292.96 103.43 <b>7,396.39</b>	7,026.28 47.68 <b>7,073.96</b>	9,416.65 68.91 <b>9,485.56</b>		
2	a) Drugs and Consumables b) Employees Cost c) Professional Charges-Doctors d) Clinical Establishment Fee (Refer Note 5 below) e) Net Depreciation and amortization f) Other Expenditure <b>Total Expenditure</b>	311.92 320.63 611.09 333.96 50.23 724.33 <b>2,352.06</b>	289.51 338.20 628.69 - 79.43 738.61 <b>2,074.44</b>	256.22 312.05 647.57 91.99 860.62 <b>2,168.45</b>	866.92 1,002.50 1,847.63 203.27 2,667.70 <b>6,568.02</b>	781.09 988.19 1,884.86 223.42 2,639.94 <b>6,327.50</b>	1,034.86 1,193.49 2,458.66 299.69 3,416.31 <b>8,403.01</b>	1,082.55 26.09 1,108.64 130.72 977.92	
3	<b>Profit from operations before other income, interest &amp; exceptional items (1-2)</b>	<b>252.51</b>	<b>291.40</b>	<b>251.45</b>	<b>808.37</b>	<b>746.46</b>	<b>1,082.55</b>		
4	Other Income (Refer Note 3 below)	129.18	5.19	5.49	139.35	18.66	26.09		
5	<b>Profit from Ordinary Activities before Finance cost &amp; Exceptional Items (3 + 4)</b>	<b>381.69</b>	<b>296.59</b>	<b>256.94</b>	<b>947.72</b>	<b>765.12</b>	<b>1,108.64</b>		
6	Finance Cost	17.07	22.12	24.56	72.14	74.31	130.72		
7	<b>Profit from ordinary activities after Finance cost but before Exceptional items and Tax (5 - 6)</b>	<b>364.62</b>	<b>274.47</b>	<b>232.38</b>	<b>875.58</b>	<b>690.81</b>	<b>977.92</b>		
8	Exceptional Items	27.39	163.84	-	353.28	-	96.16		
9	Interest Income (Refer note 3 below)	<b>392.01</b>	<b>438.31</b>	<b>232.38</b>	<b>1,228.86</b>	<b>690.81</b>	<b>1,074.08</b>		
10	Tax expense	127.18	142.21	93.42	388.70	189.70	302.98		
11	<b>Net Profit from ordinary activities after Tax</b>	<b>264.83</b>	<b>296.10</b>	<b>138.96</b>	<b>830.16</b>	<b>501.11</b>	<b>771.10</b>		
12	Extraordinary Items Profit on sale of Clinical Establishment Business (net of tax expense of Rs. 849.73 lakhs) (Refer note 4 below)	3,337.57	-	-	3,337.57	-	-		
13	<b>Net profit for the period (11+12)</b>	<b>3,602.40</b>	<b>296.10</b>	<b>138.96</b>	<b>4,167.73</b>	<b>501.11</b>	<b>771.10</b>		
14	Paid up Equity Share Capital (Face Value Rs.10 each)	1,860.95	1,860.95	1,860.95	1,860.95	1,860.95	1,860.95		
15	Reserves excluding Revaluation Reserves	1,42	1.59	0.75	4.46	2.69	4.14		
16	<b>Earnings Per Share (EPS)-Basic and Diluted EPS (Rs) -after extraordinary items</b>	<b>19.36</b>	<b>1.59</b>	<b>0.75</b>	<b>22.40</b>	<b>2.69</b>	<b>4.14</b>		

(Rs. in lakhs except EPS and shareholding data)

[Annualised]

[Not Annualised]

[Not Annualised]

[Not Annualised]

[Not Annualised]

[Not Annualised]

[Not Annualised]

[Not Annualised]

[Not Annualised]

[Not Annualised]

PART II	Particulars	Standalone				Standalone year ended March 31, 2012 (Audited)
		December 31, 2012 (Unaudited)	September 30, 2012 (Unaudited)	December 31, 2011 (Unaudited)	December 31, 2012 (Unaudited)	
A	<b>PARTICULARS OF SHAREHOLDING</b>					
1	<b>Public Shareholding</b>					
	- Number of Shares	6,841,857	6,841,857	6,841,857	6,841,857	6,841,857
	- Percentage of shareholding	36.80%	36.80%	36.80%	36.80%	36.80%
2	<b>Promoters and promoters group Shareholding</b>					
	<b>a) Pledged / Encumbered</b>					
	- No. of shares	Nil	Nil	Nil	Nil	Nil
	- % of shares (as a % of total shareholding of promoter and promoter group)					
	- % of shares (as a % of total share capital of the company)					
	<b>b) Non-Encumbered</b>					
	- No. of shares	11,752,402	11,752,402	11,752,402	11,752,402	11,752,402
	- % of shares (as a % of total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%
	- % of shares (as a % of total share capital of the company)	63.20%	63.20%	63.20%	63.20%	63.20%
B	<b>INVESTOR COMPLAINTS</b>					
	<b>Particulars</b>	<b>3 months ended December 31, 2012</b>				
	Pending at the beginning of the quarter	Nil	Nil			
	Received during the quarter	10	10			
	Disposed off during the quarter	10	10			
	Remaining unresolved at the end of the quarter	Nil	Nil			

**NOTES:**

- The above unaudited financial results have been reviewed by the Audit, Risk and Controls Committee, approved and taken on record by the Board of Directors in their meeting held on January 30, 2013.
- The Company operates in one reportable segment i.e., Multi speciality Hospital Services in terms of Accounting Standard 17.
- Interest income aggregating Rs. 27.39 lakhs, earned on Inter Corporate Deposit placed out of advance money received from Fortis Health Management Limited (FHML) towards sale of the 'Clinical Establishment Business' (CEB) upto October 16, 2012, being the effective date of transfer of the CEB has been disclosed as an exceptional item and the related interest income aggregating Rs.128.87 lakhs pertaining to the period subsequent to October 16, 2012 has been included as part of other income.
- During the current quarter, the Company had completed the sale of its 'Clinical Establishment Business' to Fortis Health Management Limited (FHML) (collectively, 'the parties') pursuant to the Business Transfer Agreement (BTA) dated August 27, 2012. Accordingly, the net assets of Rs. 2,308.93 lakhs of the clinical establishment business have been transferred as a going concern on a slump sale basis effective October 17, 2012 for an aggregate consideration of Rs. 7,000 lakhs. The net profit aggregating Rs. 3,337.57 lakhs (net of tax expense - Rs. 849.73 lakhs) arising from the sale of the said business has been disclosed as an 'extraordinary item'.
- The Company has entered into a Hospital and Medical Services Agreement (HMSA) with FHML, whereby, the Company has engaged FHML to provide the clinical establishment services including the radiology and the out-patient consultation services on behalf of the Company.
- Previous period figures have been regrouped, wherever considered necessary.

By Order of the Board  
For and on Behalf of Board of Directors

  
Vijayarathay  
Whole Time Director

Place: Chennai  
Date: January 30, 2013

**SRBC & CO**

Chartered Accountants

Golf View Corporate Tower-B  
Sector-42, Sector Road  
Gurgaon-122 002, Haryana, India  
Tel: +91 124 464 4000  
Fax: +91 124 464 4050

**Limited Review Report**

**Review Report to  
The Board of Directors  
Fortis Malar Hospitals Limited**

1. We have reviewed the accompanying statement of unaudited financial results of Fortis Malar Hospitals Limited ('the Company') for the quarter ended December 31, 2012 ("the Statement"), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding', which have been traced from disclosures made by the management and have not been reviewed by us. The Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited financial results prepared in accordance with recognition and measurement principles laid down in Accounting Standard 25, "Interim Financial Reporting", notified pursuant to the Companies (Accounting Standards) Rules, 2006, (as amended) and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

*SRBC & CO*  
For **SRBC & CO**  
Chartered Accountants  
Firm registration number: 324982E

*Sandeep Sharma*  
per Sandeep Sharma  
Partner  
Membership No.: 093577



Place: Gurgaon  
Date: January 30, 2013

*Certified True Copy*  
For Fortis Malar Hospitals Limited  
*[Signature]*  
Company Secretary

## **PRESS RELEASE**

**FORTIS MALAR Q3 REVENUE UP 8% TO RS 26 CR**

**OPERATING PROFIT STOOD AT RS 3.03 CR**

**NET PROFIT JUMPS TO RS 36 CR**

**Chennai, January 30, 2013:** Fortis Malar Hospitals Ltd., a subsidiary of Fortis Healthcare Ltd., a leading integrated healthcare company in Asia, today announced its unaudited results for the quarter ended December 31, 2012.

### **Key financial highlights for Q3 FY2013**

- Fortis Malar Hospitals reported operating revenue of Rs 26.05 Cr, representing a growth of 8% over the corresponding quarter.
- Operating profit (EBIDTA) for the quarter stood at Rs 3.03 Cr compared to Rs 3.43 Cr in the corresponding quarter of previous year. Net profit, during the quarter, increased significantly to Rs.36.02 Cr compared to Rs.1.39 Cr reported during the corresponding period last fiscal. This is mainly due to exceptional item of Rs 33.37 Cr on account of capital gains on transferring clinical establishment to Religare Health Trust. Excluding the impact of exceptional item, the net profit stood at Rs 2.65 Cr compared to Rs 1.39 Cr
- Growth was mainly driven by better performances of CTVS, Orthopedics, Gastroenterology, Gynaecology and Health checks which grew by 25%, 25%, 18%, 45% and 20% respectively.

### **Operational Highlights for Q3, 2012**

- During the quarter, the expert medical team at the hospital continued to perform high risk and rare surgeries.
  - **Successfully performed India's first Heart Mate II LVAD (Left Ventricular Assist Device) implant** on a 58 year old Patient suffering from chronic heart failure.
  - A rare heart Surgery was successfully performed on a 34 year old lady who has been suffering from heart failure. She was managed on an artificial heart pump

while waiting for a donor heart. Her condition began to stabilize and she received a donor heart in 48 hours after which her transplant was successfully completed.

- Many of our doctors received prestigious awards during the Quarter.
  - Dr. Jyotsna Codaty, was honored with Life time Achievement award by Dr. M.G.R. Medical University, Tamilnadu.
  - Dr. Madan Mohan (Senior Consultant Interventional Cardiologists) and Dr. V. Purushothaman (Plastic Surgery) have been awarded as Best Doctor in their respective medical specialties by Dr. MGR medical University, Tamilnadu.

### **Corporate Social Responsibility**

Playing its part as a good social corporate citizen, Fortis Malar has been involved in activities that contribute to society.

- Health awareness talk and health checkups conducted at various corporates and Government organizations.
- Conducted free Cardiac and Neuro camps at various towns, Government organizations and corporates across the state.
- Rendered Medical support for the pilgrims and devotees at Anandapadmanaban Swami temple, Adyar, Chennai during its festival in Dec 12.

**Commenting on the results Mr Aditya Vij, Chairman, Fortis Malar Hospitals Limited, said,** “The Company continues to consolidate its revenues and drive higher occupancies. Investments have been made in improving our medical services and this is expected to drive higher revenues and occupancies in the coming quarters.”

### **About Fortis Malar Hospitals Ltd**

Fortis Malar Hospital (formerly known as Malar Hospital) was acquired by Fortis Healthcare (India) 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 Hospital 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, Orthopedic and Joint replacements, Neurosurgeries and Plastic reconstruction surgeries have been performed at this hospital. The hospital's Obstetrics and Gynaecology services are among the busiest in the city, successfully performing many complicated deliveries and surgeries. They are supported by a dedicated Neonatology unit.

### **About Fortis Healthcare Ltd**

Fortis Healthcare Limited is a leading, integrated healthcare delivery provider in Asia. The healthcare verticals of the company span primary healthcare, speciality day care, diagnostics and hospitals, with an asset base in 11 countries, many of which represent the fastest-growing healthcare delivery markets in the world. Currently, the company operates its healthcare delivery network in Australia, Canada, Dubai, Hong Kong, India, Mauritius, New Zealand, Singapore, Nepal, Sri Lanka and Vietnam with 76 healthcare facilities, approximately 12,000 potential beds, over 600 primary care centres, 194 day care speciality centres, over 240 diagnostic centres and a talent pool of over 23,000 people. Fortis Healthcare is driven by the vision of becoming a global leader in the integrated healthcare delivery space and the larger purpose of saving and enriching lives through clinical excellence.

### **FOR MORE INFORMATION PLEASE CONTACT**

#### **Mr. V. Vijayarathna**

Fortis Malar Hospitals Ltd

Mobile : 9920932428

[vijayarathna.v@fortishealthcare.com](mailto:vijayarathna.v@fortishealthcare.com)

#### **Vinitha Saira/Vijaysekar**

Hanmer MS&L Communications Pvt Ltd.

+91 9789052198 / 9884125218

[vinitha@hanmermsl.com](mailto:vinitha@hanmermsl.com)

[vijayshekar@hanmermsl.com](mailto:vijayshekar@hanmermsl.com)