

## **FORTIS MALAR HOSPITALS LTD**

**Fortis Malar Hospitals reports 9% Growth in Revenue at Rs. 24.12 Crores for the Quarter end and 14% Growth in Revenues at Rs. 94.91 Crores for the year end March 31, 2012.**

**Operating profit (EBITDA) grows to Rs. 5.23 Crores, a 44% growth for the quarter end and grows to Rs.15.11 Crores, a 21% growth for the year end March 31, 2012.**

**Chennai, May, 14, 2012:** Fortis Malar Hospitals Ltd., a subsidiary of Fortis Healthcare Ltd., one of India's leading healthcare service providers with a network of 74 hospitals and a capacity of ~ 12,000 beds, today announced its Audited Financial results for the Quarter and Year ended March 31, 2012.

### **Financial Highlights**

- Fortis Malar Hospitals recorded revenue of Rs 24.12 Crores during the quarter, a growth of 9% compared to the corresponding quarter of the previous year. Total Revenue of Rs. 94.91 Crores during the year ended March 31, 2012, a growth of 14% compared to the previous financial year.
- Operating Profit (EBITDA) for the quarter stood at Rs.5.23 Crores, a growth of 44% compared to the corresponding quarter of last fiscal.
- The profit after tax (PAT) for the quarter stood at 2.75 Crores representing a growth of 35%.
- Operating profit (EBITDA) for the year ended March 31, 2012 stands at Rs 15.11 Crores, a growth of 21% compared to the corresponding quarter of last fiscal.
- The profit after Tax (PAT) for the year stood at Rs.7.76 Crores, a growth of 43% compared to last financial year.
- The growth has come from all the streams and mainly driven by Cardiac Sciences, Neuro sciences, Renal sciences, Orthopedics and Gynecology. The Health checks and regular MSOT procedures also showed a significant

improvement in their revenue. We have also made significant progress in generating International Revenues. .

### **Operational Highlights**

- During this quarter also the company continued to do various high risk and rare surgeries by its expert medical team.
  - A rare procedure - Triple Vessel Angioplasty was successfully performed on 17 year old boy Raghuveer Soni in February 2012. Dr. Sanjiv Agrawal, Senior consultant Interventional cardiologist at the hospital executed the technique by implanting five medicated stents in the blood vessels in order to treat the three cardiovascular blocks that were detected in the boy's heart.

For long time, the patient had been experiencing angina (chest pain) after minimal physical exertion such as walking and climbing stairs. Initially misconstrued as a gastric problem, further diagnosis of the persisting condition revealed high levels of serum cholesterol. While the results of the ECHO were normal, the Coronary Angiogram (CAG) indicated severe blocks in the three blood vessels of the heart.

It is highly unusual for a boy Raghuveer's age to suffer from multiple blocks. To treat his condition, our expert team performed a multivessel angioplasty with the implantation of 5 medicated stents in all three blood vessels...3 stents in the right coronary, 1 in the circumflex and 1 in the LAD. By undergoing this minimally invasive procedure, he was able to avoid a major surgery like Coronary Artery Bypass Graft(CABG), thereby minimizing discomfort. Multivessel Angioplasty is a procedure that is as safe and effective as bypass surgery with the additional benefit of a short recuperation period. As a result Raghuveer was able to resume school in one week.

- Obtained NABH accreditation for Blood bank
- Obtained ISO 9001-2008 certification for Multi specialty Healthcare services.

### **Corporate Social Responsibility**

- Conducted General screening camp & Health Talk for employees of Flextronics, Hospira Health Care , Orchid Chemicals & SBI pensioners in their premises;
- Health Awareness Talk & Life style management tips to Employees of various Corporate & Govt. Empanelled companies;
- Specialty screening camps for the general public conducted at Anna Nagar Church, Corporation of Chennai, Vellore and Ambur;
- Conducted a free health checkup for the members of associations like Muslims and other minority groups;
- Conducted Diabetic screening camp in slums of Chennai with the help of Nursing team;

**Commenting on the results Mr. Aditya Vij, Chairman, Fortis Malar Hospitals Limited said,** “Our growth in occupancies and revenues with focus on efficiencies and cost control has led to better performance during the quarter and year to date. It is heartening to note that this has been accomplished across each of the specialities. We continued our focus on quality parameters and patient satisfaction.”

### **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 the 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.

**Press Release**  
**For immediate Publication**



**FOR MORE INFORMATION PLEASE CONTACT**

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