

# (a business trust constituted on 29 July 2011 and registered on 25 September 2012 under the laws of the Republic of Singapore) managed by

Religare Health Trust Trustee Manager Pte. Ltd.

Capitalised terms used but not defined herein shall bear the same meanings ascribed to them in Religare Health Trust's prospectus dated 15 October 2012 (the "Prospectus") and registered with the Monetary Authority of Singapore on 15 October 2012, unless the context otherwise requires.

# Religare Health Trust's Distributable Income and DPU<sup>1</sup> increases by 22% for the 9 months of FY2015

- Total Revenue for the 9 months ended 31 December 2014 ("YTD FY2015") rose 35% against
  the previous corresponding 9 months ("YTD FY2014") driven by an increase in Service Fees
  and contributions from new Clinical Establishments.
- Distributable Income and Distribution per unit ("DPU") up 22% for YTD FY2015 over YTD FY2014 as a result of increased revenue and profitability.
- Annualised yield of 7.0%<sup>2</sup> for financial year ending 31 March 2015 ("FY2015").
- Continued low gearing of 15% with ample headroom to fund future potential acquisitions.
- MTN Programme established in December 2014.

#### **Summary of RHT Results**

	Revenue <sup>3</sup>	•
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Net Service Fee and Hospital Income<sup>4</sup>

Income available for distribution

DPU (based on common units only, before expiry of Sponsor Waiver<sup>5</sup>)

DPU (based on total units<sup>6</sup>, after expiry of Sponsor Waiver)

INR/SGD exchange rate used for translating the results

YTD FY15 S\$'000	YTD FY14 S\$'000	YTDFY15 vs YTDFY14	3Q FY15 S\$'000	3Q FY14 S\$'000	3QFY15 vs 3QFY14
95,787	71,200	35%	32,726	23,572	39%
66,579	45,575	46%	22,615	15,837	43%
43,110	35,281	22%	14,435	12,210	18%
-	6.19 cts	-	-	2.14 cts	-
5.43 cts	4.46 cts	22%	1.82 cts	1.54 cts	18%

48.04 48.19 47.74 49.62	
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Both DPU for YTD FY2014 and YTD FY2015 are based on total units after expiry of Sponsor Waiver.

<sup>&</sup>lt;sup>2</sup> Based on unit price of S\$1.03 as at 30 January 2015.

<sup>&</sup>lt;sup>3</sup> excluding straight lining and gain in connection with acquisition of Mohali Clinical Establishment

<sup>&</sup>lt;sup>4</sup> Excludes straight lining, depreciation and ammortisation, as well as one off stamp duty.

<sup>&</sup>lt;sup>5</sup> The Sponsor had waived its entitlements to distributions declared in respect of the the period from 19 October 2012 to 31 March 2014 (the "Sponsor Waiver").

<sup>&</sup>lt;sup>6</sup> Total units of 794,6329,44 as at 31 December 2014 and 791,017,944 units as at 31 December 2013.



**13 February 2015, Singapore** – Religare Health Trust Trustee Manager Pte. Ltd. ("RHT TM"), the Trustee-Manager of Religare Health Trust ("RHT" or the "Trust"), is pleased to announce the Trust's third quarter and 9 months results for the financial year ending 31 March 2015 ("3QFY2015" and "YTD FY2015" respectively).

#### Continued growth in Revenue and Net Service Fee and Hospital Income

Total Revenue continued its growth in 3QFY2015 against the previous corresponding quarter ("3QFY2014") due to the increase in Base Service Fee as well as contributions from the Gurgaon Clinical Establishment which became fully operational and the Mohali Clinical Establishment which was acquired by RHT, both in the beginning of FY2015.

Net Service Fee and Hospital Income grew at 46% during the same period compared to YTD FY2014 in line with the growth in Total Revenue. The 3<sup>rd</sup> quarter of FY2015 saw an increase in the average revenue per operating bed ("ARPOB") by 5% over the last quarter. The increase in ARPOB was due to the larger volume of high end medical services being provided, such as cardiac and oncology related services at certain Clinical Establishments including Malar and BG Road. Average occupancy for the portfolio remained constant at around 72% for the quarter.

Both Distributable Income and DPU was up 22% on a year-to-date basis against the last corresponding period. This growth was slightly moderated by expenses incurred in the setting up of S\$500 million multi-currency medium term note programme ("MTN Programme"). The establishment of an MTN Programme would serve as an additional avenue for the management to refinance existing loans of RHT as well as fund future growth.

The management of RHT TM enters foreign exchange contracts one year in advance in order to protect the Distributable Income from currency volatility. The average foreign exchange rate entered into for YTD FY2015 was SGD/INR 52.28 compared to SGD/INR of 47.28 for YTD FY2014. Had the average contracted rate for YTD FY2015 remained at SGD/INR 47.28, the Distributable Income available to unitholders would have grown by 39% for YTD FY 2015 instead of 22%.

#### Stability in 3QFY2015 performance

The 3<sup>rd</sup> quarter's financial performance was stable against that for the preceding 2 quarters in FY2015, Against the 2<sup>nd</sup> quarter of FY2015, the 3<sup>rd</sup> quarter saw growth of 2.3% and 2.5% for Total Revenue as well as Net Service Fee and Hospital Income respectively. Distributable Income was up slightly at 0.58%. On an annualized basis, DPU for FY2015 is 7.24 cents, translating into a yield of approximately 7.0% based on a unit price of S\$1.03 as at 30 January 2015.

Mr Gurpreet Dhillon, Chief Executive Officer of RHT TM said, "We are pleased with our financial results for 3Q FY2015, which shows continued, steady growth. As approximately 70% of our Service Fee is fixed we benefit from a stable revenue stream while also enjoying a variable fee based on the performance of the operator. The continued growth in the average ARPOB of the operator is encouraging, and in line with our expectations of a steady increase in demand in the Indian healthcare industry that we will continue to leverage on. We remain committed to the Indian market and look forward to the expansion of our portfolio there.



# **Outlook for growth**

The Indian healthcare sector presents significant opportunities for private healthcare players such as RHT due to its growth potential. The market is expected to benefit from the growing and ageing population in India as well as rising affluence among various segments in the population. Affluence is tied to an escalation in lifestyle diseases including of the heart and liver, while it also leads to increased demand for more sophisticated medical treatments. The under supply situation in the Indian healthcare market is expected to continue though the entry of more players in the field will lead to greater competition.

Mr Dhillon further commented, "We look to push on with organic growth within the existing portfolio through the increase of bed capacity and operational efficiencies. We also continue to evaluate quality yield enhancing assets to add to the RHT portfolio, particularly assets where we can work alongside a committed operator".

As at 31 December 2014, RHT's gearing remained at a relatively low level of 14.8%.

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#### For further details please contact:

# **FTI Consulting**

Tom Evrard: tom.evrard@fticonsulting.com / +65 9850 1998.

# **RHT Investor Relations:**

Suan Hui Tan: suanhui.tan@religare.com / +65 6603 5779

# **About Religare Health Trust**

RHT is the first business trust with an initial portfolio comprising of healthcare assets in India to be listed on the Main Board of the Singapore Exchange Securities Trading Limited. Its focus is to invest into medical and healthcare assets and services in Asia, Australasia and emerging markets in the rest of the world. RHT may also from time to time be involved in the development of medical and healthcare assets.

RHT's current portfolio comprises 12 RHT Clinical Establishments, 4 Greenfield Clinical Establishments and 2 Operating Hospitals throughout India, which were valued at approximately S\$796 million as at 31 March 2014.

# About the Trustee-Manager - Religare Health Trust Trustee Manager Pte. Ltd.

The Trustee-Manager is an indirect wholly-owned subsidiary of Religare Enterprises Limited ("REL"), a diversified financial services group listed on the National Stock Exchange of India Limited and BSE Limited. RHT TM is part of REL's multi-boutique asset management business which manages approximately US\$15 billion in assets.



# **About Fortis Healthcare Limited**

Fortis Healthcare Limited is a leading integrated healthcare delivery service provider in India. The healthcare verticals of the company primarily comprise hospitals, diagnostics and day care speciality. Currently, the company operates its healthcare delivery services in India, Singapore, Dubai, Mauritius and Sri Lanka with 55 healthcare facilities (including projects under development), over 10,000 potential beds, over 270 diagnostic centres and a team strength of more than 17,000 people.