

Apollo Hospitals Business Model

India's Leading Healthcare Giant

How do they actually make money?



Core Business Overview

Apollo Hospitals Enterprise Limited

1

India's largest private healthcare chain

2

Hospitals + Pharmacies + Digital health

3

Pan-India presence with premium brand value



Multi-segment business = Multiple revenue streams

Hospital Segment (Main Revenue)

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Primary Income Source

In-patient &
out-patient
services

Surgeries,
ICU,
diagnostics

High-margin
specialty
treatments

Contributes majority of revenue

Insight:



Higher occupancy = Higher profits

Pharmacy Business

1

**Daily demand =
Consistent cash flow**

2

**Online + Offline
presence**

3

**Apollo Pharmacy
chain (India's largest)**



Stable & recurring income model

Digital Health & Apollo 24/7

1

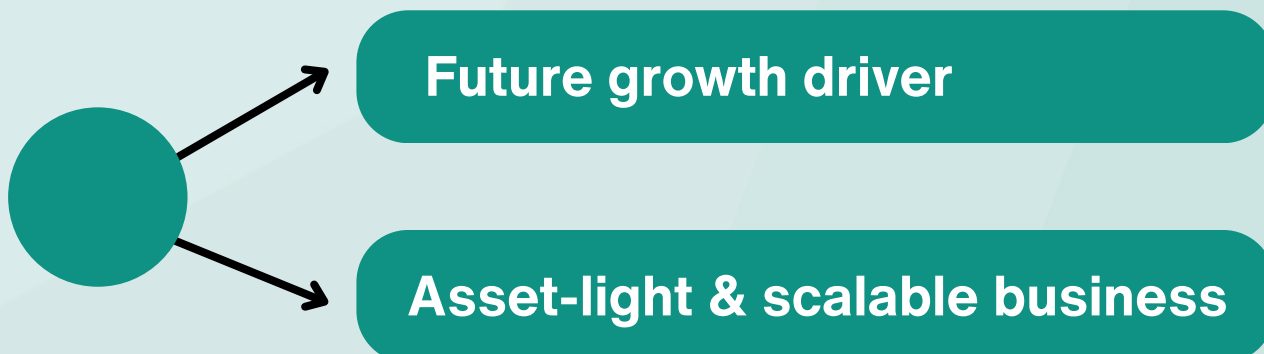
Health records & diagnostics

2

Medicine delivery

3

Online doctor consultations



Diagnostics & Clinics

Diagnostics & Clinics

**Lab tests &
health checkups**

**Preventive
healthcare services**

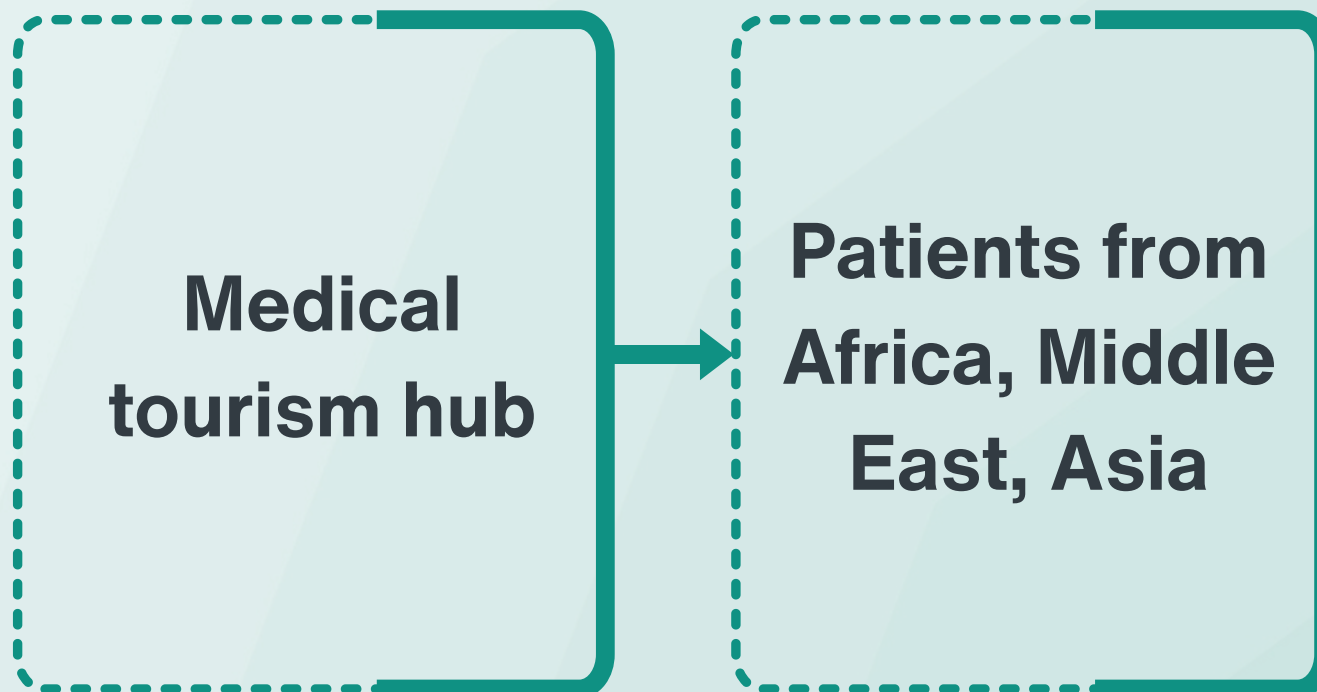
**Clinics
across cities**



Increasing awareness = Growing demand

International Patients

International Patients



High-value treatments = Higher margins



India = Affordable + quality healthcare

Key Strengths

Diversified revenue streams

Strong brand trust

Growing digital ecosystem

Expansion in Tier 2 & 3 cities



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