



# Max India Limited

## Investor Release

### July 2007

#### *Disclaimer*

*This release is a compilation of unaudited financial and other information and is not a statutory release. This may also contain statements that are forward looking. These statements are based on current expectations and assumptions that are subject to risks and uncertainties. Actual results could differ materially from our expectations and assumptions. We do not undertake any responsibility to update any forward looking statements nor should this be constituted as a guidance of future performance.*



## HIGHLIGHTS – Q1'FY08

- **Max India raises Rs. 1,000 Crore through Qualified Institutional Placement (“QIP”)**
  - The issue was subscribed 2.3 times at price of Rs. 240 per Share
  - Investors having long-term horizon subscribed around 80% of the offering
  - FII holding in the company increases from around 26% earlier to around 39% after the issue
  - About 40% of the allocation went to US based investors while the remainder was split evenly between Asia and Europe based investors
- **Max Healthcare raises Rs. 300 Crore from IFC, Washington**
  - Issues Rs. 50 Crore equity at Rs. 55 per Share of Max Healthcare
  - Another Rs. 250 Crore raised as Optionally Partially Convertible Cumulative and Redeemable Preference Shares
  - The proposed expansion will add 450 beds to the Company’s existing 770 bed capacity. It will include adding 270 beds to the Patparganj hospital; a new 100-bed secondary hospital in Dehradun; and a new 85-bed tertiary hospital focused on obstetrics, gynaecology and paediatrics at Saket.
- **Max Healthcare turns EBITDA positive**



## CONSOLIDATED FINANCIAL SNAPSHOT

(Rs. Crore)

Details	Q1 2007-08	Q1 2006-07	Growth %
Net Sales	55.99	37.81	48%
Service Income	507.41	267.64	90%
Investment and Other Income	136.83	25.41	438%
Total Income	700.23	330.86	112%
Net Income Before Tax	(20.30)	(26.08)	
Cash Generated From Operations	340.36	98.02	247%
Group Investments (Assets under management)	3,453.91	1,406.91	145%

Website: [www.maxindia.com](http://www.maxindia.com) BSE Scrip Code: 500271, NSE Ticker: Max, Bloomberg: Max IN



## MAX NEW YORK LIFE INSURANCE

- **Gross premium income of Rs. 460 Crore for the quarter ended Jun'07, grows 89% year-on-year.**
- **Annualized First Year Premium (new sales) of Rs. 309 Crore for the quarter ended Jun'07, grows 78% year-on-year.**  
*– Unit Linked products contribute around 80% to the sales*
- **Sum assured in force as at Jun'07 end over US\$ 12 billion (Rs. 488 billion), grows 61% year-on-year.**
- **Over 1.2 million policies in force.**
- **New policies sold during the quarter ended Jun'07 at 163,420, grows 53% year-on-year.**
- **Conservation ratio\* for the quarter ended Jun'07 at 79% against 82% for the quarter ended Jun'06.**

\* Conservation Ratio = Renewal Premium for the current year/(First Year+Renewal Premium for the previous year)

## MAX NEW YORK LIFE INSURANCE

- Agency force as at Jun'07 end at 27,727 agents, grows 64% year-on-year.  
– 2,679 net agents added during the quarter ended Jun'07.
- Average case size per agent at Rs. 21,848 for the quarter ended Jun'07, grows 14% over the corresponding previous period.
- Average case rate per agent per month at 1.44 for the quarter ended Jun'07 against 1.75 for the quarter ended Jun'06.
- Geographic coverage increases to 172 offices in Jun'07 from 116 offices in Jun'06.
- MNYL further strengthens its Alternate Distributions Channel – Ties-up with Indiabulls and Citifinancial
  - Indiabulls, a financial services company, offers products across home loans and mortgage, personal loans, consumer finance, depository services and security broking to over 450,000 individuals. It employs around 2,500 people in its 640 offices spread across 200 cities.
  - Citifinancial, a consumer finance arm of Citigroup, is present in 240 locations in India with 450 branches and 14,000 distribution points.



# MAX NEW YORK LIFE INSURANCE



Key Business Drivers	Unit	Quarter Ended		Y-o-Y Growth	Year Ended		Y-o-Y Growth
		Jun-07	Jun-06		Mar-07	Mar-06	
a) Sales Value (Annualized first year premium)	Rs. Crores	309	173	78%	970	536	81%
b) Average case size	Rs.	21,848	19,147	14%	21,810	16,472	32%
c) Case rate per agent per month	No.	1.44	1.75	-18%	1.63	1.88	-14%
d) Number of agents	No.	27,727	16,922	64%	25,048	15,285	64%
e) Net agents added	No.	2,679	1,637	64%	9,763	6,268	56%
f) Conservation ratio*	%	79%	82%		78%	80%	
g) Gross written premium income	Rs. Crores						
First year premium		240	122	97%	751	442	70%
Renewal premium		172	95	82%	588	317	85%
Single premium		48	27	77%	161	30	439%
<b>Total</b>		<b>460</b>	<b>244</b>	<b>89%</b>	<b>1,500</b>	<b>789</b>	<b>90%</b>
h) Paid up Capital	Rs. Crores	732	587	25%	732	557	31%
i) Individual Policies in force	No.	1,205,730	749,804	61%	1,098,230	695,319	58%
j) Sum insured in force	Rs. Crores	48,816	30,290	61%	44,674	27,136	65%

\* Conservation Ratio = Renewal Premium for the current year/(First Year+Renewal Premium for the previous year)

## MAX HEALTHCARE

- Revenue across network of hospitals at Rs. 82 Crore for the quarter ended Jun'07, grows 63% year-on-year.
- Max Healthcare achieves EBITDA breakeven during the quarter.
- Max Healthcare raises Rs. 300 Crore from IFC to fund its second phase expansion of over 450 beds.
- Average Occupancy across all healthcare care facilities at 66% – Occupancy\* for the quarter ended Jun'07...
  - Max Heart & Vascular Institute, Saket – 58%
  - Max Super Specialty Hospital, Saket – 56%
  - Max Secondary Hospital, Patparganj – 81%
- Over 1,250 doctors in the network.
  - Includes over 390 physicians on rolls.
- Number of employees, excluding physicians, increases from around 2,000 in Jun'06 to 2,400 in Jun'07.

\* Occupancy has been calculated on average operational beds.

## MAX HEALTHCARE

- **Patient transactions per month over 100,000 patients a month.**
  - *Registered patient base of over 450,000 patients.*
- **Inpatient transactions increase from 7,734 to 10,854 in the quarter ended Jun'07.**
  - *Cardiac procedures increased from 1,351 to 2,212.*
  - *Ortho procedures increased from 403 to 527.*
  - *Neuro procedures increased from 93 to 194.*
  - *Obs and Gynae procedures increased from 535 to 1,010.*
- **Max Hospital, Gurgaon**
  - *A 108 bed hospital with 4 OTs commenced operations from July 2007. Tower specialties include Woman & Child (incl. Infertility), Health Checks, Nephrology & Urology, Plastic & Reconstructive Surgeries, 24-hour Chemist, General & Minimally Invasive surgeries.*





## CLINICAL RESEARCH

- **Neeman achieves a breakthrough in its business development efforts – Secures an order of around US\$ 1 Mn in the Monitoring Services space.**
- **Current order book of US\$ 4 Mn against US\$ 2.3 Mn as at Mar'07.**
- **4 new customers added during the quarter**
  - *Client base increases to 33.*
- **Neeman concludes a two-way strategic alliance for outsourcing clinical trials with a mid-sized CRO in the US.**
- **Neeman strengthens its business development efforts in the US**
  - *Increases its resource base in the BD team.*
  - *Concludes a strategic alliance for outsourcing its business development efforts.*
- **Neeman becomes a first full-fledged CRO to secure ISO 9001:2000 certification for its processes across all its service offerings.**



## MAX SPECIALITY PRODUCTS

- **New BOPP line of 20,000 TPA achieves stabilization...output levels as per plan.**
- **Current capacity utilization of new line at around 75%**  
*– Existing lines continue to run at 100% capacity utilization.*
- **To further augment its presence in high value added segment, MSP to commission second thermal coating line with a capacity of 144 Mn SqMtrs. by September 2007.**
- **Revenue for the quarter at Rs. 53 Crore, grows 56% year-on-year.**
- **EBITDA margin maintained at 13%.**



## HEALTHCARE STAFFING

- 60 nurses already placed in US.
- Around 650 nurses in the different stages of pipeline, includes 134 nurses in the immigration process.
- 7 sourcing and training centers across India.
  - *A new center to be opened in Gurgaon by October 2007.*
- MHS is exploring strategic tie-ups with IELTS training institutes to get IELTS passed candidates.
  - *Opportunity to start Pan India operations using these Institutes for NCLEX training.*



*For any clarifications and queries, please contact:*

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**Thank You**