



Max India Limited
Investor Release
January 2006



MAX SPECIALITY PRODUCTS

- ✍ **Substantial expansion plans approved in December 2005**
 - *Addition of a new BOPP film manufacturing line with a capacity of 20,000 TPA.*
 - *Addition of a new thermal lamination film line with a capacity of 120,000 KSM.*
 - *Estimated project cost of Rs. 122 Crores – Debt-Equity mix of 1:1.*
 - *Maintain leadership position in speciality plastic films segment.*

- ✍ **Generates revenue of Rs. 100 Crores, and PBT of Rs. 8 Crores for first nine months ended Dec'05.**
 - *MaxFoil achieves revenue growth of 49% year-on-year.*

- ✍ **100% capacity utilization – installed capacity 8,800 tons per annum.**

- ✍ **High production yield.**

- ✍ **Highest return on capital employed of Rs. 69 Crores – 21%, better than competitors.**

MAX NEW YORK LIFE INSURANCE

- ✍ **Cash Profit of Rs. 157 Crores earned for the year ended Dec'05, grows 60% year-on-year.**
- ✍ **Annualized First Year Premium (AFYP – new sales) value for the year ended Dec'05 is Rs. 428 Crores, grows 100% year-on-year.**
- ✍ **Gross premium income of Rs. 635 Crores for the year ended Dec'05, grows 85% year-on-year over previous year's Rs. 343 Crores.**
- ✍ **Unit Linked products contribute 45% of total sales of the Company for the year ended Dec'05.**
 - Top quartile investment performance by MNYL's Unit Linked fund last year.*
- ✍ **Sum assured in force as at Dec'05 end over Rs. 235 billion (\$ 5.2 billion).**

MAX NEW YORK LIFE INSURANCE

- ✍ **607,652 individual policies in force. New policies sold during the year ended Dec'05 at 360,798, grows 68% year-on-year over 214,347 policies sold in the corresponding previous year period.**
- ✍ **Overall Persistency rate of 75% as of Dec'05 end against 83% as of Dec'04 end. Persistency rate is 80% for agency sales and 63% for sales through other distribution channels.**
- ✍ **Agency force as at Dec'05 end at 12,575 agents, grows 82% year-on-year. 5,667 net agents have been added in the year ended Dec'05. Number of agents in Agency channel at 10,753 and in rural channel at 1,822.**

MAX NEW YORK LIFE INSURANCE

- ✍ **Average case size per agent at Rs. 15699 grows 28% over Rs. 12240 for the corresponding previous year.**

- ✍ **Average case rate per agent per month is at 1.84 for the year ended Dec'05 against 1.76 for the previous year.**

- ✍ **MNYL maintains high agent productivity**
 - *Breaks into the top 50 global list of MDRT (Million Dollar Round Table). The Company has 126 advisors qualifying for MDRT for 2005.*
 - *Ranked No. 1 in annualized first year premium (AFYP) per agent per month and Case Rate per agent.*

- ✍ **Geographic coverage increases to 48 offices from 31 offices in Dec'04**
 - *Future plans to cover 52 offices.*
 - *Strengthen, build and grow Pan India presence.*



MAX NEW YORK LIFE INSURANCE



Key Business Drivers	Unit	Quarter Ended		Year Ended		YoY Growth
		Dec-05	Dec-04	Dec-05	Dec-04	
a) Sales Value (Annualized first year premium)	Rs. Crores	121.04	76.22	427.86	214.39	100%
b) Average case size per agent	Rs.	16,594	13,554	15,699	12,240	28%
c) Case rate per agent per month	No.	2.29	2.14	1.84	1.76	5%
d) Number of agents	No.	12,575	6,908	12,575	6,908	82%
e) Net agents added	No.	1,908	353	5,667	1,838	
f) Overall persistency rate	%	75.20	82.90	75.20	82.90	
g) Gross written premium income	Rs. Crores					
First year premium		116.83	72.08	308.56	191.44	61%
Renewal premium		85.66	54.24	265.58	134.95	97%
Single premium		20.66	5.14	60.72	16.84	261%
Total		223.15	131.46	634.87	343.23	85%
h) Sum insured in force	Rs. Crores	23,524	15,244	23,524	15,244	54%

MAX HEALTHCARE

- ✍ **Robust ramping up continues...**
 - *Revenue for nine months ended Dec'05 at Rs. 93 Crores, grows 216% year-on-year.*

- ✍ **Max hospital at Patparganj launched in May'05 achieves EBITDA breakeven...performance much better than plan.**
 - *All Secondary care hospitals expected to achieve EBITDA breakeven by Mar'06.*
 - *Facilities at Panchsheel & Noida already EBITDA breakeven.*

- ✍ **Max Eye Care – a super specialised centre for Eye Surgery was commissioned at Panchsheel in November 2005.**

- ✍ **Occupancy improving at each of the healthcare facility**
 - *Max Tertiary Hospital, Saket – 51% (Facility launched in Jan'05)*
 - *Max Secondary Hospital, Patparganj – 68% (Facility launched in May'05)*
 - *Max Secondary Hospital, Pitampura – 53% (Post expansion)*
 - *Max Secondary Hospital, Noida – 45% (Post expansion)*
 - *Max Medcentre, Panchsheel – 85% (Post expansion)*

MAX HEALTHCARE

- ✍ **Max Hospital Saket (East Block) – Commences operations in January 2005. Ramping up well**
 - *Surgeries/Procedures performed increase from 967 in the previous quarter to 1058 in the current quarter.*
 - *The State of art facility has inpatient capacity of 250 beds including 52 ICU beds. The facility is equipped with 3 Operation Theaters and 2 Cathlabs with high end Radiology facilities with a 64 slice cardiac CT installed in Aug'05.*
 - *Institute of Joint Replacement a tower specialties of West Block, commenced operations from June'05.*
 - *Commencement of Neuro surgeries from Nov'05.*

- ✍ **Max Hospital, Patparganj (East Delhi) – Commences operations in May 2005 – Facility scales up fast.**
 - *A 125 bed hospital; only one of its kind in East Delhi; comprehensive with full range of services with specializations in Non-invasive Cardiology, Mother & Child care, PHP, Dialysis, Blood Bank, Traumatology and Cardiac Catheterization Lab.*

MAX HEALTHCARE

- ✍ Registered patient base of over 260,000 patients, up from 186,000 patients as of Dec'04. Patient transactions per month crosses 50,000 patients mark.
- ✍ Network of doctors increases from 450 as of Dec'04 end to 711 currently. Number of physicians on rolls at 218 against 138 as of Dec'04 and network of visiting consultants at 493 against 312 as of Dec'04.
- ✍ Number of corporate clients at 312 currently.
- ✍ Number of employees, increases from 786 in Dec'04 to 1395 in Dec'05.
- ✍ Total targeted bed volume – 1000 to 1400 beds by 2008.

MAX HEALTHCARE

FY 06 will see further ramp up of facilities and newer initiatives

– Max Hospital Saket (West Block) – A 225 beds facility (including 70 critical care beds) with super specialties in Neuro Sciences, Joint Replacement & Orthopedics and Minimally Invasive Surgery is under construction and expected to commence operations by March 2006. Facility to include:

- 7 OT s, 20 Consult Chambers
- Tower Specialties – Ortho, Neuro, Women & Child and MIS
- Brain Lab (first in Asia) & intra operative MRI
- DSA Lab (for Neuro Sciences)
- Emergency Services

– Max Hospital Gurgaon – A 100 bed hospital with 4 OTs expected to be operational by December 2006 is under construction. Tower specialties to include Woman & Child (incl. Infertility), Health Checks, Nephrology & Urology, Plastic & Reconstructive Surgeries, 24-hour Chemist, General & Minimally Invasive surgeries.

– Tertiary care hospitals at Saket to be scaled up to 500 beds.

– Patparganj hospital to add another 300 beds in adjoining land in the second phase.

– Tie ups / management contracts in and outside NCR.

– Overseas expansion initiatives.

– Dr Max Clinics at key locations for patient flow into Max hospitals.

NEEMAN MEDICAL INTERNATIONAL

- ✍ **Clinical Research Operations in 8 countries across 3 continents.**
- ✍ **Commissioning of Database Management Centre in New Delhi in process.**
 - *To commence operations shortly.*
- ✍ **Neeman Asia Aggressively expanding capacities – alliances with 9 hospitals across 9 cities for offering them as research sites. The most recent being**
 - *Bangalore Medical College (3000 Beds; 2,000,000 OPDs p.a.)*
 - *Exclusive arrangement with 5 hospitals.*
- ✍ **Several proposal in advanced stage of order finalisation**
 - *Order Book pipeline of over \$ 6 Million.*
- ✍ **Currently active physicians on the network crosses 550 physicians.**



For any clarifications and queries, please contact:

**Mr. B. Anantharaman
Jt. Managing Director
Max India Ltd.
bananth@maxindia.com**



Thank You