




# Max India Limited

**Investor Release  
FY 2006-07**



## Highlights FY 2006-07 – Growth Momentum Continues...

**Group Revenue**  
Rs. 2000 Crore  79%

**Cash From Operations**  
Rs. 700 Crore  176%

**Group Investments**  
Rs. 2100 Crore  55%

### Life Insurance Business

- Premium Income at Rs. 1500 Crore Up 90%.
- New Business Sales at Rs. 970 Crore Up 81%.
- Over 550,000 Policies sold.
- Around 1.1 million policies in force.
- In-force sum assured around Rs. 45,000 Crore Up 65%
- Over 25,000 agent advisors across 165 offices.

### Healthcare Business

- Revenue at Rs. 245 Crore Up 79%.
- Registered patient base over 425,000.
- Over 100,000 patient transactions per month.
- Network of over 1,250 doctors across 7 healthcare facilities.
- New hospital in Gurgaon to be operational in June'07.

### BOPP Business

- New BOPP line commissioned in March 2007.
- Production Capacity more than tripled to 29,000 TPA.
- Income at Rs. 156 Crore Up 25%.
- Profit before tax of Rs. 10 Crore Up 20%.



## CONSOLIDATED FINANCIAL SNAPSHOT

Details	(Rs. Crore)		
	2006-07	2005-06*	Growth %
Net Sales	188.38	146.73	28%
Service Income	1,630.52	861.48	89%
Investment and Other Income	174.63	102.94	70%
Total Income	1,993.53	1,111.15	79%
Net Income Before Tax	(55.49)	(92.37)	
Cash Generated From Operations	702.43	254.43	176%
Group Investments (Assets under management)	2,123.49	1,372.56	55%

\* Figures for the year ended Mar'06 do not include profit of Rs. 427.63 crore on the sale of stake in Hutchison Essar Ltd.

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



## MAX NEW YORK LIFE INSURANCE

- Cash generated from operations of Rs. 742 Crore earned in FY 06-07 against Rs. 292 Crore in FY 05-06, grows 154% year-on-year.
- Gross premium income of Rs. 1500 Crore for the year ended Mar'07, grows 90% year-on-year.
- Capital base at Rs. 732 Crore. The shareholders infused Rs. 175 Crore as fresh capital in FY 06-07.
- Annualized First Year Premium (new sales) of Rs. 970 Crore for the year ended Mar'07, grows 81% year-on-year.
  - *Unit Linked products contribute around 70% of total sales of the Company for the year ended Mar'07.*
- Sum assured in force as at Mar'07 end over US\$ 10 billion (Rs. 448 billion), grows 65% year-on-year.
- Around 1.1 million policies in force.

## MAX NEW YORK LIFE INSURANCE

- **New policies sold during the year ended Mar'07 at 552,562 against 423,604, grows 30% year-on-year.**
- **Conservation ratio\* for the year ended Mar'07 at 78% against 80% for the year ended Mar'06.**
- **Agency force as at Mar'07 end at over 25,000 agents, grows 64% year-on-year. Around 10,000 net agents added in the year ended Mar'07.**
- **Average case size per agent around Rs. 22,000 for the year ended Mar'07, grows 32% over the corresponding previous year.**
- **Average case rate per agent per month at 1.63 for the year ended Mar'07 against 1.86 for the previous year.**
- **Geographic coverage increases to 165 offices from 105 offices in Mar'06.**

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



# MAX NEW YORK LIFE INSURANCE



Key Business Drivers	Unit	Year Ended		YoY Growth
		Mar-07	Mar-06	
a) Sales Value (Annualized first year premium)	Rs. Crores	970	536	81%
b) Average case size	Rs.	21,810	16,472	32%
c) Case rate per agent per month	No.	1.63	1.88	-14%
d) Number of agents	No.	25,048	15,285	64%
e) Net agents added	No.	9,763	6,268	56%
f) Conservation ratio*	%	78%	80%	
g) Gross written premium income	Rs. Crores			
First year premium		751	442	70%
Renewal premium		588	317	86%
Single premium		162	30	441%
<b>Total</b>		<b>1,500</b>	<b>788</b>	<b>90%</b>
h) Paid up Capital	Rs. Crores	732	557	31%
i) Individual Policies in force	No.	1,098,230	695,319	58%
j) Sum insured in force	Rs. Crores	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. 245 Crore for the year ended Mar'07, grows 79% year-on-year.
- Average Occupancy across all healthcare care facilities at 63.5% – Occupancy\* for the year ended Mar'07...
  - Max Heart & Vascular Institute, Saket – 63% (Facility launched in Dec'04)
  - Max Super Specialty Hospital, Saket – 46% (Facility launched in May'06)
  - Max Secondary Hospital, Patparganj – 76 % (Facility launched in May'05)
- Patient transactions per month at 100,000 patients a month.
  - Registered patient base of over 425,000 patients.
- Over 1,250 doctors in the network.
  - Over 380 physicians on rolls and 870 physicians as visiting consultants.
- Number of corporate clients at over 430.
- Number of employees, excluding physicians, increases from 1,694 in Mar'06 to 2,332 in Mar'07.

\* Occupancy has been calculated on average operational beds.

## MAX HEALTHCARE

- **Inpatient transactions increase from 22,243 to 36,671 in Mar'07.**
  - *Cardiac procedures increased from 3,202 to 5,595.*
  - *Ortho procedures increased from 1,096 to 1,601.*
  - *Neuro procedures increased from 141 to 498.*
  - *Obs and Gynae procedures increased from 1,557 to 3,103.*
- **Max Heart & Vascular Institute, Saket**
  - *The State of art facility equipped with 3 OTs and 2 Cathlabs has inpatient capacity of 200 beds.*
- **Max Super Specialty Hospital, Saket.**
  - *The State of art facility equipped with 7 OTs has an inpatient capacity of 188 beds.*
- **Max Hospital, Patparganj**
  - *A 146 bed secondary hospital comprehensive with full range of services.*
- **Max Hospital, Gurgaon – Expected to be operational by June 2007.**
  - *A 102 bed hospital with 2 OTs is under construction. Tower specialties to include Ophthalmology (Anterior & Posterior), Orthopedics, Neuro Surgery, Woman & Child (incl. Infertility), Health Checks, Nephrology & Urology, Plastic & Reconstructive Surgeries, General & Minimally Invasive surgeries.*

## MAX HEALTHCARE

- **Max Healthcare to embark Phase – II expansion.**

**Max Hospital, Patparganj** – Expansion to be completed by December 2008

– *To add around 270 beds in the tertiary care segment.*

– *Tower specialties to include Oncology, IVF, Orthopaedics, Neuro Sciences, Cardiac and Critical Care.*

– *Facility to be equipped with 6 Operation Theaters and 1 Cathlab.*

**Max Hospital, Saket** – Expansion to be completed by June 2009

– *To add around 85 beds and 2 Operation Theaters.*

– *Obstetrics & Gynaecology and Paediatrics, tower specialties of Max Super Speciality Hospital, to be tower specialities of this facility.*

– *Max Super Speciality Hospital to then enhance its service offerings to include Minimally Invasive Surgery.*

**Max Hospital, Dehradun** – Facility to become operational by December 2008

– *Max Healthcare to expand its boundaries beyond NCR. A 100-bedded facility in Dehradun in the secondary care segment to be a first step towards that direction.*



## OTHER BUSINESSES

### Max Speciality Products:

- New BOPP line commissioned in March 2007.
- Production Capacity more than tripled to 29,000 TPA.
- Income at Rs. 156 Crore Up 25%.
- Profit before tax of Rs. 10 Crore Up 20%.

### Clinical Research:

- Client base doubles from 14 to 29.
- Preferred provider relationship with 5 Pharma majors in place.
- Order Book for Indian operations increases from US\$ 1.3 Mn as at Mar'06 to US\$ 2.3 Mn as at Mar'07.

### Healthcare Staffing:

- 55 nurses already placed in US.
- Revenue run rate of US\$75k per month.
- Around 600 nurses in the different stages of pipeline, includes 137 nurses in the immigration process.
- Chennai sourcing and training centre commences operations in the current quarter.
- 7 sourcing and training centres across India.



*For any clarifications and queries, please contact:*

**Mr. B. Anantharaman  
Jt. Managing Director  
Max India Ltd.  
[bananth@maxindia.com](mailto:bananth@maxindia.com)**



**Thank You**