



Max India Limited

Investor Release October 2007

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HIGHLIGHTS – Q2'FY08

- Consolidated revenue for the quarter at Rs. 845 Crores, grows 100% Y-o-Y.
 - Life insurance premiums for the quarter at Rs. 539 Crores, up 85% Y-o-Y.
 - Healthcare revenue for the quarter at Rs. 92 Crores, up 56% Y-o-Y.
 - Healthcare business generates positive EBITDA of Rs. 5 Crores during the quarter against negative Rs. 6 Crores.
 - Max Speciality Products revenue for the quarter at Rs. 78 Crores, up 81% Y-o-Y.
 - Operating Cash Profit at Rs. 227 Crores, grows 104% Y-o-Y.
 - Assets under Management for life insurance business at Rs. 2,565 Crores, grows 117% Y-o-Y.
 - Treasury corpus at Rs. 1393 Crores.
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- Max New York Life shareholders approve next level growth plans for the Company
 - Peak equity commitment increased from Rs. 1000 Crores to over Rs. 2,600 Crores.
 - MNYL to add 90-100 offices every year. Number of offices to increase from 175 to around 600 over next 4-5 years.
 - To increase agency force from 28,500 to around 200,000 over the same period.

CONSOLIDATED FINANCIAL SNAPSHOT

(Rs. Crore)

Details	H1'2007-08	H1'2006-07	Growth %	FY 2006-07	FY 2005-06*	Growth %
Net Sales	137.86	81.50	69%	188.38	146.73	28%
Service Income	1,091.87	593.39	84%	1,630.52	861.48	89%
Investment and Other Income	315.88	79.01	300%	174.63	102.94	70%
Total Income	1,545.61	753.90	105%	1,993.53	1,111.15	79%
Net Income Before Tax	(51.14)	(29.25)		(55.49)	(92.37)	
Operating Cash Profit	432.36	187.20	131%	685.36	271.70	152%
Group Investments (Assets under management)	3,957.60	1,566.55	153%	2,123.49	1,372.56	55%

* Figures for FY 2005-06 do not include profit of Rs. 427.63 crore on the sale of stake in Hutchison Essar Ltd.

Website: www.maxindia.com BSE Scrip Code: 500271, NSE Ticker: Max, Bloomberg: Max IN

MAX NEW YORK LIFE INSURANCE

- **Gross premium income of Rs. 539 Crores for the quarter ended Sep'07, grows 85% year-on-year.**
- **Annualized First Year Premium (new sales) of Rs. 316 Crores for the quarter ended Sep'07, grows 72% year-on-year.**
 - *Unit Linked products contribute around 77% to the sales.*
- **Life Insurance business capitalised at Rs. 807 Crore.**
 - *The shareholders infused Rs. 75 Crore as fresh capital in the quarter.*
- **Sum assured in force as at Sep'07 end around US\$ 14 billion (Rs. 543 billion), grows 62% year-on-year.**
- **Over 1.3 million policies in force with 160,000 policies sold during the quarter.**



MAX NEW YORK LIFE INSURANCE

- **Conservation ratio*** for the quarter ended Sep'07 at 87% against 80% for the quarter ended Sep'06.
- **Agency force** as at Sep'07 end at 28,574 agents, grows 52% year-on-year.
- **Average case size per agent** at Rs. 21,857 for the quarter ended Sep'07, grows 21% over the corresponding previous period.
- **Average case rate per agent per month** at 1.17 for the quarter ended Sep'07 against 1.53 for the quarter ended Sep'06.
- **Geographic coverage** increases to 175 offices in Sep'07 from 120 offices in Sep'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	Quarter Ended		Q-o-Q Growth	Half Year Ended		Y-o-Y Growth
		Sep-07	Sep-06		Sep-07	Sep-06	
a) Sales Value (Annualized first year premium)	Rs. Crores	316	183	72%	625	356	75%
b) Average case size	Rs.	21,857	18,138	21%	21,852	18,648	17%
c) Case rate per agent per month	No.	1.17	1.53	-24%	1.30	1.63	-20%
d) Number of agents	No.				28,574	18,782	52%
e) Net agents added	No.	847	1,860		3,526	3,497	
f) Conservation ratio*	%	87%	80%		84%	81%	
g) Gross written premium income	Rs. Crores						
First year premium		253	149	70%	494	271	82%
Renewal premium		236	123	92%	408	218	88%
Single premium		50	20	149%	97	47	106%
Total		539	292	85%	999	535	87%
h) Paid up Capital	Rs. Crores				807	617	31%
i) Individual Policies in force	No.				1,303,669	839,558	55%
j) Sum insured in force	Rs. Crores				54,344	33,533	62%

* 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. 92 Crores for the quarter ended Sep'07, grows 56% year-on-year.
- Eighth healthcare facility with a capacity of 108 beds commences operations in Gurgaon.
- Average Occupancy across all healthcare care facilities at 64% – Occupancy* for the quarter ended Sep'07...
 - Max Heart & Vascular Institute, Saket – 61%
 - Max Super Specialty Hospital, Saket – 62%
 - Max Secondary Hospital, Patparganj – 77%
- Over 1,250 doctors in the network.
 - Physicians on rolls increase from 356 in Sep'06 to 538 in Sep'07.
- Number of employees, excluding physicians, increases from over 2,050 in Sep'06 to over 2,670 in Sep'07.
- Patient transactions per month over 125,000 patients a month.
 - Registered patient base of over 500,000 patients.

* Occupancy has been calculated on average operational beds.



MAX HEALTHCARE



Key Business Drivers	Unit	Quarter Ended		Q-o-Q Growth	Half Year Ended		Y-o-Y Growth
		Sep-07	Sep-06		Sep-07	Sep-06	
a) Revenue	Rs. Crores						
Inpatient Revenue		73.7	46.9	57%	140.5	87.4	61%
Outpatient Revenue		18.3	11.9	53%	33.5	21.9	53%
Total		91.9	58.8	56%	174.0	109.3	59%
b) Profitability							
Contribution Margin	Rs. Crores	49.3	30.9	60%	92.9	56.7	64%
Contribution (%)	%	54%	52%		53%	52%	
EBITDA	Rs. Crores	4.9	(5.6)		7.8	(12.1)	
EBITDA (%)	%	5.4%			4.5%		
c) Patient Transactions	No.						
Number of Procedures							
- Cardiac Care		1,843	1,359	36%	3,672	2,710	35%
- Orthopaedics		510	415	23%	1,037	818	27%
- Neurosciences		173	119	45%	365	212	72%
- Obstetrics & Gynaecology		1,013	759	33%	2,023	1,294	56%
- Others		1,970	1,400	41%	3,997	2,621	52%
Medical Admissions		6,059	5,135	18%	11,328	9,266	22%
Outpatient Registrations		413,696	276,110	50%	762,337	513,821	48%
d) Average Operational Beds	No.	671	550	22%	648	481	35%
e) Average Occupancy	%	64.3%	62.8%		65.0%	64.4%	
f) Average Length of Stay	No.	3.4	3.5		3.4	3.4	
g) Average Revenue per Occupied Bed Day	Rs.	18,563	14,771	26%	18,213	15,413	18%

CLINICAL RESEARCH

- **Confirmed order book of US\$ 4 Mn and BD pipeline of US\$ 7 million.**
 - *68 site management studies.*
 - *19 data management studies.*
 - *9 monitoring studies.*
- **4 new customers added during the quarter.**
 - *Client base increases to 37.*
- **Neeman concludes two-way strategic alliance for outsourcing clinical trials with a mid-sized CRO in Italy and Russia each.**
 - *Has a similar alliance with a CRO in US.*
 - *Currently negotiating alliances with three CROs in Europe.*
- **Neeman furthers its business development efforts in the US**
 - *Concludes second strategic alliance for outsourcing its business development efforts.*



MAX SPECIALITY PRODUCTS

- **MSP commissions second thermal coating line with a capacity of 144 Mn SqMtrs – to stabilize in a month.**
- **Current capacity utilization of new BOPP line of 20,000 TPA at around 85%.
– Existing lines with capacity of 9,000 TPA continue to run at 100% capacity.**
- **Revenue for the quarter ended Sep'07 at Rs. 78 Crores, grows 81% year-on-year.**
- **EBITDA margin for the quarter at 16%.**
- **PBT for the quarter ended Sep'07 at Rs. 6 Crores, grows 115% year-on-year.**
- **Return on Capital Employed at 18%.**

HEALTHCARE STAFFING

- **60 nurses already placed in US.**
- **Over 670 nurses in the different stages of pipeline, includes 175 nurses in the immigration process.**
- **MHS is in the process of identifying geographies beyond US.**
- **To give thrust to resourcing of candidates, a new resourcing model based on variable compensation is being explored.**
- **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