

## **About Max India Limited**

Max India Limited, a multi-business corporate, is part of the US\$ 2 billion Max Group and is the holding company for Max Healthcare, Max Bupa Health Insurance and Antara Senior Living.

Focused on healthcare and allied businesses, the Company's vision is to be the most admired company for health and life care needs of its customers, patients and their families. This vision is founded on a clear set of values that are shared across the Group – Sevabhav, Excellence and Credibility.

Max India's key operating businesses — Max Healthcare and Max Bupa Health Insurance — are joint ventures with global leaders, Life Healthcare (South Africa) and Bupa Finance Plc. (UK), respectively. These businesses have well-entrenched positions in their respective categories, and are recognized for their outstanding service standards. The Company owns and actively manages a 46.4% per cent stake in Max Healthcare, a 76% stake in Max Bupa Health Insurance and a 100% stake in Antara Senior Living.

Max India Limited is listed on the Bombay Stock Exchange as well as the National Stock Exchange. The Max Group's investor base includes marquee global financial institutions such as Goldman Sachs, IFC Washington, Temasek, Fidelity and New York Life.

The other listed entities in the Max Group are Max Financial Services Limited, which holds the life insurance subsidiary and Max Ventures & Industries Limited, which focuses on the Group's manufacturing activity through its speciality packaging films subsidiary.

Following the demerger of the erstwhile consolidated Max India Limited, the Max Group continues to be bound together by common values and works together to benefit from enterprise synergies.

## **About Max Healthcare:**

Max Healthcare is the country's leading provider of standardized, seamless and international-class healthcare services. It is a joint venture between Max India and Life Healthcare, South Africa,

With a base of over 2,100 doctors, 6400 other trained personnel, and over 2.2 million patients from 80 countries, across its network of 13 hospitals, Max Healthcare is completely committed to the highest standards of medical and service excellence, patient care, scientific and medical education. With a strong presence in North India, with over 10 hospitals in Delhi & NCR and others in Mohali, Bathinda and Dehradun, it offers treatment in over 30 medical disciplines.

In FY2015, MHC reported revenues Rs.1,740 crore<sup>1</sup>, with EBITDA of Rs.170 crore, marking a significant turnaround from the position four years ago when EBITDA was barely positive. The newer hospitals (at Mohali, Shalimar Bagh, Bathinda and Dehradun) took great strides during the year, accounting for a quarter of the total revenue. The hospitals at Mohali and Shalimar Bagh turned profitable, well ahead of the normal market time for achieving profitability.

2015 also marked MHC's journey of inorganic growth. In July 2015, the company concluded its first-ever acquisition of the 340-bedded Pushpanjali Crosslay Hospital (expandable up to 540 beds) in

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<sup>1</sup> Figures for Max Healthcare Network of Hospitals

NCR. In November 2015, MHC announced a partnership with Smart Group wherein MHC would acquire 51% stake in Saket City Hospital Pvt. Ltd., from Smart Health City Pte Ltd, the Singapore based BK Modi Group company which manages and operates the Delhi based **Saket City Hospital (SCH)**. SCH, which started operations in 2013, has 230 operational beds and is currently expanding to 300 beds. Max Healthcare plans to further expand the SCH facility by ~900 additional beds over the next few years, thereby expanding SCH's capacity to 1200 beds, and offering a combined capacity of almost 2000 beds in the heart of South Delhi. This addition represents more than a 50% increase to Max Healthcare's current capacity, significantly enhances access to quality healthcare in the NCR region, and will make Max Healthcare the largest healthcare provider brand in New Delhi . MHC currently has a capacity of 2600 beds across 13 hospitals.

Max Healthcare is also a pioneer in the introduction of technology to provide patients with the highest standards in medical care. A few examples are the first Brain Suite in Asia at Max Saket, Electronic Health Record System in use across Max Hospitals, and Bone Marrow Transplant & HIPEC for cancer treatment in Max Patparganj. The hospitals are equipped with the advanced medical equipment like state-of-the-art Cath labs, OTs with HEPA, Nuclear Medicine, Gama Camera, LINAC for Radiotherapy and MRI and CT scan machines.

Committed to the promise of 'Care for Life', medical expertise meets personalised care at Max Healthcare.

#### **About Max Bupa**

Max Bupa Health Insurance Limited is a 51:49 joint venture between Max India and Bupa Finance Plc, UK, a leading international healthcare provider with 65 years of healthcare knowledge. The Company brings together a combination of Bupa's global health insurance expertise and customer service expertise with Max India's understanding and experience of the Indian health and insurance sectors.

Max Bupa offers quality health insurance services through a dedicated team of over 1000 people and its network of 26 offices across 16 locations – Delhi-NCR, Mumbai, Hyderabad, Chennai, Bangalore, Pune, Ludhiana, Chandigarh, Jaipur, Surat, Kochi, Kolkata, Patna, Goa, Jodhpur and Thane. The company has a customer base of 1.8 million and offers individual and family-oriented health insurance policies for Indians across all age groups.

Max Bupa Health Insurance has a direct working relationship with a network of 3500 top quality hospitals and healthcare providers and the Company plans to extend its network of hospitals to other parts of the country. Max Bupa services customers directly without third party involvement.

#### **About Antara Senior Living**

Antara is a beautifully conceived and crafted continuous care proposition - a comprehensive ecosystem that embraces and encourages the idea that life can be just as magical as we get older. With the perfect blend of lifestyle, lifecare, hospitality and sound financial thinking, one could discover a new chapter in a well-lived life, where the genuine spirit of care is expressed through careful attention to detail to craft a space where life is lived openly, joyously and hassle-free. Spread over 14 pristine acres, Antara Dehradun is designed by Perkins Eastman of New York and Esteva i Esteva Arquitectura of Spain and built by India's most experienced construction company, Shapoorji

Pallonji. With a 50,000 sq. ft clubhouse, over 200 bespoke apartments ranging from 1400 sq. ft to 6600 sq. ft. and an operating team of over 200 people, the Antara community is based on the same principles as that guiding Max India, which are Sevabhav, Credibility and Excellence.