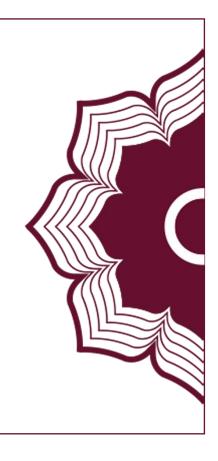


## **Max India Limited**

**Investor Presentation** 

February 2022







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### **Executive Summary**

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# Max group, a leading conglomerate has a history of spotting early trends, creating iconic brands and successful businesses



- Entered Life insurance space in early 2000, in collaboration with one of the America's largest Life Insurer, New York Life
- 4<sup>th</sup> Largest Private Life Insurer with an AUM of ~ Rs 100K Crore; ~10% private market share; 37 lakhs + active customers; ~6,500 point of sales across country
- In 2012, Mitsui Sumitomo Insurance (world's 7th largest general insurance group), acquired New York Life's stake of 26%
- Current business valuation ~ Rs 40,000 Cr



- In 2001, Max Group ventured into Healthcare sector and opened its first healthcare facility in South Delhi & Noida
- 2<sup>nd</sup> Largest Private Hospital Chain; 17 facilities; ~ 3,400 Bed capacity
- In 2011, Life Healthcare (2nd largest hospital chain in South Africa) onboarded as JV Partner
- · Business divested in 2019, Max Healthcare merged with Radiant Lifecare (entity backed by KKR) in 2020
- Max Healthcare current business valuation ~ Rs 36,000 Cr



- In 2008, Max Group forays into Health insurance
- In 2009, Bupa Plc (largest health insurer in Europe) on boarded as JV Partner to form Max Bupa Health Insurance
- · 3rd Largest Private Standalone Health Insurer; 7 million lives covered; 34,000 agents; 7600+ network hospitals
- In 2019, Max India divested its stake in Max Bupa to True North a leading Indian Private Equity firm



- The only manufacturing business in the Max Group, Max Speciality Films Ltd. (MSFL) is a pioneer in Speciality BOPP films in India
- 3<sup>rd</sup> Largest BOPP film manufacturer with ~ 72,000 TPA capacity
- In 2017, Max Group partnered with Toppan (leading global printing company based in Japan), who acquired a 49% stake in MSFL
- In 2021, Max Group signed deal with Toppan to sell balance 51% stake in MSFL (41% in 2022 and balance 10% in 2023)
- Max Specialty Films current business valuation ∼ Rs 1,500 Cr





# Max group's current areas of business - life insurance, senior care and real estate

1

Revenues: USD 4 billion

Customers: 4.6 million

Employees: ~16,000

Agents: ~60,000

2

Diversified business model;
Well established board governance;
Internationally acclaimed domain
experts

3

Steady revenue growth & cost rationalization leads to strong financial performance; Max Group Revenue CAGR\*  $\sim$  19;



Strong history of entrepreneurship and nurturing successful business partnerships

5

Superior brand recall with a proven track record of service excellence

6

PBT CAGR\* ~13%

Diversified ownership; marquee investor base – New York Life, IFC, GIC Singapore; First state Investments; Vanguard, Capital, Ward Ferry, Baron, Jupiter, Norges 7

Delivered 25% returns to shareholders in last 30 years





### Max group structure overview







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# Our latest bet is on the emerging senior care space in India which is already a \$ 10-12bn market and growing exponentially



Fastest growing age segment in India

**130 mn** senior citizens in India today comprising 8% of population;

Expected to be **20%** of population by 2050



Increasingly living alone

**17%** of elderly are living alone

Drastic fall in the ratio of care givers for the elderly

Loneliness due to empty nesters / loss of spouse



Healthcare is largest share of their wallets, with multiple unmet needs

**3-4X** spend on HC by senior households

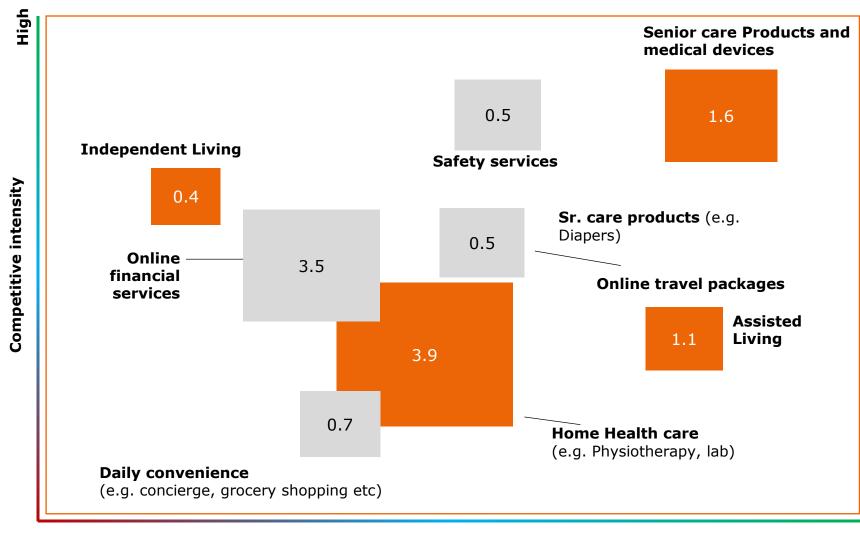
**5%** seniors suffer with dementia; **7%** are immobile in urban cities

**30%** need dedicated post-op care





# Of all the value pools, Antara has identified four focus areas comprising ~60 % of the opportunity



Senior care value pools (except core healthcare),

**USD** billion

Annual revenue Potential (USD bn)

Antara's Focus Areas

Low Profitability High





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# Financial strength and unique competencies being leveraged to make a foray into the senior care space

01.

Only listed player exclusively in the Senior Care space

02.

Uniquely placed with our background in healthcare, infrastructure, hospitality

03.

Only player providing an integrated Senior care ecosystem

04.

Two entities - Residences for seniors for independent living and Assisted Care services for healthcare

**05.** 

Well capitalized (~550 Crs of assets) to support its growth plans

06.

Marquee investor list includes: IFC, New York Life, Nomura, TVF, Rajasthan Global Securities, FE Securities





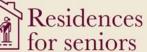
# Antara's focus is on creating an integrated senior care ecosystem through four verticals



Specialised residential facilities for short & long term care, pre & post-operative care and memory care, for seniors

Assisted living for seniors





Safe, secure and hassle-free residential communities providing wellness, engagement and recreation services

Senior living communities

### **#SeniorCarestartswithAntara**





Comprehensive medical care and assistance for seniors, delivered in the comfort of their home

Healthcare services at home



### Antara's Vision

is to be the most loved and trusted brand for seniors and their families by helping them to improve and enrich their quality of life





Wide range of medical equipment to aid recovery and well-being

Medical equipment and products

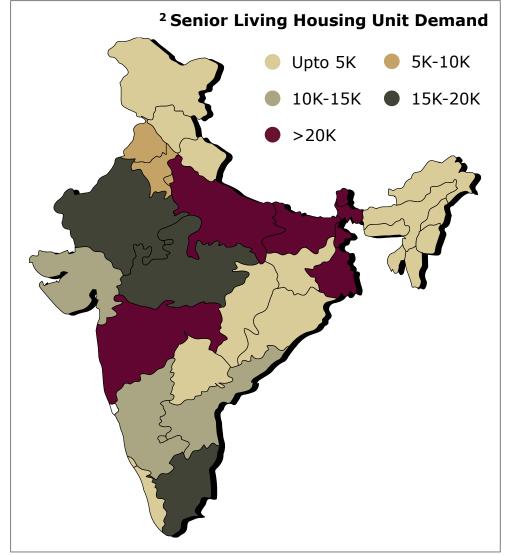




# 1. **Residences for seniors** – fast emerging category with sizeable demand-supply mismatch



creating senior communities

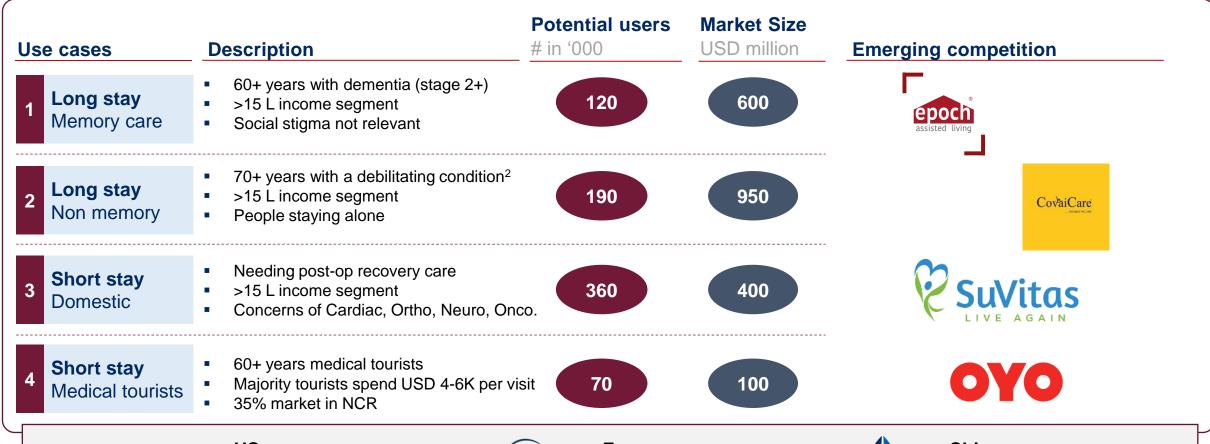








# 2. **Care Homes** – While nascent in India, it is a large and profitable market globally





- · US
- \$1.9 bn revenues
- 15% EBITDA



- France
- \$3.8 bn group revenues
- 14% EBITDA



- China
  - Plan to scale upto 25000 beds by 2025





### 3. Care at Home - Home healthcare amongst the fastest growing segment within healthcare

### Care is shifting home ...

- Increasing **cost** of in-hospital treatment
- 70% healthcare needs can be met at home with ~30% better recovery rate
- Need for **continuity of care** post-hospitalization -~20% of all hospital discharges require services at home
- Increasing customer demand for **convenience**
- **NCD's** on the rise, requiring continuity of care at home
- Improved **clinical outcomes** through continuity of care
- Reducing hospital stay with care at home leading to greater bed availability

### ...and big bets are being made by players



**BEST** Best Buy has quietly grown a home healthcare business: 4 things to know

Whiten by Julie Spitzer | January 07, 2019 | Print | Email

The Future Continues to Look Bright for Home Health Care





Why the hospital of the future will be your own

Top 4 US homecare providers generate >\$5 bn annual revenues









\$2 - 2.5 bn

\$1.1 bn

\$1.5 bn

\$0.9 bn

Top 3 Indian homecare providers, generate ~ Rs 500 Cr annual revenues







~ INR 200 Cr

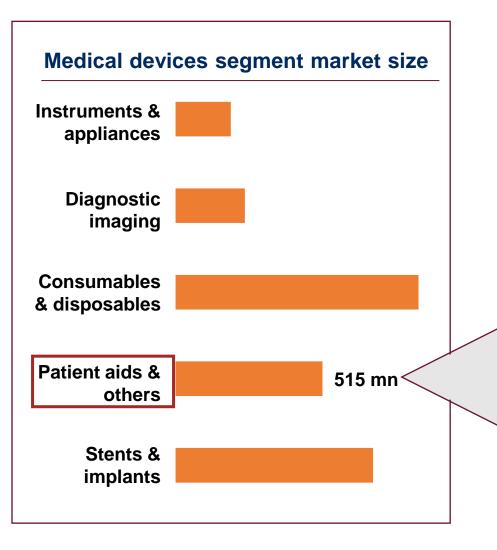
~ INR 150 Cr

~ INR 100 Cr





# 4. **Medical equipment (MedCare)** - Huge underlying opportunity in patient aids segment



### Medical devices segment market size

- Category includes Mobility products, Physio products, Respiratory products, Orthotics etc.
- Expected growth CAGR of 18-20% by 2025 driven by increasing demand and awareness
- Customer purchasing limited to referrals and local pharmacies
- Industry is **highly fragmented** and unorganized. Most players are regional with limited national brands
- Market is dominated by unfair practices on pricing and sales methodology a larger player is required to make a dent!
- Antara is best placed to play the opportunity as none have the capability/capital to create a national presence.





### Antara aspires to take its offerings pan-India in the next 3-5 years

Antara plans to invest over Rs. 300 crore in the next four to five years across all business verticals and has sufficient liquidity to finance this growth.

Company has outlined a five-year vision for Antara following its initial success, where it intends to enter other geographies in addition to deepening its presence in Delhi-NCR. The vision involves launch of 35-40 Care Homes, strengthening Care at home services portfolio, expanding MedCare products vertical and creating 5/7 residential communities.

### **North Cluster**

- Largest market with 1.3m population in our TG
- Most evolved market
- Dehradun, Noida, opportunities under discussion in Gurgaon

### **West Cluster**

- High affluence, high price market
- Large demand, with 1.9m of TG staying in Mumbai, Pune
- Evolved market, with players like Athashri by Paranjape Developers, Gagan Mu Life, Ashiana Lavasa

### **South Cluster**

- Evolved market, with multiple innovative models e.g., SuVitas for short stay, Mantri Primus Lifespaces in residences, Medwell & Portea for home care
- High demand with 0.8m of our TG in the market
- Exploration for market entry underway





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# Early trend identified in 2010, aspiration to create 5-7 communities across India

### 2010

- Extensive market research, benchmarking and business feasibility studies undertaken
- Entry strategy finalized

### 2011-12

- Antara Senior Living incorporated as 100% subsidiary of Max India
- Dehradun finalised as the first Community location
- Project work commenced

### 2013-16

- Antara brand launched
- Launch of experiential studios at Delhi and Dehradun
- Construction in full swing
- Nearly 40% apartments sold

### 2017-18

- Best in class
   Dehradun
   Community
   operationalised
- Started looking for growth opportunities in Delhi-NCR
- Entered into asset lite arrangement with Noida based developer

### 2019-20

- 63% of apartments sold at Dehradun
- 2nd Community
   ~Antara Noida
   launched,
   encouraging
   response
- Future Growth strategy in place

### 2021-present

- 86% of apartments have been sold at Antara Dehradun as of Q3FY22
- 63% of apartments under phase 1 have been sold at Antara Noida as of Q3FY22
- Capex planned for three new communities (Gurgaon, Mumbai/Pune and Bangalore/ Hyderabad)





### 1<sup>st</sup> Community - Antara Dehradun – 86% sales achieved as of Q3FY22

14 Acres

Land Parcel of the company's flagship project

5,75,500

Saleable area in sq ft

1,400-6,600

Average Apartment Size range in Sq Ft

60,000

Clubhouse size square foot

4.0 pm<sup>1</sup>

**Sales Velocity** 

Rs 13,000<sup>1</sup>

Sales Realisation Per Sq.ft

**Rs 18 Cr** 

**Debt** 

Rs 12 Cr<sup>1</sup>

Monthly Sales Collection

90%

Resident Satisfaction Score

Focus on maintaining sales momentum and running a vibrant community





FY22 -----

Units Sold (nos)

146

157

**Cumulative sales and collection trend** 

142

Collection (Rs Crore)

134

130

Q2

----- FY21 -----

124

01

# Learnings from Dehradun being leveraged to pivot business model to overcome friction to purchase

From		То
Business Model	Buy, Build, Sell, Operate	Focus on core competencies, Design, Sell, Operate, Strategic partnerships for land and construction
		Capex light
Reduce Customer Friction to Purchase	Average apartment size ~3000 sqft	Average apartment size ~2000 sqft
	Average Price ~ INR 12,500 per sq ft	Average Price INR 7,000 per sq ft
	Average monthly maintenance charges – INR 50,000 Antara Comprehensive Benefit plan (ACB)	Average monthly maintenance charges – INR 12,500 Antara Comprehensive Benefit plan (ACB)
Sales Approach	Mostly direct, leverage resident referrals, ATL	Leverage channel partners, direct sales and sharp focus on digital





### 2<sup>nd</sup> Community - Antara Noida Phase 1: 63% sales achieved as of Q3FY22

340

**Available Units** 

7,45,000

Saleable area in sq ft

2,000

Average Apartment Size in Sq Ft

45:55

Channel Mix (%)
Direct: Partners

5.67 pm<sup>1</sup>

**Sales Velocity** 

Rs 8,000<sup>1</sup>

Sales Realisation Per Sq.ft

Oct-21

**Construction Started** 

**March 2025** 

**Estimated Completion** 

Rs 5.3 Cr <sup>1</sup>

**Monthly Sales Collection** 

Focus remains on re-oriented marketing efforts through sharp focus on digital, leveraging quality of life elements at Antara





Units Sold (nos)

170

196

213

Q3

**Cumulative sales and collection trend** 

153

Collection (Rs Crore)

134

-- FY21 -----

111

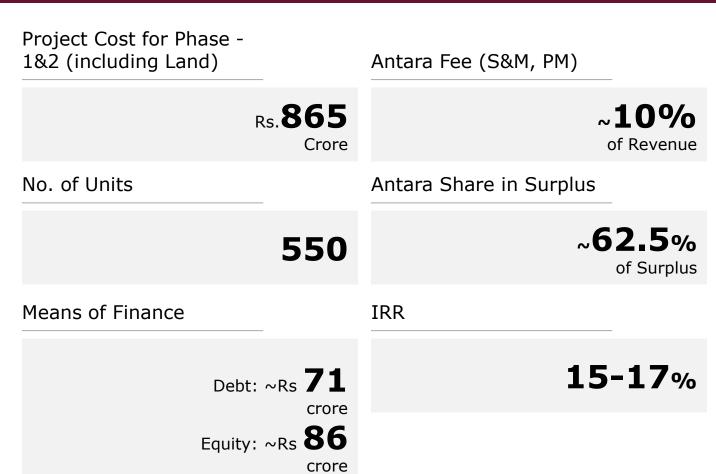
15

Q2

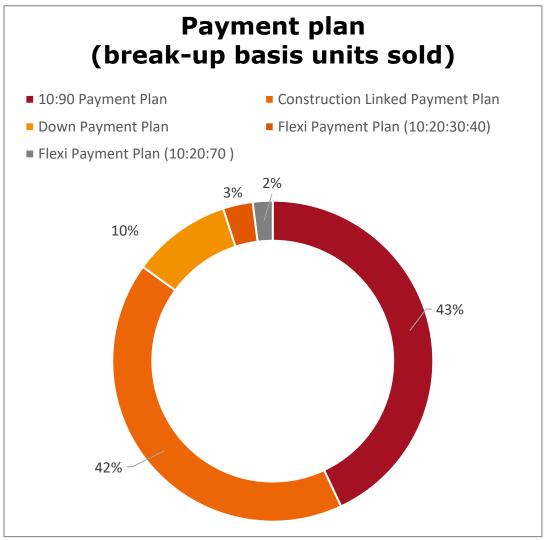
38

01

# Antara Noida (Under Construction): targeting healthy IRRs through robust sales velocity, cost control and timely delivery



crore





Customers collections: ~Rs 708





# Care homes/memory care homes: an integrated and seamless ecosystem that provides care, comfort and companionship to seniors

Offer support to seniors with ambulatory, neurological, ageing related conditions and those who need assistance in daily activities

Several care options to choose from including accommodation options with integrated healthcare services

Shared common facilities such as dining spaces, activity and lounge areas, a well-equipped rehabilitation room and consultation chambers

All services provided by a team of highly trained and compassionate caregivers

### **Model Care Homes and Memory Care Homes Details:**

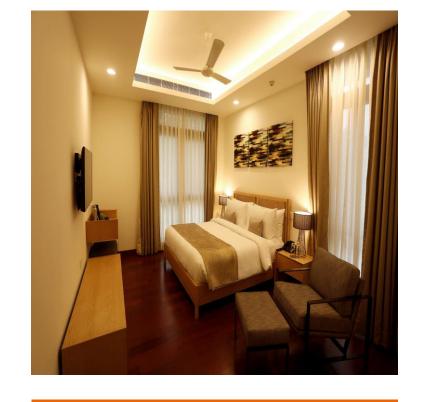
			Stay - Long:		
	Rooms	Beds	Short	Location  Located in high	
Care Homes	30	37 (25% double occupancy)	45:55	hospital density areas	
Memory Care Homes	40	50 (25% double occupancy)	80:20	Located in city outskirts	





### Three care homes/memory care homes launched in the last 15 months





**Gurgaon:** 26 rooms with single/ twin occupancy, suites

**GK II:** 32 rooms with single/ twin occupancy, suites – 8 rooms dedicated for Memory Care

**Dehradun:** 8 rooms with single occupancy





### Care homes/memory care homes – encouraging trends and outlook

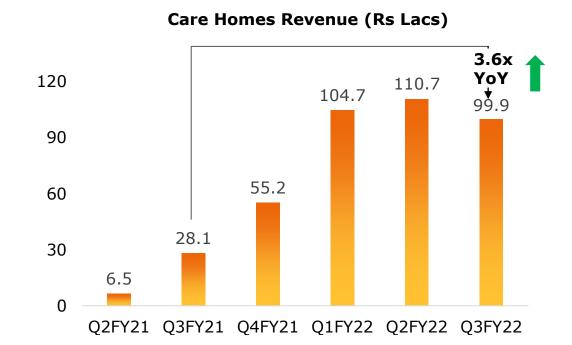
Increase in market interest and curiosity	Increasing interest from competition	Show and tell, inspires confidence	Unit economics stacks up	Unmatched comprehensive offering		
<ul> <li>Consistent increase in leads</li> <li>~45% enquirers for understanding the product</li> <li>~20% of all our leads are qualified</li> </ul>	Increasing interest in this category from small hotels as well as existing players – especially for Short term stays	<ul> <li>~60% conversion from visits</li> <li>~30% conversions coming from hospital channel</li> <li>Current peak occupancy achieved of ~41% in Gurgaon</li> </ul>	<ul> <li>Unit break-even at 45-50% occupancy</li> <li>Gurgaon likely to break-even by Q1'23</li> </ul>	<ul> <li>3-4 Star hotels         around our Care         Homes are priced         from Rs 3,000-7,000         with breakfast</li> <li>Our pricing of Rs         4,000-6,000 includes         all meals, access to         care givers and doctor</li> </ul>		





# Care homes/memory care homes: Q3FY22 revenues increased by 256% yoy led by significant improvement in occupancy ratio

# 2000 1600 1521 1533 1200 800 400 177 Q2FY21 Q3FY21 Q4FY21 Q1FY22 Q2FY22 Q3FY22



1. Q3'22 Revenue: Gurgaon - Rs 0.61 Cr and GK - Rs 0.33 Cr; Q3'22 occupancy for Gurgaon at 36% and GK at 14%; Center break-even expected at ~45-50% occupancy

# Optimize Occupancy in existing Care homes Launch standalone Memory Care facility Explore and accelerate quickly scalable models







# Care at home: Delivery of Healthcare services in the comfort of a home like environment

# Every aspect of our service reflects the guiding principles behind our endeavors to nurture Convenience, Clinical Quality & Trust

### **Convenience**

- Superior health care within the comfort of home
- Curated according to the need
- Delivered when required

### **Clinical Quality**



- Care plan curated by highly experienced clinicians/specialists
- Extensively trained & certified team
- Max group legacy & healthcare lineage

### Trust

- Consistency & reliability
- Over 10k satisfied customers
- Utmost transparency at every step





### Care at home: service offerings second to none

### HOME CRITICAL CARE



NURSING CARE



HOME DIAGNOSTICS



PATIENT CAREGIVER



PHYSIOTHERAPY AND
REHABILITATION FOR CONTINUITY OF
CARE



OTHER SERVICES AT HOME







### Launched India's first of its kind health check-up on wheels

No hassle of travelling



1st time in India



Senior-friendly



Trained and certified staff



Clinical competence at par with hospital standards



Zero risk of hospitalacquired infection









**Blood Test** 



Treadmill Test (TMT)



**Doctor Consult** 



Bone Mineral Density (BMD)



X-ray



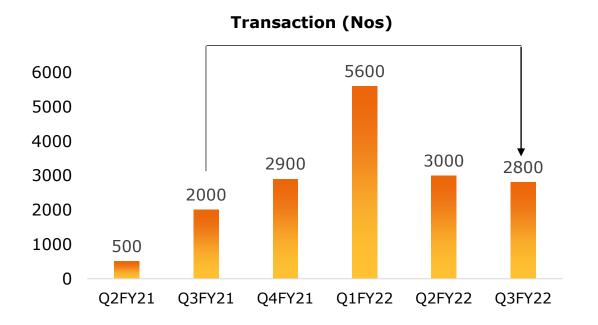
Electrocardiography (ECG)

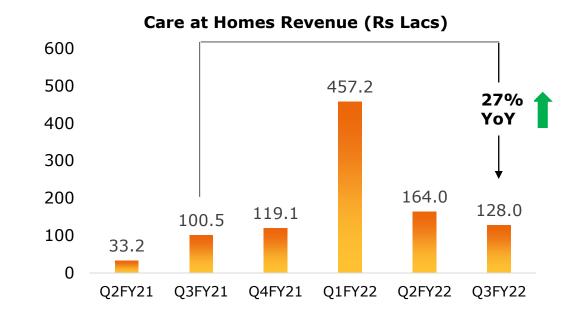




# Care at homes – Q3FY22 revenues increased by 27% yoy led by better realisations

Revenues from Care at Home segment increased sharply during Q1FY22 driven by higher contribution from COVID services





### **Outlook**

Increase market coverage and achieve scale

Deepening offerings basket and focus on creating differentiated products

Increasing service delivery capacity and building strong clinical capabilities

- (a) Revenue reported above is on net basis after discounts
- (b) Transactions = No of Invoices issued; Earlier Volume served (no of shifts/sessions delivered) were reported till FY21 and now updated as Transactions (Nos)







### MedCare: synergistic to existing business lines

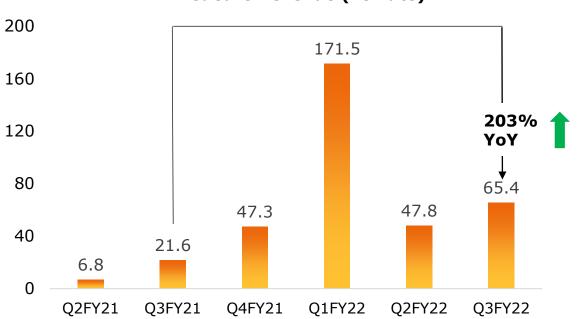
- Augments the **seniors' ecosystem** Residences, Care Homes, Care at Home and Medcare products
- Opportunity to create a truly **retail Antara brand** –allowing for future brand extensions
- Synergistic to existing business lines Care Homes & Care at Home
- High market potential with no organized player opportunity to differentiate & create value





### MedCare: Q3FY22 revenues increased by 203% yoy

### MedCare Revenue (Rs Lacs)





A Portfolio of over 1K Products

**Pricing:** Transparent/ fair pricing (Antara Retail Price)

Better **product quality**/ features/ packaging

Superior service/ sales support

### **Outlook**

Deepen/ build new distribution channels to augment reach

Scale up to new geographies

Build capability for launch of self-branded products





### **Executive Summary**

- Max group, a leading conglomerate has a history of spotting early trends, creating iconic brands and successful businesses:
  - Max Life Insurance (2000), Max Healthcare (2004), Max Bupa Health Insurance (2008) all leading brands in their respective sectors
  - Partnered with best-in-class strategic and financial investors e.g., New York Life, Mitsui Sumitomo, Bupa, Warburg Pincus,
     Goldman Sachs, KKR, IFC, Vanguard, Temasek, GIC, Baron, Capital, Fidelity, Nomura
- Our latest bet is on the fast-emerging Senior Care space in India, which is already a \$10-12 billion market:
  - Fastest growing age segment in India from 130mn at 8% of population to estimated 20% of population by 2050
  - Healthcare spends of senior household are 3-5X of others driven by increased life expectancy and nuclear families.
- Leveraging our core capabilities, we have identified four verticals to create an integrated senior care ecosystem:
  - A. Residences for Seniors Fast emerging real estate category with sizeable demand-supply mismatch
  - B. Assisted living (Care Homes) While nascent in India, it is a large and profitable market globally
  - c. Home healthcare (Care at Home) Fastest growing segment within healthcare
  - D. Medical equipment (MedCare Products) Large underlying opportunity in the patient aids segment
- Over the last 24 months, we have seeded these verticals and gained early successes:
  - Residences for Seniors: Launched two benchmark communities; Dehradun (86% sold) and Noida (63% sold)
  - Care Homes: Established 3 Care homes ~ 80 beds to establish product category; plan to launch 35-40 centers in 3-5 years
  - Care at Home: 16 service lines to make a comprehensive portfolio; youngest organization to achieve QAI clinical accreditation
  - MedCare Products: Sales and rental of patient aids; Plan to launch a strong B2C channel with stores and ecommerce
- We are well capitalized to pursue the scale-up of these opportunities with ~Rs. 550 crores of assets
  - Revenue growth of 98% to Rs. 186 Crs, with positive EBITDA of Rs. 1.4 Crs in 9MFY22 v/s loss of Rs. 22.5 Crs in PY







# Well capitalised to aggressively pursue growth opportunities with ~ Rs 550 crores of assets





Antara 1.0 – Dehradun (Asset Heavy) Invested Capital (Rs 157 Cr)

in Rs Cr

157

Equity Investment (Represented by unsold inventory, receivables and club house)

Antara 2.0 – Growth (Asset Light) Invested Capital (Rs 213 Cr)

Investment in Noida project; Greater Noida Land parcel and intangibles



Assisted Care Services – Invested Capital (Rs 36 Cr)

Care at Home (Home Care) -

Launched in Q1FY21

Care Homes (Assisted Living) -

- Gurgaon launched in Q2FY21;
- Delhi launched in Q3FY21;

MedCare -

Launched in Q3FY21



Other Assets^ (Rs 478 Cr)

Cash & cash equivalents^ - Rs 378 Cr

**Antara Growth Capital - Rs 265 Cr.** 

(to be deployed over next 3-4 years)

- Assisted Care Services Rs. 190 Cr.
- Residences for Seniors Rs. 75 Cr.

**Surplus Capital – Rs 21 Cr.** 

**Capital reduction – Rs 92 Cr.** (1.08 Cr shares at Rs 85 per share)

Other monetisable asset - Rs 100 Cr

Max Towers (61k sq ft) – Rs 100 Cr

^As on  $31^{\rm st}$  Dec'21 end includes unrealized gain on MF/ FD of Rs 14 Cr





# Revenue grows 98% to Rs 186 Cr, and EBITDA turns positive to Rs 1.4 Cr in 9MFY22 vs loss of Rs 22.5 Cr in PY, primarily due to higher sales collection and lower finance cost in Doon

Particulars (Rs. Crs.)	Q3 FY22	Q3 FY21	Y-o-Y	9M FY22	9M FY21	Y-o-Y
Total Income	42.8	34.2	25%	186.0	93.8	98%
Total Expenses	43.6	38.6		184.6	116.3	
EBITDA	(0.7)	(4.4)	83%	1.4	(22.5)	>100%
Depreciation	2.2	2.6		6.7	7.8	
EBIT	(3.0)	(7.0)	58%	(5.3)	(30.2)	83%
Finance Cost	2.0	5.7		9.2	19.9	
Profit Before Tax	(4.9)	(12.7)	61%	(14.5)	(50.1)	71%
Tax	0.8	0.3		2.0	(6.5)	
Profit After Tax	(5.7)	(13.0)	56%	(16.5)	(43.6)	62%
EPS (In INR)	(1.1)	(2.4)		(3.1)	(8.1)	







# Max India: Highly experienced and versatile board of directors & leadership team

### **Board of Directors**



Mr. Analjit Singh Chairman & Founder



Mrs. Tara Singh Vachani Vice Chairperson



Mr. Rajit Mehta Managing Director



Mr. Mohit Talwar Non Executive Director



Mr. Ashok Kacker Independent Director



Mrs. Bhawna Agarwal Independent Director



Mr. Niten Malhan Independent Director



Mr. Pradeep Pant Independent Director



Mrs. Sharmila Tagore Independent Director

### **Leadership Team**



Mr. Rajit Mehta Managing Director



Mr. Sandeep Pathak

Chief Financial Officer



Mr. Pankaj Chawla
Company Secretary





### Antara: Eminent Board to guide the Management team

### **Board of Directors**



Mr. Analjit Singh
Chairman Emeritus



Mrs. Tara Singh Vachani Executive Chairperson



Mr. Rajit Mehta

Managing Director &
Chief Executive Officer



**Dr. Shubnum Singh** 

Director



Mr. Pradeep Pant Independent Director



Mrs. Sharmila Tagore Independent Director





### Antara Senior Care team



Mrs. Tara Singh Vachani Vice Chairperson



Mr. Rajit Mehta Managing Director & **Chief Executive Officer** 

**Antara Assisted Care Services team** 



Mr. Ajay Agrawal Chief Financial Officer



Mr. Sandeep **Pathak** Company Secretary



**Antara Senior Living team** 

Mr. Kenneth Sannoo Director - Program Management



Mr. Sanjay Bhatia Director - Community Development Development



Mr. Ishan Bummi Chief Operating Officer



Mr. Mohit Nagpal Senior VP Sales



Mr. Aniket Samant Head - Marketing



Mr. Ojasvi Ghosal **♦** Chief Financial Officer



Ms. Jasrita Dhir

Head - Marketing & Communications



🚣 A Max Group Company

Ms. Simardeep Kaur Head - Human Capital



Mr. Badar Afaq Head - IT



Mr. Prem Rathore Head - Quality & Internal Audit



Mr. Ashish Loach





Mr. Vaibhav Gupta Head - Strategy & Growth Alliance



Ms. Simardeep Kaur Head - Human Capital



Mr. Vaibhav Poddar

Chief Executive Officer

Mr. Vivek Singh Lead - Legal & Secretarial

### Contact us

### Company



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### **Investor Relations Advisors**

 $SGA \stackrel{Strategic Growth Advisors}{}$ 

### **Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

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