



August 26, 2024

To,

Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
Bandra-Kurla Complex, Bandra (East),
Mumbai - 400 051

Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

Symbol: MEDIASSIST

Scrip Code: 544088

Subject: **Investor Presentation**

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith investor presentation by the Company titled:

“Acquisition of Paramount Health Services & Insurance TPA”

Request to kindly take the same on record.

Yours faithfully,

For Medi Assist Healthcare Services Limited

Simmi Singh Bisht
Chief Compliance Officer & Company Secretary

Encl: As Above

Medi Assist Healthcare Services Limited

CIN – L74900KA2000PLC027229

Registered Office : Tower “D”, 4th Floor, IBC Knowledge Park, 4/1, Bannerghatta Road, Bengaluru - 560 029.

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Medi Assist Healthcare Services Limited

Acquisition of Paramount Health Services & Insurance TPA

26th August' 24



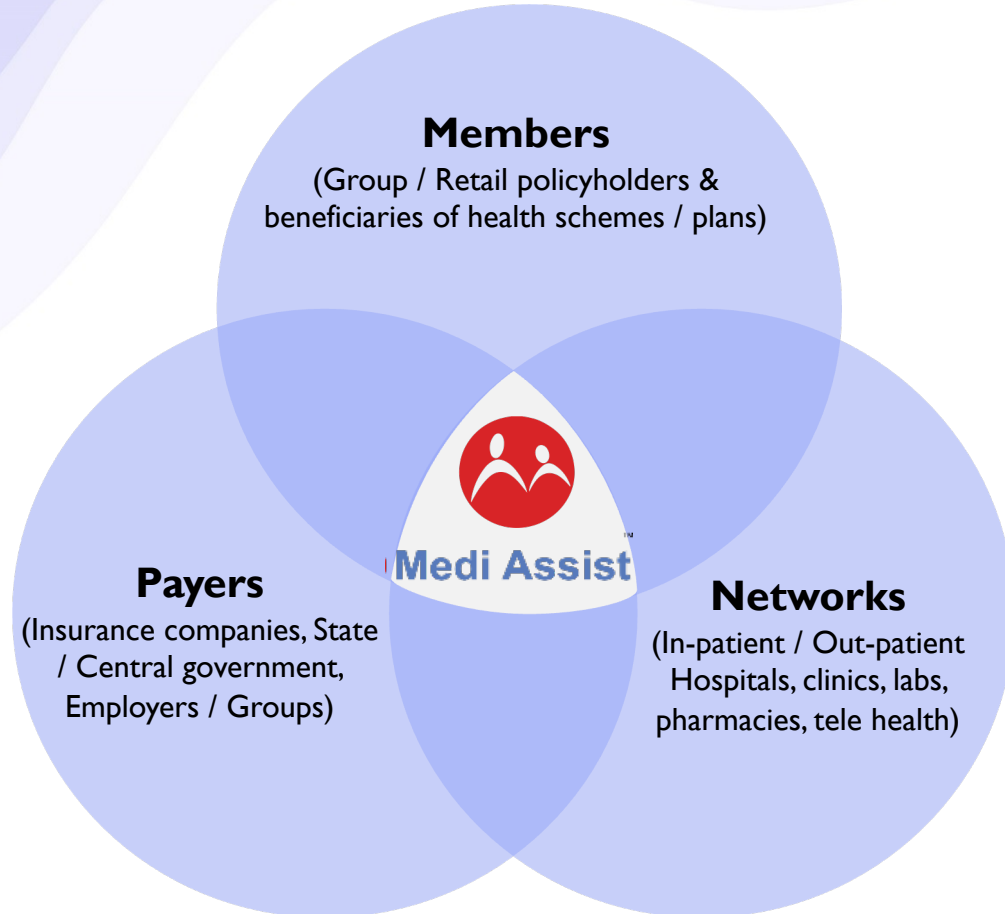
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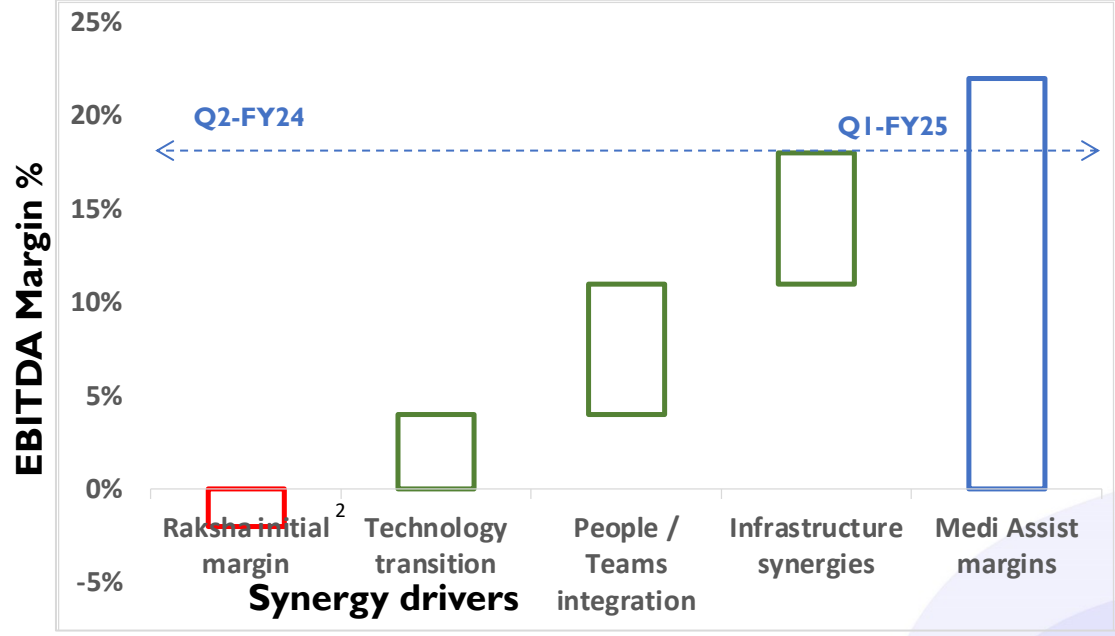
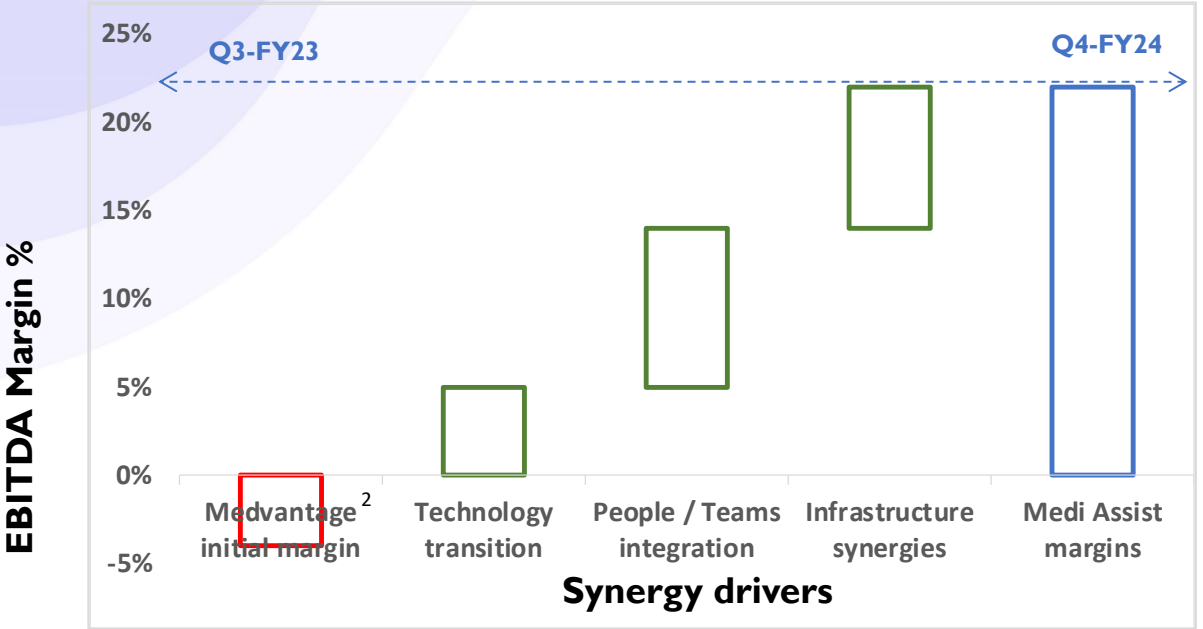
Enhancing value proposition to stakeholders

-  Digital Customer Experience
-  Cybersecurity and Data Privacy
-  Automating and Streamlining Processes
-  Handling Complexity
-  Network Benefits
-  Reduce Fraud, Waste and Abuse
-  Advanced Data Analytics

Year	Business acquired	Strategic Rationale and Acquisition performance
2016 ⁽¹⁾	 <p>... Founded on Ethics</p>	<p>Marquee Corporate portfolio; Retained & grew accounts to over 2x in premiums @12%+ CAGR</p>
2018		<p>Incremental insurer relationships; Working with all insurers across PSU, General and SAHIs</p>
2022	 <p>A Medi Assist Company</p>	<p>Global network and benefits management capability; Launched new-age technology platform & integrated back-office</p>
2023 ⁽²⁾	 <p>A Medi Assist Company</p>	<p>Marquee corporate / Multi-national portfolio; Improved retention of customers and enhanced margin profile</p>
2023 ⁽²⁾		<p>Diversified portfolio of Group & retail customers Ongoing margin improvement with high retention rates achieved</p>
2024	 <p>^</p>	<p>Definitive documents signed to acquire 100% stake; Potential for significant market synergies and cost efficiencies</p>

Medvantage margin transition ¹

Raksha margin transition ¹



- Initial margin is based on trailing months prior to closing of transaction and includes impact of loss of revenues / business
- Technology transition ongoing prior to closing improved realization of synergies
- Estimated impact of each synergy driver is based on best estimate of management

- Initial margin is based on trailing months prior to closing of transaction and includes impact of loss of revenues / business
- Technology transition and people/teams integration took additional time than anticipated
- Raksha is expected to reach margin profile of Medi Assist over next few quarters
- Estimated impact of each synergy driver is based on best estimate of management

- Paramount Health Services & Insurance TPA Pvt. Ltd. (“Paramount TPA”) has been a licensed Third party administrator since 2002
- Founded by Dr. Nayan Shah, a pioneer in this space, the Company had raised investment of USD 11mn in 2019 from Fairfax Asia (Top 500 Fortune Global organization by Revenue) who now own 51% stake
- Paramount TPA provides comprehensive claims management services and has its own proprietary technology platform
- The Company manages ~INR 34bn premiums in Group segment, ~INR 4.5bn premiums in Retail segment and administers benefits for several Government Health schemes – e.g. MJPJAY (Maharashtra)
- Paramount TPA is the 4th largest TPA by total revenues and 2nd largest TPA in Group segment by Premiums in India, on FY24 basis
- In terms of market share, the Company had 6.3% in Group segment and 4% of the Total Health Insurance Industry by Premiums, on FY24 basis
- Paramount TPA is headquartered in Mumbai

Servicing **INR 3,866 cr⁺¹** Premiums...

30

Total Insurers

27

General + SAHI
Insurers

3

Life Insurers

...powered by widespread presence...

25K+

Hospital Network

35+

Branches across
India

2,800+

Headcount

...catering to a large number of members

3,000+

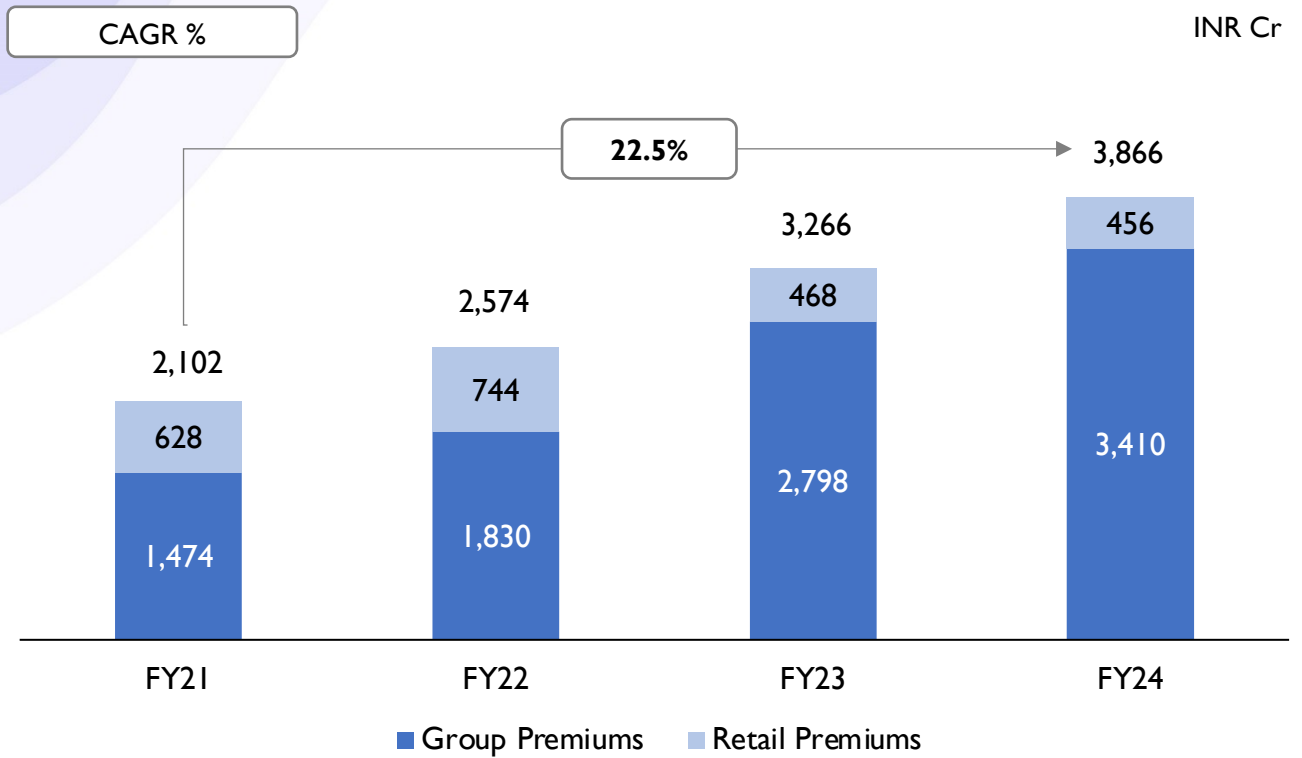
Group Accounts serviced

36+

Million Lives served

(All figures mentioned in the slide are as at end / in FY24)

Consistently growing Premiums under management



Large Group portfolio with strong growth

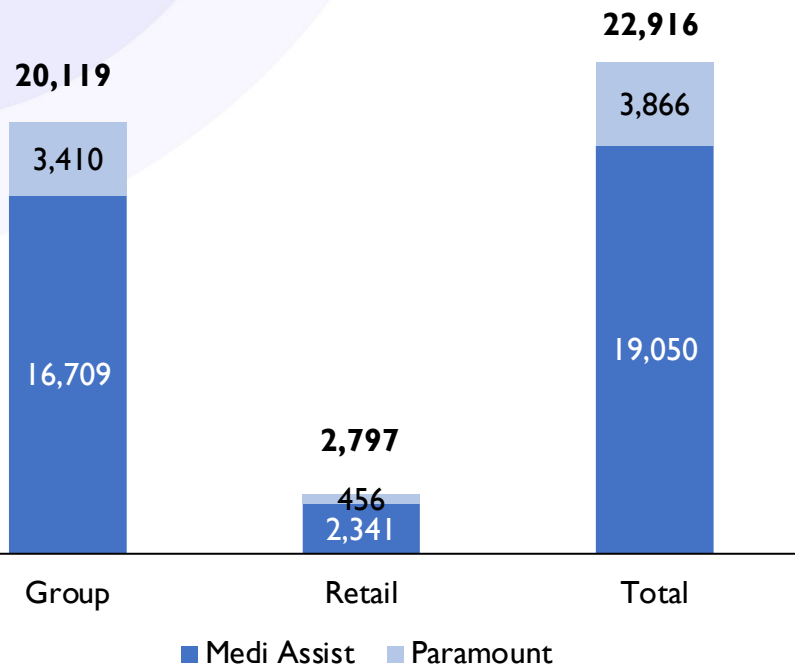
- 3,000+** Group Accounts
- 32.3%** CAGR% of Group Premiums
- 6.2%** Market share in Group segment¹
- 27** No. of Insurer partnerships for Group segment

1. Total premium out of Group + Retail segment premiums of the health insurance industry

Combined Premiums under management

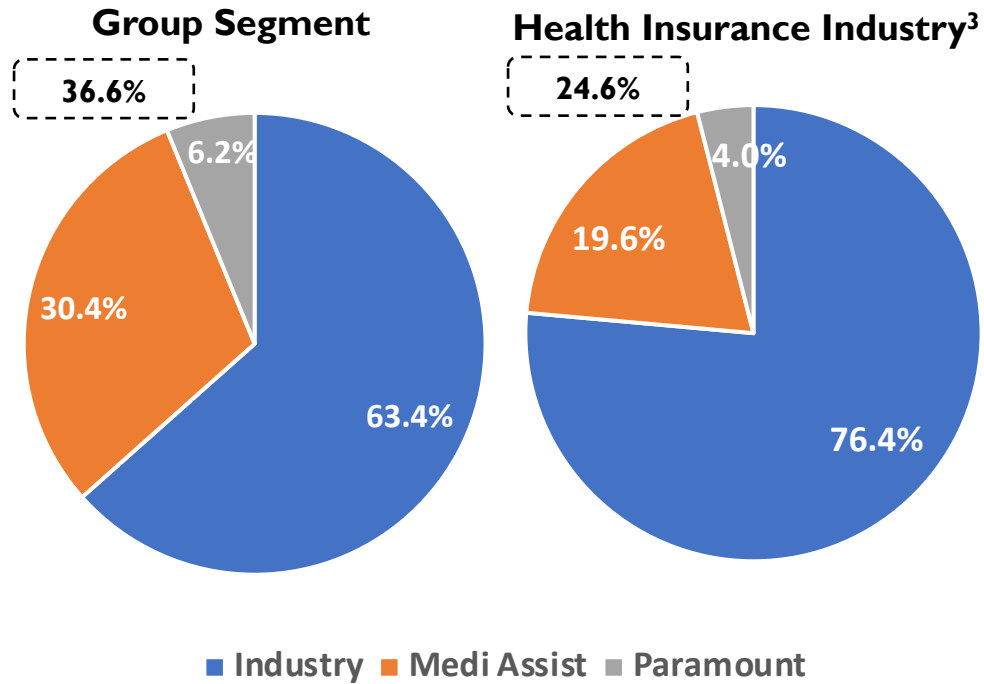
INR Cr

FY24



Combined Market Share

FY24



Key Operating metrics



~60:40

PSU: Private Insurer ratio¹



~3.3%

Fee / Yield on Premiums managed²



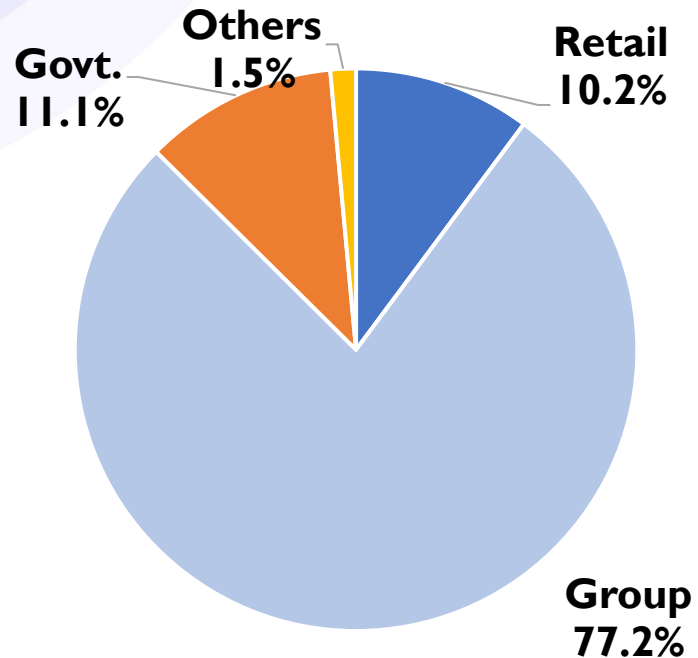
~58.5%⁴

Cashless Claims % by Count

Diversified revenue mix

FY24

**Total Revenue from operations
– INR 153.3 cr**



Financial Summary

(All figures in INR Cr unless specified otherwise)

Particulars	FY22	FY23	FY24
Revenue from Operations ⁽¹⁾	112.9	135.2	153.3
Reported EBITDA ⁽²⁾	5.5	7.3	6.3
Adjusted EBITDA ⁽³⁾	-	-	13.3
Adjusted EBITDA Margin (%)	-	-	8.7%
Reported PAT	5.9	9.6	7.5
PAT Margin (%)	5.2%	7.1%	4.9%
Net Cash Balance ⁽⁴⁾			111

- 1** **Group is the largest and fastest growing segment in Health insurance** – Medi Assist to gain 6.2% incremental market share¹
- 2** **Leadership position in India** – Medi Assist to gain incremental 4% market share² in Health Insurance Industry
- 3** **Consistently improving competitive advantages** – Medi Assist would grow to be 2x of next 3 players combined in terms of premiums³
- 4** **Pan India network with stronger value proposition for insurers** – Leverage Paramount's 25K+ network, one of the largest in India
- 5** **Improve Group segment operating metrics** – Maintain strong yield with scope for improving retention rates & cashless overall
- 6** **Scalable tech-enabled infrastructure** – Transition corporates/insurers to Medi Assist platform; deliver superior experience/value at scale
- 7** **Proven track record of efficiently integrating acquired businesses** – Driving consolidation and generating strong return on capital
- 8** **Corporate Governance and experienced Management teams** – Focused on responsibility towards stakeholders

Thank You

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