

Max India Limited

Investor Release

Q3 & 9MFY21

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Max India : Key Highlights

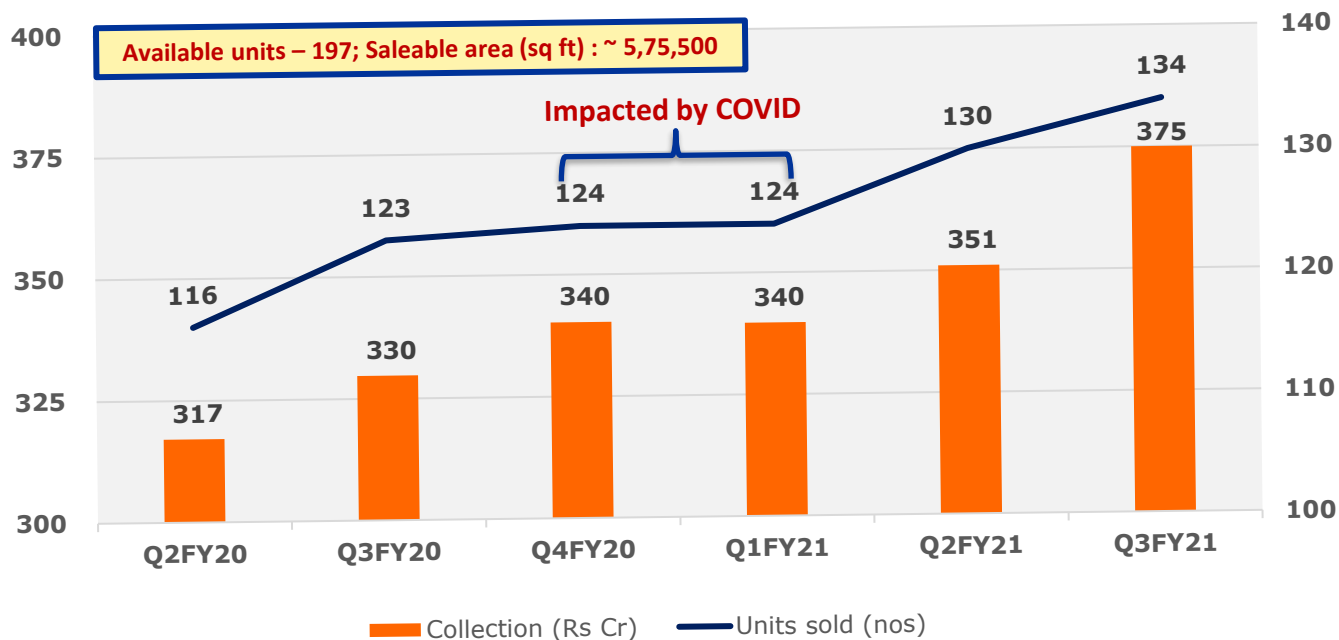
- 1** **Capital reduction update:** Application seeking **in-principle approval** of **Stock exchanges** filed in **Nov'20**; Postal ballot approval from shareholders and NCLT filing to be initiated thereafter. NCLT approval and final closing expected by **Q1FY22 end**
- 2** Max India has sufficient **Treasury Corpus** of **Rs 390 Cr** to support Antara's growth and Capital reduction (**Rs 92 Cr**)
- 3** **Dehradun :** Cumulative units sold at **134** and Sales collections at **INR 375 Cr** as of **Dec'20**
Noida: Cumulative units sold at **134** and Sales collections at **INR 23 Cr** as of **Dec'20**
- 4** **Care at Home:** Gross revenue at **Rs 116.6 Lacs**, **2.5x** growth q-o-q. Improved revenue trajectory due to launch of multiple service lines- Critical care, Physio, Path; Pivoted and launched COVID products & **Dehradun launched** in Dec'20
- 5** **Care Homes :** **Second** Care Home launched in **G.K.(South Delhi)** on **27th Nov'20**; Gross revenue at **Rs 32.4 Lacs**, **4.5x** growth q-o-q (Business impacted due to COVID – hospital occupancy and International travel ban)
- 6** **MedCare:** The business line launched in **Q3FY21** and first retail store opened in **Fortis Hospital Gurugram** in **Dec'20**

Antara "Who We Are"



Antara Dehradun: Cumulative net sales at 134; Net collections at INR 375 Cr as of Dec'20

Cumulative sales and collection trend



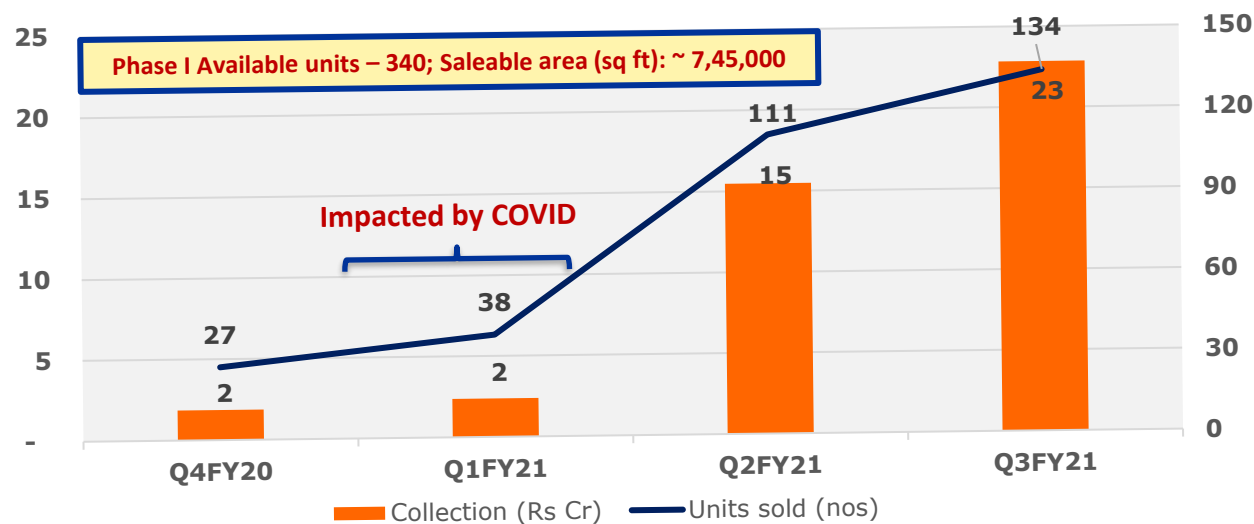
Key highlights:

- **Sales:** maintained a gross sales velocity[^] ~3 per month (for last three months)
 - Reopened experiential stays
 - Resident referrals - 10 sales
 - Channel partners now active in Doon
- **Pricing:** Avg. sales realisation ~**Rs 13,250/sq ft** in 9M
- **Collections:** Maintained a robust monthly collection trend of ~**INR 7 Cr** per month
- **Debt :** Debt outstanding as at Dec'20 end: **Rs 144 Cr**

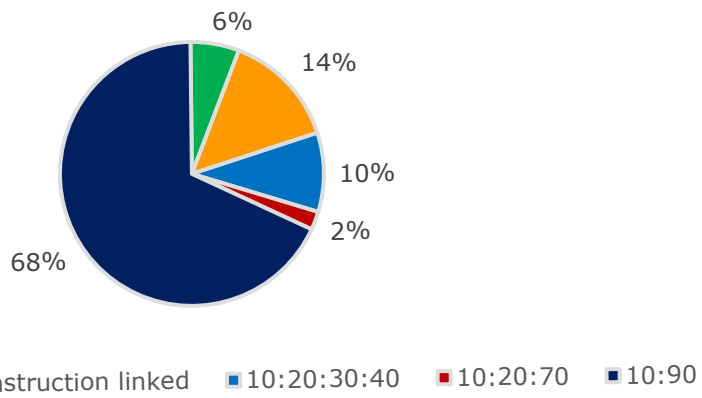
[^] before cancellation and replacement sales

Antara Noida: Cumulative net sales at 134; Net collections at INR 23 Cr as of Dec'20

Cumulative sales and collection trend



Payment plan (break-up basis units sold)

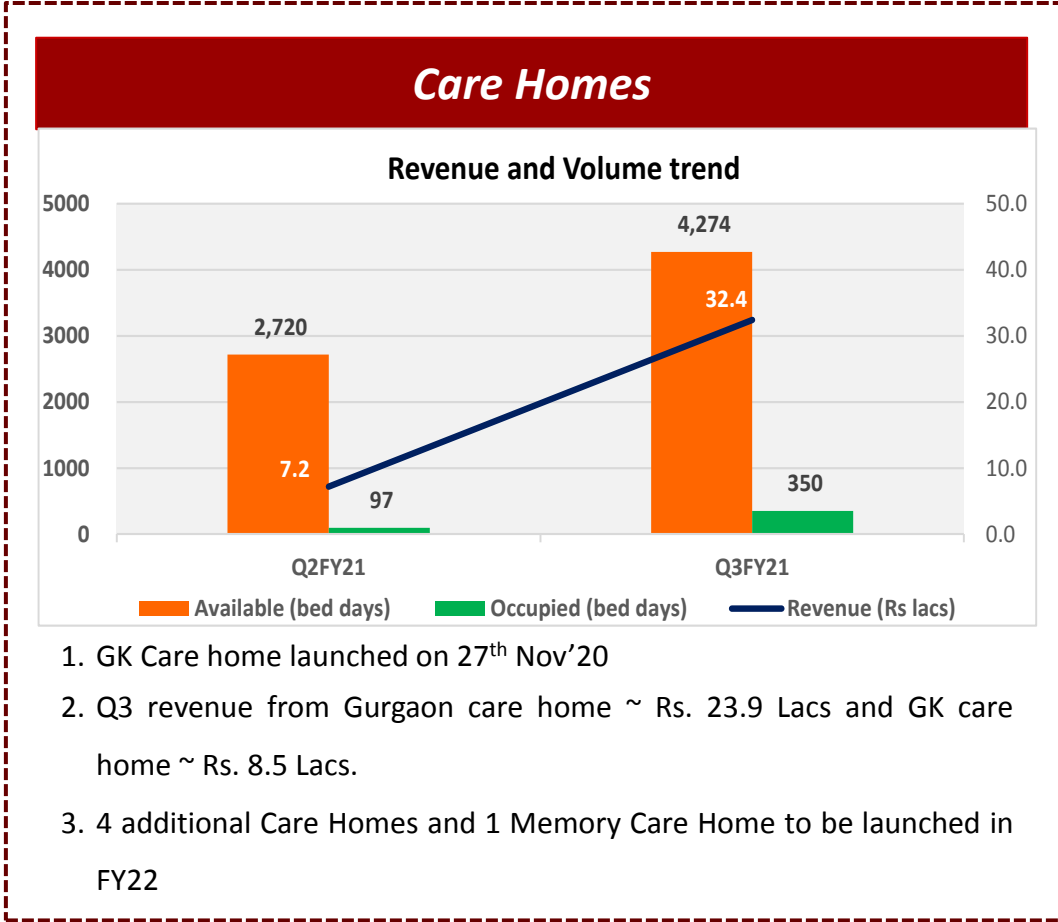
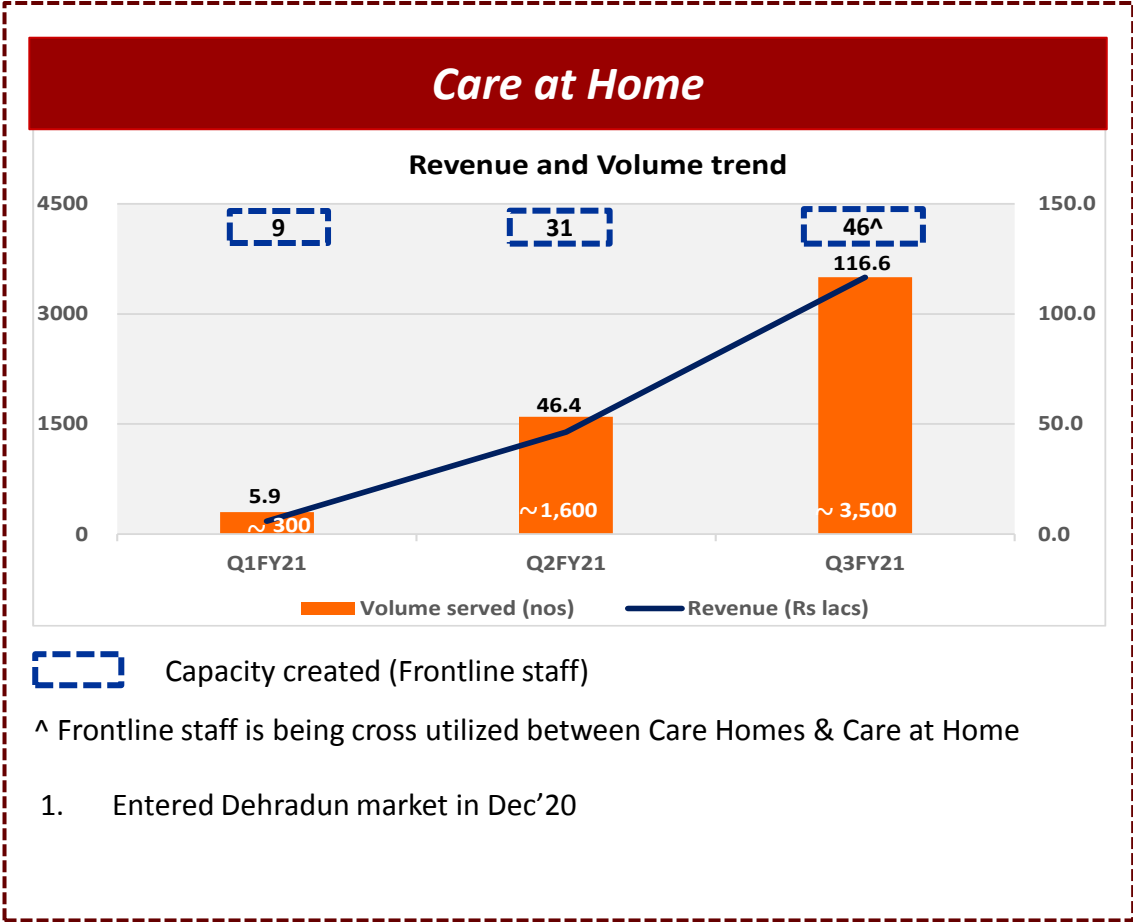


Key highlights:

- **Sales:** maintained a gross sales velocity[^] ~8 per month (for last three months)
 - All the inputs in place to support sales
 - Increasing customer traction - 100 site visits done in the last 50 days
 - Robust pipeline of hot & warm clients in place
 - Re-oriented marketing efforts - sharp focus on digital, leveraging quality of life elements of Antara
 - Over 92% collections within time
- **Pricing:** Avg. sales realisation ~**Rs 7,000** per sq ft in 9MFY21
- **Project cost for Phase 1** (incl. Land) over next 4 years : **Rs 330 Cr**
- **Project update:** Excavation for R1 & R2 started, PMC on board, construction to start from **Q1FY22**
- Phase 1 **Project completion** expected by **Mar'25**
- **Equity Funding (including Rs 31 Cr for Phase II) :**
 - Equity invested till Dec'20 : **Rs 27 Cr**
 - Committed capital for FY22 : **Rs 40 Cr**
 - Peak equity requirement : **Rs 74 Cr**

[^] before cancellation

Antara Assisted Care Services (AACS): Q3FY21 performance



AACS Capital deployed till Dec'20 Rs 15 Cr, Committed capital for FY22 Rs 70 Cr & Peak capital requirement Rs 225 Cr

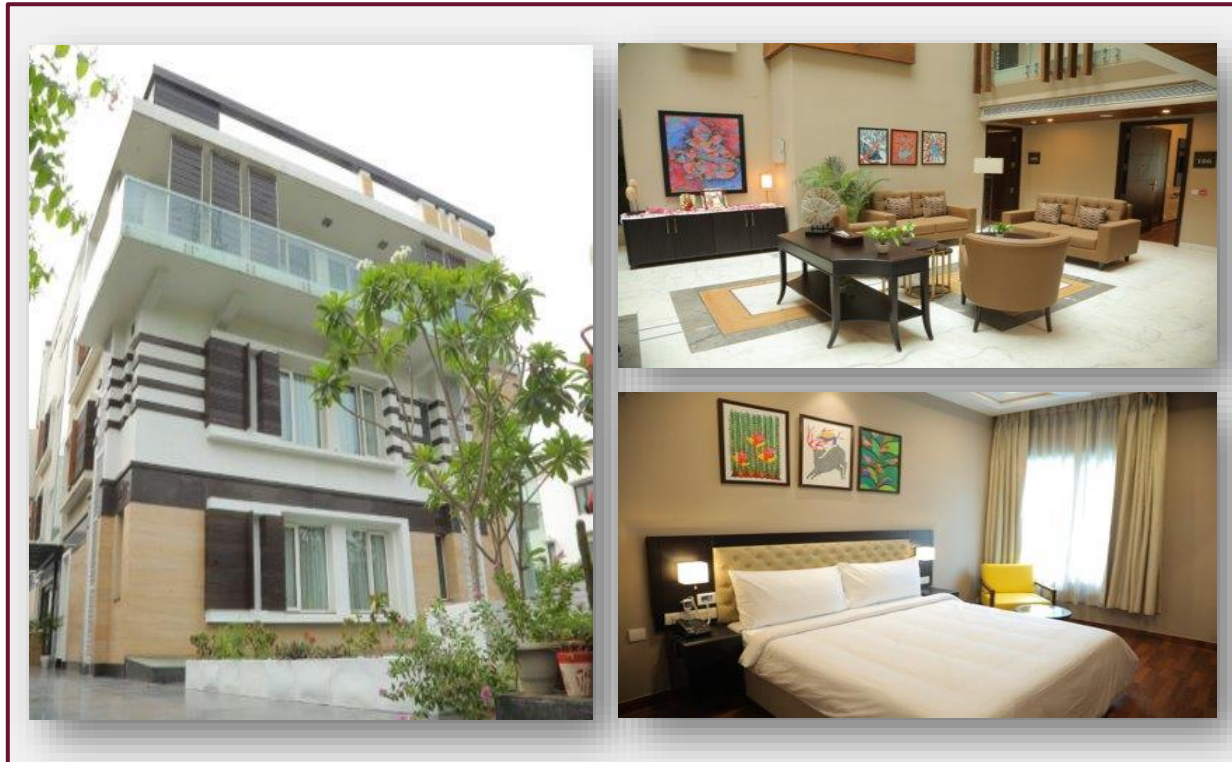
Note:

- Revenue reported above is on gross basis before netting of discounts
- Available and Occupied bed days considered for patient only excludes attendant bed days

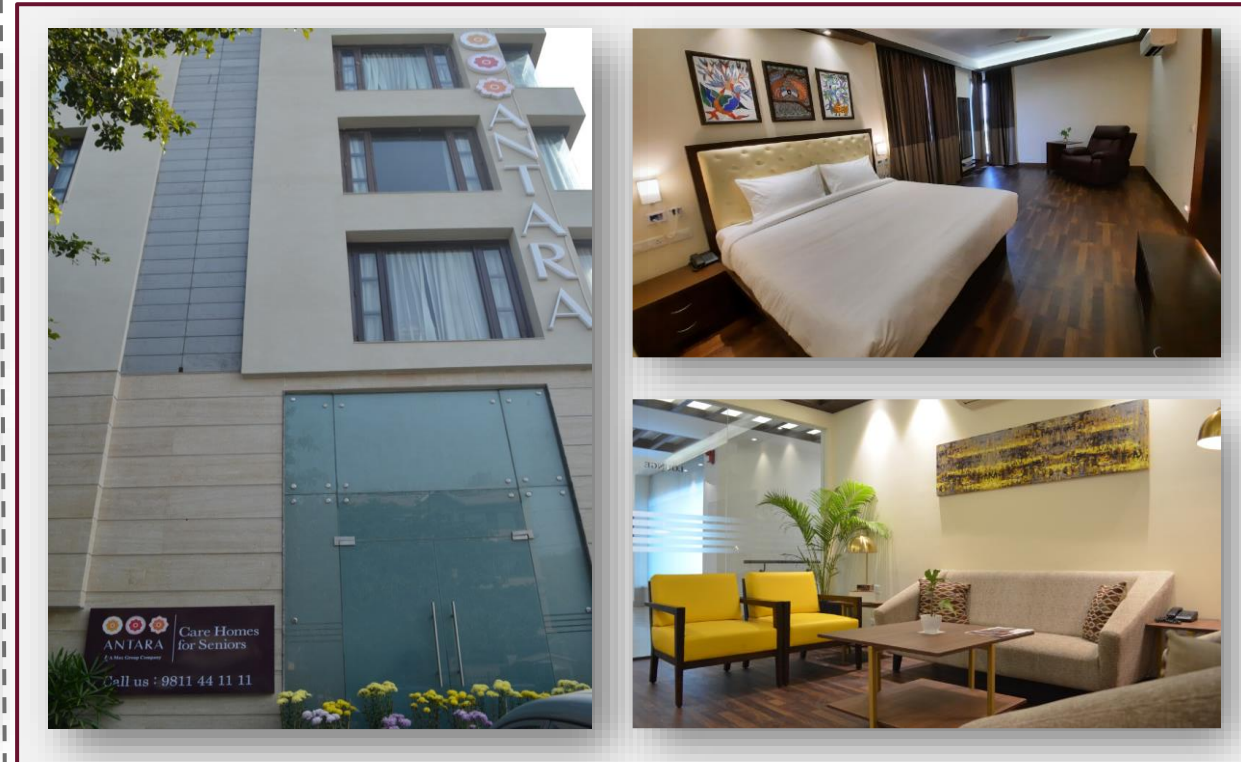


Two Care Homes launched (Gurgaon & GK II) in the last 9 months

Gurgaon: 26 rooms with single/ twin occupancy, suites



GK II: 32 rooms with single/ twin occupancy, suites



MedCare business line launched in Q3FY21: First retail store launched in Fortis Hospital Gurugram in Dec'20

Key Highlights

- Comprehensive range of products across 5 key categories (over ~800 SKUs)
 - Rehabilitation
 - Respiratory
 - Mobility
 - Bathroom Accessories
 - Preventive & Wellness
- Rental option for select medical equipment
- Revenue of Rs 22.7 lacs in Q3FY21

PROUD TO ANNOUNCE THE LAUNCH OF Antara MedCare Store

In Fortis Memorial Research Institute, Sec - 44, Gurugram

#SeniorCareStartsWithUs



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