**Chartered Accountants** 

Golf View Corporate Tower-B Sector-42, Sector Road Gurgaon-122 002, Haryana, India

Tel: +91 124 464 4000 Fax: +91 124 464 4050

#### Auditor's Report On Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Clause 41 of the Listing Agreement

To Board of Directors of Max India Limited,

- 1. We have audited the quarterly financial results of Max India Limited ('the Company') for the quarter ended March 31, 2015 and the financial results for the year ended March 31, 2015, attached herewith, being submitted by the Company pursuant to the requirement of Clause 41 of the Listing Agreement, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been audited by us. The quarterly financial results are the derived figures between the audited figures in respect of the year ended March 31, 2015 and the published year-to-date figures up to December 31, 2014, being the date of the end of the third quarter of the current financial year, which were subject to limited review. The financial results for the quarter ended March 31, 2015 have been prepared on the basis of the financial results for the nine-month period ended December 31, 2014, the audited annual financial statements as at and for the year ended March 31, 2015, and the relevant requirements of Clause 41 of the Listing Agreement and are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these financial results based on our review of the financial results for the nine-month period ended December 31, 2014 which was prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, Interim Financial Reporting, specified under Section 133 of the Companies Act 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India; our audit of the annual financial statements as at and for the year ended March 31, 2015; and the relevant requirements of Clause 41 of the Listing Agreement.
- 2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
- 3. In our opinion and to the best of our information and according to the explanations given to us these quarterly financial results as well as the year to date results:
  - i. are presented in accordance with the requirements of clause 41 of the Listing Agreement in this regard; and
  - ii. give a true and fair view of the net loss and other financial information for the quarter ended March 31, 2015 and of the net profit for the year ended March 31, 2015.



#### S.R. BATLIBOI & CO. LLP

**Chartered Accountants** 

- 4. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2015 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2015 and the published year-to-date figures up to December 31, 2014, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under Clause 41(I)(d) of the Listing Agreement.
- 5. Further, read with paragraph 1 above, we also report that we have, on the basis of the books of account and other records and information and explanations given to us by the management, also verified the number of shares as well as percentage of shareholdings in respect of aggregate amount of public shareholdings, as furnished by the company in terms of clause 35 of the Listing Agreement and found the same to be correct.

For S.R. Batliboi & CO. LLP

Chartered Accountants

ICAI Firm Registration Number: 301003E

per Manoj Kumar Gupta

Partner

Membership Number: 83906

Place: Gurgaon
Date: May 27, 2015

## MAX INDIA LIMITED STATEMENT OF STANDALONE AUDITED RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2015

(Rs. in Crores)

						Rs. in Crores)
		Quarter	Quarter	Quarter	Year	Year
	Particulars	ended	ended	ended	ended	ended
		31,03,2015	31.12.2014	31.03,2014	31.03.2015	31,03,2014
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1.	Income from operations			101 22		733-25
	(a) Net sales (net of excise duty)	-	~	191.65	1 .	135:43
	(b) Income from investment activities	0,21	296.21		296.42	_
	- Profit on sale of long term investment in subsidiary (refer note 4)	38.55	120,16	22.62	285.36	262.67
	- Other investment income	38.76	416.37	214.27	581.78	995,92
	Total income from operations (net)	255.74	410.57		1172775	2000
2.	Expenses			137.73		528.46
	(a) Cost of materials consumed			121.73	**	226.90
	(b) Purchases of stock-in-trade (c) Change in inventories of finished goods and work-in-progress	_		(1,02)		(4.88)
	(d) Employee benefits expense	15.74	12.94	14.46	52,64	79,42
	(e) Depreciation and amortisation expense	1.17	1,10	\$.73	4,38	23.62
	(f) Legal and professional expenses	14.98	4.51	10.80	27.25	23,59
	(g) Investment impairment (refer note 5)	0.41	4.65		5.06	-
	(h) Other expenses	8.28	5.74	40.66	26.22	15t.50
	Total expenses	49.58	28.94	208.36	115.55	806.71
3.	Profit/(loss) from operations before other income, finance costs and exceptional items (1-2)	(1.82)	387,43	5,91	466,23	189,21
4	Other income	1.15	0.07	3.33	2.88	12.50
5.	Profit/(loss) from ordinary activities before finance costs and exceptional items (3+4)	(0.67)	387.50	9.24	469.11	201.71
6.	Finance costs	0.16	0.10	5.46	0.46	21.78
7	Profit/(loss) from ordinary activities after finance costs but before exceptional items (5-6)	(0.83)	387.40	3.78	468.65	179.93
8.	Exceptional items	٠				
9.	Profit/(loss) from ordinary activities before tax (7+8)	(0.83)	387.40	3.78	468.65	179.93
O.	Tax Expense	7,42	58,17	(4.58)	77.71	(5:23)
13	Net Profit/(loss) from ordinary activities after tax (9-10)	(8.25)	329.23	8.36	390.94	185:16
12:	Extraordinary items (net of tax expense)	-	-	-	-	-
3.	Net Profit/(loss) for the period (11-12)	(8.25)	329.23	8.36	390.94	185.16
4.	Paid-up equity share capital (Face Value Rs. 2 Per Share)	53.30	53.30	53.25	53.30	53.25
5,	Reserves excluding revaluation reserve as per balance sheet of previous accounting year	NA.	NA	NA.	3,400.34	3,133.09
€.	Earnings per share (of Rs.2/- each) (not annualised)					
	a) Basic (Rs.)	(0.31)	1	0.31	14.67	6.96
	b) Diluted (Rs.)	(0.31)	12.29	0.31	14.58	.6.93



Rand Khosla Managing Director

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## MAX INDIA LIMITED SELECT INFORMATION FOR THE QUARTER AND YEAR ENDED MARCH 31, 2015

		Quarter	Quarter	Quarter	Year	Year
	Particulars	ended	ended	ended	ended	ended
	F 10.4 5.4 5.4 5.4 5.4 5.4 5.4 5.4 5.4 5.4 5	31,03.2015	31,12.2014	31.03.2014	31,03.2015	31.03.2014
		(Andited)	(Unaudited)	(Audited)	(Audited)	(Audited)
	PARTICULARS OF SHAREHOLDING				a.o.aaaaaado	
A. Li	Public Shareholding					
. E.	- Number of Shares	15,86,29,987	15,86,19,237	16,09,69,471	15,86,29,987	16,09,69,471
	Percentage of Shareholding	59,52%	59.52%	60,46%	59,52%	60.46%
2.	Promoters and Promoter Group Shareholding					
	a) Pledged/Encumbered					
	- Number of shares	6,81,60,774	6,77,10,774	6.98,17,440	6,81,60,774	6,98,17,449
	- Percentage of shares (as a % of the total shareholding of promoter	63.19%	62,77%	66.33%	63.19%	66,33%
	and promoter group)				0.0000	3/ 20%
	- Percentage of shares (as a % of total share capital of the Company)	25.58%	25,41%	26.22%	25,58%	26.22%
Li Jangarana			and the second			
	b) Non-encumbered			75140316	20212012	3,54,40,346
	- Number of shares	3,97,12,012	4,01,62,012	3,54,40,346	3,97,12,012 36,81%	1 ' " '
	- Percentage of shares (as a % of the total shareholding of promoter	36.81%	37.23%	33.67%	20,63%	32.02.0
	and promoter group)	14 0002	15.07%	13.32%	14,90%	13,32%
	- Percentage of shares (as a % of total share capital of the Company)	14.90%	12.0779	13.22%	14.70,70	13.557
				· ·		

P	articulars	Quarter ended 31.03.2025	
вп	NVESTOR COMPLAINTS		
R	ending at the beginning of the quarter teceived during the quarter hisposed off during the quarter temaining unresolved at the end of the quarter	Nii 5 5 Nii	

Rabul Khosia Managing Director



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#### Notes:

- 1 During the quarter ended March 31, 2015, Max India Ltd ('the Company") further invested in the equity share capital of the following
  - a) Max Bupa Health Insurance Company Ltd Rs. 27:38 crores
  - b) Max Neeman Medical International Ltd Rs. 10.32 crores
  - o) Max Healthstaff International Ltd Rs. 2.55 crores and advance against subscription to equity share capital of Rs. 1.50 crores
- 2 During the quarter ended March 31, 2015, Max India Ltd ('the Company") has acquired:
  - a) 50,000 equity shares of Rs. 10/- each amounting to Rs. 5.00 lacs of Capricorn Ventures Limited (CVL) resulting in CVL becoming a 100% subsidiary of the Company.
  - b) 250,000 equity shares of Rs. 2/- each amounting to Rs. 5.00 lacs of Taurus Ventures Limited (TVL) resulting in TVL becoming a 100% subsidiary of the Company.
- 3 During the quarter ended March 31, 2015, following are movements in the 'Max India Stock Plan -2003':
  - a) the Company granted 22,600 stock options with graded vesting periods to an executive director.
  - b) the Company allotted 10,750 equity shares of Rs. 2/- each to an executive director, arising from exercise of ESOPs.
- During the quarter, the Company sold 2,361 Ordinary Shares, representing its entire 100% stake in Neeman Medical International B.V., to Maprima Management B.V. for a sales consideration of Rs. 0.21 crores. Over the years, a total amount of Rs. 40.58 crores had been invested in Neeman Medical International B.V.. This amount was fully provided on account of diminution in the value of investment in carrier years. The net profit on the said transaction is Rs. 0.21 crores and the same is disclosed under the head of "Profit on sale of long term investment in subsidiary".
- 5 Subsequent to the quarter end, the Company has divested its 100% stake in the clinical research business of Max Neeman Medical International Limited and Max Neeman Medical International Inc. to JSS Medical Research, a Canadian contract research organisation for a consideration of Rs. 9.43 crores. The Company had over the years invested Rs. 14.49 crores in this business. Accordingly, the Company has made a provision of Rs. 0.41 crores in the current quarter (previous quarter Rs. 4.65 crores) towards impairment of its investment in Max Neeman Medical International Ltd.
- 6 Subsequent to the quarter end, Max Life Insurance Company Ltd. paid final dividend of Rs. 49.88 crores. Accordingly, the Company received its share of this final dividend of Rs. 35.92 crores, which will be appropriately accounted for in the first quarter of the next financial year.
- The Board of Directors at its meeting held today, has recommended a final dividend of 50% amounting to Re. 1/- per equity share (on face value of Rs. 2/- each) for the year 2014 -2015, subject to the approval of the Shareholders in the forthcoming Annual General Meeting, in addition to the interim dividend of 200% amounting to Rs. 4.00 per equity share (on face value of Rs. 2/- each) declared on November 12, 2014, the total dividend (including interim dividend) for the financial year 2014 -15 is 250% amounting to Rs. 5/- per equity share (on face value of Rs. 2/- each).
- Effective April 1, 2014, the Company has charged depreciation based on the revised remaining useful life of the assets as per the requirement of Schedule II of the Companies Act, 2013. Due to the above, depreciation charge for the quarter ended March 31, 2015, is higher by Rs. 0.46 crores (December 31, 2014 Rs. 0.46 crores). Further, based on transitional provision provided in Note 7(b) of Schedule II, an amount of Rs. 0.26 crores (net of Deferred Tax) has been adjusted with retained earnings.
- 9 Tax expense includes deferred tax, current tax and reversal of MAT credit.

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- Previous period figures have been regrouped/reclassified to conform to the current period classification. However, on account of slump sale of Max Speciality Films division on April 01, 2014, the figures for previous periods are not comparable.
- The figures of the quarter ended March 31, 2015 are the balancing figures between the audited figures in respect of the full financial year upto March 31, 2015 and the unaudited published year-to-date figures upto December 31, 2014 being the date of the end of the third quarter of the financial year, which were subject to limited review.
- These results have been reviewed by the Audit Committee on May 26, 2015 and approved by the Board of Directors of the Company at its meeting held today. The above standalone results of "Max India Limited" have been audited by the auditors of the Company.

Ey Order of the Board

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Date: May 27, 2015

Place: New Delhi

## ${\it MAX\ INDIA\ LIMITED}$ STATEMENT OF STANDALONE AUDITED RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2015

Segment wise Revenue, Results and Capital Employed, under Clause 41 of the Listing Agreement

	Correspond.	

	Quarter	Quarter	Quarter	Year	Year
Particulars -	ended	ended	ended	ended	ended
	31.03.2015	31.12,2014	31.03.2014	31.03.2015	31,03,2014
	(Audited).	(Unaudited)	(Audited)	(Andited)	(Audited)
Segment Revenue	mark the second				
a) Speciality Plastic Products			191.65		733.25
b) Business Investments	38.76	416,37	22,62	581.78	262.67
c) Unallocated Income		-	*		
Total Income from Operation (net)	38.76	416.37	214.27	581,78	995,92
Segment Results					
a) Speciality Plastic Products			8.66		33,69
b) Business investments	38.36	411.71	22.53	576,63	262.45
Less .					20 10 20 . 1 00
i) Interest	0,16	0.10	5.46	0.46	21,78
ii) Other unallocable Expenditure net of unallocable Income	39.03	24.21	21.95	107.52	94,43
Total Profit/(loss) before Tax	(0.83)	387.40	3.78	468,65	179.93
Capital Employed					
a) Speciality Plastic Products			452.54		452.54
b) Business Investments	3,382,66	3,377.74	2,825.61	3,382.66	2,825,61
c) Unallocated	70.98	108.60	(91.81)	70.98	(91.81)
Total Capital Employed in Segments	3,453,64	3.486.34	3,186,34	3,453,64	3,186.34

Narul Khosta Managing Director

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#### MAX INDIA LIMITED

#### STANDALONE STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2015

		. (	Rs. in Crores)
	Particulars	Ás Át	As At
		31.03,2015	31.03.2014
		(Audited)	(Audited)
A	EQUITY AND LIABILITIES		
1	Shareholders' funds		
	a) Share capital	53.30	53.23
	b) Reserves and surplus	3,400.34	3,133.0
	Sub-total - Shareholder's funds	3,453,64	3,186.3
2	Non-current liubilities		
	a) Long-term borrowings	-	45.3
	b) Deferred tax liabilities (Net)	-	13.8
	c) Long-term provisions	2.83	3.2
	Sub-total - Non-current liabilities	2.83	62,4
3	Corrent liabilities		
	a) Short-term borrowings	-	112.5
	b) Trade psyables	11.23	72.8
	c) Other current liabilities	7.62	35.7
	d) Short-term provisions	34,27	-53,8
	Sub-total - Current liabilities	53.12	274.9
	TOTAL - EQUITY AND LIABILITIES	3,509,59	3,523.3
В	ASSETS	(for character and formation	
7	Non-current assets	Politica Walled Ballet	
	a) Fixed assets	13.14	324.:
	b) Non-current investments	2,798,57	2,597.5
	c) Long-term loans and advances	84,45	1190
	e) Other non-current assets	0.08	0.0
	Sult-total - Non-current assets	2,896,24	3,042.0
2	Current assets		
	a) Current investments	519.96	146.
	b) Inventories	grand.	66,
	c) Trade receivables	-	153,
	d) Cash and bank balances	63.61	12.
	e) Short-term loans and advances	9.38	.80.
	f) Other current assets	20.40	
	Sub-total - Current assets	613.35	481.
	TOTAL - ASSETS	3,509.59	3,523,

Rahul Khosla Managing Director

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## ${\it MAX\ INDIA\ LIMITED}$ STATEMENT OF CONSOLIDATED AUDITED RESULTS FOR THE YEAR ENDED MARCH 31, 2015

	Particulars		(R.s. in Grores)
	t atticitists	Year ended	Year ended
		31.03.2015	31.03,2014
1.	Income from operations	(Audited)	(Audited)
	(a) Sale of goods (Net of excise duty)	838,54	890.46
	(b) Sale of services	9,183.77	8.221.32
1	(c) Income from investment activities	4,767.47	2,486,67
-	(d) Other operating revenue	25,57	27.88
	Total income from operations (Net)	14,815.35	11,626.33
2.	Expenses		
	(a) Cost of materials consumed	514.61	528.46
and the second	(b) Purchase of stock-in-trade - pharmacy and pharmaceuticals supplies	269.38	327.20
	(c) Change in inventories of finished goods work-in-progress and stock-in-trade (d) Employee benefits expense	(3.54)	(3.76
100	(e) Depreciation and amortisation expense	1,009.55	956:79
	(f) Change in policy reserves	153,80 6,443,14	137.91 4,228.89
	(g) Claims and other benefits payout	3,659.18	3,068:01
	(h) Other expenses	2,235.42	2.072.07
	Total expenses	14,281.54	11,315.57
3.	Profit from operations before other income, finance costs and exceptional items (1-2)	533.81	310.76
4.	Other income	61.24	56.93
5.	Profit from ordinary activities before finance costs and exceptional items (3+4)	595.05	367,69
6,	Finance costs	82.59	93.21
7.	Profit from ordinary activities after finance costs but before exceptional items (5-6)	512.46	274.48
8.	Exceptional items		
9.	Profit from ordinary activities before tax (7-8)	512.46	274.48
10,	Tax expense	147.55	65.00
11.	Net profit from ordinary activities after tax (9-10).	364,91	209,48
12.	Extraordinary Items (Not of tax expense)	-	
13.	Net profit for the period (11-12)	364.91	299.48
14.	Minority Interest	(85.29)	(70:03)
15.	Not profit after taxes and minority interest (13-14)	279.62	139.45
16;	Paid-up equity share capital (Face value Rs. 2 per share)	53,30	53.25
17,	Reserves excluding revaluation reserve	3,248.72.	2,930.87
18.	Earnings Per Share (of Rs 2/- each)		
	(a) Basic (Rs) (b) Diluted (Rs)	10.50	5.24
	fish examined (1/2)	10:43	5.18
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Rahul Khosia Managing Director

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#### MAX INDIA LIMITED

#### SELECT INFORMATION FOR THE YEAR ENDED MARCH 31, 2015

	Particulars	Year ended 31.03.2015 (Audited)	Year ended 31.03.2014 (Audited)
A	PARTICULARS OF SHAREHOLDING Public Shareholding - Number of shares - Percentage of shareholding	15,86,29,987 .59.52%	16,09,69,471 60.46%
2, .	Promoters and Promoter Group Shareholding  a) Pledged/Encumbered  - Number of shares  - Percentage of shares (as a % of the total shareholding of promoter and promoter group)	6;81,50,774 53,19%	6,98,17,440 66.21%
	Percentage of shares (as a % of total share capital of the Company)  Non-encumbered Number of shares Percentage of shares (as a % of the total shareholding of promoter and promoter group)	25.58% 3,97,12,012 36.81%	26.22% 3,54,40,346 33.67%
	- Percentage of shares (as a % of total share capital of the Company)	14,90%	13,32%

	Particulars	Quarter ended 31.03.2015
B	INVESTOR COMPLAINTS	
	Pending at the beginning of the quarter Received during the quarter Disposed off doing the quarter	Nú 5 5
	Remaining unresolved at the end of the quarter	Nii

Rahui Khosla Managing Director



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The consolidated financial statements have been prepared in accordance with Accounting Standard 21, Consolidated Financial Statements and Accounting Standard 27, Financial reporting of interest in Joint Ventures notified under section 133 of the Companies Act, 2013, read together with paragraph 7 of the Companies (Accounts) Rules 2014. The consolidated financial statements comprises the financial statements of Max India Limited, its subsidiaries and joint ventures, listed below:

Sr. No.	Name of the Subsidiary	Country of Incorporation	Proportion of ownership as at March 31, 2015	Proportion of ownership as at March 31, 2014
	Max Life Insurance Company Limited	India	72.00%	71.05%
2	Max Healthcare Institute Limited (i)	India	**	65.86%
3	Max Medical Services Limited (ii)	India	a	100,00%
4	Hometrall Estate Private Limited (iii)	India	-	100.00%
5	Hometrail Buildtech Private Limited (ia)	India	**	100.00%
6	Alps Hospital Limited (in)	India	*	100.00%
7 8 9	Max Bupa Health Insurance Company Limited Pharmax Corporation Limited Max Ateev Limited Max Skill First Limited (Formerly konwn as Max Healthstaff International Limited)	India India India India	74.80% 85.21% 100.00% 100.00%	74.00% 85.21% 100.00% 100.00%
[ 1]	Max Speciality Films Limited (6)	India	99.00%	99.00%
12	Max Neeman Medical International Limited	India	100.00%	100.00%
13	Max One Distribution and Services Limited (iii)	India	100.00%	100.00%
14	Antara Senior Living Limited	Indía	100.00%	100:00%
15	Antara Purukul Senior Living Limited (6)	India	100.00%	100,00%
16	Antara Gurgaon Senior Living Limited (iv)	India	100.00%	190.00%
17	Taurus Ventures Limited (v)	India	100.00%	-
18	Capricorn Ventures Limited (*)	India.	100,00%	
19.	Neeman Medical International BV (*)	Netherlands	*	100.00%
20	Neeman Medical International NV (83)	Netherlands		100.00%
	Max Neeman Medical International Ine (*ff)	United States of America	100.00%	100.00%
22	Max UK Limited	United Kingdom	100.00%	100.00%

The list of joint venture of company considered in consolidated financial statements

	Name of Joint Venture	Country of incorporation	Proportion of ownership as at	Proportion of ownership as at
	Forum I Aviation Limited (tib)	India	March 31, 2015 16.67%	March 31,2014 16,67%
2	Max Healthcare Institute Limited (6)	India	45.95%	

#### Notes:

- The entity has ceased to be a subsidiary as it has become a joint venture w.e.f. November 10, 2014 (refer note 3 below)
  All the said entities were subsidiaries of Max Healthcare Institute Limited (MFIL) and consequent to MHIL becoming a joint venture w.e.f. from November 10, 2104, they also ceased to be step down subsidiaries of the company
- 1% of the shareholding is held through Pharmax Corporation Limited
- (iii) The entity was earlier held through Max Neeman International Limited, which has now become subsidiary of Max Skill First Limited (formerly known as Max Healthstaff International Limited) we.f. March 19, 2015
- (iv) The entities are held through Antara Senior Living Limited
- The entities have become subsidiary w.e.f. February 7, 2015
- (vi) The Company has sold its entire shareholding in the entity on March 31, 2015 and accordingly, the said entities ceased to be subsidiaries of Max India Limited on March 31, 2015
- (vii) The entity was earlier held through Neeman International NV, which has now become subsidiary of Max Neeman International Limited w.e.f. March 13.
- (viii) The entity is a Joint Venture of Pharmax Corporation Limited
- During the year, the Max Life Insurance Company Limited (MLIC) bought back 25,878,378 shares from certain shareholders. Due to this transaction, the Company's holding in MLIC has accreted from 71,05% to 72,00%.
- During the year, Life Healthcare (Pty) Limited and International Finance Corporation have further invested in equity share capital of one of the subsidiary of the Company, namely Max Healthcare Institute Limited (MHIL) resulting in dilution of the Company 's holding from 65,86% to 45,95%. As a result of these transactions, MHIL ceased to be a subsidiary of the group w.e.f. November 10, 2014 and the same has been accounted as Joint venture. Accordingly, the previous year figures are not comparable with the current year figures.
- Previous year's figures have been regrouped/reclassified to conform to current period's classification, wherever considered necessary 4
- š Tax expense includes current tax, deferred tax and MAT credit.
- The above results have been reviewed by the Audit Committee on May 26, 2015 and approved by the Board of Directors of the Company at its meeting held

By Order of the Board

Date: May 27, 2015 Place: New Delhi



Rahul Khosla Managing Director

#### MAX INDIA LIMITED

# STATEMENT OF CONSOLIDATED AUDITED RESULTS FOR THE YEAR ENDED MARCH 31, 2015 SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED, UNDER CLAUSE 41 OF THE LISTING AGREEMENT

Particulars		(Rs in Croses)
) We HALANDERS	Year ended	Year coded
	31.03.2015	31.03,2014
	(Audited)	(Audited)
Segment Revenue	an-	
a) Life Insurance		
b) Healthcare	12,481.45	9,515,47
c) Speciality Plastic Products	879.70	970.00
d) Business Investments	744.05	733,24
e) Health Insurance	572.06	262.67
f) Clinical Research	349.51	262,90
g) Senior Living	18.8.1	23.21
h) Others	0.58	0.32
Total Income from Operation	7.89	6.62
Less: Inter Segment Revenue	15,054.05	11,874.43
Net sales/Income from operations	238.70	248.10
and a permitted a	14,815.35	11,626.33
Segment results		
a) Life Insurance		
b) Healthcare	480.06	507,21
c) Speciality Plastic Products	9.67	(17.13)
d) Business Investments	52,35	33.69
e) Health Insurance	323.75	57.20
1) Clinical Research	(92,11)	(131.42)
	(2.31)	(0.84)
g) Senior Living h) Others	(90.12)	(8.83)
Less	2.93	2.77
i) Interest		
ii) Other un-allocable expenditure net of un-allocable income	82.59	93,21
Total Profit before Tax	89.17	74.96
	512,46	274,48
Capital employed		
a) Life insurance	and the same of th	
b) Healthcare	2,069.39	2,147.26
c) Speciality Plastic Products	568.49	1,000.27
d) Business Investments	446.40	452.54
e) Health Insurance	580.16	152.21
f) Clinical Research	169.91	142.80
g) Senior Living	8.79	14.03
h) Others	144,43	198.61
i) Unallocated	32,22	61.24
Total	(100.71)	(364.31)
	3,319.08	3,894.65



Rahul Khosla Managing Director

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### MAX INDIA LIMITED Consolidated Statement of Assets and Liabilities as at March 31, 2015

		(Rs. in Crores
Particulars	As At	As At
	31.03,2015	31:03.2014
	(Audited)	(Andited)
A EQUITY AND LIABILITIES	-	
Sharcholders' funds		
a) Share capital	22.72	ye ng tuy m
b) Reserves and surplus	53.30	53/25 2,930.87
Sub-total - Shareholder	s funds 3302.02	2.984.12
		THE THE PARTY OF T
2 Preference shares	*	65,47
3 Minority interest	617,06	820,53
4 Non-current liabilities		
a) Long-term borrowings	403.05	435.35
b) Deferred tax liabilities (net)	5,34	14.78
c) Trade payables	73.80	62.81
d) Other long-term liabilities	126,56	77.43
e) Long-term provisions f). Policyholders' funds	21.49	77.60
g) Funds for future appropriations - Participating policies	25,018.29	18,980.59
Sub-total - Non-current lia	1,327.86   1,327.86   26,976.39	.998.64
5 Current liabilities	20,370,33	20,647.20
a) Short-term borrowings	114.71	216.16
b) Trade payables	907.21	873.05
c) Other current liabilities	540,74	553.69
d) Policyholders' funds	2,747.95	2,671,73
e) Short-term provisions	296.89	285.43
Sub-total - Current lia	7,007,000	4,600.06
TOTAL - EQUITY AND LIABII	LITIES 35,502.97	29,117.38
B ASSETS	disconnection of the second of	
1 Non-current assets	T Carbon Control Contr	
a) Fixed assets	866.96	1,333,37
b) Goodwill on consolidation	371.88	314,19
e) Non-current investments	29,164.11	23,110.59
d) Long-term loans and advances	341.66	470.06
e) Trade receivables f) Other non-current assets	17.94	41.59
Sub-total - Non-curren	8.47 t assets 30.771.02	7,61 25,277,41
2 Current assets	1 daxets 39,771.02	. 43,471,41
a) Current investments	2,850,72	2,023:00
b) Inventories	179,20	169,40
c) Trade receivables	693.42	658.13
d) Cash and cash equivalents	319.20	394.47
e) Short-term loans and advances f) Other current assets	275.87	223.93
Sub-total - Curren	413.54	371,04
TOTAL - A		3,839,97
2010-8	33,542,97	29,117.38



Rahul Khosla Managing Director

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# Max India announces the Embedded Value (EV) for its life insurance business as at 31<sup>st</sup> March 2015

- EV based market consistent methodology stands at Rs. 5,232 Cr., implying total and operating returns of 28.1% and 22.3% respectively

27<sup>th</sup> May 2015, New Delhi

Max India Ltd. today announced the Embedded Value (EV) for its life insurance business, Max Life, at Rs. 5,232 Cr. as at 31<sup>st</sup> March 2015, based on Market Consistent methodology. The Return on EV for FY2015 is an impressive 28.1% while the Operating Return on EV is 22.3%. The Value of New Business (VNB) written during FY2015 is Rs 460 Cr. with the new business margin at a healthy, 23.4%. The growth is supported by strong fundamentals both on the existing business as well as a continued focus on new profitable business.

EV and VNB are important metrics for the valuation of a life insurance business as the company is generally valued at a multiple to its EV. For instance, Mitsui Sumitomo Insurance's investment in Max Life Insurance was at an implied EV multiple of around 3 times.

Embedded Value (EV) of a life insurance company comprises two key elements — a) Net Asset Value or the Net Worth of the company, which represents the market value of the company's assets attributable to the shareholders, and b) the Present Value of the company's future expected profits from its existing business portfolio as at the date of valuation.

Max Life transitioned its EV calculation to a Market Consistent methodology from the earlier traditional approach (Traditional Embedded Value - TEV). This follows market practice in developed markets, where life insurers have moved to adopt market consistent methodologies.

A market consistent methodology approach better reflects the embedded value of an insurance company by explicitly allowing for insurance and economic risks rather than using an implicit overall allowance for risks through a Risk Discount Rate (RDR) in the traditional approach. In addition, the market-consistent approach is more objective where asset and liability cash flows are valued using assumptions consistent with those applied to similar cash flows in the capital markets. The decision to adopt the market consistent methodology was approved by the Max Life Board on 21<sup>st</sup> May 2015. The EV for FY2014, as per the TEV methodology was Rs 3953 Cr.

Max Life has been on a steady growth trajectory over the past 4 years and continued to register exceptional performance in the previous financial year as well. The company reported 12% premium growth and Rs 477 Cr shareholder profits for FY2015. Max Life maintained its position as the 4<sup>th</sup> largest private player in the life insurance industry (individual business), and the largest non-bank private life insurance company. The company wiped out all its accumulated losses during FY2015.

Max India Ltd. also announced its results today with its consolidated revenue for FY15 at Rs 14,877 Cr, growing 27% and consolidated PAT at Rs 365 Cr, growing 75%.



#### **About Max India**

Max India Group is a leading Indian multi-business corporate with a commanding presence in the Life Insurance, Healthcare and Health Insurance sectors. In the financial year 2015, the Group recorded a consolidated turnover of Rs 14,877 Cr. It has a total customer base of over 7.5 million, nearly 300 offices spread across India and people strength of around 17,000 as on 31st March 2015. Max India Limited is a widely held company, listed on the BSE and the NSE. Its founder sponsor Analjit Singh holds 40.5% stake in the company. Other shareholders include some of the world's best Institutional Investors such as Goldman Sachs, Temasek, IFC (Washington), Fidelity and New York Life.

#### **About Max Life**

Max Life Insurance Company Ltd. (MLIC) is a joint venture between Max India Ltd. and Mitsui Sumitomo Insurance Co. Ltd. Mitsui Sumitomo Insurance is a part of MS&AD Insurance Group, which is amongst the leading general insurers in the world. Max Life Insurance, one of India's leading life insurers, offers comprehensive life insurance and retirement solutions for long-term savings and protection.

A financially strong and stable company with focus on quality of advice, sound investment expertise and service excellence, Max Life Insurance has set in place value-driven culture and corporate governance through its superior human capital. The Company has a countrywide diversified distribution model, including the country's leading agent advisors, exclusive corporate agency arrangement with Axis Bank and several other partners.