

October 28, 2020

Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East)
Mumbai – 400051

Scrip Code: 539940

Name of Scrip: MAXVIL

Sub.: Investor Presentation

Dear Sir/Madam,

Pursuant to the provisions of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor Presentation. The same shall also be available on the website of the Company www.maxvil.com.

This is for your information and records.

Thanking you,

Yours faithfully

For **Max Ventures and Industries Limited**



Saket Gupta
Company Secretary and Compliance Officer



Max Ventures & Industries Limited

Investor Presentation

Q2 FY21

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No.	Subject	Pg. No.
1	<u>MaxVIL Q2 FY21 Performance Snapshot</u>	4
2	<u>MaxVIL Q2 FY21 Performance Overview</u>	13
3	<u>Impact of COVID on MaxVIL businesses</u>	22
4	<u>Real Estate Business, the growth engine for MaxVIL</u>	32
5	<u>Max Asset Services- powering the “Work Well” philosophy</u>	50
6	<u>Max Speciality Films, executing value led strategy</u>	55
7	<u>MaxVIL Structure & Background</u>	65



MaxVIL Q2 FY21 Performance Snapshot



- ~74K sq ft fresh leasing in Max Towers led by a large area leased to a leading private bank. 75% of Max Towers now leased. With commercial office space leasing revival, confident of fully leasing Max Towers within FY21
- Max Speciality Films (MSF) margin expands by 860 bps to 15%. Revenues up 13.3% to INR 2,667 Mn YoY; EBIT by 168% YoY to INR 401 Mn
- MaxVIL PAT at INR (22) Mn, due to COVID led markdown of investment in hospitality chain (Azure Hospitality Pvt Ltd) by investment subsidiary Max I.
- Strong liquidity with negligible debt in the real estate business and healthy cash flows in packaging film business
- Actively prospecting new growth opportunities including distressed deals in locations such as Gurugram, partnering commercial real estate (CRE) funds; steady progress in NCLT resolution of the Delhi One project
- First CRE asset in (South) Delhi, Max House, ready for leasing. High enquiry volume by marquee companies owing to limited Grade A supply in micro market. Max House Phase 2 to start construction by Q4 FY21
- Max Square, a joint investment by New York Life and Max Estates commences construction in Q3 FY21
- Max Asset Services show higher revenues; strong interest in Zero-capex managed offices by prospects.
- Max I. to continue focus on Real-Tech accelerator program, while optimizing legacy investments

Revenue

INR 2,890 Mn

- Net Revenue stood at INR 2,890 Mn. Excluding the one-off sale transaction of INR 1,892 Mn undertaken during Q2 FY20 in Max Towers, Revenue increased by 18% YoY

EBITDA

INR 523 Mn

- EBITDA increased by 26% YoY to INR 523 Mn. Adjusting for one-off sale transaction of Max Towers in Q2 FY20, EBITDA increased by 115% YoY

PBT before exceptional items

INR 307 Mn

- PBT before exceptional items stood at INR 307 Mn. Adjusting for one of sale transactions of Max Towers, PBT in Q2 FY20 was INR (11) Mn.

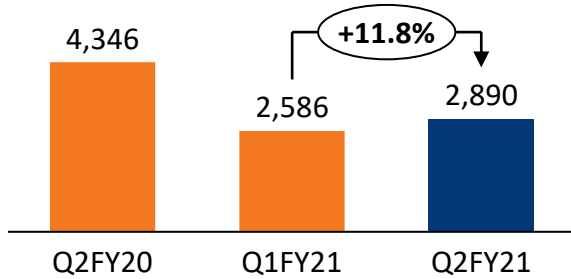
PAT

INR (22) Mn

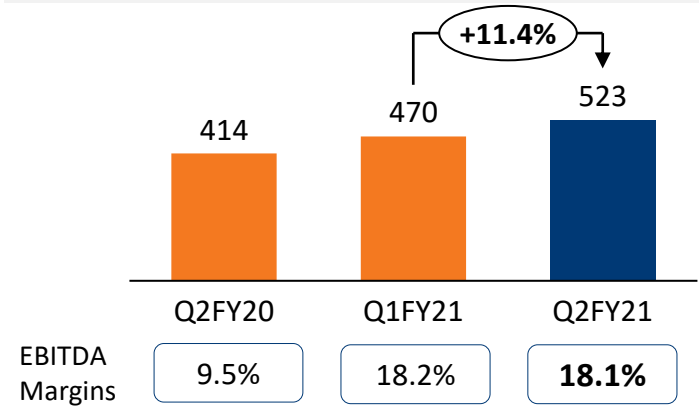
- This includes an exceptional loss of INR 270 Mn on account of reassessment of fair value of investment in Azure primarily due to impact of COVID on the business operations of the Azure.

MaxVIL Revenue and EBITDA witnessed double digit growth

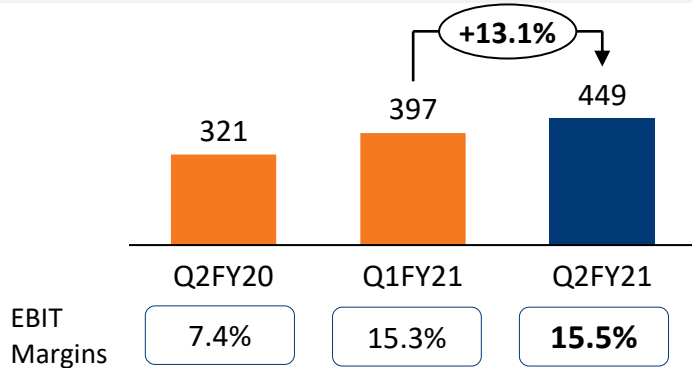
Revenue (In INR Mn)



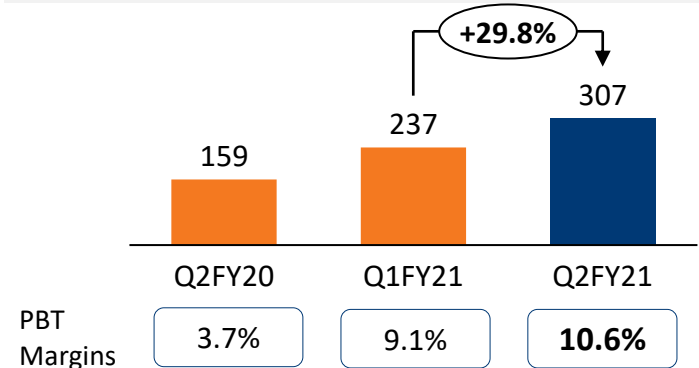
EBITDA (In INR Mn)



EBIT (In INR Mn)



Profit before exceptional items & tax (In INR Mn)



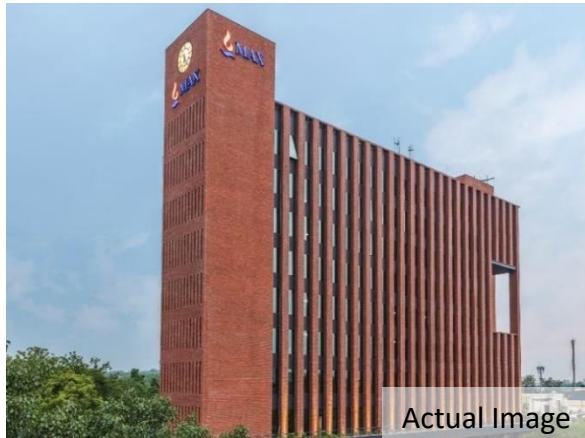
Q2 FY21 Financials are not like to like comparable with Q2 FY20 on account of one-off sale transaction of INR 1,892 Mn at Max Towers. If adjusted,

- Revenue in Q2 FY21 is 18% higher vs adjusted Revenue of INR 2,453 Mn in Q2 FY20
- EBITDA in Q2 FY21 is 115% higher vs adjusted EBITDA of INR 244 Mn in Q2 FY20



Max Towers, Noida

- Total leased area stands at ~3,90,000 sq. ft.
 - Of this, 2,08,584 sq. ft. is owned by MaxVIL, implying 70% occupancy
 - For the full building, the occupancy stands at 74%
 - Of the total area leased, ~74,000 sq. ft. was leased in Q2 FY21
- Achieved the objective of **no negative absorption** in office space leased – all existing office tenants preserved
- Leasing inquiries and site visits of potential clients has gained further steam; marketing and business development activities underway to enhance the pipeline
- Marquee tenant profile, atypical of Noida micro market, it includes companies ranging from large domestic business houses to Fortune 500 companies including a global co-working player
- Weighted average rental is INR 100 psf per month



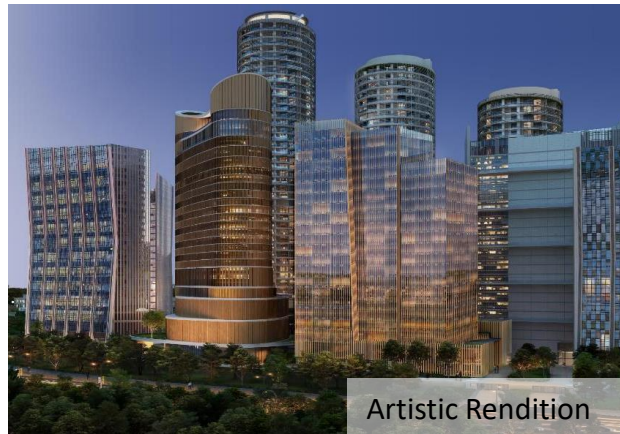
Max House, Okhla

- Phase 1 of the Max House comprising of ~1,05,000 Sq. Ft. leasable area has been launched for leasing
- Strong interest evinced by various corporates. Target to fully lease by H1 CY21
- Phase 2 of the project; of similar size to phase 1 is targeted to start construction in Q4 FY21



Max Square, Noida

- New York Life is a 49% investment partner in the project
- Construction for Max Square to commence in Q3 FY21 targeted to be complete by Q4 FY23
- Max Square is Max Estates' upcoming Grade A+ office project with F&B outlets and other amenities with a total leasable area of ~0.7 Mn Sq. Ft.
- Statutory approvals have been received for the project
- Total cost of development is estimated to the tune of INR 4,000 Mn comprising of INR 1,750 Mn Equity & INR 2,250 Mn in Debt – financial closure has been achieved

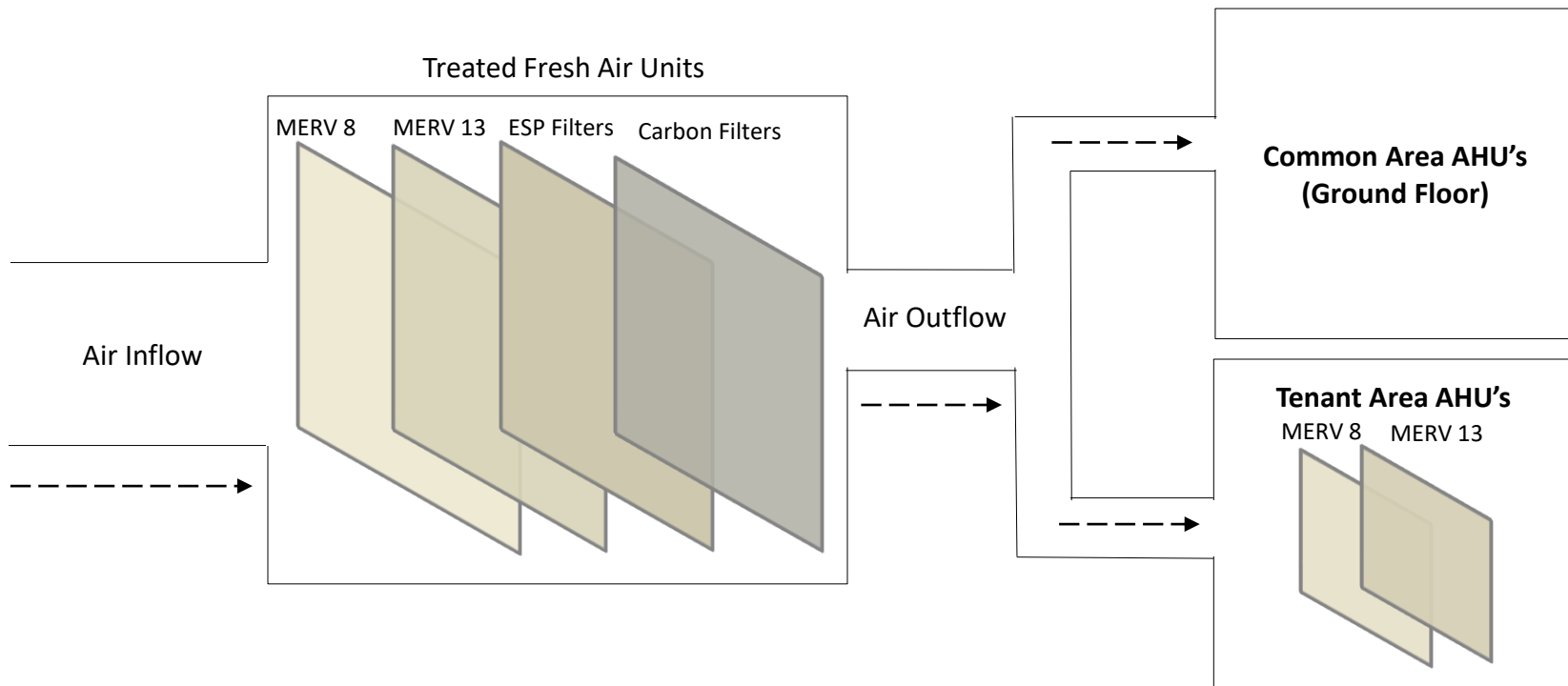


New Growth Opportunities

- Delhi One resolution plan (under the CIRP process) is pending NCLT approval. The NCLT hearing post COVID led lockdown has restarted and is progressing well
- A robust pipeline of distressed opportunities in collaboration with Real Estate funds (as a part of our asset light strategy) under evaluation in NCR, particularly in Gurugram
- Expecting closure of at least one office development opportunity in Gurugram by Q4 FY21

Example : Revolutionary 6 stage air filtration at Max House

- The TFA units (Treated Fresh Air units) have four layers of Air Filtration (MERV 8, MERV 13, ESP filters and Carbon filters) to comply to the IGBC WELL parameters for VOC, NO₂, SO₂, and other harmful gases as well
- The air from the Treated Fresh Air units is then supplied to the common area AHU's (for Ground floor)
- The air from the Treated Fresh Air units is also supplied to the tenant area AHU's, which are further equipped with MERV 8 and MERV 13
- All office floors have Floor Mounted AHU (Air Handling Units) equipped with latest technology as well as plug fans with EC motors, thereby not requiring any extra VFD (Variable Frequency Drive)
- The combined filters of MERV 8 & MERV 13 in the tenant area AHU's are the most energy efficient filters



Max Asset Services (MAS)

- Max Asset Services Limited (MAS) focuses on providing services such as building operations management, as well as managed offices for enterprises
- Revenue for MAS in Q2 FY21 stood at INR 45 Mn as compared to INR 18 Mn in Q2 FY20, up by 153% YoY
- Business is expected to continue to post strong growth as many occupiers have shown interest in design, build and management of office services offered by MAS as a part of its 'Zero Capex Plan'

Max I. Limited

- Max I. holds 17.87% stake at cost price of INR 714 Mn in Azure Hospitality Pvt. Ltd (Azure), a leading restaurant chain
- During the current quarter, Azure's business operations were impacted due to COVID
- Consequently fair value of the investment was reassessed and a fair value loss of INR 270 Mn was recognized
- Max I. continues to engage with promising Real Estate tech companies to enhance the experience at its existing projects



MSFL

MSFL Business Updates

- Q2 FY21 Revenue increased by 13.3% YoY to INR 2,667 Mn and EBIT increased by 168% YoY to INR 401 Mn
- EBIT Margins expanded to 15.0% in Q2 FY21 from 15.9% in Q1 FY21 and 6.4% in Q2 FY20
- We are focussing on recyclability with PET and Al foil replacement projects with FMCG brands
- Strong revenue & profitability in Q2 FY21 is on account of better product mix, stable demand and strong cost optimization efforts by the company
- Speciality films contributed 40-50% to total Volumes in Q2 FY21
- Metallizer 5, commissioning in Q4 FY21. Board approval for Metallizer 6 has been received to be funded through internal accruals to further aid MSFL's speciality journey



MaxVIL Q2 FY21 Performance Overview



Key Business Priorities

1

Expand Commercial office footprint in NCR

2

Drive occupancy for Max Towers and Max House (Okhla)

3

Drive tenants experience at Max Towers through community building & tech-enablement

4

Pilot managed office space at Max Towers and scale up with external opportunities

5

Unlock value of speciality films business by pursuing 'Value strategy'

Progress against Priorities

- Max House Okhla has been launched for leasing
- Max Square: Statutory approvals secured for Max Square, our upcoming commercial office on Noida Expressway; Construction to commence in Q3 FY21
- A robust pipeline of distressed opportunities in collaboration with Real Estate funds (as a part of our asset light strategy) under evaluation in NCR, particularly in Gurugram
- Max Towers (Noida) has leased out ~390K sq. ft. in Max Towers at a premium of 25-30% to immediate micro market ;
- Of the total area leased, 74K sq. ft. was leased in Q2 FY21
- Max House (Okhla) is expected to achieve high occupancy levels by end of FY21; 30K sq. ft. in advanced discussions
- Implemented world class health and safety measures at MEL's Office assets. E.g.: 6 stage air filtration in Max House
- Pivoted to online events during lockdown
- 16+ events conducted on *Work Well* themes: kids activities, emotional health, Ayurveda & physical fitness
- Continuing engagement through contests on Max app
- Two managed office projects delivered ahead of time and are generating both one time as well as annuity fee income
- In active discussions for managed office projects in NCR
- Metallizer 5, commissioning in Q4 FY21. Board approval for Metallizer 6 has been received to be funded through internal accruals to further aid MSFL's speciality journey
- High speciality mix (40-50%) in Q2 FY2
- Focussed product development, brand engagement, cost and asset optimization
- MSFL EBIT Margin expanded from 6.4% in Q2 FY20 to 15.0% in Q2 FY21

Max Estates

Max Estates' Net Debt is negligible; and, we have sufficient liquidity to complete the existing projects which are under development

Max Speciality Films

Our Packaging Films business continues its solid performance and cash flows from the business are sufficient to service the debt of the business

INR 1,123 Mn

Gross Debt as on Sept-20
(Long Term + Short Term)

INR 3,741 Mn

INR 1,049 Mn

Cash & Cash Equivalents
+
Short Term Investments

INR 67 Mn

INR 74 Mn

Net Debt

INR 3,674 Mn

Reduction by
INR 632 Mn
vs. March 2020

MaxVIL profit & loss Statement

Consolidated Profit & Loss (In INR Mn)	Q2 FY21	Q2 FY20	YoY Growth %	Q1 FY21	QoQ Growth %
Net Sales	2,890	4,346	-33%	2,586	12%
Cost of Goods Sold	1,816	3,461		1,619	
Gross Profit	1,075	886	21%	966	11%
Employee benefit expense	146	121		144	
Other expenses	405	350		353	
EBITDA	523	414	26%	470	11%
EBITDA Margin	18.1%	9.5%		18.2%	
Depreciation	121	122		121	
Other Income	46	28		48	
EBIT	449	321	40%	397	13%
Finance Cost	142	162		160	
Profit before exceptional items & tax	307	159	193%	237	30%
Exceptional Item (loss) ¹	-270	0		0	
PBT	37	159		237	
Tax	59	67		106	
Profit after tax	-22	92	-	131	-

Q2 FY21 Financials are not like to like comparable with Q2 FY20 on account of one-off sale transaction of INR 1,892 Mn at Max Towers in Q2 FY20

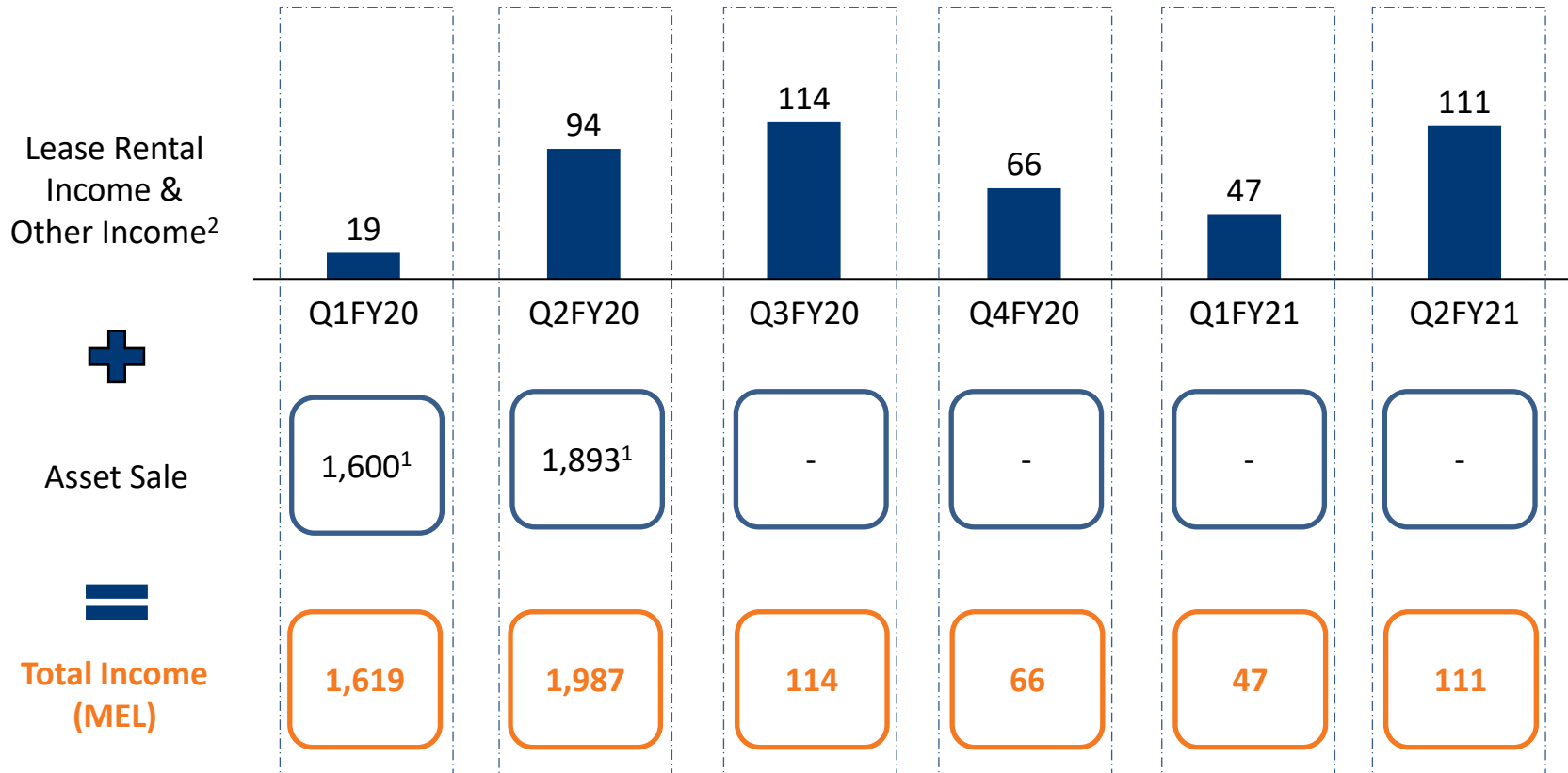
¹Exceptional item is write off on account of mark to market loss on Max I's investment in Azure Hospitality

MaxVIL consolidated balance sheet

Assets (in INR Mn)	Sep-20	Mar-20	Liabilities (in INR Mn)	Sep-20	Mar-20
Total Non Current Assets	13,903	14,009	Equity	10,597	10,427
Property, Plant and Equipment	5,243	5,364	Equity Share Capital	1,466	1,466
Capital Work in Progress	8	10	Other Equity	7,207	7,283
Investment Property	7,233	6,968	Non-Controlling Interest	1,924	1,678
Goodwill	17	17			
Other Intangible Assets	15	18			
Right of use assets	318	294	Total Non Current Liabilities	4,204	3,250
Financial Assets			Financial Liabilities		
(i) Investments	836	1,041	(i) Borrowings	3,475	2,583
(ii) Trade Receivables	25	13	(ii) Lease liabilities	276	250
(iii) Loans	79	74	(iii) Other Financial Liabilities	129	122
(iv) Other bank balances	-	65	Long term Provisions	96	80
Deferred Tax Assets (net)	19	44	Deferred Tax Liabilities (net)	101	87
Non-Current Tax Assets	22	61	Other non-current liabilities	129	129
Other Non-Current Assets	89	40			
Total Current Assets	4,415	4,787	Total Current Liabilities	3,517	5,119
Inventories	1,455	1,607	Financial Liabilities		
Financial Assets			(i) Borrowings	1,048	2,433
(i) Investments	48	279	(ii) Trade Payables	1,064	1,391
(ii) Trade Receivables	1,176	1,295	(iii) Lease liabilities	52	59
(iii) Cash and Cash Equivalents	87	119	(iv) Other Financial Liabilities	1,114	1,034
(iv) Bank Balances other than (iii) above	982	906	Other Current Liabilities	155	160
(v) Loans	8	9	Provisions	84	41
(vi) Derivative Instruments	1	12			
(vii) Other Current Financial Assets	68	105			
Other Current Assets	590	454			
Total Assets	18,318	18,796	Total Equity and Liabilities	18,318	18,796

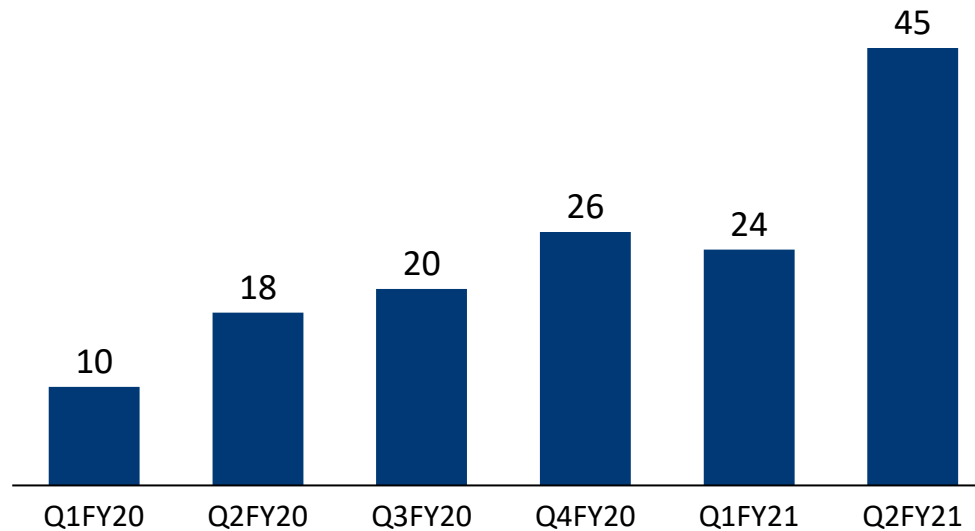
1. Decrease in non current investment on account of fair valuation of investment in Azure

**Max Estates Limited
(INR Mn.)**



1. Sale income recognised for a part sale in Max Towers
 2. Other income include sales income of the 222 Rajpur project

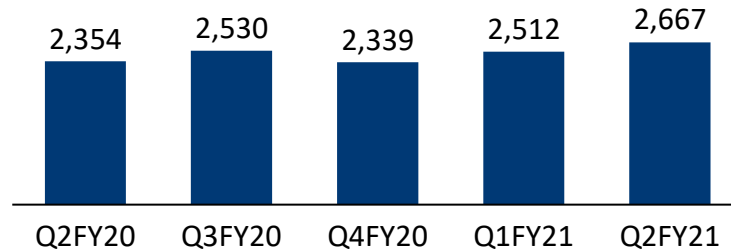
Max Asset Services Revenue (in INR Mn.)



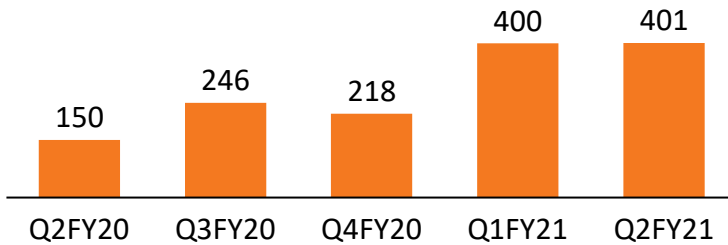
MAS Revenue up by 85% Q-o-Q at the back of more and more clients opting for facility services
We expect the business to continue to grow strongly going ahead

Max Speciality Films

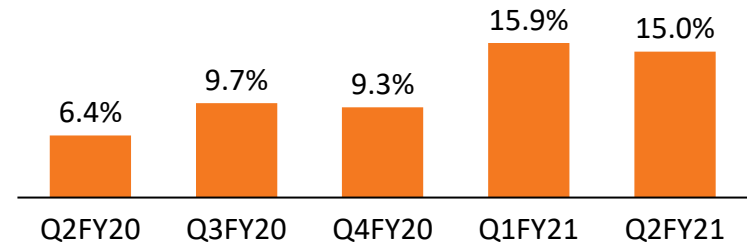
Revenue (In INR Mn.)



EBIT (In INR Mn.)



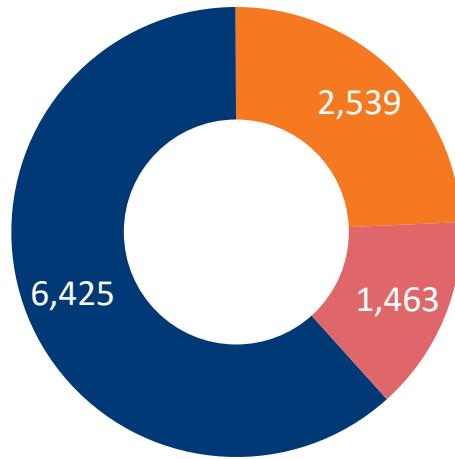
EBIT Margins



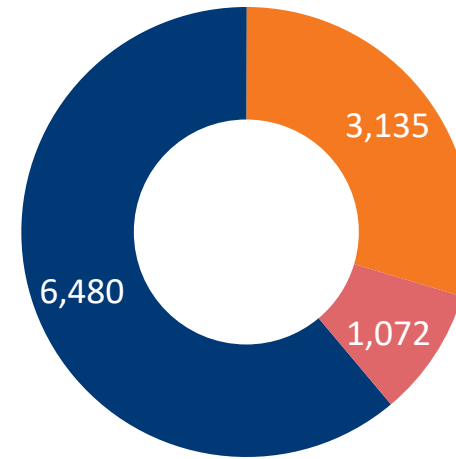
Consistent improvement in profitability led by better product mix, higher realisation, stable raw material prices and cost optimization efforts

Net Asset Allocation (INR Mn)

As on Mar-20



As on Sep-20



■ RE Businesses
 ■ MSFL¹
■ Others²

RE Businesses = Max Estates & Max Asset Services
 Others = Max I. and unallocated

Future capital allocation will be primarily towards Real Estate & its allied businesses

1. MSFL Net Assets increased as liabilities have reduced on account of part repayment of debt
2. Decrease on account of restatement of fair value of Azure

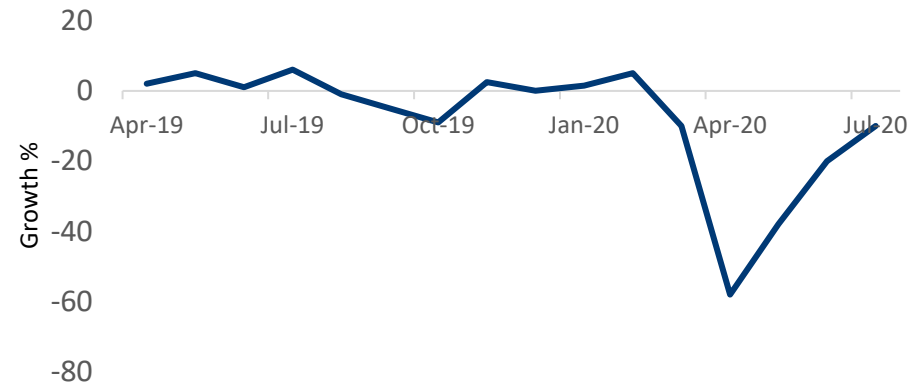
Impact of COVID on MaxVIL Businesses



Some high frequency indicators point towards Economic recovery...

- **Railway freight and IIP¹** follow a sharp upward trajectory towards recovery
- **Passengers vehicles** sales grow a strong 35% YoY in Sep'20
- **Two wheeler** sales grow 12% YoY in Sep'20
- **Manufacturing PMI²** for Sep'20 surges to highest in 8 years, services PMI also improves
- CMIE³ weekly **unemployment rate** reduces to 8% in Oct from 24% in May'20
- **GST collections** at INR 95,480 crore in September have recovered to increase by 3.8 per cent from last year and were higher than August collections by 10%

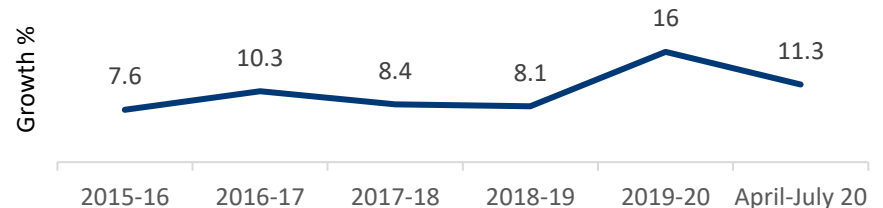
Index of Industrial Production(IIP)



...but there are signs that this revival is fragile

- In Q1, the **GDP** contraction was 23.9%, all other sectors suffered negative growth rates except agriculture and allied sectors
- **Annual CPI⁴** in India also increased to 7.34% in Sep'20 from 6.69%
- **Capital expenditure** on new projects declined by 81% in Q2 over the corresponding period last year
- The **credit-deposit ratio** declined in the three fortnights ending 11 Sep'20, and non-gold, non-oil imports continue to decline
- Experts, including the RBI⁵ noted that a government-led spending push is needed for revival of the economy
- However, the **spending growth** at 11.3% is lower than the annual targeted spending of 12.7% and much lower than the 16% growth in FY 2019. The quantum is still far from reviving the economy

Nominal Growth in Central Government expenditure (YoY)



1. Index of Industrial Production
 2. Purchasing Manager's Index
 3. Centre for Monitoring Indian Economy

4. Consumer Price Index
 5. Reserve Bank of India



01

Continue to operate smoothly

MSFL Facilities continue to operate smoothly at optimum capacity utilizations during Q2FY21. By virtue of MSFL culture built over the years, employees came to the plant voluntarily to help expedite operations. Company has implemented strict guidelines and undertaken necessary precautionary measures for social distancing, regular screening and sanitisation, preventive health check-ups and necessary guidance and advisory for providing a safe working environment to all employees.



02

Packaging Films Industry to grow

Along with the stable demand from the essential product category, demand for the non-essential product category has also witnessed improvements as the lockdowns eased throughout the country. Hence, the packaging industry as a whole is poised for continued growth.



03

Packaged foods demand to surge

With increasing consumer awareness on hygiene and consumer preference shifting to packaged foods, demand for packaged foods is expected to increase leading to an increased demand for packaging films. Max Speciality Films is focussing on speciality value added products to cater to the demand surge.



04

Specialized products to be preferred

With increasing consumer preference for food safety, demand for specialised products is expected to increase. Max Speciality Films is working on product innovation for specialized film development.

Reserve Bank of India

Non Exhaustive

Curbing Defaults on Debts

Improving Liquidity

- Rescheduling of Payments on all term loans outstanding on 1 Mar'20, as well as working on capital facilities: 3 month moratorium extension to curb defaults in repayments and to mitigate the burden of debt servicing
- Easing of working capital Financing: Lending institutions may recalculate the drawing power by reducing the margins and/or by reassessing the working capital cycle

- Extension of NBFC loans to delayed Commercial Real estate projects by one year without restructuring
- Cutting down the REPO rate to 3.75% to ensure cash flow and liquidity in the market
- Targeted long term REPO operations for infusion of INR 500,000 Mn in NBFCs to improve liquidity

Insolvency and Bankruptcy Board of India

Avoiding Insolvencies

- Threshold of default under Insolvency and Bankruptcy Code(IBC) has increased from INR 1 Mn to INR 10 Mn to prevent triggering of Insolvency proceedings against MSMEs
- Period of lockdown to be counted for the purposes of calculation of timeline for any activity in relation to CIRP¹
- 6 month suspension proposed for filing fresh insolvency proceedings under IBC in an effort to stop Companies from being forced into insolvency proceeding due to defaults in such a force majeure event

State Governments (Maharashtra and Madhya Pradesh)

Reduction in Stamp Duty charges

- Maharashtra government reduced stamp duty on property registration to 2% from 5% from 1 Sep to 31 Dec'20
- Madhya Pradesh government reduced stamp duty by 2% valid till 31 Dec'20

Key Highlights (Q3 CY2020)

- The decline in both Absorption and Completion in Q3 2020 is relatively less when compared to 5 years average versus that of CY2019
- Pan India, particularly in NCR, dip in Absorption is far less than the dip in Completions indicating tight demand and supply equilibrium
- Q3 CY2020 has witnessed sharp recovery in both Absorption and Completions, vis-à-vis, Q2 CY2020 which was a complete wash due to lockdown

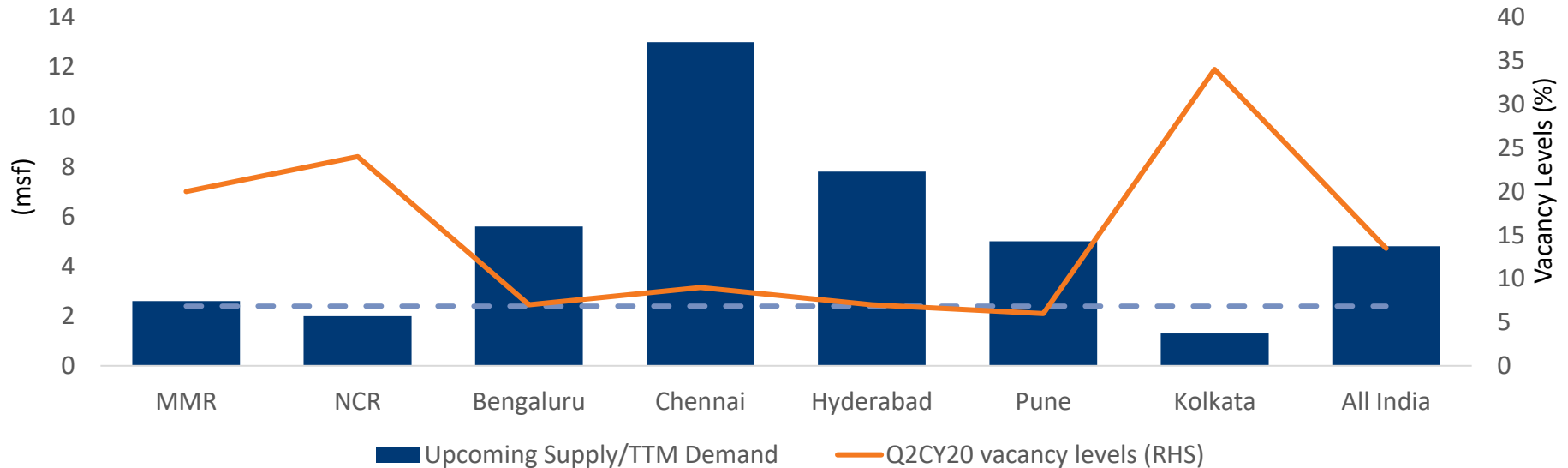
Pan India

Parameter	5 Years Quarterly Avg (2015-2019)	2019 Quarterly Avg	Q1 2020	Q2 2020	Q3 2020	Change in Q3 2020 from 5 years Quarterly Avg
Completions (in mn sq ft)	9.52	12.2	15.7	1.6	3.6	-62%
Absorption (in mn sq ft)	11.5	14.3	14.6	2.6	4.7	-59%

NCR

Parameter	5 Years Quarterly Avg (2015-2019)	2019 Quarterly Avg	Q1 2020	Q2 2020	Q3 2020	Change in Q3 2020 from 5 years Quarterly Avg
Completions (in mn sq ft)	2.0	3.1	0.3	0.5	0.6	-70%
Absorption (in mn sq ft)	1.8	2.1	2.0	0.04	0.9	-50%

NCR expected to be more resilient given demand-supply equation



Note: Upcoming supply refers to supply expected to come online by CY22

Note: The dotted line indicates a scenario where the upcoming supply on an annual level is equal to trailing twelve months demand

- A look at city-wise incremental supply (till CY22) indicates that **NCR and, to some extent, MMR are well placed as far as the demand-supply equation is concerned**; incremental supply in these cities will get absorbed assuming demand stays at TTM (Trailing Twelve Month) level.
- On the other hand, tech dominated cities of Bengaluru, Hyderabad, Pune and Chennai clearly need an uptick in demand if they are to absorb the upcoming supply.
- Future demand is unlikely to remain as robust as it has been for the past few quarters. At the same time, some of the upcoming supply is also likely to get deferred due to labour/finance unavailability and developers choosing to voluntarily defer their projects in light of muted sentiments. Significant supply has already been deferred over the past quarter; a continuation of the same could prevent the demand-supply equation getting out of hand.



Work From Home to Co-Exist with Offices

Equilibrium between work from home and work from office factoring in cost, productivity, control, morale, health and several trade offs to emerge over time



Short Term Concerns, Positive in Long Term

We expect the leasing activity to increase as the economic activity picks up in line with what was observed in previous crisis. This would be aided by expected acceleration of outsourcing and offshoring trends to India by US/EU based firms



De-Densification of Offices

To promote safety of people and practise social distancing, the sq. ft. area required per person in an office will increase leading to demand for larger office spaces



Delhi NCR Region to be least affected

All our projects are Grade A+ office project located in the NCR area, where there is supply constraint of contemporary, high quality Build to Lease office spaces



Developer Owned Properties to benefit

Developer owned property stands to benefit versus Strata sold offices, as significant investments would be required in Health and safety which strata sold developers will find it difficult to implement



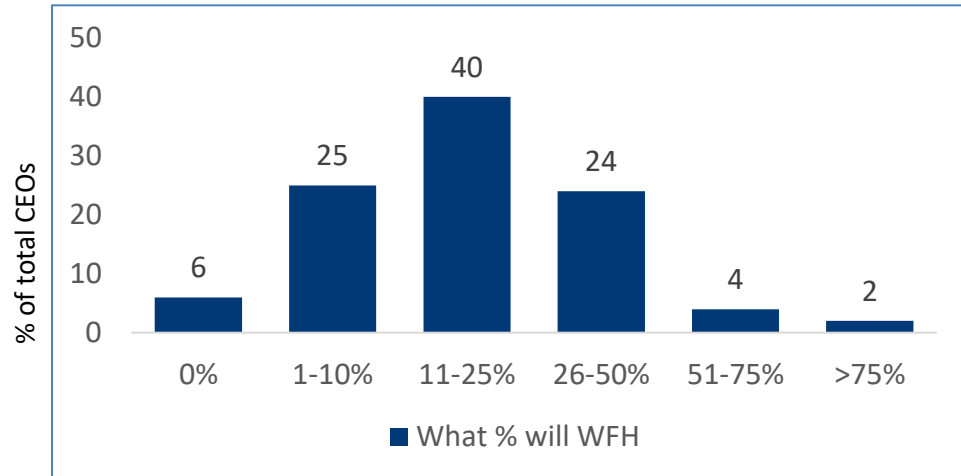
Grade A Office Supply to Fall

Even if demand for commercial offices fall, we expect supply to fall even more as current situation will significantly delay many of the proposed supply especially by developers with already stretched balance sheet

Changing narrative towards work from home (WFH) (1/2)

- When the COVID crisis broke out and lockdowns started being imposed across various countries in February-March 2020, **WFH emerged as a savior for corporates**, ensuring business continuity.
- However, over the past quarter, these predictions have come to naught. In China, South Korea, Germany and France, where COVID has come under control, **a substantial proportion of employees are back in offices (84% in France, 74% in Germany)**
- There are several reasons why WFH has lost favor with many corporates which include:
 - People adapting to live with COVID
 - Cost savings not being material enough (Knight Frank study on Tech companies in India pegs net cost savings at less than **1%** for IT companies for a **50%** WFH scenario).
 - Pushback from employees about burnout, lack of human interaction and infrastructure/space constraints (the Knight Frank study also shows that overall, **close to 90%** employees miss their office environment)
 - Problems faced by corporates such as data security issues and those related to organization culture, collaboration and mentoring

A recent **Mint-Bain India CEO** survey in which 105 CEOs were polled on the economy and business study underlined that less than one-third of the CEOs saw over **25%** of their workforce continuing to WFH post COVID



Source: Edelweiss report, Knight Frank research

	During lockdown	Post lockdown
	July 2020 – Google Employees Will Work From Home Through Next Summer (Forbes)	September 2020 – Google Has Master Plan To Build A Massive Corporate Town For Its Employees (Forbes)
	April 2020 – Barclays CEO says “Putting 7,000 people in a building may be thing of the past” (Economic Times)	July 2020 – Barclays: “We want our people back in the office” (BBC)
	May 2020 – Facebook expects half of employees to work remotely over next five to 10 years (The Guardian)	September 2020 – Facebook buys REI’s new HQ for \$367M, expanding Seattle-area footprint beyond 3M square feet (Geek Wire)
	June 2020 – IBM plans to reduce office space by nearly half in India (Economic Times)	September 2020 – IBM renews lease for 0.62 Mn sqft office space in Bengaluru (Economic Times)
	April 2020 – Post-COVID, 75% of 0.45 Mn TCS employees to permanently work from home by 2025; from 20% (Business Today)	June 2020 – “Work from home not cost-effective” says TCS chairman N Chandrasekaran (Times Now)

Conclusion

A report by Edelweiss says that office is here to stay since the ‘human element’ can never be replicated in remote working. At the same time, the flexibility provided by WFH cannot be ignored. Thus, it concludes that offices and WFH will co-exist as some portion(10-30%) may continue to WFH even when COVID worries abate

Brand 'Max' with Strong Balance Sheet

- Max brings trust & credibility to the Real Estate Sector where consumer confidence on RE sector is at a historic low
- Max has a rich history of partnerships with marquee global & domestic investors which is being replicated in its real estate venture
- MEL has received funding from New York Life (NYL) for its upcoming commercial project – Max Square
- MEL has negligible Net Debt and is well funded to complete the projects under development



Future Ready to address Health Concerns

- MAS has implemented the best workplace measures and protocols for Screening, Sanitation, Air Filtration, Social Distancing, and others to ensure a safe working environment without impacting productivity
- Biophilic workplaces with contactless entry, virtual recreation programs and hi-tech building maintenance systems truly enables occupants to work well
- Health and safety aspects of MEL's office assets are already being viewed even more favorably by potential tenants looking to upgrade their workplace

Favourable Demand Supply Equation

- All its projects are Grade A+ office projects located in NCR, where there is supply constraint of contemporary, high quality Built to Lease office spaces
- MEL believes its new-age office spaces will attract the tenants much faster as compared to the office space supply present in the vicinity
- In addition, current situation will significantly delay many of the proposed supply especially by developers with already stretched balance sheet



Product and Price Innovations

- Digital toolkit ready to generate awareness and engage with decision makers at prospective clients who would be constrained to travel in the coming months –e.g. virtual video based interactive tours of MEL's office assets
- Developed innovative integrated office packages including zero capex solution for fit-outs and interiors, which will enable prospective clients to conserve cash leads and yet relocate to better facilities



Real Estate Business, the Growth Engine for MaxVII

Over 20 year track record of state of the art developments across hospitals, hospitality, senior living

- Headquartered in Noida & focuses on Real Estate development in North India and National Capital Region
- Executed 5 mn sq ft of landmark projects across the commercial, residential, hospitality, institutional, senior living and manufacturing

Max Group – Select Real Estate Projects

Healthcare Projects



Team with design and execution expertise in healthcare projects. Projects include Max Healthcare, a chain of super specialty hospitals known for setting up unparalleled standards of service excellence in Indian healthcare sector

maxhealthcare.in

Senior Living



Antara Senior Living, Dehradun

India's first integrated luxury senior living community – Antara Senior Living is spread over 13.5 acres, located in Dehradun. Project management, operation & development has been taken care in-house

antaraseniorliving.com

Hospitality Projects¹



Vana Retreats, Dehradun

The group has designed, conceptualized and executed one of the most inspiring wellness destination within India – Vana Retreats. The development comprises of 89 keys with ~ 0.4 Mn sq. ft.

vana.co.in



Leeu House, S.Africa

Leeu Collection, executed and operated by the Group presently comprises 5 five star properties with 3 in South Africa and 1 in Lake District, England & 1 in Florence, Italy.

leeucollection.com

Manufacturing



Max Speciality Films, Chandigarh

Pioneers in developing USFDA approved factories in India (in collaboration with Toyo Jozo, Japan) spread across 20 acres and successfully executed manufacturing facilities for Max Speciality Films

maxspecialityfilms.com

The team associated with various Real Estate activities (land acquisition, design, construction and project management) for Max Group entities are now housed under Max Estates Limited

1. Part of Max Group private businesses

Commercial



Max Towers: Noida

A highly awarded, LEED Platinum commercial office development (~0.6mn sq. ft.) strategically located at the entrance of Noida, directly on the DND flyway, minutes away from the Sector 16 metro station. Already operational



Max House: Okhla

A LEED Gold office development (~0.3mn sq. ft. spread over two phase) located within walking distance from Okhla NSIC metro station in the heart of New Delhi. Construction complete. The project has been launched for leasing



Max Square: Noida

This will be a IGBC Green Gold rated office development (~0.7mn sq. ft.) located right on the Noida Expressway (Sector 129). Construction to commence in Q3 FY21. Scheduled to be operational by Q4 FY23

Residential

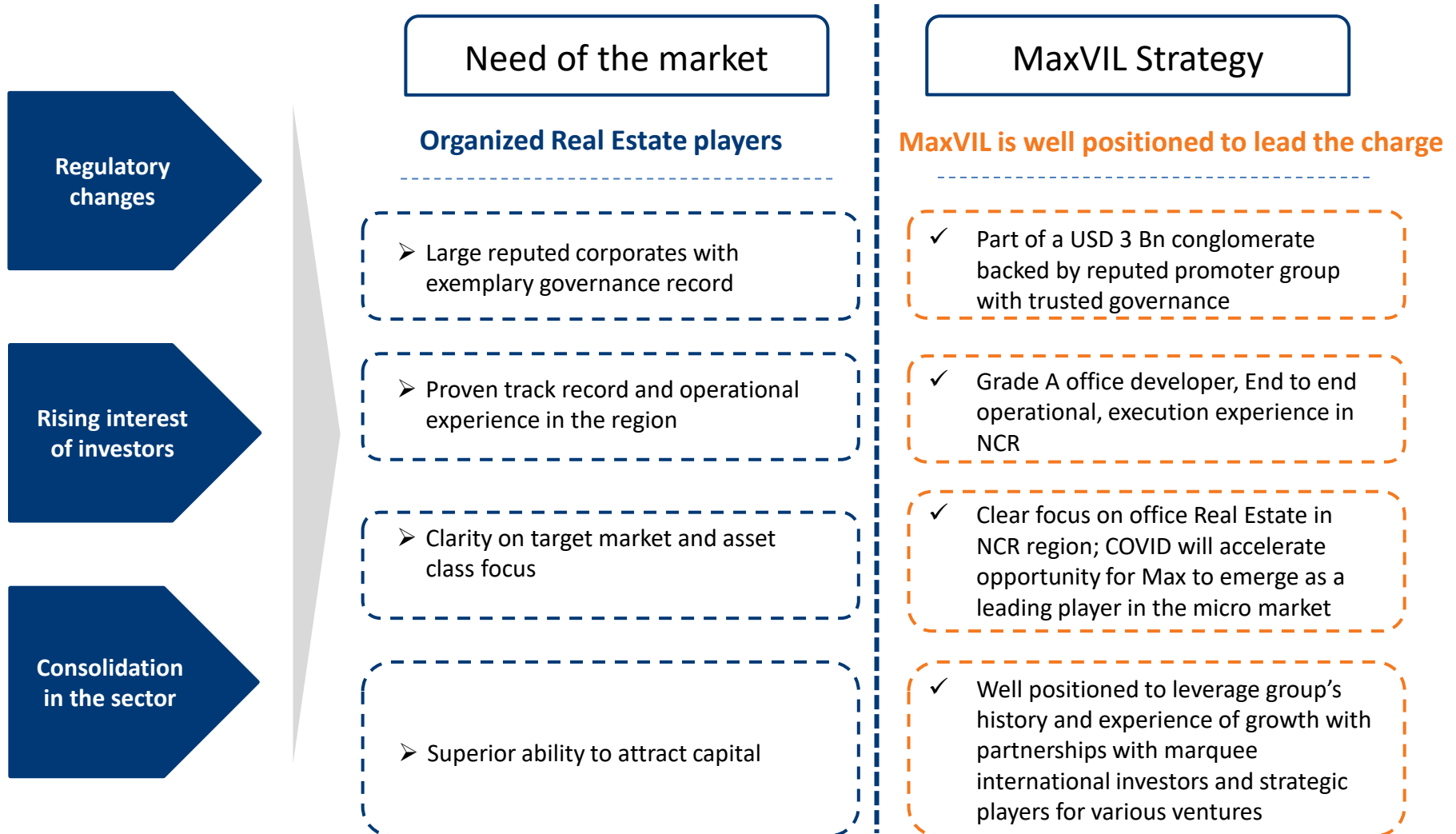


222 Rajpur: Dehradun

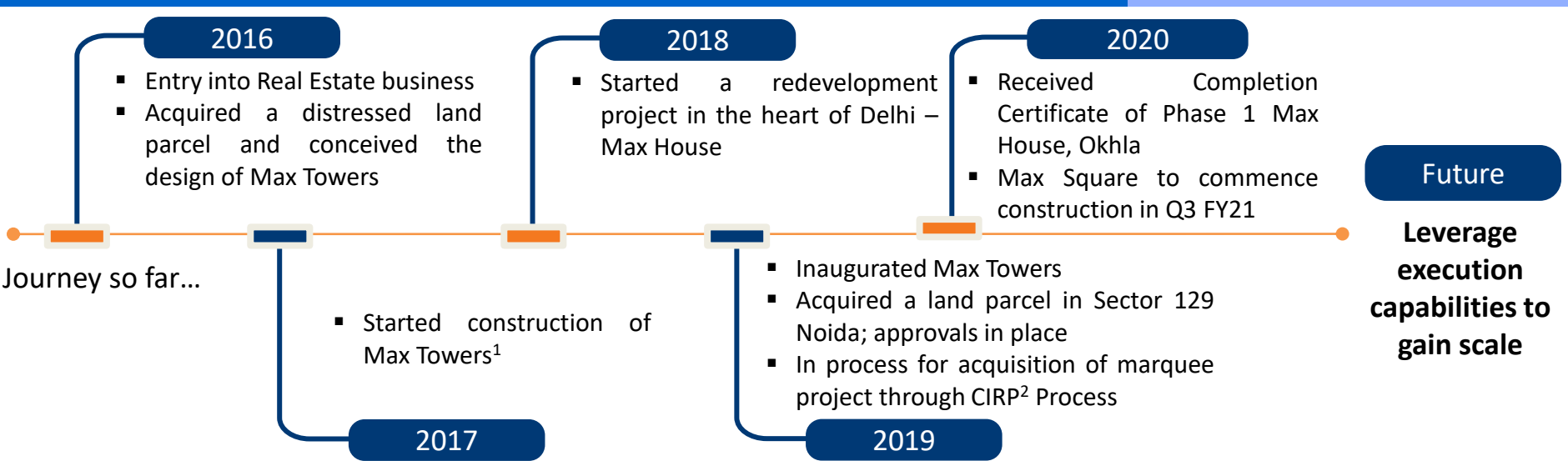
A gated community with ready to move in uniquely designed luxury villas abutting the Malsi Reserve forest, and oriented to panoramic views of the Mussoorie Hills, in Dehradun. Already operational with several families moved in

*MEL's current project portfolio (delivered and in pipeline) comprises of **1.7 Mn+ sq. ft.** across the residential and commercial segments*

MaxVIL ideally positioned to gain from current churn in Delhi-NCR's Real Estate market



Key Considerations	Approach
Investment Strategy	<ul style="list-style-type: none"> Primarily commercial office and associated retail in the near term
Geographical Focus	<ul style="list-style-type: none"> National Capital Region (NCR) with focus on Gurugram, Delhi and Noida cities
Growth medium	<ul style="list-style-type: none"> Multiple models including Development Manager, Joint Development and Outright purchase
Development Size	<ul style="list-style-type: none"> 0.1 – 1 mn sq ft per phase of development
Underwriting Highlights	<ul style="list-style-type: none"> For outright purchase and Joint development, looking for distressed deals including companies undergoing insolvency proceedings Co-investment with fund / strategic partners in case of outright purchase Business case assumptions to appropriately reflect risks associated with uncertain economic outlook and recovery timelines for demand and rentals for CRE space
Decision Making	<ul style="list-style-type: none"> Research led with deep on the field for micro market study of demand and supply, competitive dynamics, customer preferences and supply gaps
Returns	<ul style="list-style-type: none"> Target post tax IRR : High Teens



Developed end to end execution capabilities to develop quality Grade A+ assets

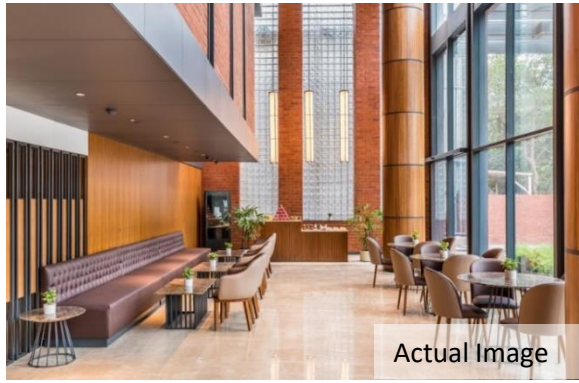
Exhibited execution skills in

- Land Sourcing and regulatory approvals
- Design
- Construction Execution
- Leasing
- Asset Operations and management



Actual Image

Max Towers



Actual Image

Max House

1. From G+2 level
 2. CIRP – Corporate Insolvency Resolution Process under NCLT

Identification of lucrative opportunities

- Identified an opportunity in the distressed Delhi One project with an attractive location
- Negotiated with developer, lenders and Government to acquire land and the development rights
- Adjacent stalled projects provide synergistic expansion opportunities

Design excellence

- Certified LEED Platinum rated building as per USGBC
- Designed by Gensler (UK) and Esteva i Esteva (Spain)
- Artwork by renowned South African artist Angus Van Zyl Taylor

Construction expertise

- Started construction of Max Towers on distressed land parcel in 2017
- Executed construction of Max Towers in a record duration
- Launched Tower for occupation and leasing in April 2019

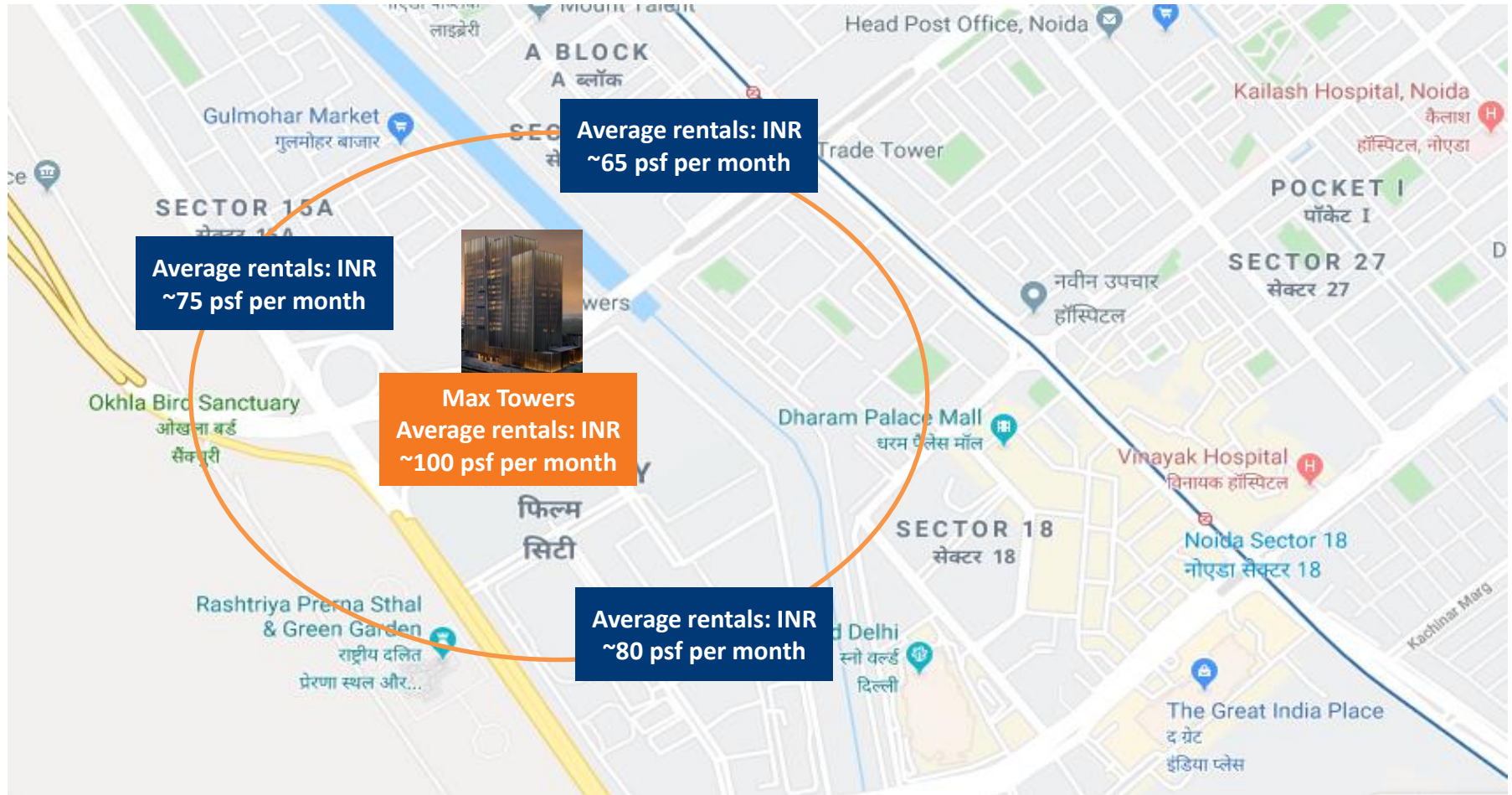
Leasing

- Occupied by top brands such as Regus, Delphix, Udacity, Kama Ayurveda, Khaitan and Co., L'Opera, Crossword among others
- Leased 70%+ of the overall available leasable area at 25-30% premium to micro-market rentals



Actual Image

Max Towers – showing capability to command premium rental



Max Towers commands significant premium in rentals compared to adjacent properties

Non Exhaustive



International advanced media solutions company



Full service co-working multinational part of the IWG Group



US-based award winning database management company



Amongst the largest full service Indian Legal firms



US-based education technology company



An India based Energy trading firm



French transnational corporate specializing in environmental engineering



Luxury wellness cosmetics company



A large Indian private sector bank Headquartered in Mumbai



The most sustainable coffee brand in the world¹



A high-end, authentic pastry, bakery house and Salon de Thé, specializing in French products¹



A large Indian chain of bookstores¹

Identification of lucrative opportunities

- Proposed to redevelop a building in the heart of Delhi
- Location advantage - Well connected to other business districts in the NCR
- Construction in two phases – Phase I (Block A) and Phase II (Block C&D)

Design excellence

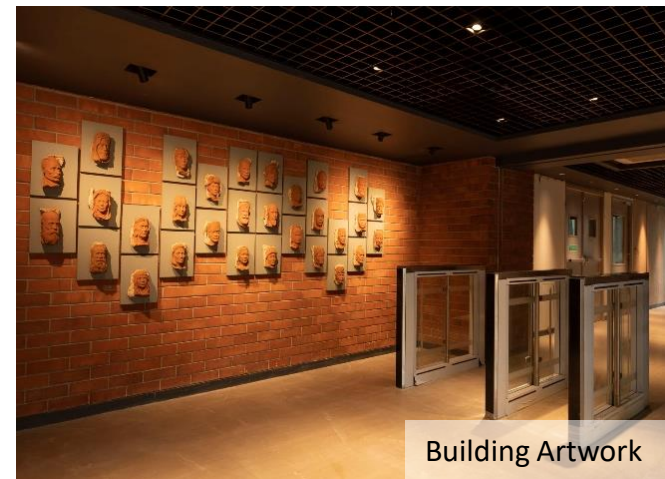
- Façade made of terracotta bricks showcasing the rich industrial history of Okhla
- Materials used such that they maintain the highest sustainability standards

Construction execution (Current Status)

- Construction based on LEED Gold specifications
- Completion Certificate for Phase I (Block A) received. The project has been launched for leasing
- Construction for Phase II (Block C&D) targeted to commence in Q4 FY21

Leasing

- Currently evoking strong interest from multiple prospective tenants



Max House completed in record time despite lock down & NGT ban

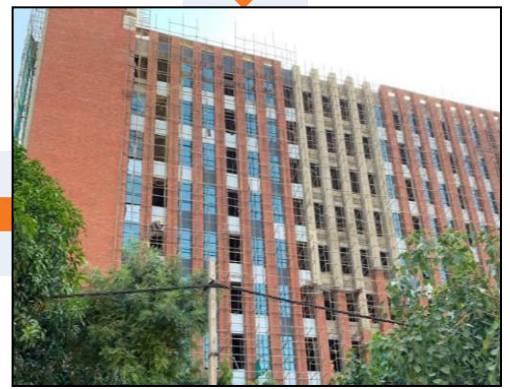
November 2018
Existing building demolished;
construction started



June 2019
Structure completed upto L6



September 2019
Structure completed



May 2020
Façade & Services installation



June 2020
Glass Façade Completed



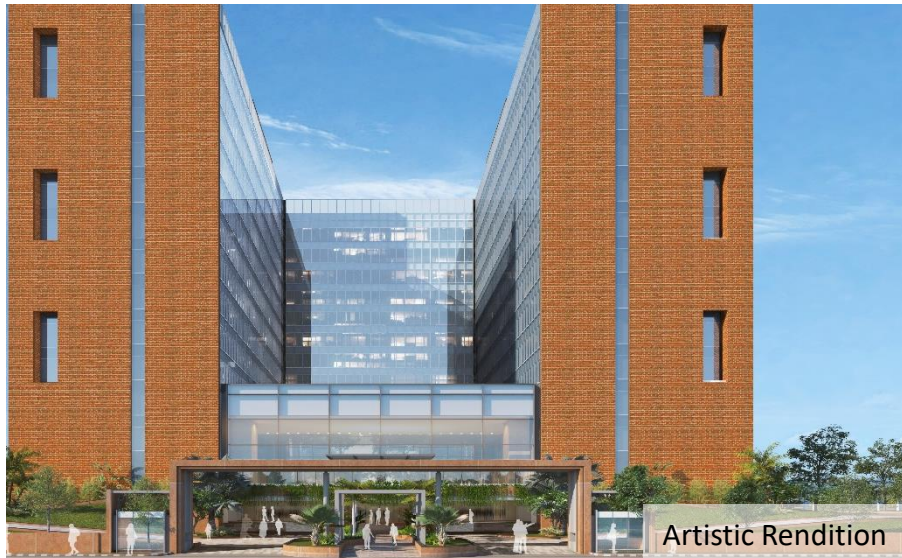
August 2020
Construction Completed

Phase 1 of the Max House has received **'completion certificate'** and launched for leasing

Asset summary

Snapshot of asset

Location	Sector 129, Noida
Asset type	'Commercial' land parcel
Asset stage	Land – to be developed
Land area / Plot size	2.6 acres (~ 113,000 sq ft)
Project Cost ³	~INR 4,000 Mn
SBU Area / Leasable	~700,000 sq ft
	Office - ~645,000 sq ft
	Retail - ~55,000 sq ft
Timelines	Construction to be completed in Q4 FY23



Investment highlights

1

Located on the Noida Expressway, a core office market

- Expressway accounts for 50% of the total absorption of Noida
- Numerous office complexes along the expressway – e.g., Candor infospace, Advant Business Park, Windsor IT park, Prius Universal, Oxygen SEZ
- High occupancy along the expressway of high rent yielding, developer owned supply of ~87% vs ~62%¹ for strata sold offices

2

Expected supply is largely strata sold (high vacancy)

- ~57%¹ of the upcoming developments in the region are strata sold and only 52% has high probability of completion
- Good opportunity to capture tenants who prefer Grade A developer owned buildings

3

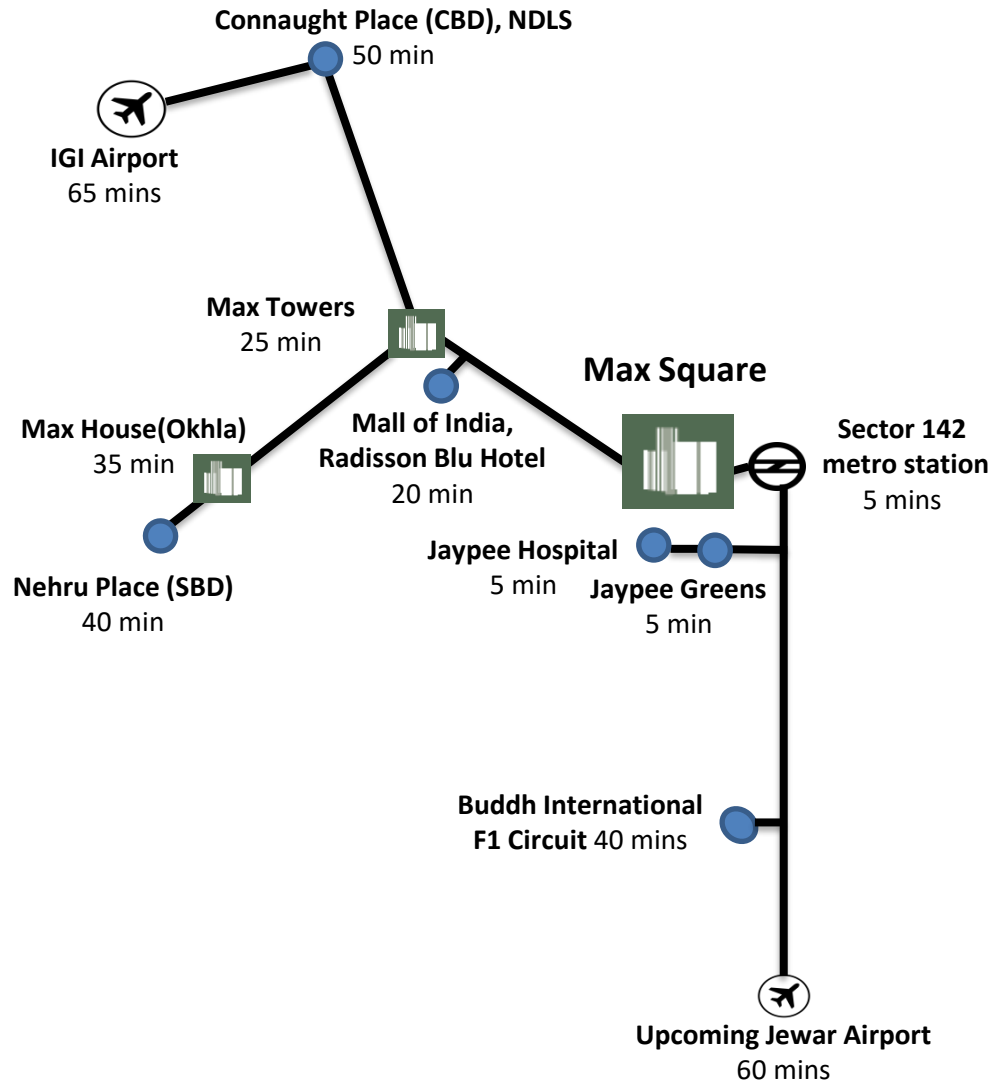
~15-20%² premium can be unlocked through addressing customer pain points

- Access to good quality F&B spaces
- Variety and quality of amenities including Gym, Creche, Auditoriums etc.

1,2 Management research and analysis

3 All inclusive - Land, Stamp Duty, Construction Cost and Interest during construction

Max Square is well connected to key destinations in NCR



Key Places in NCR	Distance (in km)	Travel Time ¹
IGI Airport	35	65 min
NDLS Station	26	50 mins
Sector 142 metro station	3	5 mins
Jewar Airport (upcoming)	60	60 mins
Max Towers, Noida	12	25 mins
Mall of India	10	20 mins
Central Business District (CBD)	25	50 mins
Max House, Okhla	18	35 mins
Secondary Business District (SBD)	20	40 mins
Buddh International F1 Circuit	24	40 mins
Sector 150, Noida	14	25 mins

Max Square Location coordinates: 28°30'33.2"N 77°23'08.9"E

1. Driving distance in minutes (non-peak hours)

Max Square



Design & Development

- Completed Concept Design
- Completed Schematic Design (Materials / finishes in progress)
- Detailed designing done for Architecture, structure, ME and Façade
- Issue of GFC¹ for Architectural and Structure work has started

Statutory Approvals

- Building Plan approval received
- Fire NOC received
- AAI Approval received
- Environmental NOC received
- Mining approval received

Project Execution

- Pre-construction work has been completed
- Consultants have been appointed
- Excavation and shoring work to commence in Q3 FY21



Founded in 1845, New York Life is a Financial Services Company and the largest mutual life insurer¹ in the U.S



History

2001 - Partnered with Max group to form Max New York Life Insurance Company Limited with 26% ownership, which subsequently got sold to Mitsui Sumitomo Insurance in 2012

2017 – New York Life invested ~INR 2.2 Bn and currently owns a ~23% stake in Max Ventures & Industries Ltd.

RE Partnership

New York Life has invested **~INR 857 Mn for a 49%** equity stake in the Max Square project; Of this INR 686 Mn has already been received





Project Brief

- Spread across 5 acres, 222 Rajpur is a luxury residential gated community offering a limited inventory of 22 bespoke residences.
- Project offers high-design residences abutting the Malsi Reserve Forest and oriented to panoramic views of the Mussoorie Hills.
- 222 Rajpur offers a calm and soulful retreat on the most exclusive residential location in Dehradun.



Current Status

- Completed the project before time and within budget
- **2 villas sold in Q2 FY21**; 16 out of 22 Villas sold as of FY21
- Possession / Handover for all sold units completed

Max Estates



Developer of the Year (Commercial) – ET Now Real Estates Awards' 20

Max Towers



- Ultra Luxury Project of the Year (Commercial) – ET Now Stars of the Industry Awards
- Luxury Project Of The Year (Commercial) – DNA Real Estate & Infrastructure Awards
- Most Environment Friendly Space (Realty+ Conclave and Excellence Awards)

222 Rajpur



Villa project of the Year- Realty+ excellence awards North 2019

Business development initiatives: building awareness

Blogs



Renting vs. Coworking—What is a better choice?...

India has embarked on the journey of becoming a digital nation with a self-sufficient start-up cultu...

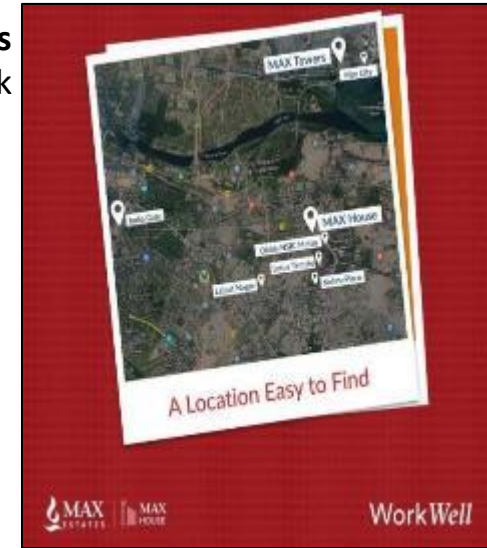
[Read More](#)

Thought Leadership Blogs

Max House Website

Social Media Posts

Facebook



Building Awareness

Facebook



Client Testimonials

Facebook

WhatsApp Promotions

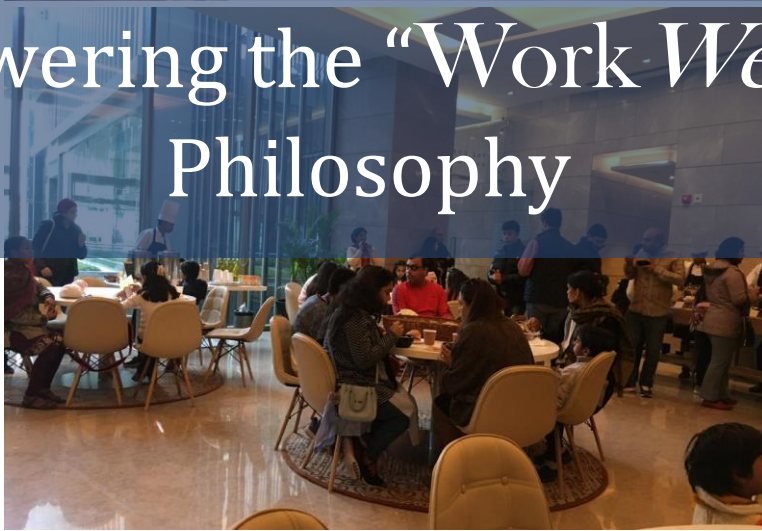
WhatsApp Blasts



To visit Max Towers virtually, please [Click Here](#)
To visit Max House virtually, please [Click Here](#)



Max Asset Services
Powering the “Work Well”
Philosophy



Facility Management

Optimizing building operational services

- MAS manages end-to-end operations of commercial office real estate assets
- MAS leverages various technological tools such as mobile app, video analytics, visitor management etc. which help in managing costs while delivering superior customer experience
- Operating expense for first year kept below budgeted levels

Tenant Experience through PULSE

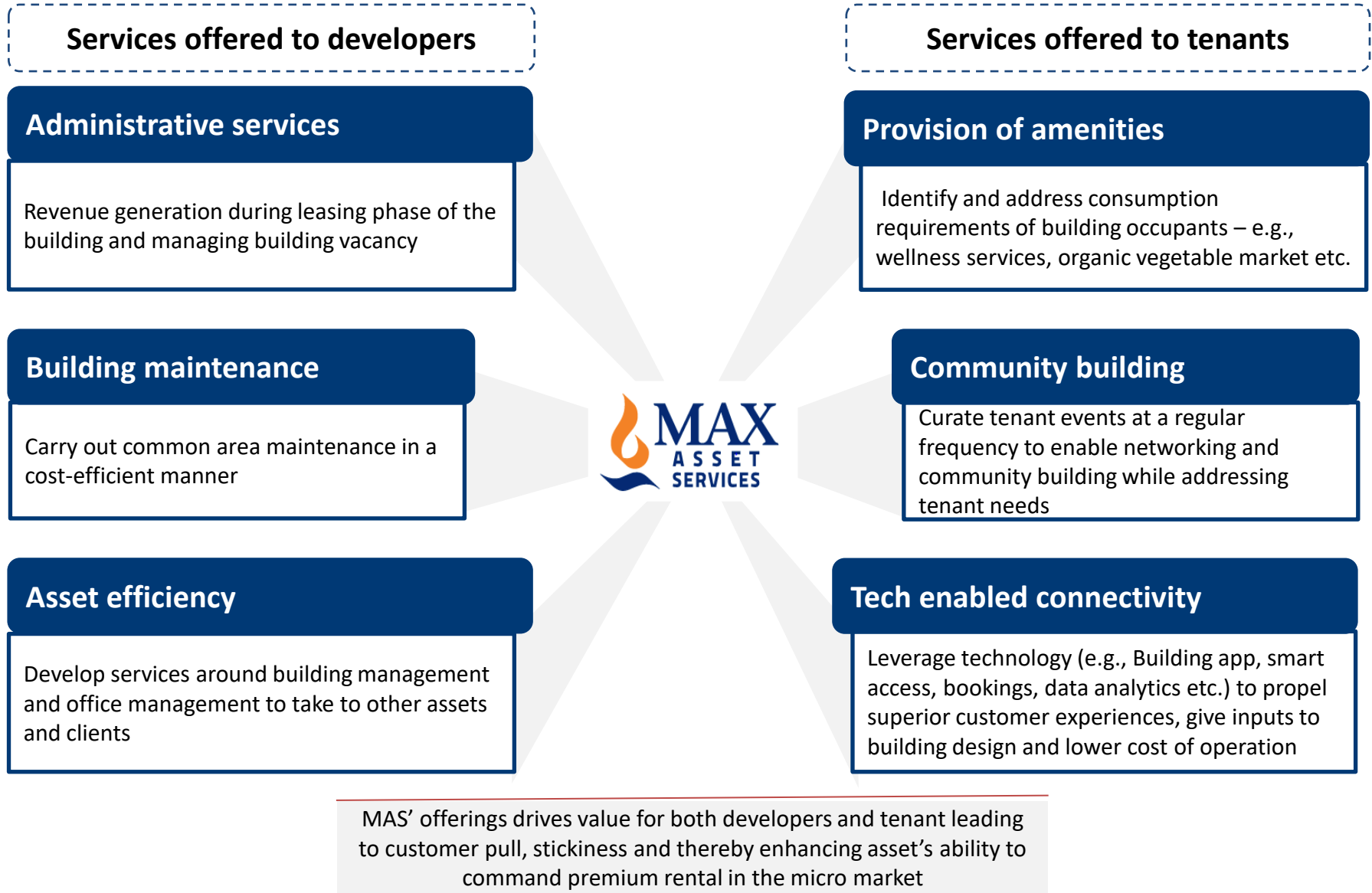
Bringing life to the building

- Brings life into buildings by implementing work well philosophy under PULSE which focuses on bringing life into building by adding amenities and curating events for tenants
- MAS is currently operating PULSE at Max Towers and has managed 80+ events; Pivoted to on-line events during COVID led lock down
- Public figures such as Devdutt Patnaik, Nikhil Chopra, Shashi Tharoor & Shovana Narayana (Padma Shri) have been a part of PULSE events

Distributed Workspace

Enterprise space simplified

- MAS provides end-to-end managed office service including but not limited to lease, fit-out design & implementation and operations of pantry, housekeeping, IT services etc.
- MAS' second managed office project delivered to a Fortune 500 Company
- Current focus is on strengthening partnerships with design firms, brokerage firms and direct reach out to large occupier



Project delivered in record time in spite of lockdown restrictions for a fortune 500 company



Meeting Area



Lounge Area

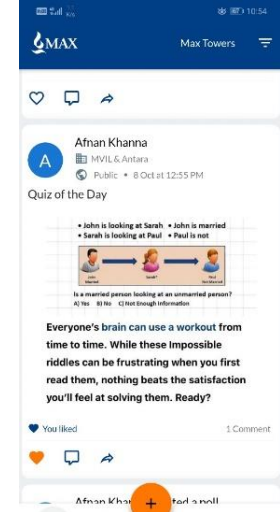
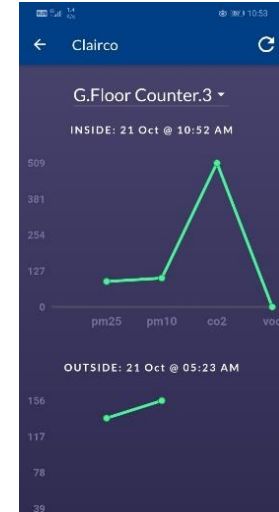
Pulse



Focusing on wellbeing of office occupiers

- Biophilia
- Pantry services
- Cafeteria
- Food pop ups
- Air quality Guarantee
- Engineering Support
- Farmers market
- Valet & on-site Parking
- Lounge Area
- House-Keeping
- Spatial analytics
- Wellbeing

Max Towers: App and Auditorium



Max Speciality Films, Executing Value Led Strategy





Health and Safety Awards

- Received the prestigious Golden Peacock Award for Health and Safety



5 India Star Awards

1. SL7 - Innovative High Barrier Sandwich Film to replace Aluminium Foil
2. SL3 – Metallized BOPP of Sandwich Lamination application as replacement of Metallized Polyester
3. IML - New Film for UV Printing Without Primer
4. HROB - Film for Noodle Overwrap
5. BOPE film



Award for continuous improvement

- Received the prestigious CII Kaizen award for continuous improvement



Sustainability

- SL7 finalist for “Sustainability Awards 2020” by Packaging Europe



- 5 BOPP lines
- 2 Chemical Coating lines
- 4 Metallizer lines + 2 ordered
- 3 Extrusion Coating lines
- DSIR certified World-class R&D Center

STATE OF ART

SIZE AND SPREAD



TURNOVER

+ INR 10,000 Mn



CAPACITY

72 KTPA



MARKETING OFFICES

Delhi NCR, Mumbai



PRESENCE

Global Footprint



EMPLOYEES

+600



Volume distribution

Domestic – 75%, Exports – 25%



Wide Customer Base

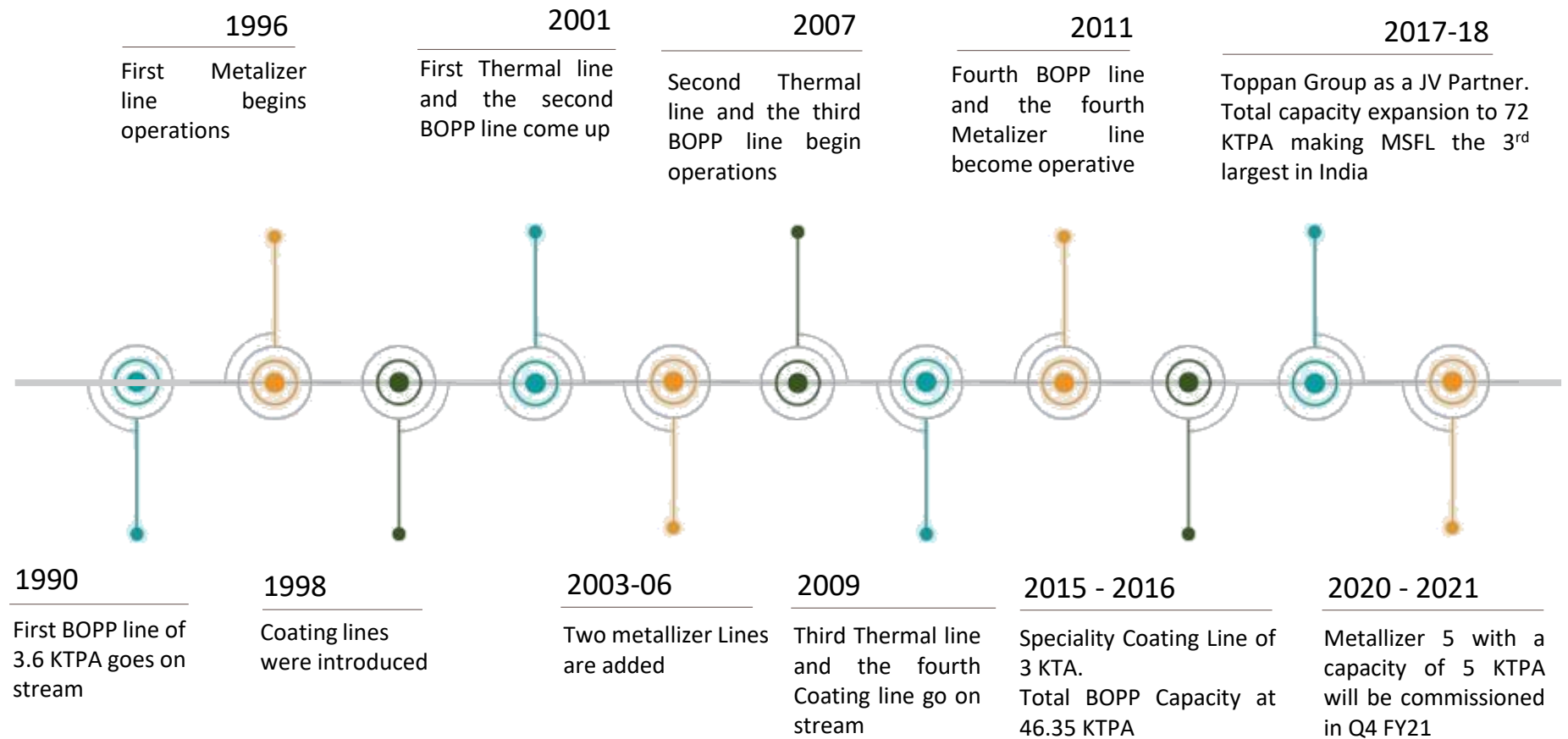
Brands, converters, distributors



Volume distribution

Speciality¹ - 40-50%,
Commodity – 50-60%

Business has evolved over 3 decades



*Board approval received for Metallizer 6, to be commissioned in Q3 FY22

Packaging Films



- BOPP films offer advantages like post-harvest conservation, nutrient preservation, damage free distribution, shelf appeal
- Caters to segments like foods, confectionery, non- food fast moving consumer goods (FMCG) or industrial goods
- **Product Range:**
 - ✓ Promax (Standard Range)
 - ✓ Maximus (Value Added Products)

Label Films



- The films add shelf appeal and offer cost advantage in the labeling of bottles, jars and other packaging containers
- **Product Range:**
 - ✓ Wrap Around (For labelling of beverage containers)
 - ✓ In-mould (Suitable for injection-moulded cups, tubs and other similar containers)
 - ✓ Pressure Sensitive (For contoured and squeezable containers)

Graphic Lamination Films



- Thermal lamination films made specifically for graphic lamination application – from magazine covers to displays
- **Product Range:**
 - ✓ Elite (Valued Added Products)
 - ✓ Classic/Traditional Products

Business overview

Q2 FY21: Better demand supply balance

- Strong demand and product pricing
- Added new speciality products and retained pricing on speciality
- Continued focus on cost control and product mix
- Strong offtake of recyclability related products by brands
- Improved operating efficiency and utilization across all lines





Favourable demand supply equation: With balanced demand & supply factors and stable realisations, business is expected to stay resilient with healthy profitability. As this falls under essential services, the business is doing well despite COVID pandemic



Recyclability: Increasing momentum to shift to Mono-family laminate (Pet and Aluminum replacement)



Shift in consumer preference: Growing demand for frozen foods, faster pace of life, awareness on hygiene, food safety and packaging and increasing penetration of e-commerce further accelerated by COVID crisis



Long term growth prospect of India: Indian economy is expected to recover starting H2 FY21 with mid to long term prospects further strengthened with opportunities triggered by disruption in global supply chain



Headwinds



Mitigants by MSFL



Operational challenges due to COVID

Stringent monitoring at management level for proactive business challenge resolution
Extensive focus on people safety



Absence of central plastic regulations

Any regulation could potentially benefit BOPP. MSFL remains engaged with brands, industry at state and central level

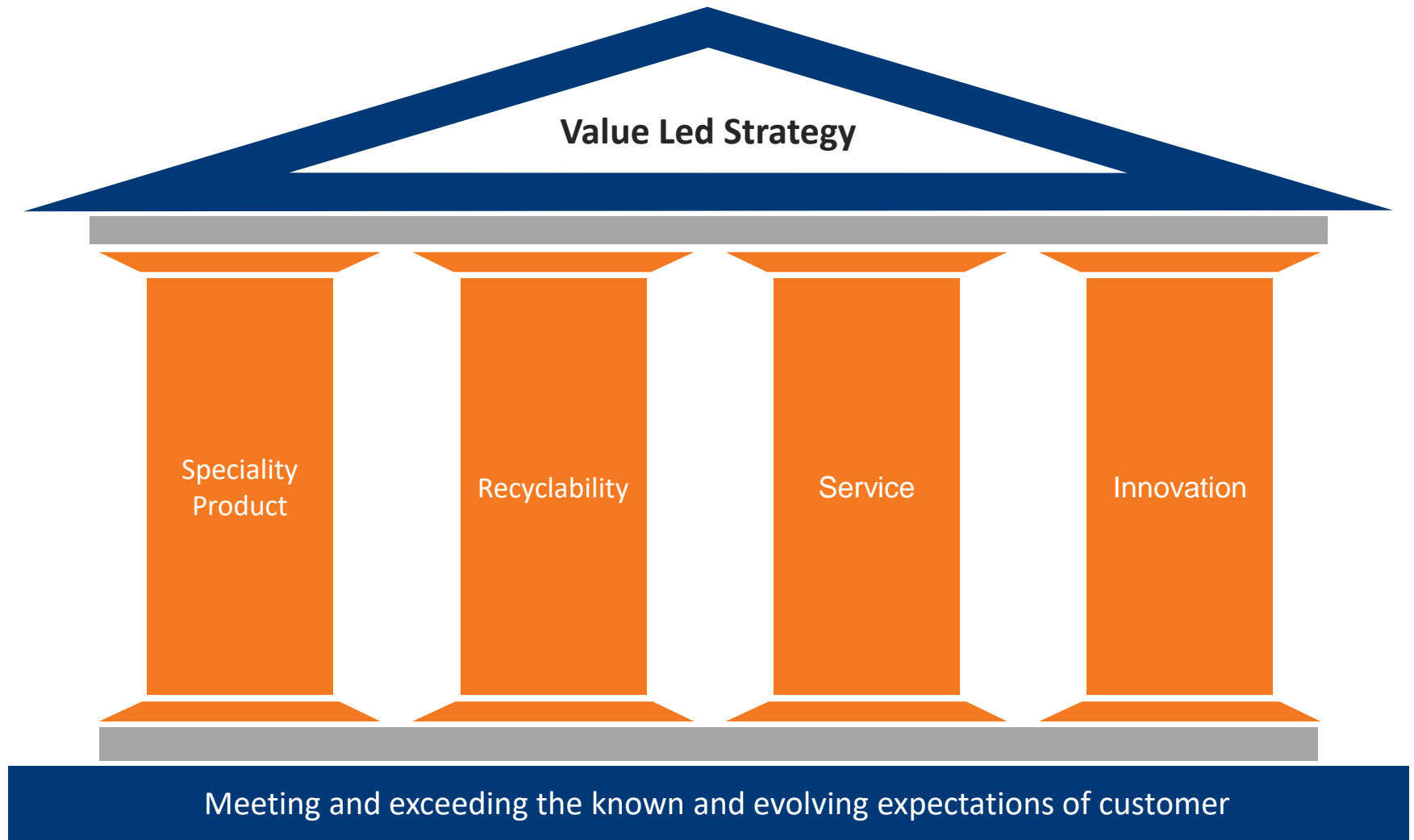


Price volatility of domestic commodity market

Involvement with more organized players, Raw Material (RM) linked contracts, export pipeline, product mix, customer relationships

Raw material price volatility

Hedging through RM linked pricing contracts, balanced import - domestic PP offtake, reducing virgin PP consumption



Speciality product

Q2 FY21 highlights:

- Speciality sale at 40-50% by volume
- Metallized film orders exceeding capacity

Plan going forward:

- Increase speciality sales to 50-60% by volume
- Focusing on product road map and Toppan synergy
- Adding 2 new Metallizers for speciality
- Improve Thermal asset utilization

Recyclability

Q2 FY21 highlights:

- Developed UHB products for AI and PET replacement
- Starting commercial sales of recyclable products

Plan going forward:

- Increasing recyclable product volume



Value Led Strategy



Service

Q2 FY21 highlights:

- Ongoing supply chain integration

Plan going forward:

- Improving timeliness in supply chain

Innovation

Q2 FY21 highlights:

- Launched innovation in all aspects of business
- Aligned team and created MSFL approach

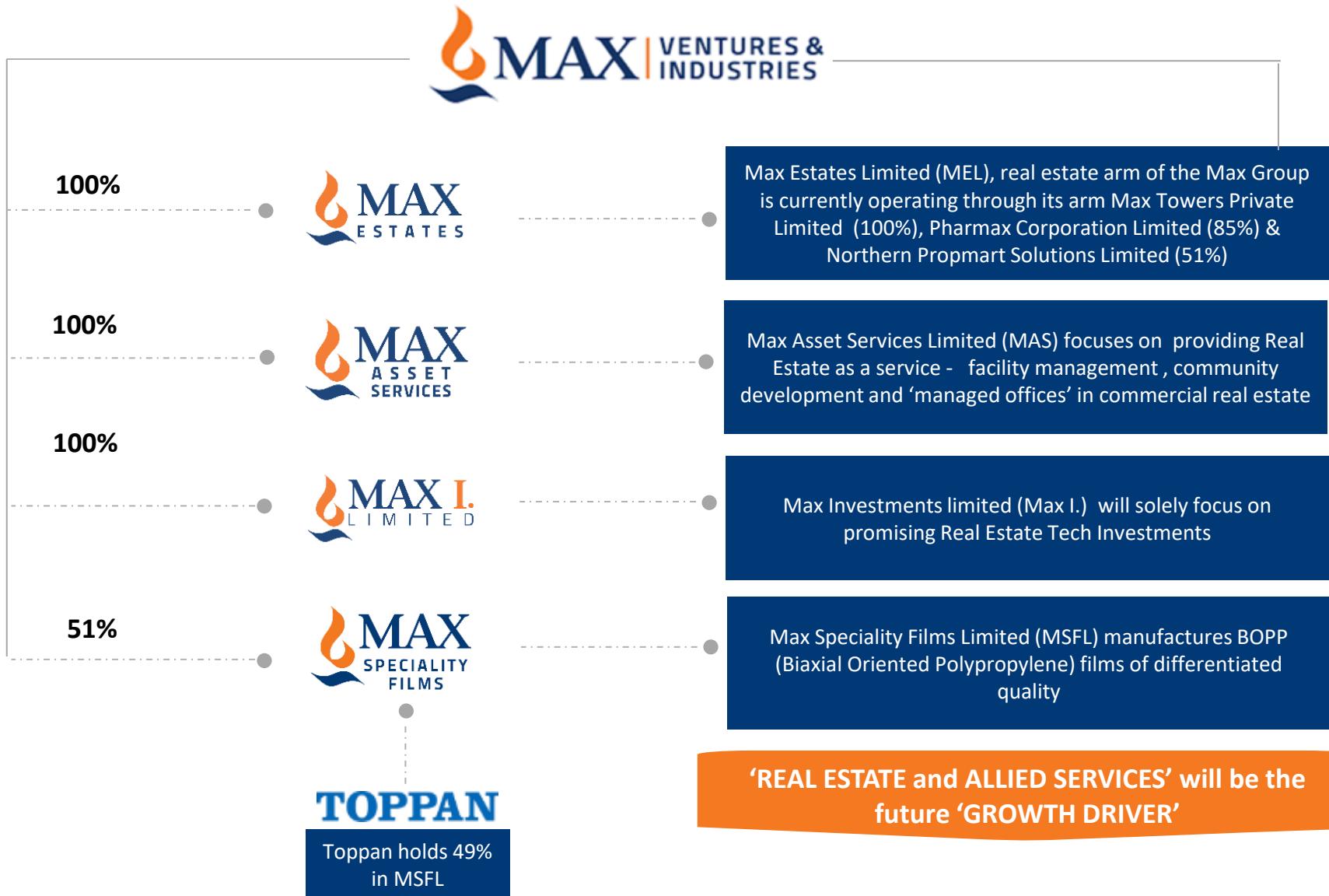
Plan going forward:

- Re-establishing growth expectations
- Training and projects execution



MaxVIL Structure & Background





“To be the most preferred brand in providing Real Estate solutions at scale over the next decade”



- In foreseeable future, focus on development of Grade A commercial Real Estate (CRE) in NCR, which is one of the top 3 CRE markets in India with 8-10 mn square feet of annual gross absorption
- Committed to bring trust and credibility with the brand of “Max” in a market where most of the existing payers have churned out and consumer trust on RE sector is at historic low
- Projects designed to address the “future of workspace”
- Blend thoughtful design, environment friendliness and superior hospitality to create an environment, which integrates work and life, nurturing a more productive, healthier and happier community
- Project team in MEL has executed 5 mn sq ft of landmark projects in past across the commercial, residential, hospitality, institutional, senior living and manufacturing for the Max Group



MAS & Max I. to support MEL in becoming the most preferred brand in providing ‘Real Estate solutions’ at scale over the next decade



- A new vertical focusing on providing services such as building operations management, as well as managed offices for enterprises
- Aims to bring the hospitality and community building aspects to commercial Real Estate space
- Build insights, products & capabilities around “future of workplace” relevant to the Indian context



- Max I. is aimed at exploring opportunities in Real Estate tech enabled businesses
- Targeting businesses that will enable MaxVIL to improve revenue, reduce operational costs and enhance tenant experience
- With an aim to create an ecosystem for RE Tech companies and build a track record of investments in RE Tech

2016

- De-merger of Max India Limited into:
Max Financial Services Limited, Max India Limited and Max Ventures and Industries Limited
- Listing on BSE and the NSE
- MaxVIL has single business MSFL with BOPP capacity of 46.35 KTPA¹. Intends to explore 'Wider World of Business.'

2018

- MSFL's total capacity expands to 80.85 KTPA¹ making us the 3rd largest in India
- MaxVIL Rights issue of ~INR 4,500 Mn successfully completed with oversubscription from New Anchor investors

2020

- NYL co-invested in MEL for Max Square on Noida Expressway project investing INR 857 Mn for 49% equity stake
- Phase 1, Max House Okhla, received Completion Certificate, launched for leasing in Q3FY21
- Delivered second managed office space under Max Asset Services
- Construction for Max Square began in Q3 FY21

2017

- Toppan brought on board as a JV Partner in Max Speciality Films to support the expansion of BOPP business
- Preferential allotment to New York Life - ~23% in Max Ventures
- Acquisition of Max Towers, from BPPL, a 3C Group company
- Part stake sale in Nykaa with 100% return

2019

- Max Towers completes, starts leasing
- Started construction of Max House Okhla Phase 1
- Launch of Max Asset Services – a vertical that focuses on asset management for Real Estate
- Signed an agreement to transfer leasehold rights in a land parcel at Noida – Sector 129

International Investor & Industry statesman

- Chairman of Max Financial Services, Max India and MaxVIL
- Former Member Prime Minister’s India – UK CEO Forum
- Former Member Prime Minister’s India - US CEO forum
- Former Chairman, Vodafone India and Board Member, Tata Global Beverages
- Board Member at Sofina NY/SA -Belgium
- Former Honorary Consul General of the Republic of San Marino in India
- Investments in South African hospitality & vineyards

Continues to lead from the front....

International felicitations



Patron of education and philanthropy

1.2 Mn
Underprivileged lives benefitted from Mr. Analjit Singh chaired, Max India Foundation

ISB BOSTON UNIVERSITY
One of the Founder Sponsors of ISB

Former Chairman, IIT Roorkee Premier Indian Education Institute



Highly experienced and versatile Board of Directors providing strong and secure foundation



Analjit Singh

Chairman

- Founder and Chairman of The Max Group
- Felicitated with Padma Bhushan, India's 3rd highest civilian award



Mohit Talwar

**Vice
Chairman**

- Vice Chairman, Max Group and Managing Director of Max Financial Services and Max India
- Seasoned professional with 25 years of experience in Corporate Finance and Investment Banking



Arthur Seter

Director

- Part-time consultant and advisor to New York Life. Till July 31, 2020 he was the Senior Vice President, Deputy Chief Investment Offices and Chief Derivatives Officer of NYL
- CFA charter holder



Niten Malhan

**Independent
Director**

- Founder and managing partner of an investment manager, New Mark Advisors
- Former Managing Director and India lead of Warburg Pincus; 15+ years of experience in private equity and consulting



D. K. Mittal

**Independent
Director**

- Former Indian Administrative Service (IAS) officer from the batch of 1977
- Served Govt. of India as Secretary-Department of Financial Services; Ministry of Corporate Affairs



**Gauri
Padmanabhan**

**Independent
Director**

- Global Partner, leads Consumer Markets Practices for Heidrick & Struggles in India
- Key person in establishing Heidrick & Struggles' India business



K.N. Murthy

**Independent
Director**

- 30+ years of experience in Cost & Management Accountancy
- Serving on the boards of ONGC, NELCO, LIC housing, STCI, Infiniti Retail, APSFC, Max Bupa, NABARD & NSE

Dedicated and experienced leadership team with professional management



Sahil Vachani
Managing
Director & CEO -
MaxVIL

- Responsible for overall strategic vision, direction and growth of the company
- Prior experience in investment banking with Citigroup & business building in consumer electronics with Dixon Technologies and Dixon appliances



KS
Ramsinghane
Senior Advisor –
MEL

- 45+ years of experience; 9 yrs. with Max Health Care as Exec. Director – Commercial & Infrastructure plus 11 yrs as CEO/MD of business units
- Business Management ,project engineering & management experience including 10 greenfield projects



Nitin Kumar
CFO - MaxVIL

- Chartered accountant and the Max group veteran with experience across key leadership & strategic positions
- 18+ years of experience across hospitality and real estate



Rishi Raj
Chief Business
Development
Officer - MaxVIL

- Ex-COO, Centre of Expertise for Strategy & Corporate Finance at McKinsey & Co. ; Ex head of group strategy for Max Group
- 20+ years of experience in research, analytics, consulting and corporate strategy across sectors; MBA in Finance



Ramneek Jain
CEO – MSFL

- 23+ years of work experience in India and USA across various functions such as purchase, marketing, operations, quality, strategy, general management
- Engineer with an MBA in International Business, USA; MS in Strategy & Planning; Executive Education from MIT Boston



Rajendra Singh
Heads – Project -
MEL

- 25 years of experience in Project Management and Construction; prior experience in Xander Group, DLF, M3M, BPTP, Unitech
- Civil Engineer with Post Graduate Diploma in Business Management from FORE School of Management



Rohit Rajput
CEO – MAS

- A Citi Banker and entrepreneur with a cumulative 19+ years of experience with a prior role as a senior principal at Hay Group
- Engineering graduate with an MBA in finance, from MDI Gurugram



Saket Gupta
Company Secretary
MaxVIL

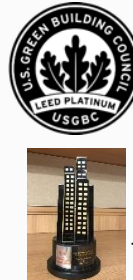
- Experienced compliance professional with 13 years of experience at Jubilant FoodWorks, GE power and Max.
- Company Secretary, Law graduate

ESG (Environmental, Social and Governance) oriented investing has experienced a meteoric rise – **global sustainable investment now tops USD 30 trillion¹**, up 68 percent since 2014 and tenfold since 2004

ESG Description²

Illustrative examples from MaxVIL portfolio

E, environmental criteria, includes the energy the company takes in and the waste it discharges, the resources it needs, and the consequences for living beings as a result.



LEED certification the most widely used and globally recognized symbol of sustainability achievement

Most environment friendly commercial space



ISO Certification – EMS³

S, social criteria, addresses the relationships the company has and the reputation it fosters with people and institutions in the communities where you do business.



CSR Arm of the group working with underprivileged since 2008 and touched lives of 3.4 Mn people

- Max Group launched the #StayHomeIndia public campaign and promised to donate INR 500 for each pledge towards COVID relief related efforts
- Max India Foundation has contributed relief funding to NGOs and Social Support Groups such as Feeding India, HelpAge India, Jamghat, United Sikhs, Adhikar Foundation, Gurdwara Sri Guru Singh Sabha, etc. to provide cooked food, dry rations & sanitisation kits to the needy communities.

G, governance, is the internal system of practices, controls, and procedures the company adopts in order to govern itself, make effective decisions, comply with the law, and meet the needs of external stakeholders.

- MaxVIL has a well established governance mechanism and its board of directors include acclaimed domain experts.
- The roles of shareholders, board and management are clearly defined which enables transparency and risk management while at the same time ensuring operational freedom to the leadership team.

1. Global sustainable investment review 2018, Global sustainable investment alliance 2018, gsi-alliance.org
 2. McKinsey Quarterly Article – Five Ways that ESG creates value, November 2019 article
 3. Environment management system

Contact Us

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