

Max Ventures & Industries Limited (MaxVIL)

Business Highlights - 2020

Max Ventures & Industries Limited (MaxVIL), a part of India's leading multi-business conglomerate, Max Group, operates across two core businesses of Real Estate and Specialty Packaging Films through its subsidiary companies – Max Estates Limited, Max Asset Services Limited, Max I. & Max Speciality Films Limited



Max Estates Limited (MEL), real estate arm of the Max Group focuses on development of Grade A Commercial Real Estate in Delhi- NCR



Max Towers, Noida

- Total Leased area stands at **~3.9 Lk Sq. Ft.** of the net available leasable area of **~5.5 Lk Sq. Ft.**
- Signed marquee tenants like **Yes bank and IEX** in 2020.
- Max Towers earns a **significant rental premium** as compared to its micro-market on the back of its high quality development and services.
- Strong interest by corporates for leasing, expect the office space to be fully leased out by FY21.



Max House, Okhla

- Max House Phase 1 completed within the expected schedule inspite of Covid-led lockdowns.
- **1.05 Lk Sq. Ft.** Project has already been launched for leasing and expected to attract reputed corporate tenants.
- Max House Phase 2 construction is expected to commence in **Q4FY21.**
- Max House is the **only Grade A+ office** space development in the area.



Artist Impression

Max Square, Noida

- Max Square will be a **~0.7 Mn Sq. Ft.** Grade A commercial project located in Sector 129, Noida with New York Life as a 49% Investment Partner.
- All statutory approvals for the project has been received in a record time of 5 months despite of Covid led lockdowns.
- The construction of the Project has begun in **Q3FY21** & is expected to be completed by **Q4FY23.**
- The total cost development is expected to be **~Rs. 400 Crs.** for which the **financial closure has been achieved.**



New Growth Opportunities

- Max Estates is also under the process to acquire a mixed use project named as **'Delhi One'** under IBC process.
- The NCLT hearing post COVID led lockdown has restarted and is progressing well.
- Max Estates is actively evaluating projects at **Gurugram** as well and hopes to close one of the deals.
- Large future developments will be undertaken in partnership with **large domestic & institutional investors.**

MaxVIL – Business Highlights - 2020



Max Asset Services (MAS)

- MAS focuses on providing services such as building operations management, as well as managed offices for enterprises.
- Provided facility management services to 3 clients, property management services to 15 offices and managed offices for 2 clients in 2020.**
- Company continues to add clients as MEL's projects gets commenced and leased out.
- MAS plans to provide services to **3rd party projects** in the future.



Max I.

- Max I. focuses on synergistic investment opportunities with real estate businesses through **"Maxcelerate"**, an ecosystem for real estate technology startups.
- Max I. successfully exited Nykaa in 2020 in multiple transactions, last being in October-2020 with total exit value of **Rs. 821 Mn**, a return of **4.7x on original Investment of Rs. 175 Mn.**
- Investment in Azure Hospitality had a mark down in valuation which is expected to recover as business normalises.



Max Speciality Films Limited (MSFL)

- MSFL manufactures a vast range of **BOPP films** across a wide field of applications: graphic art, labelling, flexible packaging for processed foods, confectionery, non-food fast moving consumer goods (FMCG) and industrial goods.
- MSFL witnessed a **strong turnaround** in the business in 2020 on the back of enhanced demand for BOPP Films and stable supply, improved realisations, stable raw material prices and better product mix.
- MSFL's focus to enhance the specialty output has further led to strong profitability in MSFL business as EBIT in H1FY21 increased by more than **175% YoY to Rs. 801 Mn** as compared to Rs. 290 Mn in H1FY20; EBIT Margins expanded by **950 bps YoY to 15.5%** in H1FY21. Company is underway to install 2 metallizer lines at a total capex of **Rs. 60 Crs.** which would further enable the company to enhance its specialty/value added output.
- Government's focus to reduce usage of single use plastic to benefit MSFL as it has the capability to produce recyclable films. **MSFL supports the idea of sustainability and recyclability in packaging materials.**

MaxVIL - Financial Performance on a Positive Trajectory

Rs. Crs.	Revenue	EBITDA	EBITDA %	PBT
H1FY21	548	99	18.1%	54
FY20	1,382	167	12.1%	67

Outlook

- ✓ Strong commercial leasing traction expected as nation moves past the covid crisis and occupiers start re-assessing their office space requirements
- ✓ MSFL is expected to continue the strong performance in coming times on the back of sustained demand, improved realisations, rising preference for packaged foods and better demand-supply balance