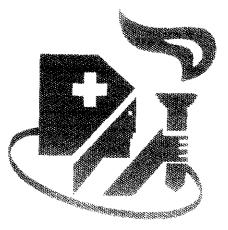
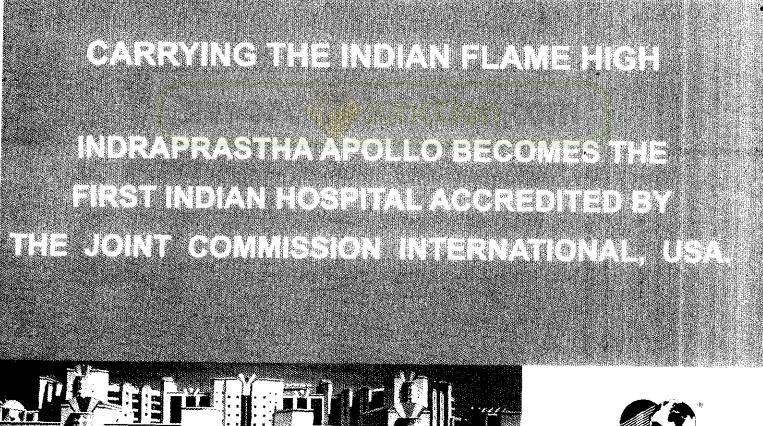
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17th Annual Report 2004 - 2005

Indraprastha Medical Corporation Limited



# **BOARD OF DIRECTORS**

Shri S. Regunathan (Chairman)

Dr. Prathap C. Reddy (Vice Chairman)

Ms. Anne Marie Moncure (Managing Director)

Shri Anil Thadani Dr. B. Venkataraman Shri Deepak Vaidya (Alternate to Shri Anil Thadani) Ms. Renu S. Karnad Shri S. P. Aggarwal Ms. Suneeta Reddy Lt. Gen. Vijay Lall, PVSM, AVSM, ADC (Retd.) Shri V. Rajagopala Reddy

#### SENIOR GENERAL MANAGER CUM COMPANY SECRETARY

Shri A. K. Singhal

# REGISTERED OFFICE & HOSPITAL COMPLEX

Sarita Vihar, Delhi-Mathura Road, New Delhi - 110076

#### AUDITORS

M/s. S.C. Vasudeva & Co. Chartered Accountants New Delhi

#### BANKERS

Oriental Bank of Commerce UTI Bank Limited The Jammu & Kashmir Bank Limited

Place : New Delhi Date : 27<sup>th</sup> July, 2005

#### CONTENTS

# NOTICE

Notice is hereby given that the Seventeenth Annual General Meeting of Indraprastha Medical Corporation Limited will be held on Wednesday, 31<sup>st</sup> August, 2005 at 10.00 a.m. at FICCI Golden Jubilee Auditorium, Federation House, Tansen Marg, New Delhi – 110001, to transact the following business:

#### **ORDINARY BUSINESS**

- To receive, consider and adopt the Audited Balance Sheet as at 31<sup>st</sup> March, 2005 and the Profit & Loss Account for the year ended on that date together with the Report of Directors' and Auditors' thereon.
- 2. To declare dividend on shares.
- **3.** To elect a Director in place of Shri S.P.Aggarwal who retires by rotation and being eligible, offers himself for re-election.
- To consider and, if thought fit, to pass, with or without modifications, the following resolution as " Special Resolution":

"RESOLVED THAT pursuant to the provisions of Section 224A and other applicable provisions, if any, of the Companies Act, 1956, M/s. S. C. Vasudeva & Co., Chartered Accountants, be and is hereby appointed as Auditors of the Company to hold office from the conclusion of this Annual General Meeting of the Company until the conclusion of the next Annual General Meeting of the Company at a remuneration of Rs. 5.25 lacs plus out of pocket expenses."

#### SPECIAL BUSINESS

**5.** To consider and if thought fit, to pass with or without modification, the following as an Ordinary Resolution:

"RESOLVED THAT Ms. Suneeta Reddy be and is hereby appointed as Director of the Company, who shall be liable to retire by rotation."

**6.** To consider and if thought fit, to pass with or without modification, the following as an Ordinary Resolution:

"RESOLVED THAT Ms. Renu S. Karnad be and is hereby appointed as Director of the Company, who shall be liable to retire by rotation."  To consider and if thought fit, to pass with or without modification, the following as an Ordinary Resolution:

"RESOLVED THAT Shri V. Rajagopala Reddy be and is hereby appointed as Director of the Company, who shall be liable to retire by rotation."

8. To consider and if thought fit, to pass with or without modification, the following as a SPECIAL RESOLUTION:

"RESOLVED THAT all the Non-Executive Directors, including Independent Directors of the Company be paid a sitting fee for attending each meeting of the Board of Directors or a Committee thereof, as may be fixed by the Board of Directors, subject to such maximum sum as may be prescribed from time to time under the Companies Act, 1956 and / or any rules and regulations framed thereunder. "

## By order of the Board

#### for Indraprastha Medical Corporation Limited

Place: New Delhi	· A.K.SINGHAL
Date: 27th July, 2005	Senior General Manager-
	cum Company Secretary

# cum Company Secretary

#### NOTES:

- 1. The relevant Explanatory Statement pursuant to Section 173 (2) of the Companies Act, 1956 is annexed hereto.
- 2. A member entitled to attend and vote at the meeting is entitled to appoint a Proxy to attend and vote at the meeting instead of himself and the Proxy need not be a Member of the Company. The instrument appointing proxy, in order to be effective, must be deposited at the Registered Office of the Company at least 48 hours before the commencement of the meeting.
- 3. The Register of Members and Share Transfer Books of the Company shall remain closed from Monday, 22<sup>nd</sup> August, 2005 to Wednesday, 31<sup>st</sup> August, 2005 (both days inclusive).

2



- Dividend, if declared, will be paid to those members whose name stand registered on the Company's Register of Members:-
  - as Beneficial owners as per the Statement of Beneficial Ownership to be furnished by National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL) in respect of the shares held in electronic form and
  - b) as Members after giving effect to valid share transfers in physical form lodged with the Company before 22<sup>nd</sup> August, 2005.
- 5. a) To avoid the incidence of fraudulent encashment of the Dividend warrants, Members are requested to intimate the Company under the signature of the Sole/ First Joint holder, the following information, so that the Bank Account Number and Name and Address of the Bank can be printed on the Dividend Warrant:-
  - 1) Name of Sole/ First Joint Holder and Folio No.
  - 2) Particulars of Bank Account, viz.
    - i) Name of the Bank
    - ii) Name of Branch
    - iii) Complete address of the Bank with Pin Code Number
    - iv) Account Type, whether savings (SB) or Current Account (CA)
    - v) Bank Account Number allotted by the Bank.
  - b) Shareholders desirous of availing the facilities of Electronic Credit of Dividend are requested to submit ECS form duly filled in. ECS form can be obtained from the Registered Office of the Company.
  - c) Members who hold shares in the dematerialized form, want to change /

correct the bank account details should send the same immediately to the concerned Depository Participant. The Company will not entertain any direct request from members for deletion/change in the Bank Account details furnished by Depository Participants to the Company.

- 6. Non- Resident Shareholders are requested to inform immediately:-
  - a) The change in the residential status on return to India for permanent settlement and
  - b) The particulars of NRE Account with a Bank in India, if not furnished earlier
- Members who have not encashed the dividend warrant (s), so far for the financial year ended 31<sup>st</sup> March, 2001, 31<sup>st</sup> March, 2002, 31<sup>st</sup> March, 2003 and 31<sup>st</sup> March, 2004 are requested to make their claim to the Secretarial department at the Registered Office of the Company.
- As per the provisions of the Companies Act, 1956, as amended, facility for making nominations is available to INDIVIDUALS holding shares in physical form. The Nomination can be made in Form- 2B, which can be obtained from the Registered Office of the Company.
- Members holding shares in physical form are requested to notify immediately the change in their address, if any, at the Registered Office of the Company.
- 10. Shareholders seeking any information with regard to accounts are requested to write to the Company at least seven days in advance so as to enable the Company to keep the information ready.
- 11. Members are requested to bring their copy of Annual Report and Attendance Slip duly filled at the meeting.

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#### INFORMATION REQUIRED TO BE FURNISHED IN PURSUANCE OF CLAUSE 49 OF THE LISTING AGREEMENT WITH STOCK EXCHANGES

The particulars of the Directors who are proposed to be appointed / reappointed are as given below:

NAME : SHRI S.P.AGGARWAL

Age: 57 years

Qualifications : IAS

**Expertise:** Sh. S.P.Aggarwal has an extensive experience in administration. He has been serving the Government of India and State Governments at varied positions and presently posted as Principal Secretary – Health & Family Welfare, Govt. of NCT of Delhi.

Outside Directorship : None

Membership of Committees of the Board of other Companies : None

Shareholding in the Company : Nil

NAME : MS. SUNEETA REDDY

Age: 46 years

**Qualifications :** Bachelor of Arts in Economics and Marketing, Diploma in Financial Management and completed the Owner/President Management Program at Harvard Business School.

**Expertise :** Ms. Suneeta Reddy is the Director Finance of Apollo Hospitals Enterprise Ltd. since May, 2000. Prior to this, She had served as the Joint Managing Director of Indian Hospitals Corporation Ltd.

#### **Outside Directorship:**

Apollo Sindoori Capital Investments Ltd. Apollo Sindoori Hotels Ltd. Apollo Hospitals Enterprise Ltd. (AHEL) Apollo Hospitals International Ltd. Apollo Mumbai Hospitals Ltd. PCR Investments Ltd. Apollo Health Street Ltd. (AHSL) Family Health Plan Ltd. Apollo Gleneagles Hospitals Ltd. Apollo Gleneagles PET-CT Ltd. The Lanka Hospitals Corporation Ltd. Universal Quality Services LLC. Apollo Hospitals (UK) Ltd. Apollo Infrastructure Project Finance Co. Ltd. Kalpatharu Infrastructure Development Co.Pvt.Ltd PDR Investments Pvt. Ltd. Sindya Aqua Minerale Pvt.Ltd. Kalpatharu Trading Co.Pvt.Ltd. FSM Labs Services Pvt.Ltd.

# Membership of Committees of the Board of other Companies :

Investor Grievance Committee (AHEL) – Member Audit Committee (AHSL) - Member

Shareholding in the Company: 1,38,293 shares

NAME : MS. RENU S KARNAD

Age: 53 years

Qualifications : LLB, Masters in Economics

**Expertise :** Ms. Renu S Karnad is the Executive Director of Housing Development Finance Corporation Ltd. (HDFC) She started her career in the Legal and Credit department at HDFC in 1978 and over the years has grown to become the head of the lending business in HDFC.

Currently, she is responsible for the All-India Lending operations of HDFC. This includes framing of policies and strategies relating to mortgage lending by HDFC, development of new retail products, expansion of branch network and other channels of distribution.

#### **Outside Directorship :**

Housing Development Finance Corporation Ltd HDFC Bank Ltd. HDFC Asset Management Co. Ltd. HDFC Chubb General Insurance Co. Ltd. HDFC Realty Ltd. GRUH Finance Ltd. Credit Information Bureau (India) Ltd. Feedback Ventures Ltd. Mother Dairy Fruit and Vegetables Ltd. ICI India Ltd. Ascendas Pte. Ltd. Egyptian Housing Finance Company, S.A.E. Home Loan Services India Pvt. Ltd. Intelenet Global Services Ltd. HDFC Venture Capital Ltd.

4



#### Membership of Committees of the Board of other Companies :

Audit Committee (HDFC CHUBB General Insurance Company Ltd.) - Member

Audit Committee (HDFC Asset Management Co. Ltd.) - Member

Remuneration and Nomination Committee (ICI India Ltd.) - Chairperson

Audit Committee (ICI India Ltd) - Member

Shareholding in the Company : Nil

#### NAME: SHRI V. RAJAGOPALA REDDY

Age: 66 years

**Qualifications :** LLB, Post-Graduate Diploma in Law from the University of London

**Expertise :** Sh. V. Rajagopala Reddy was the Government Pleader in the early years of his practice in the High Court of Andhra Pradesh and later he was the Advocate General of Andhra Pradesh. He was 1<sup>st</sup> Additional Solicitor General of India in the Supreme Court of India for over seven years. He is presently practicing as Senior Advocate in the Supreme Court of India.

Sh. Reddy was a member of Bar Council of India, Statutory body governing legal profession and legal education, for over ten years. During this tenure, he was Managing Trustee of the Bar Council of India for about four years and was Chairman, Bar Council of India during 1987-1990. He was actively associated with the setting up of National Law School of India University at Bangalore and continues to be a member of its Executive Council. He had represented the Indian Bar in many International Conferences. He is presently Vice-President of the Bar Association of India.

#### Outside Directorship : None

Membership of Committees of the Board of other Companies : None

#### Shareholding in the Company : Nil

#### EXPLANATORY STATEMENT PURSUANT TO SECTION 173(2) OF THE COMPANIES ACT, 1956 ITEM NO. 5, 6 & 7

The Board of Directors had appointed Ms. Suneeta Reddy, Ms. Renu S. Karnad and Shri V. Rajagopala Reddy as Additional Directors of the Company on 27<sup>th</sup> July, 2005. Pursuant to Section 260 of the Companies Act, 1956, the Additional Directors hold office only up to the Annual General Meeting. As required under Section 257 of the said Act, notices have been received from members alongwith requisite deposit signifying their intention to propose Ms. Suneeta Reddy, Ms. Renu S. Karnad and Shri V Rajagopala Reddy as candidates for the office of Director.

None of the Directors is intersted in the resolutions except Ms. Suneeta Reddy and Dr. Prathap C. Reddy in item no. 5, Ms. Renu S. Karnad in item no. 6 and Shri V. Rajagopala Reddy in item no. 7.

#### ITEM NO. 8

Consequent to amendments in Clause 49 of the Listing Agreement with the Stock Exchanges payment of all fees/compensation to the Non-Executive Directors, including Independent Directors, requires previous approval of the members in General Meeting.

The Board of Directors of the Company has fixed payment of sitting fee Rs. 15,000/- to Non-Executive Directors, including Independent Directors, for attending each meeting of the Board or a Committee thereof, which is within the ceiling prescribed by the Central Government under Rule 10-B of the Companies (Central Government's) General Rules and Forms, 1956.

The special resolution is thus placed before the members for their consideration and approval. All the Non-Executive Directors of the Company may be deemed concerned or interested in the resolution. (Do in Lokho)

# **DIRECTORS' REPORT**

#### **Dear Shareholders**

The Directors take pleasure in presenting the 17<sup>th</sup> Annual Report of the Company alongwith audited accounts for the year ended 31<sup>st</sup> March, 2005.

#### FINANCIAL RESULTS

	()	Rs. in Lakhs)
Particulars	Year ended 31-03-2005	Year ended 31-03-2004
Income from operations	17,786.95	16,593.65
Other income	1,618.64	1,487.03
Total expenditure		
<ul><li>(a) Consumption of stores</li><li>&amp; spares</li></ul>	4,973.12	4,653.57
(b) Staff Cost	3,128.29	2,554.39
(c) Consultation Fees paid to the Doctors	4,759.34	4,442.22
(d) Other expenditure	2,724.64	2,499.86
Interest	208.58	327.74
Depreciation	1,256.73	1,147.28
Prior period provisions & adjustments (Net)	port	2.20
Profit before tax	2,354.89	2,453.42
Provision for taxation	720.29	904.08
Net Profit (PAT)	1,634.60	1,549.34
Balance brought forward from previous year	1,973.66	1,458.50
Dividend (Proposed)	916.73	916.73
Corporate Dividend Tax	128.57	117.45
Balance carried to Balance She	eet 1,685.27	1,973.66

#### DIVIDEND

The Directors are pleased to recommend payment of dividend on equity shares @ 10% (Re. 1/- per share) for the year ended 31<sup>st</sup> March, 2005.

#### **OPERATIONS**

During the year under review, your Company continued its growth path. The total income increased to Rs. 194.06 crores from Rs. 180.81 crores in the previous year showing an increase of 7%. The profit after tax stood at Rs. 16.35 crores against Rs. 15.49 crores in the previous year, an increase of about 6%.

The operational performance details are as under:-

	2004-05	2003-04	Growth
No. of In-patient Admissions	29185	28803	1%
Average daily bed occupancy	399	388	3%
Total no. of outpatients including repeat visits	224696	210417	7%
Health Check up	15363	14234	8%
Dialysis	17337	13615	27%
Cardiac Surgeries	675	708	(5%)
Transplant Surgeries	113	126	(10%)
Other Surgeries	10615	10104	5%

758 international patients from all over the world were treated in the Hospital during the year.

The Hospital has signed National Tie-up with SBI Gold Cards for Health Check ups.

A basic Service Line Structure highlighting our dedicated centers of excellence has been created for a few of our thrust areas and a matrix of interdisciplinary teams provides seamless quality care for healthcare delivery and to demystify the multi super specialities for patients and potential consumers.

Emphasizing on Quality and Clinical Excellence Indraprastha Apollo Hospitals has formulated a division of Innovations in Clinical Excellence to carry out root cause analysis for any near miss or sentinel events. In addition, prospective events are adjusted for risk by carrying out Failure Mode Effect Analysis (FMEA). To compare and evaluate clinical performance Indraprastha Apollo Hospitals has launched the ACE Model (Apollo Clinical Excellence), which looks into the five measurable criteria i.e. Quality indicators, Clinical Pathways, Medical staff issues, Collaborative Governance and Sentinel Events analysis.

As a part of quality improvement initiatives the Hospital has achieved the following :-

- Improvement in patient record documentation.
- Rationalization of antibiotics in CABG leading to financial gain.
- Reduction in film wastage.
- Decrease in catheter related urinary tract infections.
- Increase in medication error reporting.
- Decrease in pharmacy delays.
- Improvement in 1st case delays in OT.
- 97% positive patient responses in patient feedback.

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6



- Decrease in patient falls.
- Decrease in needle stick injuries.

#### **JCI Accreditation**

Your Directors take pleasure in reporting to you that "Indraprastha Apollo Hospitals" has been granted accreditation from Joint Commission International (JCI), USA and has become the first Hospital in the country to achieve JCI accreditation.

The Joint Commission Accreditation Standards for Hospitals are intended to stimulate continuous, systematic and organization-wide improvement in daily performance and in the outcomes of patient care.

It is extremely difficult for any organization to be accredited in the first survey itself, and Indraprastha Apollo Hospitals has done so. There are 1033 measurable elements that JCI tests. Out of these, we were in full compliance with 1014 and partial compliance with the remaining. There was not a single non-compliance. The JCI Surveyors also noted that our process for appraisals and privileging physicians is one of the best international practices they have seen.

#### CORPORATE SOCIAL RESPONSIBILITY AND COMMUNITY SERVICE

Indraprastha Apollo Hospitals always had a deep sense of responsibility towards the community and takes its social commitment very seriously. The Hospital conducts outreach programs to reach out to masses. A few such programs are as under :-

#### **Guiding Young Minds**

More than 5000 students from various schools in NCT of Delhi from standard XI and XII from Life Sciences and related streams visited the Hospital for a learning experience through a series of talks from reputed medical professionals and witnessing the working in a medical setup.

#### Apollo Children's Week

In an effort to sensitize and mobilize the youth towards burning issues of national health and related topics, Indraprastha Apollo Hospitals celebrated "Apollo Children's Week" from 16<sup>th</sup> to 19<sup>th</sup> November, 2004. Various events were conducted which included elocution competition on "Why I want to be a Doctor?". Ten students from leading schools of Delhi participated in the

elocution competition. An interactive Health Quiz was organized in which questions related to human body, good health practices and disease and its prevention were asked. A youth parliament on Health was formulated which saw students from various Delhi schools emulate the Indian Parliament to discuss various issues like public health, government policy, rights of physically & mentally challenged children, etc.

#### **Apollo Liver Day**

In an effort to create awareness on the importance of Liver health, Indraprastha Apollo Hospitals organized a special event "Apollo Liver Day", on 3rd December, 2004 at Ansal Plaza, New Delhi on the occasion of 'Hepatitis Day'. The event saw students from leading schools from Delhi engage each other in fun filled competitions like a guiz on liver health. There was a painting competition on 'Liver Disease and Prevention' followed by the highlight of the evening - a fashion show featuring students of age group 3 to 8 years. This event was specially organized for lesser - privileged children from various orphanage schools so that they could spend a memorable day outside the environs of their home. More than 250 students participated in the event.

#### Pre Med School Orientation Program

The students were oriented towards the concepts of Radiology, Laboratory, Operation Theaters, Patient Wards and Dialysis etc. Full day certificate training course for 'Basic Life Support' and 'First Aid' was executed and a total of 54 students successfully completed the course.

#### **Health Carnivals**

23 Health carnivals with Resident Welfare Associations of various colonies in and around Delhi were conducted to generate awareness about the important diseases. Health checks of more than 4500 individuals were made during these carnivals.

#### Stree Shakti Health Camp

Indraprastha Apollo Hospitals participated in the Stree Shakti Health Camp organized by the Government of NCT of Delhi in the slum area of Sangam Vihar, New Delhi. The Chief Guest Ms. Sheila Dixit, Chief Minister, Govt. of Delhi and Mr. Yoganand Shastry, Health Minister, Govt. of Delhi appreciated the efforts of the Hospital staff in providing health services to people below poverty line. The health check was conducted for 865 people mostly for women and children. The specialties covered were Obstetrics and Gynecology, Internal Medicine, Pediatrics and Surgery.

#### US Embassy Health Fair

Indraprastha Apollo Hospitals had organized a camp on 3<sup>rd</sup> December, 2004 in the US Embassy campus. The health check was conducted for 850 people. The specialties covered were Obstetrics and Gynecology, Internal Medicine, Pediatrics, Surgery, Opthalmology, Orthopedics, Cardiology, Endocrinology, Dermatology, Physiotherapy, Dietary and Neonatology.

#### Tsunami Relief

Just prior to the end of the year 2004, the killer tsunami devastated the eastern coast of the country. There was a great loss to the country due to this disaster in terms of loss of human lives and property. Your Company also responded to the process of relief and rebuilding and contributed Rs. 25 Lakhs to the Chief Minister's Relief Fund.

# AUDITORS / AUDITORS' REPORT

M/s. S. C. Vasudeva & Co., Chartered Accountants, Auditors of the Company shall hold office until the conclusion of the ensuing Annual General Meeting and are eligible for re-appointment.

The Company has received a letter from M/s. S. C. Vasudeva & Co., Chartered Accountants, to the effect that their appointment, if made, would be within the prescribed limits under Section 224 (1-B) of the Companies Act, 1956. The Board of Directors recommends the appointment of M/s. S. C. Vasudeva & Co., Chartered Accountants as Auditors of the Company.

## **MANAGER / DIRECTORS**

Shri V.J. Chacko was appointed as Manager in terms of Section 2(24) of the Companies Act, 1956 (designated as Executive Vice President) for a period of one year w.e.f. 3<sup>rd</sup> February, 2004. Shri V.J. Chacko resigned from the office of the Manager on 16<sup>th</sup> August, 2004.

Ms. Anne Marie Moncure had assumed charge of the office of Managing Director of the Company on 16<sup>th</sup> August, 2004. At the last Annual General Meeting, the shareholders had approved the appointment of Ms. Anne Marie Moncure as Managing Director of the Company for a period of 3 years subject to approval of the Central Government. The approval of the Central Government for the appointment of Ms. Anne Marie Moncure has since been obtained.

Shri M.K. Bezboruah had superannuated from the office of the Principal secretary, Finance, Govt. of Delhi and ceased to be a Director of the Company.

IFCI had withdrawn the nomination of Shri Satpal Arora and he ceased to be a Director of the Company.

Shri Atmaram Jatia, Shri Banwarilal Jatia and Shri Prem Pandhi had resigned from the Board of Directors of the Company. The Board had appointed Ms. Suneeta Reddy, Ms. Renu S. Karnad and Shri V. Rajagopala Reddy as Additional Directors of the Company on 27<sup>th</sup> July, 2005. As per the provisions of Section 260 of the Companies Act, 1956, these Directors hold office only upto the date of the Annual General Meeting of the Company. The Company has received notices proposing the above named persons as candidates for the office of Director. Resolution seeking approval of the shareholders for their appointment have been incorporated in the notice of the Annual General Meeting.

In accordance with the provisions of the Companies Act, 1956 and the Articles of Association of the Company, Sh. S.P.Aggarwal shall retire by rotation at the ensuing Annual General Meeting and being eligible, offer himself for re-election.

Your Directors also wish to place on record their appreciation of the valuable services rendered by Shri M.K. Bezboruah, Shri Atmaram Jatia, Shri Banwarilal Jatia, Shri Prem Pandhi and Shri Satpal Arora during their tenure as a Director and Shri V.J. Chacko during his tenure as Manager of the Company.

## **FIXED DEPOSITS**

During the year under review, the Company has not accepted any deposit under Section 58A of the Companies Act, 1956, read with Companies (Acceptance of Deposits) Rules, 1975.

#### INSURANCE

All properties and insurable assets of the Company, including Building, Plant & Machinery and Stocks, has been adequately insured, wherever necessary, and to the extent required.



The Company also has a professional indemnity insurance policy to cover the risk on account of claims filed against the Company in consumer courts.

#### INFECTION CONTROL AND HEALTH SAFETY

The year 2005 received some excellent feedback on infection control front. In January 2005, the Hospital's infection control program was highly appreciated by the pre- assessment team of JCI consultants. Infection Control ranks amongst the most important yardsticks, to measure a health care organization's ability to deliver, as everything revolves around patient safety and employee safety.

With this mindset, the Infection Control Team comprising of infection control consultants, doctors, nurses, engineering, housekeeping etc. had been engaged in some hard-core surveillance activity for quite some time, followed by analysis and institution of measures including large-scale ongoing teaching program for all categories of staff in all aspects of Infection Control. A few of the successes are as under:

- The needle and syringe destroyers, which had been in use earlier, were found to be unsuitable and were replaced by sharp containers specially procured from abroad – the first time in India that such containers were introduced. This drastically brought down the grave risk to health care workers (employees and other staff) from needle stick injuries to bare minimum.
- The attack on infections and thrust to prevent these got reinforced (e.g. introduction of needless connectors, readymade disinfectants at user end) in our Infection Control activities and contributed significantly to our success story with JCI as our Infection rates matched those of the best hospitals in USA (NNIS) and were even lower in many instances. These are further decreasing because of the measures instituted and continuously being reviewed.
- Incorporating vaccination for all staff including contract workers for Hepatitis B further strengthened the safety of employees.
- Screening of food handlers and drinking water quality were effectively monitored to prevent infection.
- City of Delhi, witnessed the 'Meningococcal Outbreak' in late spring and early summers of 2005. Handling of this, by the Hospital's Infection Control Committee's proactive and

systematic, organized approach, was widely appreciated.

 Environment protection and pollution control measures continued to be given due priority. Ambient air quality and waste disposal were effectively maintained as per the prescribed norms.

We are striding ahead to incorporate the highest standards in Infection Control to make our patients and employees as safe as possible. Our resolve is amply depicted with the incorporation of Infection Control as a Quality initiative for the organization.

#### **RESEARCH & DEVELOPMENT**

The Company is running a multi super-specialty Hospital and is not engaged in any major research & development activity. However, the Hospital continues to be a major centre for international clinical trials. From January 2005, clinical trials can be undertaken in India without any approval. Prior to this, approval of DCGI was required on a case to case basis – we believe that this will broaden the scope for off-shoring clinical trials to India.

#### **CONSERVATION OF ENERGY**

The Company continues to assign top priority to conservation of energy in all areas of operation. Plant maintenance on a regular basis, review of energy generation and its consumption are among the measures adopted towards this end. Efforts continued for creating awareness and a sense of discipline amongst all level of employees for optimum utilization of energy and imparting training to them in this regard.

#### **TECHNOLOGY ABSORPTION**

The Company focuses on the latest trends in the medical science and continuously upgrades the technology to deliver quality healthcare of international standards.

#### FOREIGN EXCHANGE EARNINGS & OUTGO

 (a) Activities relating to exports; initiatives taken to increase exports; development of new export markets for products and services; and export plans;

The Company is engaged in the healthcare business and is not carrying on any export activities: However, steps have been taken to attract international patients.