



progressive prescrip⁺ion

THINKING AHEAD



Progressive technology



High Intensity Focused Ultrasound (HIFU)

MRI guided HIFU - a simple alternative to surgery for uterine fibroids is available at Indraprastha Apollo Hospitals, New Delhi with key benefits like:

- ✚ Non Invasive
- ✚ No Scarring
- ✚ No Radiation
- ✚ Short Procedure

The procedure can be performed on an out patient basis, with the patient leaving the hospital the same day.

Robotic Surgery System

Robotic Surgery has fast gained ground as a preferred surgery mode for select indications. The latest state-of-the-art 'da Vinci Robotic System' installed at Indraprastha Apollo Hospitals is among the most advanced form of minimally-invasive robotic surgery that leads to faster recovery, reduces hospital stay and ensures precision and accuracy. Robotic Surgery is already being performed for indications in Urology, Gynaecology and Bariatric Surgery.



Novalis Tx Radiosurgery Linear Accelerator

Novalis Tx Radiosurgery with Rapid Arc and Brain Lab ExacTrac Frameless Stereotactic Radiotherapy at Indraprastha Apollo Hospitals, New Delhi. This state-of-the-art Linear Accelerator provides extremely precise radiotherapy, even for moving organs, and is the first of its kind in North India. It completes the cycle of comprehensive Cancer care under one roof by augmenting the third eye of Triology of Medical Oncology, Surgical Oncology and Radiation Oncology.



3D Digital Subtraction Unit

Allure Xper FD20, a 3D digital Subtraction Unit from Philips at Indraprastha Apollo Hospitals is a unique and state-of-the-art intervention machine, which is capable of performing very complex diagnostic procedures, such as 3D RA, Xper CT, Xper guide, Vaso CT and CT- MR fusion with Digital Subtraction Angiography (DSA). It is used across for diagnosing arterial disease, blood vessel malformation, to confirm an aneurysm in the brain and many others. After locating the problem Doctor performs the appropriate invasive procedure.

Generally It is used to carry out treatments such as Angioplasty, Stent insertion & Embolization. With DSA, surgery may be avoided in certain cases.



In India, Apollo Hospitals has been the pioneer of the technology revolution in healthcare. Our solutions have helped build an advanced healthcare ecosystem, ensuring effective clinical outcomes for enhanced patient experience.



Message

Dear Shareholders,

As one surveys the panoramic landscape and assesses what the country needs to do to meet the huge gap in healthcare delivery, I am deeply concerned at the unfinished task facing all of us as citizens of this nation.

Apollo represents the hope and aspirations, deep within the heart of every individual and of the 27 million people who have come to Apollo for being treated. It is gratifying to note that your Company has been able to meet and surpass expectations by providing best-in-class treatment outcomes, combined with tender loving care to patients.

However, I still believe that the journey has just begun and the country needs to build a pipeline of professional talent comprising doctors, nurses, other paramedics and management professionals. I may not be very off the mark, if I

state that the demand-supply gap is more aggravated now than when Apollo was conceived.

In line with our mission, we continue to deliver clinical excellence on par with the world's best benchmarks by adopting cutting-edge treatment technologies. Our commitment to advanced patient care has helped us put in place the world's busiest transplantation program. We have also undertaken initiatives such as the minimally invasive Robotic surgery and have further strengthened our focus on our six centres of Excellence 'CONECT' (Cardiology, Orthopaedics, Neurosciences, Emergency, Cancer and Transplant Medicine). The re-accreditation of our facilities at Chennai, Delhi, Bangalore and Dhaka by JCI and the NABH accreditation of our hospitals in Ahmedabad, Noida and Secunderabad further underscore our commitment on compliance with quality standards.

OUR CUTTING-
EDGE TECHNOLOGY
AND PROTOCOLS
HELP US DELIVER
CLINICAL
EXCELLENCE ON
PAR WITH THE
WORLD'S BEST.
THIS WAS AND IT
WILL ALWAYS BE
INTEGRAL TO THE
APOLLO MISSION.

We have also been at the forefront of shaping healthcare sector policy indirectly through numerous suggestions to various governments over the years. The suggestions have been appreciated by all governments, and some of them received legislative support. The Cabinet Committee's decision to include hospitals in the master-list of infrastructure sub-sectors and the 150% depreciation eligibility for new hospitals with over 100 beds under the Income Tax Act announced in the Union Budget are two important steps in the right direction.

It is reassuring to know that the government has planned to allocate 2.5% of the GDP on public health services by the end of the 12th Five Year Plan. In addition, announcements about the preparation of a clear roadmap to merge all the government health schemes, the plan to set up a national commission on health resources and efforts to strengthen facilities at primary health centres and district hospitals will provide a much needed fillip to Indian healthcare.

Your Company continues to be recognised by industry bodies, customers and media for its multi-dimensional healthcare excellence, receiving several awards and accolades during the year. The year ahead will witness further impetus to our key pillars of Patient Care Excellence, Clinical Excellence and Value Excellence, to bring the best of technical and clinical advances for the benefit of customers.

We have also initiated significant transformation initiatives that would further set us up to achieve balanced growth across all our Centers of Excellence, geographies and formats. The hopes and expectations of India's billion-plus people, not to mention those who

travel from abroad, are yet to be fulfilled. Therefore, we welcome more players to share the responsibility of addressing the humongous un-served demand for quality healthcare.

We have simultaneously accelerated our focus on Preventive Healthcare through programmes like Billion Hearts Beating (BHB), as I strongly believe that prevention is as important as cure. A healthy India is a prosperous India, a powerful India. As the nation assumes its rightful position in the world, the challenge to keep India fit has to become the personal quest of every healthcare provider, every administrator and indeed every citizen. It's a march we have only just commenced. The journey ahead is long, but as they always say-the first steps are the most significant.

Apollo's role remains relevant as a progressive healthcare provider for the people of India, as it was three decades ago. We will continue to strive for the welfare and satisfaction of patients, providing faster, smarter and better care.

On behalf of the entire Company and the leadership team, I want to thank the Board of Directors, doctors, employees, bankers and financial institutions, the central and state governments and each shareholder for their support and commitment. I look forward to your continued support as your Company embarks on the next phase of its progressive journey.



Dr. Prathap C. Reddy
Founder - Apollo Hospitals Group

AS THE NATION
ASSUMES ITS
RIGHTFUL POSITION
IN THE WORLD, THE
CHALLENGE TO KEEP
INDIA FIT HAS TO
BECOME THE
PERSONAL QUEST OF
EVERY HEALTHCARE
PROVIDER, EVERY
ADMINISTRATOR AND
INDEED EVERY
CITIZEN.

OUR CENTRES OF EXCELLENCE



Apollo Transplant Institutes provide a multi-disciplinary, highly skilled state-of-the-art service to patients under one roof, supported by cutting-edge medical technology and infrastructure. The state-of-the-art services comprise liver and kidney transplantation, corneal transplantation, heart transplants, intestinal and GI transplant surgeries, peritoneal and haemodialysis, management of liver disease, management of kidney disease, gastroenterology, endoscopic procedures, GI surgery, paediatric gastroenterology and paediatric transplant services. The Hospital has become the apex centre for solid organ transplant in India.



Apollo Heart Institute is specialized in management of heart attacks, coronary artery and valvular diseases and arrhythmias and cover the entire gamut of cardiac surgery – from on a 2 day old infant to pacemaker implantation on a 90 years old patient, with success rates comparable to international standards. The commitment of our cardiologists and cardiothoracic surgeons to the prevention and treatment of heart disease has led to the achievement of better outcomes and improved quality of life for thousands of cardiac patients, who visit us each year, making us a Centre of Cardiac Excellence in India.



Apollo Institute of Neurosciences is equipped to treat the entire range of neurological diseases. Transsphenoidal surgery for pituitary tumours, spinal fusions, epilepsy surgery and Novalis TX for fractionated treatment of benign and malignant tumours (stereotactic radiotherapy), and many more cutting-edge treatments make the Hospital a leader in neurosurgical care and achieve outcomes matching those of the leading institutions across the globe.



Apollo Institute of Orthopaedics provide world-class programmes for the management of orthopaedic disorders, joint replacement surgeries including knee and hip replacement and treatment of disorders of the musculoskeletal system.



Apollo Cancer Institutes offer comprehensive cancer care facilities, encompassing every possible arena of cancer care – including advanced treatment options like Stereotactic Radiosurgery / Stereotactic Body Radiation Therapy (SRS / SBRT). Bone marrow transplant program is now established feature with excellent outcomes. Our advanced healthcare offerings are facilitated by cutting-edge technologies. Apollo's team of outstanding consultants provide services of unmatched quality, competent support services, rehabilitation and other life care services.



Apollo Emergency Department undertook a special endeavour towards reaching out to people in need of emergency medical care. Our progressive care is evident in identifying the areas of emergency and building a system of providing timely emergency care to our patients.



Board of Directors

Chairman	: Mr. P. K. Tripathi
Vice Chairman	: Dr. Prathap C. Reddy
Managing Director	: Mr. Jaideep Gupta
Directors	: Mr. Anshu Prakash Dr. B. Venkataraman Mr. D. M. Spolia Mr. Deepak Vaidya Prof. Ranjit Roy Chaudhury Ms. Renu S. Karnad Mr. Satnam Arora Mr. S. Regunathan Ms. Shobana Kamineni Ms. Suneeta Reddy Mr. T. S. Narayanasami Lt. Gen. (R) Vijay Lall, AVSM, PVSM, ADC Prof. V. N. Rajasekharan Pillai
Vice President Cum Company Secretary	: Mr. Ajay Kumar Singhal
Registered Office & Hospital Complex	: Sarita Vihar, Delhi - Mathura Road, New Delhi - 110 076
Hospital at Noida	: Apollo Hospitals, E-2, Sector-26, Noida - 201 301
Auditors	: M/s. S. C. Vasudeva & Co. Chartered Accountants, New Delhi
Bankers	: Oriental Bank of Commerce, IndusInd Bank Limited

CONTENTS

Notice	3
Directors' Report	10
Management Discussion and Analysis Report	19
Report on Corporate Governance	25
Auditors' Report	35
Balance Sheet.....	38
Profit & Loss Account	39
Cash Flow Statement	40
Notes to Financial Statements	41



NOTICE

Notice is hereby given that the twenty-fourth Annual General Meeting of Indraprastha Medical Corporation Limited will be held on Friday, 14th September, 2012 at 10.15 a.m. at FICCI Golden Jubilee Auditorium, Federation House, Tansen Marg, New Delhi - 110001, to transact the following business:

ORDINARY BUSINESS:

1. To receive, consider and adopt the Audited Balance Sheet as at 31st March, 2012 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 Ms. Suneeta Reddy who retires by rotation and being eligible, offers herself for re-election.
4. To elect a Director in place of Mr. S. Regunathan, who retires by rotation and being eligible, offers himself for re-election.
5. To elect a Director in place of Prof. Ranjit Roy Chaudhury who retires by rotation and being eligible, offers himself for re-election.
6. To elect a Director in place of Mr. Satnam Arora who retires by rotation and being eligible, offers himself for re-election.
7. 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. 14.00 lacs plus out of pocket expenses."

SPECIAL BUSINESS:

8. To consider and, if thought fit, to pass, with or without modifications, the following resolution as an Ordinary Resolution:

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

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

"RESOLVED THAT Mr. Deepak Vaidya be and is hereby appointed as Director of the Company, who shall be liable to retire by rotation."

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

"RESOLVED THAT in conformity with the provisions of Article 105(a) of the Articles of Association of the Company and pursuant to the provisions of Section 309(4) of the Companies Act, 1956 and other applicable provisions, if any, of the Companies Act, 1956 and subject to such statutory approvals including approval from the Ministry of Corporate Affairs, the authority be and is hereby accorded to the payment of commission to the Non-Executive Directors of the Company, to be determined by the Board of Directors, for each financial year, over a period of 5 (five) years commencing from 1st April, 2012 and distributed between such Directors in such proportion and manner as the Board of Directors may, from time to time determine within the maximum limit of 1% (one percent) of net profits of the Company to be calculated in accordance with the provisions of Sections 198, 349 and 350 and other provisions, if any, of the Companies Act, 1956, in addition to the sitting fees being paid by the Company for attending each meeting of the Board or a Committee thereof."

**By order of the Board
for Indraprastha Medical Corporation Limited**

Place: New Delhi
Date: 1st August, 2012

**Ajay Kumar Singhal
Vice President cum
Company Secretary**

NOTES:

1. 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.
2. Corporate members intending to send their authorised representatives to attend the Meeting are requested to send to the Company a certified copy of the Board Resolution authorising their representative to attend and vote on their behalf at the Meeting.
3. The relevant Explanatory Statement pursuant to Section 173 (2) of the Companies Act, 1956, relating to the Special Business to be transacted at the meeting, is annexed hereto.
4. The Register of Members and Share Transfer Books of the Company shall remain closed from Saturday 8th September, 2012 to Friday, 14th September, 2012 (both days inclusive).
5. Dividend, if declared, will be paid to those members whose names appear :-
 - a) as Members on the Register of Members of the Company as on 14th September, 2012, after giving effect to all valid share transfers in physical form lodged with the Company up to the closing hours of business on 7th September, 2012, and
 - b) 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 dematerialized form as at the closing hours of business on 7th September, 2012.
6. Securities & Exchange Board of India (SEBI) has made trading in the shares of the Company compulsory in dematerialized form for all investors. Members are requested to open an account with a Depository participant, if not done so far and dematerialize their shareholding to avoid inconvenience in future.
7. To avoid the incidence of fraudulent encashment of the Dividend warrants, Members, holding shares in physical form, 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.
8. 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.
9. Members holding shares in electronic form may note that bank particulars registered against their respective depository accounts will be used by the Company for payment of dividend. The Company or its Registrars can not act on any request received directly from the members holding shares in electronic form for any change of bank particulars or bank mandates. Such changes are to be advised only to the Depository Participant of the members.
10. Non- Resident Indian Members are requested to inform immediately of:-
 - a) Change in their residential status on return to India for permanent settlement and
 - b) Particulars of their bank account maintained in India with complete name, branch, account type, account number and address of the bank with pin code number, if not furnished earlier.