



**Apollo Munich Health
Insurance Company Limited**

10TH Annual Report

2015-16

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Corporate Information

Board of Directors

Dr. Prathap C Reddy
Ms. Shobana Kamineni
Ms. Suneeta Reddy
Mr. Antony Jacob
Mr. Bhaskara Nageswararao Mandavilli
Mr. Bernhard Alfons Steinruecke
Ms. Doris Sophia Hoepke
Mr. Andrew Kielty

Senior Management

Mr. Antony Jacob	CEO & Whole time director
Mr. Krishnan Ramachandran	Deputy CEO
Mr. Srikanth Kandikonda	CFO & Company Secretary
Mr. Sriharsha A Achar	Chief People Officer

Auditors

M/s S. Viswanathan
M/s S.N. Dhawan & Co.

Registered Office:

Apollo Hospitals Complex,
Jubilee Hills, Hyderabad – 500033
IRDA Registration No: 131
Haryana
CIN No: U66030AP2006PLC051760
Tel No: 0124 – 4584333, Fax: 0124 – 4584111
Website: www.apollomunichinsurance.com

Corporate Office:

1st Floor, SCF – 19,
Sector 14, Gurgaon

APOLLO MUNICH HEALTH INSURANCE CO LTD

Registered Office: Apollo Hospitals Complex, Jubilee Hills, Hyderabad– 500033

DIRECTORS' REPORT

Dear Members

Your Directors have pleasure in presenting the tenth Annual Report together with the Audited Statement of Accounts for the financial year ended 31st March, 2016.

1. Industry Overview:

The past few decades have seen insurance come a full circle. Together with banking services, insurance services add about 7% to the country's GDP. A well-developed and evolved insurance sector is a boon for economic development as it provides long-term funds for infrastructure development, and at the same time strengthens the risk-taking ability of the country.

The general insurance business in India is currently at around Rs. 964 billion in terms of Gross Direct Premium (GDP) and it is growing at a healthy rate of 14%. The health insurance segment recorded a Gross Direct Premium (GDP) of Rs 248 billion for the Financial Year (FY) 2015-16 (Rs 202 billion for 2014-15).

Health insurance is one of the fastest growing segments of general insurance. Also, health insurance premiums have been registering a significant CAGR of 25% in the preceding 10 years. Having said that, health insurance penetration remains well below global standards. Today almost 80% of the Indian population is still not covered under any public or private health insurance scheme to support health expenditure. This provides a significant opportunity for development of the health insurance market in India. It can be noted that premium collection in health segment continued to surge ahead, registering a growth of 22.4% from Rs 202 billion in FY 2014-15 to Rs 248 billion in FY 2015-16. Also, the market share of health segment in the non-life segment in FY 2015-16 is 25.7%, and has slightly increased from the preceding year's 23.9%.

Your Company, have been able to grow ahead of industry growth rates and our insurance products are rated very highly by market participants. Further, Your Company enjoys one of the best claims ratios in the industry as well as strong customer loyalty. The Company has also been awarded for innovative product offerings. Your Company was able to grow its GWP from Rs 8.6 billion in FY 2014-15 to Rs 11.1 billion in FY 2015-16. The Company now has over 101 branches pan India and enjoys a 10% share of the retail health insurance market.

Your Company has crossed the 10 billion mark in GWP reflecting a growth of around 29% year-on-year and is committed to deliver high-quality services to its customers through innovative and expert products, integrity in processes and uncomplicated services. Your Company is one of the fastest insurance company to reach a break-even point and made marginal profits in the last two years. The company achieved an impressive growth rate over last six years, a CAGR of 46%.

The Government of India had, in March 2015, increased the foreign direct investment limit in the insurance sector to 49% from 26%. Munich Health, a leader in health insurance around the world, which is the joint venture partner in the Company has increased its stake to 49%. The increased shareholding will strengthen the Company. Your Company is committed to making quality healthcare easy and accessible and redefining the approach to health insurance in the country.

2. Financial Results:

Your Company completed its Eighth full year of operations in a challenging and competitive market. During the year under review, the Company achieved GWP of Rs 11.1 billion as compared to Rs 8.6 billion in 2014-15, a growth of about 29%. The income from investments during the year was Rs 696.4 Million as compared to Rs 596.6 Million in 2014-15. The profit for the year was Rs 74.6 Million in comparison to Rs 6.6 Million during 2014-15. The total incurred claims during the year under review were Rs 5.0 billion as compared to Rs 4.1 billion in 2014-15.

3. Capital:

The expansion plans of the company were mostly funded out of existing capital funds. The shareholders infused funds of INR128.32 Mio into the company.

The paid-up equity capital of your Company as on 31.03.2016 was at Rs 3.6 billion.

4. Solvency:

During the year under review, the Company has met the solvency norms specified in Section 64VA of the Insurance Act, 1938 read with the IRDA (Assets, Liabilities and Solvency Margin of Insurers) Regulations, 2000.

5. IRDA Registration & approvals:

The Company has obtained a certificate of registration from Insurance Regulatory and Development Authority of India (IRDAI) dated 03rd August, 2007 and holds a valid certificate of registration.

6. ISO Certification:

During FY 2015-16, your Company retained ISO 9001:2008 certification after successfully completing the periodic audit -2. The validity of ISO 9001:2008 certificate issued to the Company is for 3 years ending in the calendar year 2016.

7. Underwriting and Portfolio Management:

The market continues to witness irrational and unsustainable pricing in group health insurance business. Your Company remains committed to profitable business as the strategy and accordingly continues to exhibit underwriting and pricing discipline. This is reflected in the bottom-line performance of group business which is way better than the competition. On Retail business, the Company has continued its focus on leveraging the technology for quality and consistent underwriting risk decisions. The underwriting rule engine implemented few years back is monitored at regular intervals and enhanced based on the needs.

8. Products:

The product portfolio of the Company comprises of comprehensive range of products in the health, travel and accident insurance categories.

Health Insurance products:

- Easy Health: With over 3 variants, this product has been considered as the best health insurance product across all its peers with two independent rating agencies having adjudged it as the top rated plan across the year.
- Optima Restore: The innovative award winning health insurance plan that comprehensively covers inpatient hospitalization benefits with unique features such as the Restore benefit and Multiplier benefit.
- Maxima: The health insurance plan that not only caters to in-patient hospitalization cover but also provides a comprehensive out-patient module to cover all illnesses.
- Optima Cash: Daily hospitalization cash benefit is an ideal top up to any health insurance plans providing fixed benefits of everyday spent in hospital.
- Optima Plus: A renewable top-up indemnity based health insurance plan to provide coverage in case of catastrophes.
- Optima Senior: A specially designed health insurance plan to cover senior citizens who currently do not have any insurance coverage.
- Energy: A policy exclusively designed for individuals suffering from chronic conditions such as diabetes and hypertension. The plan uniquely provides a comprehensive wellness program that helps an individual manage his health while rewarding him in case he improves or manages his health. The plan also offers day 1 hospitalization coverage for diabetes and hypertension.

- Optima Vital: A critical illness plan designed to offer lump sum payout in case an individual gets diagnosed with one of the 37 critical illnesses covered under this policy.
- Optima Super: An indemnity based aggregate top up plan to provide coverage in case of catastrophes with an option to convert the top up plan into a regular (nil deductible) health insurance plan.
- Everyday Care: The introduction of EveryDay is an introduction to a new category that of retail outpatient coverage. This cover would include coverage for day to day medical expenses that one may incur outside the hospital.
- Critical Advantage Rider: This unique critical illness indemnity rider, offers our HNI customers a unique opportunity to be covered for planned treatment at advanced medical centers located outside India. The product offers coverage for 8 unique critical illnesses that include Cancers, Cardiovascular disease etc.

In the travel insurance segment, the Company's product 'Easy Travel' offers a wide range of benefits to match any travel offerings in the market. The plan offers solutions to individuals, families and senior citizens with a unique annual multi-trip option for customers who travel frequently in a year.

Also introducing within the travel insurance segment, is our new product "EduCare" our student travel insurance plan. The product in addition to introducing a new category within our portfolio also provides the current market with a modular structure based plan which is a unique and exclusive offering suited to current student and specially university requirements.

The Personal Accident product of the Company offers wide range of benefits to cover the liabilities associated with an accident.

With respect to the group insurance products, the Company offers group /corporate cover solutions with tailor made benefits in all categories i.e. health, international travel, domestic travel and accident covers depending upon the requirement of the group.

During the year under review, the Company had introduced the unique new to market offerings in the form of EduCare (The Student Travel Insurance plan) and EverydayCare (The out-patient insurance plan). The launch of these plans are due very shortly keeping in mind the seasonal nature and infrastructure requirements. The year also swathe introduction of the Critical Advantage Rider which was offers coverage for planned treatment abroad for major critical illnesses.

This year has seen the launch of new bancassurance partnership Axis bank and continuing partnership with Citibank, Canara Bank and IOB. A variety of product solutions using a combination of the retail and group plans have been provided based on partner requirements.

9. Office network:

The total number of offices of your company stands at 101, comprising of 7 territory offices in major cities, 92 spoke offices across the country, one branch and corporate office and one Central Processing Centre. All the offices are fully functional and networked with the head office over a wide area network. The geographical spread of these offices has improved the visibility and customer base for the Company.

10. Distribution Channels:

In order to expand the business segment, efficient distribution channels are a pre requisite. Right from inception, your Company has been pursuing a strategy of having multichannel distribution. The Company shall use these distribution channels to map the country and make the products available within easy reach for the customers.

Agency distribution continues to be the primary channel of distribution, well supported by other channels such as corporate agents, strategic partnership, Bancassurance, travel portal, sales associates, direct sales force, digital and a dedicated rural distribution.

The current change in insurance regulation favouring banks to distribute health insurance plans of the pure health insurance companies has worked in favour of the Company. The Company is pursuing bancassurance as a channel for the future and would consistently work towards making it efficient while penetrating the untapped potential.

The Company has been constantly encouraging its valued customers to purchase its retail policies online. The business generated through the digital channel has also been growing steadily. During the year the online portal has been made more robust and user friendly to enable the customers to buy, through easy steps, both new policies as well as renew retail policies. The Company expects significant growth in the digital channel in the coming years and is accordingly geared up to meet the increase in demand.

In line with the long-term strategy, your Company has adopted a prudent approach towards its group business.

The Company believes that, these distribution channels will help in achieving the targets set out in the business plan.

11. Rural and Social Sector:

The Company has met its rural and social sector obligations as required under the IRDA (Obligations of Insurers to Rural and Social Sectors) Regulations, 2002 as amended till date for the FY ended 31st March, 2016.

12. Claims, Provider Network and Health Management:

The Company has been able to maintain the level of customer service and also renewed focus on cost control in the current year. The Company embarked on many innovative measures including dedicated vertical for fraud and abuse management, Dengue helpline, Provider tariff re-negotiation, treatment packages for small and medium category providers, and Orange zones at selected Apollo Hospital's premises, which are expected to reduce the cost of claims in the next year.

13. Customer Service & Mission Customer:

'We will always fulfill our promise to the Customer. We will do this in a caring, uncomplicated way and strive to delight the customer'. All employees of the Company sworn to exhibit the 'CARE Principles' in all their interaction with internal and external customers. CARE stands for Compassionate, Accountable, Responsive, and Expert.

All recruitments have engrained CARE evaluations as a Gate. Aspiring recruits are evaluated on their perception of Customer service (internal & external) and a CARE SCORE helps the Company to adjudge a good cultural fit.

CARE Awards, CARE Stories, CARE Ambassadors, CARE Compliance in Processes, have been initiated all across the Company. The Company has also initiated a project to look at how we can make our Customer Communication 'CARE Compliant'.

The Performance Management System has objectively been realigned to CARE and measurable performance indicators via Internal and External Net Promoter Scores has been given due weightage in every employees Goal sheets.

Core Processes for CRM, Policy dispatch, PPC, Claims are being continuously reviewed to make them more customer friendly.

System enhancements have been initiated to segment HNI customers, provide a single source to trigger email & SMS, renewal payment facilitation via URL link sent to customers, Launching external portal for distributors and several other technology enablers to improve turnaround time and provide better customer experience.

Complaint handling and Redressal process has also been strengthened to address the grievances/complaints/queries of customers. The grievances/complaints from policy holders or regulatory authorities are resolved fairly and promptly by the Company.

14. Information Technology:

Information Technology (IT) continues to enable business growth by providing strategic tools for enhanced customer service, business development and delivering operational excellence. With business growth, this vertical plays a

central role in handling scale, providing business continuity and delivering a seamless customer experience across the entire value chain.

Some of the key initiatives delivered during the year were as follows:

- AMPOWER- Auto Policy Issuance through Tablet – Recognized as the Best Technology Initiative in Health Insurer Category by Indian Insurance Award 2015, organized by Fintelekt.
- Activity Management System (AMS) - A mobile based application launched to manage productivity of Agency sales force.
- Lead Management System (LMS) - A mobile based application launched to track and maintain leads by the sales team.
- Geographical PPC - Incorporation of business rule based on certain demographic and nature of client.
- Upsell/Cross Sell Feature- Buy Online site enabled with features to upsell sum insured/ product and cross sell of products to the existing client base
- Dengue Care Product- Dengue product for coverage for medical expenses incurred in treatment for dengue launched successfully. It enabled sales through multiple channels like online, direct selling, agent links, integration with partners, landing pages for partners like Amazon and Make My Trip.
- Mobile responsive project- Mobile responsive Project for Corporate website compatibility on Mobile and TAB went live.
- Sales MIS - Agent level hierarchy and commission can now be mapped to policy level in Cognos.

15. Investments:

Your Company's investment portfolio consists of various securities invested with prudence, while seeking a reasonable yield in line with the market conditions. During the year under review, the Company has focused primarily on increasing cash flows and has not taken excessive risk on its investment portfolio. The total investments of the Company as on 31st March, 2016 were Rs 8.8 billion as against Rs 7.4 billion at the end of the previous year, an increase in the investment portfolio of around 18.9%. The growth of the investment portfolio indicates strong cash flow generation as well as prudent investment management. During the year, the Company earned an investment income of Rs 696.4 Million as against Rs 596.66 Million in the previous year. The average yield on these investments during the year worked out to 9.4% as against 9.3% earned in the previous year.

16. Reinsurance:

The reinsurance programme for the year under review had been designed in accordance with the guidelines laid down by IRDAI. The Company met its obligation of ceding the mandatory reinsurance premium to General Insurance Corporation of India.

Further, in order to mitigate the risk arising out of single large loss and/or catastrophe loss affecting Company's net, your Company has also taken a risk cum catastrophe excess of loss cover for personal accident and travel insurance portfolio. The company has also taken proportionate treaty in the health retail business to diversify the risk exposure.

17. Corporate Governance:

Sound Corporate Governance is critical to enhance and retain stakeholders' trust. It has been the constant endeavor of the Company to enhance the economic value, trust and confidence of all stakeholders through good corporate governance practices. Your Company maintains a highly ethical corporate culture and ensures consistent compliances with all relevant laws and regulations.

A detailed report of the Board of Directors on the compliance of the various provisions of the Corporate Governance Guidelines prescribed by IRDAI is attached as a part of this report.

18. Extract of Annual Return:

The extract of the Annual Return in prescribed form MGT- 9 is appended hereto and forms part of this Report.

19. Number of meetings of Board:

During the year under review, the Board met five (5) times on May 12th, 2015, August 6th, 2015, November 5th, 2015, November 20th, 2015 and February 10th, 2016.

The details of attendance of the Directors at the Board and other meetings are provided in the Corporate Governance Report.

20. Directors' Responsibility Statement:

In accordance with the requirements of section 134 of the Companies Act, 2013 (the Act), the Board of Directors hereby confirms the following:

1. that in the preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures;
2. that they have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and

prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year and of the profits of the Company for that period;

3. that they have taken proper and sufficient care for the maintenance of adequate accounting records, in accordance with the IRDAI (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 and provisions of the Act, 2013 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
4. that they have prepared the annual accounts on a going concern basis;
5. that proper internal financial controls were in place and that the financial controls were adequate and were operating effectively and
6. That they have devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.

21. Declaration by Directors:

The Company has received declarations from all Independent Directors confirming that they meet the criteria of independence as provided under sub-section 6 of Section 149 of the Act.

The Company has also received declarations from all Directors confirming that they are not disqualified from being appointed as directors under the provisions of Section 164 of the Act. Further, all the Directors have confirmed that they comply with the 'fit and proper' criteria prescribed under the Corporate Governance Guidelines issued by the IRDAI.

22. Directors comments on Auditors Report and Secretarial Report:

Neither the Joint Statutory Auditors nor the Secretarial Auditor have made any qualification, reservation or adverse remark or disclaimer in their reports. The reports of the Secretarial Auditors and Joint Statutory Auditors are appended.

Further, during the year under review, the Joint Statutory Auditors have not come across and hence not reported any incident of material fraud to the Audit Committee of Directors.

23. Particulars of Loans, Guarantees or Investments under Section 186 of the Act:

The Company has not given any loan or guarantee to any person or body corporate. The investments of the Company are in compliance with the norms prescribed by IRDAI from time to time and the Investment Policy of the Company.

24. Related party Transactions:

Transactions / arrangements by the Company in its ordinary course of business with related parties primarily includes sale / purchase of insurance products, lease of properties, wherein premium / brokerage / commission is received / paid from / to related parties.

Audit Committee of Directors has given its in-principle approval to different types of related party transactions which are recurring in nature and in the ordinary course of business.

Related party transactions that were entered into during the year were in the ordinary course of business and on an arm's length basis. The details of transactions with related parties are placed before the Audit Committee at its quarterly meetings for ratification.

During the year under review, the Company did not enter into any transaction or arrangement with related parties, which were material or not at arm's length.

There were no materially significant transactions with the Directors, the Management, the Promoters or the relatives of the Directors that have a potential conflict with the interest of the Company at large. As per Accounting Standard (AS) 18 on 'Related Party Disclosures', the details of related party transactions entered into by the Company are included in the Notes to Accounts. Therefore, the information on transaction with related parties pursuant to Section 134(h) of the Act read with rule 8(2) of the Companies (Accounts) Rules, 2014 as per Form AOC 2 is Nil.

25. Transfer to Reserves:

Your Company being an insurance company is governed by the IRDAI Regulations with regards to preparation of financial statements and therefore, it is not required to transfer any amount to reserves.

26. Dividend:

The Directors do not recommend any dividend on equity shares for the period ended 31st March, 2016.

27. Material Changes and Commitments affecting the Financial Position:

There were no material changes or commitments, affecting the financial position of the Company between March 31, 2016 and the date of this Report.

28. Conservation of energy, technology absorption and foreign exchange earning and outgo:

Since the Company does not carry out any manufacturing activity, the provisions with respect to conservation of energy or technology absorption are not applicable to the Company.

The details of Foreign exchange earnings and outgo is hereunder:

Earning in Foreign Currency during 2015-16: Nil

Expenditure in Foreign Currency during 2015-16: Rs 23.49 Million

29. Risk Management Framework:

Your Company has a Risk Management Framework in place to ensure that the Company identifies, assesses, monitors and reports all material risks. The Company has set up a Risk Management Committee (RMC) to administer the Company's Risk Management Strategies. The Committee assists the Board in effective operation of the risk management system by performing specialized analyses and quality reviews.

The function of RMC *inter-alia* includes the following:

- Implementation of Enterprise Risk Management framework.
- Laying down risk management strategy to manage risks across the organization.
- To review the key risks associated with the business of the Company, its root causes and the efficacy of the measures in place to mitigate the same.
- Report to the Board, the details on the risk exposure and the action taken to manage the exposures.
- Assisting the Board in effective operation of the risk management system by performing specialized analysis and quality reviews.

The various risks are monitored by the RMC on a regular basis. An update on Risk management framework is also reviewed by the Board at quarterly intervals.

30. Board Evaluation:

Pursuant to the provisions of the Section 178 and Section 149 read with Schedule IV of the Act, the Company has placed a mechanism for evaluation of performance of all the Directors including the Independent Directors, the Chairperson, the Board as a whole, as well as, the Board Committees. All the Directors have carried out an annual performance evaluation of the Individual Directors, the Board as a whole and the Board Committees. In addition, the Independent Directors have *inter-alia* separately evaluated the performance of the Board as a whole, its Committees, Individual Directors and Chairman of the Board, at their separate meeting held on April 19th, 2016.

The Nomination and Remuneration Committee undertook an evaluation of each Director's performance. The Board on the recommendation of Nomination and Remuneration Committee, has evaluated its own performance, individual Directors and of Board Committees.

The evaluation of the Board and the Board Committees was carried out on the basis of various parameters like composition in terms of its size and diversity,

Board communication & relationships including review and flow of information, attendance in Board/Committee meetings, participation on business strategic planning, follow up on implementation of decisions taken at Board/Committee meetings etc.

The evaluation of Directors (including Independent Directors) was carried out based on parameters like attendance, active participation, bringing one's own experience to bear on the items for discussion, awareness and observance of governance, value addition to the business and strategic aspects of the Company.

31. Change in the nature of business:

There was no change in the nature of business of the Company during the year under review.

32. Directors and Key Managerial Personnel:

The Board of Directors comprises of eight Directors including two Independent Directors as on 31.03.2016.

The Board on the recommendation of the Nomination and Remuneration Committee (NRC) had approved the Remuneration Policy for the Appointment and remuneration of Key managerial Personnel (KMP), C-Level Positions (CXO) whole time directors and other employees of the Company "Remuneration Policy for Employees and Key Managerial Personnel". The remuneration policy for independent directors "Remuneration Policy for Independent Directors" has also been approved by the Board.

The objective of the Company's Remuneration Policy is ensure that the KMP's, CXO's and other employees of the Company are governed by the compensation criteria that foster meritocracy and right behaviors. The Policy covers the principles pertaining to determining the qualifications, positive attributes, integrity and independence.

As on date of this Report, the Company's Board comprises of 10 Directors with two Directors, Mr. Karthik Reddy and Mr. Christian Schmid Ludwig as Alternate Directors who were inducted on the Board with effect from 19th April, 2016.

In terms of Ministry of Company Affairs circular, Mr. MBN Rao and Mr. Bernhard Steinruecke have been appointed as Independent directors for a tenure of 5 years upto October 2019.

Besides the above, there was no change in the directorship during the FY 2015-16.

The Company has received requisite disclosures and undertakings from all the Directors in compliance with the provisions of the Act and the provisions of Corporate Governance guidelines notified by IRDA. The Independent Directors of the Company, Mr. MBN Rao and Mr. Bernhard Steinruecke have given a declaration that they meet the criteria of independence, as per the provisions of

the Act. The Company and the respective Directors have entered into a Deed of Covenant as per the prescribed format.

In accordance with the provisions of Section 152 of the Act, Dr. Doris Sophia Hoepke and Mr. Andrew Kielty are the Directors who retire by rotation at the ensuing Annual General meeting of the Company and being eligible, offer themselves for re-appointment.

33. Subsidiaries/Joint Venture/Associates

The Company does not have any subsidiary/joint venture company during the year under review and Munich Health Holding AG is the Associate company of the Company.

34. Deposits:

The Company has not accepted any public deposits during the year.

35. Significant and Material Orders passed by the Regulators or Courts or Tribunals:

There were no significant or material orders passed by the regulators, courts or tribunals which would impact the going concern status of the Company or its future operations.

36. Internal Financial Controls over Financial Statements:

The Company's internal controls including process embedded controls over financial reporting and their periodic monitoring enable the Company to demonstrate that entries in its financial records are accurate, complete, timely, reliable and made in accordance with applicable regulations, statutes and generally accepted accounting principles.

The process related controls ensure that the Company's books, records, accounts and financial statements are maintained in reasonable detail and appropriately reflect the Company's transactions. The Company adopts appropriate levels of automation for transmission of data amongst various systems. The authorization of transactions recorded in various systems follow a defined delegation and segregation of duties.

The Company deploys required resources and exercises management oversight to ensure that accounting policies are applied properly and consistently so as to ensure that the financial statements provide a true and fair view of the financial affairs of the Company.

Further, the Company has dedicated resources for identification and investigation of possible frauds. These operate to minimize possibility of frauds or errors in preparation of financial statements.

37. Audit Committee:

The Company's Audit Committee currently comprises of three Directors. Four meetings of the Committee were held during the year. All the members of the Committee have requisite financial and management expertise/knowledge. The composition and the role of the Committee are detailed in the Corporate Governance Report attached hereto and forms part of this Report.

38. Management Report:

In accordance with Part IV, Schedule B of the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations 2002, the Management Report forms part of the financial statements.

39. Certificate from Compliance Officer (under the IRDA Corporate Governance Guidelines):

In compliance with the IRDA Corporate Governance guidelines, a compliance certificate issued by the Company Secretary, designated as the Compliance Officer under Corporate Governance guidelines, is attached to and forms part of the Corporate Governance Report.

40. Statutory Auditors:

At present, M/s. S. Viswanathan, Chartered Accountants and M/s. S.N. Dhawan & Co., Chartered Accountants are the Joint Statutory Auditors of the Company.

M/s. S. Viswanathan, Chartered Accountants and M/s. S.N. Dhawan & Co., Chartered Accountants, Joint Statutory Auditors will retire at the ensuing annual general meeting and being eligible, offer themselves for re-appointment. A certificate under Section 139 of the Act has been obtained from them. The auditors have further certified that they have subjected themselves for the peer review process of the Institute of Chartered Accountants of India (ICAI) and they hold a valid certificate issued by the 'Peer Review Board' of ICAI.

As per the new Corporate Governance Guidelines of IRDA on 18th May, 2016 (IRDAI Guidelines), a Statutory Auditor can be appointed for two terms of five years each. The period of which the auditors have already served as on the date of effect of these guidelines shall be counted towards determining the term of appointment of term of statutory auditors for five years.

Thus, in accordance with the IRDAI Guidelines read with the provisions of the Act, M/s S.N. Dhawan & Co., Chartered Accountants, were appointed at the last AGM for a period of two years i.e. upto the conclusion of 10th AGM subject to ratification. This was in view that M/s S.N. Dhawan & Co., Chartered Accountants have already completed three years at the time of appointment at the last AGM, therefore, M/s S. N. Dhawan & Co. will be appointed upto the conclusion of 11th AGM. The term of appointment of M/s. S. Viswanathan, Chartered Accountants, as per applicable law, will be expiring in the forthcoming AGM.

Accordingly, the Shareholders are requested to appoint M/s. S.N. Dhawan & Co., Chartered Accountants as Statutory Auditors for the FY 2016-17 till the conclusion of 11th AGM and and M/s. S. Viswanathan, Chartered Accountants for a period of five years till the conclusion of 15th AGM of the Company as Statutory Auditors subject to ratification at every AGM of the Company.

41. Human Resource and People Development:

We continued our investment in Human Capital. Programs related to Talent Attraction, Talent Development and Talent Management have been institutionalized to deliver outstanding customer experience.

Your Company has been rated as a Great Place to Work six times in a row, and the level of Employee Satisfaction and Engagement has been very encouraging. Talent management initiatives including development of HI Potential and Critical Employees continues to be an integral part of overall performance management process in the Company.

Cultural integration of people is a very key focus area and in this context our organizational learning initiatives are designed around assimilation and development of individuals and team competencies, on aspects such as people management, productivity and service delivery. Various sessions are being held to create a C.A.R.E. culture in the Company.

Your Company has established contacts with B Schools in and around Delhi/ NCR, IIMs to attract and recruit fresh talent in Sales, Information Technology, Product Development and Bancassurance functions. We have set up soft skills training infrastructure to meet the growing needs of people development initiatives in the areas of behavior and functional competencies.

Being very people centric our focus continues to be on workforce diversity, contemporary people practices and competitive compensation. Employee Engagement initiatives across all locations revolved around interaction on various facets of the work environment and communication updates on the Company and the industry. In recognition to these efforts, the Company has been adjudged among top 100 best places to work for in 2015 & 2016 as a part of the study conducted by the Great Places to Work Institute. This award has been conferred on your Company six times in a row.

The Company has in place an Anti-Sexual Harassment Policy in line with the requirements of The Sexual Harassment of Women at the Work Place (Prevention, Prohibition and Redressal) Act, 2013. An Internal Complaints Committee (ICC) has been set-up to redress complaints received regarding sexual harassment. All employees (permanent, contractual, temporary, trainees) are covered under this policy. No case has been reported during the year under review.

As required pursuant to the provisions of Rule 5 (2) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the names and other particulars of the employees are set out in the Annexure to the

Directors' Report. The Directors' Report is being sent to the Shareholders excluding the Annexure. Any Shareholder interested in obtaining a copy of the Annexure may write to the Company Secretary at the Registered Office of the Company.

Details of top ten employees in terms of the remuneration drawn during FY 2015-16 is as under:

1. Mr. Krishnan Ramachandran
2. Dr. Nandini Ali
3. Mr. Srikanth Kandikonda
4. Mr. Sanjay Manaktala
5. Mr. Vishwanath Mahendra
6. Mr. Suraj Mishra
7. Mr. Antony Jacob
8. Dr. Sriharsha A. Achar
9. Mr. Aashish Sethi
10. Mr. Sanjeev Agrawal

The head count of the Company was 2187 as on 31st March, 2016.

42. Employee Stock Option Plan (ESOP):

The Company has introduced "Employees Stock Option Plan-2011 (ESOP 2011)" in the FY 2012-13 effective from 1st April, 2012 to enable the key employees of the Company to participate in its future growth and financial success. During the FY 2012-13, 12,70,000 options were granted to the employees. As per the ESOP, the total number of options to be granted under ESOP - 2011 shall not at any point of time exceed numbers equalling 1% of the fully paid up equity shares of the Company as on the date of the grant. The options granted above vest in tranches i.e. 25% on completion of 2 years from the grant date, 25% at the end of 3 years from grant date and the balance 50% on completion of 4 years from the grant date and are exercisable within a period of 5 years from the respective date of vesting. Nomination and Remuneration Committee has approved the earlier vesting of the last tranche. Each option would entitle the employee, on exercise, to acquire One equity share each of the Company as per the provisions of the ESOP plan. Being the first issue of shares to employees under ESOP, the Company had offered them at the face value (i.e. Rs 10/- per share).

The detail of activity under ESOP is summarized below:

Particulars	Year ended March 31st 2016
Options Outstanding at the beginning of the year	8,61,250
Add : Granted during the year	-
Less: Forfeited / lapsed during the year	46,250
Less: Exercised during the year	3,54,375
Options Outstanding at the end of the year	4,60,625
Options Exercisable at the end of the year	4,60,625

43. Awards and Recognitions:

During the year under review, the Company won the following awards:-

- Health Insurance Provider Award (2015)
- 88th Great Place to Work (2015)
- The Technology Leader Award (2015)
- Top Enterprise CIO - Global Enterprise, Business & IT Architecture Award (2015)
- The Iconic IDC Insights Awards (2015)
- InfoSec Maestros Awards – 100 Top CISOs (2015)
- CISO Platform 100 (2016)
- InfoSec Maestros Awards (2016)
- Great place to work 2016 listing (ranking awaited)
- CMO Asia (2016)
- Global brand Excellence award (2016)

44. Secretarial Audit Report:

In accordance with the provisions of Section 204 of the Act and the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the Company had appointed M/s K Phani & T Sriram, Practicing Company Secretaries, for conducting Secretarial Audit of the Company for the FY 2015-16. The Auditors has not made any qualification, reservation or any adverse remark in their Report for FY 2015-16. The Secretarial Audit Report is appended hereto and forms part of this Report.

45. Indian Accounting Standards (Ind AS):

The Ministry of Corporate Affairs (MCA) vide Notification no. G.S.R 111(E) dated February 16, 2015 notified the Companies (Indian Accounting Standards) Rules, 2015 (Rules). IRDAI vide circular No. IRDA/ F&A/ CIR/IFRS/038/03/2016 dated March 1, 2016, issued guidelines with regard to implementation of the Ind AS in insurance sector. As per the said guidelines, insurance companies shall prepare financial statements in accordance with Ind AS from April 1, 2018 onwards, with comparatives for the period ending March 31, 2018. As advised by IRDAI, the Company has constituted an Ind AS Steering Committee comprising of following members:

1. Mr. Antony Jacob, Whole Time Director & Chief Executive Officer
2. Mr. Srikanth Kandikonda, Chief Financial Officer & Company Secretary

The Committee would meet on a regular basis and update the Audit Committee and Board on the progress in implementation of Ind AS.

46. Appreciation & Acknowledgment:

The Company is thankful to IRDAI and other regulatory and statutory authorities for their continued support, guidance and co-operation.

The Directors wish to thank all the policyholders, intermediaries, channel partners, bankers and other constituents for their support during the period and look forward to their continued support.

The Directors also wish to place on record their sincere appreciation for the sustained and dedicated efforts put in by employees of the Company at all levels.

For and on behalf of the Board

**Place: Gurgaon
Date: 22.07.2016**

**sd/-
Dr. Prathap C Reddy
(Chairman)
DIN:00003654**

Form No. MR-3

SECRETARIAL AUDIT REPORT

FOR THE FINANCIAL YEAR ENDED 31/03/2016

[Pursuant to section 204(1) of the Companies Act, 2013 and rule No.9 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014]

To,
The Members,
M/s. Apollo Munich Health Insurance Company Limited
Apollo Hospitals Complex, 8-2-293/82/J III /DH /900
Jubilee Hills, Hyderabad.

We have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by M/s. Apollo Munich Health Insurance Company Limited. (hereinafter called the company). Secretarial Audit was conducted in a manner that provided us a reasonable basis for evaluating the corporate conducts/statutory compliances and expressing our opinion thereon.

Based on our verification of M/s. Apollo Munich Health Insurance Company Limited's books, papers, minute books, forms and returns filed and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorized representatives during the conduct of secretarial audit, We hereby report that in our opinion, the Company has, during the audit period covering the financial year ended on 31st March, 2016 complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliance-mechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

We have examined the books, papers, minute books, forms and returns filed and other records maintained by M/s. Apollo Munich Health Insurance Company Limited for the financial year ended on 31/03/2016 according to the provisions of:

- (i) The Companies Act, 2013 (the Act) and the rules made thereunder;
- (ii) The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the rules made thereunder;

(iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed thereunder;

(iv) Foreign Exchange Management Act, 1999 and the rules and regulations made thereunder to the extent of Foreign Direct Investment.

(v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'):-

(a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011.

(b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015.

(c) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009.

(d) The Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014.

(e) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008.

(f) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 regarding the Companies Act and dealing with client.

(g) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009.

(h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998.

(vi) Insurance Act, 1938 & Insurance Regulatory and Development Authority Rules & Regulations

Clauses V(a) to (h) stated above are not applicable to the Company.

We have also examined compliance with the applicable clauses of the following:

(i) Secretarial Standards SS-1 and SS-2 issued by The Institute of Company Secretaries of India.

(ii) The Listing Agreements entered into by the Company with Stock Exchange(s), if applicable.

Clauses (ii) stated above is not applicable to the Company.

During the period under review the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc. as mentioned above.

We further report that

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. The changes in the composition of the Board of Directors that took place during the period under review were carried out in compliance with the provisions of the Act.

Adequate notice is given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance, and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting.

Majority decision is carried through as there are no dissenting members' views. These are captured and recorded as part of the minutes.

We further report that there are adequate systems and processes in the Company commensurate with the size and operations of the Company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

Date: 22/07/2016

Place: Hyderabad

sd/-

Signature:

Name of Company Secretary in practice/Firm: K Phani/T Sriram

ACS/FCS No. F5670/A23349

C P No.: 4963/8825

**FORM NO. MGT 9
EXTRACT OF ANNUAL RETURN**

As on financial year ended on 31.03.2016

Pursuant to Section 92 (3) of the Companies Act, 2013 and rule 12(1) of the Company (Management & Administration) Rules, 2014.

I. REGISTRATION & OTHER DETAILS:

1.	CIN	U66030AP2006PLC051760
2.	Registration Date	22.11.2006
3.	Name of the Company	APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
4.	Category/Sub-category of the Company	HEALTH INSURANCE
5.	Address of the Registered office & contact details	APOLLO HOSPITALS COMPLEX, 8-2-293/82/J III/DH/900, JUBILEE HILLS, HYDERABAD, ANDHRA PRADESH – 500033
6.	Whether listed company	NO
7.	Name, Address & contact details of the Registrar & Transfer Agent, if any.	N.A.

II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY (All the business activities contributing 10 % or more of the total turnover of the company shall be stated)

S. No.	Name and Description of main products / services	NIC Code of the Product/ service	% to total turnover of the company
1	HEALTH INSURANCE	6512	100

III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

S. No	NAME AND ADDRESS OF THE COMPANY	CIN/GLN	HOLDING/ SUBSIDIARY/ ASSOCIATE	% OF SHARES HELD	APPLICABLE SECTION
1	Apollo Energy Company Ltd	U74899DL1996PLC077667	Holding Company	64.35	2(46)

Category of Shareholders	No. of Shares held at the beginning of the year[As on 01-April-2015]				No. of Shares held at the end of the year[As on 31-March-2016]				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
B. Public Shareholding									
1. Institutions	-	-	-	-	-	-	-	-	-
a) Mutual Funds	-	-	-	-	-	-	-	-	-
b) Banks / FI	-	-	-	-	-	-	-	-	-
c) Central Govt	-	-	-	-	-	-	-	-	-
d) State Govt(s)	-	-	-	-	-	-	-	-	-
e) Venture Capital Funds	-	-	-	-	-	-	-	-	-
f) Insurance Companies	-	-	-	-	-	-	-	-	-
g) FIIs	-	-	-	-	-	-	-	-	-
h) Foreign Venture Capital Funds	-	-	-	-	-	-	-	-	-
i) Others (specify)	-	-	-	-	-	-	-	-	-
Sub-total (B)(1):-	-	-	-	-	-	-	-	-	-
2. Non-Institutions	-	-	-	-	-	-	-	-	-
a) Bodies Corp.	-	-	-	-	-	-	-	-	-
i) Indian	-	-	-	-	-	-	-	-	-
ii) Overseas	-	-	-	-	-	-	-	-	-
b) Individuals	-	-	-	-	-	-	-	-	-
i) Individual shareholders holding nominal share capital up to Rs. 1 lakh	-	-	-	-	-	-	-	-	-
ii) Individual shareholders holding nominal share capital in excess of Rs 1 lakh	-	-	-	-	-	-	-	-	-
c) Others Employees - ESOP	-	248,750	248,750	0.07	-	614,343	614,343	0.17	0.10
Sub-total (B)(2):-	-	248,750	248,750	0.07	-	614,343	614,343	0.17	0.10
Total Public Shareholding (B)=(B)(1)+(B)(2)	-	248,750	248,750	0.07	-	614,343	614,343	0.17	0.10
C. Shares held by Custodian for GDRs & ADRs	-	-	-	-	-	-	-	-	-
Grand Total (A+B+C)	-	349,228,750	349,228,750	100.00	-	356,922,912	356,922,912	100.00	-

B) Shareholding of Promoters-

S N	Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			% change in shareholding during the year
		No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	
1	Ms. Shobana Kamineni	100	0.00	0.00	100	0.00	0.00	-
2	Ms. Sangita Reddy	100	0.00	0.00	100	0.00	0.00	-
3	Apollo Energy Company Limited	224,226,721	64.21	0.00	229,685,371	64.35	0.00	0.14
4	Ms. Preetha Reddy	100	0.00	0.00	100	0.00	0.00	-
5	Ms. Suneeta Reddy	100	0.00	0.00	100	0.00	0.00	-
6	Mrs. Sucharita Reddy	100	0.00	0.00	100	0.00	0.00	-
7	Apollo Hospitals Enterprise Limited	35,709,000	10.23	0.00	35,709,000	10.00	0.00	(0.23)
8	Munich Health Holding AG	89,043,779	25.50	0.00	90,913,698	25.47	0.00	(0.03)

C) Change in Promoters' Shareholding (please specify, if there is no change)

SN	Particulars	Date	Shareholding at the beginning of the year		Cumulative Shareholding during the year	
			No. of shares	% of total shares of the company	No. of shares	% of total shares of the company
1	Apollo Energy Company Limited					
	At the beginning of the year	1/04/2015	224,226,721	64.21	224,226,721	64.21
	Allotment of shares	10/02/2016	5,458,650	15.29	229,685,371	64.35
	At the end of the year	31/03/2016	-	-	229,685,371	64.35
2	Munich Health Holding AG					
	At the beginning of the year	1/04/2015	89,043,779	25.50	89,043,779	25.50
	Allotment of shares	10/02/2016	1,869,919	0.52	90,913,698	25.47
	At the end of the year	31/03/2016	-	-	90,913,698	25.47

**D) Shareholding Pattern of top ten Shareholders:
 (Other than Directors, Promoters and Holders of GDRs and ADRs):**

SNO	For Each of the Top 10 Shareholders		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
			No. of shares	% of total shares of the company	No. of shares	% of total shares of the company
		Date				
1.	K. Srikanth					
	At the beginning of the year	1/04/2015	36,875	0.01	36,875	0.01
	Allotment of shares(ESOP)	05/11/2015	1,10,625	0.02	1,47,500	0.03
	Allotment of shares	10/02/2016	3,097	0.00	1,50,597	0.04
	At the end of the year	31/03/2016	-	-	1,50,597	0.04
2.	Sanjay Manaktala					
	At the beginning of the year	1/04/2015	10,000	0.00	10,000	0.00
	Allotment of shares(ESOP)	10/02/2016	30,000	0.00	40,000	0.01
	Allotment of shares	10/02/2016	210	0.00	40,210	0.01
	At the end of the year	31/03/2016	-	-	40,210	0.01
3.	Krishnan Ramachandran					
	At the beginning of the year	1/04/2015	36,875	0.01	36,875	0.01
	Allotment of shares	10/02/2016	774	0.00	37,649	0.01
	At the end of the year	31/03/2016	-	-	37,649	0.01
4	Dr. Sriharsha Achar					
	At the beginning of the year	1/04/2015	28,750	0.00	28,750	0.00
	Allotment of shares	10/02/2016	603	0.00	29,353	0.00
	At the end of the year	31/03/2016	-	-	29,353	0.00
5.	Vishwanath Mahendra					
	At the beginning of the year	1/04/2015	6,250	0.00	6,250	0.00
	Allotment of shares(ESOP)	05/11/2015	18,750	0.00	25,000	0.00
	Allotment of shares	10/02/2016	525	0.00	25,525	0.00
	At the end of the year	31/03/2016	-	-	25,525	0.00

SNO	For Each of the Top 10 Shareholders		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
			No. of shares	% of total shares of the company	No. of shares	% of total shares of the company
6.	Roomi Aziz					
	At the beginning of the year	1/04/2015	-	-	-	-
	Allotment of shares(ESOP)	10/02/2016	15,000	0.00	15,000	0.00
	Allotment of shares	10/02/2016	105	0.00	15,105	0.00
	At the end of the year	31/03/2016	-	-	15,105	0.00
7.	Surya Prakash					
	At the beginning of the year	1/04/2015	-	-	-	-
	Allotment of shares(ESOP)	10/02/2016	15,000	0.00	15,000	0.00
	Allotment of shares	10/02/2016	105	0.00	15,105	0.00
	At the end of the year	31/03/2016	-	-	15,105	0.00
8.	Suraj Mishra					
	At the beginning of the year	1/04/2015	10,000	0.00	10,000	0.00
	Allotment of shares	10/02/2016	210	0.00	10,210	0.00
	At the end of the year	31/03/2016	-	-	10,210	0.00
9.	Dr. Nandini Ali					
	At the beginning of the year	1/04/2015	10,000	0.00	10,000	0.00
	Allotment of shares	10/02/2016	210	0.00	10,210	0.00
	At the end of the year	31/03/2016	-	-	10,210	0.00
10	Padmesh Nair					
	At the beginning of the year	1/04/2015	6,250	0.00	6,250	0.00
	Allotment of shares	10/02/2016	131	0.00	6,381	0.00
	At the end of the year	31/03/2016	-	-	6,381	0.00
11.	Dr. Bhabhatosh Mishra					
	At the beginning of the year	1/04/2015	6,250	0.00	6,250	0.00
	Allotment of shares	10/02/2016	131	0.00	6,381	0.00
	At the end of the year	31/03/2016	-	-	6,381	0.00
12	Sachin Malhotra					
	At the beginning of the year	1/04/2015	6,250	0.00	6,250	0.00
	Allotment of shares	10/02/2016	131	0.00	6,381	0.00
	At the end of the year	31/03/2016	-	-	6,381	0.00

E) Shareholding of Directors and Key Managerial Personnel:

SN	Shareholding of each Directors and each Key Managerial Personnel		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
			No. of shares	% of total shares of the company	No. of shares	% of total shares of the company
		Date				
1. Shobana Kamineni – Whole Time Director						
	At the beginning of the year	1/04/2015	100	0.00	100	0.00
	At the end of the year	31/03/2016	-	-	100	0.00
2. Suneeta Reddy –Director						
	At the beginning of the year	1/04/2015	100	0.00	100	0.00
	At the end of the year	31/03/2016	-	-	100	0.00
3. Antony Jacob (Chief Executive Officer and Whole-time director)						
	At the beginning of the year	1/04/2015	55,000	0.01	55,000	0.01
	Allotment of shares(ESOP)	05/11/2015	1,65,000	0.04	2,20,000	0.06
	Allotment of shares (ESOP)	10/02/2016	4,620	0.00	2,24,620	0.06
	At the end of the year	31/03/2016	-	-	2,24,620	0.06
4. K Srikanth – (Chief Financial Officer and Company Secretary)						
	At the beginning of the year	1/04/2015	36,875	0.01	36,875	0.01
	Allotment of shares(ESOP)	05/11/2015	1,10,625	0.03	1,47,500	0.04
	Allotment of shares (ESOP)	10/02/2016	3,097	0.00	1,50,597	0.04
	At the end of the year	31/03/2016	-	-	1,50,597	0.04

V. INDEBTEDNESS -Indebtedness of the Company including interest outstanding/accrued but not due for payment.

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
Indebtedness at the beginning of the financial year	NIL	NIL	NIL	NIL
i) Principal Amount	NIL	NIL	NIL	NIL
ii) Interest due but not paid	NIL	NIL	NIL	NIL
iii) Interest accrued but not due	NIL	NIL	NIL	NIL
Total (i+ii+iii)	NIL	NIL	NIL	NIL
Change in Indebtedness during the financial year	NIL	NIL	NIL	NIL
* Addition	NIL	NIL	NIL	NIL
* Reduction	NIL	NIL	NIL	NIL
Net Change	NIL	NIL	NIL	NIL
Indebtedness at the end of the financial year	NIL	NIL	NIL	NIL
i) Principal Amount	NIL	NIL	NIL	NIL
ii) Interest due but not paid	NIL	NIL	NIL	NIL
iii) Interest accrued but not due	NIL	NIL	NIL	NIL
Total (i+ii+iii)	NIL	NIL	NIL	NIL

VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL-

A. Remuneration to Managing Director, Whole-time Directors and/or Manager:

SN.	Particulars of Remuneration	Name of MD/WTD/ Manager		Total Amount
		Antony Jacob (CEO & WTD)	Shobana Kamineni (WTD)	
1	Gross salary			
	(a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	2,49,56,629	48,00,000	
	(b) Value of perquisites u/s 17(2) Income-tax Act, 1961	24,24,817	10,800	
	(c) Profits in lieu of salary under section 17(3) Income- tax Act, 1961			
2	Stock Option			
3	Sweat Equity			
4	Commission			
5	Others – Deferred incentives			
	Total (A)	2,73,81,446	48,10,800	
	Ceiling as per the Act	As per Note below		

Note — In terms of the provisions of Section 34A of the Insurance Act, 1938, the provisions relating to ceiling on managerial remuneration as prescribed under the Companies Act, shall not apply to any matter in respect of which the approval of IRDAI has been obtained. The appointment and remuneration of the CEO & Whole-time directors was approved by IRDAI.

B. Remuneration to other directors

SN.	Particulars of Remuneration	Name of Directors		Total Amount
		M B N Rao	Bernhard Steinruecke	
1	Independent Directors			
	Fee for attending board & committee meetings	10,00,000	9,00,000	19,00,000
	Commission	-	-	-
	Others	-	-	-
	Total (1)	10,00,000	9,00,000	19,00,000
2	Other Non-Executive Directors	-	-	-
	Fee for attending board & committee meetings	-	-	-
	Commission	-	-	-
	Others	-	-	-
	Total (2)	-	-	-
	Total (B)=(1+2)	-	-	-
	Total Managerial Remuneration	10,00,000	9,00,000	19,00,000
	Overall Ceiling as per the Act	NA	NA	NA

C. REMUNERATION TO KEY MANAGERIAL PERSONNEL OTHER THAN MD/MANAGER/WTD

SN	Particulars of Remuneration	Key Managerial Personnel
		Srikanth Kandikonda (CFO & CS)
1	Gross salary	
	(a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	90,67,944
	(b) Value of perquisites u/s 17(2) Income-tax Act, 1961	8,18,105
	(c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	-
2	Stock Option	-
3	Sweat Equity	-
4	Commission	-
5	Others - Deferred Incentives	-
	Total	98,86,049

VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES:

Type	Section of the Companies Act	Brief Description	Details of Penalty / Punishment/ Compounding fees imposed	Authority [RD / NCLT/ COURT]	Appeal made, if any (give Details)
A. COMPANY					
Penalty	-	-	-	-	-
Punishment	-	-	-	-	-
Compounding	-	-	-	-	-
B. DIRECTORS					
Penalty	-	-	-	-	-
Punishment	-	-	-	-	-
Compounding	-	-	-	-	-
C. OTHER OFFICERS IN DEFAULT					
Penalty	-	-	-	-	-
Punishment	-	-	-	-	-
Compounding	-	-	-	-	-

APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED

Reg. Off: Apollo Hospitals complex, Jubilee Hills, Hyderabad - 500033

Corporate Governance Report

Company's Philosophy on Corporate Governance:

Apollo Munich Health Insurance Company Limited ('the Company') is fully committed to adopt the sound governance practices and its adherence in true spirit, at all times. Our Governance practices stems from an inherent desire to improve, innovate and reflect the culture of trusteeship that is deeply ingrained in our value system and forms part of the strategic thought process.

Accordingly the Corporate Governance philosophy has been scripted as under:

"As a responsible corporate citizen, the Company is committed to sound corporate practices based on its vision, values and principles in building confidence of its various stakeholders, thereby paving the way for its long term success and sustenance."

The Company's philosophy on the Corporate Governance is based on the following principles:

- Lay solid foundation for management
- Structure the Board to add value
- Promote ethical and responsible decision-making
- Safeguard integrity in financial reporting
- Make timely and balanced disclosures
- Recognize and manage business risks
- Respect the rights of the shareholders
- Encourage enhanced performance
- Remunerate fairly and responsibly
- Recognize the legitimate interest of the stakeholders
- Legal and statutory compliances in its true spirit

With the aforesaid principles, the Company continues to focus on building trust with shareholders, policyholders, employees, customers, channel partners, statutory authorities and other stakeholders. The Company's governance processes continuously reinforce and help actualize the Company's belief in ethical corporate citizenship and is manifested through exemplary standards of ethical behavior, both within the organization as well as in external relationships.

The Governance Structure:

The Company has a three-tier governance structure, comprising the Board of Directors at the apex and followed by the Management Committee and the Executive Committee and Heads of various departments/ initiatives/ verticals.

- Strategic supervision – by the Board of Directors
- Strategic management – by the CEO and the Management Committee
- Executive management – by the Executive Committee and the vertical/ department heads.

This three-tier governance structure ensures that the strategic supervision on behalf of the shareholders being free from the task of strategic management can be conducted by the Board with objectivity thereby sharpening accountability of the management. Further, strategic management being free from the task of day-to-day executive management, remains focused and energized. The structure also ensures that the executive management of the divisions, being free from the collective strategic responsibilities for the Company as a whole, is focused on enhancing the quality, efficiency and effectiveness of the functional areas.

1. Board of Directors:

At Apollo Munich Health, the Directors are elected/ nominated by the Shareholders of the Company with a responsibility to set strategic objectives for the management and to ensure that the long term interests of all stakeholders are served by adhering to and enforcing the principles of sound Corporate Governance. The Board functions either as a full Board or through various Committees constituted to oversee specific operational areas.

All the members of the Board are eminent persons with considerable expertise and experience in insurance, health care, finance and banking sectors. The Company is immensely benefitted by the range of experience and skills that the Directors bring to the Board.

As on 31st March, 2016, the Company's Board of Directors comprised of eight Directors, of which six (75%) are Non-executive Directors. Ms. Shobana Kamineni, Whole-time Director and Mr. Antony Jacob, Whole-time Director & Chief Executive Officer are the Executive Directors. The Board is chaired by Dr. Prathap C Reddy, a Non-executive Director.

Mr. MBN Rao and Mr. Bernhard Steinruecke are the Independent Directors and the composition of the Board is in conformity with the Companies Act, 2013 and IRDAI guidelines on Corporate Governance.

1.1 Composition of Board of Directors:

The Company is a joint venture company between the Apollo Hospitals Group and Munich Health Holding AG (Munich Re Group). The Board comprises of three nominees Directors from Apollo Hospitals Group, two from Munich Health Holding AG, two Independent Directors besides a Whole-time Director & Chief Executive Officer who is a joint nominee of the Apollo Hospitals Group and the Munich Health Holding AG.

The Company's Board comprises of adequate mix of Independent and Non-Independent Director's as well as Non-Executive Directors and Executive Directors to maintain the professionalism and independence of the Board. The

composition of the Board of Directors of the Company is governed by the provisions of the Companies Act, 2013 and Rules made thereunder and clauses of the Corporate Governance Guidelines issued by IRDAI.

The Independent Directors are eminent personalities with significant expertise in the fields of finance, banking, strategy, insurance and economics.

The Board believes that the size is appropriate, based on the current circumstances.

Name of the Director	Category	Qualification	Field of Specialization	No of other Directorships*
Dr. Prathap C Reddy	Chairman, Non-executive	MD, FRCS, FCCP, FICP	Health Care Industry	9
Shobana Kamineni	Executive	BA (Economics), MBA	Insurance and Health Care Industry	9
Suneeta Reddy	Non-executive	BA (Economics & Marketing), DFM-IFMR, OPM -Harvard Business School, Boston USA	Finance	9
Dr. Doris Sophia Hoepke	Non-executive	Doctorate in law	Insurance	0
Andrew Kielty	Non-executive	MBA	Insurance	0
MBN Rao	Non-executive, Independent	B. SC (AG), ACIB (London), FIIB, DCS (Cambridge), IDCS (London)	Finance, Banking and Insurance	9
Bernhard Steinruecke	Non-executive, Independent	Degree in Law	Finance, Banking and Insurance	3
Antony Jacob	Executive	B.COM, ACA	Finance and Insurance	0

*Other Directorships do not include alternate directorships, directorship held in foreign companies, private limited companies and companies under Section 8 of the Companies Act, 2013.

1.2 Tenure:

The Non-executive Directors (excluding Independent Directors) of the Company are liable to retire by rotation. One third of the said Directors are liable to retire every year and if eligible, offer themselves for re-appointment.

1.3 Responsibilities:

The Board of Directors represents the interests of the Company's Shareholders and Policyholders in optimizing long-term value by providing the management with guidance and strategic direction on the Shareholders' behalf. The Board of Directors of the Company oversees the Company's strategic direction, review corporate performance, authorize and monitor strategic investments, ensure regulatory compliance and safeguard interests of all stakeholders.

1.4 Role of Independent Directors:

Independent Directors play a key role in the decision-making process of the Board as they contribute to the overall strategy of the Company and oversee the performance of management. The Independent Directors of the Company are committed to act in the best interest of the Company and its stakeholders. The Independent Directors bring to the Company a wide range of experience, knowledge and judgment as they draw on their varied proficiencies in finance, law and corporate strategy. This wide knowledge helps foster varied, unbiased, independent and experienced perspectives. The Company benefits immensely from their inputs in achieving its strategic direction. Board members ensure that their work in other capacities do not impinge on their responsibilities as Directors of the Company.

2. Board Meetings:

The meetings of the Board of Directors are normally held at the office of the Company at Gurgaon. As a good practice, a yearly meetings calendar is prepared and circulated to all the Directors well in advance before the commencement of the relevant financial year, so that they can adequately plan their schedule.

The Company holds atleast four Board meetings in a year, one in each quarter to review the quarterly performance, financial results and other agenda items. The gap between the two Board meetings do not exceed four months. In case of special and urgent matters, the Board's approval is taken by passing resolutions by circulation, as per law, and the same is confirmed in the next Board meeting.

a) Number of Board meetings held during 2015-16

The Board met five (5) times during financial year 2015-2016:

- May 12th, 2015
- August 6th, 2015
- November 5th, 2015
- November 20th, 2015
- February 10th, 2016.

The Board also met on April 19th, 2016 for approval of Annual Accounts of the Company for the financial year 2015-16. The gap between any two meetings

never exceeded four calendar months as stipulated in the IRDAI Corporate Governance Guidelines.

b) Attendance of Directors at the Board meetings

The details of attendance of the Directors at the Board meetings, last Annual General Meeting (AGM) and the sitting fees paid to the Directors are set out in the following table:

S.No.	Name of the Directors	Designation	1. Number of Board Meetings		Sitting fees paid (in INR)
			Held	Attended	
1	Dr. Prathap C Reddy	Chairman, Non-Executive	5	2	-
2	Shobana Kamineni	Whole-time Director, Executive	5	5	-
3	Suneeta Reddy	Non-Executive Director	5	4	-
4	Dr. Doris Sophia Hoepke	Non-Executive Director	5	4	-
5	Andrew Kielty	Non-Executive Director	5	5	-
6	MBN Rao	Independent Director	5	5	5,00,000
7	Bernhard Steinruecke	Independent Director	5	4	4,00,000
8	Antony Jacob	Whole-time Director & Chief Executive Officer, Executive	5	5	-

3. Agenda and Minutes:

The Company Secretary in consultation with the Whole-time Director and the other key officers prepares a detailed agenda for the meetings. The Agenda papers, containing all the necessary documents and explanatory notes, are circulated to the Directors and the Committee members well in advance before the meeting. In case it is not practicable to send the relevant information/documents as a part of Agenda papers, the same are tabled at the meeting. The members of the Board have access to all information of the Company. The members of the Board are also free to recommend inclusion of any matter in the agenda for discussion. Senior Management is invited to attend the Board meetings so as to provide additional inputs to the items being discussed by the Board.

The Company Secretary while preparing the agenda and minutes of the Board/ Committee meeting is required to ensure the adherence to the applicable provisions of the law including the Companies Act, 2013 and Insurance laws. The draft minutes of the proceedings of each meeting are circulated to the Directors for their comments and thereafter, confirmed by the Board in its next meeting. The Board also takes note of the minutes of the Committee meetings duly approved by their respective chairpersons.

All material information is incorporated in the agenda papers for facilitating meaningful and focused discussions at the meeting. The information regularly supplied to the Board inter-alia includes the following:

- Business strategy and updates;
- Annual operating plans and budgets, and any updates thereon;
- Capital budgets and updates;
- Performance reports along with the executive summary;
- Quarterly financial results;
- Minutes of the meetings of all committees;
- Statutory compliances report and certificate;
- Update on change in statutory regulations;
- Update on tax related matters;
- Updates on opening of offices/places of business;
- Show cause, demand notices and penalty notices, if any;
- Report of the policyholder's protection committee;
- Performance of investment portfolio and approval of investment policy;
- Annual reinsurance programme ;
- Action taken report on the implementation of decisions/suggestions of the Board/Committees during previous meetings;
- Other necessary documents.

4. Board Committees:

The Board has constituted six (6) committees for smooth and efficient discharge of its responsibilities, namely:-

- Audit Committee
- Investment Committee
- Risk Management Committee
- Policyholders' Protection Committee
- Nomination and Remuneration Committee
- Management Committee

The constitution and terms of reference of the aforesaid Committees are determined by the Board from time to time. All the recommendations of the Committees are placed before the Board for approval. The minutes of the Committee meetings are placed before the Board for its information.

The role and composition of these Committees, including the number of meetings held during the year under review and the attendance of the members are provided below:

4.1 Audit Committee:

The Company has set up the Audit Committee in compliance with the provisions of Section 177 of the Companies Act, 2013 and the IRDAI Corporate Governance Guidelines.

Composition: The Audit Committee comprises of three (3) Directors with Independent Directors forming a majority. The Chairperson of the Committee is an Independent Director. The Committee invites representatives of Internal Auditors, Statutory Auditors, other Directors and senior officials, as it considers appropriate to be present at the meeting of the Committee. All the members of the Committee have requisite financial and management expertise/knowledge. The Company Secretary is the secretary to the Committee.

As on March 31st, 2016, the Audit Committee comprised of the following members:

S.No	Name of Committee Members	Designation
1	Mr. M B N Rao	Member, Independent Director
2	Mr. Bernhard Steinruecke	Member, Independent Director
3	Mr. Andrew Kiely	Member, Non-Executive Director

The Audit Committee is responsible for enhancement and restoration of Shareholders' confidence by promoting accountability and also by acting as a catalyst for effective financial and auditing practices in the Company. The Committee also monitors the compliance function and the Company's risk profile in respect of compliance with external laws and regulations and internal policies.

The function of the Audit Committee *inter-alia* includes the following:

- Oversight of the Company's financial reporting process and the disclosure of its financial information to ensure that the financial statements are correct, sufficient and credible.
- Review of accounting policies and financial operating system of the Company.
- Review of legislative and regulatory compliances.
- Recommending the appointment, remuneration and terms of reference of appointment of auditors of the Company.
- Review and monitor the auditor's independence and performance, and effectiveness of Audit.
- Examination of the financial statements and the auditor's report thereon.
- Approval or any subsequent modification of transactions of the Company with related parties.
- Scrutiny of inter-corporate loans and investments.
- Valuation of undertakings or assets of the Company, wherever it is necessary.
- Reviewing with the management, external and internal auditors, the adequacy of internal control system and risk management system.
- Monitoring the end use of funds raised through public offers and related matters.
- To review key transactions involving conflict of interest.

During the year under review, the Audit Committee met four (4) times on May 12, 2015; August 6, 2015; November 5, 2015; and February 10, 2016. The details of the composition of the Audit Committee, attendance and the sitting fee paid to the members are set out in the following table:

Name of the Member	Number of AC Meetings		Sitting fees paid (in INR)#
	Held	Attended	
MBN Rao	4	4	2,50,000
Bernhard Steinruecke	4	4	2,50,000
Andrew Kielty	4	4	-

#Except the Independent Directors, none of the members are eligible to receive sitting fees for attending the meetings of the Committee.

4.2 Investment Committee:

The Company has set up an Investment Committee which is responsible for laying down an overall investment policy and operational framework for the investment operations of the Company.

Composition: The Investment Committee comprises of eight (8) members - two Non-executive Directors, two Whole-time Directors (including CEO), Chief Investment Officer, Chief Financial Officer, Deputy CEO and Appointed Actuary. The Chairperson of the Committee is a Non-executive Director. The composition of the Committee is in accordance with the provisions of the IRDA (Investment) Regulations, 2000, as amended from time to time and the IRDAI Corporate Governance Guidelines. The Committee invites other directors and senior officials, as it considers appropriate to be present at the meeting of the Committee. All the members of the Committee are fully conversant with the various responsibilities entrusted on them under IRDAI regulations and guidelines.

As on March 31st, 2016, Investment Committee comprised of following members:

S.No	Name of Committee Members	Designation
1	Ms. Shobana Kamineni	Member, Whole-time Director
2	Ms. Suneeta Reddy*	Member, Non-Executive Director
3	Mr. Andrew Kielty	Member, Non-Executive Director
4	Mr. Antony Jacob	Member, Whole-time Director & Chief Executive Officer
5	Mr. Krishnan Ramachandran	Member, Deputy Chief Executive Officer
6	Mr. Srikanth Kandikonda	Member, Chief Financial Officer & Company Secretary

7	Mr. Sanjay Kulshrestha	Member, Chief Investment Officer
8	Mr. Vishwanath Mahendra	Member, Appointed Actuary

*The resignation of Ms. Suneeta Reddy as a member of the Investment Committee was taken note by the Board in its meeting held on 10.02.2016

The function of Investment Committee *inter-alia* includes the following:

- Implement the annual investment policy as approved/modified by the Board of Directors of the Company from time to time.
- Invest the funds of the Company in accordance with the annual investment policy of the Company.
- Review investment strategies adopted from time to time and provide suitable direction as needed in the best interests of the company.
- Update to Board on investment activities of the Company.
- Compliance with regulatory norms on investments.

During the year under review, the Investment Committee met four (4) times on May 12, 2015; August 6, 2015; November 5, 2015; and February 10, 2016. The details of the composition of the Investment Committee, attendance and the sitting fee paid to the members are set out in the following table:

Name of the Member	Number of IC Meetings		Sitting fees paid (in INR)#
	Held	Attended	
Suneeta Reddy*	4	3	NIL
Shobana Kamineni	4	4	NIL
Andrew Kielty	1	1	NIL
Antony Jacob (WTD & CEO)	4	4	NIL
Mr. Krishnan Ramachandran (Deputy CEO)	4	4	NIL
Srikanth Kandikonda (CFO)	4	4	NIL
Sanjay Kulshrestha (CIO)	4	3	NIL
Vishwanath Mahendra	4	3	NIL

* Ceased w.e.f. 10.02.2016

#Members are not eligible to receive any sitting fees for attending the meetings of the committee.

4.3 Risk Management Committee:

The Company has set up a Risk Management Committee to administer the Company's Risk Management Strategies. The Committee assists the Board in effective operation of the risk management system by performing specialized analyses and quality reviews.

Composition: The Risk Management Committee comprises of three (3) Directors. The Chairperson of the Committee is a Non-executive Director. The Chief Risk Officer appointed by the Board reports to the Committee and is a permanent invitee at the Committee meetings. The composition of the Committee is in accordance with the provisions of IRDAI Corporate Governance Guidelines. The

Committee invites other directors and senior officials, as it considers appropriate to be present at the meetings of the Committee. The Company Secretary is the secretary to the Committee.

As on March 31st, 2016, Risk Management Committee comprised of following members:

S.No	Name of Committee Members	Designation
1	Mr. Shobana Kamineni	Member, Whole-time Director
2	Mr. Andrew Kielty	Member, Non-Executive Director
3	Mr. Antony Jacob	Member, Whole-time Director & Chief Executive Officer

The function of Risk Management Committee *inter-alia* includes the following:

- Implementation of Enterprise Risk Management framework.
- Laying down risk management strategy to manage risks across the organization.
- To review the key risks associated with the business of the Company, its root causes and the efficacy of the measures in place to mitigate the same.
- Report to the Board, the details on the risk exposure and the action taken to manage the exposures.
- Assisting the Board in effective operation of the risk management system by performing specialized analysis and quality reviews.

During the year under review, the Risk Management Committee met four (4) times on May 12, 2015; August 6, 2015; November 5, 2015; and February 10, 2016. The details of the composition of the Risk Management Committee, attendance and the sitting fee paid to the members are set out in the following table:

Name of the Member	Number of RMC Meetings		Sitting fees paid (in INR) #
	Held	Attended	
Andrew Kielty	4	4	NIL
Shobana Kamineni	4	4	NIL
Antony Jacob (WTD & CEO)	4	4	NIL

#Members are not eligible to receive any sitting fees for attending the meetings of the Committee.

4.4 Policyholders’ Protection Committee:

In tandem with IRDAI’s Corporate Governance Guidelines, the Company has set up a Committee called Policyholders’ Protection Committee. The Committee looks into the broader aspects of protection of policyholders’ interests, ensuring adequacy of the adherence to the Company’s grievance redressal framework as

well as ensuring adequate and correct disclosures to customers. The Policyholders' Protection Committee assists and provides advice to the Board in relation to the protection of interest of Policyholders.

Composition: The Policyholders' Protection Committee comprises of four (4) members - One Non-executive Director, two executive Directors (including CEO) and Deputy CEO of the Company. The Chairperson of the Committee is an Executive Director. The composition of the Committee is in accordance with the provisions of Corporate Governance Guidelines issued by IRDAI. The Committee invites other directors and senior officials, as it considers appropriate to be present at the meetings of the Committee. The Company Secretary is the secretary to the Committee.

As on March 31st, 2016, Policyholders' Protection Committee comprised of following members:

S.No	Name of Committee Members	Designation
1	Mr. Shobana Kamineni	Member, Whole-time Director
2	Mr. Andrew Kielty	Member, Non-Executive Director
3	Mr. Antony Jacob	Member, Whole-time Director & Chief Executive Officer
4	Mr. Krishnan Ramachandran	Member, Deputy Chief Executive Officer

The function of Policyholders' Protection Committee *inter-alia* includes the following:

- Approval and implementation of grievance redressal procedure and mechanism to address complaints and grievances of policyholders.
- Evaluating the efficacy of the existing mechanism in place/process being followed and suggest changes for speedy redressal of complaints/grievances.
- Review the status of policyholder's complaints at periodic intervals.
- Provide guidance to improve the overall satisfaction level of customers.
- Ensuring the compliance with the regulatory framework pertaining to policyholders' protection.

The Policyholders Protection committee submits the grievance disposal report on a quarterly basis to the Board *inter-alia* with regard to complaints/grievance received and resolved.

During the year under review, the Policyholders Protection Committee met four (4) times on May 12th, 2015, August 6th, 2015, November 5th, 2015 and February 10th, 2016. The details of the composition of the Policyholders Protection Committee, attendance and the sitting fee paid to the members are set out in the following table:

Name of the Member	Number of PPC Meetings		Sitting fees paid (in INR) #
	Held	Attended	
Shobana Kamineni	4	3	NIL
Antony Jacob (WTD & CEO)	4	4	NIL
Andrew Kielty	4	4	NIL
Mr. Krishnan Ramachandran (Deputy CEO)	4	4	NIL

#Members are not eligible to receive any sitting fees for attending the meetings of the Committee.

4.5 Nomination and Remuneration Committee:

The Company has set up a Nomination and Remuneration Committee to administer the overall policy on remuneration/compensation and the other terms of employment of Executive Directors and senior management officials of the Company. The Committee recommends/approves the remuneration package of Executive Directors by reference to individual performance, experience and market conditions with a view to provide a package which is appropriate for the responsibilities involved.

The role of the Nomination and Remuneration Committee includes nominating the Directors on the Board and fixing their remuneration. It also approves the appointment and compensation of Whole-time Directors and senior management officials.

Composition: The Nomination and Remuneration Committee comprises of four (4) Directors. Two Independent Directors, one Non-executive Director and one Executive Director. The Chairperson of the Committee is an Independent Director. The Committee invites other Directors and senior officials, as it considers appropriate to be present at the meeting of the Committee. The Company Secretary is the secretary to the Committee.

As on March 31st, 2016, Nomination and Remuneration Committee comprised of following members:

S.No	Name of Committee Members	Designation
1	Mr. Shobana Kamineni	Member, Whole-time Director
2	Mr. Andrew Kielty	Member, Non-Executive Director
3	Mr. M B N Rao	Member, Independent Director
4	Mr. Bernhard Steinruecke	Member, Independent Director

The function of Nomination and Remuneration Committee *inter-alia* includes the following:

- To identify persons who are qualified to become directors and who may be appointed as whole-time directors / non-whole time directors in accordance with the criteria laid down, recommend to the Board their appointment and removal and shall carry out evaluation of every director’s performance.
- Recommendation/approval of the remuneration and other terms of the compensation package for the senior management officials of the Company.
- Administration and approval of the quantum of performance/deferred bonus payable to the employees.
- Review the HR activities of the company including deliberation on attrition rate and providing necessary direction.
- Framing of guidelines for the Employees Stock Option Scheme.

The Nomination and Remuneration Committee and the Board of Directors in its meeting held on 12th August 2014 has approved the Remuneration Policy of the Company covering criteria for determining qualification, positive attributes, independence of Director and remuneration for the directors, key managerial personnel and employees.

During the year under review, the Nomination and Remuneration Committee met four (4) times on May 12, 2015; August 6, 2015; November 5, 2015; and February 10, 2016.

The details of the composition of the Nomination and Remuneration Committee, attendance and the sitting fee paid to the members are set out in the following table:

Name of the Member	Number of RC Meetings		Sitting fees paid (in INR) #
	Held	Attended	
Bernhard Steinruecke	4	4	2,50,000
MBN Rao	4	4	2,50,000
Shobana Kamineni	4	4	NIL
Andrew Kiely	1	1	NIL

#Except Independent Directors, none of the members are eligible to receive sitting fees for attending the meetings of the Committee.

4.6 Management Committee:

The Company has set up a Management Committee to manage all aspects of the day to day business operations of the Company and ensure the delivery of the Company’s Business Plan.

Composition: The Management Committee comprises of four (4) senior management officials (CXOs) of the Company namely Chief Executive Officer, Deputy CEO, Chief Financial Officer and Chief People Officer. The Committee is chaired by the CEO of the Company. The Committee invites Whole-time Director

and senior officials, as it considers appropriate, to be present at the meeting of the Committee.

As on March 31st, 2016, Management Committee comprised of following members:

S.No	Name of Committee Members	Designation
1	Mr. Antony Jacob	Member, Whole-time Director & Chief Executive Officer
2	Mr. Krishnan Ramachandran	Member, Deputy Chief Executive Officer
3	Mr. Srikanth Kandikonda	Member, Chief Financial Officer & Company Secretary
4	Dr. Sriharsha A Achar	Member, Chief People Officer

The Committee meets on a monthly basis to review and discuss the performance of the Company vis-à-vis the annual and strategic business plan and other matters within the terms of reference.

The function of Management Committee *inter-alia* includes the following:

- Drafting of Annual Operating Plan and submission to Board of Directors for approval.
- Review of financial performance of the company on regular intervals.
- Review the operations of the company.
- Review of competition landscape and peer analysis with respect to financial performance, products launched, counter action plan, etc.

Being executives of the Company, the members are not eligible to receive any sitting fees for attending the meetings of the committee.

5. Remuneration of Directors:

5.1 Executive Directors: During the year under review, the remuneration paid to the Executive Directors is recommended and approved by the Nomination and Remuneration Committee by virtue of delegation by the Board of Directors, subject to the approval of Shareholders in the General Meeting and IRDAI, as the case may be.

5.2 Non-executive Directors: During the year under review, the Company has not paid any remuneration to any of its Non-Executive Directors other than the Independent Directors.

During the year under review, the Independent Directors are paid by way of sitting fee for the meeting of the Board and the Committees (as the case may be), attended by them and the associated traveling and boarding expenses.

Other than the aforesaid sitting fees, traveling and boarding expenses, the Company has not paid any remuneration to any of its Independent Directors.

6. Related party transaction:

There were no materially significant related party transactions with the Directors, the management or relatives of the Directors that have a potential conflict with the interests of the Company at large. All the transactions with related parties entered by the Company were in the normal course of business and on Arm's Length basis and were approved by the Audit Committee. There were no material individual transactions with related parties, which were not in the normal course of business nor were there any material transactions with related parties or others, which were not on an arm's length basis. All the Details of related party transactions entered into by the Company are included in the Notes to the Accounts.

7. Code of Conduct:

The Company has laid down a Code of Conduct for the Board Members and Senior Management officials of the Company. All Board Members and Senior Management officials have affirmed compliance with the Code of Conduct for the year under review.

8. Whistle Blower Policy:

The Company has a Whistle Blower Policy which is designed and implemented to provide its employees a channel for communicating instances of breach in the Code of Conduct, legal violations, actual or suspected frauds and other irregularities. The framework of the Policy is designed to promote responsible and secure whistle blowing. The mechanism has been communicated and posted on the Company's intranet.

9. Pecuniary relationship or transaction of Non-Executive Directors vis-à-vis the Company:

The Company does not have any pecuniary relationship/ transaction with any of its Non-Executive Directors.

10. Statutory and Regulatory Compliance:

In accordance with the Compliance Policy of the Company, quarterly confirmation on statutory, regulatory as well as internal process compliances is obtained from the respective business heads. A Statutory Compliance Report duly signed by the CEO & Whole-time Director is placed before the Board every quarter, confirming the details of compliances as well as instances of non-compliance, if any, along with the steps taken to rectify the non-compliance and prevention of the occurrence in future.

11. Name and other details of the Compliance Officers:

	Area of Compliance	
	IRDA Corporate Governance Guidelines	All IRDAI Regulatory Compliances
Name of Compliance Officer	Mr. Srikanth Kandikonda	Ms. Deepti Rustagi
Designation	CFO & Company Secretary	VP -Legal & Compliances
Address	iLABS Centre, 2nd & 3rd Floor, Plot No 404 - 405, Udyog Vihar, Phase - III, Gurgaon -122016, Haryana	iLABS Centre, 2nd & 3rd Floor, Plot No 404 - 405, Udyog Vihar, Phase - III, Gurgaon -122016, Haryana
e-mail ID	srikanth.k@apollomunichinsurance.com	deepti.rustagi@apollomunichinsurance.com

12. Annual General Meetings:

Details of the Annual General Meetings held during the last five years are provided below:

Financial Year	Date	Venue
2010-11	05.08.2011	Apollo Hospitals Complex, Jubilee Hills, Hyderabad- 500033
2011-12	08.08.2012	Apollo Hospitals Complex, Jubilee Hills, Hyderabad- 500033
2012-13	16.09.2013	Apollo Hospitals Complex, Jubilee Hills, Hyderabad- 500033
2013-14	15.10.2014	Apollo Hospitals Complex, Jubilee Hills, Hyderabad- 500033
2014-15	25.09.2015	Apollo Hospitals Complex, Jubilee Hills, Hyderabad- 500033

All the resolutions in the Annual General Meeting, including the special resolutions set out in the respective notices were passed by the requisite majority of the Shareholders.

13. Corporate Information:

Apollo Munich Health Insurance Company Limited was incorporated on November 22nd, 2006 as a Public Limited Company under the Companies Act, 1956.

The Registered Office address of the Company is Apollo Hospitals Complex, Jubilee Hills, Hyderabad-500 033, Andhra Pradesh, Telangana.

The Corporate Office Address is First Floor, SCF-19, Sector 14, Gurgaon-122 001, Haryana.

The Corporate Identification Number (CIN) of the Company is U66030AP2006PLC051760.

The Insurance Regulatory Development Authority of India of India (IRDAI) registration number is 131.

The International Securities Identification Number (ISIN) allotted to Company's equity shares is INE092V01015. XL Softech Systems Limited is the Company's

Registrar & Share Transfer Agent (RTA). The correspondence office address of RTA is 3, Sagar Society, Road No 2, Banjara Hills, Hyderabad – 500 034.

14. Shareholding Pattern:

The Shareholding pattern of the Company as on March 31st, 2016 is as follows:

S. No	Name of shareholders	Number of Equity shares	% (Holding in Equity Share Capital)
1	Apollo Energy Company Limited	229,685,371	64.35
2	Apollo Hospitals Limited	35,709,000	10
3	Munich Health Holding AG	90,913,698	25.47
4	Others-ESOP	614,843	0.17
	Total	356,922,912	100

15. Means of communication:

As per the IRDAI Guidelines on Public Disclosures, the insurance companies are required to disclose their financials (Balance Sheet, Profit & Loss account, Revenue Account and Key Analytical Ratios) in the news paper publications and also on their website within the stipulated timelines.

Accordingly, the disclosures are hosted on the Company's website (www.apollomunichinsurance.com) and adequate steps have been taken to ensure publication of requisite disclosure in news papers.

16. Internal Audit Framework:

The Company has designed its internal control framework with a risk based audit approach. Objective is to provide reasonable assurance to ensure top management about the compliance with internal policies and procedures, adequacy and effectiveness of risk management and control framework in the Company, regulatory matters and to safeguard reliability of the financial reporting and its disclosures. The internal audit covers auditing of processes, transactions as well as systems. The internal audit is designed to review what a company is doing in order to identify potential threats to the organization's going concern and profitability. The key internal audit findings, recommendations and compliance status of the previous key audit findings are reported to the Audit Committee. The Audit Committee actively monitors the implementation of its recommendations.

The Company has a separate Internal Audit department comprising of CAs, MBAs and domain experts which audits almost all the functions of its offices. Besides a dedicated Internal Audit team, external expertise is also engaged through outsourcing and co-sourcing models

17. Evaluation of the Board and the Meeting of the Independent Director's

The Code of Conduct for the Independent Directors prescribed vide Schedule IV of the Companies Act, 2013, provides for an evaluation mechanism for the Board/Chairperson/Non-Executive Directors/Whole-time Directors/ Committees which would need to be done at a separate Meeting of Independent Directors, without the attendance of Non-Independent Directors and members of the Management.

Independent Directors of the Company met on 19th April, 2016 at Taj Santacruz Hotel, Mumbai for the financial year 2015-16 without the presence of Executive Directors, Non-Independent Directors and management personnel to discuss the evaluation of the Board and the Committees.

In terms of the provisions of Section 178, 134 and 149 read with Schedule IV of the Companies Act, 2013, the Nomination and Remuneration Committee has evaluated the performance of all the Directors including the Independent Directors, the Chairperson, the Board as a whole, as well as, the Board Committees.

In this regard, necessary questionnaires incorporating various parameters were circulated to all the Directors to evaluate the performance of the Chairperson, Individual Directors, the Board as a whole and the Board Committees.

Feedback/ views received from the Directors were placed before the Nomination and Remuneration Committee for its deliberation.

Based on the feedback/ views received from the Directors including Independent Directors and the recommendation of Nomination and Remuneration Committee the Board of Directors of the Company undertook an evaluation of performance of all the Directors, the Chairperson, the Board as a whole and the Board Committees.

18. Risk Management Framework:

The Company has formulated a Risk Management Framework, which lays the procedures for risk assessment and mitigation. These Risks are assessed by considering their likelihood and impact, measured against a risk framework which outlines the risk appetite of our organization as defined by the Board. The outcomes are rated from very high to very low. These ratings determine the intensity of management response.

The Company has a continuous risk review process where all top risks are reviewed by the Management Committee on quarterly basis. During the year new strategic risks have been identified. Few strategic risks have been rearticulated for better alignment with the business objective and external environment impacting the Company. Risk heat maps for entire company are published every quarter. Department risk registers are reviewed on a quarterly basis by the Risk Officers' Committee and new mitigation measures are factored into risk assessments.

These regular reviews and reporting helped exercise better control over the identified risks thereby protecting the associated business objectives. As a part of the risk review, the Committee also monitored progress on Business Continuity Plan, Disaster Recovery Plan, compliance with respect to changing Regulatory landscape, Fraud risks (through fraud analytical modelling), business mix and Bancassurance risks during the year.

The Risk Management Committee has also been updated on the procedures adopted by the Company to assess risks and their mitigation mechanisms on periodic intervals.

For and on behalf of the Board

**Place: Gurgaon
Date : 22.07.2016**

sd/-
**Dr. Prathap C Reddy
(Chairman)
DIN:00003654**

CERTIFICATE FOR COMPLIANCE OF THE CORPORATE GOVERNANCE GUIDELINES FOR 2015-16

I, Srikanth Kandikonda, CFO & Company Secretary of Apollo Munich Health Insurance Company Limited (the Company) hereby certify that the Company has complied with the provisions of Corporate Governance Guidelines for insurance companies notified by IRDAI, as amended from time to time and to the extent applicable, during the financial year 2015-16 and confirm that, to the best of my knowledge and belief, nothing has been concealed or suppressed.

Place: Gurgaon
Date: 22.07.2016

sd/-
Srikanth Kandikonda
CFO & Company Secretary

S. N. Dhawan & Co.
Chartered Accountants
410, Ansal Bhawan,
16, KG Marg, Connaught Place,
New Delhi - 110001

S. Viswanathan
Chartered Accountants
17, Bishop Wallers Avenue (West)
CIT Colony,
Mylapore
Chennai – 600004

Independent Auditors' Report

**TO THE MEMBERS OF
APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED**

Report on the Financial Statements

We have audited the accompanying financial statements of **Apollo Munich Health Insurance Company Limited** ("the Company"), which comprise the Balance Sheet as at March 31, 2016, the Revenue account, the Profit and Loss account and the Receipts and Payment Account for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

The Company's Board of Directors is responsible for the matters stated in Section 134(5) of the Companies Act, 2013 with respect to preparation and fair presentation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the accounting principles generally accepted in India, as applicable to general insurance companies which includes the requirements of the Insurance Act 1938, the Insurance Regulatory and Development Act, 1999, Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002, and the Companies Act, 2013 to the extent applicable and in the manner so required read with Rule 7 of the Companies (Accounts) Rules, 2014 in respect of the Accounting Standards specified under Section 133 of the Act. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit.

We have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

We conducted our audit in accordance with the Standards on Auditing specified under section 143(10) of the Act. Those Standards require that we comply with ethical requirements and plan and perform



1



the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid financial statements give the information required by the Insurance Act 1938, the Insurance Regulatory and Development Act, 1999, Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 and the Companies Act, 2013, to the extent applicable and give a true and fair view in conformity with the accounting principles generally accepted in India, as applicable to Insurance Companies:

- a. in the case of the Balance Sheet, of the state of affairs of the Company as at March 31, 2016;
- b. in the case of the Revenue Account, of the deficit for the year ended on that date.
- c. in the case of the Profit and Loss Account, of the profit for the year ended on that date; and
- d. in the case of the Receipts and Payments Account, of the receipts and payments of the Company for the year ended on that date.

Report on Other Legal and Regulatory Requirements

As required by Schedule C of The Insurance regulatory and Development Authority (Preparation of Financial Statements and Auditor's report of Insurance Companies) Regulations, 2002, and Section 143 (3) and other provisions of the Companies Act, 2013, to the extent applicable, we report that:

- a. We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b. In our opinion proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books;
- c. As the Company's accounting system is centralized, no returns for the purpose of our audit are prepared at the branches and other offices.
- d. The Balance Sheet, Revenue account, Profit and Loss Account and Receipts and Payments Account dealt with by this Report are in agreement with the books.
- e. In our opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 to the extent applicable and with the accounting principles prescribed by the Regulations and orders/ directions issued by IRDA in this behalf.



- f. Investments of the Company have been valued in accordance with the provisions of the Insurance Act, 1938, the Regulations and orders/directions issued by IRDA in this behalf;
- g. The actuarial valuation of liabilities in respect of Claims Incurred but Not Reported (IBNR) and Claims Incurred But Not Enough Reported (IBNER) as on 31 March, 2016 has been duly certified by the Company's appointed actuary. The appointed actuary has also certified to the Company that the assumptions used for such valuations are appropriate and are in accordance with the guidelines and norms issued by the Insurance Regulatory and Development Authority ('IRDA') and the Institute of Actuaries of India;
- h. We have reviewed the management report attached to the financial statements for the year ended March 31, 2016 and there is no apparent mistake or material inconsistencies with the financial statements;
- i. Based on the information and explanations received during the normal course of our audit and management representations, nothing has come to our attention which causes us to believe that the Company has not complied with the terms and conditions of registration.
- j. On the basis of written representations received from the directors as on March 31, 2016, and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2016, from being appointed as a director in terms of section 164(2) of the Companies Act, 2013.
- k. With respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate Report in "Annexure A".
- l. With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
- (a) The Company has disclosed the impact of pending litigations on its financial position in its financial statements – **Refer Note C (1) of Schedule 16 to the financial statements;**
- (b) The Company did not have any long-term contracts including derivative contracts.
- (c) There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company.

For S. N. Dhawan & Co.

Chartered Accountants
(Registration No. 000050N)



Rajeev K Saxena

Partner

(Membership No. 77974)



Date: 19th April 2016

Place: *Mumbai*

For S Viswanathan

Chartered Accountants
(Registration No. 004770S)



V C Krishnan

Partner

(Membership No. 22167)



Date:

Place: *Mumbai*

Annexure A to the independent auditor's report of even date on the Standalone financial statements of Apollo Munich Health Insurance Company Limited

Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act")

We have audited the internal financial controls over financial reporting of Apollo Munich Health Insurance Company Limited ("the Company") as of March 31, 2016 in conjunction with our audit of the standalone financial statements of the Company for the year ended on that date.

Management's Responsibility for Internal Financial Controls

The Company's management is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls over Financial Reporting issued by the Institute of Chartered Accountants of India. These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013.

Auditors' Responsibility

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the "Guidance Note") and the Standards on Auditing, issued by ICAI and deemed to be prescribed under section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls, both applicable to an audit of Internal Financial Controls and, both issued by the Institute of Chartered Accountants of India. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Company's internal financial controls system over financial reporting.

Meaning of Internal Financial Controls Over Financial Reporting

A company's internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal financial control over financial reporting includes those policies and procedures that:-

(1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company;



(2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorisations of management and directors of the company; and

(3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Inherent Limitations of Internal Financial Controls Over Financial Reporting

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Opinion

In our opinion, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at March 31, 2016, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

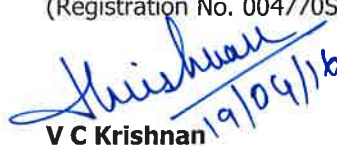
For S. N. Dhawan & Co.
Chartered Accountants
(Registration No. 000050N)



Rajeev K Saxena
Partner
(Membership No. 77974)
Date : 19th April 2016
Place : *Mumbai*



For S Viswanathan
Chartered Accountants
(Registration No. 004770S)


19/04/16

V C Krishnan
Partner
(Membership No. 22167)
Date:
Place: *Mumbai*



S. N. Dhawan & Co.
Chartered Accountants
410, Ansal Bhawan,
16, KG Marg, Connaught Place,
New Delhi – 110001

S. Viswanathan
Chartered Accountants
17. Bishop Wallers Avenue (West)
CIT Colony,
Mylapore
Chennai – 600004


Auditors' Certificate

In accordance with the information and explanations given to us and to the best of our knowledge and belief and based on our examination of the books of account and other records maintained by **Apollo Munich Health Insurance Company Limited** ('the Company') for the year ended 31 March 2016, we certify that:

- (a) We have verified the cash balances and investments of the Company as at 31 March, 2016. The Company had no secured loans.
- (b) According to the information and explanations given to us, the Company is not a trustee of any trust.
- (c) In our opinion and according to the information and explanations given to us, no part of the assets of the policyholders' funds has been directly or indirectly applied in contravention of the provisions of the Insurance Act, 1938 relating to the application and investments of the policyholders funds.

This certificate is issued to comply with Schedule C of Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 ('the Accounting Regulations'), read with Regulation 3 of the Accounting Regulations and may not be suitable for any other purpose.

For S. N. Dhawan & Co.
Chartered Accountants
(Registration No. 000050N)


Rajeev K Saxena
Partner
(Membership No. 77974)



Date: 19th April 2016
Place: *Mumbai*

For S Viswanathan
Chartered Accountants
(Registration No. 004770S)


V C Krishnan
Partner
(Membership No. 22167)



Date:
Place: *Mumbai*

APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Registration No. 131 dated 3rd August 2007
Miscellaneous Business Revenue Account for the Year ended 31st March 2016

Sl. Particulars No.	Schedule	Year ended 31.03.16 (Rs.in '000)	Year ended 31.03.15 (Rs.in '000)
1. Premium Earned (Net)	1	7,748,976	6,558,845
2. Profit/(Loss) on sale/redemption of Investments		45,204	22,824
3. Others		18,384	13,481
4. Interest, Dividend & Rent (Gross)		381,149	327,616
Total (A)		8,193,713	6,922,766
1. Claims Incurred (Net)	2	5,006,466	4,134,270
2. Commission	3	501,893	453,336
3. Operating Expenses related to Insurance Business	4	2,858,071	2,557,792
Total (B)		8,366,430	7,145,398
Operating Profit/(Loss) from Miscellaneous Business C=(A-B)		(172,717)	(222,632)
Appropriations			
Transfer to Shareholders' Account		(172,717)	(222,632)
Transfer to Catastrophe Reserve		-	-
Transfer to Other Reserves		-	-
Total (C)		(172,717)	(222,632)

Significant Accounting Policies and Notes to
Financial Statements

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Schedules No. 1 to 16 form an integral part of the Financial Statements

As required by Section 40C of the Insurance Act, 1938, we hereby certify that all the expenses of management in respect of general insurance business transactions in India by the Company have been fully recognised in the revenue account as expenses.

As per our report of even date attached

For and on behalf of the Board

For S. N. Dhawan & Co.
Chartered Accountants

For S Viswanathan LLP
Chartered Accountants

Dr. Prathap C Reddy
Chairman

Shobana Kamineni
Whole Time Director

Rajeev K Saxena
Partner

V.C. Krishnan
Partner

Andrew Kielty
Director

Antony Jacob
Whole Time Director &
Chief Executive Officer

Place:
Date:

Mumbai
19 APR 2016



Srikanth Kandikonda
Chief Financial Officer
& Company Secretary

APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Registration No. 131 dated 3rd August 2007
Profit and Loss Account for the Year ended 31st March 2016

Sl. No.	Particulars	Schedule	Year ended 31.03.16 (Rs.in '000)	Year ended 31.03.15 (Rs.in '000)
1.	Operating Profit/(Loss)			
(a)	Miscellaneous Insurance		(172,717)	(222,632)
2.	Income from Investments			
(a)	Interest, Dividends & Rent - Gross		239,350	223,697
(b)	Amortisation of Discount / Premium		2,022	6,460
(c)	Add: Profit on sale of Investments		28,627	16,045
	Less: Loss on sale of Investments		-	(11)
3.	Other Income			
(a)	Profit on sale of Fixed Assets		649	3,584
(b)	Others		9,447	8,571
	Total (A)		<u>107,378</u>	<u>35,714</u>
4.	Provisions (Other than Taxation)			
(a)	For diminution in the value of investments		-	-
(b)	For doubtful debts		-	-
(c)	Others		-	-
5.	Other Expenses			
(a)	Expenses other than those related to Insurance Business		32,780	28,752
	Total (B)		<u>32,780</u>	<u>28,752</u>
	Profit/(Loss) Before Tax		74,598	6,962
	Less: Provision for Taxation			
	Current Tax		-	-
	Deferred Tax		-	-
	Wealth Tax		-	317
	Profit/(Loss) After Tax		74,598	6,645
	Balance available for appropriation		<u>74,598</u>	<u>6,645</u>
	Appropriations			
(a)	Interim dividends paid during the year		-	-
(b)	Proposed final dividend		-	-
(c)	Dividend Distribution Tax		-	-
(d)	Transfer to any Reserves or other accounts		-	-
	Balance of Profit/(Loss) brought forward from last year		(3,485,410)	(3,492,055)
	Balance carried forward to Balance Sheet		<u>(3,410,812)</u>	<u>(3,485,410)</u>
	Basic Earning per Share		0.21	0.02
	Diluted Earning per Share		0.21	0.02
	(Refer Schedule 16 (C) Note 22)			

Significant Accounting Policies and Notes to Financial Statements

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As per our report of even date attached

For S. N. Dhawan & Co.
Chartered Accountants

Rajeev K Saxena
Partner



For S Viswanathan LLP
Chartered Accountants

V.C. Krishnan
Partner

Place: Mumbai
Date: 19 APR 2016



For and on behalf of the Board

Dr. Prathap Reddy
Chairman

Andrew Kielty
Director

Srikanth Kandikonda
Chief Financial Officer
& Company Secretary

Shobana Kamineni
Whole Time Director

Antony Jacob
Whole Time Director &
Chief Executive Officer


APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Registration No. 131 dated 3rd August 2007
Balance Sheet as at 31st March 2016

Particulars	Schedule	As at 31.03.16 (Rs.in '000)	As at 31.03.15 (Rs.in '000)
Sources of Funds			
Share Capital	5	3,569,229	3,492,288
Share Application Money		-	-
Reserves and Surplus	6	2,587,793	2,536,414
Fair Value Change Account		2,522	792
Borrowings	7	-	-
Total		<u>6,159,544</u>	<u>6,029,494</u>
Application of Funds			
Investments	8	7,050,580	5,051,751
Deferred Tax Asset		149,806	149,806
Loans	9	-	-
Fixed Assets	10	246,842	231,225
Current Assets:			
Cash and Bank Balances	11	2,042,068	2,691,788
Advances & Other Assets	12	916,765	812,630
Sub-total (A)		<u>2,958,833</u>	<u>3,504,418</u>
Current Liabilities	13	2,304,580	1,935,617
Provisions	14	5,352,749	4,457,499
Sub-total (B)		<u>7,657,329</u>	<u>6,393,116</u>
Net Current Assets (C) = (A-B)		(4,698,496)	(2,888,698)
Miscellaneous Expenditure (to the extent not written off or adjusted)	15	-	-
Debit Balance in Profit & Loss Account		3,410,812	3,485,410
Total		<u>6,159,544</u>	<u>6,029,494</u>
Significant Accounting Policies and Notes to Financial Statements	16		


Schedules No. 1 to 15 form an integral part of the Financial Statements


As per our report of even date attached

For S. N. Dhawan & Co.
Chartered Accountants


Rajeev K Saxena
Partner

For and on behalf of the Board


Dr. Prathap C Reddy
Chairman


Shobana Kamineni
Whole Time Director


Andrew Kielty
Director

For S Viswanathan LLP
Chartered Accountants


V.C. Krishnan
Partner


Antony Jacob
Whole Time Director &
Chief Executive Officer


Srikanth Kandikonda
Chief Financial Officer
& Company Secretary



Place:
Date: **19 APR 2016**
Mumbai

APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Registration No. 131 dated 3rd August 2007
Receipts and Payments Account for the Year ended 31 March 2016

(Rs.in '000)


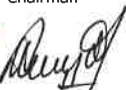
Particulars	Year ended 31.03.16	Year ended 31.03.15
Cash Flows from the Operating Activities:		
Premium received from policyholders, including advance receipts	12,389,162	9,625,800
Other receipts	21,579	(75,911)
Payments to the re-insurers, net of commissions and claims	(415,719)	(660,142)
Payments to co-insurers, net of claims recovery	-	-
Payments of claims	(5,923,672)	(4,394,670)
Payments of commission and brokerage	(1,272,180)	(954,740)
Payments of other operating expenses	(3,225,775)	(2,595,982)
Preliminary and pre-operative expenses	-	-
Deposits, advances and staff loans	(10,586)	(27,890)
Income taxes paid (Net)	(3,613)	6,871
Service tax paid	(893,780)	(674,873)
Other payments	-	-
Cash flows before extraordinary items	665,416	248,463
Cash flow from extraordinary operations	-	-
Net Cash Flow from Operating Activities	665,416	248,463
Cash Flows from Investing Activities:		
Purchase of fixed assets	(115,166)	(75,112)
Proceeds from sale of fixed assets	2,094	4,699
Purchases of investments	(3,428,416)	(1,151,083)
Loans disbursed	-	-
Sales of investments	1,945,417	832,191
Repayments received	-	-
Rents/Interests/ Dividends received	699,495	548,205
Investments in money market instruments and in liquid mutual funds (Net)	(514,100)	49,943
Expenses related to investments	(32,780)	(13,322)
Net Cash Flow from Investing Activities	(1,443,456)	195,521
Cash Flows from Financing Activities:		
Proceeds from issuance of share capital	128,320	2,488
Proceeds from borrowing	-	-
Repayments of borrowing	-	-
Interest/dividends paid	-	-
Net Cash Flow from Financing Activities	128,320	2,488
Effect of foreign exchange rates on cash and cash equivalents, net	-	-
Net Increase/(Decrease) in cash and cash equivalents:	(649,720)	446,472
Cash and cash equivalents at the beginning of the year	2,691,788	2,245,316
Cash and cash equivalents at the end of the year	2,042,068	2,691,788

As per our report of even date attached For and on behalf of the Board of Directors

For S. N. Dhawan & Co.
Chartered Accountants


Rajeev K Saxena
Partner

For S Viswanathan LLP
Chartered Accountants

V.C. Krishnan
Partner


Dr. Prathap C Reddy
Chairman

Antony Jacob
Whole Time Director &
Chief Executive Officer


Shobana Kamineni
Whole Time Director

Srikanth Kandikonda
Chief Financial Officer
& Company Secretary


Andrew Kielty
Director

Place: *Mumbai*
Date: **19 APR 2016**



APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Schedules forming part of Revenue Account

Particulars	Year ended 31.03.16 (Rs.in '000)	Year ended 31.03.15 (Rs.in '000)
SCHEDULE 1		
PREMIUM EARNED (NET)		
Premium from direct business written	10,221,761	8,031,286
Add: Premium on reinsurance accepted	856,426	579,260
Less: Premium on reinsurance ceded	<u>2,439,005</u>	<u>1,795,927</u>
Net Premium	8,639,182	6,814,619
Adjustment for change in reserve for unexpired risks	890,206	255,774
Total Premium Earned (Net)	<u>7,748,976</u>	<u>6,558,845</u>
 SCHEDULE 2		
CLAIMS INCURRED (NET)		
Claims Paid		
Direct	5,673,740	4,318,864
Add: Re-insurance accepted	284,028	58,214
Less: Re-insurance ceded	<u>1,109,078</u>	<u>446,612</u>
Net Claims Paid	4,848,690	3,930,466
Add: Claims Outstanding at the end of the year	911,483	753,707
Less: Claims Outstanding at the beginning of the year	<u>753,707</u>	<u>549,903</u>
Total Claims Incurred	<u>5,006,466</u>	<u>4,134,270</u>
 SCHEDULE 3		
COMMISSION		
Commission Paid		
Direct	1,125,161	876,069
Add: Re-insurance accepted	221,256	124,660
Less: Re-insurance ceded	<u>844,524</u>	<u>547,393</u>
Net Commission	501,893	453,336
 Break Up of expenses incurred to procure business:		
Agents	743,313	555,632
Brokers	215,293	182,402
Corporate Agency	130,420	70,195
Others	<u>36,135</u>	<u>67,840</u>
Total	<u>1,125,161</u>	<u>876,069</u>



APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Schedules forming part of Revenue Account

Particulars	Year ended 31.03.16 (Rs.in '000)	Year ended 31.03.15 (Rs.in '000)
SCHEDULE 4		
OPERATING EXPENSES		
1 Employees' remuneration & welfare benefits	1,198,287	1,019,876
2 Travel, conveyance and vehicle running expenses	78,513	66,037
3 Training Expenses	10,919	9,974
4 Rents, rates & taxes	97,117	105,015
5 Repairs & Maintenance	86,593	78,294
6 Printing & Stationery	14,190	40,373
7 Communication	58,056	51,284
8 Legal & Professional charges	108,030	48,964
9 Auditors' fees, expenses etc.		
(a) As Auditors	2,000	1,900
(b) As advisor in any other Capacity		
(i) Taxation Matters	200	100
(ii) Insurance matters	-	-
(iii) Management services	-	-
(c) In any other Capacity		
Audit Fees - Others	10	29
Out of pocket expenses	93	392
10 Advertisement and publicity	554,063	560,973
11 Interest & Bank Charges	19,364	12,873
12 Others expenses		
(a) Business Support	128,142	165,521
(b) Information Technology Services	247,826	220,785
(c) Others	140,955	98,777
13 Depreciation	98,103	76,282
14 Service Tax A/c	15,610	343
Total	2,858,071	2,557,792



APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Schedules forming part of Revenue Account

Particulars	Year ended 31.03.16			Year ended 31.03.15			Total	(Rs.in '000)
	Health	Personal Accident	Others	Health	Personal Accident	Others		
SCHEDULE 1A								
PREMIUM EARNED (NET)								
Premium from direct business written	94,50,505	6,71,752	99,504	1,02,21,761	75,01,555	4,42,059	87,672	80,31,286
Add: Premium on reinsurance accepted	8,56,426	1,20,072	10,770	8,56,426	5,79,260	-	-	5,79,260
Less: Premium on Reinsurance ceded	23,08,163	5,51,680	58,734	24,39,005	16,88,164	95,973	11,790	17,95,927
Net Premium	79,98,768	5,13,289	89,034	86,39,182	63,92,651	3,46,086	75,882	68,14,619
Adjustment for change in reserve for unexpired risks	8,52,115	38,391	(300)	8,90,206	2,03,803	49,240	2,731	2,55,774
Total Premium Earned (Net)	71,46,653	5,13,289	89,034	77,48,976	61,88,848	2,96,846	73,151	65,58,845
SCHEDULE 2A								
CLAIMS INCURRED (NET)								
Claims Paid	55,67,482	80,488	25,770	56,73,740	42,70,404	35,926	12,534	43,18,864
Direct	2,84,028	1,364	1,364	2,84,028	58,214	7,455	693	58,214
Add: Re-insurance accepted	10,87,015	20,699	24,406	11,09,078	4,38,464	28,471	11,841	4,46,612
Less: Re-insurance Ceded	47,64,495	59,789	24,406	48,48,690	38,90,154	24,059	32,018	39,30,466
Net Claims Paid	8,04,367	51,604	55,512	8,56,483	6,74,139	24,059	19,577	7,53,707
Add: Claims Outstanding at the end of the year	6,74,139	47,550	32,018	7,53,707	5,06,257	51,952	24,282	5,49,903
Less: Claims Outstanding at the beginning of the year	48,94,723	63,843	47,900	50,06,466	40,58,036	-	-	41,34,270
Total Claims Incurred	48,94,723	63,843	47,900	50,06,466	40,58,036	51,952	24,282	41,34,270
SCHEDULE 3A								
COMMISSION								
Commission Paid	10,66,171	50,187	8,803	11,25,161	8,28,724	39,359	7,986	8,76,069
Direct	2,21,256	32,481	730	2,21,256	1,24,660	27,172	636	1,24,660
Add: Re-insurance Accepted	8,11,313	17,706	8,073	8,44,524	5,19,585	12,187	7,350	5,47,393
Less: Re-insurance ceded	4,76,114	-	-	5,01,893	4,33,799	-	-	4,53,336
Net Commission	4,76,114	17,706	8,073	5,01,893	4,33,799	12,187	7,350	4,53,336
Break Up of expenses incurred to procure business:								
Agents	7,01,767	34,151	7,395	7,43,313	5,24,567	24,219	6,846	5,55,632
Brokers	2,01,576	17,442	1,275	2,15,293	1,70,985	10,278	1,139	1,82,402
Corporate Agency	1,26,831	3,575	14	1,30,420	65,332	4,862	1	70,195
Others	35,897	19	119	36,135	67,350	-	-	67,840
Total	10,66,171	50,187	8,803	11,25,161	8,28,724	39,359	7,986	8,76,069



APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Schedules forming part of Revenue Account

Particulars	Year ended 31.03.16				Year ended 31.03.15				Total
	Health	Personal Accident	Others	Total	Health	Personal Accident	Others	Total	
SCHEDULE 4A									
OPERATING EXPENSES									
1. Employees' remuneration & welfare benefits	1,107,873	78,749	11,665	1,198,287	952,607	56,136	11,133	1,019,876	
2. Travel, conveyance and vehicle running expenses	72,589	5,160	764	78,513	61,681	3,635	721	66,037	
3. Training Expenses	10,095	718	106	10,919	9,316	349	109	9,974	
4. Rents, rates & taxes	89,790	6,382	945	97,117	96,088	5,780	1,147	105,015	
5. Repairs & Maintenance	80,059	5,691	843	86,593	73,130	4,309	855	78,294	
6. Printing & Stationery	13,119	933	138	14,190	37,710	2,222	441	40,373	
7. Communication	53,675	3,815	566	58,056	47,902	2,822	560	51,284	
8. Legal & Professional charges	99,879	7,100	1,051	108,030	45,735	2,695	534	48,964	
9. Auditors' fees, expenses etc.									
(a) As Auditor	1,849	131	20	2,000	1,774	105	21	1,900	
(b) As advisor in any other Capacity									
(i) Taxation Matters	185	13	2	200	93	6	1	100	
(ii) Insurance matters	-	-	-	-	-	-	-	-	
(iii) Management services	-	-	-	-	-	-	-	-	
(c) In any other Capacity	-	-	-	-	-	-	-	-	
(i) Audit Fees - Others	9	1	-	10	27	2	-	29	
(ii) Out of pocket expenses	86	6	-	93	366	21	5	392	
10. Advertisement and publicity	512,258	36,412	5,393	554,063	523,972	30,877	6,124	560,973	
11. Interest & Bank Charges	17,903	1,273	188	19,364	12,024	709	140	12,873	
12. Others expenses									
(a) Business Support	118,474	8,421	1,247	128,142	154,604	9,111	1,806	165,521	
(b) Information Technology Services	229,127	16,287	2,412	247,826	206,222	12,152	2,411	220,785	
(c) Others	130,319	9,263	1,373	140,955	92,262	5,437	1,078	98,777	
13. Depreciation	90,701	6,447	955	98,103	71,251	4,198	833	76,282	
14. Service Tax A/C	14,432	1,026	152	15,610	320	19	4	343	
Total	2,642,422	1,87,828	27,821	2,858,071	2,389,084	140,785	27,923	2,557,792	



APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Schedules forming part of Balance Sheet

Sl. Particulars No.	As at 31.03.16 (Rs.in '000)	As at 31.03.15 (Rs.in '000)
SCHEDULE 5		
SHARE CAPITAL		
1. Authorised Capital 500,000,000 Equity Shares of Rs. 10 each (Previous year 500,000,000 Equity shares of Rs.10 each)	5,000,000	5,000,000
2. Issued Capital 357,023,111 Equity Shares of Rs. 10 each (Previous year 349,328,756 Equity Shares of Rs. 10 each)	3,570,231	3,493,288
3. Subscribed Capital 356,922,912 Equity Shares of Rs. 10 each (Previous year 349,228,750 Equity Shares of Rs. 10 each)	3,569,229	3,492,288
4. Called-up Capital 356,922,912 Equity Shares of Rs. 10 each (Previous year 349,228,750 Equity Shares of Rs. 10 each)	3,569,229	3,492,288
Total	3,569,229	3,492,288

Out of the above, 229,685,371 (previous year 224,226,721) Equity Shares of Rs. 10 each are held by Apollo Energy Company Limited, the Holding Company.

SCHEDULE 5A

**SHARE CAPITAL
PATTERN OF SHAREHOLDING**
(As certified by the Management)

Shareholder

Shareholder	As at 31.03.16		As at 31.03.15	
	Number of Shares	% of Holding	Number of Shares	% of Holding
Promoters				
-Indian	265,394,871	74.36%	259,936,221	74.43%
-Foreign	90,913,698	25.47%	89,043,779	25.50%
Others	614,343	0.17%	248,750	0.07%
Total	356,922,912	100%	349,228,750	100%

SCHEDULE 6

RESERVES AND SURPLUS

1. Capital Reserve	-	-
2. Capital Redemption Reserve	-	-
3. Share Premium		
Opening Balance	2,536,414	2,446,414
Add: Received during the year	51,379	90,000
4. General Reserves	-	-
Less: Debit balance in Profit and Loss Account	-	-
Less: Amount utilized for Buy-back	-	-
5. Catastrophe Reserve	-	-
6. Other Reserves	-	-
7. Balance of profit in Profit and Loss Account	-	-
Total	2,587,793	2,536,414

SCHEDULE 7

BORROWINGS

1. Debentures/Bonds	-	-
2. Banks	-	-
3. Financial Institutions	-	-
4. Others	-	-
Total	-	-



APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Schedules forming part of Balance Sheet

Sl. No.	Particulars	As at 31.03.16 (Rs.in '000)	As at 31.03.15 (Rs.in '000)
SCHEDULE 8			
INVESTMENTS			
LONG TERM INVESTMENTS			
1.	Government securities and Governments guaranteed bonds including Treasury Bills	2,425,923	1,952,217
2.	Other Approved Securities	-	-
3.	Other Investments	-	-
	(a) Shares	-	-
	(aa) Equity	-	-
	(bb) Preference	-	-
	(b) Mutual Funds	-	-
	(c) Derivative Instruments	-	-
	(d) Debenture/Bonds	830,087	700,109
	(e) Other Securities (Housing Bonds)	1,211,389	491,501
	(f) Subsidiaries	-	-
	(g) Investment Properties-Real Estate	-	-
4.	Investments in infrastructure and Social Sector	907,628	611,466
5.	Other than Approved Investments	-	-
SHORT TERM INVESTMENTS			
1.	Government securities and Governments guaranteed bonds including Treasury Bills.	258,653	348,080
2.	Other Approved Securities	-	-
3.	Other Investments	-	-
	(a) Shares	-	-
	(aa) Equity	-	-
	(bb) Preference	-	-
	(b) Mutual Funds	1,013,502	497,672
	(c) Derivative Instruments	-	-
	(d) Debentures/Bonds	20,000	50,000
	(e) Other Securities	229,982	199,543
	(f) Subsidiaries	-	-
	(g) Investment Properties-Real Estate	-	-
4.	Investments in infrastructure and Social Sector	153,416	201,163
5.	Other than Approved Investments	-	-
	Total	7,050,580	5,051,751

Note:

Aggregate amount of Company's investments other than listed equity securities and derivative instruments is Rs.7,050,580 thousand (Previous Year-Rs.5,051,751 thousand). Market value of such investments as at 31.03.2016 is Rs 7,161,820 thousand (Previous Year-Rs. 5,174,189 thousand).

SCHEDULE 9

LOANS

1. Security-wise Classification

Secured

(a) On mortgage of property

(aa) In India

(bb) Outside India

(b) On Shares, Bonds, Govt, Securities, etc.

(c) Others

Unsecured

Total

2. Borrower-wise Classification

(a) Central and State Governments

(b) Banks and Financial Institutions

(c) Subsidiaries

(d) Industrial Undertakings

(e) Others

Total

3. Performance-wise Classification

(a) Loans classified as standard

(aa) In India

(bb) Outside India

(b) Non-performing loans less provisions

(aa) In India

(bb) Outside India

Total

4. Maturity-wise Classification

(a) Short - Term

(b) Long - Term

Total



APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Schedules forming part of Balance Sheet

SCHEDULE 10
FIXED ASSETS

Particulars	As at		Additions/ Adjustments		Cost / Gross Block Deductions/Adjus tments		As at		Depreciation		Net Block	
	01.04.2015	31.03.2016					31.03.2016	01.04.2015	For the Period	On Sales/ Adjustments	To date	As at
								01.04.2015	31.03.2016		31.03.2016	31.03.2015
Goodwill	-	-	-	-	-	-	-	-	-	-	-	-
Intangible Assets												
a) Software	320,931	375,380	54,449	-	-	-	216,315	259,381	43,066	-	115,999	104,616
b) Website	10,116	10,116	-	-	-	-	7,160	8,243	1,083	-	1,873	2,956
c) Media Films	22,500	22,500	-	-	-	-	22,500	22,500	-	-	-	-
Land - Freehold	-	-	-	-	-	-	-	-	-	-	-	-
Leasehold Property	-	-	-	-	-	-	-	-	-	-	-	-
Buildings	-	-	-	-	-	-	-	-	-	-	-	-
Furniture & Fittings	64,411	65,676	1,985	-	(720)	-	51,103	57,242	6,859	(720)	8,434	13,308
Information Technology												
Equipment	164,281	180,106	20,879	-	(5,054)	-	89,545	117,135	32,285	(4,695)	62,971	74,736
Vehicles	46,443	48,859	6,466	-	(4,050)	-	22,458	28,549	9,081	(2,990)	20,310	23,985
Office Equipments	51,402	55,492	5,607	-	(1,517)	-	44,861	49,099	5,729	(1,491)	6,393	6,541
Others	-	-	-	-	-	-	-	-	-	-	-	-
Total	680,084	758,129	89,386	(11,341)	(11,341)	(11,341)	453,942	542,149	98,103	(9,896)	215,980	226,142
Capital Work-In-progress												
Grand Total	680,084	758,129	89,386	(11,341)	(11,341)	(11,341)	453,942	542,149	98,103	(9,896)	246,842	5,083
Previous Year	660,982	680,084	74,364	(55,262)	(55,262)	(55,262)	431,823	453,942	76,053	(53,934)	231,225	231,225



APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Schedules forming part of Balance Sheet

Sl. No.	Particulars	As at 31.03.16 (Rs.in '000)	As at 31.03.15 (Rs.in '000)
SCHEDULE 11			
CASH AND BANK BALANCES			
1.	Cash (including cheques, drafts and stamps)	18,865	27,545
2.	Bank Balances		
	(a) Deposit Accounts		
	(aa) Short term (due within 12 months)	1,106,938	1,732,486
	(bb) Others	674,700	682,590
	(b) Current Accounts	241,565	249,167
	(c) Others	-	-
3.	Money at Call and Short Notice		
	(a) With banks	-	-
	(b) With other Institutions	-	-
4.	Others	-	-
	Total	2,042,068	2,691,788
Balances with non-scheduled banks included in 2 & 3 above		-	-
SCHEDULE 12			
ADVANCES AND OTHER ASSETS			
Advances			
1.	Reserve deposits with ceding companies	7,923	6,786
2.	Application money for investments	-	-
3.	Pre-payments	226,931	200,093
4.	Advances to Directors/Officers	-	-
5.	Advance Tax Paid and Taxes Deducted at Source (Net of provision for tax)	11,799	8,186
6.	Others		
	(a) Advances to Suppliers	8,376	11,680
	(b) Other advances	10,015	8,073
	Total (A)	265,044	234,818
Other Assets			
1.	Income accrued on investments	288,485	289,048
2.	Outstanding Premiums	6,010	48,660
3.	Agent's Balances	-	-
4.	Foreign Agencies's Balances	-	-
5.	Due from other entities carrying on insurance business (including re-insurance)	237,120	144,442
6.	Due from subsidiaries/holding company	-	-
7.	Deposit with Reserve Bank of India [Pursuant to section 7 of Insurance Act, 1938]	-	-
8.	Others		
	(a) Rent & other deposits	100,390	87,990
	(b) Service Tax Unutilized Credit	19,716	7,672
	Total (B)	651,721	577,812
	Total (A+B)	916,765	812,630



APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
Schedules forming part of Balance Sheet

Sl. No.	Particulars	As at 31.03.16 (Rs.in '000)	As at 31.03.15 (Rs.in '000)
SCHEDULE 13			
CURRENT LIABILITIES			
1.	Agents' Balances	102,106	92,707
2.	Balances due to other insurance companies	305,871	232,342
3.	Deposits held on re-insurance ceded	-	-
4.	Premiums received in advance	73,274	65,828
5.	Unallocated premium	233,155	234,027
6.	Unclaimed Amount of Policy Holders	24,549	34,431
7.	Sundry creditors	97,767	84,487
8.	Due to subsidiaries/holding company	-	-
9.	Claims Outstanding	911,483	753,707
10.	Dues to Officers/Directors	-	-
11.	Others		
	(a) Tax deducted payable	62,538	50,048
	(b) Other statutory dues	9,465	7,060
	(c) Employee related liability	1,024	806
	(d) Expenses Payable	483,348	380,174
	(e) Service Tax Liability	-	-
	Total	2,304,580	1,935,617
SCHEDULE 14			
PROVISIONS			
1.	Reserve for Unexpired Risk	5,347,705	4,457,499
2.	For Taxation (less advance tax paid and taxes deducted at source)	-	-
3.	For Proposed Dividend	-	-
4.	For Dividend Distribution Tax	-	-
5.	Others		
	(a) For Employee Benefits	5,044	-
	(b) For Wealth Tax	-	-
	(c) For Doubtful Loans and Advances	-	-
	Total	5,352,749	4,457,499
SCHEDULE 15			
MISCELLANEOUS EXPENDITURE			
1.	Discount allowed in issue of shares/debentures	-	-
2.	Others	-	-
	Total	-	-



**APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
SCHEDULES FORMING PART OF THE FINANCIAL STATEMENTS**

SCHEDULE 16

**SIGNIFICANT ACCOUNTING POLICIES AND NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2016**

A. BACKGROUND

Apollo Munich Health Insurance Company Limited is a joint venture between Apollo Hospitals Group and Munich Health Holding AG, part of Munich Re group.

The Company was incorporated on 22 November, 2006 and received the certificate of commencement of business on 29 December, 2006.

The Company obtained regulatory approval to undertake general insurance business on 3 August, 2007 from Insurance Regulatory and Development Authority (IRDA) under section 3(2A) of the Insurance Act, 1938. The Company commenced its operations in November, 2007.

The Company is in the business of health insurance. The insurance laws (Amendment) Act, 2015 has removed the process of annual renewal of certificate of registration issued to insurers. As per IRDA Circular dated 07.04.2015, the certificate of registration issued for the financial year 2015-16 shall continue to be in force from 1st April 2016 subject to the provisions of section 3A read with section 3 of the Insurance Act, 1938, as amended by the Insurance Laws (Amendment) Act, 2015.

B. SIGNIFICANT ACCOUNTING POLICIES

(a) Basis of preparation of financial statements

The financial statements have been prepared in accordance with generally accepted accounting principles and practices followed in India and conform to the statutory requirements of the Insurance Act, 1938, as amended by the Insurance Laws (Amendment) Act, 2015, The Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations 2002, orders and directions issued by IRDA in this regard, the Companies Act, 2013 including the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014, to the extent applicable. The financial statements have been prepared on historical cost convention and on accrual basis as a going concern.



(b) Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires the management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenue and expenses and disclosure of contingent liabilities. The estimates and assumptions used in the accompanying financial statements are based upon management's evaluation of the relevant facts and circumstances as of the date of financial statements. Actual results may differ from the estimates and assumptions used in preparing the accompanying financial statements. Any revision to accounting estimates is recognized prospectively in the period in which results are known.

(c) Revenue Recognition

Premium

Premium (net of service tax) is recognized as income over the contract period or period of risk, whichever is appropriate. Any subsequent revision or cancellation of premium is accounted for in the year in which they occur.

Commission on Reinsurance Premium

Commission on reinsurance ceded is recognized as income in the year of cession of reinsurance premium.

Profit commission under reinsurance treaties, wherever applicable, is recognized in the year of determination of the profits and as intimated by the reinsurer.

Premium Deficiency

Premium deficiency is recognized whenever the ultimate amount of expected claims, related expenses and maintenance costs exceeds related sum of premium carried forward to the subsequent accounting period as reserve for unexpired risk.

Reserve for Unexpired Risk

Reserve for unexpired risk represents that part of the net premium (premium net of reinsurance ceded) attributable to the succeeding accounting period. Reserve for unexpired risk is calculated on the basis of 1/365th method.

Interest Income/ Dividend Income

Interest income is recognized on accrual basis. Dividend is recognized when the right to receive the dividend is established.



Accretion / Amortization of Discounts / Premium

Accretion of discounts and amortization of premium relating to debt securities is recognized over holding / maturity period.

(d) Reinsurance Premium

Reinsurance Premium on ceding of risk is accounted in the year in which risk commences and over the period of risk in accordance with the treaty arrangements with the reinsurers. Unearned premium on reinsurance ceded is carried forward to the period of risk and is set off against related unearned premium. Premium on excess of loss reinsurance cover is accounted as per the reinsurance arrangements.

(e) Acquisition Cost of Insurance Contracts

Costs relating to acquisition of new and renewal of insurance contracts viz commission, etc., are expensed in the year in which they are incurred.

(f) Premium Received in Advance

Premium received in advance represents premium received in respect of those policies issued during the year where the risk commences subsequent to the Balance Sheet date.

(g) Claims Incurred

Estimated liability in respect of claims is provided for the intimations received upto the year end based on assessment made by Third Party Administrator (TPA), information provided by the insured and judgment based on the past experience.

Claims are recorded in the revenue account, net of claims recoverable from reinsurers / coinsurers to the extent there is a reasonable certainty of realization. These estimates are progressively re-valued on availability of further information.

(h) Claims incurred but not reported (IBNR) and claims incurred but not enough reported (IBNER)

IBNR represents that amount of claims that may have been incurred prior to the end of the current accounting period but have not been reported or claimed. The IBNR provision also includes provision, if any, required for claims incurred but not enough reported. IBNR and IBNER liabilities are provided based on actuarial principles and certified by the Appointed Actuary. The methodology and assumptions on the basis of which the liability has been determined has also been certified by the Actuary to be appropriate, in



accordance with guidelines and norms issued by the Institute of Actuaries of India and in concurrence with the IRDA.

(i) Allocation of Investment Income

Investment income is apportioned to Profit & Loss Account and Revenue Account in the ratio of average of shareholder's funds and policyholders funds at the end of each month.

(j) Investments

Investments are made in accordance with the Insurance Act, 1938 as amended by the Insurance Laws (Amendment) Act, 2015 and Insurance Regulatory & Development Authority (Investment) Regulations, 2000, as amended from time to time.

Investments are recorded at cost including acquisition charges (such as brokerage, transfer stamps) if any, and exclude interest paid on purchase.

Debt securities, including Government securities are considered as held to maturity and are stated at historical cost adjusted for amortization of premium and/or accretion of discount over the maturity period of securities on straight line basis.

Listed and actively traded securities are measured at fair value as at the Balance Sheet date. For the purpose of calculation of fair value, the lowest value of the last quoted closing price of the stock exchanges is considered wherever the securities are listed. Unrealized gain/ losses due to change in fair value of listed securities is credited / debited to 'Fair Value Change Account'.

Investments in Units of Mutual funds are stated at fair value being the closing Net Asset Value (NAV) at Balance Sheet date. Unrealized gains/losses are credited / debited to the 'Fair Value Change Account'.

(k) Fair Value Change Account

'Fair Value Change Account' represents unrealized gains or losses due to change in fair value of traded securities and mutual fund units outstanding at the close of the year. The balance in the account is considered as a component of shareholder's funds and not available for distribution as dividend.

(l) Profit / Loss on Sale / Redemption of Investments

Profit or loss on sale / redemption of investments, being the difference between sale consideration / redemption value and carrying value of investments is credited or charged to Profit and Loss account. The profit / loss on sale of investments include accumulated changes in the fair value



previously recognized in 'Fair Value Change Account' in respect of a particular security.

(m) Long Term / Short Term Investments

Investments maturing within twelve months from the Balance Sheet date and investments made with specific intention to dispose off within twelve months from the date of acquisition are classified as short term investments. Other investments are classified as long term Investments.

(n) Fixed Assets and Depreciation/Amortization

Fixed assets are stated at cost less accumulated depreciation. Cost includes incidental expenses relating to acquisition and installation of assets.

Depreciation/Amortization on Fixed Assets/Intangible Assets is provided on straight line method (SLM) basis the useful life estimate of assets as mentioned in Part C of Schedule II of Companies Act, 2013. Useful life estimates for depreciation used are given below:

<u>Asset Class</u>	<u>Estimated Useful life</u>
Computer Server	6 Years
Other Information Technology Equipment	3 Years
Computer Software	5 Years
Office equipments	5 Years
Furniture & Fixtures	4 years or on the basis of lease term of premises, whichever is higher
Vehicles	5 years
Media Films	3 Years

Mobile Phones & Tablets are fully depreciated in the month of purchase.

Depreciation on assets purchased / disposed off during the year is provided on pro- rata basis with reference to the date of addition / deletion.

(o) Impairment of Assets

The carrying amounts of assets are reviewed by the Company at the date of Balance Sheet. If there is any indication of impairment based on internal / external factors, an impairment loss is recognized wherever the carrying amount of an asset exceeds its recoverable amount. The recoverable amount is greater of the assets net selling price and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value at a rate that reflects current market assessments of the time value of money and the risks specific to the asset, as determined by the management.

(p) Income Taxes



Tax expense comprises of current and deferred tax. Current income tax is measured at the amount expected to be paid to the tax authorities in accordance with the provisions of the Income Tax Act, 1961. Deferred income tax reflects the impact of current year timing differences between taxable income and accounting income for the year and reversal of timing differences of earlier years.

Deferred tax is measured based on the tax rates and the tax laws enacted or substantively enacted at the Balance Sheet date. Deferred tax assets are recognized only to an extent that there is reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realized. If the Company has unabsorbed depreciation or carry forward tax losses, deferred tax assets are recognized only if there is virtual certainty supported by convincing evidence that such deferred tax assets can be realized against future taxable profits.

At each Balance sheet date, the Company re-assesses deferred tax assets / liabilities.

(q) Employee Benefits

Provident Fund

Contributions to provident fund scheme, a defined contribution plan are made to the Regional Provident Fund Authority at prescribed rates and charged to profit and loss account when due.

Gratuity

The Company's liability towards gratuity is covered by a group policy with Life Insurance Corporation of India and Kotak Mahindra Life Insurance Company Limited based on actuarial valuation.

Deferred Incentive Plan

The Company has a Deferred Incentive Plan ('DIP') for selected personnel. The plan is a discretionary deferred compensation plan and provision is accrued on the basis of actuarial valuation.

(r) Provisions and Contingent Liabilities

A provision is recognized when there is a present obligation as a result of past event and it is probable that an outflow of resources will be required to settle the obligation, in respect of which a reliable estimate can be made. These are reviewed at each Balance Sheet date and adjusted to reflect the current best estimates.



A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. When there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

(s) Earnings Per Share (EPS)

The Company reports basic and diluted earnings per share in accordance with Accounting Standard 20 on 'Earnings per Share' issued by the Institute of Chartered Accountants of India. Basic earnings per share are computed by dividing the net profit or loss for the year by weighted average number of equity shares outstanding during the year. Diluted earnings per share is computed by dividing the net profit or loss for the year by the weighted average number of equity shares outstanding during the year as adjusted to the effects of all dilutive potential equity shares, except where results are anti dilutive.

(t) Leases

Lease arrangements where the risks and rewards incident to ownership of an asset substantially vest with the lessor are recognized as operating leases. Lease Rent under operating leases is recognized in the profit and loss account in accordance with terms of the lease.

(u) Foreign Exchange Transactions

Transactions in foreign currency are recorded at the exchange rate prevailing on the date of the transaction. Monetary items denominated in foreign currency and outstanding at the Balance Sheet date are translated at the exchange rate ruling on that date. Exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise.

(v) Allocation of Operating Expenses

Operating expenses are apportioned to revenue account on the basis of direct written premium in each sub class of business at the end of financial year. Expenses incurred and/or allocable for earning investments income are charged to profit and loss account.

(w) Employee Stock Option Plan ("ESOP")

The Company follows the intrinsic method of computing the compensation cost, for options granted under the scheme. The difference if any, between the intrinsic value and the grant price, being the compensation cost is amortized on a straight line basis over the vesting period of the options.



C. NOTES FORMING PART OF ACCOUNTS

1. Contingent Liabilities

Particulars	(Amount in Rs. '000s)	
	As at 31.03.16	As at 31.03.15
Partly paid up Investments	Nil	Nil
Underwriting commitments outstanding	Nil	Nil
Claims other than against policies, not acknowledged as debts by the Company	18,897	13,897
Guarantees given by or on behalf of the Company	2,180	2,380
Statutory demands / liabilities in dispute, not provided for	Nil	Nil
Reinsurance obligations to the extent not provided for in accounts	Nil	Nil
Others*	457	675

*Represents amounts payable on cancellation of a service contract.

2. Encumbrances

The Company has all the assets within India. All the assets of the Company are free from any encumbrances except deposits in banks amounting to Rs 2,280 thousands (previous year Rs. 2,380 thousands). The deposits have been placed with banks for the purposes of executing bank guarantees in favour of hospitals towards cash-less arrangements and deposits given to sales tax office.

3. Commitments made and outstanding for:

Particulars	(Amount in Rs. '000s)	
	As at 31.03.16	As at 31.03.15
Loans	Nil	Nil
Investments	Nil	Nil
Fixed Assets	17,521	9,758

4. Claims, less reinsurance paid to claimants:

Class of Business	In India		(Amount in Rs. '000s) Outside India	
	Year ended	Year ended	Year ended	Year ended
	31.03.16	31.03.15	31.03.16	31.03.15
Miscellaneous	4,831,505	3,921,619	17,185	8,847



5. Age-wise breakup of claims outstanding:

Class of Business	<i>(Amount in Rs. '000s)</i>			
	Outstanding for more than six months		Outstanding for six months or less	
	As at 31.03.16	As at 31.03.15	As at 31.03.16	As at 31.03.15
Miscellaneous*	91,608	43,061	496,593	438,435

*Excludes IBNR Claims & Co Insurance Claims

6. Claims Settled and remaining unpaid for a period of more than six months:

Class of Business	<i>(Amount in Rs. '000s)</i>	
	As at 31.03.16	As at 31.03.15
Miscellaneous	Nil	Nil

7. (a) Premium less reinsurance written during the year :

Class of Business	<i>(Amount in Rs. '000s)</i>			
	In India		Outside India	
	Year ended 31.03.16	Year ended 31.03.15	Year ended 31.03.16	Year ended 31.03.15
Miscellaneous	8,639,182	6,814,619	Nil	Nil

(b) No premium income is recognized on "varying risk pattern" basis.

8. Extent of risk retained and reinsured:

Class of Business	Risk Retained		Risk Reinsured	
	Year ended 31.03.16	Year ended 31.03.15	Year ended 31.03.16	Year ended 31.03.15
	Miscellaneous	78%	79%	22%

9. Value of Contracts in relation to Investments:

Particulars	<i>(Amount in Rs. '000s)</i>	
	As at 31.03.16	As at 31.03.15
Purchase where deliveries are pending	Nil	Nil
Sales where payments are overdue	Nil	Nil

10. All the investments held by the Company are performing assets.

11. The Company does not have any investment property as at 31 March 2016.

12. The investments as at year-end have not been allocated to Policy Holders & Shareholders accounts since the same are not earmarked separately.

13. The historical cost of investments in mutual funds which have been valued on fair value basis is Rs. 1,010,980 thousand (previous year Rs. 496,880 thousand).



14. The Insurance Laws (Amendment) Act, 2015 has dispensed with the requirements of maintaining the deposit under section 7 of Insurance Act, 1938. Hence the company has withdrawn the deposits made pursuant to section 7 of Insurance Act, 1938 and closed separate Gilt account opened for the same as per IRDA Circular No. IRDAI/F&I/CIR/INV/093/04/2015 dated 30th April, 2015.

15. Details of Managerial Remuneration as per terms of appointment are as under:
(Amount in Rs. '000s)

Particulars	Year ended 31.03.2016	Year ended 31.03.2015
Salaries and allowances	28,596	30,195
Contribution to Provident Funds	1,161	834
Perquisites	2,436	2,211
Total	32,193	33,240

Expenses towards gratuity provision are determined actuarially on an overall basis annually and accordingly have not been considered in the above information.

The Managerial remuneration paid to the Chief Executive officer and Whole time Director of the Company is in accordance with the approval accorded by the Insurance Regulatory and Development Authority of India (IRDAI) as per the requirement of Sec 34A of the Insurance Act, 1938. Pursuant to the said approval Rs. 15,000 thousands (Previous Year Rs. 19,811) is charged to Revenue Account, and remaining Rs 17,192 thousands (Previous Year Rs. 13,428 thousands) is charged to Profit and Loss Account.

16. Operating Lease (Non-Cancelable)

The Company has entered into operating lease agreements for office premises at different locations. The break-up of future minimum lease rentals to be paid towards non-cancellable lease arrangements is as follows:

Particulars	As at 31.03.16	As at 31.03.15
Payable not later than one year	30,911	30,264
Payable later than one year but not later than five years	8,123	36,977
Payable later than five years	-	-
Total	39,034	67,241

Aggregate lease rentals charged to Revenue Accounts is Rs. 95,863 thousand (Previous Year Rs. 99,784 thousand).



17. Related Parties & Transactions

Relationship	Names of the Related party
Holding Company	Apollo Energy Company Limited
Enterprise over which Key Managerial Personnel are able to exercise Significant Control	Lifetime Wellness Rx International Limited Family Health Plan Limited Apollo Reach Hospital Enterprise Limited Faber Sindoori Management Services Private Limited Dishnet Wireless Limited Keimed Limited P. Obul Reddy & Sons Medversity Online Limited, Hyderabad Apollo Gleneagales Hospitals Limited Indraprastha Medical Corporation Limited Apollo Hospital International Limited Apollo Health and Lifestyle Limited Imperial Hospital and Research Centre Limited Munchener Ruckversicherung Gesellschaft Apollo Home Healthcare Limited Samudra Healthcare Enterprises Limited Apollo Health Resources Limited Associated Electrical Agencies Apex Agencies
Joint Venture partners	Apollo Hospitals Enterprise Limited Apollo Energy Company Limited Munich Health Holding AG
Key management personnel	Ms Shobana Kamineni, Whole Time Director Mr. Antony Jacob, Whole Time Director and CEO



Details of transactions with related parties and balances at year ending 31.03.16 are as follows:

(Amount in Rs '000s)

Particulars	Key Management Personnel		Associates*		Joint Venture Partners		Total
	2016	2015	2016	2015	2016	2015	
A. Transactions during the year							
Premium Income			61,691	93,284	74,740	77,214	170,498
Apollo Health & Lifestyle Limited	-	-	130	2,731	-	-	2,731
Imperial Hospital & Research Centre Limited	-	-	9	3	-	-	3
Family Health Plan Limited	-	-	6,870	5,468	-	-	5,468
Apex Agencies	-	-	105	102	-	-	102
Apollo Health Resources Limited	-	-	1,232	1,224	-	-	1,224
Apollo Hospitals Enterprise Limited	-	-	-	-	74,740	77,214	77,214
Apollo Hospitals International Limited	-	-	6,182	5,502	-	-	5,502
Associated Electrical Agencies	-	-	164	153	-	-	153
Faber Sindoori Management Services Private Limited	-	-	2,173	2,316	-	-	2,316
Indraprastha Medical Corporation Limited	-	-	41,133	72,462	-	-	72,462
Keimed Private Limited	-	-	676	2,056	-	-	2,056
Lifetime Wellness Rx International Limited	-	-	1,499	1,260	-	-	1,260
Apollo Gleneagles Hospital Limited	-	-	63	7	-	-	7
Apollo Reach Hospitals Enterprises Limited	-	-	79	-	-	-	79
Ms Shobana Kamineni	-	-	-	-	-	-	-
Mr. Antony Jacob	-	-	-	-	-	-	-
P. Obul Reddy & Sons	-	-	-	-	-	-	-
Medversity Online Limited, Hyderabad	-	-	1,376	-	-	-	1,376



Particulars	Key Management Personnel		Associates*		Joint Venture Partners		Total	
	2016	2015	2016	2015	2016	2015	2016	2015
Claim Payments	-	-	184,992	151,071	172,269	157,719	357,261	308,790
Imperial Hospital & Research Centre Limited	-	-	27,742	23,059	-	-	27,742	23,059
Family Health Plan Limited	-	-	5	1,585	-	-	5	1,585
Apollo Health Resources Limited	-	-	4	-	-	-	4	-
Apollo Hospitals Enterprise Limited	-	-	-	-	172,269	157,719	172,269	157,719
Apollo Hospitals International Limited	-	-	18,591	12,536	-	-	18,591	12,536
Faber Sindoori Management Services Private Limited	-	-	311	328	-	-	311	328
Indraprastha Medical Corporation Limited	-	-	106,750	80,627	-	-	106,750	80,627
Keimed Private Limited	-	-	43	157	-	-	43	157
Apollo Gleneagles Hospital Limited	-	-	30,665	31,200	-	-	30,665	31,200
Apollo Reach Hospitals Enterprises Limited	-	-	306	465	-	-	306	465
Apollo Health & Lifestyle Limited	-	-	575	20	-	-	575	20
Samudra Healthcare Enterprises Limited	-	-	-	1,094	-	-	-	1,094
TPA Fees	-	-	252,329	172,222	-	-	252,329	172,222
Family Health Plan Limited	-	-	252,329	172,222	-	-	252,329	172,222
Remuneration to Key Managerial Personnel	32,192	33,240	-	-	-	-	32,192	33,240
Ms Shobana Kamineni	4,811	4,811	-	-	-	-	4,811	4,811
Mr. Antony Jacob	27,381	28,429	-	-	-	-	27,381	28,429
Services Availed	-	-	7,050	10,972	245	327	7,295	11,299
Apollo Health & Lifestyle Limited	-	-	694	126	-	-	694	126
Imperial Hospital & Research Centre Limited	-	-	-	1,190	-	-	-	1,190
Apollo Hospitals Enterprise Limited	-	-	-	-	245	327	245	327
Indraprastha Medical Corporation Limited	-	-	2	45	-	-	2	45
Lifetime Wellness RX International Limited	-	-	296	451	-	-	296	451
Apollo Home Healthcare Limited	-	-	-	612	-	-	-	612
Dishnet Wireless Limited	-	-	6,058	8,548	-	-	6,058	8,548



Particulars	Key Management Personnel		Associates*		Joint Venture Partners		Total
	2016	2015	2016	2015	2016	2015	
B. Outstanding balances at the year end							
Balances payable as on Balance sheet date	-	-	22,260	-	-	-	22,260
Family Health Plan Limited	-	-	22,260	-	-	-	22,260
Balances receivable as on Balance sheet date	-	-	21	-	-	-	21
Munchener Ruckversicherung Gesellschaft	-	-	21	-	-	-	21

* Associates include Enterprise over which Key Management Personnel are able to exercise significant influence.



18. Segment Information

The Company's primary reportable segments are identified in accordance with the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002. The operating expenses and investment and other income have been allocated to various segments as per accounting policies disclosed above. Segment revenue and segment results have been incorporated in the financial statements. However, due to the nature of the business, segment assets and liabilities have been allocated to the various segments to the extent possible. There are no reportable geographical segments during the year. Financial information about the business segment is given below:

<i>(Amount in Rs '000s)</i>				
Year ended 31.03.16				
Particulars	Health	Personal accident	Others	Total
Segmental Revenue	7,560,428	540,256	93,029	8,193,713
Segmental Result	(452,832)	270,881	9,234	(172,717)
Segmental Liabilities				
Claims	804,367	51,604	55,512	911,483
Outstanding (Net) Unexpired risk reserve (Net)	5,180,572	157,371	9,762	5,347,705
Premium received in advance	47,934	19,900	5,440	73,274
Segment Assets				
Outstanding Premium	6,010	-	-	6,010

<i>(Amount in Rs '000s)</i>				
Year ended 31.03.15				
Particulars	Health	Personal accident	Others	Total
Segmental Revenue	6,530,380	315,530	76,856	6,922,766
Segmental Result	(244,238)	2,604	19,002	(222,632)
Segmental Liabilities				
Claims	674,138	47,551	32,018	753,707
Outstanding (Net) Unexpired risk reserve (Net)	4,328,457	118,979	10,063	4,457,499
Premium received in advance	43,285	16,460	6,083	65,828
Segment Assets				
Outstanding Premium	48,660	-	-	48,660



19. (a) Defined Contribution Plan

The Company has recognized following amounts towards defined contribution plans as expenses in the Revenue Account:

Particulars	(Amount in Rs '000s)	
	Year ended 31.03.2016	Year ended 31.03.2015
Provident Fund	45,495	34,163
Employee State Insurance	408	433
National Pension Scheme	2,789	2,236

(b) Gratuity Plan

The gratuity liability arises on retirement, withdrawal, resignation and death of an employee. The aforesaid liability is calculated on the basis of actuarial valuation as per the projected unit credit method. The gratuity plan has been funded through a policy taken from LIC of India and Kotak Mahindra Life insurance Co Limited. Disclosure as per AS-15 (Revised) on 'Employee Benefits' is as under:

i. Assumptions Used:

Particulars	31.03.2016	31.03.2015
Mortality	Indian Assured lives (2006-08) Ultimate	India Assured lives (2006-08)
Discount Rate	7.72%	8.04%
Rate of increase in compensation	8%	8%
Withdrawal rate	15%	15%

ii. Changes in benefit obligations:

Particulars	(Amount in Rs '000s)	
	31.03.2016	31.03.2015
Present value of obligations at the beginning of Year	39,469	33,681
Interest cost	3,173	3,079
Current Service Cost	9,656	8,477
Past Service Cost	-	-
Benefits Paid	(3,968)	(3,725)
Actuarial gain/(loss) on obligation	4,395	(2,043)
Present value of obligations at end of period	52,725	39,469



iii. Fair Value of Plan Assets:

Particulars	(Amount in Rs '000s)	
	31.03.2016	31.03.2015
Fair Value of Planned Assets at beginning of Year	43,285	36,748
Adjustments to Opening Balance	-	-
Contributions	6,002	4,115
Expected Return on Planned Assets	3,480	3,359
Benefits Paid	(3,968)	(3,725)
Actuarial Gain/(Loss) on Planned Assets	(1,118)	2,788
Fair Value of Planned Assets at end of year	47,681	43,285

iv. Amounts recognized in Profit & Loss Account:

Particulars	(Amount in Rs '000s)	
	31.03.2016	31.03.2015
Current Service Cost	9,656	8,477
Interest Cost	3173	3,078
Past Service Cost(vested benefits)	-	-
Unrecognized Past Service Cost – Non-vested benefits	-	-
Expected Return on Plan Assets	(3480)	(3,359)
Net Actuarial (Gain)/loss recognized for the year	5,513	(4,830)
Amount recognized in Profit & loss Account	14,862	3,366

v. Amounts recognized in Balance Sheet:

Particulars	(Amount in Rs '000s)	
	As at 31.03.2016	As at 31.03.2015
Present value of obligations at end of Year	52,725	39,469
Fair Value of Plan Assets at end of period	47,681	43,285
Funded Status	(5,044)	3,816
Unrecognized Past Service Cost – Non-vested benefits	-	-



Net Asset/(Liability) recognized in the balance sheet (5,044) 3,816

vi. Balance Sheet Reconciliation :

Particulars	(Amount in Rs '000s)	
	Year ended 31.03.2016	Year ended 31.03.2015
Opening Net (Liability)/Asset	3,816	3,067
Adjustment to Opening Balance	-	-
Expenses as above	(14,862)	(3,366)
Contribution Paid	6,002	4,115
Closing Net (Liability)/Asset	(5,044)	3,816

Note: As the Gratuity Fund is managed by Life Insurance Corporation of India (LIC) and Kotak Mahindra Life Insurance Co. Limited details of investments are not available with the Company.

20. The Company has carried out its deferred tax computation in accordance with the mandatory Accounting Standard, AS 22 - 'Taxes on Income' issued by the Institute of Chartered Accountants of India. There has been a net deferred tax asset amounting to Rs. 801,911 thousand (Previous Year Rs. 1,119,449 thousand) on account of accumulated losses, unabsorbed depreciation and other components. The Company has performed reassessment of the deferred tax assets after considering the current year's taxable income as well as Company's ability to generate sufficient taxable income in the future. The deferred tax asset has been created on the Company's eligible tax losses to the extent that there is a virtual certainty supported by convincing evidence from the management about the availability of sufficient future taxable income against which such deferred tax can be realized. The amount of deferred tax asset recognized in books of account is NIL (Previous Year Rs NIL).

21. Employee Stock Options

The Company had introduced "Employees Stock Option Plan-2011 (ESOP 2011)" in the financial year 2012-13 effective from 1 April 2012. Under the ESOP 2011, the Company has given options to eligible employees to acquire equity shares in the Company. Each option entitles the eligible employee to acquire one equity share (face value of Rs. 10 each) in the Company.

The options are being granted at Rs. 10 per option. The options will vest over a period of 2 to 4 years from the date of grant and are exercisable over a period of 5 years from the respective date of vesting. The First tranche of the options got vested on 1st April 2015.

Vesting Percentage	Vesting Period
25%	2 years after the date of grant
25%	3 years after the date of grant
50%	4 years after the date of grant

The Company has adopted intrinsic value method for computing the compensation cost of options granted. As the exercise price is more than the fair value of shares on the date of grant, the value of options is Nil and hence no compensation cost is recognized in the books.

Had the Company followed fair value method (Black Scholes Method) for valuing the stock options, the compensation cost and charges to the profit and Loss account for the year ended 31 March, 2016 would have been higher by Rs. 472 thousands (previous year Rs 232 thousands). Consequently the Company's basic earnings per share would have been Rs. 0.21 and diluted earnings per share would have been 0.21.



The Key assumptions used to estimate the fair value of options granted during the year ended 31 March 2016 are as under:

- Risk- Free Rates are derived from the G Sec of applicable maturity.
- Volatility is based on average of last 5 years data of BSE and NSE indices.
- Dividend Yield is assumed to be Zero.

Movements in the Options under ESOP 2011

Particulars	As at 31 March 2016	As at 31 March 2015
Outstanding at the beginning of the year – As at 1 April 2015	8,61,250	11,35,000
Add: Granted during the year	-	-
Less: Forfeited / lapsed during the year	46,250	25,000
Less: Exercised during the year	354,375	248,750
Outstanding at the end of the year	460,625	861,250
Exercisable at the end of the year	460,625	28,750

22. Basic earnings per equity share have been computed by dividing net profit (loss) after tax by the weighted average number of equity shares outstanding for the year.

Particulars	Units	Year ended 31.03.2016	Year ended 31.03.2015
a. Net profit/(loss) after tax	Rs in '000s	74,598	6,645
b. Weighted average number of equity shares used in computing basic earnings per share	No. of shares in '000s	351,267	347,103
c. Basic earnings per share (a/b)	Rs.	0.21	0.02
d. Weighted average number of potential equity shares	No. of shares in ,000s	461	861
e. Diluted earnings per share(a/{b + d})	Rs.	0.21	0.02

23. Expenses relating to outsourcing, business development and marketing support are given below:

Operating expenses	(Amount in '000s)	
	Year ended 31.03.16	Year ended 31.03.15
Outsourcing Expenses	427,045	374,588
Marketing Support	334,301	218,655
Business Promotion	219,763	342,318
Total	981,109	935,561



24. Sector Wise Business

Disclosure of sector-wise business based on gross direct written premium (GWP) is as under:

Business Sector	Year ended 31.03.16			Year ended 31.03.15		
	GDWP Rs.'000s	No. of Lives	% of GWP	GDWP Rs.'000s	No. of Lives	% of GWP
Rural	643,703	180,846	6.30%	496,652	177,549	6.19%
Social	3,739	37,392	0.04%	5,947	79,702	0.07%
Urban	9,574,319	4,703,563	93.66%	7,528,687	3,662,917	93.74%
Total	10,221,761	4,921,801	100%	8,031,286	3,920,168	100%

25. Disclosure of Fire and Marine Revenue accounts:

As the Company operates in single insurance business class viz. Miscellaneous Insurance Business, the reporting requirements as prescribed by IRDA with respect to presentation of Fire and Marine Insurance revenue accounts are not applicable.

26. There are no dues outstanding for more than 45 days during the year which are payable to Micro, Small and Medium Enterprises. This information pursuant to the provisions of Micro, Small and Medium Enterprises Development Act, 2006 is determined to the extent such parties have been identified on the basis of information available with the Company.

27. Summary of Financial Statements is provided as under:

(Amount in lacs)

S. No.	Particulars	2015-16	2014-15	2013-14	2012-13	2011-12
<u>Operating Results:</u>						
1	Gross Direct Premiums	102,218	80,313	69,247	61,999	47,564
2	Net Premium Income #	86,392	68,146	65,062	52,618	39,849
3	Income from Investments (net) @	4,262	3,504	2,725	2,290	1,480
4	Other Income	183	135	82	-	-
5	Total Income	90,837	71,785	67,869	54,908	41,329
6	Commission (Net) (Including Brokerage)	5,018	4,533	6,387	4,229	2,813



(Amount in lacs)

S. No.	Particulars	2015-16	2014-15	2013-14	2012-13	2011-12
7	Operating Expenses	28,580	25,578	20,830	18,917	17,428
8	Net Claims Incurred	50,064	41,342	35,643	26,198	17,509
9	Change in Unexpired Risk Reserve	8,902	2,558	10,722	8,405	9,767
10	Operating Profit/Loss	(1,727)	(2,226)	(5,713)	(2,841)	(6,188)
<u>Non-Operating Result</u>						
11	Total Income under Shareholders Account	2,473	2,295	2,019	1,856	1,446
12	Profit /(Loss) before tax	746	69	(3,694)	(985)	(4,742)
13	Provision for Tax	-	(3)	(3)	1,495*	(1)
14	Profit/(Loss) after tax	746	66	(3,697)	510	(4,743)
<u>Miscellaneous:</u>						
Policy holders' Account:						
15	Total Fund					
	Total Investments					
	Yield on investments					
Not applicable being General Insurance Co.						
16	Shareholders' Account:					
	Total Fund					
	Total Investments					
	Yield on investments					
Not applicable being General Insurance Co.						
17	Paid Up Equity Capital	35,692	34,923	33,098	30,898	25,465
18	Net Worth	27,462	25,433	22,642	23,038	14,363
19	Total Assets	104,061	89,372	81,698	66,929	50,360
20	Yield on total investments	8.92%	9.27%	9.29%	9.13%	8.76%
21	Earnings Per Share (Rs.)	0.21	0.02	(1.14)	0.18	(2.29)
22	Book value per Share(Rs.)	7.69	7.28	6.84	7.46	5.64
23	Total Dividend	Nil	Nil	Nil	Nil	Nil



(Amount in lacs)

S. No.	Particulars	2015-16	2014-15	2013-14	2012-13	2011-12
24	Dividend Per share	Nil	Nil	Nil	Nil	Nil

* Includes Deferred Tax Asset, Refer Note 20.

Net of reinsurance

@ Net of losses

28. Accounting Ratios is provided as under:

Performance Ratios	2015-2016 (in %/times)	2014-2015 (in %/times)
Gross Direct Premium Growth Rate (Gross direct premium for the current year divided by the gross direct premium for the previous year)	27%	16%
Gross Direct Premium to Net Worth Ratio (Gross direct premium for the current year divided by paid up capital and free reserves)	3.72	3.16
Growth Rate of Net Worth (Net Worth as at the current balance sheet date divided by Net Worth as at the previous balance sheet date)	8%	12%
Net Retention Ratio (Net written premium divided by gross premium including RI acceptance)	78%	79%
Net Commission Ratio (Commission net of reinsurance for a class of business divided by net written premium)	6%	7%
Expenses of Management to Gross Direct Premium (Expenses of management plus commission paid divided by the total gross direct premium)	39%	43%
Expenses of management to Net Written Premium Ratio (Expenses of management plus Commission Paid divided by the Net Written Premium)	46%	50%
Net Incurred Claims to Net Earned Premium	65%	63%
Combined Ratio (Net Incurred claims divided by NEP plus Expense of management (including Net Commission) divided by NWP)	104%	107%
Technical Reserves to Net Premium Ratio (Reserve for unexpired risks plus premium deficiency reserve plus reserve for outstanding claims divided by net premium)	0.72	0.76
Underwriting Balance Ratio (Underwriting profit divided by net premium for the respective class of business)	(0.08)	(0.09)



Performance Ratios	2015-2016 (in %/times)	2014-2015 (in %/times)
Operating Profit Ratio (Underwriting profit plus investment income divided by net premium)	(2%)	(3%)
Liquid Assets to Liability Ratio (Liquid assets of the insurer divided by the policy holders' liabilities)	0.56	0.72
Net Earnings Ratio (Profit after tax divided by net premium)	0.86%	0.10%
Return on Net Worth (Profit after tax divided by net worth)	2.72%	0.26%
Available Solvency Margin to Required Solvency Margin Ratio	1.51	1.72
NPA Ratio	-	-

29. Penal actions taken by various Government Authorities for the year 2015-16.

Authority	(Amount in Lacs)			
	Non -Compliance / Violation	Penalty Awarded	Penalty Paid	Penalty Waived/ Reduced
Insurance Regulatory and Development Authority	Nil	Nil	Nil	Nil
Service Tax Authorities	Nil	Nil	Nil	Nil
Income Tax Authorities	Nil	Nil	Nil	Nil
Any other Tax Authorities	Nil	Nil	Nil	Nil
Enforcement Directorate / Adjudicating Authority / Tribunal or any Authority under FEMA	Nil	Nil	Nil	Nil
Registrar of Companies / NCLT / CLB / Department of Corporate Affairs or any Authority under Companies Act, 1956	Nil	Nil	Nil	Nil
Penalty awarded by any Court / Tribunal for any matter including claim Settlement but excluding Compensation	Nil	Nil	Nil	Nil
Securities & Exchange Board of India	Nil	Nil	Nil	Nil
Competition Commission of India	Nil	Nil	Nil	Nil
Any other Central/ State / Local Government / Statutory Authority	Nil	Nil	Nil	Nil



30. The Company had received exemption from IRDAI under the provisions of Sec 40 C (1) of the Insurance Act, 1938 read with rule 17 E of the Insurance Rules, 1939. The Exemption was valid for a period of 5 financial years starting from FY 2008-09 to FY 2012-13. The Company had applied for the waiver of requirement of under Section 40 C (1) of Insurance Act, 1938 read with rule 17E of the Insurance Rules 1939 for the financial year 2014-15 and 2013-14, the approval for which is awaited. Further the company shall apply to IRDAI for exemption under the above provisions for financial year 2015-16.

31. Statement showing the age-wise analysis of the unclaimed amount of Policyholders as on 31 March 2016:

Particulars	Total amount	Age-wise Analysis (Amount in '000s)						
		4-6 months	7-12 months	13-18 months	19-24 months	25-30 months	31-36 months	Beyond 36 months
Claims settled but not paid to the policyholders/ insured's due to any reasons except under litigation from the insured/ policyholders	-	-	-	-	-	-	-	-
Sum due to the insured/ policyholders on maturity or otherwise	Not applicable being non-life insurance Company							
Any excess collection of the premium/ tax or any other charges which is refundable to policyholders either as per terms of conditions of policy or as per law or as may be directed by the Authority but not refunded so far	314	171	143	-	-	-	-	-
Cheques issued but not encashed by the policyholder/ insured	24,235	1,087	1,673	254	1,288	2,637	2,744	14,552



32. Previous year figures have been reclassified wherever necessary.

As per our report of even date

For S. N. Dhawan & Co.
Chartered Accountants



Rajeev K Saxena
Partner
Membership No. 77974

For S Viswanathan LLP
Chartered Accountants



V.C. Krishnan
Partner
Membership No. 22167

For and on behalf of the Board of Directors




Dr. Prathap C Reddy
Chairman



Andrew Kielty
Director



Shobana Kamini
Whole Time Director



Antony Jacob
Whole Time Director &
Chief Executive Officer



Srikanth Kandikonda
Chief Financial Officer
& Company secretary

Place: *Mumbai*
Date: **19 APR 2016**

APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED
APOLLO HOSPITALS COMPLEX, JUBILEE HILLS, HYDERABAD-500033
Additional information as per Part IV of schedule VI to the Companies Act, 1956
BALANCE SHEET ABSTRACT AND COMPANY'S GENERAL BUSINESS PROFILE

I. Registration Details

Registration No.

U	6	6	0	3	0	A	P	2	0	0	6	P	L	C	0	5	1	7	6	0
---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---

 Balance Sheet Date

3	1
---	---

 /

0	3
---	---

 /

2	0	1	6
---	---	---	---

 State Code

0	1
---	---

Date Month Year

Capital Raised during the year (Amount in Rs.Thousands)

Public Issue

N	I	L
---	---	---

 Right Issue

--	--	--	--	--	--

 Bonus Issue

N	I	L
---	---	---

 Private Placement

	1	2	8	3	2	0
--	---	---	---	---	---	---

II. Position of Mobilisation and Deployment of Funds (Amount in Rs.Thousands)

Total Liabilities

1	0	4	0	6	0	6	1
---	---	---	---	---	---	---	---

 Total Assets

1	0	4	0	6	0	6	1
---	---	---	---	---	---	---	---

Source of Funds

Paid up Capital

3	5	6	9	2	2	9
---	---	---	---	---	---	---

 Reserves & Surplus

2	5	8	7	7	9	3
---	---	---	---	---	---	---

(Includes Fair value change account)
 Secured Loans

N	I	L
---	---	---

 Unsecured Loans

N	I	L
---	---	---

 Deferred Liability

N	I	L
---	---	---

Applications of Funds

Net Fixed Assets

2	4	6	8	4	2
---	---	---	---	---	---

 Investments

7	0	5	0	5	8	0
---	---	---	---	---	---	---

 Net Current Assets

-	4	6	9	8	4	9	6
---	---	---	---	---	---	---	---

 Misc. Expenditure

N	I	L
---	---	---

 Accumulated Losses

3	4	1	0	8	1	2
---	---	---	---	---	---	---

III. Performance of the Company (Amount in Rs.Thousands)

Turnover

8	4	7	3	8	0	8
---	---	---	---	---	---	---

 Total Expenditure

8	3	9	9	2	1	0
---	---	---	---	---	---	---

(Net earned Premium, income from investments and other incomes)
 Profit Before Tax

	7	4	5	9	8
--	---	---	---	---	---

 Profit After Tax

	7	4	5	9	8
--	---	---	---	---	---

 Earnings per share Rs.

	0	.	2	1
--	---	---	---	---

 Dividend Rate %

N	I	L
---	---	---

IV. Generic Names of Three Principal Products / Services of Company (as per monetary Terms)


Item Code No.

N	A
---	---

(ITC code)
 Service Description

G	E	N	E	R	A	L	I	N	S	U	R	A	N	C	E
---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---

For and on behalf of the Board of Directors


Dr. Prathap C Reddy
 Chairman


Shobana Kamineni
 Whole Time Director


Andrew Kielty
 Director


Antony Jacob
 Whole Time Director &
 Chief Executive Officer


Srikanth Kandikonda
 Chief Financial Officer
 & Company Secretary



Place : *Mumbai*
 Date : *19.04.2016*

APOLLO MUNICH HEALTH INSURANCE COMPANY LIMITED

MANAGEMENT REPORT

In accordance with Part IV of Schedule B of the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002, the following report is submitted by the Management for the year ended 31 March 2016:

1. It is confirmed that the registration granted by the Insurance Regulatory and Development Authority (IRDA) has been renewed and the same is valid.
2. It is certified that all the dues payable to the statutory authorities up to 31 March 2016 has been duly paid.
3. It is confirmed that the shareholding pattern and transfer of shares affected during the year is in accordance with the statutory and regulatory requirements.
4. It is declared that the management has not directly or indirectly invested outside India, the funds of the holders of policies issued in India.
5. The required solvency margins under the Insurance Act, 1938, have been maintained.
6. It is certified that the values of all the assets have been reviewed on the date of Balance Sheet and in management's belief, the assets set forth in the Balance sheet are shown in the aggregate at amounts not exceeding their realizable or market value under the heading – "Loans", "Investments", "Agents Balances", "Outstanding Premiums", "Interest, Dividend and Rents Outstanding", "Interest, Dividends and Rents accruing but not due", "Amounts due from other persons or bodies carrying on insurance business", "Sundry Debtors ", "Bills Receivable", "Cash" and several items specified under "Other Accounts".
7. The Company is exposed to a variety of risks associated with its insurance business and the investment portfolio. The Company maintains a diversified portfolio between the retail and group business. The Company follows a restrictive underwriting approach ensuring quality business and limits its exposure to certain market conditions. The investment portfolio is diversified within the limits set under IRDA regulations and internal rules of the Company. Major portion of investment funds were deployed in Govt. Securities, AAA and AA+ rated instruments and deposits with scheduled banks.

Operational risks are sought to be managed by a system of limits, internal controls, and segregation of duties, where ever feasible. The Company has engaged a chartered accountant firm to undertake the internal audit function. Internal controls, key operational risks and compliances are reviewed and audited on a regular basis. The Company has covered its risk exposure at the appropriate levels through adequate reinsurance programme.

8. It is confirmed that the Company do not have any operations outside India during the year ended 31 March 2016.

9. Ageing of claims outstanding and trends in settlement of claims in direct business are given below.

(Amount Rs in Lacs)

Days	As at 31 March 2016		As at 31 March 2015		As at 31 March 2014		As at 31 March 2013		As at 31st March 2012	
	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount	No. of Claims	Amount
30 Days	7,677	3,703	6,686	3,102	6,546	2,665	5,440	1,723	4,017	1,254
30 Days - 6 Months	1,475	1,263	1,671	1,282	3,520	721	770	571	436	193
6 Months - 1 Year	239	221	103	132	67	96	38	36	58	41
1 Year - 5 Years	389	678	234	294	212	216	153	114	56	51
5 Years & above	27	18	7	4	2	1	-	-	-	-

Trends in Claim Settlement:

Particulars	2015-16	2014-15	2013-14	2012-13	2011-12
Overall Average Claims Settlement time	22 days	21 days	18 days	18 days	17 days

10. As per the IRDA guidelines, all debt securities are considered as held to maturity and valued at historical cost subject to amortization. Further, the market value of debt securities as at 31 March 2016 has been calculated as per guidelines issued by Fixed Income Money Market & Derivatives Association (FIMMDA). The investments in the Mutual Funds are valued at the Net Asset Values (NAV) of these Mutual funds as on the Balance Sheet date. The Company does not have any exposure in stocks and shares.
11. The Company has invested in approved Government securities, AAA or AA+ rated Debt securities, Bank Deposits, Mutual Funds and money market instruments. The primary objective is to generate optimum return while minimizing the risks. The investments are planned based on the cash flow position and liquidity requirements of the Company. There was no delay in servicing of interest or repayment of principal amounts on the investments. Considering the past track record, the Management is confident of maintaining the quality and performance of the investments. All the investments of the Company are performing assets as on 31 March 2016.

12. The details of payments made to entities in which directors are interested are given below:-

(Amount Rs in Lacs)

Name of the Entity	Name of Director	Interested As	Nature of Transaction	2015-16
Apollo Gleneagles Hospitals Limited	Dr. Pratap C Reddy, Ms.Suneeta Reddy	Director	Claim payments	307
Apollo Hospitals Enterprise Limited	Dr. Pratap C Reddy, Ms.Suneeta Reddy, Ms. Shobana Kamineni	Director	Claim payments	1,723
Apollo Hospitals International Limited	Dr. Pratap C Reddy	Director	Claim payments	186
Family Health Plan Limited	Ms. Shobana Kamineni	Member	TPA Fees	2,523
Indraprastha Medical Corporation Limited	Dr. Pratap C Reddy, Ms.Suneeta Reddy, Ms. Shobana Kamineni	Director	Claim payments	1,067
Lifetime Wellness Rx International Limited	Ms. Shobana Kamineni	Director	Payment for services rendered	3
Apollo Health and Lifestyle Ltd.	Dr. Pratap C Reddy	Director	Claims Payments	6
			Payment for services rendered	7
Apollo Reach Hospital Enterprise Limited	Dr. Pratap C Reddy	Director	Claim Payments	3
Dishnet Wireless Limited	Mrs. Suneeta Reddy, Mr. M B N Rao	Director	Payment for services rendered	60
HDFC ERGO General Insurance Co Limited	Mr. Bernhard Steinrucke	Director	Claim Payments	3516
			TPA Fees	717
			Management Expenses	2
Faber Sindoori Management Services Private Limited	Dr. Pratap C Reddy, Ms.Suneeta Reddy	Director	Claim Payments	3
Imperial Hospital And Research Centre Ltd	Dr. Pratap C Reddy, Ms.Suneeta Reddy	Director	Claim payments	277
Keimed Private Limited	Ms. Shobana Kamineni	Director	Claim payments	1

13. It is hereby confirmed that:

- a. In the preparation of the financial statements, the applicable accounting standards, principles and policies have been followed along with proper explanations relating to material departures, if any.
- b. The management has adopted accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of financial year and of the operating profit or loss and of the profit or loss of the Company for the year.
- c. The management has taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the applicable provisions of the Insurance Act, 1938, and The Companies Act, 2013, for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities.
- d. The management has prepared the financial statements on a going concern basis.
- e. The management has ensured that the internal audit system commensurate with the size and nature of business and is operating effectively.

For and on behalf of the Board of Directors



Dr. Prathap C Reddy
Chairman



Shobana Kamineni
Whole Time Director



Andrew Kielty
Director



Antony Jacob
Whole Time Director &
Chief Executive Officer



Srikanth Kandikonda
Chief Financial Officer
& Company Secretary

Place: *Mumbai*

Date: *19.04.2016*