

NOTICE OF 7TH ANNUAL GENERAL MEETING

NOTICE is hereby given that the Seventh Annual General Meeting of the members of Max Bupa Health Insurance Company Limited will be held, at a shorter notice, on Friday, July 17, 2015 from 1545 hrs (IST) to 1615 hrs (IST) at 2, South End Lane (Rajesh Pilot Lane), Rajesh Pilot Marg, New Delhi - 110011 to transact the following businesses:

ORDINARY BUSINESS

- To receive, consider and adopt the audited Financial Statements comprising (1) the Balance Sheet as at March 31, 2015 along with Revenue Account for the financial year ended March 31, 2015, Profit & Loss Account for the financial year ended March 31, 2015, Receipts & Payments Account for the financial year ended March 31, 2015, the Management Report together with Board's Report and Independent Auditor's Report thereon.
- To appoint a Director in place of Mr. Amit Sharma (DIN 00050254), who (2) retires by rotation, and being eligible, offers himself for re-appointment.
- To appoint a Director in place of Mr. Mohit Talwar (DIN 02394694), who (3)retires by rotation, and being eligible, offers himself for re-appointment.
- To reappoint M/s Nangia & Co, Chartered Accounts, New Delhi (ICAI (4) FRN - 002391C) as Joint Statutory Auditors

To consider and, if thought fit, to pass with or without modification(s), the following resolution as an Ordinary Resolution:-

"RESOLVED THAT on the basis of recommendation of the Board and pursuant to section 139, 141, 142 and other applicable provisions, if any, of the Companies Act, 2013 read with the underlying rules viz. the Companies (Audit and Auditors) Rules, 2014 as may be applicable, and IRDAI Regulations and Corporate Governance Guidelines, M/s Nangia & Co, Chartered Accountants, Mumbai (ICAI FRN- 002391C) retiring auditors of the Company, being eligible, be and are hereby re-appointed as the Joint Statutory Auditor of the Company to hold office from the conclusion of the 7th Annual General Meeting (AGM) of the Company until the conclusion of the 9th Annual General Meeting of the Company to be held in the year 2017 subject to ratification of their appointment by shareholders of the Company at every Annual General Meeting on such terms & conditions including remuneration to be fixed by the Board of Directors of the Company, based on the recommendation of the Audit Committee, plus service tax and other tax (es) as may be applicable, and reimbursement of all out of pocket expenses in connection with the audit of the accounts of the Company;

RESOLVED FURTHER THAT Mr. Rahul Ahuja (Chief Financial Officer), Mr. Mahesh Kumar Radhakrishnan (Director of Legal & Compliance and Company Secretary) and Mr. Anand Roop Choudhary (Head of Legal) be and is/are hereby authorized jointly and/ or severally on behalf of the Company to take all actions as they may severally deemed expedient to give effect to the resolution, including making necessary filing/intimation of any, with the

Max Bupa Flealth Insurance Company Limited HN-U66000DL2008PLC182918

Corporate Office: Block B1/I-2, Mohan Cooperative Industrial Estate, Mathura Road, New Delhi -110044

Tel.: +91-11-30902000

Fax: +91-11-30902010

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Authorities and do all such acts, deeds and things as may be required or considered necessary or incidental thereto."

(5) Appointment of M/s S. R. Batliboi & Associates LLP, Chartered Accountants, Mumbai (ICAI FRN - 101049W) as Joint Statutory Auditors of the Company

To consider and, if thought fit, to pass with or without modification(s), the following resolution as an **Ordinary Resolution:**-

"RESOLVED THAT on the basis of recommendation of the Board and pursuant to the provisions of section 139, 141, 142 and other applicable provisions, if any, of the Companies Act, 2013 read with the underlying rules viz. the Companies (Audit and Auditors) Rules, 2014 as may be applicable, and IRDAI Regularization and Corporate Governance Guidelines, M/s S.R Batliboi & Associates LLP, Chartered Accountants, Mumbai (ICAI FRN -101049W), being eligible, be and are hereby appointed as the Joint Statutory Auditor of the Company, in place of retiring auditor M/s Thakur Vaidyanath Aiyar & Co, Chartered Accountants, New Delhi (ICAI FRN - 000038N) to hold office from the conclusion of 7th Annual General Meeting (AGM) of the Company until the conclusion of the 9th Annual General Meeting to be held in the year 2017 subject to ratification of their appointment by shareholders of the Company at every Annual General Meeting on such terms & conditions including remuneration to be fixed by the Board of Directors of the Company, based on the recommendation of the Audit Committee, plus service tax and other tax (es) as may be applicable, and reimbursement of all out of pocket expenses in connection with the audit of the accounts of the Company;

RESOLVED FURTHER THAT Mr. Rahul Ahuja (Chief Financial Officer), Mr. Mahesh Kumar Radhakrishnan (Director of Legal & Compliance and Company Secretary) and Mr. Anand Roop Choudhary (Head of Legal) be and is/are hereby authorized jointly and/ or severally on behalf of the Company to take all actions as they may severally deemed expedient to give effect to the resolution, including making necessary filing/intimation, if any, with the Authorities and do all such acts, deeds and things as may be required or considered necessary or incidental thereto."

SPECIAL BUSINESS

(6) Regularization of appointment of Mr. David Martin Fletcher as a Director of the Company

To consider and, if thought fit, to pass with or without modification(s), the following resolution as an **Ordinary Resolution**:

"RESOLVED THAT Mr. David Martin Fletcher (DIN 07004032) who was appointed as an Additional Director of the Company with effect from October 28, 2014, in terms of Section 161 of the Companies Act, 2013 and Article 88 & 91 of the Articles of Association of the Company and who holds office as director up to the date of this Annual General Meeting and in respect of whom the Company has received a notice in writing, from a member proposing his candidature for the office of director as per Section 160 of the





Company, on the basis of recommendation of the Board, be and is hereby appointed as a Director of the Company liable to retire by rotation;

RESOLVED FURTHER THAT Mr. Mahesh Kumar Radhakrishnan (Director of Legal & Compliance and Company Secretary) and Mr. Anand Roop Choudhary (Head of Legal) be and is/are hereby authorized jointly and/or severally on behalf of the Company to take all actions as they may severally deemed expedient to give effect to the resolution, including making necessary filing/intimation, if any, with the Authorities and do all such acts, deeds and things as may be required or considered necessary or incidental thereto."

(7) Regularization of appointment of Ms. Evelyn Brigid Bourke as a Director of the Company

To consider and, if thought fit, to pass with or without modification(s), the following resolution as an **Ordinary Resolution**:

"RESOLVED THAT Ms. Evelyn Brigid Bourke (DIN 07004041) who was appointed as an Additional Director of the Company with effect from October 29, 2014, in terms of Section 161 of the Companies Act, 2013 and Article 88 & 91 of the Articles of Association of the Company and who holds office as director up to the date of this Annual General Meeting, and in respect of whom the Company has received a notice, in writing, from a member proposing her candidature for the office of director as per Section 160 of the Company, on the basis of recommendation of the Board, be and is hereby appointed as a Director of the Company liable to retire by rotation;

RESOLVED FURTHER THAT Mr. Mahesh Kumar Radhakrishnan (Director of Legal & Compliance and Company Secretary) and Mr. Anand Roop Choudhary (Head of Legal) be and is/are hereby authorized jointly and/or severally on behalf of the Company to take all actions as they may severally deem expedient to give effect to the resolution, including making necessary filing/intimation, if any, with the Authorities and do all such acts, deeds and things as may be required or considered necessary or incidental thereto."

(8) Regularization of appointment of Mr. Pradeep Pant as an Independent Director of the Company

To consider and, if thought fit, to pass with or without modification(s), the following resolution as an **Ordinary Resolution**:

"RESOLVED THAT on the basis of recommendation of the Board and pursuant to the provisions of Section 149, 150, 152, 160, 161 and other applicable provisions, if any, of the Companies Act, 2013 ("the Act") read with Rules framed there under, Schedule IV to the Act, Article 88 & 91 of the Articles of Association of the Company, Mr. Pradeep Pant (DIN 00677064) who was appointed as an Additional director to act as an Independent Director by the Board of the Company on January 20, 2015 and who holds office up to the date of this Annual General Meeting and in respect of whom the Company has received a notice proposing his candidature for the office of Director under Section 160 of the Companies Act, 2013, be and is hereby appointed as an Independent Director of the Company for a term of 5 New Delhi





consecutive years starting from January 20, 2015 till January 19, 2019;

RESOLVED FURTHAT THAT Mr. Pradeep Pant is not liable to retire by rotation under the Companies Act 2013;

RESOLVED FURTHER THAT Mr. Mahesh Kumar Radhakrishnan (Director of Legal & Compliance and Company Secretary) and Mr. Anand Roop Choudhary (Head of Legal) be and is/are hereby authorized jointly and/ or severally on behalf of the Company to take all actions as they may severally deem expedient to give effect to the resolution, including making necessary filing/intimation, if any, with the Authorities and do all such acts, deeds and things as may be required or considered necessary or incidental thereto."

(9) Regularization of appointment of Ms. Marielle Theron as a Director of the Company

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

"RESOLVED THAT Ms. Marielle Theron (DIN 02667356) who was appointed as an Additional Director of the Company with effect from January 23, 2015, in terms of Section 161 of the Companies Act, 2013 and Article 88 & 91 of the Articles of Association of the Company and who holds office as director up to the date of this Annual General Meeting and in respect of whom the Company has received a notice, in writing, from a member proposing her candidature for the office of director as per Section 160 of the Company, on the basis of recommendation of the Board, be and is hereby appointed as a Director of the Company liable to retire by rotation;

RESOLVED FURTHER THAT Mr. Mahesh Kumar Radhakrishnan (Director of Legal & Compliance and Company Secretary) and Mr. Anand Roop Choudhary (Head of Legal) be and is/are hereby authorized jointly and/or severally on behalf of the Company to take all actions as they may severally deem expedient to give effect to the resolution, including making necessary filing/intimation, if any, with the Authorities and do all such acts, deeds and things as may be required or considered necessary or incidental thereto."

(10) Regularization of appointment of Mr. John Howard Lorimer as a Director of the Company

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

"RESOLVED THAT Mr. John Howard Lorimer (DIN 07138581) who was appointed as an Additional Director of the Company with effect from March 30, 2015, in terms of Section 161 of the Companies Act, 2013 and Article 88 & 91 of the Articles of Association of the Company and who holds office as Director up to the date of this Annual General Meeting and in respect of whom the Company has received a notice, in writing, from a member proposing his candidature for the office of director as per Section 160 of the Company, on the basis of recommendation of the Board, be and is hereby appointed as a Director of the Company liable to retire by rotation:





RESOLVED FURTHER THAT Mr. Mahesh Kumar Radhakrishnan (Director of Legal & Compliance and Company Secretary) and Mr. Anand Roop Choudhary (Head of Legal) be and is/are hereby authorized jointly and/or severally on behalf of the Company to take all actions as they may severally deem expedient to give effect to the resolution, including making necessary filing/intimation, if any, with the Authorities and do all such acts, deeds and things as may be required or considered necessary or incidental thereto."

By order of the Board of Directors For Max Bupa Health Insurance Company Limited

Mahesh Kumar Radhakrishnan

Director - Legal & Compliance and Company Secretary

Membership No: A27720

Address: B1 / I-2, Mohan Cooperative Industrial Atta

Mathura Road, New Delhi - 110044

Email ID: secretarial@maxbupa.com

Dated: July 17, 2015 Place: New Delhi



Notes:

- 1. A Member entitled to attend and vote at the Annual General Meeting (AGM) is entitled to appoint a proxy to attend and vote instead of himself and the proxy need not be a Member of the Company. The instrument appointing the proxy, in order to be effective, must be deposited at the Company's, Registered Office, duly completed and signed, not less than 48 hours (Forty-Eight) before the meeting. Proxies submitted on behalf of limited companies, societies, etc., must be supported by appropriate resolutions/authority, as applicable. A person can act as proxy on behalf of Members not exceeding 50 (Fifty) and holding in the aggregate not more than 10% of the total share capital of the Company. In case a proxy is proposed to be appointed by a Member holding more than 10% of the total share capital of the Company carrying voting rights, then such proxy shall not act as a proxy for any other person or shareholder.
- 2. The Explanatory Statement pursuant to Section 102 of the Companies Act, 2013 in respect of the above resolutions is annexed hereto.
- 3. All documents referred to in the Notice and accompanying explanatory statement are open for inspection at the Registered Office of the Company during working days of the Company between 10.00 A.M. and 1.00 P.M. except on holidays. This shall be kept open up to the date of the Annual General Meeting and at the Venue of the meeting to any person having the right to attend the meeting.
- 4. Registers shall be placed in the meeting and shall remain open and accessible during the continuance of the meeting to any person having the right to attend the meeting.
- 5. The Registrar and Transfer Agent of the Company M/s. MAS Services T-34, 2nd Floor, Okhla Industrial Area, Phase-II, New Delhi 110020 is handling Registry work in respect of shares held in electronic/demat form.
- 6. As per the requirements of Section 113 of the Companies Act, 2013, corporate members intending to send their authorized representative(s) to attend the meeting are requested to send a certified copy of the Board Resolution authorizing their representative to attend and vote on their behalf at the meeting.
- 7. Consents from all the shareholders of the Company have been convening the meeting at shorter notice.





EXPLANATORY STATEMENT PURSUANT TO SECTION 102 (1) OF THE COMPANIES ACT, 2013

As required by Section 102 of the Companies Act, 2013 (Act), the following Explanatory Statement sets out all material facts relating to the business mentioned under Item Nos. 6 to 10 of the accompanying Notice:-

1. A statement setting out the material facts in the nature of concern or interest, financial or otherwise of every director and the manager and every other key managerial person and relatives thereof, concerning item of special business to be transacted at a general meeting:-

| S. NO. | DIN of Director/ Manager/KMP/ Relative | Name of KMP/Director | Nature of concern or interest, Financial or otherwise | Nature of Other Interest |
|-----------|---|-------------------------|---|--------------------------------|
| 1. | 07004032 | David Martin Fletcher | NIL | Appointment as Director |
| 2. | 07004041 | Evelyn Brigid Bourke | Nil | Appointment as Director |
| 3. | 00677064 | Pradeep Pant | Nil | Appointment as Director |
| 4. | 02667356 | Marielle Theron | Ni1 | Appointment as Director |
| 5. | 07138581 | John Howard Lorimer | Nil | Appointment as Director |

2. Item No. 6

Regularization of appointment of Mr. David Martin Fletcher as a Director of the Company

Mr. David Martin Fletcher was appointed as an Additional Director of the Company by the Board of Directors with effect from October 28, 2014. His appointment was pursuant to Section 161 of the Companies Act, 2013 read with Article 88 & 91 of the Articles of Association of the Company.

Under Section 161 of the Act, Mr. David Martin Fletcher can hold office up to the date of this Annual General Meeting. The Company has received from a member notice under Section 160 of the Act along with requisite deposit of Rs. 1 Lac (Rupees One Lakh) proposing the candidature of Mr. David Martin Fletcher as a Non Executive and Nominee Director of Bupa Singapore Holdings Pte Ltd on the Board of the Company.

A brief profile of Mr. David Martin Fletcher is given herein for the information of the shareholders.

Mr. David Fletcher has extensive international experience in banking, having held various senior positions in China, Hong Kong, Singapore, Nigeria and Delhi





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London with Standard Chartered and Citibank. He joined Bupa as Chief Internal Auditor in March 2014 and has been appointed as a Managing Director of Bupa International Development Markets (IDM) since September 2014.

Currently, Mr. David Martin Fletcher is holding 10 equity shares of Rs. 10/-each in the Company as a nominee shareholder of Bupa Singapore Holdings Pte Ltd.

The Board has recommended appointment of Mr. David Martin Fletcher as a Director of the Company as per the provisions of the Companies Act 2013.

Other details of the director are given in the Corporate Governance Report.

Your Directors recommend passing of the resolution contained in Item No. 6 as an Ordinary Resolution.

None of the Director and Key Managerial Personnel of the Company except Mr. David Martin Fletcher to whom the resolution relates is or may be deemed to be concerned or interested in this resolution.

3. Item No. 7

Regularization of appointment of Ms. Evelyn Brigid Bourke as a Director of the Company

Ms. Evelyn Brigid Bourke was appointed as an Additional Director of the Company by the Board of Directors with effect from October 29, 2014. Her appointment was pursuant to Section 161 of the Companies Act, 2013 and Article 88 & 91 of the Articles of Association of the Company.

Under Section 161 of the Act, Ms. Evelyn Brigid Bourke can hold office up to the date of this Annual General Meeting. The Company has received from a member notice under Section 160 of the Act along with requisite deposit of Rs. 1 Lac (Rupees One Lakh) proposing the candidature of Ms. Evelyn Brigid Bourke as a Non Executive and Nominee Director of Bupa Singapore Holdings Pte Ltd on the Board of the Company.

A brief profile of Ms. Evelyn Brigid Bourke is given herein for the information of the shareholders.

Ms. Evelyn Bourke is a qualified actuary with an MBA from London Business School with significant experience in financial services, having been Chief Executive Officer of Chase de Vere Investments plc (an IFA) and a principal at Tillinghast-Towers Perrin. From 2006 to 2008 she was Finance Director of Standard Life UK Financial Services which included Standard Life Assurance Limited, Standard Life Bank and Standard Life Healthcare. She was earlier appointed as Bupa's Chief Financial Officer in September 2012.

Currently, Ms. Evelyn Brigid Bourke is holding 10 equity shares of Rs. 10 cach in the Company as a nominee shareholder of Bupa Singapore Holdings Pte Ltd.





The Board has recommended appointment of Ms. Evelyn Brigid Bourke as a Director of the Company as per the provisions of the Companies Act 2013.

Other details of the director are given in the Corporate Governance Report.

Your Directors recommend passing of the resolution contained in Item No. 7 as an Ordinary Resolution.

None of the Director and Key Managerial Personnel of the Company except Ms. Evelyn Brigid Bourke to whom the resolution relates is or may be deemed to be concerned or interested in this resolution.

3. Item no. 8

Regularization of appointment of Mr. Pradeep Pant as a Director of the Company to act as Independent Director of the Company

Pursuant to Section 161 of the Companies Act, 2013 read with Rules framed there under, Mr. Pradeep Pant was appointed as an Additional Director of the Company by the Board of the company on January 20, 2015. Mr. Pradeep Pant fulfilled the condition of being an Independent Director and was recognized as an Independent Director on the Board. His appointment as an Additional Director is valid up to the date of this Annual General Meeting. The appointment of Mr. Pradeep Pant as an Independent Director of the Company is for a period of 5 consecutive years starting from January 20, 2015 till January 19, 2020.

A notice under Section 160 of the Act, in writing, has been received from a member of the Company along with requisite deposit of Rs. 1 Lac (Rupees One Lakh) proposing the candidature of Mr. Pradeep Pant as an Independent Director of the Company.

A brief profile of Mr. Pradeep Pant is given herein for the information of the shareholders.

Mr. Pradeep Pant is a highly experienced senior business leader. Currently, involved in business consulting and education. With over 37 years of experience in the FMCG industry, Mr. Pradeep Pant is an expert in building businesses in both mature and emerging markets. He holds a Master of Management Studies degree from the Jamnalal Bajaj Institute of Management Studies, Bombay University, and a BA with Honors degree in Economics from Shri Ram College of Commerce, Delhi University. Mr. Pradeep Pant is also the Founding President of Food Industry Asia (FIA), an Advisory Board Member of SMU Lee Kong Chian School of Business and a Senior Advisor to Hay Group and McKinsey & Co.

The Company has received a consent from Mr. Pradeep Pant to act as a Director of the Company along with a declaration to the effect that he meets the criteria of independence as provided in Section 149 of the Companies Act, 2013 and an intimation to the effect that he is not disqualified from being appointed as a Director in terms of Section 164(2) of the Companies Act, 2013.





As per the provisions of the Section 149 (13) of the Companies Act, 2013, Mr. Pradeep Pant shall not be liable to retire by rotation.

None of the Directors and Key Managerial Personnel except Mr. Pradeep Pant to whom the resolution relates is or may be deemed to be concerned or interested in this resolution.

Based on the various disclosures and declarations received from Mr. Pradeep Pant and considering his association would be of immense benefit to the Company, the Board of Directors is of the opinion that Mr. Pradeep Pant fulfills the conditions specified in the Companies Act, 2013 and Rules framed there under and that he is independent of the management of the Company

Other details of the director are given in the Corporate Governance Report.

Your Directors recommend passing of the resolution contained in Item No. 8 as an ordinary resolution.

4. Item no.9

Regularization of appointment of Ms. Marielle Theron as a Director of the Company

Ms. Marielle Theron was appointed as an Additional Director of the Company by the Board of Directors with effect from January 23, 2015. Her appointment was pursuant to Section 161 and Article 88 & 91 of the Articles of Association of the Company.

Under Section 161 of the Act, Ms. Marielle Theron can hold office up to the date of this Annual General Meeting. The Company has received from a member notice under Section 160 of the Act along with requisite deposit of Rs. 1 Lac (Rupees One Lakh) proposing the candidature of Ms. Marielle Theron as a Non Executive and Nominee Director of Max India Limited on the Board of Max Bupa Health Insurance Company Limited.

A brief profile of Ms. Marielle Theron is given herein for the information of the shareholders.

Ms. Marielle Theron is a Principal of Erlen Street Corporation, Switzerland, a company that specialises in strategic investment and management consulting solutions. Prior to that, Ms Theron worked in both consulting and corporate roles for multi-national companies and governments across Europe, Asia, Australia, New Zealand and South Africa, advising on insurance and investment related solutions. She holds a B.Sc major in Actuarial Science from Laval University, Canada and is a Fellow of the Society of Actuary (FSA) of USA.

Ms. Marielle Theron is not holding any shares in the Company.

The Board has recommended appointment of Ms. Marielle Theron as a Director of the Company as per the provisions of the Companies Act 2013 New Delhi

Other details of the director are given in the Corporate Governmence Re





Your Directors recommend passing of the resolution contained in Item No. 9 as an Ordinary Resolution.

None of the Director and Key Managerial Personnel of the Company except Ms. Marielle Theron to whom the resolution relates is or may be deemed to be concerned or interested in this resolution.

5. Item no.10

Regularization of appointment of Mr. John Howard Lorimer as a Director of the Company

Mr. John Howard Lorimer was appointed as an Additional Director of the Company by the Board of Directors with effect from March 30, 2015. His appointment was pursuant to Section 161 and Article 88 & 91 of the Articles of Association of the Company.

As per Section 161 of the Act, Mr. John Howard Lorimer can hold office up to the date of this Annual General Meeting. A notice under Section 160 of the Act, in writing, has been received from a member of the Company along with requisite deposit of Rs.1 Lac (Rupees One Lakh) proposing the candidature of Mr. John Howard Lorimer as a Non Executive and Nominee Director of Bupa Singapore Holdings Pte Ltd on the Board of Max Bupa Health Insurance Company Limited.

A brief profile of Mr. John Howard Lorimer is given herein for the information of the shareholders.

Mr. John Lorimer has held senior executive positions in five global locations, for companies including Standard Chartered and Citigroup. After joining Bupa in July 2011, he is holding various positions including being a Chairman of Bupa's Audit Committee and member of Bupa's Risk Committee.

Currently, Mr. John Howard Lorimer is holding 10 equity shares of Rs. 10/-each in the Company as a nominee shareholder of Bupa Singapore Holdings Pte Ltd.

The Board has recommended appointment of Mr. John Howard Lorimer as a Director of the Company as per the provisions of the Companies Act 2013.

Other details of the director are given in the Corporate Governance Reportsurar

Your Directors recommend passing of the resolution contained in Remarkova as an Ordinary Resolution.





None of the Director and Key Managerial Personnel of the Company except Mr. John Howard Lorimer to whom the resolution relates is or may be deemed to be concerned or interested in this resolution.

By order of the Board of Directors For Max Bupa Health Insurance Company Limited

Manesh Kumar Radhakrishnan

Director - Legal & Compliance and Company Secretary

Membership No: A27720

Address: B1 / I-2, Mohan Caoperative Industrial Area,

Mathura Road, New Delhi – 110044 Email ID: <u>secretarial@maxbupa.com</u>

Dated: July 17, 2015 Place: New Delhi





Attendance Slip

(to be presented at the entrance)

 7^{th} Annual General Meeting to be held on Friday, July 17, 2015 at 1545 hrs at 2, South End Lane (Rajesh Pilot Lane), Rajesh Pilot Marg, New Delhi - 110011

| Folio No : | DP ID No: | Client ID No: |
|---------------------------|------------|---------------|
| Number of Shares: | | |
| Name of the Member: | Signature: | |
| Name of the Proxy holder: | Signature: | |
| | | |

1. Only Member/Proxy holder can attend the Meeting.

2. Member/Proxy holder should bring his/her copy of the Annual Report for reference at the Meeting.





Form No. MGT-11

7th ANNUAL GENERAL MEETING

PROXY FORM

[Pursuant to Section 105(6) of the Companies Act, 2013 and Rule 19(3) of the Companies (Management and Administration) Rules, 2014]

CIN: - U66000DL2008PLC182918

Name of the Company: - Max Bupa Health Insurance Company Limited Registration Office: - Max House, 1, Dr. Jha Marg, Okhla, New Delhi – 110020

| Name of the Member (s):- |
|---|
| Registered Address:- |
| E-mail ID :- |
| Folio No/Client Id: |
| DP ID :- |
| I/We, being the member (s) of shares of the above named Company, hereby appoint 1. Name: Address: E-mail Id: Signature:, or failing him |
| 2. Name: Address: E-mail Id: Signature:, or failing him |
| 3. Name: Address: E-mail Id: Signature: |
| as my/our proxy to attend and vote (on a poll) for me/us and on my/our behalf at the 7th Annual General Meeting of the Company to be held on Friday July 17, 2015 |

as my/our proxy to attend and vote (on a poll) for me/us and on my/our behalf at the 7th Annual General Meeting of the Company to be held on Friday July 17, 2015 at 1545 hrs (IST) at 2, South End Lane (Rajesh Pilot Lane), Rajesh Pilot Marg, New Delhi – 110011 and at any adjournment thereof in respect of such resolutions as are indicated below:





Resolution No:-

1. Ordinary business

- a) Consider and adopt Annual Financial Statements for the Financial year 2014-15
- b) Director liable by rotation
 - i) Mr. Mohit Talwar
 - ii) Mr. Amit Sharma
- c) Appointment and Reappointment of Joint Statutory Auditors of the Company

2. Special Business

- a) Regularization of following additional director as Director
 - i) Mr. David Fletcher
 - ii) Ms. Evelyn Bourke
 - iii) Mr. Pradeep Pant
 - iv) Ms. Marielle Theron
 - v) Mr. John Lorimer

Signed this..... day of...... 20....

Affix Revenue Stamp

Signature of Shareholder:

Signature of Proxy holder(s):

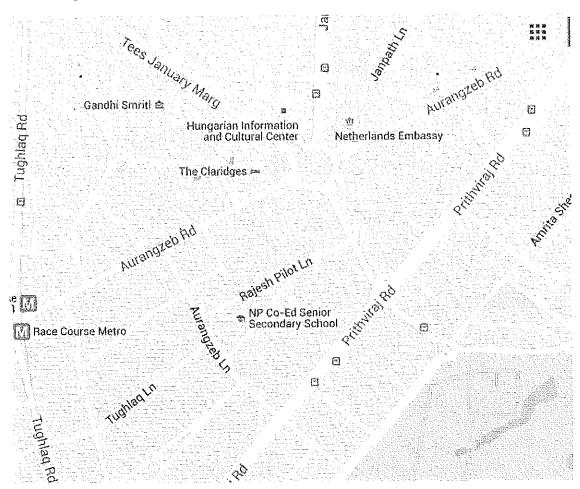
Instructions:

- 1. This form of proxy in order to be effective should be duly completed and deposited at the Registered Office of the Company, not less than 48 hours before the commencement of the Meeting.
- 2. A Proxy need not be a member of the Company.
- 3. In the case of joint holders, the vote of the senior who tenders a vote, whether in person or by proxy, shall be accepted to the exclusion of the vote of the other joint holders. Seniority shall be determined by the order in which the names stand in the Register of Members.
- 4. The form of Proxy confers authority to demand or join in demanding a poll.
- 5. The submission by a member of this form of proxy will not preclude such member from attending in person and voting at the meeting.
- 6. In case a member wishes his/her votes to be used differently, he/she should indicate the number of shares under the columns "For" or "Against" as appropriate.





Route Map and landmark to the Venue



Near Claridges Hotel, Lodhi Road

New Delhi



BOARD'S REPORT

Your Directors are pleased to present the Seventh Board's Report of your Company together with the audited accounts for the financial year ended March 31, 2015.

1. BUSINESS HIGHLIGHTS

The highlights for the Financial Year ended March 31, 2015 are as under:

| | | (Rs in '000) |
|---------------------------------------|---------------------------|---------------------------|
| Particulars | Financial Year 2014-15 | Financial Year 2013-14 |
| Gross Written Premium | 3,726,574 | 3,088,549 |
| Add Reinsurance Accepted | | - |
| Less Reinsurance Premium | 192,172 | 126,466 |
| Net Premium | 3,534,402 | 2,962,083 |
| Unexpired Risk Reserve | 382,038 | 585,485 |
| Earned Premium | 3,152,364 | 2,376,598 |
| Total Underwriting Revenue | 3,152,364 | 2,376,598 |
| Net Incurred Claims | 1,738,753 | 1,403,962 |
| Commission paid (net) | 321,985 | 278,760 |
| Expenses of Management | 2,326,935 | 2,276,676 |
| Premium Deficiency Reserve | (5,653) | 5,653 |
| Total Underwriting expenses | 4,382,020 | 3,965,051 |
| Underwriting Profit/(Loss) | (1,229,656) | (1,588,453) |
| Investment Income: | | |
| Allocated to Revenue Account | 179,510 | 140,690 |
| Allocated to P&L Account | 157,610 | 117,412 |
| Other Income | 2,162 | 4,035 |
| Other Expenses | 24,296 | - |
| Provisions | 18,462 | 2,397 |
| Profit/(Loss) before Tax | (933,132) | (1,328,713) |
| Key Business Parameters | | |
| Solvency Ratio | 2.10:1 | 2.13:1 |
| Share Capital (Rs. crores) | 790.50 | 669.00 |
| Foreign Direct Investment(Rs. crores) | 205.53 | 173.94 |
| No. of Employees | 1,444 | 1,330 |
| No. of offices . | 26 | . 22 |
| No. of Agents | - 11,020 | 15,347 |
| No. of Policies | 232,042 | 204,901 |

Max Bupa Health Insurance Company Limited CIN - U66000DL2008PLC182918

Corporate Office: Block B1/I-2, Mohan Cooperative Industrial Estate.

Mathura Road. New Delhi-110044 Tel.: +91-11-30902000

fax: +91 11 30902010









1. INDUSTRY OVERVIEW

The Health Insurance sector continued to be the fastest growing segment in non-life insurance industry over the last 5 years. The total Health Insurance premium in FY 2014 -15 reached Rs 20,443 crores from Rs. 17,620 crores in FY 2013-14, registering a growth of 16%.

During the year, the industry has seen significant action related to policy as well as regulatory developments with the passage of the Insurance Laws (Amendment) Bill, 2015. Under the amended Insurance (Amendment) Act 2015, Insurance Regulatory Development Authority of India (IRDAI) has been vested with substantial powers to come out with regulations in various critical areas. Some of the changes in Regulations have been notified and we expect other changes to be carried out by Regulator in various areas.

These amendments in the Insurance Act and Regulations will have a significant impact on the development of Health Insurance industry. The new bill has relaxed the FDI limit in insurance and introduced the definition of "Health Insurance Business" recognizing Health Insurance as a separate business which was earlier forming part of General Insurance Business. These changes will attract more players, including foreign players in Health Insurance space and provide more regulatory focus in Health Insurance space.

To provide better Health Care Services to all, the Government has issued a draft National Health Policy 2015 which aims to provide access to good health care facilities to a large section of society. This shows the Government's resolve towards Health Services.

These changes in the Insurance Act and resulting changes in Regulations will have long term impact on the eco-system in which Stand Alone Health Insurance Companies operate.

2. STATE OF COMPANY'S AFFAIRS

Your company posted a Gross Written Premium of Rs. 372.70 Crores for the year thereby registering a 21% growth over previous year. The loss for the year at Rs. 933 million was lower by 30% as compared to previous year.

Last financial year 2014-15 had been a year of importance for the health insurance industry that marked significant market-related development, increasing claims cost, medical inflation and rising burden of non-communicable diseases, thereby resulting in increasing margin pressure on the business.

Your Company's key priorities going forward have been shaped by the changing external environment & our current business performance:

- Primary focus on B2C segment led by Agency & Banca, while evaluating a comprehensive digital strategy
- · Improve persistency
- Better manage claims through case management, healthcare purchasing and fraud control,
- Improve the suite of products to meet the needs of the customers whilst managing risk and delivering value to the customers and shareholders
- Deliver best-in-class service based on customer segments and partners
- Continued focus on cost optimization
- Build leadership development and talent pipeline
- Robust IT strategy for a stable, secure and scalable infrastructure





Your Company focuses on high net worth and mass affluent segments in the top 20-25 cities in India and aims to be the preferred family health insurer for B2C customers. Max Bupa offers quality health insurance services through its comprehensive distribution network comprising of Agency force, Bancassurance & Alliances (bank partners and brokers) & Direct channel (E-sales - tele-assisted as well as online sales and direct sales team).

Your Company has reported a strong overall performance in FY 2014-15, in line with the overall strategic priorities, across different operational areas.

A. MULTI CHANNEL DISTRIBUTION SET-UP

Max Bupa's strategic priorities focus on profitable and sustainable growth led by Agency and Banca. Your company has relentlessly focused on building its distribution network by consistently improving the quality of its Agency sales force, building Bancassurance channel and strengthening its Direct channels by evaluating a comprehensive 'digital' strategy.

1. Agency

Agency is the Company's largest distribution channel, spanning 26 branches across 16 cities and contributes over 60% of overall revenue. The Agency sales force comprises of 400 Agency Managers and ~13,000 agents. Your Company's agency force is one of the most productive agency force amongst SAHIs (Stand Alone Health Insurers). FY 14-15 saw the Agency channel focus on improving the quality of sales and agency sales force by way of targeted initiatives around agent segmentation, agent recruitment and training, product mix changes, agent activation and improved selling behaviour. Going forward, in line with the strategic priorities, your company has identified 5 focus areas for Agency channel – process standardization, frontline staffing & retention, performance management, agent recruitment & activation and growth through sub-verticals.

2. Bancassurance & Alliances

Your Company is the first SAHI player to sign 4 Bancassurance Corporate Agency relationships in India between Oct' 2013-May' 2014 with reputed banks like Standard Chartered, Federal, Deutsche and Ratnakar Bank. Your Company now has a robust bancassurance infrastructure with 200 FOS (Feet-on-Street) and 1800 bank Relationship Managers across 600 activated bank branches. Banca & Alliances channel contributed around 33% of Company's new sales in FY 14-15. The early relationship with the Banks has enabled your Company to plan/create segment wise focused initiatives which will help in consolidation of the relationship. Your company also has an important tie up with Bajaj Finserve, a valued relationship under non-bancassurance. Growth in this channel would primarily be driven by focus on branch activation and opportunities for sale to retail asset customers. Your Company is also exploring new opportunities in Bancassurance arena.

3. Direct channels (E-sales and Direct sales team)

Direct channel at your company comprises of E-sales (tele-assisted as well as online sales) and the Direct sales team. Your company has one of the largest captive tele-sales team in the health insurance industry, with ~140 dedicated out-bound tele-callers. The channel is equipped with state-of-the-art technology infrastructure (Dialler/CRM) within a secure environment. Your company is exploring the 'digital' opportunity in the Health insurance space in India which is currently estimated to be ~ Rs 200 cr. new sales and currently dominated by web aggregators and a select few insurers. Your company 3-year digital roadmap will focus on addressing the category's unmet needs and leveraging your company's current strengths. Your company aims to maintain profitable direct channels with a focus on building a comprehensive digital strategy.

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4. Business to Business (B2B) & Rural business

Apart from the retail segment, your company also has limited presence in the Group business where we focus on select profitable business. Your Company also has underwritten rural business under RSBY scheme of Government.

B. IMPROVED CUSTOMER MANAGEMENT

In line with your Company's, commitment towards exemplar service and being transparent, customer focused, equitable and fair in its dealing with customers, your Company continued to focus on raising the standard of customer interaction at every touch point, right from pre-sales engagement to payment of claims.

Your Company proactively captures customer feedback through multiple formal and informal customer listening initiatives including Customer Transactional Assessments (CTA) for key customer processes, online customer feedback through portals and blogs, Max Bupa's website, and welcome calling. The top two box CTA score for the most critical customer "Moment of Truth" - Claims improved to 73% from 63% as compared to the last financial year. Service excellence is key to your Company's success and therefore there is considerable focus on customer experience and related metrics. The Customer Experience Index is calculated annually and for 2014-15, it stood at 59% as compared to 54% in 2014-15.

Your Company's 30 minutes pre – authorization service commitment, introduced in the Financial Year 2014 – 15, demonstrated a significant improvement in customer cashless service experience.

Since service is one of the key differentiators of your Company and there is also an opportunity to enhance engagement with satisfied customers, your company heavily invested in two new initiatives — Customer Relationship Management (CRM) and Customer Communication Management (CCM). These initiatives will give 360 degree view of the customer to all the service representatives, provide better and wider self service options to the customers (e.g. IVR, Mobile App, Website) and improve our overall efficiency and communication effectiveness.

C. COST MANAGEMENT

Since last year, your Company has increased the focus on higher efficiency, improved productivity and a reduction of expenditure. A Cost Council has been formed which optimized on cost through activity based costing, segmental analysis and ensuring right structuring. This team leveraged best practices across the Max India Group and the industry to optimize spends. The cost optimization focus is reflected in the management expense ratio which is improved from 83% in FY'14 to 72% in FY'15.

D. INVESTMENT PERFORMANCE

Your Company ensures management of investment assets in accordance with the asset liability management policy of the company. The performance of the fund has been commensurate with the risk assumed in the fund.

The fund is invested safely, with ~96% of the portfolio in highest safety instruments (viz. sovereign and AAA or equivalent instruments). Your Company's Assets under Management (AUM) of Rs 430 crore recorded a growth of 28% over the last year.

During the financial year, your Company generated an investment yield of 9.1% for the financial year ended Mar 31, 2015 versus 8.8% for the financial year ended Mar 31, 2014, despite yields having moderated by ~100 bps since Mar'14.

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E. BUSINESS EXCELLENCE

In the Max Performance Excellence Framework (MPEF) assessment for Financial Year 2015 cycle, your company is working towards moving from early development stage to early result stage. The MPEF scores received for FY2014-15 was 342, which was an improved score from the last assessment. This assessment report identified that your company has a systematic and effective program for gathering, analysis and responding to the 'Voice of Customer' (VOC) and using this for strategic and operational decision making. It also highlighted that your company has continued to improve brand awareness among employees, customers and partners. The assessors also believed that your company has the opportunity to build innovation culture, improve knowledge management and people practices to breach the early results stage in the MPEF score bands.

F. AWARDS AND RECOGNITIONS

During the Financial Year 2014-2015, your Company has been felicitated with Awards and Recognitions across functional areas. Some of these were:

- 1. First Health Insurer to be listed as a Superbrand in India. Your Company was selected as the most preferred brand in the Health Insurance segment for 2015 by 7,000 consumers in India.
- 2. Emerged as the most trusted Health Insurance brand in the Brand Trust Report 2015. This was the second time that your company emerged as the no. I Health Insurance Brand chosen through an independent consumer survey conducted in 6 cities by TRA, a Global research and advisory firm.
- 3. Walk for Health was awarded 'Best CSR Campaign Linked to Loyalty' at the 8th Loyalty Awards 2015. The initiative was recognized for strengthening our healthcare agenda and enhancing brand loyalty.
- 4. Recognized for best solution for Data Management at the E- Governance BFSI Leadership Awards 2015. This is an important acknowledgement for our IT expertise and differentiated approach to customer service with our WDMS solutions that aims bringing overall improvements in customer facing metrics.
- 5. Listed among Asia's 100 most admired brands for its differentiated brand positioning and marketing efforts.
- 6. Awarded the IT Leadership Award at "The Asia Insurance Awards 2014" for excellence and innovation in technology and effective implementation of its business process automation platform that has significantly reduced customer service turn-around time and operating costs.
- 7. Awarded 'Maturity in Technology' Award at "The Indian Insurance Awards 2014" for its business process automation platform that has significantly reduced customer service turn-around time and operating costs.

3. PHILOSOPHY

Your Company's mission is to help customer's live healthier and more successful lives. With an aim to build long-term healthcare partnerships, providing expertise for life, your company is working towards helping people put their health first.

Your Company's vision is to become India's most admired health insurance company by building capability in people, technology, infrastructure, delivering high quality products and services to its customers.

4. OPERATIONS

Your Company brings together Bupa's global health insurance and customer service expertise with Max India's understanding and experience of the Indian health and insurance sectors. Your Company offers quality Health Insurance services through

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a dedicated team. Your Company has developed a strong network of over 3500 quality hospitals and services its customers directly through its in-house team of professionals including doctors. Your Company offers individual and family oriented health insurance policies for Indians across all age groups.

5. HEALTH INSURANCE PRODUCTS

Your Company has its flagship product 'Heartbeat' for the retail customers, offering comprehensive health insurance cover for both individuals and families. Keeping the customer need at the core, Your Company have redesigned our Heartbeat product to offer more comprehensive coverage like international medical treatment and assistance. With its cashless international coverage, the overall offering has been enhanced significantly. It not only provides treatment for 9 specified illnesses but also covers medical evacuation. While the products unique selling proposition has always been 'coverage from 91st day without having any specific waiting period, the newly added features have further strengthened the product proposition in the upper affluent and high net worth individual.

Further, in our constant endeavor to improve our offering, we launched an improved version of our 'Health Companion' product in December 2014. With this latest version, we have removed the sub-limits on hospital accommodation and together with its refill and no claim bonus features made it a very competitive offering. The product primarily caters to mass affluent and upper affluent segment. Your company has also used comprehensive and flexible structure of Group Health Insurance (GHI) to come up with multiple propositions to meet the needs of our bancassurance customers. Different plans under GHI help our bank partners to target their unique customer segments with specific propositions. In addition to above, your company also has a comprehensive bouquet of products in indemnity and fixed benefit segments which includes Health Assurance (offering 3 in 1 coverage for personal accident, critical illness, hospital cash), Group Personal Accident, Employee First Health Insurance Plan, Swasth Parivar – Health Insurance Plan and Swasthya Pratham – Micro Insurance Product.

6. BOARD OF DIRECTORS AND ITS COMMITTEES

Conscious efforts were made to continue strengthening the Board of Directors in terms of its effectiveness and corporate governance. The Board of Directors is responsible for the approval of overall corporate strategy and other Board related matters. The Board of Directors of your Company comprises of Eleven (11) members as on March 31, 2015.

- 1. During the year, the following Directors were appointed to the Board of your Company:
 - a) Mr. Rajesh Sud (DIN 02395182) was appointed as Non Executive Director nominated by Max India limited effective April 29, 2014. His appointment was regularized in the AGM held on April 29, 2014
 - b) Mr. David Martin Fletcher (DIN 07004032) as Nominee Director of Bupa Singapore Holdings Pte. Ltd. effective October 29, 2014
 - c) Ms. Evelyn Brigid Bourke (DIN 07004041) as Nominee Director of Bupa Singapore Holdings Pte. Ltd. effective October 28, 2014.
 - d) Mr. Pradeep Pant (DIN 00677064) as an Additional and Independent Director effective January 20, 2015.
 - e) Ms. Marielle Theron (DIN 02667356) as Nominee Director of Max India Limited effective January 23, 2015.
 - f) Mr. John Lorimer (DIN 07138581) as Nominee Director of Bupa Singapore Holdings Pte. Ltd. effective March 30, 2015.

During the year, Mr. David Fletcher (DIN 07004032) was appointed as Co-vice Chairperson of the Company in place of Ms. Elizabeth Alison Platt (DIN 06451993).

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- 2. Your Company is proposing to regularize the appointment of Mr. David Martin Fletcher (DIN 07004032), Ms. Evelyn Bourke (DIN 07004041), Mr. Pradcep Pant (DIN 00677064), Ms. Marielle Theron (DIN 02667356) and Mr. John Lorimer (DIN 07138581), being Additional Directors as Director of your Company at the ensuing Annual General Meeting. Your Company has also received notice from members pursuant to Section 160 of the Companies Act 2013 proposing candidature of the above Directors at the ensuing AGM. Mr. Pradcep Pant is an independent director of your company. His appointment will be regularized at the forthcoming AGM in accordance with the Companies' Act. 2013 for a period of five years since the date of his appointment, i.e.January 20, 2015.
- 3. In accordance with the provisions of the Companies Act, 2013 and the Articles of Association of your Company, Mr. Amit Sharma (DIN 00050254) and Mr. Mohit Talwar (DIN 02394694), retire by rotation at the ensuing 7th Annual General Meeting of your Company and being eligible, offer themselves for reappointment.
- 4. During the year, following Directors stepped down from the Directorship of your Company:
 - a) Mr. Anuroop Singh (DIN 00078812) stepped down as a Chairman and Director of your Company effective January 23, 2015. Mr. Rajesh Sud (DIN 02395182) was appointed as a Chairman in place of Mr. Anuroop Singh effective January 23, 2015.
 - b) Ms. Elizabeth Alison Platt (DIN 06451993) as a Nominee Director of Bupa Singapore Holdings Pte Ltd effective October 9, 2014.
 - c) Mr. Manasije Mishra (DIN 01854071) as a Whole Time Director and Chief Executive Officer effective January 9, 2015.
 - d) Mr. James Gordon Wheaton (DIN 03558440) as a Nominee Director of Bupa Singapore Holdings Pte Ltd effective January 23, 2015.
 - c) Dr. Damien Vincent Marmion (DIN 03361785) as a Nominee Director of Bupa Singapore Holdings Pte Ltd effective January 23, 2015.

The Company places on record its deep appreciation of the contribution made by the above referred Directors during their association with the Company.

- 5. In accordance with the requirements of the Companies Act 2013, the composition of following Committees of the Board were restructured as follows:
 - a) The Audit Committee of the Board was reconstituted wherein Mr. Mohit Talwar, Mr. Anthony Coleman and Mr. Amit Sharma ceased to be member of the Committee. Mr. Pradeep Pant (Independent Director) was appointed as member of the Committee. Mr. K Narasimha Murthy continues as Chairman of the Audit Committee. The constitution of the Audit Committee is in accordance with the provisions of section 177 of the Companies Act 2013. Mr. David Fletcher continues as a Member of the Committee.
 - b) The Nomination and Remuneration Committee of the Board was reconstituted to be in line with the requirements of section 178 of the Companies Act, 2013. Mr. K Narasimha Murthy was elected as Chairman of Nomination and Remuneration Committee with Mr. Rajesh Sud, Mr. David Fletcher and Mr. Pradeep Pant as members.
- 7. KEY MANAGERIAL PERSONNEL ("KMP") U/S SECTION 203 OF THE COMPANIES ACT, 2013

Section 2 (51) of the Companies Act, 2013 introduced the term Key Managerial Personnel ("KMP"). Key Managerial Personnel, in relation to a company, means the Chief Executive Officer or the Managing Director or the Manager, the Company Secretary, the Whole-Time Director and the Chief Financial Officer of the Company.

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During the year, the following employees were holding the position of Key Managerial Personnel:-

- Mr. Manasije Mishra as an Whole time Director and Chief Executive Officer till January 9, 2015;
- b) Mr. R Mahesh Kumar as a Company Secretary
- c) Mr. Necraj Basur as a Chief Financial Officer (upto June 20, 2014) and
- d) Mr. Vishal Garg as a Chief Financial Officer effective December 04, 2014.

8. CORPORATE GOVERNANCE

Your Company follows high standards of Corporate Governance and the Directors have embraced this belief and taken various steps to raise the bar for Corporate Governance. Your Company has an independent minded Board constituted of domain experts from diverse functional areas.

The Board of your Company as on March 31, 2015 comprises of nine Non-Executive Directors and two Independent Directors.

As per Corporate Governance Guidelines issued by IRDAI, the Chief Executive Officer is designated as 'Whole time Director' under the Companies Act. The Company has received Deed of Covenant and Declaration from Directors appointed during the year in accordance with the said Corporate Governance Guidelines.

Further, the Board has the following Committees functioning in line with IRDAl Corporate Governance Guidelines:

- a) Audit Committee
- b) Investment Committee
- c) Risk Committee
- d) Policyholders' Protection Committee
- e) Product and Actuarial Committee
- f) Nomination and Remuneration Committee

The disclosures, as per the IRDAI Corporate Governance Guidelines, form part of the Directors' Report and are appended as **Annexure** - 1. The details regarding number of meetings of the Board and its Committees as required under Section 134(3) (b) of the Companies Act 2013 also form part of the aforesaid **Annexure** - 1.

9. MATERIAL CHANGES AND COMMITMENT, IF ANY

There are no material changes and/or commitments that have an effect on the financial position of your Company.

10. NAMES OF COMPANIES WHICH HAVE BECOME OR CEASED TO BE ITS SUBSIDIARIES, JOINT VENTURES OR ASSOCIATE COMPANIES DURING THE YEAR ALONG WITH REASONS THEREOF

Your Company did not have any Subsidiaries, Joint Ventures or Associate Companies during the year.

11. DETAILS OF SIGNIFICANT AND MATERIAL ORDERS PASSED BY THE REGULATORS OR COURTS OR TRIBUNALS IMPACTING THE GOING CONCERN STATUS AND COMPANY'S OPERATIONS IN FUTURE

There were no significant and material orders passed by the Regulators or Courts or Tribunals which impact the going concern status or company's operations during the year as well as in the future.





12. DIVIDEND

The Directors do not recommend any dividend for the financial year 2014-15.

13. CAPITAL

During the financial year 2014-15, the paid up equity share capital of your Company was increased from Rs. 669.00 crores to Rs. 790.50 crores.

Your Company has issued shares, on Rights basis, four (4) times during the year to the existing shareholders. Nominee Shareholders of Max India Limited and Bupa Singapore Holdings Pte. Ltd. have renounced their rights entitlement in lavor of Max India Limited and Bupa Singapore Holdings Pte. Ltd. respectively, which were accepted and subscribed in full by the joint venture partners.

Further, during the financial year 2014-15, the Authorized Share Capital of your Company was increased from Rs. 700 crores (Rupees Seven Hundred crores) to Rs. 1,000 crores (Rupees Thousand crores).

14. SOLVENCY

Your Company regularly monitors its solvency margins to ensure that the solvency margin is maintained in line with the requirements of IRDAI (Assets, Liabilities and Solvency Margin of Insurers) Regulations, 2000. As on March 31, 2015, the solvency ratio of your Company stood at 210 % against required solvency of 150 % (with margin).

15. RESERVES

Your Company has not transferred to reserves, any amount, during the financial year 2014-15.

16. PARTICULARS OF DEPOSITS

Your Company has not accepted any deposits under Section 73 of the Companies Act, 2013.

17. RURAL & SOCIAL SECTOR OBLIGATIONS

Disclosure of Sector wise business based on Gross Direct Written Premium (GWP) as per IRDA (Obligations of Insurers to Rural or Social Sectors) Regulations, 2002 is as under:

| Business Sector | Year ended | March 31, 2015 | |
|--------------------|-----------------|----------------|----------|
| | GWP Rs.'000s | No. of Lives | % of GWP |
| Rural | 146,508* | 1,073,653 | 3.93% |
| Social | 3,133* | 197,392 | 0.08% |
| Urban | 3,579,354 | 717,690 | 96.05% |

^{*} GWP of Rs. 2,421 thousands is under both Rural as well as Social sector

The Company achieved a rural GWP of 3.93% GWP against the prescribed obligation of 5% of GWP. There was a shortfall in the achievement of rural obligation. Under the social sector, the Company covered 197,392 lives against the prescribed obligation of 85,000 lives thereby fulfilling the social sector obligation.







18. JOINT STATUTORY AUDITORS

The Statutory Auditors of company namely M/s Thakur Vaidyanathan Aiyar & Co., Chartered Accountants, New Delhi (ICAI FRN - 000038N) and M/s Nangia & Co.

Chartered Accountants, New Delhi, (ICAl FRN- 002391C) shall retire at the conclusion of the ensuing 7th Annual General Meeting.

M/s Thakur Vaidyanath Aiyar & Co., Chartered Accountants, New DeIhi have completed their term of 5 (five) years and are not eligible for re-appointment in accordance with IRDAI Guidelines.

It is proposed to appoint M/s. S. R. Batliboi and Associates LLP, Chartered Accountants (ICAI FRN - 101049W) as Joint Statutory Auditors in place of M/s Thakur Vaidyanath Aiyar & Co., at the ensuing 7th Annual General Meeting.

It is proposed to ratify the appointment of M/s Nangia & Co. Chartered Accountants, New Delhi as joint statutory auditor for the FY 2015-16 at the ensuing 7th Annual General Meeting. The appointment of M/s Nangia & Co. Chartered Accountants is valid till 2016-17.

Your Company has received certificates from M/s. S. R. Batlibol and Associates LLP, Chartered Accountants and M/s Nangia & Co. Chartered Accountants that their appointment as Auditors, if made, shall be in accordance with the conditions laid down in the Companies (Audit and Auditors) Rules, 2014 and that they are not disqualified from appointment under Section 141 and Section 144 of the Companies Act, 2013.

Hence, basis the recommendation of the Audit Committee, the Board further recommends the appointment of M/s Nangia & Co., Chartered Accountants and M/s S.R.Batliboi & Associates LLP, Chartered Accountants as Joint Statutory Auditors of your Company.

19. DIRECTORS' RESPONSIBILITY STATEMENT

The Board of Directors of your Company confirms that:-

- In the preparation of annual accounts for the financial year ended March 31, 2015, the applicable accounting standards had been followed along with proper explanation relating to material departures;
- 2. The Directors had 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 loss of the Company for that period;
- 3. The Directors had taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013, for safeguarding the assets of the Company, and for preventing and detecting fraud and other irregularities;
- 4. The Directors had prepared the annual accounts on a going concern basis;
- 5. The directors had devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.







20. NUMBER OF CASES FILED AND THEIR DISPOSAL UNDER SECTION 22 OF THE SEXUAL HARASSMENT OF WOMEN AT WORKPLACE (PREVENTION, PROHIBITION AND REDRESSAL) ACT, 2013)

Your Company is very sensitive towards any complaints related to sexual harassment and has a well-defined Policy on Prevention of Sexual Harassment against Women at the workplace.

Two complaints have been received by the Sexual Harassment Committee during the Financial Year 2014-15. The investigation in respect both the cases have been completed. The cases were investigated within 30 days from the date of receipt of Complaint.

21. ANNUAL EVALUATION

As per the requirements of the Companies Act, 2013, formal Annual Evaluation process has been carried out for evaluating the performance of the Board, the Committees of the Board and the Individual Directors.

The Annual Evaluation of the performance of the Board, the Committees, Individual Directors and Chairperson has been carried out in line with requirements under the Companies Act, 2013. The performance evaluation was carried out by obtaining feedback from all directors through a confidential online survey mechanism in Board Link. The outcome of this performance evaluation was placed before the Nomination and Remuneration Committee on July 16, 2015 and further placed before the Board in the meeting held on Friday July 17, 2015.

22. ADEQUACY OF INTERNAL FINANCIAL CONTROLS WITH REFERENCE TO THE FINANCIAL STATEMENTS

Your Company's internal control system is commensurate with the size and scale of the business operations.

Your Company has developed and strengthened its Internal Financial Controls framework over last few years since inception. Your Company strived to create and sustain control conscious culture by creating 'tone at the top' appropriately. The risk and internal controls environment is governed by two specialized sub-committees of the Board i.e. Audit Committee and Risk Committee. There are well-defined charters for each committee making them responsible for institutionalizing and providing oversight to risk assessment and controls evaluation processes. Internal Audit Charter and Risk Management Policy are reviewed annually and a quarterly reporting structure is in place. To ensure independence, the Internal Audit department has reporting line to the Chairperson of the Audit Committee of the Board.

Further, Internal Audit mechanism is in place, wherein various processes and functions (including Finance and accounts) are audited on an annual basis. Internal audits are carried out at two levels:

- 1. Processes are reviewed to ascertain their completeness and the adequacy of controls in mitigating risks (design); and
- 2. Compliance to laid down processes are reviewed (effectiveness).

Further, detailed Financial Standard Operating Procedures (SOPs) are defined and key controls are mapped in the Finance manual. Limited review is conducted by the Statutory Auditors on quarterly financial statements and a detailed annual audit is conducted at the end of each financial year.

A quarterly Director's questionnaire is furnished to the Audit Committee to certify that, to the best of management's knowledge and belief, the financial results for the quarter do not contain any false or misleading statements or figures and nothing

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material has been concealed or suppressed. The document is certified by Chief Financial Officer, Appointed Actuary and Director - Legal and Compliance. This document covers the following aspects:

- Part 1 : Accounting

- Part 2 : Taxation

- Part 3 : Actuarial

- Part 4: Risk & Compliance

- Part 5: Banking Operations

23. CONTRACT OR ARRANGEMENTS WITH RELATED PARTIES UNDER SECTION 188(1) OF THE COMPANIES ACT, 2013

All related party transactions that were entered into during the financial year 2014-15 were on an arm's length basis and in the ordinary course of business. Therefore, the provisions of sub-section (1) of Section 188 are not applicable.

Your Company has Board approved Related Party Transaction Policy and Standard Operating Procedure (SOP).

The requisite disclosure of the Related Party Transaction has been made in the Notes to Accounts of your Company.

In addition, the particulars of contracts or arrangements as entered in the ordinary course of business on an arm's length basis, with related parties of the Company are enclosed herewith in the prescribed format i.e. Form AOC-2 as Annexure No -3.

24. PARTICULARS OF LOANS, GUARANTEES OR INVESTMENTS UNDER SECTION 186 OF THE COMPANIES ACT, 2013

In accordance with Section 186 (11) (a) read with clarification issued by ministry of corporate affairs on February 13, 2015, Section 186 does not apply to an Insurance Company. Accordingly your Company does not have any loan given, investment made or guarantee given or security provided as required under Section 186 of the Companies Act, 2013.

25. THE EXTRACT OF THE ANNUAL RETURN U/S 92 OF THE COMPANIES ACT, 2013

The extract of the Annual Return in the prescribed format i.e. form MGT - 9 as per the requirements of Section 92 of the Companies Act, 2013 is annexed as Annexure No - 4.

26. COMPANY'S POLICY ON DIRECTORS' APPOINTMENT AND REMUNERATION INCLUDING CRITERIA FOR DETERMINING QUALIFICATIONS, POSITIVE ATTRIBUTES, INDEPENDENCE OF A DIRECTOR AND OTHER MATTERS UNDER SECTION 178 OF THE COMPANIES ACT, 2013

Your Company has a duly constituted Nomination and Remuneration Committee (NRC) which is a sub-committee of the Board. The NRC has at least 50% of its members as an Independent Directors.

Your Company has put in place the relevant framework and a Nomination & Remuneration Policy as required in section 178. Any shareholder, interested in obtaining a copy of the Policy, may write to the Company Secretary at the Registered Office of Company, which in due course will also be put up on your Company's website.







27. MATERIAL CHANGES AND COMMITMENTS, IF ANY, AFFECTING THE FINANCIAL POSITION OF THE COMPANY

There were no material changes during the year affecting the financial position of your Company.

28. STATEMENT ON DECLARATION GIVEN BY INDEPENDENT DIRECTORS UNDER SECTION 149(6) OF THE COMPANIES ACT, 2013

Your Company has received declarations from all the Independent Directors of your Company confirming that they meet with the criteria of independence as prescribed under sub section [6] of Section 149 of the Companies Act, 2013.

29. CODE OF CONDUCT & WHISTLE BLOWER POLICY

In order to uphold the highest standards of ethical behavior, your Company has a Code of Conduct which is applicable across the organization.

Your Company also has a Board approved Whistle Blower Policy which empowers and provides a channel to employees for communicating any breaches of your Company's Values, Code of Conduct, Anti Money Laundering Policy and other regulatory and statutory requirements. Appropriate disciplinary actions are taken against any violation.

30. CORPORATE SOCIAL RESPONSIBILITY

Currently the provisions of the Companies Act, 2013 relating to Corporate Social Responsibility (CSR) are not applicable to your Company.

Even though the Company is not required to mandatorily comply with the CSR requirements, the Company as a proactive initiative has been contributing to the activity as a Good Corporate Citizen. The "Walk for Health" initiative of the Company has been awarded the best CSR initiative in the country.

31. SECRETARIAL AUDIT

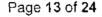
Your Company in the meeting held on January 23, 2015 has appointed M/s Chandrasekaran Associates, Practicing Company Secretary, New Delhi to conduct Secretarial Audit for the Financial Year 2014-15 as per the requirements of Section 204 of the Companies Act, 2013.

M/s Chandrasekaran Associates, Practicing Company Secretary, New Delhi have submitted their report for the financial year 2014-15 in the prescribed format MR-3 which is annexed as Annexure No - 5.

32. DIRECTORS' COMMENTS ON QUALIFICATIONS, RESERVATIONS, DISCLAIMERS AND ADVERSE REMARKS

a) STATUTORY AUDIT

Joint Statutory Auditors of your Company for the financial year 2014-15 i.e. M/s Thakur Vaidyanathan Aiyar & Co., Chartered Accountants, New Delhi (ICAI FRN - 000038N) and M/s Nangia & Co. Chartered Accountants, New Delhi (ICAI FRN- 002391C) in the Audit Report for FY 2014-15 have given no qualifications, reservations, disclaimers and/or adverse remarks.







b) SECRETARIAL AUDIT

M/s Chandrasekaran Associates, Practicing Company Secretary, Delhi, Secretarial Auditors of your Company for the Financial Year 2014-15 has given no qualifications, reservations, disclaimers and adverse remarks in their report.

33. RISK MANAGEMENT POLICY FOR THE COMPANY INCLUDING IDENTIFICATION THEREIN OF ELEMENTS OF RISK THAT MAY THREATEN THE EXISTENCE OF THE COMPANY

Your Company has a robust, enterprise wide risk management system to identify, assess, manage, monitor and control risks from all sources for increasing its short and long-term value to all stakeholders.

The Board and other stakeholders of your Company get assurance on risk management processes and its effectiveness from Internal Audit, Risk Management, Compliance and Fraud & Investigation Unit. Your Company's risk management strategy comprises of the following elements.

- 1) Three Lines of Defense Model your company has adopted the 'Three Line of Defense' model. The model defines a clear set of responsibilities for each group of risk and control professionals.
 - a) First Line: Involved in day to day risk management, in accordance with agreed risk policies, appetite and controls, at the operational level. This role is performed by Executive Leadership Team & Functional Heads.
 - b) Second Line: Responsible for compliance and risk oversight, guidance and reporting. This role is performed by Risk Management, Compliance & Fraud & Investigation teams.
 - c) Third Line: Independent assurance to the board and senior management of the effectiveness of risk management processes. This role is performed by Internal and External Auditors.
- 2) Enterprise Risk Management (ERM) Policy your company has adopted a robust, consistent and proportionate approach towards the identification, analysis and control of the key risks that could threaten the assets, solvency, earning capacity, business objectives or reputation of our organization through a formally documented and approved ERM policy.
- 3) Risk Assessment Process Key risks are identified and mitigation plans are reviewed, improved and implemented on a quarterly basis by the Risk Management team. Key risks are identified for 30 pre-defined risk categories. Mitigation plans are designed in consultation with risk owners and action plans are tracked for closure.
- 4) Risk Appetite Statements As a risk prevention tool, your company has set of Risk Appetite Statements which state in both quantitative and qualitative terms the your company Board's maximum risk profile. The statements are reviewed and approved by the Board on an annual basis.
- 5) Quarterly Risk Reporting To ensure comprehensive monitoring mechanism, deliverables of quarterly risk assessment exercise are reviewed by the Risk Committee of the Board. These include:
 - a) Key Risks Summary: Top-down view of Leadership team on key risks faced by the business and their mitigation plans





- b] Risk Templates: Bottoms up assessment of key risks within each category of risks with residual risk rating done through risk management team and reported to the Risk committee of the Board.
- c) Risk Heat Map: Summarized view of risk ratings across all risk categories.

Risk appetite status: Evaluation and statement of risk against risk appetite statements as approved by the Board. This is done on a quarterly basis.

The Board of Directors believes that there are no risks that threaten the immediate continuity of the organization. However, with the new Insurance Laws (Amendment) Act, 2015 being approved and notified, the IRDAI is proposing to re-draw many of the provisions of Insurance Act, 1938 and Regulations thereon. Further, the Health Insurance is receiving special focus from the Regulator and Government. The Government has come out with draft Health Policy 2015, which is trying to focus on improving the health of the citizens. These changes provide significant opportunities but may also cause significant disruptions to Business model of Company in short and medium term.

34. ADDITIONAL INFORMATION

The information required under Section 197 of the Companies Act, 2013 read with Rule 5 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 as amended from time to time is annexed herewith as an Annexure - 2

The information in accordance with the provision of section 134 (3)(m) of the Companies Act, 2013 read with the Companies (Accounts) Rules, 2014 for the year ended March 31, 2015 is provided hereunder:

CONSERVATION OF ENERGY: NOT APPLICABLE

- (i) the steps taken or impact on conservation of energy;
- (ii) the steps taken by the company for utilizing alternate sources of energy
- (iii) the capital investment on energy conservation equipments;

As your Company is not manufacturing Company, the provisions relating to conservation of energy is not applicable to your Company.

The Company has installed solar panel which is used for office lighting as proactive measure to reduce the carbon footprint.

TECHNOLOGY ABSORPTION

1) The efforts made towards technology absorption:

Technology has been leveraged to improve cost/process efficiency and provide seamless experience to the customer and service processes. The Company has invested in Documents Management, Business Process Modeling and Workflow (WDMS system) to enable efficient end to end processes. For Bancassurance partners with OTC solutions has been designed. Investments are being made in customer relationship management to better deliver customer service by leveraging technology.

2) The benefits derived from technology improvement, cost reduction, new technological development and import substitution:

Technology has enabled faster issuances, lesser documentation and improved claims experience. The workflow automation and documents management system has enabled us to deliver 30 minutes Claims approval, promise. Service

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excellence initiatives by leveraging digital platform has helped transform the traditional agent-branch based model to a quicker online model using various mediums such as industry first Tab based e-proposal entry - OTC', Microsites for top Agents and Banca partner, email alerts, SMS alerts on mobile etc.

- 3) In case of imported technology (imported during the last three years reckoned from the beginning of the financial year):
 - i) the details of technology imported Not Applicable
 - ii) the year of import Not Applicable
 - iii) whether the technology been fully absorbed Not Applicable
- 4) The expenditure incurred during the year on Research and Development: NiI

35. FOREIGN EXCHANGE EARNINGS AND OUTGO

The Foreign Exchange earned in terms of actual inflows during the year and the Foreign Exchange outgo during the year in terms of actual outflows.

| | | | (Rs. in thousands) |
|-----|---------------------------|---|---|
| # | Particular Particular | For the year ended March 31, 2015 | For the year ended March 31, 2014 |
| _i) | Foreign Exchange Earnings | Nil | Nil |
| ii) | Foreign Exchange Outgo | | |
| | CIF Value of Imports | | |
| | - Capital Goods | Nil | Nil |
| | - Trading Goods | Nil | Nil |
| | Others | 23,281 | 26,374 |

36. ACKNOWLEDGEMENTS

The Directors wish to place on record their deep appreciation for the hard work, dedicated efforts, teamwork and professionalism shown by the employees and the agent advisors, which have enabled your Company to establish itself amongst the leading Health Insurance companies in India. .

Your Directors take this opportunity to express their sincere thanks to valued · customers for their continued patronage.

Your Directors also express gratitude to the Insurance Regulatory and Development Authority of India, the Reserve Bank of India, Central and State Governments and the joint venture partners, Max India Limited and Bupa Singapore Holdings Pte. Ltd. for their continued cooperation, support and assistance.

lesh Sud

Chairman and Director Director **DIN** - 02395182

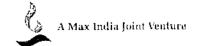
K Narasimha Murthy

on behalf of the Board of Directors

DIN - 00023046

Place: New Delhi Date: July 17 2015

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| S.No | Particulars | Relevant Rules | Relevant form | Annexure No. |
|------|--|---|------------------|-----------------|
| 1. | Disclosures for the Financial Year 2014-15 as per Corporate Governance Guidelines | IRDA Corporate Governance Guidelines | NA | 1 |
| 2. | Particulars of Employees | Section 197 of the Companies Act, 2013 read with Rule 5 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 | NA | 2 |
| 3. | Contracts and arrangements with Related Parties | Section 188 of the Companies Act, 2013 read with Rule 8 of the Companies (Accounts) Rules, 2014 | Form AOC-2 | 3 |
| 4 | Extract of Annual Return | Section 92 of the Companies Act, 2013 read with Rule 12 of the Companies (Management and Administration) Rules, 2014 | Form MGT-9 | 4 |
| 5 | Secretarial Audit Report | Section 204 of the Companies Act, 2013 read with Rule 9 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 | Form MR -3 | 5 |







ANNEXURE I

I. <u>Disclosures</u> for the Financial Year 2014-15 as per IRDA Corporate Governance Guidelines

1) During the Financial Year 2014-15, the following Committee and Board Meetings were held:-

| S.No | Date of Committee Meeting | Date of Board Meeting |
|------|---------------------------|-----------------------|
| 1. | April 28, 2014 | April 29, 2014 |
| 2. | July 9, 2014 | July 10, 2014 |
| 3. | October 14, 2014 | October 15, 2014 |
| 4, | Not Applicable | December 4, 2014 |
| õ. | January 22, 2015 | January 23, 2015 |

2) Constitution of the Board, number of meetings held and attendance by Directors during the year 2014-2015

| S.No. | Name of the Director | No. of Board Meetings held | No. of Board Meetings attended |
|-------|-------------------------|----------------------------------|--------------------------------------|
| 1. | Anuroop Singh* | 5 | 4 |
| 2. | Rahul Khosla | 5 | 5 |
| 3. | Rajesh Sud | 5 | 5 |
| 4. | David Martin Fletcher | 2 | 2 |
| 5. | Mohit Talwar | 5 | 5 |
| б. | Anthony Maxwell Coleman | 5 | 4 |
| 7. | K Narasimha Murthy | 5 | 4 |
| 8. | Amit Sharma | . 5 | 4 |
| 9. | Elizabeth Alison Platt* | 2 | 2 |
| 10. | James Gordon Wheaton* | 4 | 4 |
| 11. | Damien Vincent Marmion* | 4 | 3 |
| 12. | Evclyn Brigid Bourke | 2 | 0 |
| 13. | Pradeep Pant | 1 | . 1 |
| 14. | Marielle Theron | 1 | 1 |
| 15. | John Lorimer | 0 | 0 |
| 16. | Manasije Mishra* | 4 | 4 |
| | | | |

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*Cease to be the member of the Board during the year and were not on the Board as on March 31, 2015.

Leave of absence was granted to the Directors who could not attend various Board meetings.

3) Constitution of the Audit Committee, number of meetings held and attendance by Members during the year 2014-2015

| Name of the Member | No. of meetings held | No. of Meetings attended |
|-----------------------------|----------------------|-----------------------------|
| K. Narasimha Murthy | 4 | 3 |
| Rahul Khosla* | 1 | 1 |
| Mohit Talwar** | 3 | 3 |
| David Martin Fletcher*** | 1 | 1 |
| Anthony Maxwell Coleman**** | 4 | 4 |
| Amit Sharma**** | 4 | 4 |
| James Gordon Wheaton**** | 4 | 3 |
| Pradeep Pant**** | 0 | 0 |

^{*} Ceased to be member effective April 29, 2014

4) Constitution of the Investment Committee, number of meetings held and attendance by the Members during the year 2014-2015

| Name of the Member | No. of meetings held | No. of Meetings attended |
|---------------------------|-------------------------|-----------------------------|
| Anthony Maxwell Coleman | 4 | 4 |
| Neeraj Basur* | 1 | 1 |
| Munish Sharma** | 1 | 1 |
| Vishal Garg*** | 4 | 4 |
| Biresh Giri | 4 | 3 |
| Manasije Mishra**** | 3 | 3 |
| David Martin Fletcher**** | 1 | · 1 |
| James Gordon Wheaton***** | 4 | 3 |
| Marielle Theron ****** | 0 | 0 |
| Evelyn Bourke****** | 0 | 0 |
| Mohit Talwar ******* | 4 | 4 |

^{*} Ceased to be the member effective June 20, 2014 due to resignation

^{**}Appointed as a Member effective April 29, 2014. He subsequently ceased to be a member effective March 31, 2015

^{***} Appointed as a Member effective January 20, 2015

^{****} Ceased to be a member effective January 23, 2015 due to resignation

^{*****} Inducted as a member effective March 31, 2015

^{**} inducted as a member effective July 10, 2014. Subsequently, ceased to be a member effective December 4, 2014

^{***} Ceased to be member as Chief Investment Officer effective December 4, 2014 and inducted as a member as Chief Financial Officer effective December 4, 2014

^{****}Ceased to be a member effective January 9, 2015 due to resignation

^{*****}Inducted as a member effective January 20, 2015

^{*******}Ceased to be a member effective January 23, 2015 due to resignation

^{*******}Inducted as Chairman and member effective March 31, 2015

^{********} Inducted as member effective March 31, 2015

^{**********} Ceased to be a Chairman and member effective March 31, 2015





 Constitution of the Risk Committee, number of meetings held and attendance by the Members during the year 2014-2015

| Name of the Member | No. of meetings held | No. of Meetings attended |
|--------------------------|----------------------|-----------------------------|
| James Gordon Wheaton* | 4 | 3 |
| Damien Vincent Marmion** | 1 | 1 |
| Mohit Talwar | 4 | 4 |
| Anthony Maxwell Coleman | 4 | 4 |
| Amit Sharma | 4 | 4 |
| K Narasimha Murthy | 4 . | 3 |
| John Lorimer*** | 0 | 0 |
| Marielle Theron**** | 0 | U |

^{*} Ceased to be member effective January 23, 2015

6) Constitution of the Policyholders' Protection Committee, number of meetings held and attendance by Members during the year 2014-2015

| Name of the Member | No. of meetings held | No. of Meetings attended |
|-----------------------------|----------------------|-----------------------------|
| Anthony Maxwell Coleman | 4 | 4 |
| Elizabeth Alison Platt* | 2 | 2 |
| Mohit Talwar** | 2 | 2 |
| Rajesh Sud*** | 2 | 2 |
| David Martin Fletcher **** | 1 | 0 |
| Damien Vincent Marmion***** | 4 | 2 |
| Amit Sharma***** | 4 | 4 |
| Marielle Theron+ | 0 | 0 |
| John Lorimer+ | 0 | 0 |

^{*} ccase to be member effective October 9, 2014 due to resignation

7) Constitution of the Product and Actuarial Committee, number of meetings held and attendance by Members during the year 2014-2015

| Name of the Member | No. of meetings held | No. of Meetings attended |
|-----------------------------|----------------------|-----------------------------|
| Anthony Maxwell Coleman | 4 | 4 |
| Rahul Khosla* | 1 | . 0 |
| Rajesh Sud** | 3 | 3 |
| Mohit Talwar*** | 2 | 2 |
| Elizabeth Alison Platt**** | 2 | 2 |
| David Martin Fletcher**** | 1 | 1 |
| Damien Vincent Marmion***** | 4 | 2 |
| K Narasimha Murthy***** | 4 | 3 |

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^{**}Appointed as member effective January 20, 2015.

^{***} Appointed as a Chairman and member effective March 31, 2015

^{****} Appointed as a member effective March 31, 2015

^{**} Ceased to be the member effective July 10, 2014

^{***} Inducted as a member effective July 10, 2014. Subsequently, ceased to be member effective March 31, 2015

^{****} Inducted as member effective October 15, 2014. Subsequently, nominated as Chairman effective March 31, 2015

^{******}Ceased to be Chairman and member effective January 23, 2015.

^{*******}Ceased to be a member effective March 31, 2015

⁺ Inducted as a members effective March 31, 2015





| Marielle Theron+ | 0 | 0 |
|------------------|---|---|
| Evelyn Bourke+ | 0 | 0 |

* Ceased to be the member effective April 29, 2014

*** Ceased to be member effective July 10, 2014

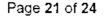
8) Constitution of the Nomination and Remuneration Committee (earlier HR Compensation and Organization Committee), number of meetings held and attendance by Members

| Name of the Member | No. of meetings held | No. of Meetings attended |
|-----------------------------|----------------------|-----------------------------|
| Elizabeth Alison Platt* | 2 | 2 |
| David Martin Fletcher** | 1 | 1 |
| Damien Vincent Marmion*** | 4 | 2 |
| Anthony Maxwell Coleman**** | 4 | 4 |
| K Narasimha Murthy**** | 4 | 4 |
| Rahul Khosia***** | 4 | 4 |
| Rajesh Sud+ | Ö | 0 |
| Pradeep Pant+ | 0 | 0 |

^{*} Ceased to be the member effective October 9, 2014 due to resignation

9) Details of Directors and their status of Directorship and qualifications as on March 31, 2015:

| S.No | Particular | Status of Directorship | Qualifications and specialization |
|------|--------------------------------|---|---|
| 1. | Rajesh Sud DIN - 02395182 | Chairman and Non Executive | MBA from FMS, Delhi University, Advanced Management Program from Wharton Business School, University of Pennsylvania, Philadelphia, USA |
| 2. | Rahul Khosla DIN - 03597562 | Co-Vice Chairperson and Non Executive | Bachelor degree with honors in Economics from St. Stephen, New Delhi and Chartered Accountant |





^{**}Inducted as member effective April 29, 2014. Subsequently, ceased to be member effective March 31, 2015

^{****}Ceased to be the member effective October 9, 2014 due to resignation

^{******} Inducted as member effective October 15, 2014

^{******}Ceased to be member effective March 31, 2015

⁺Inducted as member effective March 31, 2015

^{**} Inducted as member effective October 15, 2014

^{***}Ceased to be member effective January 23, 2015 due to resignation

^{*****}Ceased to be Member and Chairman effective March 31, 2015

^{*****}Inducted as Chairman effective March 31, 2015

^{******}Ceased to be member effective March 31, 2015

⁺Inducted as member effective March 31, 2015

Health Insurance

| | W · | | |
|-----|--|---|---|
| 3. | Mohit Talwar DIN - 02394694 | Non Executive | Post Graduation in Arts from St. Stephen's College and Post Graduation in Hospitality Management from the Oberoi School. |
| 4. | Marielle Theron DIN - 02667356 | Non Executive | BSC in Statistics and Actuary Science Fellow of society of Actuary |
| 5., | Anthony Maxwell Coleman DIN - 03149224 | Non Executive | BA (Macquarie University), MBA(Macquarie University), Fellow of Institute of Actuaries (Australia), Fellow of Institute of Actuaries (UK) |
| 6. | David Martin Fletcher DIN - 07004032 | Co-Vice Chairperson and Non Executive | BA honors Modern History, Durhan University, UK |
| 7. | Evelyn Brigid Bourke DIN - 07004041 | Non Executive | Masters in Business Administration |
| 8. | John Lorimer DIN - 07138581 | Non Executive | Bachelor of Commerce |
| 9, | Amit Sharma DIN - 00050254 | Non Executive | MBA, MS, B. Fech |
| 10. | K Narasimha Murthy DIN - 00023046 | Independent | B.SC, FCA, FCMA |
| 11. | Pradeep Pant DIN - 00677064 | Independent | Master in Management Studies |

- 10) Your Company did not pay any remuneration to the Directors other than sitting fees to Independent Directors.
- 11) Disclosure in respect of Remuneration or Commission, if any, received by Managing or Whole-Time Director of your Company from the Holding company or Subsidiary company, who is also in receipt of commission from the Company.

No remuneration or Commission were received by Managing Director or Whole Time Director of the Company from the Holding Company or Subsidiary Company during the year.

12) Sitting Fees

Your Company has paid sitting fees to its Non-Executive - Independent Directors namely Mr. K. Narasimha Murthy and Mr. Pradeep Pant for attending the Board meeting during Financial Year 2015. As per the requirements of the Companies Act 2013, payment of sitting fees to independent directors was approved in January 23, 2015 meeting.

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Details of which is hereunder:

| S.No. | Name of Independent Director | Total Meetings attended | Board Meeting /Committee Meeting | Total amount paid in INR |
|-------|------------------------------------|-------------------------------|----------------------------------|--------------------------|
| 1. | Mr. K Narasimha Murthy | 1 | Board Meeting | 1,00,000/- |
| 2. | Mr. Pradeep Pant | 1 | Board Meeting | 1,00,000/- |

For and on behalf of the Board of Directors

Rajesh Sud

Chairman and Director Director DIN - 02395182

K Narasimha Murthy

DIN - 00023046

Place: New Delhi Date: July 17 2015





Certification from the Compliance Officer

l, Mahesh Kumar Radhakrishnan, hereby certify that the Company has complied with the requirements of Corporate Governance Guidelines for Insurance Companies as amended from time to time and nothing has been concealed or suppressed.

Mahesh Kumar Radhakrishnan Director - Legal & Compliance and Company Secretary Membership No - ACS 27720

Place: New Delhi Date: July 17, 2015

| | | | | TO STATE OF THE BOARD SEVILE SATION OF MANAGERIAL PERSONNELS AND AS ARE OF THE BOARD'S REPORT FOR THE YEAR ENVED MARCH 31, 2015 | COMBANIES I APPONITMENT A | AND REMUNERATION CO | F MANAGERIAL PERSONNEL | J RULES 2014 ALD FOR | KING PART OF THE BC | JARO'S REPORT FOR THE YES | 4R ENDED MARCH 31, 7015 | |
|----------|----------|-------------------------|----------------|--|---|-----------------------|--|---|---------------------|---|--|--------------|
| Si No. | | NEMA | Age (Years) | Dostgradon | Nature of dulier | Romuna/ation (He.) | Oustfleation | Date of Communication of employment | Esperience (Yours) | Crganisanon | Dosignation | 9 |
| Facility | 1 2 | when the year and were | jesses ul a | o. Employed their orbinal the year and were in secolds of remunes adon of not least than Re. 60,00,000- | Re. 60,00.000/- per annum | | | | | | | |
| | | Signature Control | * | Head - Avency Channel | Sales and Distribution | 7,954 790 | LLB,MSC | 97-46-76 | 22 | Nax New York Life Insurando Co. Lid | Max New York Life Insurance. Serior Vice President and Netholial Moad. Co. Lic. | 11. Feb 1954 |
| - | <u>.</u> | Signatura Pagnatura | ; ; | | Management Actuals | 8 522 23 | M Stat, FIAI | 26 Deschilt | 12 | Malernan India Private Limbed Correcting Actuary | 1 Come Mng Actuary | 19.tum/1979 |
| ۲ | ż | Bresh Gla | g | Class Actuary | | 090 364 98 | AC B & POOM | Stor-Way-10 | 2 | Canada 1450C OBC Lide | Managing Director & chief Executive officer | 31-Jul-1965 |
| ~ | ¥. | Manaste Metro | â Î | Chief Executive Officer | Sales and Discibition | 444 400 0 | | 01.440.2012 | | Canara HSBC GBC Lile | Head Business | 18-Aug 1971 |
| 4 | ž | Tatannum Husib | 4 | Party Describation | Management | C SEC PEC | d mond | 5 | | Insurance od riperiy | | |
| | ā | Scriesa Chancra | 15 | Derector—Customer Services Operations and Vaccountry | Customer Services. Operations and Technology | 12 602,854 | Bachalor of Technology (B Tech.) | 11.404-2013 | 21 | Religare Enterprises Limited | - 1 | 30-1-1-1975 |
| | ž | R. Mahesh Kumar | 3 | Orego - Complaine, Secretarial Legal, Complaine & | it Legal, Compliance & Secretarial | 6,783,746 | IPSe ACA CMA ACS | 03-Jun-2013 | 17.7 | Kotak Mahindra Okt Musikal Life ingurance Co Lod | Head-Legal & Complance, Rok Council Unit and Company Secretary | 21-22-1971 |
| 1 | ; | 201 | : | Amonato Vice President | Development - Management | 25: 362,291 | Mester of Finance | 01-Aug 2013 | 65 | Bupi | Senior Centura :: | 15-Nov-1262 |
| - | 1 | | 1 | Corporate Strategy Corpor | Rs. Soi Door, per month | | | | | | | |
| inde 2 | d of Dal | THE NEW YORK AND AD VAL | | | | | 000 100 11011 | 9000000000 | 8 | Mar Pode Limited | Sr. Vica President Corporate Figance | 21-444-1966 |
| τ- | ĕ | Neeral Basar | 6 | Chief Ferencial Officer | Financial Management | 12,715,314 | A Lam, PLA, ALS | | ! | | | 28-04-1575 |
| , | ž | Ant Aora | 23 | Head-Dard Channel | Sales and Dezhbullon Management | 8,601,578 | PSDBW.B.A | 04 -May-2-3/19 | 2 | CalBank | Area Juegici | |
| | ž | War left Sharma | \$ | Senior Vice President - Finance & | | 7,105,881 | FCA | 25-Sep-2039 | 30 | Genpact Lanked | Vite Presidant-France (dFSI) | CVRT-OWN-CO |
| ١ ١ | 3 | Brender Astowata | \$ | Descrit-Sales and Destribution | Spies and Distribution | 3,527,317 | Master Degree in Management Studies | 25~12011 | ន | Teta Siry List | Cher Sales and Services Officer | 3.2-1-10-2. |
| ١, | . ; | 4 | 2 | 1 | Development - Management | 6,632,963 | MBA, Healthcare and Finance | 29-May-2012 | £ | AETNA | Managery Desertion | 20-May-1975 |
| . l | * 3 | Sevantika Brandan | | | Marreing Management | 830,321 | PGD8M | 06-Sep-2012 | £1. | .CIC: Bank | Head Product and Stratogy | 36-06-1976 |
| ^ | : | Amenan acres | F | Director-Human Resources | Human Resource | 5,186,765 | Prodestrona: Managertion: | 19-Sep-2013 | 5 | Notic 5A | Glebal F-R BE Manager | 16-Nur 1974 |
| | | • | | | | | | | | | } - | |

Recurrent of the contract of the first absorbed of the first absor

On behalf of the Board of Derectors

X Navasemba Morthy Director Olis - 00023046

20 F

New Delba 17-Jul 15

Form No. AOC-2

(Pursuant to clause (h) of sub-section (3) of section 134 of the Act and Rule 8(2) of the Companies (Accounts) Rules, 2014)

Form for disclosure of particulars of contracts/arrangements entered into by the company with related parties referred to in sub-section (1) of section 188 of the Companies Act, 2013 including certain arms length transactions under third proviso thereto

- Details of contracts or arrangements or transactions not at arm's length basis NONE
 - a) Name(s) of the related party and nature of relationship
 - b) Nature of contracts/arrangements/transactions
 - c) Duration of the contracts / arrangements/transactions
 - d) Salient terms of the contracts or arrangements or transactions including the value, if any
 - e) Justification for entering into such contracts or arrangements or transactions
 - f) date(s) of approval by the Board
 - g) Amount paid as advances, if any:
 - h) Date on which the special resolution was passed in general meeting as required under first proviso to section 188
- II. Details of material contracts or arrangement or transactions at arm's length basis

(1) 2, South End Lane Payment for usage of facility

- a) Name(s) of the related party and nature of relationship:-
 - Max India Limited
 - Holding Company
- b) Nature of contracts/arrangements/transactions:-
 - Recovery of cost towards usage of 2 South End Lane facility based on a standard recovery rate
 - Charges to be made as per actual usage during the year
- c) Duration of the contracts / arrangements/transactions:-
 - Co terminus with the lease term of the property by Max India Limited (Lease for the 2 SE Lane property is from 1st Sep 2012 for a period of 3 years, renewable for a period of two consecutive terms of 3 years each)
- d) Salient terms of the contracts or arrangements or transactions including the value, if any:
 - Max India has leased a property for providing exclusive residential accommodation to select Directors / foreign delegates / guests and for hosting special group events. The facility may be used for official meetings, conferences, corporate events etc.
 - The facility can be booked by the group entities subject to approval by the Non Executive Chairman / Managing Director's Office

- A standard recovery rate has been fixed for the usage of rooms, conference rooms, meal and other charges
- e) Date(s) of approval by the Audit Committee, if any: October 14, 2014
- f) Amount paid as advances, if any: NIL

(2) Sharing of Cost of employee (Mr. Thakur Ananth Singh)

- a) Name(s) of the related party and nature of relationship:-
 - Max Iridia Limited
 - Holding Company
- b) Nature and Duration of contracts/arrangements/transactions:-
 - Max Bupa Health Insurance Company Limited has an existing arrangement with Max India Limited for sharing of cost of employee of Mr. Thakur Ananth Singh
 - The cost of the employee is shared in the following proportion 50% by Max Life Insurance Company Limited, 25% by Max Bupa Health Insurance Company Limited and 25% by Max India Limited
 - Max Bupa Health Insurance Company Limited will bear cost of 25% without any mark up
- c) Salient terms of the contracts or arrangements or transactions including the value, if any: NIL
- d) Date(s) of approval by the Audit Committee, if any: October 14, 2014
- e) Amount paid as advances, if any: NIL

(3) <u>Director & Officer(D&O)</u> insurance premium sharing of cost with Holding Company and with fellow subsidiaries of Max Bupa Health Insurance Company <u>Limited</u>

- a) Name(s) of the related party and nature of relationship:-
 - Max India Limited
 - Holding Company
 - · Fellow subsidiary Companies
- b) Nature of contracts/arrangements/transactions:-
 - Sharing of D&O insurance premium between Group Companies
- c) Duration of the contracts / arrangements/transactions:-
 - The duration of the policy for which the premium is to be recovered is June 13, 2014 to July 12, 2015
- d) Salient terms of the contracts or arrangements or transactions including the value, if any:
 - D&O policy centrally procured by Corporate Office with coverage provided to all subsidiaries of the Max Group.
 - D&O Policy renewed with Tata AIG General Insurance with policy cover of Rs. 179 crores
 - Annual premium is Rs 24 Lacs
- e) Date(s) of approval by the Audit Committee, if any: October 14, 2014
- f) Amount paid as advances, if any: NIL

(4) Agreement with Bupa Denmark Services A/S operating as BGA

- a) Name(s) of the related party and nature of relationship:-
 - Bupa Denmark Services A/S Group Company of Bupa UK.
- b) Nature of contracts/arrangements/transactions:-
 - Service contract. It provides cashless service outside India, medical evacuation and hospitalization till stabilization to customers of Max Bupa Health Insurance Company Limited who are covered for the family contractually
- c) Duration of the contracts / arrangements/transactions:-
 - Duration I year from the date of signing with an option to renew
- d) Salient terms of the contracts or arrangements or transactions including the value, if any:
 - The contract is being done by way of taking quotes from three parties
 - Bupa Denmark has given the lowest quote. Value of the contract is Rs. 4,34,000/- plus case fee on case to case basis
- e) Date(s) of approval by the Audit Committee, if any: October 14, 2014
- f) Amount paid as advances, if any: Nil

(5) Purchase of Group Term Life Policy from Max Life Insurance Company Limited

- a) Name(s) of the related party and nature of relationship:-
 - Max Life Insurance Co. Ltd
 - Fellow subsidiary
- b) Nature of contracts/arrangements/transactions:-
 - Service contract. It provides Group Term Life insurance for Max Bupa employees,
- c) Duration of the contracts / arrangements/transactions:-
 - Duration I year from the date of signing
- d) Salient terms of the contracts or arrangements or transactions including the value, if any:
 - The contract is being done by way of taking quotes from three parties and lowest quote of Max Life Insurance Company Limited
- e) Date(s) of approval by the Audit Committee, if any: January 22, 2015
- f) Amount paid as advances, if any: Nil

(6) Subsidy received from Bupa for Diwali gifts (Health hampers) as part of "Bupa Share the Success Campaign"

- a) Name(s) of the related party and nature of relationship:-
 - Bupa Finance PLC (UK).
 - Holding Company/Shareholder with significant influence
- b) Nature of contracts/arrangements/transactions:-
 - Cost of health hampers given to Max Bupa Health Insurance Company Limited employees as Diwali gifts subsidized as part of "Bupa Share the Success campaign". Total amount of Rs. 2.78 million granted as reimbursement to Max Bupa Health Insurance Company Limited
- c) Duration of the contracts / arrangements/transactions:-

- One time transaction
- It is a subsidiary received from Bupa
- d) Salient terms of the contracts or arrangements or transactions including the value, if any:
 - Cost of health hampers given to Max Bupa Health Insurance Company Limited employees as Diwali gifts subsidized as part of "Bupa Share the Success campaign". Total amount of Rs. 2.78 million granted as reimbursement to Max Bupa Health Insurance Company Limited
- e) Date(s) of approval by the Audit Committee: January 22, 2015
- f) Amount paid as advances, if any: Nil

(7) Reimbursement of Hotel stay costs to Bupa Singapore

- a) Name(s) of the related party and nature of relationship:-
 - Bupa Singapore Holdings Pte Ltd
 - Holding Company/Shareholder with significant influence
- b) Nature of contracts/arrangements/transactions:-
 - Reimbursement by Max Bupa Health Insurance Company Limited of hotel stay costs originally incurred by Bupa Singapore on behalf of Max Bupa Health Insurance Company Limited attendees at Bupa IDM leadership event in UK. Total amount of GBP 3,100 / SGD 6,477 to be reimbursed to Bupa Singapore.
- c) Duration of the contracts / arrangements/transactions:-
 - One time Transaction
- d) Salient terms of the contracts or arrangements or transactions including the value, if any:
 - Reimbursement by Max Bupa Health Insurance Company Limited of hotel stay costs originally incurred by Bupa Singapore on behalf of Max Bupa Health Insurance Company Limited attendees at Bupa IDM leadership event in UK. Total amount of GBP 3,100 / SGD 6,477 to be reimbursed to Bupa Singapore.
- e) Date(s) of approval by the Audit Committee: January 22, 2015
- f) Amount paid as advances, if any: Nil

(8) Subsidy received from Bupa on Solar Panel purchase by Max Bupa

- a) Name(s) of the related party and nature of relationship:-
 - Bupa Finance PLC (UK).
 - Holding Company/Shareholder with significant influence
- b) Nature of contracts/arrangements/transactions:-
 - Cost of solar panel subsidized to the extent of 80% as part of Carbon Reduction Program of Bupa. Total amount of Rs. 2.10 million granted as subsidy to Max Bupa Health Insurance Company Limited.
- c) Duration of the contracts / arrangements/transactions:-
 - One time Transaction.
- d) Salient terms of the contracts or arrangements or transactions including the value, if any:

- Cost of solar panel subsidized to the extent of 80% as part of Carbon Reduction Program of Bupa. Total amount of Rs. 2.10 million granted as subsidy to Max Bupa Health Insurance Company Limited
- (c) Date(s) of approval by the Audit Committee: January 22, 2015
- (f) Amount paid as advances, if any: Nil

(9) Project "Disha"

- a) Name(s) of the related party and nature of relationship:-
 - Max Life Insurânce Company Limited
 - Fellow subsidiary Company
- b) Nature and Duration of contracts/arrangements/transactions:-
 - Max Group is implementing an HR System Project Disha for all Max Group entities
 - Besides generating PL savings, this system will help in standardization of policies and processes across Max Group
 - Overall cost of Project Disha is Rs. 178.65 million (over a period of 5 years)
 - Overall cost of Max Bupa Health Insurance Company Limited including 3rd party vendor costs
 - Capex is Rs. 9.81 million
 - Opex is Rs. 13.19 million
 - Max Life Insurance Company Limited is incurring the upfront costs related to Project Disha
 - All the common costs incurred by Max Life Insurance Company Limited will be apportioned basis number of employees and will be charged to respective group entities.
 - All cross charges will be on cost to cost basis based on actual vendor invoices
 - Max Bupa Health Insurance Company Limited share of capex to be billed by Max Life Insurance Company Limited i.e. Rs. 2.5 million
 - Max Bupa Health Insurance Company Limited share of Opex to be billed by Max Life Insurance Company Limited
 - > FY 2014-15 Rs. 0.34 million
 - > FY 2015-16 Rs. 0.70 million
 - > FY 2016-17 Rs. 0.75 million
 - > FY 2017-18 Rs. 0.85 million
 - > FY 2018-19 Rs. 0.89 million
 - All the cross charges will be on cost to cost basis based on actual vendor invoices.
- c) Salient terms of the contracts or arrangements or transactions including the value, if any: mentioned above
- d) Date(s) of approval by the Audit Committee: January 22, 2015
- e) Amount paid as advances, if any: Nil

(10) Sharing of Cost of employee (Mr. Vineet Sharma)

- (a) Name(s) of the related party and nature of relationship:-
 - Max Life Insurance Company Limited

Fellow subsidiary Company

(b) Nature and Duration of contracts/arrangements/transactions:-

- Effective August 1, 2014, Max Life Insurance Company Limited shall provide functional support through its various departments by sharing learning and best practices
- The cost of the employee providing the services will be shared based on the actual services provided supported by function-wise list and details of activities performed by each of such functions for Max Bupa Health Insurance Company Limited
- (c) Salient terms of the contracts or arrangements or transactions including the value, if any:
 - As a start, Max Bupa Health Insurance Company Limited is availing services from Mr. Vineet Sharma on Max Performance Excellence Framework (MPEF) which is a proprietary framework that requires functional expertise on Quality as well as Max contextual knowledge. Given there are no comparables available for this requirement in the market, Max Bupa Health Insurance Company Limited has decided to avail these services from Max Life
 - Mr. Vineet Sharma is a Max Life employee and has been instrumental in setting up MPEF and Quality culture in Max Life
- (d) Date(s) of approval by the Audit Committee: January 22, 2015

(e) Amount paid as advances, if any: Nil

For and on behalf of the Board of Directors

Chairman and Director Director

DIN - 02395182

K Narasimha Murthy

DIN - 00023046

Place: New Delhi Date: July 17 2015

| | | O LUM | | | | | | | |
|----------------------------------|---|--|--|---|----------------------|-----------------------|---|-------------------|---------------------|
| | | FOR MO. MC1 | | _ | | | | | |
| | EXTRAC | EXTRACT OF ANNUAL RETURN | | | | | | | |
| | As on the financia | As on the financial year ended on March 31, 2015 | 31, 2015 | | | | | | |
| Pursuant to Se | Pursuant to section 92(3) of the Companies Act, 2013 and rule 12(1) of the Companies (Management and Administration) Rules, 2014] | vanics Act, 2013 and rule 12(1) Administration Rules, 2014 | of the Companies (M | anagement and | | | | | |
| I REGISTRATION | REGISTRATION AND OTHER DETAILS | | | | | | | | |
| (i) CIN - U66000D | CIN - U66000D12008PLC182918 | | | | | | | | |
| 1 | Registration Date - September 5, 2008 | | | | | | | | |
| | Name of the Company - Max Supa Health Insurance Company Limited | rurance Company Limi | ted | | | | | | |
| _ | Category / Sub-Category of the Company - Public | ablic Unlisted Company | | | | | | , | |
| (v) Address of the P | Address of the Registered office and contact details | erails - Max House, 1, I | . Max House, 1, Dr. Jia Marg, Okhla, New Delhi | New Delhi - 110 020 | | | | | |
| (vi) Whether listed company - NO | company - NO | | | | | | | - | |
| 1 | Name, Address and Contact details of Registrar and Transfer Agent, if any - Not Applicable | ar and Transfer Agent, if | any - Not Applicable | #I s | | | | , | |
| II the total turnov | PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY (All the business activities contributing 10 % of more of the total furnover of the company shall be stated) | COMPANY (All the busi | ness activities contril | outing 10 % or more of | | | | | |
| | S.WO. | Name and Description of main products / services | NIC Code of the Product/ service | % to total turnover of the Company | | | | | |
| | 1 | Stand Atone Health Insurance Company | 6512 (NIC 2008) | %001 | | | | | |
| III PARTICULARS | PARTICULARS OF HOLDING, SUBSIDIARY AND | AND ASSOCIATE COMPANIES | ANTES | | | | | | |
| | S.NO. | Name and Address of the Company | CIN/GLM | Holding/ Subsidiary/ Associate | % of shares held | Applicable Section | | | |
| | | Max India Limited Address - Bhai Nohan Singh Nagar, Rail Majra, Tehsil Balachaur, District Nawasshabr, Punjab - | L24223PR1988PLC 008031 | Holding Company | 4/. | 2(45) | | | |
| IV SHARE BOLDI | SHARE BOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity) | apital Breakup as perce | ntage of Fotal Equity) | | | | | | |
| \Box | Category-wise Share Bolding | | of the print held at the | and the man held at the hesinains of the vest | | No. | No. of Shares held at the end of the year | se end of the yea | 1 . 1 |
| Categ | Category of Shareholders | Demat | Physical | Total | % of Total Shares | Demat | Physical | Total | % of Tota Shares |
| A Promoters | | | | | | | [| | |
| _ | - | 10% | 30 | 90 | 0.00001 | Nin | 99 | 30 | 0.00001 |
| ヿ゙ | 52. | 2 2 | S IN | 3 | S. | Nil | EN. | liN. | Net |
| | | 2 | 100 | 12 | N | Nil | Z | Nil | Z |
| c) State Govt (s) | | Nal | 495,059,970 | 495,059,970 | 73.99599 | - N | 584,969,970 | 584,969.970 | 73.9999 |
| el Banks / FI | | Nil | Nii | Nil Nil | 2 | Z | 2 2 | N. I. | |
| 1 | | ī.Z. | Nil | NII | ZZ X | 112 | INC. | - | |

% Change during the year

2 2 2 2 2

| | Sub-total (A) [1] | Nil | 495,060,000 | 495,060,000 | 74 | Nil | 584,970,000 | 584,970,000 | 74 | N.I. |
|---------|---|-------|-------------|-------------|----------------|------|-------------|-------------|----------|----------|
| a | Foreign | | | | | | | | | |
| त्त | NRIS | L'N | Nit. | - Z | EN. | Z | 122 | N.i. | 7 | 17 |
| 互 | | IN. | 30 | 30 | 100000 | - N | 30 | 30 | 0 00001 | 150 |
| ü | Other - Individuals | Ni | 12 | | - 2 | 15/2 | 1.2 | 2 | 12.0 | EN. |
| ŧ | | 122 | 173,939,970 | 173 939 970 | 25.99999 | 12 | 205 529 920 | 208 520 070 | 05 00000 | |
| ū | Banks / FI | ž | ž | Ž | I.N | 12 | N. | 100 | FN3 7277 | 9 |
| ت | Any Other | EN. | 2 | 2 | 7 | Į. | | 12 | 2 | 2 |
| | Sub-total (A) (2) | Kil | 173.940.000 | 173 940 000 | 96 | 1.22 | 305 530 000 | 200 630 | 2 2 | NI CAN |
| | Total shareholding of Promoter (A) = | | | 200,010,010 | | | 20012001000 | 202,056,002 | 07 | 3 2 |
| | (A)(1)-(A)(2) | NU. | 669,000,000 | 669,000,000 | 100 | Ni | 790,500,000 | 790,500,000 | 001 | Hil |
| Μ | Public Shareholding | | | | | | | | | |
| - | Institutions | | | | | | | | | ! |
| ·@ | Mutual Funds | INI | Ni) | II.X | I.N. | N. | EN. | 12 | ž | Z |
| ā | Banks / Fl | Nil | LEN. | Nil | N. | N | Nil | - IV | Ž | 2 |
| 힉 | Central Govt | Nil | I,N | 2 | N | - N | Z | D.K. | EN | T N |
| € | State Govt(s) | Ni | N.i. | Nil | IIN | E S | EN. | 7. | ž | Ž |
| v | Venture Capital Funds | Nil | Nil | N. | N. | N | 2 | N | Œ | Z |
| ہے | Insurance Companies | Nil | Nil | 122 | ΞŽ | Z | Z | 2 | Z | 2 |
| £ | FIIs | Nil | IN | Kil | Z | N. | IN N | Z | Z | īz |
| Œ | Foreign Venture Capital Funds | Nil | N. | ΙΝ | 132 | Z.N | N | T. | ž | ž |
| æ | Others (specify) | N. | N. I.S. | Nil | Ē | NÜ | E | EX | N. | ž |
| | Sub-total (B)(1) | Жī | Nil | Nil | Mil | Kil. | N.I. | 843 | N | T!N |
| α ; | Non-Institutions | ı | : | ı | | - | | š 1 | | : |
| त्त्व | Bodies Corp.) Indian iilOverseas | II. | Z | ווא | N. | - 2 | NÜ | NO. | ž | TIN. |
| وَ و | Individuals I) Individual shareholders holding nominal share capital upto Rs. 1 lakh iii Individual shareholders holding nominal share capital in excess of Rs 1 Lakh | ΞŧΝ | NI | Nii | - - | Ē | Ę | ž | N. | <u> </u> |
| υ | c. Others (specify) | EN | Nil | N. | 2 | Ę | NÜ | 7 | ž | N.II |
| | Sub-total (B)(2) | Mill | N.II | TEM | NIJ | Nil | Nii | T.W. | LEN | NII |
| | Total Public Shareholding (B) = (B)(1)+ (B)(2) | TEM. | KII | Nil | Nil | PN . | EX | Nil | Wil | TEW. |
| ū | Shares held by Custodian for GDRs & ADRs | - I!N | Nil | ItN | R | Ē | אנו | IZ. | | E N |
| | Grand Total (A+B+C) | THN | 000'000'699 | 000'000'699 | 100 | EW | 790,500,000 | 790,500,000 | 87 | NO |
| | | | | | [| | | | | |

| Shareholder's Name | No. of Shares 495,059,970 10 10 10 10 10 10 10 10 10 | No. of Shares % of total Shares % of Shares of the company total total | %of Shares Piedged / encumbered to total shares Ni | No. of Shares 10 10 10 10 205.529,970 10 10 10 10 10 10 10 10 10 10 10 10 10 | % of total Shares of the company 74,00% 0.00001% 26,00% | %of Shares Pledged / encumbered to total shares | % change in share holding during the year |
|----------------------------------|---|---|---|--|--|---|---|
| | 10 10 10 10 10 10 10 10 10 10 10 10 10 1 | 0.00001% 26.00% 0.00001% 1.00% 1.00% 1.00% 1.8cction 89 of the Corchangel PROPORTIO AS ISSUED SHANES, beginning of the % of total shapes | NI N | 205,529,970 10 10 10 205,529,970 10 10 10 790,500,000 790,500,000 | 74,00% | ž | Nil |
| | 10 10 10 10 10 10 10 10 10 10 10 10 10 1 | 0.00001% 26.00% 0.00001% 1.00% ESCEUN 39 of the Corchangel PROPORTIO AS ISSUED SHARES, beginning of the % of total shapes | Nil | 10 10 10 205,529,970 10 10 10 10 1790,500,000 | 0.00001% | | |
| | 10 10 10 10 10 10 10 10 10 10 10 10 10 1 | 0.00001% 26.00% 0.00001% 1.00% E. E. Lid in terms of Sect change Propertion As issued properties As of total shapes | Nil | 10 10 10 10 10 10 790,500,000 190,500,000 | 0.00001% | ien | I(N |
| | 10 10 10 10 10 10 10 10 10 10 10 10 10 1 | 26.00% 0.00001% 1.00% ESection 89 of the Cort change PROPORTIO AS ISSUED SHARES, beginning of the % of total shapes of the company | Nil | 205,529,970 10 10 10 790,500,000 nes Act, 2013 | 26.00% | ž | N.I. |
| | 3.939.970 10 10 10 10 10 10 10 10 10 10 10 10 10 | 26.00% 0.00001% 1.00% ESection 39 of the Core changel PROPORTIO AS ISSUED SHARES, beginning of the % of total shapes | Nil | 205,529,970 10 10 10 790,500,000 nes Act, 2013 | 26.00% | 2 | Ž |
| | 3.939.970 10 10 10 10 10 10 10 9.000,000 Enrice in terms of there is no HE COMPANY Headding at the conding at the condition at the conding at the condition at the conding at the condition at the conding at the condition at t | 1.00% 1.00% 1.00% 1.00% 1. Lid in terms of Section 89 of the Cortangel PROPORTIO AS ISSUED SHARES, beginning of the % of total shapes of the company | NII | 10 10 10 10 10 10 10 10 10 10 10 10 10 1 | | 2 | 2 |
| | 10 10 10 10 10 10 10 10 10 10 10 10 10 1 | 100001% 100% ESection 89 of the Cor. E. Lid in terms of Sect. change Propertio AS ISSUED SHARES, beginning of the % of total shapes | NII NII NII NII NII NII NII NII Opanies Act, 2013 Job 89 of the Compen N OF SHAREHOLDIN ON RIGHT BASIS, T | 10 10 10 1790,500,000 Nes Act, 2013 | _ | | 2 |
| 1 1 1 1 1 1 1 | 10 10 10 minch in terms of proceedings Purple Street Stree | 100001% 100% 100% 1 Section 89 of the Cor change PROPORTIO AS ISSUED SHARES, beginning of the % of total shapes of the company | Nil Nil NIL NIL NIL NI | 10 10 1790,500,000 1790,500,000 | 1 | 18 | 1,2 |
| 1 1 1 1 1 | 100 9,000,000 mited in terms of part Holdings Pu HE COMPANY H eholding at the | 100% E. Lid in terms of Section 39 of the Corticular of Sections of Sections of Sections of Sections of Sections of the Company of the company | Nil NIL mpanies Act, 2013 ion 89 of the Compan N OF SHAREHOLDIN ON RIGHT BASIS, T | 10 790,500,000 nes Act, 2013 | 9,10000.0 | 152 | 200 |
| 1 ' 1 7 1 | mited in terms of the part Holdings Puy, if there is no HE COMPANY Headding at the year of shares | Section 89 of the Conception 89 of the Conception 89 of the Conception 84 is in the Section 84 is in the Section 84 is in the company of the company | NIL npanies Act, 2013 ion 89 of the Companion or SHAREHOLDIN ON RIGHT RASIS, TI | 1 790,500,000 nes Act, 2013 se pattern WAS | | N. C. | Z |
| ' ' ' ' | united in terms of pore Holdings Pu y, if there is no HE COMPANY H cholding at the year | Section 89 of the Cor. I. Md in terms of Sections of Sectionary PROPORTIO AS ISSUED SHARES, beginning of the % of total shares % of the company | npanies Act, 2013 ion 89 of the Compani N OF SHAREHOLDIN ON RIGHT BASIS, T | nes Act, 2013 36 PATTERN WAS | 100% | NIL | MIL |
| 1 7 1 | HE COMPANY H cholding at the year | changel PROPORTIO AS ISSUED SHARES, beginning of the % of total shares of the company | N OF SHAREHOLDIN ON RIGHT BASIS, TI | G PATTERN WAS | | | |
| î l | eholding at the year of shares | beginning of the % of total shapes of the company | | O THE EXISTING | 10 | | |
| Particular | | | Cumulative Sparcas | Cumulative Shareholding during the | _ | | |
| | . of shares | % of total shares of the company | year | | | | |
| No. | | | No. of shares | % of total shares of the company | · · · · · | | |
| l At the beginning of the year | | | | | <u> </u> | | |
| Max India Limited 495,0 | 495,060,000 | 73.99999 | 495,060,000 | 73.99999 | - , | | |
| oldings Ptc Ltd | 173,940,000 | 25.99999 | 173,940,000 | 25 99999 | ; | | |
| | | | | | <u>-</u> <u>-</u> - | | |
| a) Allatment on May 12, 2014 | | | | | · , | | |
| Max India Limited | 18,500,000 | 73.99999 | 513,560,000 | 73,99999 | , | | |
| oldings Pre Ltd | 6,500,000 | 25.99999 | 180,440,000 | 25.99999 | - | | |
| b) Allotment on August 7, 2014 | | | | 1 | | | |
| i Max India Limited 1 23,6 | 23,680,000 | 73.99909 | 537,240,000 | 73.99099 | ī | | |
| oldings Ptc Ltd | 8,320,000 | 25,99999 | 188,760.000 | 25,99999 | | ` | |
| | | | | | | | |
| May India Limited | 20,350,000 | 73.99099 | 557,590,000 | 73,99995 | | | |
| Bupa Singapore Holdings Pte Ltd | 7,150,000 | 25.99999 | 195,910,000 | 25.99999 | | | |
| d) Allotment on January 30, 2015 | | | | | - | | |
| Max India Limited | 27,380,000 | 73.99999 | 584,970,000 | 73 99999 | | | |
| oldings Ptc Ltd | 9,620,000 | 25,99999 | 205,530,000 | 25.99999 | | | |
| 44 the Fod of the west | 790,500,000 | 1001 | 790,500,000 | 100* | | | |

| | | Shareholding at the beginning of the year | beginning of the | Cumulative Sharcholding during the year | olding during the |
|-----|---|---|---|---|--|
| 1) | For Each of the Top 10 Shareholders | No. of shares | % of total shares of the company | No. of shares | % of total shares of the company |
| 1_ | At the beginning of the year | | พน | מא | Nil |
| 64 | Date wise Increase / Decrease in Promoters Share holding during the year specifying the reasons for increase / decrease (e.g. | Nii | ĒΝ | เก | Nil |
| 100 | At the End of the year (or on the date of separation, if separated during the year) | Nii | IIN | ואת | Ē |
| Ê | Shareholding of Directors and Key Managerial Perromael in the Company - Directors of the Company Are Holding 10 EQUITY SHARES OF THE COMPANY AS A NOMINEE SHAREHOLDER OF JOINT VENTURE PARCINERS I.E. MAX INDIA LIMITED AND BUPA SINGAPORE HOLDINGS PTE ITD. FURTHER NO SHARE ARE HELD BY KMP DURING THE FY 2014-15 Shareholding at the beginning of the Cumulative Shareholding during the year | ctal Personnel in the Company - DIRECT COMINER SHAREHOLDER OF JOHNT VEN S PTE LTD. FURTHER NO SHARE ARE HIS Shareholding at the beginning of the year | mpary - DRECTOR EN OF JOINT VENTU TO SHARE ARE HEL. beginning of the | AS OF THE COMPANY ARE HOLDING 19 TRE PARTNERS I.E. MAX INDIA D BY KMP DUKING THE FY 2014-15 Cumulative Shareholding during the year | ARE HOLDING 10 AX INDIA IB FY 2014-15 Iding during the |
| B | For Each of the Directors and KMP | No. of shares | % of total shares of the company | No. of shares | % of total shares of the company |
| _ | At the beginning of the year | | | - | |
| 3 | Ms, Elizabeth Alson Platt | 10 | | Nil | II.N |
| 9 | Dr. Damien Vincent Marmion | 10 | 0.00001 | Nil | Nil |
| (3 | Mr. James Gordon Wheaton | 10 | | Nic. | <u> </u> |
| ē | Mr. Mohit Talwar | 10 | 100000 | N | N.F. |
| ο. | Date wise facerase / Decrease in Promoters Share holding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus/ sweat equity etc]: | NO ALLOTMENT DURI | NG THE YEAR TO THE NO NO CHANGE | NO ALLOTMENT DURING THE YEAR TO THE NOMINEE SHAREHOLDERS HENCE. NO CHANGE | OLDERS HENCE. |
| m | At the End of the year | NO CH | ANGE FROM THE BE | NO CHANGE FROM THE BEGINNING OF THE YEAR | 1.R |
| Ē | INDEBTEDNESS (Indebtedness of the Company including interest outstanding/accrued but not due for payment) | any including interest ou | tstanding/accrued bi | ut not due for payment | |
| | Particulars | Secured Loans excluding deposits | Unsecured Loans | Deposits | Total Indebtedness |
| | Indebteduess at the beginning of the figancial year | | | | |
| | Principal Amount | Ē | Nil | Σ | EX. |
| | Interest due but not paid 2 | Z.Z. | il. | EN SIN | F 2 |
| :5 | Interest accrited but not | Ž | 2 | 2.5 | |

| | Change in Indebtedness during the financial year | | · | | |
|----------|---|---|-------------------|--------------------------------|--------------|
| ·- | Addition | Nil | Na | Nil | INI |
| :2 | Reduction | ΞX | N:I | Nil | Kil |
| | Net Change | NEE | Nil | Nil | NEI |
| <u> </u> | Indebtedness at the end of the financial year | | | | |
| | Principal Amount | IJN | Nil | Nil | NG |
| := | Interest due but not paid | Nil . | Nit | Nil | NSI |
| Ē | Interest accrued but not | Nil Nil | Nil | Kil | NSI. |
| | Total (i+ii+ii) | NAIL | KI | NII | Nil |
| (vii) | REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL | MANAGERIAL | | | |
| ∢ | Remuneration to Managing Director, Whole-time Directors and/or Manager | me Directors and/or | • | | |
| | Particulars of Remuneration to Mr. Manasije Mishra | Total Amount (in Es.) | | | |
| _ | Gross sulary | | | | |
| Œ | Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 | 39,296,000 | • | | |
| ភ | Value of perquisites u/s 17(2) income-tax Act, 1961 | NG | | | |
| ิ ซ | Profits in lieu of salary under section 17(3) Income-tax Act, 1961 | ii. | | | |
| 7 | Stock Option | N:I | | | |
| ო | Sweat Equity | Nil | | | |
| 4 | Commission a as % of profit b others, specify | Nil | | | |
| Ŋ | Others, please specify | EZ. | | | |
| | Total (A) | 39,296,000 | | | |
| | Celling as per the Companies Act, 2013 - THERE IS NO LIMIT UNDER COMPANIES ACT, 2013 FOR MANACERIAL REMUNERATION. BEING AN INSURANCE COMPANY, PAYMENT TO WHOLE TIME DIRECTOR AND CHIEF EXECUTIVE OFFICER IS GOVERNED BY INSURANCE ACT, 1938 | HERE IS NO LIMIT GERIAL OMPANY, PAYMENT KECUTIVE OFFICER | | | |
| m | Remuneration to other directors | | | | |
| 4 | Particulars of Remuneration | | Name of Directors | | Total Amount |
| <u> </u> | Independent Directors | Mr. K Narasimba Marthy | Mr. Pradeep Pant | Mr. Anthony Maxwell Coleman | |
| <u></u> | Fee for attending Board / Committee meetings | 100,000 | 100,000 | FIN | 200,000 |
| ļ | Commission | Nil | Η̈́Ν | Nil | Nil |
| | | | | | |

| | Others, please specify - Travelling Expenses | 3,000 | 144,785 | 1,265,999 | 1,413,784 |
|-------|--|--|---|---|--|
| | Total (1) | 103,000 | 244,785 | 1,265,999 | 1,613,784 |
| | Other Non-Executive Directors | | | | |
| | Fee for attending Roard / Committee meetings | EZ. | NE | Nii | REI |
| ļ | Commission | Nil | INI | N. | Zi Z |
| } | Others, please specify | IIN | IN. | Nil | Nij |
| | Total (1) | 103,000 | 244,785 | 1,265,999 | 1,613,784 |
| | Total (B)=(1+2) | 103,000 | 244,785 | 1,265,999 | 1,613,784 |
| | Total Managerial Remuneration under Companies Act 2013 | 103,000 | 244,785 | 1,265,999 | 1,613,784 |
| | Overall Ceiling as per the Companies Act 2013 sitting fee) | 100,600 | 000'001 | 100,000 | 100,000 |
| ن | REMUTERATION TO KEY MANACERIAL PERSONATEL OTHER THAN MD/MANACER/WTD | RSONNEL OTHER THAN | И МО/МАЖАGER/W | TD | |
| 230 | Particulars of Remmeration | | Key Managerial Personnel ("KMP") | rsonnel ("KMP") | |
| | | Mr. Manasije Mishra (CEO/WTD) till January 9, 2015 | Mr. R Mahesh Kumar (Company Secretary) | Mr. Vishal Garg (Chief Financial Officer) w.e.f December 4, 2014 | Mr. Neeraj Basur (Chief Financial Officer) tiil June 20, 2015 |
| | Gross Salary | | | | |
| ट | Salary as per provisions contained in section 17(1) of the Income-tax Act., 1961 | 39,296,000 | 6,263,746 | 1,309,476 | 12,715,314 |
| Œ | Value of perquisites u/s 17(2) Income tax Acr 1961 | Nil | T'N | - Ni | īZ |
| 5 | Profits in lieu of salary under section 17(3) Income-tax Act, 1961 | INI | Ţ. | Z | <u>1</u> 2 |
| 64 | Stock Option | Nil | NII | MIL | Nil |
| n | Sweat Equity | Níl | Nil | Nil | IŞN |
| 4 | Commission as % of profit | 0.0 | ij | 2 | Œ. |
| v. | others, specify Others, please specify | Nii | ž | 15Z | NG |
| | Total | 39,296,000 | 6,263,746 | 1,309,476 | 12,715,314 |

| ί | | | | | | |
|---------------|--|---------------------------------|-------------------|---|------------------------------------|--|
| · | Type | Section of the Companies Act | Brief Description | Details of Penalty /Punishment/ Compounding fees imposed | Authority [RD / XCLT/ COURT] | Appeal made, if any (give details) |
| $\overline{}$ | COMPANY | | | | | |
| Т | Penaliv | EN | NSI N | Ni | Nil | Nil. |
| 1 | Project Projec | EZ. | I.Z | DNI | Kil | Nii. |
| 1 | Compounding | LIN I | N.i. | Z. | (S) | 7 |
| 1 | DIRECTORS | | | | | |
| 1 | Penalty | Z | EN | Nil | NS. | Z |
| 1 | Principles | ī | 芝 | I!N | 152 | Z |
| 1 | Compounding | Nil | Nil | N. | N. | IS. |
| ٥ | OTHER OFFICERS IN DEFAULT | | | | | |
| | Berniot | 2 | i k | IN. | Nii | NG |
| 1 | P C C C C C C C C C C C C C C C C C C C | 2 | Ę | N.SI | Nij | IN. |
| ٦, | Company and to a | Nil | i z | N.il | Nil | Nii |



CHANDRASEKARAN ASSOCIATES®

COMPANY SECRETARIES

SECRETARIAL AUDIT REPORT FOR THE FINANCIAL YEAR ENDED MARCH 31, 2015

To,

The Members,

Max Bupa Health Insurance Company Limited

We have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by Max Bupa Health Insurance CompanyLimited (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 the Company'sbooks, 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 March 31, 2015 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 the Companyfor the financial year ended on March 31, 2015, and according to the provisions as applicable to the Company:

- (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; Not Applicable
- (iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed thereunder; Not Applicable
- (iv) Foreign Exchange Management Act, 1999 and the rules and regulations made thereunder to the extent of Foreign Direct Investment, Overseas Direct Investment and External Commercial Borrowings;
- (v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'):- Not Applicable
- (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, 1992;

CHANDRASEKARAN ASSOCIATES

Continuation.....

- (c) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;
- (d) The Securities and Exchange Board of India (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999;
- (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; and
- (h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998;

(vi)The other laws, as informed and certified by the management of the Company which are specifically applicable to the Company based on their sector/ industry are:

- 1. Insurance Act, 1938
- 2. Insurance Rules, 1939
- 3. Rules, Regulations, Circulars and Guidelines issued by Insurance Regulatory and Development Authority of India.

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

- (i) Secretarial Standards issued by The Institute of Company Secretaries of India. –Not notified for the year 2014-15.
- (ii) The Listing Agreements entered into by the Company with Stock Exchange(s), if applicable; -Not Applicable

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



CHANDRASEKARAN ASSOCIATES

Adequate notice is given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent 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 while the dissenting members' views 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.

We further report thatduring the audit period the company has following specific events / actions that having a major bearing on the company's affairs in pursuance of the above referred laws, rules, regulations, guidelines, standards, etc.

- 1. Allotment of 2.5 Crore equity shares of Rs. 10/- each on Right basis in the board meeting held on May 12, 2014.
- 2. Allotment of 3.2 Crore equity shares of Rs. 10/- each on Right basis in the board meeting held on August 07, 2014
- 3. Allotment of 2.75 Crore equity shares of Rs. 10/- each on Right basis in the board meeting held on October 30, 2014
- 4. Allotment of 3.7 Crore equity shares of Rs. 10/- each on Right basis in the board meeting held on January 30, 2015.

EKARANAS

NEW DELHI

Date: 01.07.2015 Place: New Delhi

Rupesh Agarwal

Partner

For Chandrasekaran Associates

Company Secretaries

Membership No. ACS 16302 Certificate of Practice No. 5673

Note: This report is to be read with our letter of even date which is annexed as Annexure A and forms an integral part of this report.



CHANDRASEKARAN ASSOCIATES®

COMPANY SECRETARIES

Annexure A

The Members

Max Bupa Health Insurance Company Limited Max House, 1, Dr. Jha Marg, Okhla, New Delhi – 110020

- 1. Maintenance of secretarial record is the responsibility of the management of the Company. Our responsibility is to express an opinion on these secretarial records based on our audit.
- 2. We have followed the audit practices and processes as were appropriate to obtain reasonable assurance about the correctness of the contents of the secretarial records. The verification was done on the random test basis to ensure that correct facts are reflected in secretarial records. We believe that the processes and practices, we followed provide a reasonable basis for our opinion.
- 3. We have not verified the correctness and appropriateness of financial records and Books of Accounts of the Company.
- 4. Where ever required, we have obtained the Management representation about the compliance of laws, rules and regulations and happening of events etc.
- 5. The compliance of the provisions of Corporate and other applicable laws, rules, regulations, standards is the responsibility of management. Our examination was limited to the verification of procedures on random test basis.
- 6. The Secretarial Audit report is neither an assurance as to the future viability of the company nor of the efficacy or effectiveness with which the management has conducted the affairs of the Company.

NEW DELHI

Date: 01.07.2015

Place: New Delhi

Rupesh Agarwal

Partner

For Chandrase aran Associates

Company Secretaries

Membership No. A16302

Certificate of Practice No. 5673

To The Members of Max Bupa Health Insurance Company Limited

Report on the Financial Statements

1. We have audited the accompanying financial statements of *Max Bupa Health Insurance Company Limited* (the Company'), which comprise the Balance Sheet as at March 31, 2015, the related 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 which we have signed under reference to this report.

Management's Responsibility for the financial statements

2. The Company's Board of Directors is responsible for the matters stated in Section 134(5) of the Companies Act, 2013 ('the Act') with respect to the preparation 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 provisions of Insurance Act, 1938 ('the Insurance Act'); the Insurance Regulatory And Development Authority Act, 1999 (the 'IRDA Act'), the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditors Report of Insurance Companies) Regulations 2002, (the 'IRDA Financial Statement Regulations'), Accounting Principles generally accepted in India and the Accounting Standards specified under Section 133 of the Companies Act, 2013, read with Schedule B of IRDA (Auditor's Report) Regulations, 2002 to the extent applicable and in the manner so required. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of 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.





Auditor's Responsibility

- 3. 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 there under. We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Act and other applicable prouncements issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.
- 4. 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 financial control relevant to the Company's preparation and fair presentation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate to the circumstances but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. 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.
- 5. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the financial statements.

Opinion

- 6. In our opinion and to the best of our information and according to the explanations given to us, the aforesaid financial statements together with the notes thereon and attached thereto are prepared in accordance with the requirements of the Insurance Act, the IRDA Act, the IRDA Financial Statement Regulations and the Companies Act, 2013, to the extent applicable, give the information in the manner so required, and give a true and fair view in conformity with the accounting principles generally accepted in India:
 - a. in the case of the Balance Sheet, of the state of affairs of the Company as at March 31, 2015;





- b. In the case of Revenue Account, of the deficit for the year ended on that date;
- in the case of Profit and Loss Account, of the loss for the year ended on that date; and
- d. in the case of Receipts and Payment Account, of the Receipts and Payment for the year ended on that date.

Report on Other Legal and Regulatory Requirements

- 7. As required by the IRDA financial Statement Regulations, we set out in an annexure a statement certifying the matters specified in paragraph 4 of Schedule C to the IRDA Financial Statements Regulations.
- 8. As required by the IRDA Financial Statements Regulations, read with section 143(3) of the Companies Act, 2013, 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 purposes of the audit;
 - b) In our opinion, proper books of account as required by law have been kept by the Company so far as appears from our examination of those books;
 - As the Company's financial accounting system is centralized; no returns for the purposes of our audit are prepared at the branches and other offices of the Company;
 - d) The Balance Sheet, the Revenue account, Profit and Loss account and the Receipts and Payment account referred to in this report are in agreement with the books of account;
 - e) The actuarial valuation of liabilities in respect of claims Incurred but Not Reported ('IBNR') and those Incurred but Not Enough Reported ('IBNER') at March 31, 2015 has been duly certified by the appointed actuary. The appointed actuary has also certified that the assumptions considered by him for such valuation are in accordance with the guidelines and norms, if any, issued by the IRDA and the Actuarial Society of India in concurrence with the IRDA. We have relied upon the appointed actuary's certificate in this regard for forming our opinion on the financial statements of the company;
 - f) The accounting policies selected by the Company are appropriate and are in compliance with the applicable Accounting Standards referred to under section 133 of the Companies Act, 2013 read with the accounting principles prescribed by the Regulations and orders / directions issued by IRDA in this behalf;

- g) In our opinion, the aforesaid financial statements, the Balance Sheet, the Revenue Account, the Profit and Loss Account and the Receipts and Payments Account, dealt with by this report comply with the applicable Accounting Standards specified under Section 133 of the Act, read with Schedule B of IRDA (Auditor's Report) Regulations, 2002 to the extent they are non-inconsistent with the accounting principles prescribed in the Regulations and Orders / directions issued by IRDA in this regard;
- h) In our opinion and according to the information and explanations given to us, we further report that Investments have been valued in accordance with the provisions of the Insurance Act, 1938, the Regulations and orders / directions issued by IRDA from time to time in this regard;
- i) On the basis of the written representations received from the directors, as at March 31, 2015 and taken on record by the Board of Directors, none of the directors are disqualified as on March 31, 2015 from being appointed as a director in terms of clause (g) of section 164 (2) of the Companies Act, 2013.
- 9. Further, on the basis of examination of books and records of the Company and according to the information and explanations given to us and to the best of our knowledge and belief, we certify that:-
 - We have reviewed the management report and there are no apparent mistakes or material inconsistencies with the financial statements; and
 - Based on the information and explanations received during the course of our audit, management representations and the compliance certificates submitted to the Board by the officers of the Company charged with compliance and the same being noted by the Board, nothing has come to our attention which causes us to believe that the Company has not complied with the terms and conditions of registration as per Sub-section 4 of Section 3 of the Insurance Act.

For and on behalf of

Nangia & Co

Chartered Accountants

ICAI FRN 002391C

(Vikas Gupta)

Partner

Membership # 0768789

For and on behalf of

Thakur, Vaidyanath Aiyar & Co.

Chartered Accountants

ICAI FNR 000038N

(K. N. Gunta)

Partner

Membership # 009169

Signed at New Delhi on April

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ANNEXURE TO THE INDEPENDENT AUDITOR'S REPORT

(Referred to in the Independent Auditor's report to the members of Max Bupa Health Insurance Company Limited (the company) on the financial statements for the year ended 31st March, 2015)

Independent Auditor's 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 books of accounts and other records maintained by Max Bupa Health Insurance Company Limited, we certify that:

- a) We have verified the cash balances, to the extent consider necessary, and securities relating to the Company's investments as at 31st March, 2015 by actual Inspection or on the basis of certificates/confirmations received from custodian and/or Depository Participants appointed by the Company, as the case may be;
- b) The Company is not the Trustee of any trust; and
- c) No part of the assets of the policyholder's 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 policyholder's funds.

This certificate has been issued to comply with Schedule C of the 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 and on behalf of

Nangia & Co

Chartered Accountants

ICAI FRN 002391C

(Vikas Gupta)

Partner

Membership # 0768789

For and on behalf of

Thakur, Vaidyanath Aiyar & Co.

Chartered Accountants

ICAI-FNR 000038N

(K. N. Gupta)

Partner

Membership # 009169

Signed at New Delhi on April

3 1 7 15

FORM-B-RA

MAX BUPA HEALTH INSURANCE COMPANY LIMITED

REGISTRATION NO. 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010

REVENUE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2015

| SN | Particulars | Schedule | For the year ended Mar 31, 2015 [Rs. '000] | For the year ended Mar 31, 2014 (Rs. 1000) |
|----|--|----------|--|--|
| 1 | Premiums earned (Net) | 1 | 3152364 | 2376598 |
| 2 | Profit/ Loss on sale/redemption of Investments | • | • | • |
| 3 | Others | | - | |
| 4 | Interest, Dividend & Ren! - Gross | | 179510 | 140690 |
| | Total (A) | | 3331874 | 2517288 |
| , | Claims Incurred (Net) | 2 | 17387 5 3 | 1403962 |
| 2 | Commission | 3 | 321985 | 278760 |
| 3 | Operating Expenses related to Insurance Business | 4 | 2326935 | 2276676 |
| 4 | Premium Deficiency | | (5653) | 5653 |
| • | Total (B) | - | 4382020 | 3965051 |
| | Operating Profit/(Loss) from Miscellaneous Business [C= (A - B)] | | (1050146) | (1447763) |
| | Appropriations Transfer to Shareholders' Account | | (1050146) | (1447763 |
| | Transfer to Catastrophe Reserve | | • | - |
| | Transfer to Other Reserves | | 14.0 = 0.4 + 0.1 | (1447763 |
| | Total (C) | | (1050146) | 1(447)(63 |
| | SIGNIFICANT ACCOUNTING POLICIES | 16 | | |

the Schedules referred to above form an integral part of the Revenue Account

As required by Section 40C(2) of the Insurance Act,1938, we hereby certify that to the best of our knowledge and according to the information and explanations given to us, and so far as appears from our examination of the Company's books of accounts all the expenses of management incurred during the Year in respect of Miscellaneous "Health" insurance business transactions in India by the Company have been fully recognized in the revenue account as expenses.

This is the Revenue Account referred to in our report of even date

AND NOTES TO THE ACCOUNTS

For Nangia & Co. Chartered Accountants

Vikas Gupta Pariner

Membership No. F 076879

FR No. 002391C

For Thakur, Valdyanath Aiyar & Co.

Chartered Accountants

K.N.Gupta

Partner

Membership No. F 09169

FR No. 000038N

Place: New Delhi Date: _ 21_ Apr., 2015 Director

K. Narasimha Murthy

DIN: 00023046

Address: 1-2-593/29, Gaganmahat

Colony, Domalguda, Hyderabad -

500029

Company Secretary Mahosh Kumar Radhakrishnan

Mem No.: ACS 27720

Address: 8-11, Tarahgan CHS,

Dattapada Road, Rajendra Nagar,

Borivall (East), Mumbai, 400066

For and on behalf of the Board of Directors

aiman (Director

Ralesh Sud DIN: 2395182

Address: E-801, Central Park-1, Sector-42, Sector Road.

Gurgaon - 122002

Chief Financial Officer Vishal Garg Mem No.: ACA 097735

Address: Flat No.-3155, Sector B-4, Vasant Kunj, New Delhi,

110070

Principal Office Someth Chandea

FORM-B-PL

MAX BUPA HEALTH INSURANCE COMPANY LIMITED

REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAL FEBRUARY 15, 2010

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED MARCH 31, 2015

| sn | Particulars | For the year ended Mar 31, 2015 (Rs. '000) | For the year ended Mar 31, 2014 (Rs. '000) |
|----|---|--|--|
| 1 | Operating Profit/(Loss) (a) Miscellaneous insurance | (1050146) | (1447?63) |
| 2 | Income From Investments (a) Interest, Dividend and Rent – Gross (b) Profit on sale of investments Less: Loss on sale of investments | 132830 24780 | 91958 25 4 54 - |
| 3 | Other Income (a) Cain on Foreign Exchange Fluctuation (b) Interest Income (c) Liab littles no longer required written back Total (A) | 2038 124 (890374) | 84 1594 23 <u>57</u> (1326316) |
| 4 | Provisions (Other than Taxation) (a) For diminution in the value of investments (b) For doubtful debts (c) Others | 15273 3189 | 2397 |
| 5 | Other Expenses (a) Expenses other than those related to insurance Business (b) Bad debts written off (c) Others Total (B) | 24296 - - 42758 | - - - 2397 |
| | Profit/(Loss) Before Tax Provision for Taxation Profit/(Loss) After Tax | (933132) | (*328713) - - (1328713) |
| | Appropriations (a) Interim dividends (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 Add: Adjustment on account of depreciation due to change in accounting policy (Refer Schedule 16 C - Note 22) | (5269047) (8039) | (3940334) |
| | Balance carried forward to Balance Sheet | (6208218) | (5269047) |
| | Basic and Diluted Earning per Share of Rs. 10/- each | (1.28) | (2.29) |

The Schedules referred to above form an integral part of the Profit and Loss Account

This is the Profit and Loss Account referred to in our report of even date For Nangia & Co.

Vikas Gupta Partner

Membership No. F 076879

Chartered Accountants

FR No. 002391C

For Thakur, Vaidyanath Aiyar & Co

Chartered Accountants

K.N.Gupta Partner

Membership No. F 09169 FR No. 000038N

Płace : New Delhi Dato: __-4 _ Apr. 2015 W.

Director K. Narasimha Murthy

DIN: 00023046 Address: 1-2-593/29, Gaganmahal Colony, Domalguda, Hydarabad -500029

Company Secretary Mahesh Kumar Radhakrishnan Mem No.: ACS 27720

Address: B-11, Tarahgan CHS, Daltapada Road, Rajendra Nagar, Borivali (East), Mumbai, 400066

For and on behalf of the Board of Directors

Chilimand Director Rajesh Sud

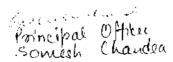
Rajesh Sud DIN: 2395182

Address: E-801, Central Park-1, Sector-42, Sector Road, Gurgaon – 122002

Chief Financial Officer Vishal Garg Mem No.: ACA 097735

Address: Flat No -3155. Sector B-4, Vasant Kunj, New

De!hi. 110070



FORM-B-BS

MAX BUPA HEALTH INSURANCE COMPANY LIMITED

REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 16, 2010

BALANCE SHEET AS AT MARCH 31, 2015

| Particulars | Schedule | As at Mar 31, 2015 (Rs.'000) | As at Mar 31, 2014 (Rs.'000) |
|---|---------------------------|------------------------------------|------------------------------------|
| Sources of Funds | 5 | 7 9 05000 | 6690000 |
| Share Capital Share Application Money | | - | - |
| Reserves and Surplus | 6 | • | - 787 |
| Fair Value Change Account | | 931 | 787 |
| Borrowings | 7 | | 6000797 |
| Total | | 7905931 | 6690787 |
| Application of Funds | 8 | 4300315 | 3369443 |
| Investments | 9 | • | |
| Loans | 10 | 321266 | 314055 |
| Fixed Assets | ,, | | |
| Current Assets: | 11 | 119379 | 141177 |
| Cash and Bank Balances | 12 | 337153 | 417358 |
| Advances and Other Assets | | 456532 | 558535 |
| Sub-total (A) | 13 | 764207 | 739650 |
| Current Liabilities | 14 | 2616193 | 2080643 |
| Provisions | | 3380400 | 2820293 |
| Sub-total (B) Net Current Assets (C) = (A - B) | | (2923868) | (2261758) |
| Miscellaneous Expenditure (*n the extent not written off or adjusted) | 15 | • | - |
| | | 6208218 | 5269 <u>047</u> |
| Debit Balance in Profit and Loss Account Total | | 7905931 | 6690787 |
| CONTINGENT LIABILITIES Partly paid up investments | | <u>.</u> | |
| Claims, other than against policies, not acknowledged | d as debts by the Company | 1140 | |
| Underwriting commitments outstanding (in respect of | f shares and securities) | | 1900 |
| Guarantees given by or on behalf of the Company | | 500 | 1300 |
| Statutory demands/liabilities in dispute, not provided to | foi : | • | _ |
| Reinsurance obligations to the extent not provided fo | r in the accounts | - | 1072 |
| Others | | 1640 | 2972 |
| Total | | | |

The Schedules referred to above form an integral part of the Balance Sheet

This is the Balance Sheet referred to in our report of even date

For Nangia & Co. Chartered Accountants

Vikas Gupta Partner

Membership No. F 076879 FR No. 002391C

For Thakur, Valdyanath Aiyar & Co. Chartered Accountants

Charleted Accountants

K.N.Gupta Partner Membership No. F 09169 FR No. 000038N

Place: (1/w Delhi Date: ______Apr, 2015 Director K: Narasimha Murthy DIN: 00023046 Address: 1-2-593/29, Gaganmahal Colony,

Gaganmanai Coloriy, Domalguda, Hyderabad -

500029

Company Secretary

Mahesh Kumar Radhakrishnan Mem No.: ACS 27720 Address: B-11, Tarahgan

CHS. Dattapada Road. Rajendra Nagar Bonvali (East), Mumbai, 400066 For and on behalf of the Board of Directors

Clubumau Director Rajesh Sud DIN: 2395182

> Address: E-801, Central Park-1, Sector-42, Sector Road, Gurgaon – 122002

Chief Financial Officer

Vishal Garg Mem No.: ACA 097735 Address: Flat No.-3155, Sector B-4, Vasant Kunj,

New Delhi, 110070

Franci bod Office Someth Chandra

| ······································ | For the year ended | For the year ended |
|--|---|------------------------------------|
| | Mar 31, 2015 | Mar 31, 2014 |
| Particulars | (Rs.'000) | (Rs.'000) |
| | | |
| Cash Flows from the Operating Activities: Premium received from Policyholders, Including Advance Receipts | 4147 445 | 348B755 |
| Other Parelials | (07.100) | (53550) |
| Payments to the re-insurers, net of commissions and claims | (60409) | - |
| Payments to co-insurers, net of claims recovery | - | (1272597) |
| Payments of claims | (1564793) (303039) | (315860) |
| Payments of commission and brokerage | (2413714) | (2226976) |
| Payments of Other Operating Expenses | (24)3/14/ | |
| Preliminary and Pre-operative Expenses | 34380 | (66276) |
| Deposits Advances and Staff Loans | 34300 | |
| Income Taxes Paid (Net) | (320594) | (258095) |
| Service tax paid | (32302.1) | <u></u> |
| Other Payments | (470725) | {704599} |
| Cash Flows before Extraordinary floms | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | |
| Cash flow from extraordinary operations | (470725) | (704599) |
| Net cash flow from operating activities | | |
| Cash flows from investing activities: | (157579) | (211335) |
| Purchase of fixed assets (including capital advances) | [[8] 373] | - |
| Proceeds from sale of fixed assets | (8785394) | (7790031) |
| Purchases of investments(Net) | (0100034) | - |
| Loans disbursed | _ | - |
| Sales of Investments | 845754 5 | 5433431 |
| Repayments received | 253889 | 171160 |
| Rents/Interests/ Dividencs received | 1466488 | 1630784 |
| Investments in money market Instruments and in liquid mutual funds (Net) | • | _ |
| Expenses related to investments | (766073) | (765991) |
| Net cash flow from investing activities | | |
| Cash flows from financing activities: | 1215000 | 1579800 |
| Proceeds from Share Capital | - | • |
| Share Application Money | | - |
| Proceeds from borrowing Repayments of borrowing | • | - |
| Interest/dividends paid | | 1579800 |
| Net cash flow from financing activities | 1215000 | 151 300 |
| Effect of foreign exchange rates on cash and cash equivalents, net | - | - |
| Not increase/(decrease) in cash and cash equivalents: | (21798) | 109210 |
| | 141177 | 3196 |
| Cosh and cash equivalents at the beginning of the year | 119379_ | 14117 |
| Cash and cash equivalents at the end of the year | (21798) | 10921 |
| Net increase/(decrease) in cash and cash equivalents: | | F A A A |
| This is the Receipts and Payments Account referred to in our | For and | on behalf of the Board of Director |
| report of even date | | 1.41 1.11 / |
| Facilianata P.Co | , | |

Director

VIV Vikas Gupta

For Nangla & Co. Chartered Accountants

Partner Membership No. F 076879 FR No 002391C

For Thakur, Valdyanath Alyar & Co Charlered Accountants

K.N.Gupta Pariner Membership No. F 09169 FR No. 000036N

Place: Jusy Delhi Date: __2{__Apr. 2015

Director K. Narasiniha Murthy DIN: 00023046

Rajesh Sud DIN: 2395182 Address E-801, Central Park-Address: 1-2-593/29, Gaganmahal Colony, Domalguda, Hyderobad --500029

Company Secretary Mahesh Kumar Radhakrishnan

Mem No.: ACS 27720 Address: B-11, Tarahgan CHS, Dattapada Road, Rajendra Nagar, Berivati (East), Mumbbi, 400366

Chief Financial Officer

1, Sector-42, Sector Road. Gurgaon - 122002

Wishal Garg Mem No.: ACA 097735 Address: Flat No.-3155, Sector B-4, Vasant Kunj, New Delhi, 110070

Principal Officei Someth Chandea

REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

| Particulars | For the year ended Mar 31, 2015 (Rs.'000) | For the year ended Mar 31, 2014 (Rs. '000) |
|--|---|---|
| SCHEDULE – 1 PREMIUM EARNED [NET] PREMIUM FORM direct business written* Premium from direct business written* Add: Premium on reinsurance accepted Less: Premium Net Premium Less: Adjustment for change in reserve for unexpired risks Total Premium Earned (Net) | 3726574 192172 3534402 382038 3152364 | 3088549 126466 2962083 585485 2376598 |
| SCHEDULE – 2 CLAIMS INCURRED [NET] Claims paid Direct Add: Re-insurance accepted Less: Re-insurance Ceded Net Claims paid Add: Claims Outstanding at the end of the period Less:Claims Outstanding at the beginning Total Claims Incurred* | 1791389 95186 1696203 372165 329615 | 1400180 112529 1287651 329615 213304 1403962 |

Includes an amount of Rs. 92821 thousand during the year (previous year Rs. 53925 thousand) on account of expenses incurred towards product related benefit paid to policyholders

| 1 !! | [] |
|---|---|
| 350307 - 28322 321985 | 251639 58258 40410 350307 |
| | - 000 |
| SCHEDULE – 3 COMMISSION Commission paid Direct Add: Re-insurance accepted Less: Commission on Re-insurance Ceded Net Commission | Break Up of expenses incurred to procure business: Agents Brokers Corporate Agency Referral |

197738 85386 4647

RECISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

| Farticulars Health Personal Others Total Health Personal Straight Accident Accident Ac | | | For the year ended | | | For the year ended Mar 31, 2014 | ged . | |
|--|--|---|--------------------|---|---|--|-------|---|
| siness written* urance accepted urance accepted 192172 12369 2897 12364 192172 12369 2897 102172 102369 10324 102172 102369 10324 102172 102369 10324 102172 102369 10324 102172 102369 10227 102369 10227 102369 102324 102369 102324 | Particulars | Health | Personal Others | Total | Health | Personal Oth Accident | | tal |
| SCHEDULE - 2A | siness written* urance accepted surance ceded ange in reserve fo | 3720559 190318 3530241 387505 3142736 | | 3726574 192172 3534402 382038 3152364 | 3075328 123569 2951759 579081 2372678 | 13221 2897 10324 6404 3920 | 306 | 38549 - 26466 62083 85485 776598 |
| | SCHEDULE - 2A | | | | | | | |

Includes an amount of Rs. 92821 thousand ouring the year (previous year Rs. 53925 thousand) on eccount of expenses incluted lowards product related benefit paid to policyholde 1738753 652 Less:Claims Outstanding at the beginning

Add: Claims Outstanding at the end of the period

Add Re-insurance accepted Less, Re-insurance Ceded

Claims paid

Direct

Net Claims paid

1287651

652

372165

1689506

403962

| 286360 1411 - 287771 | 197452 286 - 197738 |
|--|---|
| 8667 344 - 9011 | 84261 1125 - 85386 |
| 277693 1067 - 278760 | 4647 4647 |
| 350307 | . 251639 |
| 28322 | . 58258 |
| 321985 | . 40410 |
| 235 | 106 129 |
| 350072 | 251533 |
| | 58129 |
| SCHEDULE – 3A COMMISSION Commission paid Direct Add. Re-insurance accepted Less. Commission on Re-insurance Ceded Net Commission | Break Up of expenses incurred to procure business: Agents Brokers |

Break Up of expenses incurred to procure business: Corporate Agency Referral Brokers

58129 40410

REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS SCHEDULE -4

| OPERATING EXPENSES RELATED TO INSURANCE BUSINESS | | (Rs. '000) |
|--|---|---|
| Particulars | For the year ended Mar 31, 2015 (Rs.'000) | For the year ended Mar 31, 2014 (Rs.'000) |
| | | |
| | 1110912 | 1066808 |
| 1 Employees' remuneration and welfare benefits | 96552 | 98778 |
| 2 Travel, conveyance and vehicle running expenses | 55536 | 24022 |
| 3 Training expenses | 109568 | 125538 |
| 4 Rents, rates and taxes. | 119907 | 84395 |
| 5 Repairs | 23924 | 25951 |
| 6 Printing and stationery | 75093 | 96699 |
| 7 Communication | 228972 | 319368 |
| 8 Legal and professional charges | | |
| 9 Auditors' fees, expenses etc | 2371 | 2200 |
| | | |
| (b) as adviser or in any other capacity, in respect of | • | ŧ |
| (i) Taxation matters | • | • |
| (ii) Insurance matters | , | 1 |
| (iii) Management services; and | | |
| (c) in any other capacity | 80 | 69 |
| (i) Tax Audit Fees | 359461 | 316146 |
| 10 Advertisement and publicity | 14095 | 16862 |
| 11 Interest and bank charges | | |
| 12 Others | 264 | 304 |
| (a) Business and Sales Promotion | 3240 | 3579 |
| (b) Membership and Subscription | 1380 | 19837 |
| (c) Loss on Disposal of Fixed Assets | 63 | ı |
| (d) Loss on Foreign Exchange Fluctuation | , vo | 1000 |
| (e) Charity & Donation | 1125 | 1316 |
| (f) Insurance | 2830 | 1229 |
| (g) Miscellaneous Expenses** | 121557 | 102287 |
| 13 Depreciation | 2326935 | 2276676 |
| Total | + | |

Rent expense is after adjustment of Rent Equalization reserve

[&]quot; None of the Items individually are higher than 1% of Net Written Premium

REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE – 4A OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(Rs.7000)

| | | - - | | | | Control of the Control | 2000 | |
|--|------------|---------------------------------|------------------|----------|---------|------------------------------------|----------|---------|
| | | For the year ended Mar 31, 2015 | ar ended 2015 | | | ror the year ended Mar 31, 2014 | 14 14 | |
| rafitculars | Health | Personal Accident | Others | Total | Health | Personal O Accident | Others | Total |
| | | | | 24.0044 | 1000 | 1567 | | 1066808 |
| 1 Employees' remuneration and welfare benefits | 1109119 | 5871 | • | 7160LLL | 142001 | 500 | | 08778 |
| 2 Travel conveyance and vehicle running expenses | 96396 | 156 | • | 36552 | 88355 | 423 | | 0 - 100 |
| 2 Training expenses | 55446 | 90 | 1 | 55536 | 23919 | 103 | • | 24022 |
| A Court substantiation | 109391 | • | ٠ | 109568 | 125001 | 537 | 1 | 125538 |
| ה הייים ביים מות ומאכט | 119713 | 194 | ٠ | 119907 | 84034 | 361 | , | 84395 |
| o Repairs | 23885 | | 1 | 23924 | 25840 | 111 | • | 25951 |
| o Princing and stationiery | 74972 | _ | ı | 75093 | 60299 | 287 | 1 | 96699 |
| 8 Legal and professional charges | 228602 | 370 | ٠ | 228972 | 318001 | 1367 | ı | 319368 |
| | | | | | | (| | Ç |
| (a) as auditor | 2367 | 4 | 1 | 2371 | 2191 | D) | 1 | 2200 |
| (b) as adviser or in any other capacity, in respect of | | | | | | | | |
| (i) Taxation matters | ı | | • | , | 1 | ı | | ı |
| (ii) Insurance matters | | | 1 | 1 | | ı | | • |
| (iii) Management services; and | • | | 1 | 1 | • | 1 | ı | ı |
| (c) in any other capacity | | | | ć | ć | | | 9 |
| (i) Tax Audit Fees | 80 | | 1 | 90 | 09 | , , | ı | 000 |
| 10 Advertisement and publicity | 358881 | 580 | 1 | 359461 | 314793 | 1353 | , | 310140 |
| 11 Interest and bank charges | 14072 | 23 | • | 14095 | 16790 | 72 | ı | 79891 |
| 12 Others | | | | 764 | 303 | - | , | 304 |
| (a) Business and Sales Promotion | 264 200 | , | • | 2240 | 2564 | . t. | | 3579 |
| (b) Membership and Subscription | 3235 | | • | 3240 | 4000 | າ ແ - ໝ | | 19837 |
| (c) Loss on Disposal of Fixed Assets | 1378 | | 1 | 1380 | 70/61 | 0 | | 2 |
| (d) Loss on Foreign Exchange Fluctuation | 63 | , | | 53 | , 0 | • | | 1000 |
| (a) Charity & Donation | ic. | , | • | £ | 988 | 4 | 1 | 0001 |
| | 1123 | | 1 | 1125 | 1310 | 9 | | 1316 |
| | 2825 | 10 | • | 2830 | 1224 | S. | 1 | 1229 |
| (g) Miscellaneous Expenses | 121361 | 19 | , | 121557 | 101849 | 438 | , | 102287 |
| 13 Depreciation ≠ 4.1 | 2323178 | (,, | | 2326935 | 2266932 | 9744 | , | 2276676 |
| otal | | | | i | | | | |
| | | 7 | | | | | | |

^{*} Rent expense is after adjustment of Rent Equalization reserve







REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 5 SHARE CAPITAL

| SN | Particulars | As at Mar 31, 2015 (Rs.'000) | As at Mar 31, 2014 (Rs.'000) |
|------|--|------------------------------------|------------------------------------|
| 1 | Authorised Capital 000000000 Equity Shares of Rs 10 each Previous year 700000000 Equity Shares of Rs.10 each) | 10000000 | 7000000 |
| 2 t | ssued Capital 90500000 Equity Shares of Rs 10 each Previous year 669000000 Equity Shares of Rs.10 each) | 7905000 | 6690000 |
| 3 \$ | Subscribed Capital 190500000 Equity Shares of Rs 10 each Previous year 669000000 Equity Shares of Rs.10 each) | 7905000 | 6690000 |
| 4 (| Called-up Capital 290500000 Equily Shares of Rs 10 each Previous year 669000000 Equity Shares of Rs.10 each) | 7905000 | 6690000 |
| i | Less: Calis unpaid Add: Equity Shares forfoited (Amount originally paid up) Loss: Par Value of Equity Shares bought back Loss: Preliminary Expenses | • • | - |
| | Less: Expenses including commission or brokerage on underwriting or subscription of shares Total | 7905000 | 6690000 |
| | Out of the above, 584970000 (Pravious year 495060000) Equity Shares of Rs. 107-each are hield by Max India Limited, the holding company along with its pordinees | | |

SCHEDULE - SA PATTERN OF SHAREHOLDING [As certified by the Management]

| | Shareholder | As at Mar 31, 2015 | | As at Mar 31, 2014 | |
|---------------------------------|-------------|--|------------------|-------------------------------------|-----------------------------|
| | | Number of Shares | % of Holding | Number of Shares | % of Holding |
| Promoters Indian Foreign Others | | 584970000 205530000 - 790500000 | 74.00% 25.00% | 495060000 173940000 669000000 | 74.00% 26.00% 100.00% |





REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

| SN | Particulars | As at Mar 31, 2015 (Rs.'000) | As at Mar 31, 2014 (Rs.'000) |
|----|---|------------------------------------|------------------------------------|
| | HEDULE – 6 SERVES AND SURPLUS | _ | _ |
| 1 | Capital Reserve | - - | - |
| 2 | Capital Redemption Reserve | | - |
| | Share Premium | • | - |
| 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 & Loss Account | | |
| | Total | | |
| | HEDULE - 7 | | |
| BO | rROWINGS Debentures/ Bonds | - | - |
| 2 | | - | • |
| 3 | | - | |
| 4 | _ | | |
| 7 | Total | . <u> </u> | |





REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 8 INVESTMENTS

| SN | ESTMENTS Particulars | As at Mar 31, 2015 (Rs.'000) | As at Mar 31, 2014 (Rs.'000) |
|-----|--|------------------------------------|------------------------------------|
| LOI | NG TERM INVESTMENTS | | |
| 1 | Government securities and Government guaranteed | | 820349 |
| | bonds including Treasury Bills | 989500 | 020349 |
| 2 | Other Approved Securities | 53378 | - |
| 3 | Other Investments | | |
| | (a) Shares | | _ |
| | (aa) Equity | - | - |
| | (bb) Preference | - | _ |
| | (b) Mutual Funds | | |
| | (c) Derivative Instruments | - 516865 | 150124 |
| | (d) Debentures/ Bonds | 197076 | 3707 |
| | (e) Other Securities | 191010 | - |
| | (f) Subsidiaries | • | - |
| | (g) Investment Properties-Real Estate | 255084 | 49881 |
| 4 | Investments in Infrastructure and Social Sector | 233004 | |
| 5 | Other than Approved Investments | - | |
| SH | ORT TERM INVESTMENTS | | |
| 1 | Government securities and Government guaranteed | | 486248 |
| | bonds including Treasury Bills (Refer Note (a.) below) | 292933 | 400240 |
| 2 | Other Approved Securities | - | - |
| 3 | Other Investments | | - |
| | (a) Shares | | |
| | (aa) Equity | - | . |
| | (bb) Preference | 70004 | 50817 |
| | (b) Mutual Funds | 7 26 81 | 30017 |
| | (c) Derivative Instruments | - | 434619 |
| | (d) Debentures/ Bonds | 238504 1330930 | 851857 |
| | (e) Other Securities | 1330930 | |
| | (f) Subsidiaries | - | - - |
| | (g) Investment Properties-Real Estate | 250162 | 448492 |
| 4 | Investments in Infrastructure and Social Sector | 103202 | 73349 |
| 5 | Other than Approved Investments* | 4300315 | 3369443 |
| | Total | 4300313 | |

in mutual funds

Notes:

- a. Long Term Government securities include Deposits held under section 7 of Insurance Act 1938, having book value of Rs.98305 thousand (Previous year classified under Short Term Government securities - Rs. 96833 thousand). Market value of such investments is Rs. 98350 thousand (Previous year classified under Short Term Government securities - Rs 96833 thousand).
- Aggregate amount of Company's investments other than listed equity securities and derivative instruments is Rs.4300315 thousand (Previous year: Rs.3369443 thousand). Market value of such investments is Rs. 4360005 thousand (Previous year Rs.3361037 thousand)

REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 9

| LOA | NS | | |
|--|--|------------------------------------|------------------------------------|
| SN | Particulars | As at Mar 31, 2015 (Rs.'000) | As at Mar 31, 2014 (Rs.'000) |
| | Security-Wise Classification | | |
| | Secured | | |
| | (a) On mortgage of property | - | |
| | (aa) In India | _ | _ |
| | (bb) Outside India | - | - |
| | (b) On Shares, Bonds, Govt. Securities | - | - |
| | (c) Others Unsecured | _ | <u></u> |
| | Total | - | |
| | Total | | |
| 2 | Borrower-Wise Classification | | |
| (a) Central and State Government(b) Banks and Financial Institution | | - | |
| | | | |
| | (c) Subsidiaries | _ | |
| | (d) Industrial Undertakings | _ | |
| | (e) Others | | |
| | Total | | |
| 3 | Performance-Wise Classification | | |
| - | (a) Loans classified as standard | • | |
| | (aa) In India | - | |
| | (bb) Outside Indía | - | |
| | (b) Non-performing loans less provisions | - | |
| | (aa) In India | - | |
| | (bb) Outside India | | |
| | Total | - | |
| 4 | Maturity-Wise Classification | | |
| | (a) Short Term | - | |
| | (b) Long Term | <u> </u> | |
| | Total | - | |
| | | | |
| | | | |

Note: There are no loans subject to restructuring (Previous year Rs Nil)



REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI; FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE - 10 FIXED ASSETS

IRs. '000)

Mar 31, 2014 As at Net Block 321268 3298 Mar 31, 2015 | Mar 31, 2015 As at To date (2297) Adjustment On Sales/ Depreciation 48919-2263 For the year 5697 Mar 31, 2014 Upto 11258 Mar 31, 2015 As at Deductions Cost/ Gross Block 23328 420 Additions 5306 592527 As at Apr 1, 2014 IT Equipment - End User Devices Particulars IT Equipment - Others Leasehold Property Furniture & Fittings Office Equipment Previous period 12 Work in progress Land-Freehold a) Softwares Grand total Intangibles b) Website Buildings Vehicles Goodwill Others NS. 8 4 4 B F ø 5 £ ထ

1. Leasehold property consists of civil and other improvements at premises taken on long form lease by the Confidany.

2. Work in progress includes capital advances of Rs. 25458 (housand (Previous year Rs. 5306 thousand).

3. Destrocation on sales / adjustment for the year includes additional depreciation amounting to Rs. 8039 thousand due to change in accounting policy as per Companies Act 2013 on "IT Equipment - End User Devices". Refer Note 22 of Schedule C





REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

| SN Particulars | As at Mar 31, 2015 (Rs.'000) | As at Mar 31, 2014 (Rs.'000) | |
|--|------------------------------------|------------------------------------|--|
| SCHEDULÉ - 11 | | | |
| CASH AND BANK BALANCES | | | |
| Cash (including cheques, drafts and stamps) | 22943 | 19306 | |
| 2 Bank Balances | | | |
| (a) Deposit Accounts | | | |
| (aa) Short-term (due within 12 months) | - | <u>.</u> | |
| (bb) Others | - | 404.074 | |
| (b) Current Accounts | 96436 | 121871 | |
| (c) Others | | | |
| Money at Call and Short Notice | | _ | |
| (a) With Banks | • | _ | |
| (b) With other institutions | • | | |
| 4 Others | 119379 | 141177 | |
| Total | 113070 | | |
| Balances with non-scheduled banks included in 2 and 3 above is Nil (Previous | year Nil) | | |
| SCHEDULE 12 ADVANCES AND OTHER ASSETS | | | |
| ADVANCES AND OTHER ADDETO | | • | |
| ADVANCES | | - | |
| Reserve deposits with ceding companies | | - | |
| 2 Application money for investments | 22393 | 39450 | |
| Prepayments Advances to Directors/Officers | | • | |
| 5 Advance tax paid and taxes deducted at source (Net of | | | |
| provision for taxation) | 393 | 451 | |
| 6 Others (to be specified) | | | |
| (a) Advance to Suppliers | 26398 | 35445 | |
| (b) Other advances* | 77126 | 91411 | |
| Total (A) | 126310 | 166757 | |
| | | | |
| OTHER ASSETS 1 Income accrued on investments** | 122147 | 105418 | |
| | - | - | |
| 2 Outstanding Premiums | 114 | 664 | |
| Agents' Balances Foreign Agencies Balances | - | • | |
| 5 Due from other entities carrying on insurance business | 35299 | 37557 | |
| 6 Due from subsidiaries/ holding | • | - | |
| 7 Deposit with Reserve Bank of India | • | - | |
| [Pursuant to section 7 of Insurance Act, 1938] | u | - | |
| 8 Others | | | |
| (a) Rent and other deposits*** | 52497 | 87189 | |
| (b) Service tax on input services (net) | 786 | 1930 | |
| (c) Cenvat credit on capital goods | | 475 | |
| | 210843 | 25060 | |
| Total (B) | | | |

^{*} Includes Rs. 75453 thousand (Previous year Rs. 87737 thousand) receivable from Central / State Covernment on account of premium under RSBY Scheme net of provision of Rs 15273 thousand.

^{**} Income Accrued on Investments includes interest on deposits also

^{***} Includes deposits of Rs. 2545 thousand (Previous year Rs. 2675 thousand) with Sank for providing guarant is in the twork hospitals

REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

| SN | Particulars | As at Mar 31, 2015 (Rs.'000) | As at Mar 31, 2014 (Rs.'000) |
|------|---|------------------------------------|------------------------------------|
| | DULE 13 | | |
| | ENT LIABILITIES | 41743 | 30584 |
| | ents' balances lances due to other insurance companies | 69079 | 54340 |
| 2 Ba | posits held on re-insurance ceded | | - |
| 3 De | emiums received in advance | 28207 | 15799 |
| | | 46438 | 49835 |
| | nallocated premium | 84536 | 88570 |
| 6 Su | indry creditors* | 177 | 209 |
| | ue to subsidiaries/ holding company | 372165 | 329615 |
| 8 Cl | aims Outstanding | 16832 | 12894 |
| 9 Un | nclaimed amount of policyholders/insured** | 34900 | 25992 |
| | ue to Officer/ Director*** | | |
| | hers | 38788 | 6138 |
| |) Tax deducted payable | 6354 | 6003 |
| (b) | Other statutory dues | 24988 | 6442 |
| |) Advance from Corporate Clients | 764207 | 739650 |
| Ĩ | otal | | |

^{*} Includes creditors for capital expenditure of Rs. 4891 thousand (Previous year Rs. 20778 thousand)

SCHEDULE - 14

| PROVISIONS | 2040027 | 1657989 |
|--|-------------------------------|--------------------------------|
| Reserve for Unexpired Risk | 2040027 | 103,000 |
| 2 For taxation (less advance tax paid and taxes deducted at source) | - | 50 |
| 3 For proposed dividends | • | _ |
| 4 For dividend distribution tax | - | |
| Others (a) For Gratuity (b) For Leave Encashment (c) For Superannuation | 4081 29555 30 131094 | 1014 20238 115 118689 |
| (d) For Other manpower related(e) For Commission(f) For Other operating expense related(g) Premium Deficiency Reserve | 8929 402477 | 3896 272999 5653 |
| Total | 2616193 | 2080643 |
| 10111 | | |

SCHEDULE - 15 MISCELLANEOUS EXPENDITURE

(To the extent not written off or adjusted)

- 1 Discount Allowed in issue of shares/ debentures
- 2 Others Total



^{**} Pursuant to the requirement of IRDA circular no.IRDA/F3!/CIR/CMP/174/11/2010 dated November 4, 2010, unclumed amount to policyholders/insured has been disclosed in Note no.12 of Schedule 16.

^{***} Amount payable to former CEOs subject to IRDA approval (Refer Note 20 and 21 of Schedule C - Notes to Auccunts)

TABLE 1 - STATEMENT OF LIABILITIES AS AT 31st MARCH, 2015

Classification: Business within India / Total Business (All Business underwritten in India)

(Rs. Lakhs)

| | Description | Unexpired risks Claims | | IBNR Reserves | Total Reserves | |
|-----|-----------------------|------------------------|--|---------------|----------------|--|
| (1) | (2) | (3) | - - - - - - - - - - | 19, | | |
| 1. | Fire | | - | - | - | |
| 2. | Marine Sub-class | | | | l j | |
| | Marine Cargo | | _ | | | |
| | Marine Hull | - | - | | - | |
| 3. | Miscellaneous | | |] - | | |
| | Sub-class | | : | | | |
| | Motor Engineering | - | - | | - | |
| | Aviation | | - | - | - | |
| | Liabilities | _ | | - | _ | |
| | Rural insurance | - | - | , | _ | |
| | Others | - | - | ! . | | |
| 4. | i Health Insurance | 20,400.27 | 2,020.55 | 1,701.11 | - 24,121.9 | |
| 5 | Total Liabilities | 20,400.27 | 2,020.55 | 1,701.11 | 24,121.92 | |

Certification from Auditor

We certify that the above statement represents the flabilities of the insurer which have been determined in the manner prescribed in the Insurance Regulatory and Development Authority (Assets, Liabilities and Solvency Margin of Insurers) Regulations, 2000 and the amounts of such liabilities are fair and reasonable. We also further certify that the above statement includes the IBNR reserves which have been determined by the appointed actuary and his certificate is furnished to the IBNR reserves.

For Nangia & Co. Vikas Gupta

Vikas Gupta Membership No. F 076879 FR No. 002391C

or Thakur, Valdyanath Alyar & Co.

K.N.Gupta

Membership No. F 09169 FR No. 000038N

Certification from the Appointed Actuary

I certify that the IBNR reserves in the statement above represent, in my opinion, true and fair amount

Place : New Delhi Date: ___기 _ Apr. 2015 Appointed Actuary - / Membership No 00061

Address: G480 Sushant lok 2, sector 57, Gorgaon

FORM IRDA - ASSETS - AA

STATEMENT OF ASSETS AS AT 31st MARCH, 2015

Classification: Business within India / Total Business (All Business underwritten in India)

(Rs. Lakhs)

| TOTAL ASSETS | Shareholders' funds | Policyholders' funds | Category of Asset | Item No. |
|--------------|---|----------------------|---|----------|
| | (4) | (3) | (2) | (1) |
| 13,358 11 | 7,465.25 | 5,892.86 | Approved Securities | 1 |
| 13,332.96 | 3,277.65 | 10,055.31 | Approved Investments | 2 |
| 15,280.00 | 7,106.31 | 8,173.75 | Deposits | 3 |
| 1,032.03 | 1,032.02 | - | Non-Mandated Investments | 4 |
| | 1,919.04 1,193.79 2,532.05 24,526.11 | 24,121.92 | Other Assets: Fixed Assets Cash and Bank balances Advances and Other Assets Total | 5 |
| · - | (9.31) | - | Fair Value Change Account | 7 |
| 48,638.7 | 24,516.80 | 24,121.92 | Adjusted Value of Assets (6- | |

We certify that the statement has been prepared in accordance with Schedule Lof, the Insurance Regulatory & Development Authority (Assets, Liabilities and Solvency Margin of Insurers) Regulators, 2500.

K.N.Gupta

FR No. 000038N

Membership No. F 09169

For Nangia & Co.

Vikas Gupta

Membership No. F 076879

FR No. 002391C

Place: New Delhi

Date: 21 Apr. 2015

Appointed Actuary
(Biresh Giri, FIAI)

Membership No. 00061

Address: G480 Sushant lok 2, sector 57, Gurgaon

Place: New Delhi

Date: ___ 21 _ Apr., 2015

FORM KG

MAX BUPA HEALTH INSURANCE COMPANY LIMITED

TABLE I - STATEMENT OF SOLVENCY MARGIN AS AT 31st MARCH, 2015

Table I - REQUIRED SOLVENCY MARGIN BASED ON NET PREMIUM AND NET INCURRED CLAIMS

Classification: Business within India / Total Business (All Business underwritten in India)

| | Classification : Busine: | ss within india | a / Total Busin | iess (All busi | ness once min | on, | (Rs. La | khs) |
|----------|---------------------------------|-------------------|-----------------|-----------------------------|---------------------------------------|----------|----------------------------------|---------|
| Item No. | Description (Class of Business) | Gross Premiums | Net Premiums | Gross Incurred Claims | Net Incurred Claims | RSM-1 | RSM-2 | RSM |
| (1) | (2) | (3) | (4) | (5) | (6) | | (8) | (9) |
| 1 | Fire | - | -] | | - | - | - | |
| | Marine | | | ! | | | | |
| 2. | Marine Cargo | - |] - | - | - | • | _ 1 | |
| 3 | Marine Hulf | - | - ' | - I | - | | | |
| l j | Miscellaneous | | | |] | , | _ | _ |
| 4. | Motor | 1 | | - | - [| | _ | _ |
| 5. | Engineering | - | | | | - | _ | |
| 6 | Aviation | | - | ļ - ' | - | - | _ ! | |
| 7. | Liability | - | - | - | · • | | . | |
| 8. | Rural Insurance | - | - | | - | - | _ | _ |
| 9 | Others | - | | | 17,387.52 | 7,068.80 | 5,216.26 | 7,068.8 |
| 10. | Health Insurance | 37,265.74 | 35,344.02 | 18,474.87 | 17,307.32 | 7,000.00 | \$ ₁ £ 10. £ 0 | |
| | | 37,265.74 | 35,344.02 | 18,474.87 | 17,387.52 | 7,068.80 | 5,216.26 | 7,068.8 |
| 11. | TOTAL | 137,203.14 | 1 00,010.02 | 1, | · · · · · · · · · · · · · · · · · · · | | - | |

TABLE II - AVAILABLE SOLVENCY MARGIN AND SOLVENCY RATIO

(Rs. Lakhs)

| 14 T | Description | Notes No. | Amount |
|------|---|-------------|-----------|
| Item | (2) | (3) | (4) |
| (1) | | | 24121.92 |
| 1 1 | Available Assets in Policyholders' Funds: | <u> </u> | |
| | Deduct: | | 24121.92 |
| 2 | Liabilities | | Z-7121.52 |
| 3. | Other Liabilities | i | 0.00 |
| 4. | Excess in Policyholders' funds (1-2-3) | | |
| 5. | Available Assets in Shareholders Funds | | 24516.80 |
| | Deduct: | | 9682.08 |
| 6. | Other Liabilities | | 14834.77 |
| 7. | Excess in Shareholders' funds (5 -6) | 1 1 | - |
| 8 | Total ASM (4+7) | | 14834.72 |
| 9. | Total RSM | | 7068.80 |
| 10. | Solvency Ratio (Total ASM / Total RSM) | | 2.10 |

Certification

We certify that the above statements have been prepared in accordance with the Section 64VA of the Insurance Act, 1938, and the amounts mentioned therein are true to the best of our knowledge.

Appointed Actuary (Biresh Giri, Flan (Biresh Glri, FIAI)

Membership No 00061

Address: G480 Sushant lok 2, sector 57, Gurgaon

Place: Nov Delhi Date: 21 Apr. 2015

Principal Officer . Somesh Chandra

Address: No. J-1103, BPTP, Freedom Park Life, Sector - 57, Near Arte. 13. Hospital, Gurgaon, Haryana- 122001

Commence of the Commence of th

REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010 Balance Sheet Abstract and Company's General Business Profile

| 1 | Registration Details: Registration No. U 6 6 0 0 0 D L 2 0 0 8 P L C 1 8 2 9 1 8 |
|----|---|
| | State Code 5 5 |
| | Balance Sheet Date 3 1 0 3 2 0 1 5 Date Month Year |
| ſl | Capital Raised During the Year (Amount in Rs. Thousand) Public Issue Nil Bonus Issue Nil 1215000 |
| Ш | Position of Mobilisation and Deployment of Funds (Amount in Rs. Thousand) Total Liabilities Total Assets 7905931 Sources of Fund Page 1905931 |
| | Paid-up Capital Reserve and Surplus 7905000 |
| | Share Application Money Fair Value Change Account 931 |
| | Secured Loans Unsecured Loans Deferred Tax Liability |
| | Application of Funds Net Fixed Assets 321266 Net Current assets (2923868) Accumulated Losses 6208218 |
| ľ | Performance of Company (Amount in Rs. Thousand) Turnover (Total Income) Turnover (Total Income) Total Expenditure 4424778 Profit/Loss before tax Profit/Loss after tax 933132 |
| | Earning per share in Rs. + Basic and Diluted 1.28 Dividend Rate (%) NIL |
| , | V Name of three Principal Products/Service of Company |
| | Product Description N |

MAX BUPA HEALTH INSURANCE COMPANY LIMITED REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDA: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

SCHEDULE 16

SIGNIFICANT ACCOUNTING POLICIES AND NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 31⁵¹ March, 2015

A. BACKGROUND

Max Bupa Health Insurance Company Limited ("The Company") was incorporated on September 05, 2008 and received the Certificate of Commencement of Business on 23rd Dec 2008.

The Company is a joint venture between Max India Limited and Bupa Singapore Holding Pte, Singapore

The Company obtained regulatory approval to undertake Health Insurance business on 15th Feb 2010 from Insurance Regulatory and Development Authority (IRDA) under section 3(2A) of the Insurance Act, 1938. The Company had started selling Policies in March 2010.

The Company is in the business of Health Insurance. During the year, company has raunched Health Assurance product.

B. SIGNIFICANT ACCOUNTING POLICIES

(a) Basis of Preparation of Financial Statements

The financial statements have been prepared under the historical cost convention and on the accrual basis of accounting in accordance with the generally accepted accounting principles in India and confirm to the statutory requirements prescribed under the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002, the Insurance Act, 1938, the Companies Act, 2013 to the extent applicable and in the manner so required, the applicable Accounting Standards issued by the Institute of Chartered Accountants of India except otherwise stated and current practices prevailing within the Insurance Industry in India.

(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 as on the balance sheet date.

The estimates and assumptions used in these financial statements are based on management's evaluation of the relevant facts and circumstances as on the date of the financial statements. Actual results may differ from the estimates and assumptions used in preparing the accompanying financial statements. Any revision to the accounting estimates is recognized in the period in which the changes are known/ materialized and subsequent period.

MAX BUPA HEALTH INSURANCE COMPANY LIMITED REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDA: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

(c) Revenue Recognition

(i) Premium Income

Premium income and cessation thereof are recognized over the contract period or period of risk whichever is appropriate, on a gross basis (net of service tax). Any subsequent revision of premium or cancellation of the policies is accounted for in the year in which they arise.

(ii) Commission on Reinsurance Premium

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

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

(iii) Interest / Dividend Income

Interest income is recognized on accrual basis. Accretion of discount and amortization of Premium relating to debt securities is recognized as per constant yield method.

Dividend is recognized when the right to receive the dividend is established.

(iv) Premium/discount on purchase of investments

Accretion of discount and amortization of premium relating to debt securities is recognized as per constant yield method over the period of maturity/holding.

(v) 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 investment include accumulated changes in the fair value previously recognized in 'Fair Value Change Account' in respect of a particular security

(d) Premium Deficiency

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

(e) Reserve for unexpired risk

Reserve for unexpired risk represents net premium (i.e Premium, net of reinsurance ceded) which is attributable to, and set aside for subsequent risks to be borne by the company under contractual obligations on contract period basis or risk period basis, whichever is appropriate subject to minimum reserve to be created on Miscellaneous — "Health" business under Section 64V (1) (ii) (b) of the Insurance Act, 1938



REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDA: FEBRUARY 15, 2010

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

(f) Acquisition Cost of Insurance Contracts

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

(g) Advance Premium

Advance premium represents premium received in respect of those policies issued during the year where the risk commences subsequent to the balance sheet date

(h) Claims Incurred

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

Estimated liability in respect of claims is provided for the intimations received up to the year end, information/estimates provided by the insured/ surveyors and judgment based on the past experience and other applicable laws and practices

(i) 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 year but have not been reported or claimed. The IBNR provision also includes provision, if any, required for claims incurred but not enough reported and claim equalization reserve for benefits which accrue after a deferment period. IBNR and IBNER liabilities are provided based on actuarial principles and certified by the Appointed Actuary of the Company. The methodology and assumptions on the basis of which the liability has been determined has also been certified by the Appointed Actuary to be appropriate, in accordance with guidelines and norms issued by the Institute of Actuaries of India and in concurrence with the IRDA.

(j) Reinsurance ceded

Reinsurance cost, in respect of proportional reinsurance ceded, is accrued at policy inception. Non-proportional reinsurance cost is recognized when incurred and due. Any subsequent revision to, refunds or cancellations of premium are recognized in the year in which they occur.

(k) Allocation of Investment Income

Investment income on investments backing the policyholders' liability has been allocated to Revenue Account and balance to Profit & Loss Account.

(i) Investments

Investments are made in accordance with the Insurance Act, 1938 and Insurance Regulatory & Development Authority (Investment) Regulations, 2000.

Investments are recorded at cost including acquisition charges (such as brokerage, transfer charges, stamps etc) if any and exclude interest accrued up to the date of purchase.

MAX BUPA HEALTH INSURANCE COMPANY LIMITED REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDA: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

Debt securities, including Government securities are considered as held to maturity and are accordingly stated at historical cost adjusted for amortization of premium and/or accretion of discount over the maturity period of securities on constant yield 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 of the last quoted closing price of the stock exchanges where the securities are listed is taken. Unrealized gain/losses due to change in fair value of listed securities is credited/debited to 'Fair Value Change Account'.

Unlisted Securities are stated at cost.

The realized gain or loss on the listed and actively traded securities and mutual funds is the difference between the sale consideration and the carrying cost as on the date of sale, determined on a first in first out basis and includes the accumulated changes in the fair value previously taken to the fair value change account, in respect of the particular security; such loss or gain is transferred to revenue on the trade date.

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'.

(m) 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.

Unrealized loss on listed and actively traded investments held for long term are not considered to be of a permanent nature and hence not considered as impaired. However the company, at each balance sheet date, assesses investments for any impairment and necessary provisions are made for the same where required.

(n) Long/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 are classified as Short Term Investments. Other Investments are classified as Long Term Investments.

(o) Fixed Assets and Depreciation

Fixed Assets are carried at cost less accumulated depreciation and impairment loss. The cost of fixed assets include the purchase price, interest on borrowings and other incidental expenses directly attributable to acquisition of fixed assets up to the date of commissioning/ready to use of the assets.

Depreciation on assets is charged on the Straight-Line Method on a pro-rata basis at the rate and in the manner prescribed under Schedule II to the Companies Act, 2013 However, if the management's estimate of the useful life of an asset is shorter than that envisaged in the aforesaid schedule, depreciation is provided at a higher rate based on the management's estimate of useful life/remaining life

MAX BUPA HEALTH INSURANCE COMPANY LIMITED REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDA: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

The key fixed asset blocks and related annual depreciation rates, which in management's opinion reflect the estimated useful economic life of the fixed assets, are:

| Description | Life(Years) | Depreciation Rates |
|---|----------------------------|--|
| Furniture & Fixtures Office Equipment IT Equipments - Others IT Equipments - End User Devices Intangibles (including software) Vehicles Lease-hold Improvements | 5 5 4 3 4 5 | 20% 20% 25% 33.33% 25% 20% 10 years or on primary perior lease, whichever is shorter |

The Company provides pro-rata depreciation from/to the date the asset is acquired or put to use/disposed off as appropriate.

(p) Impairment of Assets

Management periodically assesses, using external and internal sources, whether there is an indication that an asset may be impaired. Impairment occurs where the carrying value exceeds the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. The impairment loss to be expensed is determined as the excess of the carrying amount over the higher of the asset's net sales price or present value, as determined above.

(q) Taxation

Tax expense comprises of current and deferred tax. Current income tax are 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 unrecognized deferred tax assets. It recognizes unrecognized deferred tax assets to the extent that it has become reasonably certain or virtually certain as the case may be that sufficient future tax assets can be realized.

(r) Employee Benefits

Employees' benefits have been recognized in accordance with the relevant provisions of the Accounting Standard 15 (revised 2005)

MAX BUPA HEALTH INSURANCE COMPANY LIMITED REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDA: FEBRUARY 15. 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

(a) Defined Contribution Plan

- a. Certain employees of the Company are participants of a defined superannuation plan. The Company makes contributions under the superannuation plan to "Max Bupa Health Insurance Limited Employees Superannuation Trust" based on a specified percentage of each covered employee's salary.
- b. The Company makes monthly contributions to the "Max India Limited Employees Provident Fund Trust" which is based on a specified percentage of the covered employees' salary. The fund is administered through trustees and the Company's contribution thereto is charged to Revenue Account.

(b) Defined Benefit Plans

- a. The liability in respect of Gratuity is provided for on the basis of an actuarial valuation carried out at the yearend using the Projected Unit Credit Method Actuarial gain and loss are recognized in full in the Profit and Loss Account for the year in which they occur. The Company has a recognized Trust for Gratuity benefits, "Max Bupa Health Insurance Ltd Employees' Group Gratuity Fund" to administer the Gratuity funds. The Trust has taken master policy with the Max Life Insurance Company Limited" to cover its liabilities towards employees' Gratuity. The Gratuity obligation recognized in the Balance Sheet represents the present value of the defined benefit obligation as adjusted for unrecognized past service cost and as reduced by the fair value of the gratuity fund.
- b. The liability in respect of long term accumulating leave encashment is provided for on the basis of actuarial valuation carried out at the yearend for long term compensated absences using Projected Unit Credit Method. Actuarial gains and losses are recognized in full in the Revenue Account or/and Profit and Loss Account, as applicable for the year in which they occur. Short term compensated absences are provided for based on estimates. Non-accumulated compensated absences are accounted for as and when availed / encashed
- Deferred compensation, which is a long term employee benefit is provided for based on the independent actuarial valuation carried out as at the Balance Sheet date and charged to Revenue Account or/and Profit and Loss Account, as applicable based on services rendered by employees.

(s) Provisions and Contingent Liabilities

A provision is recognized when the Company has 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. Provisions are not discounted to present value and are determined based on best estimate required to settle the obligation at the Balance Sheet date. These are reviewed at each Balance Sheet date and adjusted to reflect the current best estimates. Contingent assets and liabilities are not recognized.

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.

MAX BUPA HEALTH INSURANCE COMPANY LIMITED REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDA: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

(t) 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.

(u) Leases

Lease of assets under which all the risks and benefits of ownership are effectively retained by the lesser is classified as Operating Leases. Operating Lease rentals including escalation are recognized in the Revenue account and Profit & loss account, as the case may be, on a straight line basis over the period of the lease.

(v) Foreign Currency Transactions

Transactions in foreign currencies are recorded at exchange rates prevailing on the date of transaction. Monetary assets and liabilities in foreign currency as at the Balance Sheet date are translated at rates prevailing at the year end. Net gains or losses on account of exchange differences either on settlement or on translation of transactions, are recognized in the Revenue account or/and Profit and Loss Account, as applicable.

(w) Operating Expenses

Operating expenses are the costs associated with main operating activities and include employee benefits, travel, training, rent, repair, printing, communication, legal and professional fee, audit fee, advertisement, interest and bank charges, miscellaneous expenses and depreciation. The expenses which pertain to the current financial year are debited to Profit & Loss Account and any expenses paid for the period beyond current financial year is debited to Prepaid Expenses and disclosed as 'Prepayment' in Balance Sheet. Any fee paid to third party administrators (TPA) is provided in the books of accounts at an agreed proportion of premium and endorsements. Professional charges paid to the service providers towards enrollment of lives on Rashtriya Swasthya Bima Yojna (RSBY) business is accrued evenly over the contract period.

(x) Allocation of Operating Expenses

Operating expenses relating to insurance business are allocated to specific classes of business on the following basis:

- Expenses that are directly identifiable to a business class are allocated on actuals
- Other expenses, that are not directly identifiable, are allocated on the basis of Gross Written Premium (GWP) in each business class.

(y) Service Tax

Service Tax collected is considered as a liability against which service tax paid for eligible inputs services, to the extent claimable, is adjusted and the net liability is remitted to the appropriate authority as stipulated. Unutilized credits, if any, are carried forward under

(K) (M)

MAX BUPA HEALTH INSURANCE COMPANY LIMITED REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDA: FEBRUARY 15, 2010 SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

"Advance and other assets" in Schedule 12 for adjustment in subsequent periods. Service tax paid for eligible input services not recoverable by way of credits are recognized in the revenue account as expense forming as separate line item in Schedule 4.



C. NOTES FORMING PART OF ACCOUNTS

1. Contingent Liabilities

| · · · · · · · · · · · · · · · · · · · | | (Rs. '000) |
|--|------------------|------------------|
| Particulars | As at 31.03.2015 | As at 31.03.2014 |
| Partly Paid up Investments | <u> </u> | <u> </u> |
| Claims, other than against Policies, not acknowledged as Debts by | 1140 | - |
| the Insurer | <u> </u> | |
| Underwriting Commitments Outstanding | | |
| Guarantees given by or on behalf of the Insurer | 500 | 1900; |
| Statutory Demands / Liabilities in Dispute, Not provided for | | |
| Reinsurance Obligations to the Extent Not provided for in Accounts | | |
| Others | <u> </u> | 1072 |

2. Actuarial Assumptions

The Company's Appointed Actuary has determined valuation assumptions in respect of 'Reserve for Unexpired Risk' and 'Claims Incurred But Not Reported' (IBNR) that conform with Regulations issued by the IRDAI and professional guidance notes issued by the Institute of Actuaries of India.

3. Encumbrances

The assets of the Company are free from all encumbrances (Refer Note *** on Schedule 12). The Company has all assets within India.

4. Estimated Amount of Commitments made and Outstanding for:

| Estimated Amount of Communents made and Odistandi | ing ior. | (Rs. '000) |
|---|------------------|------------------|
| Particulars | As at 31.03,2015 | As at 31.03.2014 |
| Loans | | |
| Investments | | <u> </u> |
| Fixed Assets (Net of advances) | 21265 | 18497 |

5. Claims, less Reinsurance paid to Claimants:

(Rs. '000)

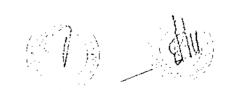
| | In Inc | dia | Outside India | | |
|-------------------|------------------|------------------|------------------|------------------|--|
| Class of Business | As at 31.03.2015 | As at 31.03.2014 | As at 31.03.2015 | As at 31,03,2014 | |
| Health | 1689506 | 1287271 | <u> </u> | | |
| Personal Accident | 6697 | 380 | - | <u> </u> | |

6. Age-wise Breakup of Claims Outstanding*:

(Rs. '000)

| | Outstanding f | | Outstanding for six months or less | | |
|-------------------|------------------|------------------|---------------------------------------|------------------|--|
| Class of Business | As at 31.03.2015 | As at 31.03.2014 | As at 31.03.2015 | As at 31.03.2014 | |
| Health | - | - | 61498 | 40492 | |
| Personal Accident | | | 482 - | | |

*Excluding IBNR provisions, amounts payable to service providers and third party administrator.



REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

7. Claims Settled and Remaining Unpaid for a period of more than six months:

| | - | | (Rs. '000) |
|--------------------|---------------------------------------|------------------|------------|
| Class of Business | | As at | Aş at |
| Class of Dusiliess | | 31.03.2015 | 31.03.2014 |
| Health | | - | _ |
| | · · · · · · · · · · · · · · · · · · · | | |
| Personal Accident | | | |

8. Number of Claims intimated, disposed of and pending:

| Particulars | As at 31. | 03.2015 | As at 31.03.2014 | | |
|---------------------------------|-----------|----------------------|------------------|----------------------|--|
| | Health | Personal Accident | Health | Personal Accident | |
| Claims pending at the beginning | 3560 | | 1761 | | |
| Claims intimated | 62366 | 59 | 49745 | | |
| Claims paid | 50705 | 26 | 39390 | | |
| Claims rejected | 12295 | 30 | 8556 | | |
| Claims pending at the closing | 2926 | 3 | 3560 | | |

| lgeing of Pending Claims Particulars | As at 31. | 03.2015 | As at 31.03.2014 | | |
|--------------------------------------|-----------|----------------------|------------------|----------------------|--|
| Tallia and | Health | Personal Accident | Health | Personal Accident | |
| 1 month | 2735 | 2 | 2231 | | |
| 1-3 months | 189 | 1 | 1246 | | |
| 3-6 Months | | | 83 | | |
| 6 months - 1 year | | - | - | | |
| >1 year | - | | | | |
| Total | 2926 | 3 | 3560 | | |

9. (a) Premium less Reinsurance Written During the Year:

(Rs. '000)

| Class of Business | In In | ndia | Outside India | | |
|-------------------|--------------------------|--------------------------|-----------------------|-----------------------|--|
| Olada of Business | Year ended 31.03.2015 | Year ended 31.03.2014 | Year ended 31.03.2015 | Year ended 31.03.2014 | |
| Health | 3530241 | 2951759 | <u>-</u> | _ | |
| Personal Accident | 4161 | 10324 | <u> </u> | <u> </u> | |

⁽b) No premium income is recognized on "Varying Risk Pattern" basis.

10. Extent of Risk Retained and Reinsured:

| Class of Business | Risk R | etained | Risk Roinsured | | |
|-------------------|-----------------------|--------------------------|-----------------------|--------------------------|--|
| Olass of Business | Year ended 31.03.2015 | Year ended 31.03.2014 | Year ended 31.03.2015 | Year ended 31.03.2014 | |
| Health | 95% | 96% | 5% | 4% | |
| Personal Accident | 69% | 78% | 31% | 22% | |

11. Value of Contracts in relation to Investments:

/De 10001

| Particulars | As at 31.03.2015 | As at 31.03.2014 |
|---------------------------------------|------------------|------------------|
| Purchase where deliveries are pending | <u> </u> | |
| Sales where payments are overdue | * | <u>-</u> |



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12. Age-wise Analysis of the Unclaimed Amount of the Policyholders (Pursuant to IRDAI Circular No. IRDAI/F&I/CIR/CMP/174/11/2010 dated November 04, 2010)

| _ ·_· _ · _ · _ · _ · _ · _ · _ · _ · _ | Total Age-wise Analysis (in months) | | | | (Rs. ' | · <u></u> | | |
|--|-------------------------------------|-------------------|--------------------------|-----------------|-----------------|------------------|-----------------|--------|
| Particulars | Total Amount | 1-6 | 7-12 | 13-18 | 19-24 | 25-30 | 31-36 | >36 |
| Ciaims settled but not paid to the policyholders / insured due to any reasons except under litigation from the insured / policyholders | (-) | (-) | (·) | (-) | (-) | (-) | (-) | (-) |
| Sum due to the insured / policyholders on maturity or otherwise | (•) | (-) | (-) į | (-) | (-) | - (-) | (-) | (· |
| xcess collection of the premium / tax or any other charges which is refundable to the policyholders either as terms of conditions of the policy or as per law or as may be directed by the Authority | 2475 | 2475 (-) | (-) | (-) | (-) | (-) · | (-) | (|
| but not refunded so far Cheques issued but not encashed by the policyholder/ insured | 19546 (39682) | 4514#* (28799) | 378 4 ^ (3338) | 2414* (2927) | 2211* (1423) | 2391* | 1299* (1797) | |

Figures in brackets are for previous year.

13. Reserve for Unexpired Risk (URR)

The Company has created the Reserve for Unexpired Risk (URR) as at the end of the Accounting period based on the 1/365 method in the health segment as per IRDAl Circular No. IRDAl/F&I/CIR/015/02/2011 dated February 02, 2011. Further URR on the basis of 1/365 method is higher than the URR based on Section 64V(1)(ii)(b) of the Act.

14. Premium Deficiency Reserve

The Appointed Actuary has reviewed the expected claims ratio including claims related expenses for all business segments. The expected claims ratios for all the segments are well within 100%, thus, no premium deficiency reserve has been created for any segment.

- 15. All the investments are made in accordance with Insurance Act, 1938 and IRDAI (Investment) Regulations, 2000 and are performing assets.
- 16. The Company does not have any investment in Real Estate as at March 31, 2015 or March 31, 2014.
- 17. The historical cost of investments in mutual funds which have been valued on fair value basis is Rs. 174952 thousand (Previous year Rs. 123379 thousand)
- 18. Investments made pursuant to Section 7 of Insurance Act 1938, are as follows:

| Investments made pursuant to Section 7 of modifiance 7 of the | | (Rs. '000) |
|---|------------------|------------------|
| Particulars | As at 31.03.2015 | As at 31.03.2014 |
| 6.25% GOI CG 02-01-2018 (Refer Schedule - 8) | 47434 | |
| 6.25% GOT CG 02-01-2010 (Refer Schedule - 8) | 50871 | |
| 8.07% GOI CG 03-07-2017 (Refer Schedule - 8) | + | 48332 |
| 364 day Treasury Bill (7 August 2015) (Refer Schedule - 8) | +i | 48501 |
| 364 day Treasury Bill (24 July 2015) (Refer Schedule - 8) | | <u>10001</u> |
| trans value of Re 100000 thousand | | |

*Face value of Rs. 100000 thousand

^{*} These are stale cheques disclosed in 'Unclaimed amount of policyholders'/insured' line in Schedule-13

[#] Cheques issued which are within the validity period but not yet presented for payment by the policyholders/insured

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These investments are held in the Constituent Subsidiary General Ledger account with The Hongkong and Shanghai Banking Corporation Limited.

19. Chief Executive Officer's Remuneration

Mr. Manasije Mishra was appointed as Chief Executive Officer of the Company with effect from August 1, 2012. During FY 2014-15, the Company got approval from IRDAI vide letter Ref: FNA/GLT/LR/001/2014-15/34 dated July 15, 2014 for revision in the remuneration to Mr. Manasije Mishra. The revision in remuneration was effective from August 1, 2013. As per the revised remuneration, Mr. Mishra was eligible for an annual fixed pay of Rs. 16500 thousand plus performance bonus and long-term incentive (LTIP) as per Company Scheme within the overall limits as per Form C of IRDAI approval. The overall payment to Mr. Mishra during the year was within IRDAI approval and has been accounted for in the books of accounts in FY 2014-15.

The Company vide its letter dated January 21, 2015 informed IRDAI that Mr. Manasije Mishra, has resigned from the services and the Directorship of the Company vide his resignation letter dated January 6, 2015. Mr. Mishra's resignation as a Whole Time Director from the Board was accepted by the Board of directors of the Company on January 9, 2015 with immediate effect and the Board acceded to Mr. Mishra's request to be relieved from the services of the Company on March 31, 2015. Accordingly, Mr. Mishra received his salary and other emoluments due to him till his last working day, March 31, 2015, in accordance with IRDAI approval given vide letter dated July 15, 2014.

As per the approval of IRDAI given vide letter Ref: FNA/GLT/LR/001/2014-15/34 dated July 15, 2014 for revision in the remuneration to Mr. Manasije Mishra, a total compensation of Rs.39296 thousand was paid to Mr. Mishra during FY 2014-15. Out of the above payments, in accordance with the terms of IRDAI approval, Rs. 15000 thousand has been debited to policyholders account and forms part of "Operating expenses related to insurance business" as per Schedule 4 in Form B-RA and the balance amount of Rs. 24296 thousand has been debited to Shareholders' account and forms part of "Expenses other than those related to insurance business" in Form B-PI

20. Details of Managerial Remuneration as per terms of appointment are as under:

| - · · · · · · · · · · · · · · · · · · · | | (Rs. '000) |
|---|------------|------------|
| Particulars | Year ended | Year ended |
| 1 | 31.03.2015 | 31.03.2014 |
| Salaries & Allowances | 38613 | 14188 |
| Contribution to Provident and other funds | 611 | 515_ |
| Perquisites | 72 | 86 |
| Total | 39296 | 14789 |

The aforesaid remuneration includes the following:

- a) During the year the Company has received an approval from IRDAI for revision in remuneration to Mr. Mishra vide letter Ref: FNA/GLT/LR/001/2014-15/34 dated July 15, 2014. The revision was effective from August 1, 2013 and was basis the Company's application which was duly approved by the Board and Shareholders. As per the above approval, arrears amounting to Rs. 1058 thousand for the period from August 1, 2013 to March 31, 2014 were paid to Mr. Mishra in July 2014 and accounted for in FY 2014-15.
- b) Mr. Manasije Mishra was paid bonus of Rs. 5425 thousand for FY 2013-14 and Rs. 5501 thousand for FY 2014-15. These bonus payments have been accounted for in FY 2014-15.
- c) Mr. Mishra was granted LTIP as per LTIP Schemes of 2013 and 2014 of the Company. An amount of Rs. 2115 thousand was vested during the year as per the terms of respective schemes and was paid during FY 2014-15 as per the Board approval.
- d) As part of Company's employee benefits policy, Mr. Manasije Mishra was entitled to hospitalization insurance, personal accident insurance and term life insurance. He was also entitled to club membership for business use during the tenure of his employment with the Company.

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e) The Board, subject to IRDAI approval, has approved a payment of settlement amount of Rs 8907 thousand (comprising of six months fixed pay amounting to Rs 7954 thousand and ex-gratia Rs 952 thousand) to Mr. Mishra. The Company has made an application to IRDAI seeking approval for payment of the aforesaid settlement amount. Pending approval from IRDAI, provision has been made in the books of accounts of the company for this settlement amount and the same would be paid by the company, as and when such approval is received from IRDAI.

21. Former Chief Executive Officer's Remuneration

Dr. Damien Marmion, was the CEO of the Company from January 1, 2009 to August 2rd, 2012. In March 2014, the Company had filed an application with IRDAI for approval of revision in the remuneration of Dr. Damien Marmion, relating to his entitlement for the payment of bonus of Rs. 9111 thousand for the period January 1, 2012 to July 31, 2012 and long term incentive of Rs. 16881 thousand pertaining to his tenure with the Company. As the aforesaid approval is still awaited from IRDAI, these amounts are appearing as liability in Schedule 13 and would be paid by the Company as and when such approval is received from IRDAI.

22. Change in Accounting Policy on Depreciation

In compliance with the requirements of Schedule II of the Companies Act, 2013, the Company has independently assessed the useful life of various fixed assets and accordingly changed its accounting policy on depreciation of fixed assets. Consequently, additional depreciation amounting to Rs 6039 thousand has been added to the opening balance of profit and loss A/c as of April 1, 2014.

23. Expenditure in Foreign Currency (On accrual basis)

| Doubleston | Year ended | 3.7 |
|-----------------------------------|------------|-----------------------|
| Particulars | 31.03.2015 | Year ended 31,03,2014 |
| Travelling | 4040 | 1628 |
| Software License Fees | 14896 | 12604 |
| Professional fees | 3764 | <u>4813</u> |
| Membership & Subscription | 581 | |
| Training | | 1644 |
| Reinsurance Premium net of Claims | | 5652 |
| Others | <u>-</u> | 34 |
| Total | 23281 | 26374 |

24. Operating Lease Commitments

The Company has taken on lease office premises under various agreements with various expiration dates extending upto 9 years. Lease payments made under operating lease agreements have been fully recognized in the books of accounts. The lease rental charged under operating leases during the current year and maximum obligation on such leases at the balance sheet date are as follows:

| · · | | (Rs. '000s) |
|--|------------------|------------------|
| Particulars | As at 31.03.2015 | As at 31.03.2014 |
| Payable not later than one year | 85652 | 87690 |
| Payable later than one year but | 320508 | 328361 |
| not later than five years Payable later than five years | 159423 | 188903 |
| Total | 565583 | 604954 |

Aggregate lease rentals charged to Revenue Accounts is Rs. 94144 thousand (Previous year Rs. 97942 thousand) and there are no sub leases.

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25. Foreign Currency Exposures

Foreign currency exposures which are not hedged as at the Balance Sheet date are:

('000s)

| Particulars | As at | As at |
|-------------------------|------------|------------|
| | 31.03.2015 | 31.03.2014 |
| Payable in Indian Rupee | | |
| Payable in GBP | | <u>'</u> |

26. Related Parties & Transactions:

| SN | Description of Relationship | Name of Party | | |
|--------|---|---|--|--|
| (a) | Holding Company | Max India Limited | | |
| (a) | Fellow Subsidiaries | Max Life Insurance Company Limited | | |
| ı | | Max Healthcare Institute Limited | | |
| | 1 | Max Medical Services Limited | | |
| | | Alps Hospital Limited | | |
| | | Neeman Medical International BV, Netherlands | | |
| | | Neeman Medical International NV, Netherlands | | |
| - | | Max Neeman Medical International, Inc. USA | | |
| | | Max Neeman Medical International Limited | | |
| | | Pharmax Corporation Limited | | |
| İ | | Max Ateey Limited | | |
| | | Max UK Ltd, UK | | |
| | | Max Healthstaff International Limited | | |
| i i | | Hometrail Estate Private Limited | | |
| | | Hometrail Buildtech Private Limited | | |
| ļ | 1 | Max Speciality Films Ltd. | | |
| | | Max One Distribution and Services Ltd. | | |
| | | Antara Senior Living Limited | | |
| | | Antara Gerior Living Pvt Ltd. | | |
| | | Antara Gurgaon Senior Living Limited | | |
| | <u> </u> | New Delhi House Services Limited (w.e.f April 1, 2014) | | |
| (c) | Shareholders with significant influence | Bupa Singapore Holdings Pte Ltd, | | |
| | | Bupa Finance Ptc., UK Bupa Asia Ltd. (w.e.f April 1, 2014) | | |
| (d) | Directors | Mohit Talwar | | |
| (-, | | Anthony Maxwell Coleman | | |
| | | K Narsimha Murthy | | |
| (7) | Key Management Bergernal | Pradeep Pant Mr. Manasije Mishra (Chief Executive Officer) | | |
| (e) | Key Management Personnel | R Mahesh Kumar (Company Secretary) | | |
| 1 | | Vishal Garg (Chief Financial Officer w.e.f Dec 4, 2014) | | |
| | | Neeraj Basur (Chief Financial Officer till Jun 20, 2014) | | |





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Summary of significant related party transactions

(As per AS-18 issued by ICAI)

| | AS-18 issued by ICAI) | | | · | (Rs. '0 | 00s) |
|----------------|------------------------------|---|--|------------------------|--------------------------------|------------------|
| SN | Particulars | Holding Company | Shareholders With Significant Influence | Fellow Subsidiaries | Key Management Personnel | Directors |
| 1 | Fixed assets | · _ · _ · | - | | | |
| | transferred/sold | (-) | (-) | (-) | (-) | <u> </u> |
| 2 | Fixed Assets Purchased | - | <u>-</u> | <u>.</u> | <u></u> | |
| ! | | (-) | (-) | <u>(-)</u> | (-) | () |
| 3 | Investments Purchased | <u> </u> | <u> </u> | - | | <u>-</u> |
| | | (-) | (-) | (-) | (-) | (-) |
| 4 | Income and Reimbursements | | _ | | | |
| | - Premium Received | 3602 | • | 5 | - | 60 |
| | | <u>(</u> 7350) | <u> </u> | (7878 <u>)</u> | (-) | (58) |
| | - Reimbursement of | | 4562 | | | |
| | Expenses received | (-) | (-) | (-) | (-) | (<u>-) _</u> _ |
| 5 [| Expenses | | | | | |
| | -Service received | - | 14896 | 7061 | - | |
| | | (-) | (12604) | (8784) | (-) | (-) |
| | - Other Expenses | 1635 | - | 364 | [| 1614 |
| İ | reimbursed | (2235) | (1218) | (668) | (-) | (367) |
| i | - Remuneration | - | - | - | 37098 | - |
| | | (-) | (-) | (-) | (35067) | (-) |
| | | • | • | 41878 | | - |
| | Claims | (-) | (-) | (43393) | (-) | |
| ₆ - | Eguity Contribution | 899100 | 315900 | - | | |
| | | (1221000) | (358800) | (-) | (-) | (-) |
| 7 | Share Application | | <u> </u> | Ţ <u>-</u> ' | - | - |
| | Money | (-) | (-) | (-) | (-) | (-) |
| 8 | Amount Outstanding | ··· · · · · · · · · · · · · · · · · · | 1 ' | | T | |
| | Other Receivable | 26 | | 93 | - | - |
| - 1 | | (196) | (420) | (649) | (-) | (-) |
| | Other Payable | 330 | <u> </u> | 4900 | <u>-</u> | - |
| - 1 | • | (209) | (-) | (4933) | (-) | (-) |

Figures in brackets are for previous year

27. Segment Information

a) Business Segments

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. 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.



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| | | (Rs. '000s) |
|--|------------------|------------------|
| i | As at 31.03.2015 | As at 31.03.2014 |
| Premium Received in Advance - Health | 28207 | 15799 |
| Premium Received in Advance - Personal Accident | • | - |
| Net Claims outstanding (incl IBNR) - Health | 371220 | 328963 |
| Net Claims outstanding (incl IBNR) - Personal Accident | 945 | 652 |
| Reserve for Unexpired Risk - Health | 2039090 | 1651585 |
| Reserve for Unexpired Risk – Personal Accident | 937 | 6404 |

b) Geographical Segment

Since the Company's entire business is conducted within India, there is no reportable Geographical Segmentation for the year.

28. Employee Benefits

A. Defined Contribution Plans - Provident Fund

During the year the Company has recognized the following amounts in the Revenue/Profit and Loss Account:

| | | (Rs. '000s) |
|--|------------|-------------|
| Provident Fund | Year Ended | Year Ended |
| | 31.03.2015 | 31.03,2014 |
| Employers Contribution to Provident Fund* | 35968 | 33010 |
| "Included in Employees' remuneration and welfare benefits in Schedule 4 of the Revenue | Account. | |

B. Defined Benefit Plans - Gratuity

The gratuity liability arises on retirement, withdrawal, resignation or 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 Max Life Insurance Company Limited. Disclosure as per AS-15 (Revised) on 'Employee Benefits' is as under:

i. Assumptions Used:

| Particulars Particulars | As at | As at |
|------------------------------------|-----------------|------------|
| | 31.03.2015 | 31.03.2014 |
| Mortality | · Indian | LIC 94-96 |
| | Assured | Ultimate |
| | Lives | |
| | Mortality | |
| | (2006-08) Uit. | |
| Interest/Discount Rate (Per Annum) | 8.00% p.a. | 9.00% p.a. |
| Rate of increase in compensation | 7.00% p.a. | 7.00% p.a. |
| Withdrawal rate: | 40% for | 60% p.a. |
| | frontline staff | ŕ |
| | and 20% for | |
| | other staff | |



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ii. Changes in benefit obligations:

| ·· ··································· | | (Rs. '000) |
|---|------------|------------|
| Particulars | Year Ended | Year Ended |
| | 31.03.2015 | 31.03.2014 |
| Present value of obligations at the beginning of the year | 17647 | 9180 |
| Current Service Cost | 6457 | 6776 |
| Interest cost | 1554 | 712 |
| Benefits Paid | (3498) | - |
| Actuarial (gain)/loss on obligation | (1033) | 979 |
| Present value of obligations at end of year | 21127 | 17647 |

iii. Fair Value of Plan Assets:

| | | (Rs. '000) |
|--|--------------------------|--------------------------|
| Particulars | Year Ended 31.03.2015 | Year Ended 31,03,2014 |
| Fair Value of Plan Assets at beginning of year | 16633 | 8854 |
| Contributions | 665 | 6833 |
| Expected Return on Plan Assets | 1141 | 916 |
| Actuarial gain / (loss) on obligation | 2105 | 30 |
| Benefits Paid | (3498) | - |
| Fair Value of Plan Assets at end of year | 17046 | 16633 |

iv. Amounts recognized in Profit & Loss Account:

| | | (Rs. '000) |
|--|------------|------------|
| Particulars | Year Ended | Year Ended |
| | 31.03.2015 | 31.03.2014 |
| Current Service Cost | 6457 | 6776 |
| Interest Cost | 1554 | 712 |
| Expected Return on Plan Assets | (1141) | (916) |
| Actuarial (Gain)/loss on obligation | (3138) | 949 |
| Amount recognized in Profit & Loss Account | 3732 | 7521 |

v. Amounts recognized in Balance Sheet:

| Particulars | Year Ended 31.03.2015 | Year Ended 31.03.2014 |
|---|-----------------------|--------------------------|
| Present value of obligations at end of Year | 21127 | 17647 |
| Fair Value of Plan Assets at end of Year | 17046 | 16633 |
| Funded Status (Deficit)/Surplus | (4081) | (1014) |
| Net Asset/(Liability) recognized in the balance sheet | (4081) | (1014) |

vl. Balance Sheet Reconciliation:

| Particulars | Year Ended 31.03.2015 | Year Ended 31.03.2014 |
|--|--------------------------|--------------------------|
| Opening Net Liability/(Asset) | 1014 | 326 |
| Expenses recognized in Profit & Loss Account | 3732 | 7521 |
| Contribution Paid | 665 | 6833 |
| Closing Net Liability/(Asset) | 4081 | 1014 |

As the Gratuity Fund is managed by Max Life Insurance Company Limited, details of investments are not available with the Company.

C. Other Long Term Benefits:

The Company has recognized liability towards cost of accumulating compensated absences of Rs. 23623 thousand (Previous year Rs. 20237 thousand) and long term incentives of Rs. 54771

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thousand (Previous year Rs. 105017 thousand) on an accrual basis as per Accounting Standard-15 (Employee Benefits).

29. Income Tax Assessments

According to the financial statements of the Company, the carried forward loss amounts to Rs. 6208219 thousand. Subsequent to completion of assessments relating to the financial year 2009-10 and 2010-11 under section 143(3) of the Income Tax Act, 1961, expenses amounting to Rs. 613728 thousand have been disallowed by the Assessing Officer and the losses allowed to be carried forward by the Assessing Officer for the purpose of income tax assessment are lower to that extent. Accordingly, this may have effect on the taxability of future income of the company, depending on the outcome of the appeal. As on date, the matter is pending with CIT (Appeals). The management is confident that the outcome of these appeals would be in favor of Max Bupa.

30. Deferred Tax

The Company has carried out its tax computation in accordance with the mandatory Accounting Standard, AS-22 on 'Taxes on Income' issued by the Institute of Chartered Accountants of India. There has been a net deferred tax asset amounting to Rs. 1903753 thousand (Previous year Rs. 1578270 thousand) on account of accumulated losses. However as a principle of prudence, and as there is no virtual certainty supported by convincing evidence on the date of the Balance Sheet, that there will be sufficient taxable income available to realize such assets in near future, the Company has not provided for deferred tax assets in the financial statements for the year ended 31°t March 2015.

31. Earnings Per Share

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.

| ļ | Particulars | Units | Year ended 31.03.2015 | Year ended 31.03.2014 |
|----|--|---------------------------|--------------------------|--------------------------|
| a. | Net profit/(loss) after tax | Rs in '000s | (933132) | (1328713) |
| b. | Weighted average of number of equity shares used in computing basic earnings per share | No. of shares in '000s | 729782 | 579578 |
| С. | Basic/Diluted earnings per share (a/b) | Rs. | (1.28) | (2.29) |

32. In pursuant to circular 067 dated 28th March, 2008 issued by IRDAI, following operating expenses are separately disclosed:

| | | (Rs '000) |
|----------------------|------------|------------|
| Operating expenses | Year ended | Year ended |
| | 31.03.2015 | 31,03.2014 |
| Outsourcing Expenses | 124519 | 186414 |
| Marketing Support | 359461 | 316146 |
| Business Promotion | 264 | 304 |

33. Expenses of Management

As per the IRDAl's Order No.: IRDAl/F&A/ORD/EMT/203/12/2010 dated 08-Mar-2010, the Company has been exempted for necessary compliances required u/s 40C(1) of the Insurance Act, 1938 read with Rule 17E of the Insurance Rules, 1939 for the first five years of its operations (i.e. for the full financial year from 2010-11 to 2014-15)



34. Sector Wise Business

Disclosure of Sector wise business based on Gross Direct Written Premium (GWP) as per Insurance Regulatory and Development Authority (Obligations of Insurers to Rural or Social Sectors) Regulations 2002, as certified by the management, is as under:

| Business | Yea | r ended 31.0 | 3.2015 | Y | ear ended 31.03 | .2014 |
|----------|-----------------|-----------------|----------|-----------------|-----------------|----------|
| Sector | GWP Rs.'000s | No. of Lives | % of GWP | GWP Rs.'000s | No. of Lives | % of GWP |
| Rural | 146508* | 1073653 | 3.93% | 181150* | 1087357 | 5.87% |
| Social | 3133* | 197392 | 0.08% | 14631* | 197268 | 0.47% |
| Urban | 3579354 | 717690 | 96.05% | 2907399 | 698992 | 94.13% |

^{*} GWP of Rs. 2421 thousand (Previous year Rs. 14631 thousand) is under both Rural as well as Social sector

35. Disclosure of Fire and Marine Revenue accounts:

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

36. Micro Small and Medium Enterprises

There is no Micro, Small and Medium Enterprise to which the Company owes dues, which are outstanding for more than 45 days during the year ended March 31, 2015 and March 31, 2014. This information as required to be disclosed under Micro, Small and Medium Enterprises Development Act, 2006 has been determined to the extent such parties have been identified on the basis of information available with the Company.

37. Penal Actions Details by Various Government Authorities

IRDAI circular no 005/IRDAI/F&A/CIR/MAY-09 requires disclosure as per given format in respect of penal actions taken by various Government Authorities.

| | | | A ₁ | mount in R | s |
|----|---|------------------------------|--------------------|-----------------|--|
| SN | Authority | Non-Compliance/ Violation | Penalty Awarded | Penalty Paid | Penalty Waived/ Reduced |
| 1 | Insurance Regulatory and Development Authority | - | - | - | • |
| 2 | Service Tax Authorities | - | - | - | - |
| 3 | Income Tax Authorities | - | - | - | - |
| 4 | Any Other Tax Authorities | - | - | | • |
| 5 | Enforcement Directorate / Adjudicating Authority / Tribunal or any Authority under FEMA | - | • | - | - |
| 6 | Registrar of Companies/ NCLT/ CLB/ Department of Corporate Affairs or any Authority under Companies Act, 1956 | - | | - | - |
| 7 | Penalty awarded by any Court/ tribunal for any matter including claim settlement but excluding Compensation | - | | - | - |
| 8 | Securities and Exchange Board of India | • | • | - | |
| 9 | Competition Commission of India | - | - | | |
| 10 | Any other Central/State/local Government/ Statutory Authority | | - | - | - |



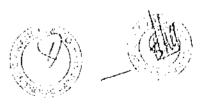
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38. Summary of Financial Statements prescribed by the IRDAI in its circular dated 29th April 2003 is provided as under:

| Gross Premium Written 3725574 3088549 2072184 991715 255349 | | | _ | | | | (Rs '000) |
|--|---------------|----------------------------------|-------------|------------|-----------------|------------|------------|
| Net Earned Premium Income 3152364 2378598 1283719 509163 81463 | SN | Particulars | 2014-15 | 2013-14 | 2012-13 | 2011-12 | |
| 3 Income from Investments (net) 179510 140690 97520 41807 11424 4 Other Income 3331874 2517288 1381239 550970 92887 5 Total Income 3331874 2517288 1381239 550970 92887 6 Commission (Net of Reinsurance) 321985 278760 128634 54969 13896 7 Brokerage | - | | | 3088549 | 2072184 | 991715 | 255349 |
| Other Income 3331874 2517288 1381239 550970 92887 | | | 3152364 | 2376598 | 1283719 | 509163 | 81463 |
| 5 Total Income 3331874 2517288 1381239 550970 92887 6 Commission (Net of Reinsurance) 321985 278760 128634 54989 13896 7 Brokerage 2326935 2276876 1770942 1492550 1266787 9 Claims, increase in Unexpired Risk Reserve & Other Outgoes 1733100 1409615 750352 288573 40607 10 Operating Profit/(Loss) (1050146) (1447763) (1268689) (1265122) (1228403) 11 Total Income under Shareholders Account 117014 119050 109065 96466 65929 Account 12 Profit/(Loss) before tax (933132) (1328713) (1159624) (1188656) (1162474) 13 Provision for Tax 15 Miscellaneous Not Not Not Not Not Not Applicable being Applicable being General Insurance General General Insurance Company Company Company Company Company Company Compan | | | 179510 | 140690 | 97520 | 41807 | 11424 |
| Commission (Net of Reinsurance) 321985 278760 128634 54969 13896 7 8 100 128634 54969 13896 7 8 100 128634 54969 13896 1 | | | - | | - | - | - |
| 8 | | | 3331874 | 2517288 | 1381239 | 550970 | 92887 |
| Social Company | · | | 321985 | 278760 | 128634 | 54969 | 13896 |
| Claims, increase in Unexpired Risk Reserve & Other Outgoes | | | | L | - | - | - |
| Risk Reserve & Other Outgoes 1,050146 | | | 2326935 | 2276676 | 1770942 | 1492550 | 1266787 |
| 10 Operating Profit/(Loss) (1050146) (1447763) (1268689) (1285122) (1228403) 11 Total Income under Shareholders Account 119050 109065 96466 65929 12 Profit /(Ioss) before tax (933132) (1328713) (1159624) (1188656) (1162474) 13 Provision for Tax | 9 | | 1733100 | 1409615 | 750352 | 288573 | 40607 |
| Total Income under Shareholders 117014 119050 109065 96466 65929 | | | | | | | |
| Account | | | (1050146) | (1447763) | (1268689) | (1285122) | (1228403) |
| 12 Profit /(loss) before tax (933132) (1328713) (1159624) (1188656) (1162474) 13 Provision for Tax | 11 | | 117014 | 119050 | 109065 | 96466 | 65929 |
| 13 | ļ | | | | | | |
| 14 | | | (933132) | (1328713) | (1159624) | (1188656) | (1162474) |
| 15 Miscellaneous 16 Policyholder's Account Not Applicable being General Insurance Insurance Insurance Company | | | | - | - | - | - |
| Not Not Applicable being bei | | | (933132) | (1328713) | (1159624) | (11.88656) | (1162474) |
| a) Total funds Applicable being General Insurance Company Company Company Company Company Company 17 Shareholder's Account: | | | | - | - | - | - |
| being being General Insurance Company Company Company Company 17 Shareholder's Account: Not Applicable being being being General Insurance Company Comp | 16 | | Not | Not | Not | Not | Not |
| b) Total Investments Company C | | a) Total funds | | Applicable | Applicable | Applicable | Applicable |
| Insurance Company Company Company Company Insurance Company | ļ | | | being | being | being | being |
| Company Comp | · | b) Total Investments | | | | General | General |
| 17 Shareholder's Account: Not Not Applicable Applicable Deing General Insurance Insurance Insurance Insurance Insurance Company | · | | | | | | |
| Applicable Applicable Applicable Being | | c) Yield on Investments | Company | Company | Company | Company | Company |
| Applicable Applicable Applicable Being | 17 | Charabaldada A | -· | | - · | | |
| being being being being being General Insurance Insurance Company | -17 | | | | | | |
| Description | | a) Lotal funds | | | | | |
| Insurance Insurance Company | | b\ Tatal lawasta arts | | | | | - |
| c) Yield on Investments Company | İ | b) Total investments | | | | | |
| 18 Paid Up Equity Capital 7905000 6690000 5040000 3520000 2710000 19 Net Worth* 1697713 1421740 1171248 1064911 1118924 20 Total Assets 5078112 4242033 3148864 2285877 1687371 21 Yield on total investments 9.10% 8.80% 8.90% 8.50% 6.35% 22 Earning Per Share** (Rs.) (1.28) (2.29) (2.57) (3.95) (5.62) 23 Book value per Share (Rs.) 2.15 2.13 2.32 3.03 4.13 24 Total Dividend - - - - - | - | g) Viold on latendary | | | | | |
| 19 Net Worth* 1697713 1421740 1171248 1064911 1118924 20 Total Assets 5078112 4242033 3148864 2285877 1687371 21 Yield on total investments 9.10% 8.80% 8.90% 8.50% 6.35% 22 Earning Per Share** (Rs.) (1.28) (2.29) (2.57) (3.95) (5.62) 23 Book value per Share (Rs.) 2.15 2.13 2.32 3.03 4.13 24 Total Dividend - - - - - | | c) Field of Trivestments | Сопрану | Company | Company | Company | Company |
| 19 Net Worth* 1697713 1421740 1171248 1064911 1118924 20 Total Assets 5078112 4242033 3148864 2285877 1687371 21 Yield on total investments 9.10% 8.80% 8.90% 8.50% 6.35% 22 Earning Per Share** (Rs.) (1.28) (2.29) (2.57) (3.95) (5.62) 23 Book value per Share (Rs.) 2.15 2.13 2.32 3.03 4.13 24 Total Dividend - - - - - | 18 | Paid Up Equity Capital | 7905000 | 6690000 | 5040000 | 3520000 | 2710000 |
| 20 Total Assets 5078112 4242033 3148864 2285877 1687371 21 Yield on total investments 9.10% 8.80% 8.90% 8.50% 6.35% 22 Earning Per Share** (Rs.) (1.28) (2.29) (2.57) (3.95) (5.62) 23 Book value per Share (Rs.) 2.15 2.13 2.32 3.03 4.13 24 Total Dividend - - - - - | 19 | Net Worth* | | | | | |
| 21 Yield on total investments 9.10% 8.80% 8.90% 8.50% 6.35% 22 Earning Per Share** (Rs.) (1.28) (2.29) (2.57) (3.95) (5.62) 23 Book value per Share (Rs.) 2.15 2.13 2.32 3.03 4.13 24 Total Dividend - - - - | 20 | | | | | | |
| 22 Earning Per Share** (Rs.) (1.28) (2.29) (2.57) (3.95) (5.62) 23 Book value per Share (Rs.) 2.15 2.13 2.32 3.03 4.13 24 Total Dividend - - - - - | 21 | Yield on total investments | | | | | |
| 23 Book value per Share (Rs.) 2.15 2.13 2.32 3.03 4.13 24 Total Dividend - - - - - | | | | | | | |
| 24 Total Dividend | 23 | | | | | | |
| | | | | | | | |
| 25 Dividend Per share | 25 | Dividend Per share | | | - | | <u> </u> |

Including Fair Value Change Account Weighted average of number of equity shares i.e. 729756 thousand (Previous year 579578 thousand) is used in computing Earnings per share



39. Accounting Ratios prescribed by the IRDAl in circular dated 29th April 2003 is provided as under:

| Performance Ratios | 2014-15 | 2013-14 | 2012-13 | 2011-12 | 2010-11 |
|--|------------|------------|------------|------------|------------|
| | (in times) | (in times) | (in times) | (in times) | (in times) |
| Gross Premium Growth Rate (Overall) | 1.21 | 1.49 | 2.09 | 3.88 | 200.39 |
| Gross Premium Growth Rate (Health) | 1.21 | 1.48 | 2.09 | 3.88 | 200.39 |
| Gross Premium Growth Rate (Personal Accident) | 0.45 | 1.00 | - | - | - |
| Gross Premium to Net Worth Ratio | 2.20 | 2.17 | 1.77 | 0.93 | 0.23 |
| Growth Rate of Net Worth | 0.19 | 0.21 | 0.06 | (0.05) | 0 04 |
| Net Retention Ratio (Overall) | 0.95 | 0.95 | 0.88 | 0.90 | 0.90 |
| Net Retention Ratio (Health) | 0.95 | 0.95 | 0.88 | 0.90 | 0.90 |
| Net Retention Ratio (Personal Accident) | 0.69 | 0.78 | | - | - |
| Net Commission Ratio (Overall) | 0.09 | 0.09 | 0.07 | 0.06 | 0.06 |
| Net Commission Ratio (Health) | 0.09 | 0.09 | 0.07 | 0.06 | 0.06 |
| Net Commission Ratio (Personal Accident) | (0.00) | 0.10 | - | _ | • |
| Expenses of Management to Gross Direct Premium | 0.66 | 0.74 | 0.85 | 1.51 | 4.97 |
| Combined Ratio | 1.30 | 1.45 | 1.63 | 1.71 | 5.03 |
| Technical Reserves to Net Premium Ratio | 0.68 | 0.67 | 0.71 | 0.72 | 0.76 |
| Underwriting Balance Ratios | (0.33) | (0.61) | (0.99) | (1.44) | (5.36) |
| Operating Profit Ratio | (0.28) | (0.56) | (0.90) | (1.33) | (5.07) |
| Liquid Assets to Liability Ratio | 1.83 | 1.76 | 2.05 | 2.97 | 7.56 |
| Net Earnings Ratio | (0.26) | (0.45) | (0.64) | (1.33) | (5.07) |
| Return on Net Worth | (0.55) | (0.93) | (0.99) | (1.12) | (1.04) |
| Reinsurance Ratio | 0.05 | 0.04 | 0.12 | 0.10 | 0.10 |
| Claims incurred | 0.55 | 0.59 | 0 58 | 0.57 | 0.50 |

40. Additional Disclosure for the status of Registration under Shop & Establishment Act of Leased Office Premises:-

| S.No. | State | City | Location | Status |
|-------|----------------|-----------|------------------------------------|------------|
| 1 | NCT of Delhi | New Delhi | Mohan Cooperative – NOC | Registered |
| 2 | NCT of Delhi | New Delhi | Mohan Cooperative – Tele Centre | Registered |
| 3 | NCT of Delhi | Dethi | Janakpuri | Registered |
| 4 | NCT of Delhi | Delhi | Preet Vihar | Registered |
| 5 | NCT of Delhi | Delhi | Wazirpur | Registered |
| 6 | NCT of Delhi | New Delhi | Pusa Road | Registered |
| 7 | Karnataka | Bangalore | Hosur Main Road | Registered |
| 8 | Karnataka | Bangalore | Indra Nagar | Registered |
| 9 | Karnataka | Bangalore | Malleshwaram | Registered |
| 10 | Maharashtra | Mumbaí | Santa Cruz West | Registered |
| 11 | Maharashtra | Mumbai | Fort | Registered |
| 12 | Tamil Nadu | Chennai | Aminijikarai | Registered |
| 13 | Andhra Pradesh | Hyderabad | Banjara Hills | Registered |
| 14 | Gujarat | Surat | Majura Gate Junction | Registered |
| .15 | Maharashtra | Pune | Ganesh Khind Road | Registered |
| 16 | Punjab | Ludhiana | Mall Road | Registered |

REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDAI: FEBRUARY 15, 2010.

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS.

| S.No. | State | City | Location | Status |
|-------|---------------|------------|------------------|------------|
| 17 | Rajasthan | Јаіриг | Bhagwan Das Road | Registered |
| 18 | . West Bengal | Kolkata | Russel Street | Registered |
| 19 | Kerala | Kochi | M.G.Road | Registered |
| 20 | Bihar | Patna | Frazer Road | Registered |
| 21 | Chandigarh | Chandigarh | Madhya Marg | Registered |
| 22 | Uttar Pradesh | Noida | Sector 18 | Registered |
| 23 | Goa | Panjim | Panjim | Registered |
| 24 | Maharashtra | Thane | Thane West | Registered |
| 25 | Rajasthan | Jodhpur | PWD Colony | Registered |
| 26 | Haryana | Gurgaon | M.G.Road | Registered |

41. Risk Management Architecture

Max Bupa has adopted robust and well-defined risk management architecture. The Board and other stakeholders of Max Bupa get assurance on risk management processes and its effectiveness from External Audit, Internal Audit, Risk Management, Compliance and Fraud Control Unit. The Company's risk management strategy comprises of the following elements.

- 1. Three Lines of Defense Model Max Bupa has adopted 'Three Line of Defense' model. The model defines clear set of responsibilities for each group of risk and control professionals.
 - a. First Line: Involved in day to day risk management, in accordance with agreed risk policies, appetite and controls, at the operational level. This role is performed by Executive Leadership Team & Functional Heads.
 - b. Second Line: Responsible for risk oversight, risk guidance and risk reporting. This role is performed by Risk Management, Compliance & Fraud Control team.
 - Third Line: Independent assurance to the board and senior management of the effectiveness of risk management processes. This role is performed by Internal and External Auditors.
- ii. Enterprise Risk Management Policy Max Bupa has adopted a robust, consistent and proportionate approach towards the identification, analysis and control of the key risks that could threaten the assets, solvency, earning capacity, business objectives or reputation of our organization through a formally documented and approved ERM policy.
- iii. Risk Assessment Process Key risks are identified and mitigation plans are reviewed, improved and implemented on a quarterly basis by the Risk Management team. Key risks are identified for pre-defined 30 risk categories. Mitigation plans are designed in consultation with risk owners and action plans are tracked for closure.
- iv. Risk Appetite Statements To help define the level of risk that Max Bupa is willing to take, a set of Risk Appetite Statements have been defined which state in both quantitative and qualitative terms the Max Bupa Board's desired risk profile. The statements are reviewed and approved by the Board on annual basis.
- v. Quarterly Risk Reporting To ensure comprehensive monitoring mechanism, deliverables of quarterly risk assessment exercise are reviewed by Risk Committee of the Board. These include
 - Key Risks Summary: Top-down view of Leadership team on key risks faced by the business and their mitigation plans
 - b. Risk Templates: Bottoms up assessment of key risks within each category of risks with residual risk rating is done through risk management team and are reported to Board on annual basis.

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c. Risk Heat Map: Summarized view of risk ratings across all risk categories.

REGISTRATION NO: 145, DATE OF REGISTRATION WITH IRDA!: FEBRUARY 15, 2010

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS

- Risk appetite status: Confirmation and state of Max Bupa business results against risk appetite statements approved by the Board on a quarterly basis.
- 42. The financial statements accurately and fairly represent the financial condition of the Company and the insurer is running its business soundly and will be viable over the long term.

43. Comparative Figures

Previous year figures have been regrouped/reclassified, wherever considered necessary, to conform to current year's classification

As per our report of even date

For Nangia & Co Chartered Accountants

Vikas Gupta

Partner Membership No. F 076879

FR No. 002391C

For Thakur, Vaidyanath Alyar & Co.

Chartered Accountants

K.N.Gupta

Partner

Membership No. F 09169

FR No. 000038N

Director

K. Narsimha Murthy

DIN - 00023046

Address 1-2-593/29,

Domalguda, Hyderabad -

Gaganmahal Colony,

500029

Company Secretary

Mahesh Kumar Radhakrishnan

Membership No. - ACS 27720

Address: B-11, Tarahgan CHS, Dattapada Road, Rajendra

Nagar, Borivali (East), Mumbai,

400066

Chief Financial Officer

Vishal Garg

Membership No. - ACA

097735

For and on behalf of the Board of Directors

Director

Rajesh Sud DIN - 2395182

Address: E-801, Central

Park-1, Sector-42, Sector

Road, Gurgaon - 122002

Address: Flat No.-3155. Sector B-4, Vasant Kunj,

New Delhi, 110070

Place: New Delhi Date: Apr 21, 2015 Poincipal Office Somesh Chandla.

MANAGEMENT REPORT

n accordance with the provisions of the Insurance Regulatory and Development Authority (IRDA) (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 (the Regulation) Management Report is submitted for the year ended 31st March 2015:

- it is confirmed that the registration certificate granted by the Insurance Regulatory and Development Authority has been renewed and valid up to March 31, 2015.
- It is certified that all the dues payable to the statutory authorities due up to March 31, 2015 have been duly paid Ċ
- It is confirmed that the Indian and Foreign shareholding pattern during the year ended March 31, 2015 is in accordance with the statutory and regulatory requirements. ത്
- it is hereby declared that management has not directly or indirectly invested outside India the funds of the holders of policies issued in 4
- 5. The Company is maintaining the required solvency margins under the Insurance Act, 1938.
- 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 -Interest, Dividends and Rents accruing but not due", "Amounts due from other persons or Bodies carrying on insurance business", Loans", "Investments, (wherever applicable) "Agents Balances", "Outstanding Premiums", "Interest, Dividend and Rents Outstanding". Sundry Debtors ", "Bills Receivable", "Cash" and several items specified under "other Accounts". ø
- The Investment Risk is managed by creating a portfolio of different asset classes and of varied maturities so as to spread the risk across a wide category of Investee companies. The Company has constituted an Investment Committee, which acts as the policy making body for the Investment operations. The Investment Committee lays down various internal policies and norms governing the functioning of the investment Department. The Investment Committee periodically discusses the Investment strategy, portfolio structures, performance of the portfolio and related issues. The Investment policy is reviewed regularly in order to align the same with the Company business plans ۲-
- It is confirmed that there were no operations of the Company outside India during the year ended March 31, 2015. œ

9. Ageing of claims outstanding and trends in settlement of claims are given below:-

| _ | FY 2 | FY 2014-15 | FY 2 | FY 2013-14 | FΥ | FY 2012-13 | FY 2 | FY 2011-12 | <u></u> | FY 2010-11 |
|----------------------|------------------|------------|------------------|------------|------------------|------------|------------------|-------------|------------------|------------|
| | No. Of claims | Amount | No. Of claims | Amount | No, Of claims | Amount | No. Of claims | Amount | No. Of claims | Amount |
| | | (Rs.'000s) | | (Rs.'000s) | | (Rs.'000s) | | (Rs. '000s) | | (Rs.'000s) |
| 1 month | 2737 | 198391 | 2231 | 77563 | 1406 | 36950 | 710 | 47650 | 66 | 3899 |
| 1-3 months | 190 | 15982 | 1246 | 32514 | 323 | 23389 | 131 | 7223 | 34 | 2630 |
| 3-6 Months | 7 | 78 | 833 | 334 | 32 | 2772 | 27 | 1330 | 9 | 382 |
| 6 Months – 1 Year | 1 | , | | | | | - | 400 | - | 2 |
| 1 Year – 5 Years | 1 | | , | | 1 | , | 1 | | 1 | 1 |
| 5 Years & above | 1 | 1 | 1 | • | 1 | 1 | | | 1 | 1 |

As at March 31, 2015, the investments of the Company are mainly in Debt Securities, Bank Deposits, Mutual Funds and CD/CP's. 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 for debt securities as at March 31, 2015 has been calculated as per guidelines issued by Fixed Income Money Market & Derivatives Association (FIMMDA). 10

Acquisition cost of Debt Securities is Rs. 2573730 thousands (Previous year 2356919 thousands), amortized value is Rs. 2596426 thousands (Previous year Rs. 2389713 thousands) and market value at Rs. 2656116 thousands (Previous year Rs. 2381307 thousands). 11. Investments are in accordance with the Insurance Act, 1938 and Insurance Regulatory & Development Authority (Investment) Regulations, 2000, Investment Portfolio consists of Central Government Securities, Infrastructure Bonds (AAA), Housing Sector Bonds (AAA), Certificate of Deposit/Commercial Papers with A1+/P1+/PR1+ ratings. Liquid Mutual Funds and Deposits with various Scheduled Banks. There is no Non Performing Asset as at March 31, 2015.

Payments made to companies and organizations in which directors are interested are as under.

| SN | Entity in which Director is | Nature of Payment | Amount of Payment during the |
|--------|------------------------------------|----------------------|------------------------------|
| | Interested | | Financial Year (Rs. '000) |
| -> | Max India Limited | Other Expenses | 1635 |
| ا د | Max Life Incurance Company Limited | Insurance Premium | 1969 |
| 1 | wax the insulative company timiled | Other expenses | 4139 |
| ى ا | May Haalthaara Institute Limited | Health checkup | 294 |
| J | Max Healthcare Histilate Cirrited | Claims paid | 28266 |
| 4 | NIIT Technologies Limited | Professional Fees | 1277 |
| 5 | Bupa (Asia) Limited | Software License Fee | 14896 |

13 It is hereby confirmed:

- applicable accounting standards and current practices prevailing in the insurance industry and there are no material departures. That the Financial Statements have been prepared in accordance with generally accepted accounting principles and policies
- Ö 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 operating Profit or Loss of the Company for the year That the management has adopted accounting policies and applied them consistently and made judgments and estimates that are
- 9 That 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 (4 of 1938) and Companies Act 2013 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities.
- That the management has prepared the financial statements on a going concern basis.

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effectively That the management has ensured that the internal audit system is in commensurate with the size and nature of business and is operating

All the expenses which have been incurred in relation to Miscellaneous- "Health "Insurance business, have been appropriately reported in Revenue Account

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or and on behalf of the Board of Directors

Cltrector
K. Narsimha Murthy
K. Narsimha Murthy
DIN – 00023046
DIN – 2395182
Address: 1-2-593/29, Gaganmahal Colony, Address: E-801, Central Park-1, Sector-42, Sector Domalguda, Hyderabad - 500029
Road, Gurgaon – 122002

Company Secretary
Mahesh Kumar Radhakrishnan
Membership No. - ACS 27720
Address: B-11, Tarahgan CHS, Dattapada
Road, Rajendra Nagar, Borivali (East),

Chief Financial Officer

New Delhi, 110070 Vishal Garg
Membership No. - ACA 097735
Address: Flat No.-3155, Sector B-4, Vasant Kunj,

Mumbai, 400066

Place: New Delhi

Date: Apr 21, 2015

Somith Chandra