

## **Report on Corporate Social Responsibility: LifeSpring Hospitals**

### **Background**

Although India has made great strides since independence, fertility, mortality, and morbidity remains unacceptable high compared to countries in the regions and those at similar income levels. Almost a third of Indian population lives in poverty. The effect of poverty on healthcare-and vice versa- is significant. Since India's independence, public financing and provision of healthcare services have been the main foundation of healthcare policy. Despite that the Public sector has well recognized problems, such as inadequate access by most vulnerable groups, poor quality and coverage of primary and secondary facilities, and –until recently- excessive focus on sterilization and inadequate focus on maternal and child health.

The private sector has filled the gaps. At independence private sector accounted for just 8 % of healthcare facilities. The figure has risen to 60 % by the early 1990's. Evidence is mounting that private sector provides an increasing share of primary health care and that large segments of the poor use the private sector. To date, the private sector in India, has grown in absence of explicit policy to define their role, which has raised question regarding the quality and legality of the care as well as the exploitation of the poor. This situation has raised 3 basic needs for health care for the poor:-

- (a) Need for good quality of clinical care,**
- (b) Need for affordable care, &**
- (c) Need to focus on maternal and childcare.**

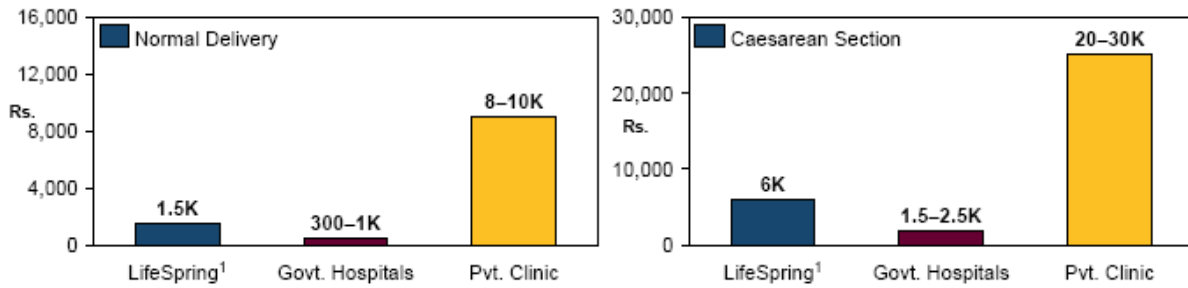
### **LifeSpring Hospitals**

To meet above-felt needs, Hindustan Latex Ltd. (HLL) in association with Acumen fund has formed a Joint Venture company- LifeSpring Hospitals Pvt. Ltd- to fill this gap by setting up a chain of hospitals that would provide affordable quality healthcare to poor specially women across India. The scale up of LifeSpring hospitals would take place in 2 stages – Stage -1 : 30 hospitals (2007-2010) Stage -2 : 140 hospitals (2010-2012). The first 30 hospitals would be set up in three states namely Andhra Pradesh, Maharashtra and Karnataka.

### **Impact of LifeSpring Hospitals**

Apart from directly reaching out a large population, the LifeSpring hospitals is also be resulting in significant savings to patients due to the sub market pricing policy. LifeSpring Hospitals Charges 1/6 of the market prevailing prices for deliveries.

LifeSpring Price Comparison with Possible Alternatives (Rs.)

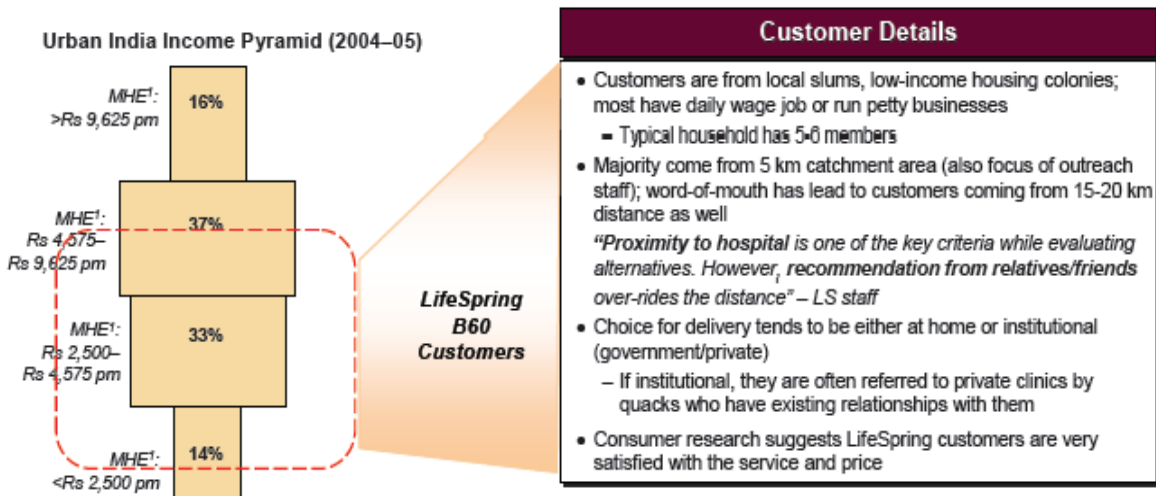


K= Rs. 1000

**LifeSpring Customers**

LifeSpring Hospitals since inception has served more than 2400 In Patients and 30,000 Outpatients. LifeSpring caters to bottom 60 % of Indian population who have household income of Rs. 3000-Rs. 7000 per month.

**LifeSpring customers are B60 women who have a household income of Rs. 3k-7k/month**



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