
from inception to relevance

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## FY 2018-19 marks the successful completion of our 10 years in the Indian life insurance space.

We started our business operations in February 2009 as the $22^{\text {nd }}$ entrant in a, now, 24-player industry. Our ten-year journey has been one of creating foundations for a reliable and sustainable life insurance franchise. It has been a journey of fiscal prudence, where we made self-sufficiency the core strategic objective and, achieved it through our performance in the capital-intensive ecosystem of insurance. It has been a journey of formidable social orientation and shared value creation, whether by early participation in the Government of India's impactful social security initiative (the "Pradhan Mantri Jeevan Jyoti Sima Yojana") or by self-managed CSR story...

These ten years have been a journey of constant learning, which prepares us to look at the next phase of our journey in a more prudent manner.

## Today, SUD Life is

## A profitable franchise <br> having broken-even in the $6^{\text {th }}$ year and offsetting accumulated losses in the $10^{\text {th }}$ year of its operations

## A sustainable franchise ...with $250 \%$ solvency ratio

## A customer-centric franchise

...with retail claim settlement ratio of $97 \%$

## Making a difference with a strong parentage

## Strong parentage

## Bank of India

A 100+ year bank with 5,000+ pan-India branches and a presence in 22 countries across 5 continents. Blending traditional values and ethics with modern infrastructure, it pioneers innovative services and systems.

## Union Bank of India

Inaugurated by Mahatma Gandhi in 1921, the bank has 4,200+ pan-India branches. Retaining core values of prudent management, it consistently explores opportunities ensuring uninterrupted profit through inception.

Dai-ichi Life Holdings, Inc.
Japan's third-largest life insurer, Dai-ichi Life was established in 1902. It is renowned for product knowledge, asset management skills and operational capabilities.

## Recognition through the Decade

$\rightarrow$ Best Compliance Framework of the Year awards at the Compliance Leadership Summit \& Awards 2019 by UBS Forums

$\rightarrow$ CMO Confluence \& Corporate Awards, INSURANCE ALERTSS

- Emerging Life Insurance

Company Award in 2019
$\rightarrow$ Golden Peacock Award for Excellence in Corporate Governance by Institute of Directors (IOD), 2017
$\rightarrow$ Claims Service Leader Award by India Insurance Awards, 2017
$\rightarrow$ Corporate Governance Excellence Award by ASSOCHAM, 2015
$\rightarrow$ Best Life Insurance Company in Private Sector and Company with the Highest Claims Settlement by ABP News at BFSI Awards, 2015

Life Insurance Company of the Year and Claims Service Leader Award, India Insurance Awards organised by Fintelekt, 2015
$\rightarrow$ Excellence in HR through Technology at $9^{\text {th }}$ Employer Branding Awards, 2015
$\rightarrow$ Giving Back 2015 - CSR \& NGO Awards Excellence in Corporate Social Responsibility by UBM

Bancassurance Leader of the Year Award, India Insurance Awards organised by Fintelekt, 2014

Sustainable and Balanced Business Performance, SKOCH Order of Merit, 2014

[^1]

# A Journey of Making Relevance to All Stakeholders 

Customer Testimonials



At the very outset, me and my family express our profound gratitude to SUD Life in general and in particular, Mr. Nadeem Shaikh.

I hope you remember me having visited your office with great hopes to which you did not disappoint me. You went out of your way to help me in issuing a New Policy on a different scheme and saved my investment with SUD Life. Mr. Nadeem Shaikh has equally been of great help to me and followed up vigorously with your branch office till a new policy was issued.

All this was possible only because of your goodselves and Mr. Nadeem Shaikh and made me and my family believe that investment in SUD Life is indeed safe and secured. With this act of kindness, you have made our belief and conviction even stronger and I assure you, I shall refer SUD Life to my friends and their families too.

Once again I thank you for all the assistance and making my visit comfortable.

You are a great asset to the organisation.

- Narshiv Pai

Thanks for your timely, positive and sympathetic response in my favour. It is my pleasure to appreciate you for providing moral support and credit to customers in times of need.

Thanks once again.

- Joykutty Daniel

I would like to convey my sincere and profound gratitude to you and your team for extending the needful help and support from time to time in resolving the tricky and 9 -year-old pending problem.

I have been pursuing ceaselessly for arriving at a one-time amicable solution with SUD Life Insurance Ltd. for our policy and today it has been concluded by the team of SUD Life Insurance Ltd., as indeed a big relief to everyone.

I once again sincerely express my thanks to you for your kind personal intervention.

Best regards

- Ratan Singh


## Employees Testimonials having completed 10 years at SUD Life



Very rightfully, we have christened the decade gone by for SUD Life as a 'Decade of relevance'. A journey of 10 years where step by step, we as an organisation, with our collective efforts, achieved great milestones. I am only fortunate that I saw and was an active participant in this build-up. Achieving break-even in an applaudable timeframe, wiping off our accumulated losses and declaring dividend to our shareholders, all of these historic moments for SUD Life have become a special memory for me as a financial guardian of the Company. Like me, many others have completed their10-year journey with SUD Life and I am sure each one of us feels proud of the solid foundation that has been laid. With our hard work and commitment, I am sure the Company will scale further heights.

- Saikumar G EVP \& Financial Controller

Being an Investment professional and a core Insurance man, I am trained and practice in identifying valuable companies and trade in them.
But my association with SUD Life from its inception and contributing my own share, towards making it a valuable one, is really the cherished phase of my life. I look forward to watch the Company grow manifold.

- Y Venkata Rao

Chief Investment Officer

My journey with SUD Life has been an enriching one. I had the opportunity to work in different roles and have been mentored by the best in the industry.
I feel privileged to be a part of SUD Life 2.0 and look forward to the Company achieving its planned milestones.

- Sushama Dhemre

AVP, Customer Strategy \& Management


SUD Life is an organisation that truly values its human capital as an asset and invests on employee welfare, engagement and empowerment. I have successfully completed 10 years in SUD Life with great satisfaction, positive approach towards collective goals and transparency in career path \& performance.

- Sachin Argal

Senior Manager, Bancassurance
Development \& Support

## Governance Review

## Board of Directors



Shri Rajkiran Rai G<br>Non-Executive Director and Chairman

He is the Managing Director \& CEO at Union Bank of India since July 2017. He has over three decades of rich banking experience, which includes heading Industrial Finance Branch, Regions and Zonal Offices. He is an Agricultural Science Graduate and a certified member of Indian Institute of Bankers.


## Shri Girish Kulkarni <br> Managing Director \& CEO

He is a Management Graduate with 33 years of extensive experience in the domain of Financial Services. He brings with him over two decades of experience in the life insurance industry. Before his stint with SUD Life, he was serving as General Manager of Assicurazioni Generali - United Arab Emirates. Prior to that, he was the Executive Director and Chief Marketing Officer of Future Generali Life Insurance Company Limited - India.


## Smt. Neharika Vohra <br> Independent Director

She is a specialist in Behavioural Science and holds a Ph.D. in Social Psychology from the University of Manitoba, Canada. She has 24 years of teaching experience. Currently, she is associated with IIM Ahmedabad as a Professor of Organisational Behaviour and as Chairperson of the Centre for Innovation, Incubation and Entrepreneurship Initiative (CIIEI).


## Shri Ramesh Adige

Independent Director
He is a Graduate in Engineering (Honours) and a Post-Graduate in Business Administration. He has a vast experience of 44 years in public affairs \& policy, corporate communications \& strategy, branding, international trade policy, intellectual property policy, banking \& finance and sales \& marketing. As an Independent Director at Syndicate Bank, he also gained experience in the functioning of Public Sector Banks.


## Shri S. Ravi

Independent Director
He is a Chartered Accountant by profession and his firm is empanelled with the Reserve Bank of India, CAG, premier financial institutions and banks. He is also on the Board of various companies and has garnered wide experience in the banking, mutual fund, home finance and capital market sectors. He has an experience of more than 30 years.


## Shri Hidehiko Sogano <br> Non-Executive Director

He is an Executive Officer of Dai-ichi Life Holdings Inc., Japan since April 27, 2018 and the Chairman of Dai-ichi Life International (DLI), Europe since October 2016. He joined the Bank of Japan in April 1983 where he gained experience working in planning, international and financial market departments. He joined DLI, Japan in July 2015. He has a vast experience of 36 years in various assignments related to finance market, planning \& co-ordination division and international business management.


## Shri Hisashi Takada

Non-Executive Director
He is an Executive Officer of Dai-Ichi Life Holdings Inc. (Japan). He has been associated with DLI, Japan since April 1989 and has vast experience of 29 years in the life insurance industry.


## Shri Devender Paul Sharma <br> Non-Executive Director

He is the General Manager at Bank of India and has been associated with the bank since 1981. He has an experience in diverse areas of banking such as credit, branch administration, administrative/ controlling offices, national \& international banking, third-party product, government business \& publicity, CSR, star digi. and social media. He has a total experience of 37 years.


## Shri Ajit Kumar Mishra

Non-Executive Director
He is the General Manager at Bank of India, holding the portfolio of planning, strategy \& economic intelligence, business process re-engineering department and domestic subsidiary management division. He has also held roles in varied spectrums of banking such as credit, branch administration, audit, administrative/controlling offices, training college and zonal administration.


## Shri Tomohiko Asano <br> Non-Executive Director

He is the Managing Director and Chief Executive Officer of DLI Asia Pacific Pte Ltd. and Executive Officer of Dai-ichi Life Holdings Inc. He has an experience in investment planning, fixed income investment, international business management and international life insurance business departments of DLI.

## Exiting Board of Directors



Shri B. Sreenivasa Rao Non-Executive Director (Ceased as a Director on July 19, 2019)


Shri Shigeo Tsuyuki Non-Executive Director (Ceased as a Director on April 26, 2019)


Shri A. K. Goel Non-Executive Director (Ceased as a Director on November 2, 2018)


Smt. Chieko Hasunuma
Non-Executive Director
(Ceased as a Director on October 25, 2018)

Board of Directors resigned from Directorship from August 1, 2018 to July 31, 2019

## Board Committees



## Key Management Personnel, Auditors, Bankers and RTA

Key Management Personnel<br>\section*{Shri Girish Kulkarni}<br>Managing Director \& CEO<br>Shri Akihiko Tanaka<br>Dy. CEO \& Chief Financial Officer*<br>Shri Hitoshi Yamaguchi<br>Dy. CEO \& Chief Financial Officer*<br>Shri Rakesh Kumar<br>Company Secretary<br>Additional Key Management Personnel as per IRDAI<br>Shri Abhay Tewari<br>Appointed Actuary<br>Shri Y. V. Rao<br>Chief Investment Officer \&<br>Head-Shared Services<br>Shri Kimihisa Harada<br>Chief Risk Officer*<br>Shri Yuichiro Abe<br>Chief Risk Officer*<br>Shri Gnana William<br>Chief Internal Auditor<br>Smt. Sreemaya Athikkat<br>Chief Compliance Officer<br>Shri Abhay Mehra<br>Head-Bancassurance Development \& Support ${ }^{\text {s }}$<br>Shri Sanjay Karnatak<br>Chief Technology \& Digital Officer<br>Shri Santanu Banerjee<br>Chief Human Resources Officer

## Statutory Auditors

## S. Jaykishan

Chartered Accountants
B. N. Kedia \& Co.

Chartered Accountants

## Secretarial Auditor

Mehta \& Mehta
Company Secretaries

## Internal Auditor

Rodi Dabir \& Co.
Chartered Accountants
S. K. Bhar \& Co.

Chartered Accountants

## Bankers

Axis Bank
Bank of India
Central Bank of India
Deutsche Bank
Gramin Bank of Aryavart
HDFC Bank Ltd
ICICI Bank Ltd
Jharkhand Gramin Bank
Kashi Gomti Samyut Bank
Narmada Jhabua Gramin Bank
Union Bank of India
Vidarbha Konkan Gramin Bank

## Registrar and Share Transfer Agents

## Karvy Fintech Private Limited

(Formerly known as Karvy Computershare Pvt. Ltd.)
701, Hallmark Business Plaza
Sant Dnyaneshwar Marg
Off Bandra-Kurla Complex
Bandra (East), Mumbai - 400051

## Letter from DAI-ICHI LIFE



SUD Life marked the 10th anniversary of its establishment in 2019.

SUD Life was founded with our excellent partners, Bank of India and Union Bank of India. After just 10 years of the commencement of our business, SUD Life grew to capture around ₹ 2,000 Crores of annual premium revenue and around ₹ 100 Crores of annual Profit After Tax.


The key concept behind our efforts will be CONNECT. The name of the new medium-term management plan of the Dai-ichi Life Group, starting in fiscal 2018, is CONNECT 2020, and we have already put various initiatives in place.

This past decade of success was achieved based on the support of customers in continuing to choose SUD Life. This is because there is a strong bond of trust built between both esteemed public sector banks, Bank of India and Union Bank of India, and the Dai-ichi Life Group.

I strongly believe that this partnership is one of the most successful joint ventures between India and Japan. I am pleased that SUD Life, under the capable leadership and dedicated commitment of MD \& CEO, Mr. Girish Kulkarni, has delivered sustainable value to all stakeholders.

The Dai-ichi Life Group will now seek new growth opportunities by building on the business foundation we have established in Japan and overseas, our robust financial foundation, strong brand, and the skills of our talented and highly experienced workforce of 70,000.

The key concept behind our efforts will be CONNECT. The name of the new medium-term management plan of the Dai-ichi Life Group, starting in fiscal 2018, is CONNECT 2020, and we have already put various initiatives in place. Based on the concept of CONNECT, we will pursue connections, such as the creation of unique synergies through collaboration, harnessing the diversity of our Group companies inside and outside of Japan, and strengthen partnerships and collaboration with outside business partners. Through these connections we will enhance the value of products, services and channels, and as a result, increase connections with more customers and communities.

Dai-ichi Life Group's international life insurance business continues to expand, with Dai-ichi Life Cambodia officially commencing its business since April 2019. Dai-ichi Life also obtained in-principle approval in April 2019 to enter into the Myanmar life insurance market and we are preparing to start business operations there.

We will capitalise on the diversity of our Group companies, with business operations in various countries and regions, by way of connections among our Group companies including SUD Life. This will position us to achieve further growth in each business segment and reinforce the Group's management structure.

We will continue to connect more closely with our customers, communities and business partners. Through these connections and along with Bank of India and Union Bank of India, Dai-ichi Life Group will strongly support the growth of SUD Life and will continue to stand by the value of providing the "Greatest Peace of Mind" to as many people as possible, through life insurance and also contribute to the development of the Indian economy and life insurance market.

Our best wishes for the prosperous future of SUD Life.

## Seiji Inagaki

Representative Director, President Dai-ichi Life Holdings, Inc.

## Letter from BANK OF INDIA



As the twentysecond entrant in a twenty-four-player industry, SUD Life made its mark in its tenth year of operations registering desirable performance on all accounts-scale creation, profitability enhancement, customer service, governance and market conduct.

Indian economy is poised to grow faster on the backdrop of favourable demographics, consistent economic reforms and strong infrastructure push by the Government of India, and accommodative monetary policies by the Reserve Bank of India (RBI). These factors have helped India move up by 23 places to 77 th position in the World Bank's - Ease of Doing Business ranking.

The outlook of Indian life insurance industry remains largely positive with the rising awareness among people for financial protection and saving opportunities based on higher personal disposable income. The country's low protection penetration, high protection gap and low financialisation of household savings presents huge opportunities for life insurers. The sector continues to reap the benefits of the landmark Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY) scheme, which has helped popularise life insurance and increased awareness.

As the twenty-second entrant in a twenty-four-player industry, SUD Life made its mark in its tenth year of operations, registering desirable performance on all accounts-scale
creation, profitability enhancement, customer service, governance and market conduct. Reinforcing the core principle of growth of the Company in a profitable and sustainable manner, SUD Life has also achieved the benchmark of dividend declaration to its shareholders in its tenth year.

Bank of India takes pride in being associated with the growth of SUD Life along with Union Bank of India and Dai-ichi Life of Japan in its fascinating journey.

I wish SUD Life all the very best in its journey towards occupying a prominent place in the Indian Insurance sector.

## Atanu Kumar Das

Executive Director Bank of India

## Letter from UNION BANK OF INDIA



As a future-ready player which has demonstrated wholesome growth across parameters, SUD Life is well poised to contribute in a significant manner towards the development of the sector in India.

The Indian economy has witnessed constant growth over the past decade and the outlook for FY 2020 also looks positive with growth likely to remain upward of 7\%. A growing middle class with a higher disposable income along with increase in financialisation of savings has benefited the financial services industry, especially, life insurance. With an increase in financial awareness, customers are realising the importance of providing financial security to their families along with building savings over the long term. Life insurance is the only financial product that fulfils both protection and savings need of the customers.

The push on formalisation of the economy by the Government of India - which is manifest in various initiatives such as demonetisation, introduction of the GST and overall thrust on digitisation have led to higher formalisation across sectors and continues to drive higher growth in financial savings. The life insurance industry has been a beneficiary of these reforms, which can be seen in its increasing share in financial savings instruments. The Pradhan Mantri Jeevan Jyoti Bima Yojana has helped in increasing awareness about the benefits of life insurance across the length and breadth of India in addition to the increase in penetration of life insurance.

The emerging opportunities in distribution, upcoming customer segments like health and pension, enhanced product designs, a stable regulatory environment, technological advancements, and increasing awareness of life insurance gives a good headway for growth of
the insurance industry, given that India is still a highly underpenetrated country. SUD Life also grew at a desirable rate of $12 \% \mathrm{Y}-\mathrm{o}-\mathrm{Y}$ on total premium income during FY 201819. Apart from retail scale building, SUD Life has also built a profitable and balanced porffolio, which is financially resilient; the Company has also declared dividend to its shareholders in its tenth year, thus outlining a wholesome track-record with fundamental indicators evolving in a desirable direction.

As a future-ready player which has demonstrated wholesome growth across parameters, SUD Life is well poised to contribute in a significant manner towards the development of the sector in India.

Along with the Bank of India and Dai-ichi Life of Japan, Union Bank of India will provide SUD Life with all the necessary support towards making it a larger contributor to the industry and society at large.

I wish SUD Life all the very best in its future journey.

Rajkiran Rai G.
Managing Director \& CEO
Union Bank of India

# Letter from the Managing Director \& CEO 



Further to a clear preferential shift towards financialisation of savings, the share of life insurance funds within household financial savings increased from 20.3\% in FY 2017 to 23.3\% in FY 2018.

## Dear stakeholders,

Fiscal 2019 marked the tenth year of operations in the journey of SUD Life. This decade was essentially a story of establishing a fundamentally sound business franchise in a wholesome manner, balancing capital efficiency, risk management and profitability in which we succeeded to a great extent. This decade coincided with a phase of domestic growth, which is likely to pick up even further amidst an enabling and forward-looking policy environment.

The Indian life insurance industry has benefited both directly and indirectly from these measures and amidst a fast-evolving socioeconomic landscape, the industry is focussed on addressing emerging customer needs such as retirement, health and protection, along with savings, investments and wealth management. This is seen emerging in macro-trends as well, as the share of gross financial savings as a percentage of household savings witnessed a significant rise from

55\% in FY 2017 to 64\% in FY 2018. Further to a clear preferential shift towards financialisation of savings, the share of life insurance funds within household financial savings increased from 20.3\% in FY 2017 to 23.3\% in FY 2018.

During FY 2018-19, the life insurance industry witnessed an $11 \%$ growth in total premium income, which included 9\% growth in terms of Retail Weighted Received Premium - on new business - along with an $11 \%$ expansion in terms of renewal premium income. Premium income for the industry increased was ₹ $5,029.85$ Billion, for the current financial year.

Business Performance: In our tenth full year, SUD Life's premium income expanded by $12 \%$ to $₹ 1,994.1$ Crores; while the New Business premium income was registered at ₹ 676.5 Crores, as against ₹ 700.7 Crores in the previous fiscal. Renewal premium increased from ₹ $1,082.3$ Crores to ₹ 1,317.6 Crores.

Financial Management: This was a highlight in our tenth year as we registered three-digit-profit for the first time, with a PAT of ₹ 101.5 Crores, an increase of $34 \%$ over the previous year's profit. In the process, we offset our accumulated losses completely and declared dividend for our promoters. In the context of the Indian life insurance industry, this instance of maiden dividend declaration is a benchmark which we are proud of to have delivered. Enhanced profitability was driven by expansion in income, efficient expense management and favourable product mix which together resulted in enhanced new business margin as well as emerging steam of profit from back-book. Growth trajectory of Assets Under Management (AUM) remained desirable with 16\% Y-o-Y expansion to $₹ 8,488.6$ Crores as at March 31, 2019. SUD Life remained consistent in maintaining the operating expenses well within the limits prescribed by the Regulator with incurred expenses at $69 \%$ of the allowable expenses in FY 2018-19 (As per Section 40B of the Insurance Act, 1938 read with Rule 17D of the Insurance Rules, 1939) - this was a sequential improvement over $73 \%$ in FY 2017-18.

Market Conduct and Customercentricity: We have stayed on course in terms of our commitment towards enhancing customer experience through necessary investments in enhancing our systems and processes. Our retail claim settlement ratio continues to be among best-in-class at 97.0\%, while unclaimed amounts reduced significantly from ₹ 20 Crores at March 31, 2018 to ₹ 9.4 Crores at March 31, 2019 - this currently represents only $0.1 \%$ of the firm's total AUM. Our "customerfirst" initiative of bringing about transparency in our interactions with customers through Customer Protection Officers (CPOs), saw significant demonstrable progress as over $80 \%$ of new clients acquired during the year, were on-boarded inperson by CPOs. This initiative has helped in multiple ways, most explicit of which are sequential improvement in portfolio conservation and reduction in instances of customer grievances: in FY 2018-19, customer grievances contracted by over 20\% year-on-year.

Social Responsibility: Operating in an industry as socially relevant as life insurance, SUD Life remains strongly committed towards its philosophy of creating a fundamental meaningful impact across society. As one of the earliest participants of the significantly impactful social security initiatives of the Government, our coverage under the Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY) exceeded 26 Lakh lives during the year. Our CSR initiative - 'Aatmanirbhar': an honest attempt of creating selfreliant villages - reached an inflexion point as after five years of focussed enhancement initiatives (such as the development of agriculture, availability of water, education etc.), we handed over two of our adopted villages in Maharashtra - Mohpuri and Bolegaon - to the community and the villages for maintenance and further development. What was important in this journey was that we developed a template towards building selfreliance in a rural ecosystem and along our five-year journey accumulated enough learning to take


During FY 2018-19, the life insurance industry witnessed an $11 \%$ growth in total premium income, which included $9 \%$ growth in terms of Retail Weighted Received Premium - on new business - along with an 11\% expansion in terms of renewal premium income.
this model to other geographies, with a reduced gestation period for impact creation.

## What lies ahead - SUD 2.0

In an industry as capital intensive as life insurance, the first ten years are generally the most challenging in establishing a fundamentally robust business model and in building a portfolio which creates value for all stakeholders. Our track-record over the last ten years points towards our strategic approach of building a wholesome franchise through a sustainable, profitable and resilient business model. Having traversed the first decade, focussed towards carving such a holistic personality for the Organisation, our plan for the next decade is to upgrade our functioning to the next level - what we have worded, internally, as our "SUD 2.0" avatar.

In a rapidly-evolving and changing ecosystem, we will reinvent ourselves through a new digital personality, adopt a more evolved and state-of-
the-art approach towards end-toend customer lifecycle management and enhance our scale on business acquisition through productivity augmentation and at the same time migrating towards and strengthening our multi/omni-channel architecture.

What won't change though is our fundamental approach towards business: dealing with our customers through our personal touch and maintaining our consistent approach towards shared value creation. The establishment and stabilisation of compatible structures and stream of necessary investments through internal accruals poises the Organisation to reach the next level of customer handling, while staying true to its philosophy of promoting 'peace of mind' across societies.

I am confident that with your continued support, we will succeed.

Warm regards,
Girish Kulkarni


Having traversed the first decade, focussed towards carving such a holistic personality for the Organisation, our plan for the next decade is to upgrade our functioning to the next level - what we have worded, internally, as our "SUD 2.0" avatar.

## Highlights of the Year

## Retail Renewal Premium Growth

(₹ in Crores)

13 ${ }^{\text {th }}$ Month Persistency Growth
(\%)
244 basis points FY 2018-19
$\qquad$


## 74.2\%

71.8\%

Total Lives Insured Growth (in Lakhs)
20.13\% FY 2018-19

FY 2017-18
$\qquad$


Assets Under Management Growth (₹ in Crores)
16.45\%

FY 2018-19
$\stackrel{\text { FY 2017-18 }}{ }$

Profit After Tax Growth

8,488.6
7,289.6
(₹ in Crores)
33.8\%

FY 2018-19
FY 2017-18

EPS Growth
(₹)
(1) $33.8 \%$
101.5

FY 2018-19
75.9

FY 2017-18
$\longrightarrow$


## Transcending to the Next Level


#### Abstract

The formative years in our first decade has been entirely around setting the fundamentals in order to build a robust value-oriented, self-reliant franchise.


As we move forward in a rapidly-evolving ecosystem with a competitive landscape, we have prepared to brace the new paradigm with our new avatar 'SUD 2.0'. Our commitment in this phase is to be "Smarter", "Faster" and "Stronger". Smarter in the way we respond to the evolving environment and competition, faster in our approach towards execution with enhanced agility and stronger through the establishment of a robust and resilient portfolio. Remaining unchanged in this evolving paradigm will be the personal touch of customer dealing that SUD Life is acclaimed for.

## Commitment towards <br> "Peace of Mind" <br> FOR CUSTOMERS

Life insurance involves filling the savings and protection gap of the customers in a manner that helps them build a better future for themselves and their families. It is by far one of the most important financial tools that provides financial security against uncertainties. We are focussed on bringing more people under its gamut and benefit them for which customercentricity has been made a top priority and strategic agenda. We are providing customers with multiple products relevant to their requirement. We are delivering them unmatched service standard through the use of technology and imbibing a customer service culture. We are ensuring higher claim settlement and faster grievance management.

Our customers need the right products, we give them multiple options relevant to their life stages...
Our product portfolio comprises predominantly of traditional products with guaranteed returns, which are not linked to market volatility or uncertainty. Value proposition of these products are easy to communicate through unambiguous benefit structures, thus ensuring long-standing relationship and goodwill of our parent Banks have with their customers. Catering to various customer needs, our products include:

## Child's Education

## SUD Life Aashirwaad

 (UIN: 142N053V01)- Multiple options for policy term, premium paying term \& guaranteed maturity benefit
- Flexible five payout options to receive maturity payouts
- All future premiums are waived off in case of death during premium paying term and entire maturity benefits remain intact



## Protection

## SUD Life Abhay (UIN: 142N072V01)

- It is a Term Plan
- Flexibility to choose between a life cover or life cover with return of premium option
- Maximum maturity age is 80 years and maximum policy term of 40 years
- Flexibility to choose death benefit payout option from lumpsum/monthly income/lumpsum + monthly income


## SUDLife ABHAY



## Savings \& Wealth Creation

## SUD Life Aayushmaan (UIN: 142N050V01):

- Comprehensive solutions for lifelong protection
- Lump sum benefits on survival at the end of the policy term
- Guaranteed additions and bonus to augment the plan benefits + monthly income


## Blessings

for a Lifetime \& Beyond



SUD Life Elite
Assure Plus
(UIN: 142N059V02)

- Assured monthly payouts
- Monthly payouts are enhanced by guaranteed annual payouts and lumpsum at maturity
- Death sum assured and inbuilt accidental benefit
*SUDLife



SUD Life Century Plus (UIN: 142N074V01)

- Flexibility in the policy term: Choose the policy term from 10 years to 16 years
- Attractive returns: Guaranteed high returns on maturity
- Flexibility to withdraw the policy from $11^{\text {th }}$ year with attractive surrender benefits



## SUD Life Sampoorna Loan Suraksha (UIN: 142N073V01)

- Offers protection against all types of loan liabilities
- Affordable Low-cost loan insurance plan
- Attractive options on joint borrowing



## - Retirement Fund Creation \& Annuities

SUD Life Guaranteed Pension Plan (UIN: 142N052V01)

- Easy to buy: No medical required
- Flexible premium payment options: Single \& limited period premium payment choices
- Vesting benefits at retirement


## " $\quad$ (SUDLife

After retirement, your business card won't be valld.


Our customers need easy access, we reach out to them...
We operate across the length and breadth of the country covering 500 districts through $9,000+$ distribution points of our parent Banks. These distribution points and customers therein are serviced by 106 offices (including corporate office) of our own.

O Our pan-India presence

| 23 | 500 | $9,000+$ | 83 | 21 |
| :---: | :---: | :---: | :---: | :---: |
| States/Union <br> Territories | Districts | Distribution Points | Branch Offices | Regionall Offices |

Zone-wise offices as on March 31, 2019

|  | Central Zone | East Zone | West Zone | North Zone | South Zone |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Regional office | 3 | 5 | 10 | 3 | 6 |
| Branch office | 10 | 15 | 27 | 19 | 12 |

State-wise branches and regional offices as on March 31, 2019


Our customers need reliability and dependability in the most difficult times, we live up to their expectations...
We have a solid track record of settling claims amicably. Since inception, we have cumulatively settled over 32,000 claims. We further assist the customers from our Banking parent in getting hassle-free claim settlement by placing dedicated claim beneficiaries in around 7,000 Bank branches across the country.

## The Next Level of Customer Management in an Increasingly Digitised World...

Technology-led revolution is affecting everything that we do and changing customer expectations from us. They want better tools to understand products, faster turnaround times for buying, claim processing, claim settlement \& grievance management and superior applications to facilitate selfservicing. Focussed on this, we have been at the forefront of adopting innovative technology and enhancing infrastructure.

## Embarking on a digitisation roadmap

We have also formulated and initiated a comprehensive digitisation roadmap to leverage new-age technological developments as a strategic enabler to business and customer services.


# Transcending to the Next Level... by Aligning with the Indian Life Insurance Industry 

Life insurance companies face multiple challenges emanating from those relating to own business operations to markets, the broad economic scenario and regulatory changes. Each of these has systemic implications on our operations. We continue to evaluate our strategy and introspect our operations to make ourselves relevant to the evolving markets and customer demand scenarios. This way we can deliver sustainable growth.

## Emergence of semi-urban and rural markets

India has a massive semi-urban and rural population of over 700 million. With many industry players focussing on the urban markets, the semi-urban and rural markets have very low penetration. With the changing lifestyles and growing income levels, this segment offers significant opportunities. Even the majority of the Government schemes and policies are targeted at enhancing financial inclusion in these areas.

## SUD Life's response

Understanding the immense opportunity, we have effectively devised our distribution network strategy, enabling us to achieve maximum penetration in the semiurban and rural areas. Of our combined $\sim 9,500+$ bancassurance branches distributed across UBI and Bol, $64 \%$ are in these areas. Majority of the advances of these branches are towards agriculture and MSME segments, presenting a significant untapped opportunity.

## Government schemes driving awareness

India has very low insurance penetration and a major reason for it is lack of awareness. People are unaware of the multiple benefits that insurance can offer. To ensure deeper penetration, the Government initiated the Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY), which provides life protection to bank account holders at a very low premium.

## SUD Life's response

We are leveraging our strong bancassurance network to participate in this ambitious scheme and until March 31, 2019, we have covered 26.7 Lakh policies under it.

## Technology penetration

The Indian markets are witnessing increasing penetration of technology led by rising smartphone users and lower data tariffs. This is impacting the type of products insurers provide and how services are provided.

## SUD Life's response

While we have always been at the forefront of technology, we have now made significant investments towards digital transformation. It will enable us to be more relevant to our customers, especially those in metros and urban areas.



## Region－wise bancassurance network



Metros
Urban areas

Semi－urban and rural areas

## India opportunity

## 2．76\％

Life insurance penetration
70-80\%

Protection gap in India across various life and non－life segments

## USD 27 billion

Insurance gap in India

## Empowering Communities for a Holistic Development

Our CSR strategy is devised to bring meaningful social development, while ensuring the sustainability and scalability of the efforts made. We undertake activities under the aegis of our CSR wing SUD Life Foundation for higher impact. We believe in leading by an example to ensure wider adoption of the programme.

## Our approach to CSR



## Undertaking holistic development with Aatmanirbhar campaign

With dedicated committee and motivated members, we have charted our CSR journey with 'Aatmanirbhar' campaign.

## Focus areas of 'Aatmanirbhar' campaign



## Agriculture

- Drip irrigation
- Water preservation
- Skill development for the scientific way of farming



## Education

- School infrastructure
- Support to students
- Electricity - solar lamp


Employment opportunity

- Vocational training
- Other alternate employment opportunities for youth and women

Initiated in Mohpuri and Bolegaon villages of Maharashtra in 2014, the campaign follows the principle of 'Swayampurna Gaon - Swayampurna Desh'. Under this campaign, a broad five-year plan for holistic development of these villages was charted out. The goal was to undertake structured development in the areas of agriculture, health, education, and provide employment opportunities to make both the villages self-sufficient.

In the last five years, we have undertaken many initiatives under this campaign, such as promotion of quality education in rural schools through infrastructure development, introduction of interactive e-classrooms, and skill development for women and youth. The mainstay of this developmental model is Agricultural Development, which is done through irrigation development and water conservation in the area,
as well as agri-education for farmers to undertake scientific way of farming. FY 2018-19 marks the completion of the 'Aatmanirbhar' campaign in Mohpuri and Bolegaon. Our activities have brought significant development in these villages, enhancing their income levels and standard of living.

## Initiatives and impact throughout the years

Agricultural Development
We facilitated agricultural development in the target villages by undertaking pond desilting, nulla bunding, drip irrigation and agricultural education initiatives. These have benefited big and small farmers as well as the residents of the villages by enhancing their agricultural reliability and productivity.

## Pond desilting

The programme was implemented in FY 2015-16 to address the challenge of low water retention in Mohpuri. The pond in the village was filled with silt and had seepage issues. We carried out desilting of pond covering an area of $172 \mathrm{~m} \times 82 \mathrm{~m} \times 2.5 \mathrm{~m}$, which resulted in an increase in water capacity by 92.40 Lakh Gallons.


## Observed impact:

- Improved water availability from November to March subject to normal rainfall
- Increase in water level in wells and other reservoirs


## ~70\%

of households use pond water for domestic purpose
~20\%
of total land irrigated through pond water
~10\%
of total farmers benefited
92.40 Lakh Gallons

Enhancement in pond water capacity

## Nullah Bunding

The project entailed bunding of canals through agricultural land for retaining rainwater that can be used to fill-up wells and farm ponds. This is very effective for irrigation purposes. We carried out the project across both the target villages. In Mohpuri, the initiative was carried out in FY 2017-18, covering a total area of 10.5 kms, with nearly $46 \%$ of agricultural land coverage. It benefited nearly 340 farmers and 175 households.

In FY 2018-19, we carried out this initiative in Bolegaon across an area of 12.5 kms , covering nearly $53 \%$ of the agricultural land. About 370 farmers and 185 households benefited from it.


## Observed impact:

- Increase in groundwater level due to percolation of retained rainwater
- All-year round crop cycle
- Diversification in crop production


## 23 kms

Total land coverage

## 2,101 acres

Agricultural land coverage

## 710 <br> Total farmers benefited



## Drip Irrigation

The project involved installing a system of drip lines for optimal usage of water for irrigation and aiding better and more profitable crop production. Farmers having a land size of $<2.5$ acres, who are primarily small farmers, in both the target villages were covered under it. In Mohpuri, the programme was carried out in FY 2016-17 and FY 2018-19, covering 256.8 acres of farmland, 273 farmers and 250 households. In Bolegaon, the programme was carried out in FY 2016-17 and FY 2017-18, covering a total of 182.5 acres of farmland, and 188 farmers and households.


## Observed impact:

- $3 x$ increase in production
- $\sim 80 \%$ decline in agricultural water consumption
- Increase in farmer income and motivation to cover remaining land under drip irrigation


## 461

Farmers covered
3x
Expected increase in productivity


## Education

We undertook various developmental works and provided support to schools in Mohpuri and Bolegaon. Our developmental works included renovation of school premises \& other maintenance work and construction of new infrastructure like school boundary, separate toilets for both boys and girls, computer rooms with e-learning software. We also supported the students by providing basic amenities like notebooks, uniforms and bicycles to girls etc. The initiatives have benefited over 430 students in these villages.

## Observed impact:

- 10-30\% increase in overall attendance; $55 \%$ for girl child in 2017
- Increase in students pursuing higher education due to use of bicycles



## Skill Development

Focussed on creating a platform for alternate source of income, we have facilitated training for women and youth based on their interests. Women from both villages were provided skill training in tailoring and embroidery. Youth from Mohpuri were provided skill training in electrical appliances from Tata Power Skill Development Institute (TPSDI).


## Other initiatives

We undertook installation of borewells in Bolegaon, which assisted in curbing water scarcity and installation of solar street lamps, in both the villages, which led to reduction in consumption of fossil fuel electricity. We also undertook the efforts of educating the villagers on insurance to get benefits of Government schemes - Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY) and Pradhan Mantri Suraksha Bima Yojana (PMSBY). The initiative helped villagers get more attuned towards obtaining policy and getting registered themselves. During FY 2015-16 and FY 2016-17, over 700 villagers were covered under this scheme. Awareness created to cover under PMJJBY and PMSBY by villagers themselves.


## Ancillary initiatives - Going beyond Aatmanirbhar

Apart from the initiatives under our Aatmanirbhar programme, we have provided support to the underprivileged, wherever necessary. In our effort to promote girl child education, we have been supporting Him Jyoti School in Dehradun which is a free boarding school, where about 250 bright girls from underprivileged sections are being provided with world-class education. We have undertaken multiple initiatives like distribution of blazers, track suits and trousers. In FY 2018-19, we financially supported Him Jyoti School for the construction of an Amphitheatre in the school to assist in driving their interest in arts and culture.

During the year, we also helped Kakkera Foundation in implementing a solar power plant in Kondayapalem village, Andhra Pradesh. The initiative apart from providing energy, is enabling the availability of safe drinking water in the village.


## Testimonials of the lives impacted by SUD Life

We thank SUD Life for giving us this unique opportunity to explore different ways of farming, for increasing the water level of the village pond, and for everything they have done in the school.

Thanks to SUD Life for guiding and helping us gain knowledge of fruit farming and other farming techniques such as goat farming, poultry farming, sericulture that are profitable.

- A Bolegaon Farmer
- A Mohpuri Farmer


SUD Life has provided a lot of things for our school, such as computers, tables, chairs, cupboards, solar inverters, etc. They have also constructed toilets and other infrastructure for school.

- School Principal, Mohpuri

We are grateful to SUD Life for facilitating tailoring classes which have helped us learn sewing and make different clothes like shirts, frocks and dresses.

- Women in training


## Success Stories

Farmers Arun Chhate and Ganesh Jadhav from Mohpuri, who received agri-education training in FY 2016-17 have greatly benefited from it. They successfully built farm ponds in their own lands with financial assistance from the bank.

Ganesh used the nullahs created by SUD Life to fill-up his pond in 2019, while Arun relied on the nearby ponds/wells. Apart from using this water for own farming, Arun also sells it to needy farmers in his village and earns extra income. Both the farmers have become self-reliant and are now adopting integrated farming with yearround water availability.

# Management Discussion and Analysis Report 

## Macro-economic environment

## Growth

- In 2018, the world economy clocked a growth rate of $3.6 \%$. While the growth in developed markets was led by US ( $2.9 \%$ ), growth in developing markets was spearheaded by India (7.1\%) and China (6.6\%).


## Financialisation of Savings

- In India, the share of financial savings as a percentage of household savings has increased to $63.6 \%$ in FY 201819 from 54.8\% in FY 2017-18. Within financial savings, there has been a shift towards the categories of shares/ debentures/mutual funds and insurance. Insurance contribution to financial savings has increased to 23.3\% in FY 2018-19 as compared to 20.3\% in FY 2017-18.


## Financial Markets Performance

- FY 2018-19 saw high volatility in bond yields with government bond yields rising sharply by 100 basis points in the first half of the financial year with headwinds on macroeconomic metrics. However, second half of the financial year saw reduction in oil prices, inflation and 25 basis points rate cut by RBI. These favorable macroeconomic factors revived the market sentiment that resulted in fall of government bond yields. The 10 -year government bond yield moved from 7.42\% at the end of FY 2017-18 to 7.34\% at the end of FY 2018-19.
- Indian equities market emerged as one of the best performing markets globally in FY 2018-19. The Nifty index gained $15 \%$ on back of strong domestic flows during the year.

Source: International Monetary Fund, Reserve Bank of India Central Statistics

## Industry Highlights

- In FY 2017-18, Indian life insurance industry was the tenth largest life insurance market in the world and the fifth largest in Asia. Total premium of the Indian life insurance sector grew at a CAGR of approximately 15\% between FY 2001-02 and FY 2017-18. Retail weighted received premium grew at a CAGR of $11 \%$ during FY 2001-02 to FY 2018-19.
- The Life Insurance industry registered a growth of $11 \%$ in Total Premium in FY 2018-19. Life Insurers collected total premium of ₹ 5,02,985 Crores in FY 2018-19 compared to ₹ 4,54,669 Crores in FY 2017-18.

|  |  | (₹ in Crores) |  |
| :--- | :---: | :---: | ---: |
| FY |  |  |  |\(\left.\quad \begin{array}{c}YoY <br>

(\%)\end{array}\right]\)

- Total premium for private life insurers recorded growth of $21 \%$ in FY 2018-19 over previous fiscal as compared to LIC which expanded by $6 \%$.
- Retail Weighted Received Premium (RWRP) for the industry increased by $9 \%$ year-on-year to ₹ 69,183 Crores from ₹ 63, 471 Crores.
- The market share of private life insurers increased from 56\% in FY 2017-18 to 58\% in FY 2018-19. While retail new business EPI expanded by $12 \%$ for private life insurers, for LIC it grew by $5 \%$ over the previous fiscal.

Source: Insurance Regulatory and Development Authority of India (IRDAI), Life Insurance Council, Swiss Re sigma No 3/2018 and Public disclosures

## Overview of Company performance

## Revenue Growth

- In FY 2018-19, total premium income increased to ₹ $1,994.07$ Crores as against ₹ $1,783.00$ Crores in the previous fiscal, a year-on-year growth of $12 \%$.
- New Business premium income registered was ₹ 676.51 Crores as against ₹ 700.72 Crores in the previous fiscal; Renewal premium increased from ₹ $1,082.28$ Crores to ₹ 1,317.56 Crores


## Profitability and Dividend to Shareholders

- Having reported maiden profit in FY 2014-15, your Company has consolidated its profitability position with every passing year. FY 2018-19 saw a $34 \%$ year-on-year growth with reported profit of ₹ 101.53 Crores.
- Your Company has offset the accumulated losses completely during the fiscal and has paid an interim
dividend at 2\% of face value amounting to ₹ 6.24 Crores (including dividend distribution tax of ₹ 1.06 Crores) to the shareholders.
- The Board of Directors have also proposed a final dividend amounting to ₹ 3.90 Crores (including dividend distribution tax of ₹ 0.67 Crores) translating to a total dividend payout of ₹ 10.15 Crores for FY 2018-19. The final dividend is subject to shareholders approval in the $12^{\text {th }}$ Annual General Meeting.


## Assets Under Management (AUM)

- AUM of your Company stands at ₹ $8,488.55$ Crores (including Unclaimed funds of ₹ 9.36 Crores), demonstrating growth of $16 \%$ over the previous fiscal.
- Composition of AUM is as under:
- Non-Linked fund at ₹ $5,242.99$ Crores constitutes $62 \%$ of AUM. The fund saw a YoY growth of $27 \%$ in fiscal 2018-19.
- Unit Linked fund at ₹ 2,677.15 Crores constitutes $32 \%$ of AUM.
- Shareholders' fund witnessed a YoY growth of $24 \%$ and currently stands at ₹ 559.05 Crores.


## Customer Retention

- Renewal premium continued to exhibit healthy growth of 22\% during FY 2018-19. Portfolio Conservation Ratio for the year consolidated at $85 \%$, as $13^{\text {th }}$ month Persistency expanded to $74.22 \%$ from $71.78 \%$ in previous year, on an annualized premium basis.
- Persistency of other vintage cohorts also showed improvement with $25^{\text {th }}$ month persistency expanding to $63.18 \%$ from $59.58 \%$ in previous year. $37^{\text {th }}$ month persistency also increased from 44.68\% as at March 31, 2018 to $54.56 \%$ as at March 31, 2019.
( $₹$ in Crores)



## Efficiencies in Expense Management

- Cost consciousness and capital efficiency are at the operational core of your Company, as cost-to-
premium income ratio declined from 17.49\% in FY 2017-18 to 16.57\% in FY 2018-19. Management expenses for FY 2018-19 at 69\% of allowable expenses, continue to be well within the limits prescribed under section 40B of Insurance Act, read with rule 17D of Insurance Rules, 1939.


## Cost to income ratio

| $18.47 \%$ | $17.49 \%$ | $16.57 \%$ |
| :---: | :---: | :---: |
| FY 2016-17 |  |  |
|  | FY 2017-18 | FY 2018-19 |

## Customer Centricity

- Customer Centricity form the core of our customer management architecture and philosophy. In order to strengthen our operating practices, compatible structures were institutionalized through an integrated vertical - 'Customer Strategy and Management' to manage touchpoints across customer lifecycle from acquisition and onboarding to maintenance and retention of customers.
- Retail Claims Settlement Ratio expanded to $97 \%$ compared to 92\% in FY 2017-18.
- In order to bring about absolute transparency in our dealing with the customer and to ascertain the customer's understanding of product features, a first of its kind initiative - "Customer Protection Officer" (CPO) was initiated in FY 2016-17. CPOs were entrusted with the responsibility of meeting the customer within a defined timeframe ( 45 days from issuance of policy) postacquisition. In FY 2018-19, CPOs reinforced product features and value proposition to $80 \%$ of customers acquired during FY 2018-19.
- Customer grievances reduced to 2,049 from 2,574 cases in FY 2017-18. Grievances received remained manageable with 19 out of every 10,000 customers registering complaints in the year. The TAT for resolution in grievances was 9.5 days against the Regulatory TAT of 15 days.
- Desirable progress was ensured towards settlement of unclaimed dues as Unclaimed Amounts reduced significantly from ₹ 20.07 Crores at March 31, 2018 ( $0.28 \%$ of Assets Under Management) to ₹ 9.36 Crores at March 31, 2019 ( $0.11 \%$ of Assets Under Management).
- SUD Life has formulated and initiated a comprehensive Digitisation roadmap with the strategic vision of leveraging upon new-age technological developments as a strategic enabler to business and customer service. The execution roadmap spans across impact areas of digital transformation of business, automation and
efficiency enhancement of transaction handling and a revamp of underlying technological architecture to support the enhanced digitized platform.


## People Enablement \& Development

- At SUD Life, people initiatives are based on the believe that accountability, empowerment and opportunity drive performance. Continuous efforts are being undertaken to broaden the Leadership perspective by exposing them to a new initiative - "Learn \& Lead". Under this series, the Leadership team gained an exposure towards diverse perspectives on effective management of both self and teams in business situations
- The organisation has launched a free-of-cost 'Employee Assistance Program (EAP)' to aid employees through Online/ Telephonic/ Face to Face Counselling and Wellness Coaching.
- Your Company continued to maintain a high employee engagement score of 86\% for FY 2018-19.


## Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY)

- Your Company has been an active participant in Pradhan Mantri Jeevan Jyoti Bima Yojna (PMJJBY) since the inception of the scheme and extends coverage to 26.71 lakh lives across the length and breadth of the Country as at March 31, 2019. Over the last four years, SUD Life has settled more than 16,000 claims amounting to ₹ 323.34 Crores under this landmark initiative of the Government of India.

|  |  |  | ( $₹$ in Crores) |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | FY | FY | FY |
| Particulars | FY |  |  |  |
|  | $\mathbf{1 5 - 1 6}$ | $\mathbf{1 6 - 1 7}$ | $\mathbf{1 7 - 1 8}$ | $18-19$ |
| Claims Paid | 57.10 | 87.76 | 82.58 | 95.90 |

## Enterprise Risk Management (ERM)

- SUD Life implements "Enterprise Risk Management" a comprehensive Risk Management approach.
- ERM is a process effected by the Board of Directors, management and all employees and applied in strategy formulation across the Enterprise. It is designed to identify potential events that may affect SUD Life, and manage risk in accordance with its risk appetite, so as to provide reasonable assurance regarding the achievement of SUD Life's objectives.
- SUD Life uses a combination of approaches, i.e. Integrated Risk Management, Material Risk Assessment and Risk Control Self-Assessment.
- The Integrated Risk Management is a quantitative framework wherein risks are quantified, aggregated (integrated) and then compared with the Company's Capital position.
- Material Risk Assessment, a top down approach, is a systematic and continuous process intended to identify and assess risks that impact the Company's ability to achieve and realize its core strategic objectives the most.
- Risk Control Self-Assessment, a bottom up approach is an operational risk management tool by which each function in the Company proactively identifies and assesses risks within their business processes and evaluates the effectiveness of controls that are in place to manage these risks.
- Additionally, there is an online "Incident Management"a techno-operational risk management tool in place to identify weaknesses in processes and controls, analyze them and initiate corrective actions and appropriate preventive actions to prevent a future recurrence of reported incidents.
- Further, taking cognizance of your Company's strategy to place greater focus on sale of traditional products, the Company has strengthened its Asset Liability Management framework to manage the increase in interest rate risk.


## Risk, Concerns and Internal Control Systems

- SUD Life has formulated a Risk Management Policy to ensure financial soundness and improve capital efficiency without impacting solvency, as well as continuously improving the quality of day to day operations.


## Risk Governance Organisation Structure

- Your Company has set up a separate Risk Management Committee of the Board (RMCB) to lay down the Company's risk management strategy. The members of RMCB are appointed by the Board of Directors as per Corporate Governance policy of the Company. This framework along with the three lines of defense helps to control various risks.
- MD \& CEO has constituted Risk Management Committee of Executives (RMCE) which consists among others, the risk owners for the business function of SUD Life, the Head of Risk Management along with Dy. CEO \& CFO and the Appointed Actuary. MD \& CEO is the head of RMCE.
- Your Company has set up an independent department for risk management. The Risk Management Department is organized in a way that it is able to monitor all the risks across the various lines of business of the Company.
- SUD Life has an internal audit function and risk based audit is carried out across the various functions to ensure adequacy of control mechanism and adherence
to internal processes, policies and regulatory requirements.
- Fraud risk management and ethics is an integral part of the value system of the Company and is directly related to our vision statement "To be the Trustworthy Lifelong Insurance partner".
- Your Company ensures adherence to the fraud prevention framework prescribed by the Regulator and
directives under Companies Act 2013. The Company has a Fraud Control Unit, Anti-Fraud policy, Malpractice Matrix and the Committee which are core to effective and independent performance to safeguard the interest of stakeholders.
- SUD Life is committed towards ensuring effective internal control environment. It continuously strives to provide assurance on the efficiency and the efficacy of internal controls and security of its assets.


## Directors' Report

## Dear Shareholders

The Directors have pleasure in presenting the $12^{\text {th }}$ Annual Report of the Company for the year ended March 31, 2019.

## Trends in the Life Insurance Industry

Continuous innovations along with digital interactions across various channels, higher customer expectations redefine the market place, insurers remain focused on growing top-line sales, bottom-line profitability, addressing challenges and competing in a dynamic industry.

Retail Weighted Received Premium (RWRP i.e. 10\% of Single Premium sales and $100 \%$ of Regular Premium Sales) on account of New Business expanded from ₹ 63,471 Crores in FY 2017-18 to ₹ 69,183 Crores in FY 2018-19. The market share of private players increased from $56 \%$ to $58 \%$ of the overall industry-driven by Bank-owned \& Bancassurancedriven players while LIC's share was at $42 \%$.

## Industry Outlook

Riding on a conjunction of factors like, fundamental strengths of the Indian economy, high savings and investment rate, favorable demography, high GDP growth rate, greater financial inclusion and further penetration through digitization, the life insurance industry is definitely poised to provide an impetus to the growth of the insurance industry in the year to come.

Over the years, life insurance companies have more customer-friendly products which have created a great awareness and confidence of customers in business. The broad focus on distribution enhancement, digitization and supportive government policies are expected to fuel the growth of the industry.

## SUD Life Operational Performance Highlights

We skillfully steered in the environment full of volatility, uncertainty and complexity and registered a strong performance in the fiscal through profitable sustainable growth.

As we complete a decade of relevance for all our stakeholders, your Company has grown under various facets of the business and also maintained its profitable strategy along with low cost ratio.
Your Company has also undertaken several initiatives ranging from customer education, revival campaigns to product innovation to keep the customer centricity as the main focus. Your Company has also improved on various 'quality of business' metrics including customer complaints, persistency and claim settlement ratio.

Your Company would focus on improving customer experience and efficiency of operations by leveraging the digital platform.

## The key performance highlights are as follows:

- Driven by an increase in renewal premium, total premium witnessed a growth of $12 \%$ to ₹ $1,994.07$ Crores in FY 2018-19, compared to ₹ 1,783.00 Crores in the previous year.
- The share of individual non-participating new business has reduced from $76 \%$ in the last year to $72 \%$ this year. The share of linked portfolio has increased from $19 \%$ to $21 \%$ and the participating portfolio has also increased marginally from $5 \%$ to $7 \%$.
- The PMJJBY scheme is into its fourth year of operation. Total number of lives insured was about 27.21 lakhs in May-19 as against 22.65 lakhs in May-18. Further the new enrolments in the PMJJBY scheme have been higher this year at 6.82 lakhs, as compared to 3.30 lakhs in the previous policy year.
- Actual to Expected claim experience ( $\mathrm{A} / \mathrm{E}$ ) at Company level for overall individual business this year was around $68 \%$ in terms of number of claims and $69 \%$ in terms of sum assured.
- The $13^{\text {th }}$ month persistency ratio improved (including Single Premium Policies) to $74.22 \%$ from $71.78 \%$ in previous year on annualised premium basis.
- The Asset Under Management (AUM) of the Company stands at ₹ $8,488.55$ Crores, showing a growth of $16 \%$ as compared to the previous year.
- Operating efficiency management continued to remain an intrinsic strength for the Company as cost-to-income (i.e. opex-to-premium) ratio declined from $17.5 \%$ in FY 2017-18 to 16.6\% in FY 2018-19. The expenses of the Company are within the prescribed limits of IRDAI (Expenses of Management of Insurers transacting life insurance business) Regulations, 2016.
- A combination of increase in renewal business, long term portfolio of profitable products, lean and efficient operating model, led to an increase of $34 \% \mathrm{YoY}$ on profit before tax to ₹ 102.08 Crores in FY 2018-19. During the year, Company has paid an interim dividend @2\% of face value amounting to ₹ 6.24 Crores (including dividend distribution tax ₹ 1.06 Crores) as a result the accumulated profit now stand at ₹ 72.62 Crores
- Key performance indicators

| Particulars | $\begin{array}{r} \text { FY } \\ 2018-19 \\ \hline \end{array}$ | $\begin{array}{r} \text { FY } \\ 2017-18 \\ \hline \end{array}$ |
| :---: | :---: | :---: |
| Gross written premium | 1,994.07 | 1,783.00 |
| Individual NBP | 608.54 | 642.77 |
| Retail NBP EPI | 563.76 | 574.48 |
| Profit after Tax | 101.53 | 75.89 |
| Operating expenses* | 330.47 | 311.91 |
| Solvency ratio | 2.53 | 2.78 |
| $13^{\text {th }}$ month persistency* | 74.22\% | 71.78\% |
| AUM | 8,488.55 | 7,289.64 |
| Net worth | 600.15 | 503.45 |
| Earnings Per Share | 3.92 | 2.93 |
| Accumulated Profit / (Losses) | 72.62 | (22.66) |

\#including shareholder expenses
*including single premium

| Summary of financials | (₹ in Crores) |  |
| :---: | :---: | :---: |
| Particulars | $\begin{array}{r} \text { FY } \\ 2018-19 \\ \hline \end{array}$ | $\begin{array}{r} F Y \\ 2017-18 \\ \hline \end{array}$ |
| New Business Premium | 676.51 | 700.72 |
| Renewal Premium | 1,317.56 | 1,082.28 |
| Gross Written Premium | 1,994.07 | 1,783.00 |
| Reinsurance | 37.57 | 35.02 |
| Net Written Premium | 1,956.50 | 1,747.98 |
| Investment Income | 708.89 | 567.17 |
| Linked (Unrealised Gain ₹ 54.46 Crores) | 299.02 | 240.69 |
| Non Linked (including shareholders) | 409.87 | 326.48 |
| Other Income | 4.00 | 3.67 |
| Total Income (A) | 2,669.39 | 2,318.82 |
| Commissions | 149.99 | 142.59 |
| Benefits (Net) | 908.91 | 958.72 |
| Change in Valuation | 1,135.00 | 792.67 |
| Linked | (12.42) | (175.68) |
| Non Linked | 1,147.42 | 968.35 |
| Operating Expenses | 330.46 | 311.91 |
| Provision for diminution in the value of investments | 4.40 | -- |
| Goods \& Services Tax/ Service Tax on Linked charges | 9.30 | 9.06 |
| Total Expense (B) | 2,538.06 | 2,214.95 |
| Funds for Future Appropriation (C) | 29.25 | 27.98 |
| Profit before Tax (D) = $(A)-(B)-(C)$ | 102.08 | 75.89 |
| Provision for Income Tax (E) | 0.55 | 0.00 |
| Profit After Tax (F) = (D) - (E) | 101.51 | 75.89 |

## Strategy \& Progress on Ind AS Implementation

The Ministry of Corporate Affairs (MCA), Government of India has notified the Companies (Indian Accounting Standards) Rules, 2015 on February 16, 2015. A reference is also invited to the Press Release dated January 18, 2016 issued by the MCA outlining the roadmap for implementation of International Financial Reporting Standards (IFRS) converged Indian Accounting Standards (Ind AS) for Banks and Insurance Companies. Accordingly, the Company shall comply with the Indian Standards (Ind AS) for financial statements for accounting periods beginning from April 1, 2018 onwards, with comparatives for the periods ending March 31, 2018. However, International Accounting Standard Board (IASB) issued IFRS 17 Insurance Contracts on May 18, 2017, to be effective from January 1, 2021. Accordingly, the Authority has issued a circular dated June 28, 2017, deferring the implementation of Ind AS in Insurance sector in India for a period of two years to be effective from FY 2020-21. The said circular, however requires the submission of proforma Ind AS financial statements on quarterly basis to the IRDAI.

Institute of Chartered Accounts of India has issued the exposure draft on Ind AS 117 Insurance Contracts. In accordance with the requirement, the Company has submitted its comments/ suggestions to Life Council on the said exposure draft.

IRDAI has also vide circular no. IRDAI/F\&A/CIR/ IFRS/038/03/2016 dated March 1, 2016 on implementation of Indian Accounting Standards (Ind AS) has directed all Insurers to disclose in annual report a detailed strategy and progress made in this regard.

Accordingly, following are the details of the strategy and progress made by the Company on implementation of Ind AS:

## Roadmap for Ind AS implementation

Your Company has prepared roadmap for implementation of Ind AS, its likely impact on the financials and business, Ind AS technical requirements and development of the systems \& processes which will be affected. Your Company has also appointed a consultant for implementation of Ind AS.

## Steering Committee

Your Company has set up a steering committee headed by Managing Director \& CEO comprising members from cross functional areas of the Company. The Audit \& Ethics Committee will oversee the progress of the Ind AS implementation process and report to the Board on quarterly basis.

## People \& Project Management

Your Company has set up a core team which will be responsible for managing, planning and execution of Ind AS implementation by ensuring that all linkages are established between accounting, system, people and business.

## Proforma Financials

With the help of the necessary guidance, instructions as and when received from the Authority, Company has submitted the proforma Ind AS financial statements for the period ended

June 30, 2018, September 30, 2018, December 31, 2018 and March 31, 2019 with the Authority within the timelines as per the requirements of the circular issued by IRDAI in this regard.

## Solvency Margin

The Directors are pleased to report that the assets are sufficient to meet the minimum solvency margin level of 1.50 times. The Solvency Margin of your Company is 2.53 as at March 31, 2019 which was 2.78 as at March 31, 2018.

## Capital

The paid-up equity capital remained at ₹ 258.96 Crores and share premium account at ₹ 268.61 Crores as on March 31, 2019. There was no change in the paid-up equity capital and Share Premium account of your Company in FY 2018-19. Your Company is operating on a light capital model which indicates the capital efficiency of the Company over the years.

## Reserves

In the $10^{\text {th }}$ year of its operation, your Company successfully achieved clear profit by wiping out accumulated losses of earlier period of ₹ 22.66 Crores. In FY 2018-19 your Company made a profit of ₹ 101.52 Crores and as result the accumulated profit now stands at ₹ 72.62 Crores.

## Dividend

Adopting an approach of 'Profitable Growth' in our early years and subsequently delivering on that promise has facilitated the Company to attain growing customer retention and a profitable franchise. This is evident in our rapid ascent by breaking-even in the $6^{\text {th }}$ year and achieving clear profit in $10^{\text {th }}$ year of operation which made possible for your Company to declare first ever dividend in FY 2018-19. In the Board meeting held on February 9, 2019, your Company had declared an Interim Dividend @2\% of paid-up equity capital i.e. ₹ 0.20 per paid-up equity share to the shareholders. The proposal for Final Dividend @1.25\% of paid-up equity capital i.e. ₹ 0.125 per paid-up equity share has also been recommended by the Board in its meeting held on April 26, 2019 to the shareholders for consideration in the ensuing $12^{\text {th }}$ Annual General Meeting. The total dividend for the financial year, including the proposed final dividend is $₹ 0.325$ per paid-up equity share and will absorb ₹ 10.15 Crores including Dividend Distribution Tax of ₹ 1.73 Crores. The Company has Dividend Distribution Policy in place.

## Deposit

Your Company has not accepted any fixed deposits since inception and as such, no amount of principal or interest was outstanding as at March 31, 2019.

## Investments

## Assets Under Management (AUM)

Investments of your Company are being managed in compliance with the guidelines of IRDAI. Total Assets Under

Management as at March 31, 2019 was ₹ 8,489 Crores (including Unclaimed Policies Fund of $₹ 9.36$ Crores) as against ₹ 7,290 Crores (including Unclaimed Policies Fund of ₹ 20.07 Crores) at March 31, 2018.
(₹ in Crores)

| Particulars | FY |  |
| :--- | ---: | ---: |
| 2018-19 | $\mathbf{2 0 1 7 - 1 8}$ |  |
| Life Segment | $3,740.42$ | $2,879.84$ |
| Pension Annuity \& | $1,502.57$ | $\mathbf{1 , 2 5 1 . 5 9}$ |
| Group Segment |  |  |
| Unit Linked Segment | $\mathbf{2 , 6 7 7 . 1 5}$ | $\mathbf{2 , 6 8 8 . 8 7}$ |
| Total Policyholders' Funds | $\mathbf{7 , 9 2 0 . 1 4}$ | $\mathbf{6 , 8 2 0 . 3 0}$ |
| Shareholders' Funds | 559.05 | 449.27 |
| Unclaimed Policies Fund | $\mathbf{9 . 3 6}$ | 20.07 |
| Total Assets Under | $\mathbf{8 , 4 8 8 . 5 5}$ | $\mathbf{7 , 2 8 9 . 6 4}$ |
| Management |  |  |

Under Unit Linked Products, your Company offers multiple fund options, viz., Equity, Debt \& Hybrid to suit the varying levels of risk appetite of the policyholders. Under equity funds, investments are restricted to equity and money market instruments. Under debt fund, investments are restricted to fixed income and money market instruments whereas under hybrid funds, investments are made in equity, fixed income and money market instruments. For all these funds, investment pattern is stipulated with varying exposure limits for each of permissible asset categories like equity, debt etc.

Assets Under Management increased by $16.5 \%$ to $₹ 8,489$ Crores in FY 2018-19 from ₹ 7,290 Crores in FY 2017-18.
(₹ in Crores)


## Investment Income

Investment income increased to about ₹ 704 Crores in FY 2018-19 from about ₹ 567 Crores in FY 2017-18. This was mainly due to
a) Increase in income of Non-linked segment (including Shareholder fund) to about ₹ 406 Crores for FY 2018-19 from about ₹ 328 Crores of last year, as the Asset Under Management under this segment increased to ₹ 5,812 Crores as at March 31, 2019 as against ₹ 4,601 Crores as at March 31, 2018; and
b) Increase in income of Unit-Linked Funds to about ₹ 298 Crores from about ₹ 239 Crores for FY 2018-19 of last year, due to mark to market variation in Unit Linked

Funds (Equity index grew by 14.9\% in FY 2018-19 against 10.2\% in FY 2017-18)

Debt servicing on Fixed Income portfolio is satisfactory except there was a default on NCD's of IL\&FS Limited.

The Company has an exposure to secured NCDs of IL\&FS Limited amounting to ₹ 55 Crores, as at March 31, 2019. IL\&FS Limited has defaulted on principal amount of ₹ 10 Crores and interest amount of ₹ 2 Crores, aggregating to ₹ 12 Crores, due on December 05, 2018. The details related to it are provided in Notes to Accounts of the Annual Financials for FY 2018-19.

Investment Yield on Fund

| Particulars | $\begin{array}{r} \text { FY } \\ 2018-19 \end{array}$ | $\begin{array}{r} \text { FY } \\ 2017-18 \end{array}$ |
| :---: | :---: | :---: |
| With Realized Gains: |  |  |
| Shareholders' Funds | 7.25\% | 8.01\% |
| Policyholders Funds-Non linked | 8.38\% | 8.60\% |
| Participating | 9.14\% | 8.87\% |
| - Non Participating | 8.16\% | 8.51\% |
| Policyholders Linked - Non par | 11.11\% | 17.33\% |
| With Un-realized Gains: |  |  |
| Shareholders' Funds | 7.26\% | 6.29\% |
| Policyholders Funds-Non linked | 9.09\% | 5.31\% |
| Participating | 8.49\% | 5.34\% |
| - Non Participating | 9.26\% | 5.30\% |
| Policyholders Linked - Non par | 11.76\% | 8.97\% |

During FY18-19, equity market index, Nifty, delivered return of $14.9 \%$, with extreme downward volatility between September and November 2018. 10-year Benchmark G-Sec yield softened by 5 bps to $7.35 \%$ from $7.40 \%$ as at March 2018 with high volatility recording a high of $8.18 \%$ and low of $7.12 \%$.

Return with Realized gains on Participating Fund improved to 9.14\% in FY 2018-19 from 8.87\% in FY 2017-18. However, on Non Par fund, it has come down to $8.16 \%$ from $8.51 \%$. This was partly due to

- IL\&FS exposure (non-recognition of income, write back of accrued interest and some provisioning); and
- Negative return on equity assets during FY 2018-19.

Return with Un-realised gains on Non-Participating Funds and Participating Funds improved substantially from around $5.30 \%$ in FY 2017-18 to $9.26 \%$ and $8.49 \%$ in FY 2018-19 respectively, mainly due to unrealized losses on debt securities as at March 31, 2018 recovered during the year (During FY 2017-18, yields rose by 71 bps from $6.69 \%$ to $7.40 \%$ and in FY 2018-19, fell by 5 bps to $7.35 \%$ ).

## Rural \& Social Sector Obligations

Continuing its focus towards rural and social sector, your Company has covered 35,227 lives under social category standing at $6.60 \%$ as against regulatory requirement of $5 \%$.

Rural policies accounted for 35,895 standing at $37.39 \%$ as against the Regulatory requirement of $20 \%$.

## Human Resources and People Development

Your Company concluded the year with 2600 employees on March 31, 2019. The average age of employees of your Company is 34 years and the female gender distribution is about 20\%.

Key Human Resource Initiatives driven across the year include:

## A. Talent Acquisition Focus

## - Alternate channels of Sourcing

Your Company further continued its journey to infuse young and energetic talent who bring in fresh perspectives and thoughts. We had seen encouraging trends with campus programs at various roles and plan is to continue the process.

- Chartered Accountant - Management Trainee Program

Management trainees were recruited from Chartered Accountant campus last year and post internship now are placed in entry level roles with Operations, Finance \& Investment functions.

- Actuarial - Management Trainee Program

Your Company continues to recruit Management trainees to form a pool of budding actuaries. They have been placed across Valuation and Pricing verticals in Actuarial department.

## B. Learning \& Development Focus

- Training Need Identification

Your Company embarked on a learning journey with initiating a robust and need based Training which will lead to designing targeted learning intervention and learning calendar for the organization.

- New Employee Orientation

New Employee Orientation (NEO), was designed as centralized monthly induction program for new joiners and was launched at the Corporate Office. For zonal employees also, inducting program in similar lines and focusing on functional training (in Sales) has been launched.

## C. Performance Management Focus

- Performance Assessment and Pay for Performance Framework
Your Company continues to drive "Performance" as the key differentiator among employees and their career growth. To drive this, multiple initiatives have been carried out, like frequent feedback sharing
mechanisms in addition to annual formal appraisal, Peer reviews for critical levels, 180 degree feedback etc.
- Reward \& Recognition

Your Company has multiple platforms like "Shikhar" and "I Made A Difference" to recognize key behaviors and drivers of performance. It focuses on broad based rewards to include wholesome performance of employees and teams at the national level. In the closing year, organization recognized 56 such employees and teams for such exemplary performance and delivery.

- Careers Open To Talent (COTT)

COTT which encourages movement of internal talent through horizontal or cross-functional growth has continued and employees have used this opportunity to move into their desired roles. 11 employees had applied for COTT in FY 2018-19 which are under various stages of evaluation and movement.

## D. Employee Engagement Focus

- Employee Assistance Program (EAP)

The organization has launched its flagship employee assistance program (EAP) in partnership with ltolhelp for our employees. These services will provide assistance to employees through Online Counselling, Face to Face Counselling, Telephone Counselling, and Wellness Coaching. It is a confidential in nature and the services are provided free of cost to employees in our constant endeavor to provide them with comprehensive and balanced workplace and experience.

## Corporate Governance and Board of Directors

The Company has Board approved Corporate Governance Policy which is in line with Corporate Governance Guideline issued by IRDAI and provisions of the Companies Act, 2013. Your Company is committed to achieve the highest standard of Corporate Governance. A Corporate Governance Report of your Company is placed separately and enclosed herewith as Annexure - A.

## CSR Initiatives and Policy thereon

Your Company has constituted a Board level Corporate Social Responsibility Committee (the Committee) and has formulated a policy on Corporate Social Responsibility (the CSR Policy). Details of members of the Committee and the CSR Policy are available on website of the Company. Link is as follows: https://www.sudlife.in/about-us/csr

Disclosure required under Companies Act, 2013 along with CSR spent in FY 2018-19 is placed in the Annexure - B.

## Extract of Annual Return

Section 92 of the Companies Act, 2013 prescribes to prepare annual return at the close of the financial year containing various matters related to principal business activities, share capital, promoters, directors, shareholders, meetings, remuneration etc., and an extract thereof to include in Directors' Report. The extract of annual return in prescribed Form No. MGT - 9 is enclosed herewith and marked as Annexure - C.

## Management Discussion \& Analysis Report

Pursuant to PART IV of the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditors' Report of Insurance Company) Regulations 2002, the Management Discussion \& Analysis Report is placed separately and forms part of this Directors' Report.

## Policy of Directors' Appointment

Your Company has a policy on Corporate Governance to ensure the best governance in the Company. The policy is based on the provisions of the Companies Act, 2013 and IRDAI Guidelines on Corporate Governance.

The Corporate Governance Policy covers the following criteria for appointment of Director in the Company.

- A Nomination and Remuneration Committee recommends person for induction on Board based on "Fit and Proper Criteria" relating to integrity demonstrated in personal behavior and business conduct, soundness of judgment, and financial soundness.
- Directors must have relevant experience in areas of Finance and Management, having expertise in Insurance, Banking, Finance, Economics, Marketing, Technology, Human Resources etc. and qualifications / experience that are considered appropriate to the Company.
- Director should not have been convicted or come under adverse notice of the laws and the regulations involving moral turpitude or of any professional body.
- Director should possess the highest personal and professional ethics, integrity and values.
- Director must be willing to devote sufficient time and energy in carrying out their duties and responsibilities.
- Directors must have knowledge of the Company's business and products of the Company, so that they can guide the management and contribute towards growth of the Company.
- Directors should understand the material risks and issues that could affect the group entities.
- A person who is an insurance intermediary agent (except with the prior approval of IRDAI) or a person who is Director on the Board of other Life Insurance Company shall not be eligible to be a Director of the Company.


## Remuneration Disclosure of Directors

According to guidelines issued by IRDAI on Remuneration of Non-Executive Directors and Managing Director / Chief Executive Officer / Whole Time Directors of Insurers, all Insurers are mandated to disclose the qualitative and quantitative part of remuneration paid to its Managing Director / Chief Executive Officer / Whole Time Directors. In your Company, Managing Director \& CEO is the only Whole Time Director.

In view of the same, the remuneration disclosures of Directors are detailed below:

## Qualitative Disclosures:

a. Information relating to the design and structure of remuneration processes and the key features and objectives of Remuneration Policy of your Company

## - Design and Structure of Remuneration Process

Your Company is focused on practicing fair and transparent business by devising and implementing best corporate governance practices. An effective framework has been laid down in the Remuneration Policy to factor prudent risk and effective supervisory oversight in compensation payable to the Executive and Non-Executive Directors including Managing Director \& CEO of the Company.

Your Company is committed to ensure that remuneration is aligned with the role and responsibilities of the Directors of the Company and has confidence in its fair and competitive remuneration policy which is at par with industry standards. Your Company leverages the same in order to attract and retain the best talent at all levels.

The Company's Remuneration Policy is compliant with provisions of the Companies Act, 2013 and IRDAI Guidelines on Remuneration of NonExecutive Directors and Managing Director / Chief Executive Officer / Whole Time Director of Insurers.

Key Performance Indicators (KPIs) for the Managing Director \& CEO and the performance threshold for long term and short term incentives are defined by the Nomination \& Remuneration Committee (NRC) and Board, based on the financial and strategic plan approved by the Board.

- Key Features of policy pertaining to Managing Director \& CEO

The Remuneration payable to Managing Director \& CEO is recommended by the Board and approved by the IRDAI. The organizational performance as well as the individual performance of Managing Director \& CEO are assessed by the NRC and Board and based on the assessment, they make
recommendations regarding compensation including variable pay for Managing Director \& CEO. Organization performance and sustainability parameters linkages to Managing Director \& CEO. The KPIs include a mix of both quantitative and qualitative aspects. Following are the Indicative parameters for formulating Performance:

- Persistency
- Solvency
- Grievance Redressal
- Expenses of Management
- Claim Settlement
- Claim Repudiations
- Overall Compliance Status
- Overall Financial position such as Networth Position of the Insurer, Asset under Management (AUM) etc.

Performance parameters, covering both financial and non-financial aspects, are fixed at the beginning of the financial year and are in line with the Board approved Business plan of the Company. Managing Director \& CEO's performance is evaluated against these set of parameters and results into a performance rating which is the basis of payout of any reward component
b. Description of the ways in which current and future risks are taken into account in the remuneration processes
To ensure remuneration is adjusted for all types of risks, consequently safeguarding alignment of compensation with prudent risk taking, your Company has taken into account adherence to the risk framework in conjunction with other pre-defined performance objectives. Remuneration payout are sensitive to the time horizon of the risks involved and symmetric to risk outcomes.

- Compensation is aligned to both financial and non-financial indicators of performance including controls like risk management, process perspective, customer perspective and others.
- These business objectives are balanced in nature, and comprise a holistic mix of financial, customer, people and process/quality and compliance objectives.
c. Description of the ways in which the Company seeks to link performance during a performance measurement period with levels of remuneration
Your Company follows remuneration practices intended to drive meritocracy within the framework of prudent risk management and seeks to achieve a holistic mix of fixed and variable pay, with a higher proportion of variable pay at senior levels. Compensation is sought to be aligned with
both financial and non-financial indicators of performance. The design of the variable pay is linked to the individual employee's performance rating which is arrived on the basis of assessment of performance delivered against a set of pre-defined organization and individual performance objectives. These objectives are balanced in nature and encapsulate a holistic mix of financial, customer, people, and process/quality and compliance objectives.


## Quantitative Disclosures:

Quantitative disclosures pertaining to payment of remuneration to Managing Director \& CEO is as under:

| Particular | $\begin{gathered} \text { At March } \\ 31,2019 \\ \hline \end{gathered}$ |
| :---: | :---: |
| Number of Managing Director \& CEO/WTDs having received a variable remuneration award during the financial year | 1 |
| Number and total amount of sign on awards made during the financial year | Nil |
| Details of guaranteed bonus, if any, paid as joining / signing bonus | Nil |
| Total amount of deferred remuneration paid out in the financial year | Nil |
| Breakup of amount of remuneration awarded for the financial year |  |
| - Fixed (₹ in Crores) | 2.97 |
| Variable Pay |  |
| - Deferred (₹ in Crores) | 0.89 |
| - Non-Deferred (₹ in Crores) | 1.44 |
| Total amount of outstanding deferred remuneration | Nil |

## Elements of Remuneration to Managing Director \& CEO and KMPs

As per IRDAI guidelines, your Company has following KMPs as on March 31, 2019:

| Name | Designation |
| :--- | :--- |
| Shri Girish Kulkarni | MD \& CEO |
| Shri Hitoshi Yamaguchi | Dy. CEO \& CFO |
| Shri Abhay Tewari | Appointed Actuary |
| Shri Y. V. Rao | Chief Investment Officer \& Head <br>  <br> Shared Service |
| Shri Yuichiro Abe | Chief Risk Officer |
| Shri Gnana William | Chief Internal Auditor |
| Shri Rakesh Kumar | Company Secretary |
| Smt. Sreemaya Athikkat |  |
| Chief Compliance Officer |  |
| Shri Abhay Mehra | Chief Distribution Officer |

The details of elements of remuneration of Directors and KMPs as per the Corporate Governance Guideline issued by IRDAI as on March 31, 2019 is given as under:
(Amt in ₹)

| Particulars | MD \& CEO | KMPs |
| :--- | ---: | ---: | ---: |
| Salary and Bonus | $48,875,172$ | $84,689,223$ |
| Contribution to PF | $1,680,001$ | $2,827,549$ |
| Medical expenses and other <br> allowances | 347,690 | 944,184 |
| NPS |  |  |
| Car Perquisites | $1,400,004$ | $\mathbf{1 , 9 1 8 , 6 5 3}$ |
| Total | 549,186 | 90,203 |

## Remuneration to Non-Executive Directors

As per Remuneration Policy of the Company, Non-Executive Directors including Independent Directors are eligible for sitting fees and reimbursement of actual expenses incurred for attending Board and Committee Meetings. Sitting fees payable to Non-Executive Directors who are nominated by Bank of India, Union Bank of India and Dai-ichi Life Holdings, Inc., being promoters of the Company, are paid to the respective promoter. Your Company pays sitting fee to its Non-Executive Directors including Independent Directors within the limit prescribed in the Companies Act, 2013 and IRDAI Guidelines. The sitting fee payable to Non-Executive Directors except Independent Directors are approved by the Shareholders and for Independent Directors, it is approved by the Board.

The Non-Executive Directors of your Company do not have any other material pecuniary relationships with the Company or its Directors, its Senior Management other than sitting fees for attending Board and Committee meetings.

Detail of sitting fee payable per meeting to Non-Executive directors are as under:

|  |  | (Amt in ₹) |
| :--- | ---: | ---: | ---: |
| Sitting fee per Meeting | ID $^{1}$ | NED $^{2}$ |
| Board | 50,000 | 30,000 |
| Committee | 40,000 | 20,000 |

${ }^{1}$ Independent Director
${ }^{2}$ Non-Executive Director

Details of sitting fee paid to Directors for meetings attended by them during FY 2018-19 is covered under Corporate Governance Report.

Disclosures under Rule 5 of Companies (Appointment \& Remuneration of Managerial Personnel) Rules, 2014
As per Rule 5 of Companies (Appointment \& Remuneration of Managerial Personnel) Rules, 2014, details of the top ten employees in terms of remuneration drawn and employees of the Company who are employed throughout the financial year 2018-19 drawing remuneration not less than Rupees One Crores and Two Lakhs per annum and who are employed
for part of the year drawing remuneration not less than Rupees Eight Lakh Fifty Thousand per month is forming part of the Directors' Report for the year ended March 31, 2019 and enclosed herewith which is marked as Annexure - D. Details of such employees is available with the Company Secretary and the Shareholders may contact him for such information.

## Declaration by Independent Directors

Central Government has prescribed the criteria for the appointment of Independent Director vide section 149(6) of the Companies Act, 2013. IRDAI vide its guideline on Corporate Governance mandates to appoint minimum three Independent Directors. Since March 2017, your Company has three Independent Directors on Board. All Independent Directors meet the criteria of independence prescribed under section $149(6)$ and have submitted their declaration to that effect. Your Company has relied on the declaration of independence provided by the Independent Directors as prescribed under section 149(7) of the Companies Act, 2013 and placed at the Board Meeting of the Company.

## Familiarization program for Directors

Your Company organizes familiarization program particularly for Independent Directors at the time of their appointment and for other than Independent Directors, new directors are being updated with all necessary information of the Company at the time of appointment about Promoters, Charters, Nature of Business, Organizational Structure, Pan India Presence, Vision, Philosophy and Mission of the Company which helps them to contribute in achieving common goal for the Company. All Independent Directors are on Board since 2017 and an induction program was organized for them in January 2018.

Directors are familiarized with their roles, rights and responsibilities in the Company as well as with the nature of industry and business model of the Company through induction programs.

Deed of Covenant with the Company is executed in duplicate for every new Director wherein Director agrees with his/her roles and responsibilities towards the Company.

## Evaluation of Performance of Board/Committees and Individual Directors

The Board of Directors of your Company initiated performance evaluation of Board, its Committees and Directors since 2015. Since then your Company has improved in the process of evaluation of performance. The Nomination and Remuneration Committee (NRC) plays an important role structuring the framework for evaluation process.

For FY 2018-19, A Board approved checklist was circulated to the Directors and they evaluated the performance of the Board, Committees and other individual Directors and submitted their response to the Chairperson of NRC. Based on the evaluation sheets received from the Directors, the

Company Secretary, in consultation with the Chairperson prepared a report in the Board approved format and submitted to NRC and Board for noting.

## Transaction with Related Party

Your Company has a Board approved policy on transaction with Related Parties to ensure the compliance of Companies Act, 2013 and Rules thereon and the guidelines issued by IRDAI. All related party transactions are preapproved by the Board / Shareholders as the case may be. During the year, there was no material significant related party transactions with the Directors, Key Management Person and relatives of the Directors that would have a potential conflict of interest with the Company at large. As per section 177, read with section 188 of the Companies Act, 2013, transactions with related parties entered into by the Company in the ordinary course of business at arms-length basis are approved by the Audit \& Ethics Committee of the Board. Other than armslength basis transaction with related parties are approved by the shareholders as per the provision of Companies Act, 2013. All related party transactions in the ordinary course of business at arms-length basis are also being quarterly ratified by the Audit and Ethics Committee of the Board. Detail particulars of contracts or arrangements with related parties referred to in section 188(1) of Companies Act, 2013 is enclosed and marked as Annexure - E.

## Dematerialization of Shares

Ministry of Corporate Affairs vide their notification dated September 10, 2018 mandated issue and transfer of equity shares by unlisted companies in dematerialized form only.

Your Company has provided the facility to its shareholders for converting their physical shares in demat form by registering itself with CDSL and NSDL since FY 2016-17. Karvy Fintech Private Limited (Formerly known as Karvy Computershare Private Limited) is Registrar and Transfer Agent (RTA) for maintenance of shares in the demat format.

All three promoters of the Company are holding their shares in the electronic form except 5 equity shares held in physical form mainly by nominee of the promoters. After the said notification by MCA, none of the share got transferred in physical form. Details of shares held in physical and electronic form are given in extract of annual return in Form MGT 9 which is enclosed with the report.

## Statutory Auditors and their Report

## Auditor

In view of the applicability of section 139(5) of the Companies Act, 2013, Comptroller and Auditor General of India appoints Statutory Auditors for your Company. Accordingly, the Comptroller and Auditor General of India appointed M/s S. Jaykishan and M/s B. N. Kedia \& Co. as joint statutory auditors of the Company for FY 2018-19.

## Auditors' Report

The Statutory Auditors of your Company have relied upon the Appointed Actuary's certificate on actuarial valuation of liabilities for policies in force as at March 31, 2019 for forming their opinion on the financial statements of the Company.

The Appointed Actuary has duly certified the actuarial valuation of liabilities for policies in force as at March 31, 2019 and in his opinion, the assumptions for such valuation (Refer Schedule 16 -B, Note 2 of Annual Accounts) are in accordance with the guidelines and norms issued by the Insurance Regulatory and Development Authority of India ('IRDAI') and the Institute of Actuaries of India in concurrence with the Authority.

The Auditors' Report (including annexure thereof) to the members does not contain any qualification or adverse remarks and therefore, do not call for any further comments under section 134(3)(f) of the Companies Act, 2013.

## Comments of the Comptroller \& Auditor General of India (C\&AG) on the accounts of the Company

The Comptroller \& Auditor General of India has conducted a supplementary audit under section 143(6)(a) of the Companies Act, 2013 of the financial statements of the Company for the year ended March 31, 2019. As advised by the Office of the C\&AG vide their letter dated July 15, 2019, the comments of C\&AG for the year 2018-19 along with the management replies thereto are enclosed as Annexure - F.

## Internal Auditors

Your Company has a separate Internal Audit Department for evaluating the efficacy and adequacy of internal control system. The Department conducts internal audit of corporate functions, branches and coordinates various regulatory audits. The Department is headed by Chief Internal Auditor and to maintain independence and objectivity, the Chief Internal Auditor has dual reporting to Managing Director \& CEO and Audit \& Ethics Committee of the Board.

The scope, authority and procedures of Internal Audit are defined in the Risk Based Internal Audit Policy of the Company. The policy is reviewed every year and detailed Annual Risk Based Internal Audit plan is approved by the Audit \& Ethics Committee and Board.

The systems, standard operating procedures and controls implemented are also reviewed by the internal audit team. The key audit observations along with management responses are presented to the Audit \& Ethics Committee on a quarterly basis for noting and necessary directions to the management.

## Internal Financial Control

The Companies Act, 2013 and Rules thereunder, requires the Board of Directors, to lay down adequate and effective internal financial controls with reference to the Financial

Statements and include it in the Board report. It also requires Independent Directors to satisfy themselves that financial controls are robust and defensible. The Company has established an internal control framework comprising internal controls over financial reporting, operating controls and fraud prevention controls.

The In-house Internal Audit Department of the Company undertakes rigorous testing of the control environment and has evaluated the Internal Financial Controls (IFC). No significant deficiencies or material weaknesses were identified in the design and/or operation of internal controls which would result in material misstatement/ errors in the financial statements.

The Statutory Auditors have also tested the effectiveness of the Internal Controls Over Financial Reporting (ICOFR) independently and no significant deficiencies or material weaknesses were identified in the design and/or operation of internal controls which would result in material misstatement/ errors in the financial statements, the opinion in this regard is given in the auditor's report.

## Secretarial Auditor

$\mathrm{M} / \mathrm{s}$ Mehta \& Mehta conducted Secretarial Audit and submitted its report pursuant to section 204 of the Companies Act, 2013. The Secretarial Audit Report for the financial year ended March 31, 2019 does not contain any qualification, reservation or adverse remark. The report is enclosed herewith marked as Annexure - G.

## Maintenance of cost records

Pursuant to Section 148(1) of the Companies Act, 2013 read with Rule 3 of the Companies (Cost Records and Audit) Rules, 2014, maintenance of cost records for the services rendered by the Company is not required.

## Particulars of Loan, Guarantee and Investment

In terms of the provisions of sub-section 11 of section 186 of the Act, read with the clarification given by the Ministry of Corporate Affairs under the Removal of Difficulty Order dated February 13, 2015, the provisions of section 186 of the Act relating to loans, guarantees and investments do not apply to the Company.

## Significant and Material Order passed by Regulator or Court or Tribunal

There was no significant and/or material order passed by Regulator or Court or Tribunal against your Company impacting the going concern status and Company's operations in future.

Disclosure under the Sexual Harassment of Women at workplace (Prevention, Prohibition and Redressal) Act, 2013
Your Company has in place a policy for prevention of sexual harassment in accordance with the requirements of the Sexual Harassment of Women at Workplace (Prevention, Prohibition
\& Redressal) Act, 2013. Internal Complaints Committee has been set up to redress complaints received regarding sexual harassment. As per the provision of the said Act, names of members of the Internal Complaints Committee, complaint mechanism and the penal consequences of sexual harassment are displayed. All employees (permanent, contractual, temporary, trainees) are covered under this policy. During the year the Committee had received one complaint under the Act which was redressed and closed.

## Disclosures under Rule 8 of Companies

 (Accounts) Rules, 2014
## A. Conservation of energy:

(i) Though your Company has not carried on any manufacturing activities, it had taken steps to conserve energy in its office, consequent to which energy consumption minimized.
(ii) Since your Company has not carried on any industrial activities and utilization of energy only confines to office equipment there is no further steps taken for utilizing alternate sources of energy.
(iii) No additional Proposals/Investments were made on energy conservation equipment to conserve energy.

## B. Technology absorption

The Life Insurance Industry has evolved considerably catering to the changing landscape and customer needs and leveraging technology developments. Your Company has been at the forefront of technology adoption and moving towards next level of Digitization.

Multiple initiatives in these areas have led to more straight through processing, faster customer response times and automation of processes. The key technological initiatives taken up in the financial year 18-19 include
(i) In order to strengthen overall risk controls of the organizations, the Customer Protection Officer (CPO) App got introduced which helps in interacting with the customer directly from the operations side. It also helps in building trust with the customer. The CPO App enables the interactions with the customer to be captured along with functionalities of geo-tagging during the point of visit.
(ii) In order to create sales funnel and tracking of customer interactions, AIMS App for Distribution team got launched. The App has multiple functionalities which include recording customer details, scheduling appointments, remarks for the appointments, geo-tagging, etc.
(iii) At corporate office, to enhance operational efficiencies, various workflows towards customer servicing transactions like Assignment \&

Reassignment, FLC Phase2, Maturity, Termination etc. were made live.
(iv) In order to strengthen our integration with Bank of India (BOI) and real time data exchange for new business, integration with core banking (CBS) and SUDL systems were undertaken. This enabled reduction in processing time for new business issuance.
(v) Groups claims workflow was made live so as to improve efficiency in groups claims and standardization towards the claims processing.

## C. Foreign exchange earned and used

(i) The disclosure requirement relating to exports, initiatives taken to increase exports: Development of new export markets for products and services and export plans is not part of the insurance business of the Company and accordingly it is not applicable.
(ii) Foreign Exchange earned during the year: As per the prevailing regulations, your Company is not permitted to do any business outside India and hence there is no foreign exchange inflow during the year (PY 'NIL').
(iii) Foreign exchange outgo during the year was ₹ 3.65 Crores as against ₹ 19.05 Crores in previous Year. Foreign exchange outgo during the year contains ₹ 2.67 Crores towards reinsurance payment and ₹ 0.98 Crores towards foreign travel. During the previous year reinsurance payment was on higher side mainly on account of PMJJBY business.

## Directors' Responsibility Statement

In accordance with the requirements of section 134(5) of the Companies Act, 2013, the Board of Directors wishes to confirm the following:
(i) that in preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures, if any.
(ii) the directors had selected such accounting policies and applied consistently as per the provision of the Insurance Regulatory and Development Authority Act, 1999 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 your Company as on March 31, 2019 and of profit and loss of your Company for that period.
(iii) that proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of your Company and for preventing and detecting fraud and other irregularities.
(iv) that the annual accounts have been prepared on a going concern basis.
(v) the directors have devised proper systems to ensure compliances with the provisions of all applicable laws and that such systems were adequate and operating effectively.

## Appreciation

The Board is grateful to the Insurance Regulatory and Development Authority, Reserve Bank of India, Comptroller and Auditor General of India and Government of India for their continued support and guidance. The Board is appreciative of Company's Statutory Auditors, Secretarial

Auditors and all other Auditors for their guidance and professional co-operations.
The Board is also grateful to its Policyholders for reposing confidence, Channel Partners and RRBs sponsored by partner Banks for their support.

The Directors take this opportunity to thank the Joint Venture Partners viz., Bank of India, Union Bank of India and Daiichi Life Holdings Inc. for their invaluable contribution in supporting the Company's products and providing marketing strategies and collaboration in the operations and business development endeavors of the Company.

The Directors also take this opportunity to thank all employees for their hard work, dedication and commitment.

On behalf of the Board of Directors For STAR UNION DAI-ICHI LIFE INSURANCE CO. LTD.

Date: Mumbai
Place: July 26, 2019

Rajkiran Rai G. Girish Kulkarni
Chairperson
DIN: 07427647

Managing Director \& CEO
DIN: 01683332

3

## Annexure - A

## Corporate Governance Report

## COMPANY'S PHILOSOPHY ON CORPORATE GOVERNANCE

The Company's Philosophy on Corporate Governance is claimed at enabling its Board and Top Management in conducting its business in an efficient and transparent manner and in meeting its obligations to shareholders and other stakeholders. The objective to promote good Corporate Governance stems from the Company's firm belief that it's a key element in improving the economic efficiency of the Company, which helps in ensuring that interests of all stakeholders are protected and that failure to implement it could have a cost beyond regulatory issues.

## COMPANY'S VISION, PHILOSOPHY AND VALUES

Considering the 100 years+ existence of each of our promoters and their governance structure, we decided to imbibe this vision in our DNA which makes us responsible and confident. These Values define our character as a team and as an Insurance provider.

The vision, philosophy and values of the Company are:

- VISION - To be the Trustworthy Lifelong Insurance Partner
- PHILOSOPHY - Converting Transactional Relationships into Subscriptional Relationships
- VALUES - Passion, Simplicity, Integrity, Ambition, Humility, Innovation


## BOARD OF DIRECTORS

The Board of Directors (the Board) of your Company have ultimate responsibility for management, direction, performance and long-term success of business as a whole. The Board maintain the fiduciary position in the Company. The Board has delegated its operational power to the Managing Director \& CEO of the Company. The Board functions through various committees which have been constituted as per the regulatory guidelines.

## Composition

The composition of the Board is in compliance with the Companies Act, 2013 and requirements as stipulated under regulations laid down by the IRDAI on Corporate Governance. The Company has an active, experienced
and a well-informed Board of Directors. The Directors bring to the Board a wide range of experience and skills. The Independent Directors are eminent personalities with significant expertise in the fields of finance, insurance, public affairs, corporate governance, business strategies, behavioral science and marketing. The Company has appropriate mix of Executive, Non-Executive and Independent Directors to maintain the professionalism and independence of Board of Directors.

As per current structure, Company can have maximum 12 directors and among all Directors, at least one Director shall be a woman director as per the Companies Act, 2013. The Composition of Board as on March 31, 2019 and the Board structure stipulated in Article of Association are as under:

| Composition of Board | Maximum No. of Directors as per AOA | No. of Directors on Board |
| :---: | :---: | :---: |
| Non - Executive Directors | 7 | 6 |
| - Dai-ichi Life's Nominees | 3 | 3 |
| - Bank of India's Nominees | 2 | 1 |
| - Union Bank of India's Nominees | 2 | 2 |
| Executive Director | 1 | 1 |
| - Managing Director \& CEO | 1 | 1 |
| Others including |  |  |
| Indent Dirctors | 3 | 3 |
| - Other | 1 | - |
| Total | 12 | 10 |

*Out of 3 independent directors, the Company has one woman director.

As per disclosure(s) received from the Directors, none of the Director holds directorship in more than the statutory limit prescribed under the Companies Act, 2013 and they are also not holding directorship in any other Life Insurance Company. All Directors have signed the Deed of Covenant with the Company in the IRDAI prescribed format. None of the Directors of the Company are inter-se related to each other.

Details of Directors and their Directorship in other companies for FY 2018-19 are as under:

| Name of Directors | Qualification | Specialization | DIN | Directorships in other Companies* | No. of committees other than SUD** |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Member | Chairperson |
| Non-Executive Director nominated by Dai-ichi Life |  |  |  |  |  |  |
| Shigeo Tsuyuki | Bachelor of Law | Life Insurance | 06893960 | - | - | - |
| Hidehiko Sogano | Post Graduate | Life Insurance | 08099722 | - | - | - |
| Hisashi Takada | Graduate | Life Insurance | 08251464 | - | - | - |
| Chieko Hasunuma | Graduate | Life Insurance | 07598299 | - | - | - |
| Norimitsu Kawahara | Graduate | Life Insurance | 01951958 | - | - | - |
| Non-Executive Director nominated by Bank of India |  |  |  |  |  |  |
| Devender Paul Sharma | B.Sc.,B.Com, LLB, M.A.(Eco), CAIIB | Banking | 08238895 | - | - | - |
| Parshuram Panda | B.Sc.(Agriculture), CAIIB, DIBF | Banking | 08049888 | - | - | - |
| Non-Executive Director nominated by Union Bank of India |  |  |  |  |  |  |
| Rajkiran Rai G. | B.Sc.(Agri), CAllB | Banking | 07427647 | 4 | 1 | - |
| B. Sreenivasa Rao | M.Sc.(Agri), CAllB | Banking | 08263305 | 1 | - | - |
| A. K. Goel | B.Com, CA, CAllB | Banking | 07266897 | 2 | - | - |
| Executive Director - Managing Director \& CEO |  |  |  |  |  |  |
| Girish Kulkarni | B.Sc., M.B.A. | Life Insurance | 01683332 | - | - | - |
| Independent Director |  |  |  |  |  |  |
| Neharika Vohra | M.A. (Developmental \& Ed. Psychology), M.A. \& Ph.D (Social Psychology) | Behavioural Science | 06808439 | 2 | - | - |
| Ramesh Adige | BE (Hons.), MBA, FMS | Public Affairs, Strategic Planning \& CG | 00101276 | 2 | 1 | 2 |
| S. Ravi | B.Sc. FCA, M.Com, DISA | Finance | 00009790 | 3 | 1 | 2 |

*Directorship as on March 31, 2019 or on the date of cessation, if any, includes Indian Public Companies and private companies which are subsidiary of Public Companies
** Audit Committee and the Shareholders' Grievance Committee are considered for this purpose

## Tenure

## Re-appointment of Rotational Director

In terms of section 152 of the Companies Act, 2013, Shri Hidehiko Sogano would retire by rotation at the forthcoming Annual General Meeting and is eligible for re-appointment. He has offered himself for re-appointment.

## Directors On-boarded

During FY 2018-19, following Directors were appointed as an additional Director:

| Name of Directors | Date of Appointment |
| :--- | ---: |
| Hidehiko Sogano | $27-$ Apr-18 |
| Devender Paul Sharma | $26-$ Oct-18 |
| Hisashi Takada | $26-$ Oct-18 |
| B. Sreenivasa Rao | $26-$ Oct-18 |
| Rajkiran Rai G. | 13-Dec-18 |

Appointment of Shri Hidehiko Sogano was regularized in $11^{\text {th }}$ Annual General Meeting of the Company held on September 19, 2018.

Shri Devender Paul Sharma, Shri Hisashi Takada, Shri B. Sreenivasa Rao and Shri Rajikiran Rai G. were appointed as an Additional Director since last Annual General Meeting. The Company will regularize ceasing Directors in the forthcoming Annual General Meeting after receiving required documents in compliance to the provisions of section 160 of the Companies Act, 2013.

## Ceased Directors

During FY 2018-19, following Directors ceased from the directorship of the Company along with membership of various Committees of the Board with effect from the date of cessation:

| Name of <br> Directors | Date of <br> Cessation <br> (w.e.f.) | Rationale for Cessation |
| :--- | :--- | :--- |
| Norimitsu | 25-Apr-18 | Change of his responsibility in <br> Kawahara |
| Dai-ichi Life Holdings Inc. |  |  |

All Board members appreciated and put on record of valuable contribution made by the ceased Directors in the success of the Company.

## Role of the Board of Directors

The primary role of the Board of Directors is to protect the interest of the Policyholders and Shareholders. With a goal of optimizing long term value of the stakeholders, the Board play a significant role of providing guidance and strategic direction to the Management. The Board sets strategic goals and seeks accountability for their fulfillment. It also direct and exercise appropriate control to ensure that the Company is managed in a manner that fulfills stakeholders' aspirations.

## Role and Duties of Independent Directors

The guidelines, role, functions and duties etc. of Independent Directors are broadly set out in a code described in Schedule IV of the Companies Act, 2013.

The role of an Independent Director is considered to be of a great significance. The role they play in the Company broadly includes:

- Improving corporate credibility, governance standards, and the risk management
- Safeguarding the interest of all stakeholders
- Analyzing the performance of management
- Mediating in situations like conflict between management and the shareholder's interest etc.


## Board and Committee Meetings Procedure

As a good Corporate Governance practice, in the beginning of every financial year, the Board approves annual schedule of the meetings. The Management prepares detailed agenda of the meeting and the agenda papers are being circulated to the Directors seven days in advance from the date of the meeting scheduled except agenda pertaining to unpublished price sensitive information. This practice gives sufficient time to the Directors to understand the agenda of the meeting and it makes easy for them to share their views during the meeting which also helps in protecting the interest of the Company and its stakeholders. It also helps them to discharge their duties. Senior Management including Chief Risk Officer are being invited to attend the Board and its Committee meetings so as to provide additional inputs to agenda items, if required.

The Company Secretary is responsible for convening of the Board and Committee Meetings in compliance with the provisions of Companies Act, 2013 and Rules thereon as well as IRDAI Guidelines. As per business requirement, the Company Secretary guides the management on approval of any agenda through Circular Resolution. The Company Secretary is also responsible for collation, review and distribution of all papers submitted to the Board and Committees for their consideration. The Company Secretary assures the Board and its Committees on compliance and governance principles and ensures appropriate recording of minutes of the meetings. Since 2015, the Company has web-based application for transmitting Board and Committee agenda and other relevant papers. It helps in reducing paper consumptions and it gives online and offline access of agenda papers and other important documents like Memorandum of Association, Article of Association, Corporate Governance Report, Annual Planner for Board and Committee Meetings etc.

The Managing Director apprises the Board on the overall performance of the Company every quarter. The Board periodically reviews the strategy, annual business plan and capital expenditure budgets and risk management. It also reviews the compliance reports of the laws applicable to the Company, internal financial controls and financial reporting systems, minutes of the Board/ Committee Meetings of the Company, adoption of quarterly/half-yearly/ annual results. The Company Secretary monitors the Board and Committee proceedings to ensure that terms of reference/charters are adhered to, decisions are properly recorded in the minutes and actions on the decisions are tracked. Meeting effectiveness is ensured through clear agenda, pre-circulation of material in advance, detailed presentations at the meetings and reporting the status on actionable.

During the financial year, Board of Directors also availed Video Conference (VC) facility to participate in the Board and Committees meetings. The Company took due care for all the compliances as required as per the provisions of section 173 of the Companies Act, 2013 and Rule 3 \& 4 of the Companies (Meetings of Board and its Powers) Rules, 2014.

## Board Meetings

During FY 2018-19, the Board met 6 (six) times and the gap between two Board Meetings was not more than 120 days.
Detail of Board Meetings, attendance at its meeting and sitting fee paid to the directors are set out as under:

| Meetings during FY 2018-19 |  |  |
| :---: | :---: | :---: |
| No. of Board Meeting | Date of Meeting | \% of attendance |
| $72^{\text {nd }}$ | 11-Apr-18 | 78\% |
| $73^{\text {rd }}$ | 27-Apr-18 | 100\% |
| $74^{\text {th }}$ | 23-May-18 | 89\% |
| $75^{\text {th }}$ | 27-Jul-18 | 78\% |
| $76^{\text {th }}$ | 26-Oct-18 | 89\% |
| 77 ${ }^{\text {th }}$ | 09-Feb-19 | 80\% |


| Attendance in Meetings and sitting fee paid in FY 2018-19 |  |  |  |
| :---: | :---: | :---: | :---: |
| Directors | Held | Attended | Sitting Fee (₹) |
| Rajkiran Rai G. | 1 | 1 | 30,000 |
| Shigeo Tsuyuki | 6 | 2 | 60,000 |
| Neharika Vohra | 6 | 5 | 250,000 |
| Ramesh Adige | 6 | 6 | 300,000 |
| S. Ravi | 6 | 5 | 250,000 |
| Hidehiko Sogano | 5 | 5 | 150,000 |
| Hisashi Takada | 2 | 2 | 60,000 |
| Devender Paul Sharma | 2 | 2 | 60,000 |
| B. Sreenivasa Rao | 1 | 1 | 30,000 |
| A. K. Goel | 5 | 5 | 150,000 |
| Parshuram Panda | 4 | 3 | 90,000 |
| Chieko Hasunuma | 4 | 3 | 90,000 |
| N. Kawahara | 1 | 1 | 30,000 |
| Girish Kulkarni | 6 | 6 |  |
| Total |  |  | 1,550,000 |

In 72 ${ }^{\text {nd }}$ Board Meeting held on April 11, 2018, Smt. Neharika Vohra, Shri S. Ravi, Shri Ramesh Adige and Shri N. Kawahara attended meeting through video conference. In 76 ${ }^{\text {th }}$ Board Meeting held on October 26, 2018, Smt. Neharika Vohra and Shri S. Ravi attended meeting through VC.

## Independent Directors' Meeting

As required under Schedule IV of the Companies Act, 2013, the independent directors of the Company had their separate meeting on February 8, 2019. In the meeting they discussed on corporate governance practice of the Company and evaluated the performance of the Board, Committees and Directors.

## BOARD COMMITTEES

The Board has set up various Committees by delegating the overall monitoring responsibility to provide proper time for discharge of its significant corporate responsibilities. These Committees review the agenda and recommend the same with proper justification to the Board for approval. The Company has following 8 Board Committees in which Share Allotment Committee is a non-mandatory Committee:

- Audit \& Ethics Committee
- Investment Committee
- Risk Management Committee
- Policyholders' Protection Committee
- Nomination \& Remuneration Committee
- With Profits Committee
- Corporate Social Responsibility Committee (CSR Committee)
- Share Allotment Committee


## Audit and Ethics Committee

## Terms \& Reference

Your Company has constituted Audit \& Ethics Committee as per the provisions of section 177 the Companies Act, 2013 and IRDAI guidelines.

The terms of reference of the Audit and Ethics Committee inter alia include overseeing the Company's financial reporting process and disclosure of financial information to ensure that the Financial Statement is correct, sufficient and credible. The Committee is also responsible for recommending to the Board, the appointment, reappointment, replacement or removal of the auditors and the fixation of audit fees as well as to review their performances.
The responsibility of the Committee also includes reviewing the adequacy of internal control functions and systems, findings of any internal investigations by the internal auditors in matters relating to suspected fraud or irregularity or failure in internal control systems of material nature and report the same to the Board.

## Composition

The Audit and Ethics Committee comprises the following members as on March 31, 2019:

| Name of Members | Designation |
| :--- | :--- |
| S. Ravi | Chairperson <br> (Independent Director) |
| Ramesh Adige | Member <br> (Independent Director) |
| Hidehiko Sogano | Member <br> (Non-Executive Director) |

During the year, Shri N. Kawahara ceased from membership of the Committee from the date of his cessation from directorship of the Company.

Ensuring compliance of IRDAI guidelines on Corporate Governance, S. Ravi, Independent Director of the Company is Chairperson of the Audit \& Ethics Committee. S. Ravi is a Chartered Accountant by profession. All other members of the Committee are financially literate. The Chairperson of the Committee attends the Annual General Meeting to explain the queries of the shareholders. Statutory Auditors attend the Audit and Ethics Committee to present their report along with the observations, if any, before the Committee.

## Meetings and Attendance

Detail of Audit \& Ethics Committee meetings (AECB) held during the year, attendance at its meetings and sitting fee paid to directors are set out as under:

|  | Meetings during FY 2018-19 |  |
| :---: | :---: | :---: |
| No. of AECB <br> Meeting | Date of Meeting | \% of attendance |
| $43^{\text {rd }}$ | $26-$ Apr-18 | $100 \%$ |
| $44^{\text {th }}$ | $26-\mathrm{Jul}-18$ | $100 \%$ |
| $45^{\text {th }}$ | $25-$ Oct-18 | $100 \%$ |
| $46^{\text {th }}$ | $08-$ Feb-19 | $100 \%$ |


| Attendance in Meetings and sitting fee paid in FY 2018-19 |  |  |  |
| :---: | :---: | :---: | :---: |
| Members | Held | Attended | Sitting Fee ( $₹$ ) |
| S. Ravi | 4 | 4 | 160,000 |
| Ramesh Adige | 4 | 4 | 160,000 |
| Hidehiko Sogano | 3 | 3 | 60,000 |
| Total |  |  | 380,000 |

During the year, Shri S. Ravi attended $45^{\text {th }}$ AECB meeting held on October 25, 2018 through video conference.

## Functions during the year

During the year under review, the Committee, inter alia, reviewed the quarterly/half yearly/annual financial statements, reports by Statutory/CAG/Internal/Concurrent auditors, management audit, recommendation of interim dividend, appointment of auditors, compliance matters, progress made on Ind AS (IFRS) implementation \& GST, statement of significant related party transactions, scope \& plan for Internal Audit, reports \& communication from IRDAI, internal financial controls, report on instances of fraud cases and the action taken by the Company, Whistle Blower cases, Suspicious Transactions, Suspense Account break-up, Break up and Ageing of Proposal/ Premium deposits and annual review of policies of the Company etc.

## Investment Committee

Terms \& Reference
The Investment Committee is set up in compliance with the provisions of the IRDAI (Investment) Regulations, 2000. The primary function of the Investment Committee is to formulate the policies pertaining to liquidity, prudential norms, exposure limits, stop loss limits, management of all investment and market risks, management of assets liabilities mismatch, investment audits and investment statistics, etc. and to ensure adequate returns on Policyholders' and Shareholders' funds consistent with the protection, safety and liquidity of such funds.

## Composition

The Investment Committee (IC) comprises of the following members as on March 31, 2019:

| Name of Member | Designation |
| :--- | :--- |
| B. Sreenivasa Rao | Chairperson <br> (Non-Executive Director) |
| Hidehiko Sogano | Member <br> (Non-Executive Director) |
| D. P. Sharma | Member <br> (Non-Executive Director) |
| Girish Kulkarni | Member <br> (MD \& CEO) |
| Hitoshi Yamaguchi | Member <br> (Dy.CEO \& CFO) |
| Abhay Tewari | Member <br> (Appointed Actuary) |
| Y. Venkat Rao | Member <br> (Chief Investment Officer) |
| Yuichiro Abe | Member <br> (Chief Risk Officer) |

During the year, Shri A.K. Goel, Shri N. Kawahara and Shri Parshuram Panda ceased to be member of the Committee from the date of their cessation from directorship of the Company.

## Meetings, Attendance and Sitting Fee

Detail of Investment Committee meeting held during the year, attendance at its meetings and sitting fee paid to directors are set out as under:

| Meetings during FY 2018-19 |  |  |
| :---: | :---: | :---: |
| No. of IC Meeting | Date of Meeting | \% of Attendance |
| $37^{\text {th }}$ | $26-$ Apr-18 | $100 \%$ |
| $38^{\text {th }}$ | $26-\mathrm{Jul}-18$ | $88 \%$ |
| $39^{\text {th }}$ | $25-$ Oct-18 | $100 \%$ |
| $40^{\text {th }}$ | $08-\mathrm{Feb}-19$ | $88 \%$ |
|  |  |  |

Attendance in Meetings and sitting fee paid in FY 2018-19

| Members | Held | Attended | Sitting Fee ( $₹$ ) |
| :--- | :---: | :---: | ---: | ---: |
| B. Sreenivasa Rao | 1 | 1 | 20,000 |
| Hidehiko Sogano | 3 | 3 | 60,000 |
| D. P. Sharma | 1 | 1 | 20,000 |
| Girish Kulkarni | 4 | 4 | - |
| Hitoshi Yamaguchi | 4 | 4 | - |
| Abhay Tewari | 4 | 4 | - |
| Y. Venkat Rao | 4 | 3 | - |
| Yuichiro Abe | 4 | 4 | - |
| A. K. Goel | 3 | 3 | - |
| Parshuram Panda | 2 | 1 | $\mathbf{6 0 , 0 0 0}$ |
| Total |  |  | $\mathbf{2 0 , 0 0 0}$ |

## Functions during the year

During the year, the Committee reviewed the market outlook, investment performance, its returns, performance attribution of equity funds, concurrent audit reports, compliance issues, investments in Alternate Investment Fund (AIF) as Permissible Investment, status on compliance matters, circulars issued during the period and time to time reviewed the Investment Policy, Stewardship policy, Standard Operating Procedures Back / Front Office, Asset Liability Management Policy of the Company, compliance of Employee's Dealing Guideline and Status Report on Stewardship Activities.

## Risk Management Committee

## Terms \& Reference

The Risk Management Committee (RMC) is set up to supervise risks across various lines of business of the Company including management of assets and liabilities. It assists the Board in effective operation of the Risk Management System, risk exposure and action taken to manage the exposures and mitigating the risk involved. It advises the Board about risk management in relation to strategic and operational matters and ensures effective supervision of functioning of Risk Management Committee of Executives.

## Composition

The Risk Management Committee including Management of Assets \& Liabilities comprises of following members as on March 31, 2019:

| Name | Designation |
| :--- | :--- |
| S. Ravi | Chairperson <br> (Independent Director) |
| Hidehiko Sogano | Member <br> (Non-Executive Director) |
| B. Sreenivasa Rao | Member <br> (Non-Executive Director) |
| D.P. Sharma | Member <br> (Non-Executive Director) |
| Girish Kulkarni | Member <br> (MD \& CEO) |

During the year, Shri A.K. Goel, Shri N. Kawahara and Shri Parshuram Panda ceased from membership of the Committee from the date of their cessation from directorship of the Company.

The Chief Investment Officer, Appointed Actuary, Dy. CEO \& CFO and Chief Risk Officer are invitees of the Risk Management Committee meetings.

## Meetings, Attendance and Sitting Fee

Detail of Risk Management Committee (RMC) meeting held during the year, attendance at its meetings and sitting fee paid to directors are set out as under:

## Meetings during FY 2018-19

| No. of RMC <br> Meeting | Date of Meeting | \% of Attendance |
| :---: | :---: | :---: |
| $32^{\text {nd }}$ | $26-$ Apr-18 | $100 \%$ |
| $33^{\text {rd }}$ | $26-\mathrm{Jul}-18$ | $80 \%$ |
| $34^{\text {th }}$ | $25-$ Oct-18 | $100 \%$ |
| $35^{\text {th }}$ | $08-\mathrm{Feb}-19$ | $80 \%$ |

## Attendance in Meetings and sitting fee paid in

 FY 2018-19| Members | Held | Attended | Sitting Fee (₹) |
| :--- | ---: | ---: | ---: |
| S. Ravi | 4 | 4 | 160,000 |
| Hidehiko Sogano | 3 | 3 | 60,000 |
| B. Sreenivasa Rao | 1 | 1 | 20,000 |
| D.P. Sharma | 1 | 0 | - |
| Girish Kulkarni | 4 | 4 | - |
| A. K. Goel | 3 | 3 | 60,000 |
| Parshuram Panda | 2 | 1 | 20,000 |
| Total |  |  | $\mathbf{3 2 0 , 0 0 0}$ |

Shri S. Ravi attended 34 ${ }^{\text {th }}$ RMC meeting held on October 25, 2018 through video conference.

## Functions during the year

During the year, the Committee reviewed assessment of the risk, risk matrices, Risk Management, Assets and Liabilities

Management analysis, report on fraud control framework, Risk rating index, Corporate level and Department level risks, report on instances of fraud cases and the action taken by the Company against the employees involved in frauds/malpractices, report on Business Continuity Management, Outsourcing Vendor Evaluation, Product and Fund Performance, cyber security and reviewed Information Security Policy, Business Continuity Management Policy etc.

## Policyholders' Protection Committee (PPC)

## Terms \& Reference

The responsibility of the Policyholders' Protection Committee is to ensure that Policyholders have access to redressal mechanism, establish policy and procedures for creation of a dedicated unit to deal with customer complaints and to resolve disputes expeditiously. It reviews the redressal mechanism and also status of complaints at periodic intervals and provides information in this regard to Policyholders. It also reviews claim performance and payment dues to the policyholders as required by IRDAI. The Committee is responsible to frame policies and procedures to protect the interest of Policyholders and for ensuring compliance with the advertisement and disclosure norms prescribed by the Insurance Regulatory and Development Authority.

## Composition

The Policyholders' Protection Committee comprises of following members as on March 31, 2019:

| Name | Designation |
| :--- | :--- |
| Ramesh Adige | Chairperson <br> (Independent Director) |
| Neharika Vohra | Member <br> (Independent Director) |
| Hidehiko Sogano | Member <br> (Non-Executive Director) |
| D.P. Sharma | Member <br> (Non-Executive Director) |
| B. Sreenivasa Rao | Member <br> (Non-Executive Director) |

G. P. Kohli, Ex-Managing Director of Life Insurance Corporation of India has attended all meetings of Policyholders Protection Committee, as an Expert, as per the requirement of Corporate Governance Guideline issued by IRDAI.

During the year, Shri N. Kawahara, Shri A.K. Goel and Shri Parshuram Panda ceased from membership of the Committee from date of their cessation from directorship of the Company.

## Meetings, Attendance and Sitting Fee

Detail of Policyholders Protection Committee (PPC) meeting held during the year, attendance at its meetings and sitting fee paid to directors are set out as under:

| Meetings during FY 2018-19 |  |  |
| :---: | :---: | :---: |
| No. of PPC Meeting | Date of Meeting \% | f Attendance |
| $31^{\text {st }}$ | 27-Apr-18 | 75\% |
| $32^{\text {nd }}$ | 27-Jul-18 | 80\% |
| $33^{\text {rd }}$ | 26-Oct-18 | 100\% |
| $34^{\text {th }}$ | 08-Feb-19 | 100\% |
| Attendance in Meetings and sitting fee paid in FY 2018-19 |  |  |
| Members | Held Attended | Sitting Fee ( $₹$ ) |
| Ramesh Adige | $4 \quad 4$ | 160,000 |
| Neharika Vohra | $4 \quad 4$ | 160,000 |
| Hidehiko Sogano | $3 \quad 3$ | 60,000 |
| D.P. Sharma | $1 \quad 1$ | 20,000 |
| B. Sreenivasa Rao | $1 \quad 1$ | 20,000 |
| A. K. Goel | $3 \quad 2$ | 40,000 |
| Parshuram Panda | $2 \square 1$ | 20,000 |
| Total |  | 480,000 |

Smt. Neharika Vohra attended $33^{\text {rd }}$ PPC meeting held on October 26, 2018 through video conference.

## Functions during the year

During the year, the Committee reviewed Customer Grievance update, Litigation Update and review of awards given by Insurance Ombudsman/Consumer Forums, Claim Performance and Payment of Dues to Policyholders and policies etc.

## Nomination \& Remuneration Committee

## Terms \& Reference

The Nomination and Remuneration Committee (NRC) is responsible for identifying persons who are qualified to become Directors and key management persons in accordance with the criteria laid down and recommend to the Board/Shareholders their appointment and removal.

Their function also includes formulating criteria for determining qualifications, positive attributes and independence of a director and recommends to the Board a policy, relating to the remuneration for the directors and key management persons.

## Composition

The Nomination and Remuneration Committee comprises of following members as on March 31, 2019:

| Name | Designation |
| :--- | :--- |
| Neharika Vohra | Chairperson <br> (Independent Director) |
| Ramesh Adige | Member <br> (Independent Director) |
| S. Ravi | Member <br> (Independent Director) |
| Hidehiko Sogano | Member <br> (Non-Executive Director) |
| B. Sreenivasa Rao | Member <br> (Non-Executive Director) |
| D.P. Sharma | Member <br> (Non-Executive Director) |

During the year, Shri A.K. Goel, Shri Parshuram Panda and Shri N. Kawahara ceased from membership of the Committee from the date of their cessation from directorship of the Company.

## Meetings, Attendance and Sitting Fee

Detail of Nomination \& Remuneration Committee (NRC) meeting held during the year, attendance at its meetings and sitting fee paid to directors are set out as under:

|  | Meetings during FY 2018-19 |  |
| :---: | :---: | :---: |
| No. of NRC <br> Meeting | Date of Meeting | $\%$ of Attendance |
| $7^{\text {th }}$ | $11-$ Apr-18 | $100 \%$ |
| $8^{\text {th }}$ | $27-$ Apr -18 | $100 \%$ |
| $9^{\text {th }}$ | $08-$ Feb-19 | $100 \%$ |


| Attendance in <br> Meetings and sitting fee paid in <br> FY 2018-19 |  |  |
| :--- | :---: | ---: | ---: |
| Members | Held | Attended | Sitting Fee (₹)

Smt. Neharika Vohra, Shri S. Ravi, Shri Ramesh Adige, Shri N . Kawahara participated in $7^{\text {th }}$ NRC meeting through video conference held on April 11, 2018.

## Functions during the year

During the year under review, Committee recommended to the Board, appointment of directors on fit and proper criteria, annual revision of salary, perquisites and Variable Pay of employees including Managing Director \& CEO and Key Managerial Persons, Key Performance Index and Key Responsibility areas of Managing Director \& CEO. The Committee also reviewed HR Policy, Remuneration Policy of Board members.

## With Profits Committee

## Terms \& Reference

The Committee is set up to approve detailed working of the asset share, expenses allowed for, the investment income earned on the fund which are represented in the asset share as per IRDAI requirement.

## Composition

The With Profits Committee comprises of following members as on March 31, 2019:

| Name | Designation |
| :--- | :--- |
| S. Ravi | Chairperson <br> (Independent Director) |
| Hema Malini Ramakrishnan | Member <br> (Independent Actuary) |
| Girish Kulkarni | Member <br> (MD \& CEO) |
| Hitoshi Yamaguchi | Member <br> (Dy. CEO \& CFO) <br> Abhay Tewari |

## Meetings, Attendance and Sitting Fee

During the year, $8^{\text {th }}$ meeting of With Profit Committee was held on Feb 8, 2019 wherein all members of the Committee attended the meeting. Detail of attendance and sitting fee paid to directors are set out as under:


Smt. Hema Malini Ramakrishnan is a member of Committee in the capacity of Independent Actuary and she gets only professional fees.

## Functions during the year

During the year under review, the Committee reviewed Bonus Philosophy of the Company, Bonus Workings, Bonus Declaration, Bonus Rates for participating policy, Expenses Allocation Policy, Terminal Bonus and additional Terminal Bonus as at March 31, 2019 and recommended the same to the Board for approval.

## CSR Committee

## Terms \& Reference

The CSR Committee is formed to formulate CSR Policy, indicating activities undertaken by the Company and recommend budget allocation for CSR activities to the Board and to monitor it time to time etc.

## Composition

The CSR Committee comprises of following members as on March 31, 2019:

| Name | Designation |
| :--- | :--- |
| Neharika Vohra | Chairperson <br> (Independent Director) |
| Ramesh Adige | Member <br> (Independent Director) |
| Hidehiko Sogano | Member <br> (Non-Executive Director) |
| B. Sreenivasa Rao | Member <br> (Non-Executive Director) |
| D. P. Sharma | Member <br> (Non-Executive Director) |
| Girish Kulkarni | Member <br> (MD \& CEO) |

During the year, Shri Parshuram Panda, Shri N. Kawahara a nd Shri A.K. Goel ceased from membership of the Committee from the date of their cessation from directorship of the Company.

## Meetings, Attendance and Sitting Fee

During the year, $6^{\text {th }}$ meeting of CSR Committee was held on April 27, 2018 with $80 \%$ attendance. Detail of attendance and sitting fee paid to directors are set out as under:

| Attendance in Meetings and sitting fee paid in <br> FY 2018-19 |  |  |  |
| :--- | ---: | ---: | ---: |
| Members | Held | Attended | Sitting Fee (₹) |
| Neharika Vohra | 1 | 1 | 40,000 |
| Ramesh Adige | 1 | 1 | 40,000 |
| Girish Kulkarni | 1 | 1 | - |
| A.K. Goel | 1 | 0 | - |
| Parshuram Panda | 1 | 1 | 20,000 |
| Total |  |  | $\mathbf{1 0 0 , 0 0 0}$ |

## Functions during the year

During the year, Committee approved CSR Policy and plan for CSR activities of the Company for FY 2018-19 along with their views towards CSR activities and recommended the same to the Board.

## Share Allotment Committee

## Terms \& Reference

The Company has set up a Share Allotment Committee to offer, issue and allot equity shares to the Shareholders of the Company to expedite the process of allotment and issue of shares.

## Composition

The Share Allotment Committee comprises of following members as on March 31, 2019:

| Name | Category |
| :--- | :--- |
| Girish Kulkarni | Member <br> (MD \& CEO) |
| Hidehiko Sogano | Member <br> (Non-Executive Director) |
| D.P. Sharma | Member <br> (Non-Executive Director) |
| B. Sreenivasa Rao | Member <br> (Non-Executive Director) |

During the year, Shri A.K. Goel, Shri Parshuram Panda, Shri N. Kawahara ceased from membership of the Committee from the date of his cessation from directorship of the Company.

During the year, the Share Allotment Committee not met as there was no issue and allotment of shares by the Company.

## GENERAL BODY MEETINGS

1. Details of last Three Annual General Meetings

| Year | AGM <br> No. | Location | Date | Time |
| :--- | :--- | :--- | :--- | :--- |
| FY | $11^{\text {th }}$ | $11^{\text {th }}$ Floor, | $19^{\text {th }}$ Sep, | 10:00 a.m. |
| $2017-18$ |  | Vishwaroop I.T. | 2018 |  |

2. Attendance of Director in AGM/EGM held during the year

| Members | AGM 19-09-18 |
| :--- | :---: |
| Neharika Vohra | Yes |
| S. Ravi | Yes |
| Girish Kulkarni | Yes |
| Shigeo Tsuyuki | No |
| Ramesh Adige | No |
| Hidehiko Sogano | No |
| A. K. Goel | No |
| Chieko Hasunuma | No |
| Rajkiran Rai G. | NA |
| Devender Paul Sharma | NA |
| Hisashi Takada | NA |
| B. Sreenivasa Rao | NA |
| Parshuram Panda | NA |
| N. Kawahara | NA |

3. Details of Special Business passed by Special Resolution in the previous three AGMs

| Date of <br> AGM | AGM No.Business Transacted by <br> Special Resolution |  |
| :--- | :--- | :--- |
| $19-09-2018$ | $11^{\text {th }}$ | No business transacted by <br> Special Resolution |
| $28-09-2017$ | $10^{\text {th }}$ | No business transacted by <br> Special Resolution |
| $27-09-2016$ | $9^{\text {th }}$ | Related party transaction <br> regarding CSR activities <br> through SUD Life Foundation, <br> registered trust of the Company |

4. Details of Extra Ordinary General Meeting held in the previous three years

| Year | EGM No. | Date \& Time | Location |
| :---: | :---: | :---: | :---: |
| FY 18-19 | There was no EGM |  |  |
| FY 17-18 | There was no EGM |  |  |
| FY 16-17 | $6^{\text {th }}$ | $\begin{aligned} & 14-10-16 \\ & 3: 30 \text { p.m. } \end{aligned}$ | $11^{\text {th }}$ Floor, Vishwaroop I.T. |
|  | $7^{\text {th }}$ | $\begin{aligned} & 02-02-17 \\ & 11: 00 \text { a.m } \end{aligned}$ | Park, Plot No.34, 35 \& 38, Sector - 30A of IIP, Vashi, Navi Mumbai - 400703 |

5. Details of Special Business passed by Special Resolution in the previous three EGMs

| Date of EGM EGM No. | Business Transacted by <br> Special Resolution |  |
| :---: | :---: | :--- |
| $02-02-17$ | $7^{\text {th }}$ | Issue of 8,964,143 equity <br> share @ ₹ 120 each to <br> Dai-ichi Life Holdings Inc. on <br> preferential basis |
| $14-10-16$ | $6^{\text {th }}$ | Amendment in Article of <br> Association |
| $05-02-16$ | $5^{\text {th }}$ | Increase in Authorized Share <br> Capital of the Company |

## Code of Conduct Under Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015

The Company has in place a Code of Conduct to Regulate, Monitor and Report Trades in securities by Designated Employees as defined in the Code of Conduct of the Insider Trading which is in conformity with the Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015 and amendment thereto from time to time. The Code is applicable to the Employees of the Company, Designated Persons, and their Immediate Relatives and Connected Persons, to the extent applicable. The objective of the Code is to prohibit insider trading in any manner by the Designated Persons and to maintain confidentiality of unpublished price sensitive information and access to information on a "need to know" basis.

## Code of Conduct for Employees and Board

In order to up hold the highest standards of ethical behavior, the Company encourages its employees to observe the code of conduct across the organization. The code of conduct for employees is incorporated in the HR Policy formulated by the Board and in case of Directors, it forms part of the Deed of Covenant.

## Policies of the Company

The Company has various Board approved policies in place which are either mandated by various regulator or voluntarily created for effective business function. It also helps to ensure best corporate governance practice in the Company. All polices of the Company are reviewed atleast once in every financial year by the respective Committee and thereafter, the Board approves the changes on recommendation of the respective Committees. The policies are as under:

1) Accounting Policy: This policy is to ensure that the annual financial statements prepared by the management are in line with Regulatory Guidelines. During the year, the Policy was modified with the accounting treatment of Benefits paid and Contingent liability to align them with the industry practice and for better presentation of financial statements.
2) Anti-Fraud Policy: The policy is established to facilitate the development of controls which will aid in the detection, prevention and management of fraud. During the year, the policy was modified to remove procedural aspects to maintain consistency among various policy and re-arrangement of section.
3) Anti-Money Laundering (AML) Policy: The Policy is framed under Prevention of Money Laundering Act to avoid money laundering. During the year, the policy was modified to deal not only with the local AML/Combating the Financing of Terrorism laws and regulations but also with extra-territorial applications to the extent applicable to the Company.
4) Anti-Bribery and Corruption Policy: During the year, the Company has framed a new policy to ensure that all employees of the Company are aware of Anti-Bribery \& Corruption compliance requirements and adhere to the same. The Policy is intended to provide guidance to employees and outsiders on Anti-Bribery and Corruption.
5) Asset Liability Management Policy: This policy is framed to maximize stake holder value and to protect the Company from any adverse financial consequences arising from various actuarial and financial risks. During the year, the policy was modified in view of the regulatory requirement and also to include the changes necessitated during the course of time.
6) Business Continuity Management (BCM) Policy: BCM Policy is framed to exercise best BCM practices in the Company. BCM procedure identifies critical processes,
its acceptable downtime / failure, backup plan to ensure critical processes / functions are available to the customers, suppliers, regulators and other entities. During the year, the policy was modified with an aim to improve governance and enhance existing BCMS.
7) Claims Policy: The objective of this Policy is to lay down the broad principles for handling the claims in accordance with the applicable legislations. During an annual review of the policy, the policy was redrafted by excluding procedural aspects, which are already part of Standard Operating Procedure (SOP) of the Claims department.
8) Corporate Governance Policy: The Policy is framed as per the provisions of the Companies Act, 2013 and IRDAI to ensure the best practice of corporate governance in the Company. During the year, the policy was modified with the amendment in Companies Act, 2013 and for better clarity purpose.
9) Corporate Social Responsibility Policy: The Policy lays down the guiding principles or rules that shall apply to all CSR programs / projects as per Schedule VII of the Companies Act within the geographical limit of Republic of India. During the year, no change was proposed.
10) Dividend Distribution Policy: The policy framed to set out the principles and criteria by the Board for declaring and recommending dividend to equity shareholders. The Policy has been framed in accordance with the Companies Act, 2013, IRDAI Guidelines and SEBI regulations. The policy was approved by the Board on April 26, 2019.
11) HR Policy: HR policy is in place to define the Rights and Responsibilities of employees of the Company. During the year, the policy was modified to introduce flexible working hours for female employees post maternity, to enhance limits for Group Term Life Insurance and Group Personal Accident Policy and to amend few provisions with respect to procedural aspects.
12) Information Security Policy: The policy describes the information security requirements for sensitive assets belonging to the organization used across the Data Centers and SUD Life offices. During the year, no change was proposed.
13) Insurance Awareness Policy: The Policy is framed to undertake insurance awareness campaigns on importance of insurance with respect to protection, financial security and savings. The awareness campaigns include rights \& responsibilities of policyholders, fair \& transparent mechanism available for consumer protection and grievance redressal. During the year, no change was proposed.
14) Investment Policy: This Policy governs investment activities, details related to Investment operations, audits, including internal reporting and to the IRDAI.

During the year, the policy was modified in view of the regulatory requirement and also to include the changes necessitated during the period.
15) Policy on Maintenance of Insurance Records: The Policy is to establish a framework for effective maintenance of the insurance records so that records will be readily available with security. During the year, the policy was modified to remove procedural aspects and to align with regulatory \& other policies.
16) Outsourcing Policy: This policy provides guidelines for identifying/approving outsourcing areas and process of selection/evaluation of outsourcing service providers. During the year, no change was proposed.
17) Policy on Appointment of Auditor and Peer Reviewer: The policy is framed to set a standard process for appointment of various auditors and peer reviewers of the Company. During the year, the policy was modified with regard to selection of Statutory Auditors to align it in accordance with the guidelines issued by IRDAI.
18) Policy on Payment of Remuneration \& Rewards to Agents \& Intermediaries: The purpose of this Policy is to broadly define the procedures for payment of Commission, Remuneration and Reward to Insurance Advisors and Insurance Intermediaries. During the year, the name of the policy was shortened from "Policy for payment of Commission or Remuneration or Reward to Insurance Advisors and Insurance Intermediaries".
19) Policy on Protection of Policyholders' Interest: The objective of the Policy is to ensure that adequate steps are taken for enhancing the awareness of policyholder on the products and offering. During the year, no change was proposed.
20) Policy on Related Party Transactions: This policy is framed as per requirement of the Companies Act, 2013 and Guidelines issued by IRDAI to ensure Related party transactions executed by the Company. During the year, the policy was modified due to amendment in Companies Act.
21) Premises Policy: The Policy is formulated with a view to facilitate selection of prime and prominent premises of the Company. During the year, no change was proposed.
22) Procurement Policy: The objective of the Procurement process is to lay down a standard process for purchasing of products and services and optimize the overall procurement cost to the organization. During the year, the policy was modified with respect to change of constitution of the Project Change Control Committee (PCCC).
23) Remuneration Policy for the members of Board: The Remuneration Policy is framed to ensure effective governance of compensation, alignment of
compensation with prudent risk taking and effective supervisory oversight. During the year, no change was proposed.
24) Retention and Reinsurance Policy: This policy governs the Company's reinsurance strategy, risk appetite and retention levels of the company. It also ensures that the reinsurance strategy adheres to regulatory requirements. During the year, the policy was modified based on the new re-insurance regulation issued by IRDAI.
25) Risk Based Internal Audit Policy: This policy plays important role in assessment of effectiveness of the internal controls and ensure that the Company maintains highest standards of service. During the year, the policy was modified based on the suggestions received in the management audit from the promoters.
26) Risk Management Policy: The policy is framed to strengthen proper management of risks through proactive risk identification, assessment, prioritization, controlling and monitoring pertaining to all activities within the Company. During the year, the policy was amended based on the current business environment and internal/ external risks to the organization.
27) Stewardship Policy: The primary objective of the policy is to put in place process of monitoring of the investee companies and to set guidelines for engagement with the managements of the investee companies with significant holding. During the year, the policy was modified with respect to voting rights in case of equity shares lent under Securities Lending \& Borrowing framework.
28) Underwriting Policy: This policy provides framework within which insurance risk is accepted by the company. During the year, the policy was modified to include direction from IRDAI through circular on non discrimination under Human Immunodeficiency and Acquired Immune Deficiency Syndrome.
29) Valuation Policy: The valuation policy describes assumptions and methodology of calculation of Statutory Reserves. The methodology adopted in setting the assumptions takes in to account the risk profile of the underlying business, best practices of the industry and its adherence to various Insurance Acts, Regulations, Actuarial Practice Standards (APS), Guidance Notes (GN), internal policies of the Company. During the year the policy was modified to include the changes necessitated during course of time from last review.
30) Whistle Blower Policy: The Company through the Whistle Blower Policy provides employees a channel for communicating any breaches of the Company's values, code of conduct and any other regulatory, statutory and policy requirements. The Company takes action against any violation of the values, code or policies as per the procedure laid down in the policy. In this regard, a

Committee approach is followed to assess and ascertain violation which can be reviewed by the Whistle Blower Committee of the Company whose members are the MD \& CEO and Dy. CEO \& CFO of the Company. If the complaint is against the Director or Top Management, a complaint can be directly made to the Chairperson of the Audit and Ethics Committee of the Company. Implementation of the Whistle Blower Policy is reviewed by the Audit and Ethics Committee and the same is reported to the Board. During the year, the policy was modified to provide more meaningful platform to the employees and other vendors to blow the whistle.

## Means of Communications

Quarterly/half yearly/annual results of the Company are timely submitted to the Insurance Regulatory and Development Authority. Half yearly results are published in English, Hindi and Marathi Newspaper. Details of New Business and financials are posted on the IRDAI website. Details of quarterly/half yearly/annual results are posted on the Company's website www.sudlife.in. All the vital information relating to the Company and its products are displayed at the Company's website.

On behalf of the Board of Directors For STAR UNION DAI-ICHI LIFE INSURANCE CO. LTD.

Rajkiran Rai G. Girish Kulkarni
Chairperson
DIN: 07427647

Managing Director \& CEO
DIN: 01683332

# CERTIFICATION FOR COMPLIANCE OF THE CORPORATE GOVERNANCE GUIDELINES FOR FY 2018-19 

I, Rakesh Kumar, Company Secretary of the Company, hereby certify that the Company has complied with the Corporate Governance Guidelines for the year ended March 31, 2019 for Insurance Companies as amended from time to time and nothing has been concealed or suppressed.

Date: June 3, 2019
Place: Mumbai

Rakesh Kumar
Company Secretary
Membership No. FCS-7081

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## Annexure - B

## CSR Initiative and Policy Thereon

## The Company and Corporate Social Responsibility

Your Company's CSR philosophy is to contribute meaningfully to society, no matter how small the impact. The Company started its CSR journey in 2013 from Mohpuri and Bolegaon villages in Maharashtra by distributing relief items because of drought. Since then we never looked back and became committed to conduct its business in a socially, economically responsible and sustainable manner, which enables the creation and distribution of wealth for the betterment of all its stakeholders, internal as well as external, through the implementation and integration of ethical systems and sustainable management practices.

Even though the Company had not even achieved break even, we remain focussed on rural development and education. FY 2017-18 was the first year when it was obligatory for your Company to contribute in CSR activities.

The primary focus of the Company's CSR is towards rural development intervention, for which we developed our pilot project 'Aatmanirbhar' to make Bolegaon and Mohpuri village in Maharashtra self-sufficient. FY 2018-19 was the $5^{\text {th }}$ year of the 'Aatmanirbhar' project in these two villages where the Company worked on final completion of work on 'Irrigation Development'. Besides our 'Aatmanirbhar' campaign, we supported Him Jyoti School with construction of an amphitheatre to promote arts and cultural activities for the students.

Your Company also tied up with Tata Institute of Social Science (TISS) for Impact Audit of our CSR intervention in Bolegaon and Mohpuri. Based on Impact Audit Report of TISS and our experience in Bolegaon \& Mohpuri, your Company is in process to design the exit plan from existing villages.

## CSR Committee and Policy

To meet the requirements of the Companies Act, 2013, your Company has constituted a Board level Corporate Social Responsibility Committee (the Committee) and have formulated a policy on Corporate Social Responsibility (the CSR Policy).

Composition of CSR Committee as at March 31, 2019:

| Name | Designation |
| :--- | :--- |
| Neharika Vohra | Chairperson |
| Ramesh Adige | Member |
| Hidehiko Sogano | Member |
| Devender Paul Sharma | Member |
| B. Sreenivasa Rao | Member |
| Girish Kulkarni | Member |

Details of the CSR Policy and composition of CSR Committee are available on website of the Company and relevant link is https://www.sudlife.in/about-us/csr

## Detail of CSR spent during FY 2018-19

a. Total amount sanctioned for the financial year ₹ $22,498,000$ /-
b. Amount spent
₹ $22,614,575 /-$
During the year, SUD Life utilized carried forward fund of previous year(s)
c. Amount Unspent Nil
d. Reason of fund unutilised

Not applicable

Manner in which amount spent during the financial year is detailed below:

| Sr. <br> No. | CSR Project or Activity identified | Sector in which the Project is covered | Projects or <br> Programs <br> 1. Local Area or Other <br> 2. Specify the State and districts where projects or programs was undertaken | Amount Outlay (Budget) Project wise (₹) | Amt. spent on projects or programs Subheads: <br> 1. Direct Expenditure on projects or programs <br> 2. Overheads (₹) | Amount <br> Spent: <br> Direct or <br> through implementing agency |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1. | Irrigation Development: Through Nulla Bunding which can increase in water level in Bolegaon | Rural <br> Development Project | Bolegaon, Jalna, Maharashtra | 11,100,000 | 12,258,120 | SUD Life Foundation |


| Sr. No. | CSR Project or Activity identified | Sector in which the Project is covered | Projects or <br> Programs <br> 1. Local Area or Other <br> 2. Specify the State and districts where projects or programs was undertaken | Amount Outlay (Budget) Project wise (₹) | Amt. spent on projects or programs Subheads: <br> 1. Direct Expenditure on projects or programs <br> 2. Overheads ( $₹$ ) | Amount <br> Spent: <br> Direct or <br> through <br> implementing <br> agency |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2. | Irrigation Development: Provided Drip Irrigation systems to farmers for efficient water usage in Mohpuri | Rural <br> Development <br> Project | Mohpuri, Jalna, Maharashtra | 6,500,000 | 6,096,130 | SUD Life Foundation |
| 3. | Support to Him Jyoti School: Financial assistance for construction of Amphitheatre at Him Jyoti School, Dehradun for promotion of arts and culture | Promotion of Education | Dehradun, Uttarakhand | 1,680,000 | 1,679,987 |  |
| 4. | Support to Rural Schools: Assistance to schools and students in Mohpuri and Bolegaon | Promotion of Education | Schools at Mohpuri \& Bolegaon, Jalna, Maharashtra | 30,000 | - |  |
| 5. | Support to Kakkera Foundation: Financial assistance for installation of a solar power plant for promotion of renewable energy | Rural <br> Development Project | Prakasham, Andhra Pradesh | 1,498,000 | 1,498,000 |  |
| 6. | Contribution to CM Relief Fund: Contributed towards the Kerala Floods of 2018 | Contribution to Relief Fund | Kerala | 500,000 | 500,000 |  |
| 7. | Administrative cost including fees paid for Financial and impact audit | - | Mohpuri \& Bolegaon, Jalna, Maharashtra | 1,190,000 | 582,338 |  |
| Total |  |  |  | 22,498,000 | 22,614,575 |  |

*During the year, SUD Life Foundation utilized carried forward fund of previous years

## CSR Committee Responsibility Statement

We do hereby confirm that during the financial year 2018-19, implementation and monitoring of CSR Policy is in compliance with CSR objectives and policy of the Company.

Date: July 26, 2019
Place: Mumbai

Neharika Vohra
Chairperson, CSR Committee
DIN: 06808439

Girish Kulkarni MD \& CEO
DIN: 01683332

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## Annexure - C

## FORM NO. MGT-9 <br> EXTRACT OF ANNUAL RETURN

As on the financial year ended on March 31, 2019
\{Pursuant to section 92(3) of the Companies Act, 2013 and rule 12(1) of the Companies (Management and Administration) Rules, 2014\}
I. REGISTRATION AND OTHER DETAILS

| i) | CIN | U66010MH2007PLC174472 |
| :---: | :---: | :---: |
| ii) | Registration Date [DD-MM-YY] | 25-09-07 |
| iii) | Name of Company | Star Union Dai-ichi Life Insurance Co. Ltd |
| iv) | Category / Sub-Category of the Company | Public Company / Company having share capital |
| v) | ADDRESS OF THE REGISTERED OFFICE AND CONTACT | DETAILS |
|  | Address | $11^{\text {th }}$ Floor, Vishwaroop IT Park, Plot No. 34, 35 \& 38, Sector 30A of IIP, Vashi, Navi Mumbai - 400703 |
|  | Telephone (With STD Area Code Number) | 022-39546213 |
|  | Fax Number | 022-39472811 |
|  | Email Address | rakesh.kumar@sudlife.in |
|  | Website | www.sudlife.in |
| vi) | Whether listed Company | No |
| vii) | Name and Address of Registrar \& Transfer Agents (RTA) | Karvy Fintech Pvt. Ltd. <br> 701, Hallmark Business Plaza <br> Sant Dnyaneshwar Marg <br> Off Bandra Kurla Complex <br> Bandra (East) <br> Mumbai - 400051 |

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

| S. No.Name and Description of main products / <br> services | NIC Code of the <br> Product/service | \% to total turnover of <br> the company |  |
| :--- | :--- | :--- | :--- |
| 1 | Life Insurance | 65110 | $100 \%$ |

III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES
[No. of Companies for which information is being filled]

| S. No. NAME AND ADDRESS OF THE COMPANY | CIN/GLN | HOLDING/ SUBSIDIARY / ASSOCIATE |  |
| :--- | :--- | :--- | :--- |
| 1 | Not Applicable |  |  |
| 2 |  |  |  |
| 3 |  |  |  |

## IV. SHARE HOLDING PATTERN

(Equity Share Capital Breakup as percentage of Total Equity)

## i. Category-wise Share Holding


ii. Shareholding of Promoter-

| S. <br> No. | Shareholder's Name | Shareholding at the beginning of the year [As on 01-Apr-2018] |  |  | Share holding at the end of the year [As on 31-March-2019] |  |  | \% change in share holding during the year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | No. of Shares | \% of total Shares of the company | \%of Shares Pledged / encumbered to total shares | No. of Shares | \% of total Shares of the company | \% of Shares Pledged / encumbered to total shares |  |
| 1 | Bank of India | 74,999,998 | 28.96\% | - | 74,999,998 | 28.96\% | - | - |
| 2 | Union Bank of India | 64,999,999 | 25.10\% | - | 64,999,999 | 25.10\% | - | - |
| 3 | Dai-ichi Life Holdings, Inc. | 118,964,142 | 45.94\% | - | 118,964,142 | 45.94\% | - | - |
| 4 | Rajan Rao (Nominee of Bank of India) | 1 | 0.00\% | - | 1 | 0.00\% | - | - |
| 5 | R. Ganesan (Nominee of Bank of India) | 1 | 0.00\% | - | 0 | 0.00\% | - | - |
| 6 | Dineshkumar Mistry (Nominee of Union Bank of India) | 1 | 0.00\% | - | 1 | 0.00\% | - | - |
| 7 | Hitoshi Yamaguchi (Nominee of Dai-ichi Life) | 1 | 0.00\% | - | 1 | 0.00\% | - | - |
| 8 | Devender Paul Sharma (Nominee of Bank of India) | 0 | 0.00\% | - | 1 | 0.00\% | - | - |

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

## Promoters' Shareholding

## Shareholding at the beginning of the year [As on 01-Apr-2018]

No. of \% of total shares shares of the company

Cumulative Shareholding during the year

No. of \% of total shares shares of the company

At the beginning of the year
Date wise Increase / Decrease in Promoters Share holding during
the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus/ Sweat equity etc):

At the end of the year [As on 31-March-2019]
iv. Shareholding Pattern of top ten Shareholders: (other than Directors, Promoters and Holders of GDRs and ADRs)

## For Each of the Top 10

## Shareholders

Shareholding at the Cumulative Shareholding beginning of the year [As on 01-Apr-2018]
during the year

No. of \% of total shares No. of \% of total shares shares of the company shares of the company

At the beginning of the year
Date wise Increase / Decrease in Share holding during the year specifying the reasons for increase / decrease (e.g. allotment / NIL transfer / bonus/ sweat equity etc.)
At the end of the year
v. Shareholding of Directors and Key Managerial Personnel

| Shareholding of each Directors and each Key Managerial Personnel | Shareholding at the beginning of the year [As on 01-Apr-2018] |  | Cumulative Shareholding during the year |  |
| :---: | :---: | :---: | :---: | :---: |
|  | No. of shares | $\%$ of total shares of the company | No. of shares | \% of total shares of the company |
| At the beginning of the year* | 2 | 0\% | - | - |
| Date wise Increase / Decrease in Share holding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus/ sweat equity etc.) |  |  |  |  |
| September 21, 2018, Shri R. Ganesan ex-director of the Company transferred his one share to Shri Devender Paul Sharma, existing director of the Company | - | - | 1 | 0\% |
| At the end of the year [As on 31-March-2019] | - | - | 2 | 0\% |

*Beneficial owner of the shares are the promoters

## V. INDEBTEDNESS

Indebtedness of the Company including interest outstanding/accrued but not due for payment

|  | Secured Loans excluding deposits | Unsecured Loans | Deposits | Total Indebtedness |
| :---: | :---: | :---: | :---: | :---: |
| Indebtedness at the beginning of the financial year |  |  |  |  |
| i) Principal Amount |  |  |  |  |
| ii) Interest due but not paid |  |  |  |  |
| iii) Interest accrued but not due |  |  |  |  |
| Total (i+ii+iii) |  |  |  |  |
| Change in Indebtedness during the financial year |  |  |  |  |
| * Addition |  |  |  |  |
| * Reduction |  |  |  |  |
| Net Change |  |  |  |  |
| Indebtedness at the end of the financial year |  |  |  |  |
| i) Principal Amount |  |  |  |  |
| ii) Interest due but not paid |  |  |  |  |
| iii) Interest accrued but not due |  |  |  |  |
| Total ( $\mathrm{i}+\mathrm{i}+\mathrm{idi}$ ) |  |  |  |  |

## VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL-

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

\begin{tabular}{|c|c|c|c|}
\hline \begin{tabular}{l}
S. \\
No.
\end{tabular} \& Particulars of Remuneration \& Name of MD/WTD/ Manager Girish Kulkarni - MD \& Total Amount \\
\hline \multirow[t]{4}{*}{1} \& Gross salary \& \& \\
\hline \& (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 \& 49,222,862 \& 49,222,862 \\
\hline \& (b) Value of perquisites u/s 17(2) Income-tax Act, 1961 \& 1,949,190 \& 1,949,190 \\
\hline \& (c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961 \& - \& \\
\hline 2 \& Stock Option \& - \& - \\
\hline 3 \& Sweat Equity \& - \& - \\
\hline 4 \& \begin{tabular}{l}
Commission \\
- as \% of profit \\
- others, specify...
\end{tabular} \& -

$1,680,001$ \& - <br>
\hline \multirow[t]{3}{*}{5} \& Others, please specify \& 1,680,001 \& 1,680,001 <br>
\hline \& Total (A) \& 52,852,053 \& 52,852,053 <br>
\hline \& Ceiling as per the Act * \& - - \& - <br>
\hline
\end{tabular}

[^2]B. Remuneration to Key Managerial Personnel other than MD/Manager/WTD

| S. <br> No. | Particulars of Remuneration | Key Managerial Personnel |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | CS | CFO | Total |
|  | Name of KMP | Rakesh Kumar | Hitoshi Yamaguchi |  |
| 1 | Gross salary |  |  |  |
|  | (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 | 4,362,159 | 12,265,293 | 16,627,452 |
|  | (b) Value of perquisites u/s 17(2) Income-tax Act, 1961 | 182,400 | - | 182,400 |
|  | (c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961 | - | - | - |
| 2 | Stock Option | - | - | - |
| 3 | Sweat Equity | - | - | - |
| 4 | Commission | - | - | - |
|  | - as \% of profit | - | - | - |
|  | others, specify... | - | - | - |
| 5 | Others, please specify | 213,696 | - - | 213,696 |
|  | Total | 4,758,255 | 12,265,293 | 17,023,548 |

## C. Remuneration to other directors

| Particulars of Remuneration | Name of Directors |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Independent Directors | S. Ravi | Neharika Vohra | Ramesh Adige |  |  |
| Fee for attending board \& committee meetings | 770,000 | 610,000 | 820,000 |  |  |
| Commission | - | - | - |  |  |
| Others, please specify | - - | - - | - |  |  |
| Total (1) | 770,000 | 610,000 | 820,000 |  |  |
| Other Non-Executive Directors | Rajkiran Rai G. | Shigeo Tsuyuki | Hidehiko Sogano | D.P. Sharma | Hisashi Takada |
| Fee for attending board committee meetings | 30,000 | 60,000 | 410,000 | 120,000 | 60,000 |
| Commission | - | - | - | - |  |
| Others, please specify | - - | - - | - - | - - |  |
| Total (2) | 30,000 | 60,000 | 410,000 | 120,000 | 60,000 |
| Total ( $B$ ) $=(1+2)$ | - | - | - | - | - |
| Total Managerial Remuneration | - | - | - | - | - |
| Overall Ceiling as per the Act | - | - | - | - | - |

In case of Non-Executive Directors, nominated by promoters, sitting fees gets transferred to respective promoter's account and not to individual.

| Particulars of Remuneration | Name of Directors |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Independent Directors | - | - | - | - | - |
| Fee for attending board \& committee meetings | - | - | - | - | - |
| Commission | - | - | - | - | - |
| Others, please specify | - | - | - | - | - |
| Total (1) | B - - | ( - | Par - | - - | - |
| Other Non-Executive Directors | B. Sreenivasa Rao | A.K. Goel | Parshuram Panda | Chieko Hasunuma | N. Kawahara |
| Fee for attending board committee meetings | 110,000 | 350,000 | 210,000 | 90,000 | 50,000 |


| Particulars of Remuneration | Name of Directors |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Commission | - | - | - | - | - |
| Others, please specify | - | - | - | - | - |
| Total (2) | 110,000 | 350,000 | 210,000 | 90,000 | 50,000 |
| Total (B) $=(1+2)$ | - | - | - | - | - |
| Total Managerial Remuneration | - | - | - | - | - |
| Overall Ceiling as per the Act | - | - | - | - | - |

In case of Non-Executive Directors, nominated by promoters, sitting fees gets transferred to respective promoter's account and not to individual.

## VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES:

| Type | Section of the <br> Companies Act | Brief Description | Details of Penalty/ <br> Punishment/ <br> Compounding fees <br> imposed |
| :--- | :--- | :--- | :--- | | Authority [RD / Appeal made, if |
| :--- |
| NCLT/ COURT] any (give Details) |

A. COMPANY

Penalty
Punishment
Compounding
B. DIRECTORS

Penalty NIL
Punishment
Compounding
C. OTHER OFFICERS IN DEFAULT

Penalty
Punishment
Compounding

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## Annexure - E

# Related Party Transactions <br> 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

## 1. DETAILS OF CONTRACTS OR ARRANGEMENTS OR TRANSACTIONS NOT AT ARM’S LENGTH BASIS

## Transaction no. 1

a Name(s) of the related party and nature of Bank of India - Promoter relationship
b Nature of contracts / arrangements / transactions Usage of Trade Name
c Duration of the contracts / arrangements / Since Inception transactions
d Salient terms of the contracts or arrangements or transactions including the value, if any

The Company is using the name and its logo for its business promotion and other purposes without any consideration in terms of royalty
e Justification for entering into such contracts or As agreed by the promoters, Trade mark Agreement was arrangements or transaction executed on February 6, 2009.
$f$ date(s) of approval by the Board $\quad$ August 5, 2014
$g$ Amount paid as advances, if any: Nil
h Date on which the special resolution was passed in September 20, 2014 general meeting as required under first proviso to section 188

Transaction no. 2
a Name(s) of the related party and nature of Union Bank of India - Promoter relationship
b Nature of contracts / arrangements / transactions Usage of Trade Name
c Duration of the contracts / arrangements / Since inception transactions
d Salient terms of the contracts or arrangements or The Company is using the name and its logo for its business transactions including the value, if any promotion and other purposes without any consideration in terms of royalty.
e Justification for entering into such contracts or arrangements or transaction

As agreed by the promoters, Trade mark Agreement was executed on February 6, 2009.
$f$ date(s) of approval by the Board August 5, 2014
$g$ Amount paid as advances, if any: Nil
h Date on which the special resolution was passed in September 20, 2014 general meeting as required under first proviso to section 188

## Transaction no. 3

a Name(s) of the related party and nature of Dai-ichi Life Holdings, Inc. relationship
b Nature of contracts / arrangements / transactions Usage of Trade Name
c Duration of the contracts / arrangements / Since inception transactions
d Salient terms of the contracts or arrangements or The Company is using the name and its logo for its business transactions including the value, if any promotion and other purposes without any consideration in terms of royalty
e Justification for entering into such contracts or As agreed by the promoters, Trade mark Agreement was arrangements or transaction executed on February 6, 2009.
$f$ date(s) of approval by the Board $\quad$ August 5, 2014
$g$ Amount paid as advances, if any: Nil
h Date on which the special resolution was passed in September 20, 2014 general meeting as required under first proviso to section 188

## 2. DETAILS OF MATERIAL CONTRACTS OR ARRANGEMENT OR TRANSACTIONS AT ARM'S LENGTH BASIS

## Transaction no. 1

a Name(s) of the related party and nature of relationship
b Nature of contracts / arrangements / transactions

Union Bank of India And Its Subsidiaries- Joint Venture Partner
Deposits and Banking Transactions:

- Placement of Deposits
- Matured Deposits
- Interest on Deposits
- Bank Charges
- Bank Account Balance

Service of Corporate Agents
Perpetual Bonds:

- Perpetual Bonds Purchase
- Perpetual Bonds Interest

Purchase / Sale of Fixed Income securities like Government Securities and Treasury Bills (wherein UBI / its subsidiary / group company is counterparty)
Mutual Funds/Liquid Schemes with subsidiaries of UBI
Investments in UBI or its subsidiaries / group companies fixed income securities \& Equity
c Duration of the contracts / arrangements / transactions
d Salient terms of the contracts or arrangements or transactions including the value, if any

Placement of Deposits: Rates of three banks are compared and deposits are placed on the basis of competitive rate Matured Deposit: Deposits are generally matured on the date of maturity. However, in case of any exigencies of fund requirement, premature withdrawal is carried out Interest on Deposits:

- We have Auto Swipe deposits with Union Bank of India.
- Effective utilization of fund.
- The interest provided on such deposit is at par with other customers of bank.

|  | Bank Charges: <br> Bank charged debited by Union Bank of India for RTGS, <br> NEFT and stop payments instruction. <br> - <br> These charges debited by bank is at par with other <br> customer's of Bank. <br> Bank Account Balance: |
| :--- | :--- |
| It's closing bank balance of ordinary banking transaction |  |
| with banks. |  |

3
c Duration of the contracts / arrangements / -transactions
d Salient terms of the contracts or arrangements or transactions including the value, if any
e Date(s) of approval by the Board, if any
f Amount paid as advances, if any

Placement of Deposits: Rates of three banks are compared and deposits are placed on the basis of competitive rate Matured Deposit: Deposits are generally matured on the date of maturity. However in case of any exigencies of fund requirement, premature withdrawal is carried out
Interest on Deposits:

- We have Auto Swipe deposits with Bank of India.
- Effective utilization of fund.
- The interest provided on such deposit is at par with other customers of bank.


## Bank Charges:

- Bank charged debited by Bank of India for RTGS, NEFT and stop payments instruction.
- This charges debited by bank is at par with other customer's of Bank.
Bank Account Balance:
It's closing bank balance of ordinary banking transaction with banks.
- Commission is paid to all Corporate Agents only as per rates approved by IRDAI.
Transaction is done at the prevailing market prices of the securities. Negotiations are done with counterparties so that the transaction can be executed at the best available prices.
Mutual Fund investments are distributed among funds to avoid concentration risk. While investing returns and servicing efficiencies are duly considered
Investment is made based on fundamental strength, credit quality and outlook of the company. Peer Comparison is also carried out. The Company does not have any investment either in Fixed income or Equity of BOI or its subsidiaries/ group company as on date.
August 5, 2014
Nil


## Transaction no. 3

a Name(s) of the related party and nature of Issue of Insurance Policy to Related Parties (BOI \& UBI) relationship

| b Nature of contracts / arrangements / transactions | Insurance Premium |
| :--- | :--- | :--- | :--- |
| Claims |  |
| c Proposal Deposit Outstanding |  |

d Salient terms of the contracts or arrangements or transactions including the value, if any

There are no such transactions till now. All policies issued are treated as regular transactions and are transacted at arms length as per existing rules \& policies of the Company. The Company has also put in place an appropriate process to automatically identify and highlight such transaction through a system-generated report

- Commission is paid to all Corporate Agents only as per rates approved by IRDAI.
Investment of ₹ 1.50 Crores in Perpetual bonds of Union Bank of India was made after due consideration as to coupon and credit quality.

| e | Date(s) of approval by the Board, if any | August 5, 2014 |
| :---: | :---: | :---: |
| f | Amount paid as advances, if any | Nil |
| Transaction no. 4 |  |  |
| a | Name(s) of the related party and nature of relationship | Key Management Personnel Payout |
| b | Nature of contracts / arrangements / transactions | Remuneration include Perquisites and Company contribution to Provident Fund |
| c | Duration of the contracts / arrangements / transactions | Term of Employment |
| d | Salient terms of the contracts or arrangements or transactions including the value, if any | As per the Company's policy for all employees |
| e | Date(s) of approval by the Board, if any | August 5, 2014 |
| f | Amount paid as advances, if any | Nil |

## Transaction no. 5

a Name(s) of the related party and nature of Gratuity Trust and Leave Encashment Trust relationship
b Nature of contracts / arrangements / transactions Shri Girish Kulkarni - MD \& CEO and Shri Hitoshi Yamaguchi - Dy. CEO \& CFO are trustees of Gratuity Trust and Leave Encashment Trust
c Duration of the contracts / arrangements / Term of Employment transactions
d Salient terms of the contracts or arrangements or - Product is approved by IRDAI. transactions including the value, if any

| e Date(s) of approval by the Board, if any |  |
| :--- | :--- |
| f Amount paid as advances, if any | August 5, 2014 |

## Transaction no. 6

| a | Name(s) of the related party and nature of relationship | SUD Life Foundation |
| :---: | :---: | :---: |
| b | Nature of contracts / arrangements / transactions | Shri Girish Kulkarni - MD \& CEO, Shri Hitoshi Yamaguchi - Dy. CEO \& CFO and Shri Rakesh Kumar - Company Secretary are trustees of SUD Life Foundation |
| C | Duration of the contracts / arrangements/ transactions | -- |
| d | Salient terms of the contracts or arrangements or transactions including the value, if any | SUD Life carries out its CSR activities through SUD Life Foundation |
| e | Date(s) of approval by the Board, if any | February 5, 2016 |
| $f$ | Amount paid as advances, if any | Nil |

Transaction no. 7
a Name(s) of the related party and nature of Shri S. Ravi (Independent director of the Company) relationship

| b Nature of contracts / arrangements / transactions | STCI Finance Ltd. (formerly known as Securities Trading <br> Corporation of India Ltd) - Investment in Bond/Debentures |
| :--- | :--- | :--- |
| C Duration of the contracts / arrangements / | -- |
| transactions |  |

Transaction no. 8

| aName(s) of the related party and nature of <br> relationship |
| :--- |
| b Nature of contracts/arrangements/transactions Rajkiran Rai G. (Non-Executive Chairman of the <br> Company) <br> CDuration of the contracts / arrangements / <br> transactions EXIM Bank - Investment in Bond/Debentures <br> dSalient terms of the contracts or arrangements or <br> transactions including the value, if any SUD Life is investing in Bond/Debentures of EXIM Bank prior <br> to appointment of Shri Rajkiran Rai G. <br> e Date(s) of approval by the Board, if any February 9, 2019  <br> f Amount paid as advances, if any Nil |

On behalf of the Board of Directors For STAR UNION DAI-ICHI LIFE INSURANCE CO. LTD.

Date: Mumbai
Place: July 26, 2019

Rajkiran Rai G.
Chairperson
DIN: 07427647

Girish Kulkarni
Managing Director \& CEO
DIN: 01683332

## Annexure - F

## Comments of the Comptroller \& Auditor General of India (C\&AG) on the accounts of the Company

## CAG Comment

## Management Replies

## Comment on Profitability

The Company has invested ₹ 55 Crores (₹ 44 Crores in non-linked funds and ₹ 11 Crores in linked funds) in Nonconvertible debentures of IL\&FS Limited. There were principal and interest defaults on the investment during the year and the Company has created a provision of ₹ 7.15 Crores (10 percent for non-linked funds and 25 percent for linked funds) towards diminution in value of investments.

However, as per proceedings before National Company Law Appellate Tribunal available in the public domain, IL\&FS has been placed under the 'Red' category by the new Board of Directors appointed by the Union Government to manage the affairs of the IL\&FS group of Companies, which means that such entities cannot meet their payment obligations towards even senior secured financial creditors. Further, disclosure has been made in the Notes of Accounts (Note 16 B 40) that credit rating agencies ICRA and CARE have downgraded the credit rating of IL\&FS from 'AAA' to ' $D$ '. Considering these developments, the Company should have made full provision against diminution in the value of the above investment. This has resulted in understatement of provision for diminution in value of investments and overstatement of profit by ₹ 47.85 Crores.

As per the regulatory requirements of IRDAI Master Circular May 2017 \& RBI Master Circular July 2015, the Company's exposure to IL\&FS Limited was to be recognised as NonPerforming Assets (NPA) on March 05, 2019 ( 90 days from the date of default).
National Company Law Appellate Tribunal (NCLAT) Order dated February 25, 2019, required the Financial Institutions to take prior permission of the NCLAT to declare the accounts of IL\&FS or its entities as NPA. The outcome of RBI plea against this order was awaited on reporting date March 31, 2019.

Apart from the above circulars or orders, there were no additional guidelines or directions issued by IRDAI or NCLAT before finalisation and approval of the financial statements for the year ended March 31, 2019.
Moreover, keeping the investment as "Performing" in terms of NCLAT circular but providing 100\% provision against such investment, is not prudent practice and against the accepted accounting principle applicable in India.

In view of the above, the Company has considered these investments as Performing Assets as at March 31, 2019.
Accordingly, SUD Life provided for $10 \%$ impairment on ₹ 44 Crores exposure under Non-Linked Funds, amounting to ₹ 4.40 Crores, as a prudent measure. In respect of Unit Linked funds, exposure of ₹ 11 Crores continues to be valued at $75 \%$ of the face value (effective September 10, 2018 due to downgrade in credit rating from $A A+$ to $B B$ ) as per Company's Investment policy guidelines.

The Company complied with requirement of prudent accounting and the RBI directive, it did not treat the exposure to IL\&FS as NPA in compliance with NCLAT order dated February 25, 2019.

Since, NCLAT on May 02, 2019 vacated its Order requiring Financial Institutions to take prior permission for declaring IL\&FS and its group Companies exposure as NPA; and the "D" credit rating of NCDs of IL\&FS Limited, the Company has made additional provision in Q1 of FY 2019-20. Now the total provision stands at $50 \%$ of the total exposure in NCDs of IL\&FS Limited as at June 30, 2019.

## Comment No Disclosure

Schedule 16-B Notes to accounts forming part of financial statements - Note 49

This above Note regarding interim Dividend does not include disclosure in respect of proposed dividend of ₹ 3.24 Crores, out of profits of the Company, as mandated under Para8.4 of Accounting Standard 4 of the Accounting StandardRevised 2016.

## Comment on Independent Auditor's Report dated 26 April 2019

The above Report has certified (Annexure A - para c) that no part of the assets of the policyholder's funds is directly or indirectly applied in contravention of the provisions of the Insurance Act, 1938 (4 of 1938) relating to the application and investments of the policyholder's funds. The Company has invested ₹ 60 Crores in Non-Convertible Debentures of Tata Sons Pvt. Ltd., although such investments in private limited Companies was prohibited under section 27A(4) of the Insurance laws (Amendment) Act 2015.

Hence the Auditor's certificate is inadequate with regard to the above investment.

## Other Comments

## Management Report dated 26 April 2019

The above report does not contain disclosure regarding investment of ₹ 60 Crores in Non-convertible debentures of Tata Sons Pvt. Ltd. although Management was aware of the violation of the provisions of Insurance Act 1938. Also, Part IV of Schedule-A of the IRDAI (preparation of financial statements and Auditor's Report) 2002 mandated the Management to certify that no part of life insurance fund has been directly or indirectly applied in contravention of the provisions of the Insurance Act, 1938 (4 of 1938). Disclosure in Management Report is inadequate to the above extent.

The Company has paid interim dividend during financial year and accounted the same in the books of accounts and notes to accounts for the financial year 2018-19. It has also proposed final dividend of $1.25 \%$.

Accounting Standard 4 (Contingencies and Events Occurring After the Balance Sheet date) requires disclosure of the proposed dividend in the notes to accounts. The same inadvertently remained to be disclosed in the notes to accounts of the financial statements for the year 2018-19. It does not have any financial impact on financial statements for year 2018-19.

Details of proposed final dividend is being included in the Annual Report of SUD Life for 2018-19 in the Directors Report section.

No Comments

No

## Annexure - G

## FORM MR-3

## SECRETARIAL AUDIT REPORT

## FOR THE FINANCIAL YEAR ENDED MARCH 31, 2019

[Pursuant to section 204(1) of the Companies Act, 2013 and rule 9 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014]

## To,

The Members
Star Union Dai-Ichi Life Insurance Company Limited, 11 th Floor, Vishwaroop I.T. Park, Plot No. 34, 35 \&38, Sector: 30A of IIP,
Vashi, Navi Mumbai,
Thane - 400703
We have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by Star Union Dai-Ichi Life Insurance Company Limited (hereinafter called "the Company"). Secretarial audit was conducted in a manner that provided us a reasonable basis for evaluating the corporate conducts / statutory compliance' and expressing our opinion thereon.

Based on our verification of the Company's books, papers, minutes 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, 2019, 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 Company for the financial year ended on March 31, 2019 according to the provisions of:
(i) The Companies Act, 2013 ('the Act') and the rules made thereunder;
(ii) The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the rules made thereunder;
(iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed thereunder;
(iv) Foreign Exchange Management Act, 1999 and the rules and regulations made there under to the extent of Foreign Direct Investment;
(v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'):-
(a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers)

Regulations, 2011 (during the period under review not applicable to the Company);
(b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015 (applicable to the extent of IRDAI guidelines)
(c) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 (during the period under review not applicable to the Company);
(d) The Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014 (during the period under review not applicable to the Company);
(e) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008 (during the period under review not applicable to the Company);
(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 (during the period under review not applicable to the Company);
(g) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009 (during the period under review not applicable to the Company); and
(h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 2018 (during the period under review not applicable to the Company);
(vi) The Insurance Act, 1938;
(vii) The Insurance Regulatory and Development Authority Act, 1999;
(viii) Prevention of Money Laundering Act (PMLA), 2002 including Prevention of Money Laundering (Amendment) Act, 2009;
(ix) Prevention of Money Laundering (Maintenance of Records) Rules, 2005 as amended by Amendment Rules, 2013;
(x) All the relevant Circulars, Notifications, Regulations and Guidelines issued by Insurance Regulatory and Development Authority of India

We have examined compliance with the applicable clauses of the following:
a) Secretarial Standards issued by the Institute of Company Secretaries of India.
b) Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (during the period under review not applicable to the Company)

The Company has complied with the provisions of Act, Rules, Regulations, Guidelines etc. mentioned.

## We further report that:

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

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

Majority decision is carried through 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 that during the audit period the Company had the following specific events / actions having a major bearing on the Company's affairs in pursuance of the above referred laws, rules, regulations, guidelines, standards, etc.

- The Board of Directors at their meeting held on February 9, 2019, approved Interim Dividend at 2\% of the total paid up equity share capital aggregating to ₹ $5,17,92,829 /$-.

For Mehta \& Mehta, Company Secretaries
(ICSI Unique Code P1996MH007500)
Ashwini Inamdar
Partner
Place: Mumbai
FCS No : 9409
Date : July 08, 2019
CP No. : 11226

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.

## Annexure A

## To,

## The Members

Star Union Dai-Ichi Life Insurance Company Limited, 11 th Floor, Vishwaroop I.T. Park, Plot No. 34, $35 \& 38$, Sector: 30A of IIP, Vashi, Navi Mumbai, Thane - 400703

Our report of even date is to be read along with this letter.

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 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 laws, rules, regulations, standards is the responsibility of management. Our examination was limited to the verification of procedures on test basis.
6. As regard the books, papers, forms, reports and returns filed by the Company under the regulations referred to in points vi to $x$, the adherence and compliance to the requirements of the said regulations is the responsibility of management. Our examination was limited to checking the execution and timeliness of the filing of various forms, reports, returns and documents that need to be filed by the Company with various authorities under the said regulations. We have not verified the correctness and coverage of the contents of such forms, reports, returns and documents.
7. 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.

For Mehta \& Mehta,
Company Secretaries
(ICSI Unique Code P1996MH007500)
Ashwini Inamdar
Partner
Place : Mumbai
FCS No: 9409
Date : July 08, 2019

# Independent Auditor's Report 

## TO THE MEMBERS OF STAR UNION DAI-ICHI LIFE INSURANCE COMPANY LIMITED

Report on the Audit of the Financial Statements

## 1. Opinion

We have audited the accompanying financial statements of STAR UNION DAI-ICHI LIFE INSURANCE COMPANY LIMITED ("the Company"), which comprise the Balance Sheet as at 31st March, 2019, the related Policy Holders' Revenue Account, the Shareholders' Profit \& Loss Account and Receipts and Payments Account (Cash Flows statement) and notes to the financial statements, including a summary of significant accounting policies and other explanatory information for the year then ended on that date annexed thereto are prepared in accordance with the requirement of the Insurance Act, 1938 as amended by Insurance Law (Amendment) Act, 2015, The Insurance Regulatory and Development Act, 1999, Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 ('the Regulations') and the Companies Act, 2013, to the extent applicable.
In our opinion and to the best of our information and according to the explanations given to us, the aforesaid financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at 31st March 2019, as applicable to insurance companies;
(a) In the case of Balance Sheet of the state of affairs of the Company as at 31st March, 2019;
(b) In the case of Revenue Account of the surplus for the year ended on 31 st March, 2019;
(c) In the case of the Profit \& Loss account of the profit for the year ended on 31st March, 2019; and
(d) In the case of the Receipts and Payments Account (Cash Flow Statement) for the year ended on 31st March, 2019.

## 2. Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Companies Act, 2013. Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the

Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Companies Act, 2013 and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## 3. Key Matters

Key audit matters are those matter that, in our professional judgment, were of most significance in our audit of financial statements of the current period. These matters were addressed in the context of our audit of financial statements as a whole, and in forming our opinion thereon, and we do not provide separate opinion on these matters.

We have determined that there are no key audit matters to communicate in our report.

## Other Information

The Company's Board of Directors is responsible for the other information. The other information comprises the information included in the Annual report, but does not include the financial statement and our report thereon.

Our opinion on the financial statement does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.
4. Responsibility of Management and those charged with Governance for the Financial Statements
The Company's Board of Directors is responsible for the matters stated in section 134(5) of the Companies Act, 2013 ("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 accounting principles generally accepted in India, including the Accounting Standards specified under section 133 of the Act. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate implementation and maintenance of 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 statement that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those Board of Directors are also responsible for overseeing the company's financial reporting process.

## 5. Auditor's Responsibility for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Standards on Auditing (SAs'), we exercise professional judgment and maintain professional skepticism throughout the audit. We also:
5.1 Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional
omissions, misrepresentations, or the override of internal control.
5.2 Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under section 143(3)(i) of the Companies Act, 2013, we are also responsible for expressing our opinion on whether the company has adequate internal financial controls system in place and the operating effectiveness of such controls.
5.3 Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
5.4 Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
5.5 Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.
We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in
our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## 6. Other Matter

The actuarial valuation of liabilities for life policies in force and for policies in respect of which premium is discontinued but liability exists as at 31 st March, 2019 has been estimated and certified by the Appointed Actuary and in his opinion the assumptions for such valuation are in accordance with the guidelines and norms issued by the Insurance Regulatory and Development Authority of India ('IRDAI') and the Institute of Actuaries of India in concurrence with the Authority. We have relied upon the Appointed Actuary's certificate in this regard for forming our opinion on the financial statements of the Company.

Our opinion is not modified in respect of these matters.

## 7. Report on Other Legal and Regulatory Requirements

7.1 As required by The Insurance Regulatory and Development Act, 1999, Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 ('the Regulations"), we set out in the 'Annexure A' statement certifying the matters specified in paragraph 4 of Schedule C to the Regulations.
7.2 As required by the IRDA Financial Statements Regulations read with Section 143(3) of the Act, 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 our audit and have found them to be satisfactory;
b) In our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books;
c) The Company's financial accounting system is centralized at Head Office. As such, none of the branches have been separately audited by other branch auditors.
d) The Balance Sheet, the Policyholders' Revenue Account, the Shareholders' Profit and Loss account and Receipts and Payments Account (Cash Flow Statement) referred to in this report are in agreement with the books of account;
e) The actuarial valuation of liabilities is duly certified by the appointed actuary including to the effect that the assumptions for such
valuation are in accordance with the guidelines and norms issued by the IRDAI (the Authority) and/or the Institute of Actuaries of India in concurrence with the Authority. In this regard, please refer to point no. 6 of this report i.e., Other Matter;
f) In our opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Companies Act, read with Rule 7 of the Companies (Accounts) Rules, 2014;
g) On the basis of the written representations received from the directors, as on 31st March, 2019, taken on record by the Board of Directors, none of the directors is disqualified as on 31 st March, 2019 from being appointed as a director in terms of Section 164 (2) of the Act;
h) With respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate report in "Annexure B"
i) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
i. The Company has disclosed the impact of pending litigations on its financial position in its financial statements - Refer Note 1 of Schedule 16-B to the financial statements;
ii. The Company did not have any longterm contracts including derivative contracts for which there were any material foreseeable losses.
iii. There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company.
7.3 We further report on the Revised directions under section 143(5) of the Companies Act, 2013 applicable from the financial year 2018-19 accounts and Sub-directions under section 143(5) of the Companies Act, 2013 for the financial year 2018-19 issued by the office of Comptroller \& Auditor General of India (C\&AG) in respect of the Company, as under:

Report on Directions under section 143(5) of the Companies Act, 2013.
7.3.1 Whether the company has system in place to process all the accounting transactions through IT system? If yes, the implications of processing of accounting transactions outside IT system on the integrity of the accounts along with the financial implications, if any, may be stated.

The Company uses SUN systems ("Accounting System") for recording its accounting transactions. The Company uses Life Asia Policy administration system for maintaining and processing individual business and Group Asia for group business. SAP system is used for maintaining investment data. The summarized accounting entries are automatically uploaded as per the set frequencies from the policy administration systems and SAP through an interface into Accounting System. There are no accounting entries processed outside the Accounting System.
7.3.2 Whether there is any restructuring of an existing loan or cases of waiver/write off of debts /loans/interest etc. made by a lender to the company due to the company's inability to repay the loan? If yes, the financial impact may be stated.

Not Applicable as the Company has not taken any loan
7.3.3 Whether funds received/receivable for specific schemes from central/ state agencies were properly accounted for/ utilized as per its term and conditions? List the cases of deviation.

Not Applicable as the Company has not received any funds for specific schemes from central / state agencies.

Sub-directions under section 143(5) of the Companies Act, 2013 for the year 2018-19.
7.3.4 Number of titles of ownership in respect of CGS/SGS/Bonds/Debentures etc. available in physical/demat form and out of these, number of cases which are not in agreement with the respective amounts shown in the Company's books of accounts may be verified and discrepancy found may be suitably reported.

The titles of ownership of all securities are in Demat form, barring Fixed Deposit with banks and mutual funds investments which are in Physical form. The holdings agree
with the respective amounts as shown in the books of accounts.
7.3.5 Whether stop loss limits have been prescribed in respect of the investments. If yes, whether or not the limit was adhered to. If no, details may be given.
The Stop Loss Limits have been prescribed in the Investment policy of the Company. The stop loss for equity stocks is being monitored at $25 \%$ (Stage I), $40 \%$ (Stage II) and $50 \%$ (Stage III) from weighted average cost and observed at respective fund level. All the stocks in stop loss would be monitored by Investment Executive Committee (IEC) on regular basis and appropriate decisions as per Stop Loss policy are being taken.

The Company has adhered to the stop loss policy guidelines. During the FY 2018-19, two equity stocks hit the stop loss limit viz.,
(1) General Insurance Company of India Limited in one fund on May 11, 2018; (2) Yes Bank in twelve funds on September 21, 2018. The immediate action as per policy guidelines was taken. It was decided to exit completely from these stocks from respective funds and stocks were sold.
7.3.6 Whether the company has complied with IRDAI circular \{No.IRDA/F\&A/ CIR/MISC/052/03/2018 dated 27 March 2018\} regarding exemption of reinsurance schemes in respect of specified insurance schemes such as Pradhan Mantri Jeevan Jyotibima Yojna(PMMJJBY), from the purview of GST and passed on to the insured/ Government the benefit of reduction premium?

The pricing under the PMJJBY scheme is arrived at as per advice of the 'Department of Financial Services of Ministry of Finance'. Hence, the Company has not considered reinsurance while pricing PMJJBY scheme. Further as per the GST Act, input credit for services directly relating to exempted output services are ineligible for credit. Hence, the Company is not eligible to take any credit for GST on reinsurance premium for aforesaid schemes, and no benefit is available to the company due to exemption, therefore no benefit is required to be passed.
7.4 In our opinion and according to the information and explanations given to us, we further report that:
a) Investments have been valued in accordance with the provision of the Insurance Act, 1938,
as amended by Insurance Laws (Amendment) Act, 2015, the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) regulations, 2002, ('the Regulations') and orders/directions issued by the IRDAI in this behalf; and
b) The accounting policies selected by the Company are appropriate and are in compliance with the applicable Accounting Standards specified under section 133 of the Companies Act, 2013 and the Rules framed there under and with the accounting principles as prescribed in the Regulations and orders/ directions issued by IRDAI in this behalf.
7.5 Based on our examination of the books and records of the Company and according to the information and explanations given to us and management's representations made to us 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 and to the best of our knowledge and belief, we certify that:
a) We have reviewed the management report attached to the financial statements for the year ended 31st March 2019, and have found no apparent material mistake or inconsistencies with the financial statements; and
b) 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, 1938, as amended by Insurance Laws (Amendment) Act, 2015.

For S. Jaykishan
Chartered Accountants
FRN: NO. 309005 E
CA. Sunirmal Chatterjee
Partner
Membership No. 017361
Place: Mumbai
Date: 26th April, 2019

For B. N. Kedia \& Co Chartered Accountants FRN: 001652N

CA. S. K. Kedia
Partner
Membership No: 052579
Place: Mumbai
Date: 26th April, 2019

## ('Annexure A' referred to in Para 7.1 of the report of our report of even date in respect of matters specified in paragraph 4 of Schedule C to the IRDAI Regulations)

## INDEPENDENT AUDITORS' CERTIFICATE

## TO THE MEMBERS OF STAR UNION DAI-ICHI LIFE INSURANCE COMPANY LIMITED

This certificate is issued to comply with Para 4 of Schedule C of the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002, ("the Regulations") and may not be suitable for any other purpose.

The Company's Board of Directors is responsible for complying with the provisions of The Insurance Act, 1938 as amended from time to time including amendment brought by Insurance Laws (Amendment) Act, 2015 (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 Auditor's Report of Insurance Companies) Regulations, 2002 (the "Regulations"), orders/directions issued by the Insurance Regulatory and Development Authority of India (the "IRDAI"). This includes collecting, collating and validating data and designing, implementing and monitoring of internal controls suitable for ensuring compliance as aforesaid.

Our responsibility, for the purpose of this certificate, is limited to certifying matters contained in paragraph 4 of Schedule C of the Regulations. We conducted our examination in accordance with the Guidance Note on Audit Reports and Certificates for Special Purposes issued by the Institute of Chartered Accountants of India (the 'ICAI').

In accordance with the information and explanations given to us and to the best of our knowledge and belief and based
on our examination of the books of account and other records maintained by Star Union Dai-ichi Life Insurance Company Limited ('the Company') for the year ended March 31, 2019, we certify that;
a) We have certified the Cash Balances, to the extent considered necessary, and securities relating to the Company's investments as at March 31, 2019, by actual inspection or on the basis of certificate/confirmations received from the depository participant appointed by the Company, as the case may be. As at March 31, 2019, the Company had no reversions and life interests;
b) The Company is not a trustee of any trust; and
c) No part of the assets of the Policyholders' funds has been directly or indirectly applied in contravention to the provisions of the Insurance Act, 1938, as amended by Insurance Laws (Amendment) Act, 2015 relating to the application and investment of the Policyholders' funds.

## For S. Jaykishan

Chartered Accountants
FRN: NO. 309005 E

CA. Sunirmal Chatteriee Partner
Membership No. 017361
Place: Mumbai
Date: 26 ${ }^{\text {th }}$ April, 2019

For B. N. Kedia \& Co
Chartered Accountants
FRN: 001652 N

CA. S. K. Kedia
Partner
Membership No: 052579
Place: Mumbai
Date: $26^{\text {th }}$ April, 2019

# ('Annexure B' referred to in Para 7.2 ( h ) of our report of even date in respect of Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act") 

We have audited the internal financial controls over financial statements of STAR UNION DAI ICHI LIFE INSURANCE COMPANY LIMTED ("the Company") as of March 31, 2019 in conjunction with our audit of the financial statements of the Company for the year ended on that date.

## Management's Responsibility for Internal Financial Controls

The Company's management is responsible for establishing and maintaining internal financial controls based on "the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls over Financial Reporting issued by the Institute of Chartered Accountants of India".

These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to Company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013.

## Auditors' Responsibility

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

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial statements and their operating effectiveness.

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

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

## Meaning of Internal Financial Controls Over Financial Reporting

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

A company's internal financial control over financial statements includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorisations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

## Inherent Limitations of Internal Financial Controls Over Financial Reporting

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

## Opinion

In our opinion, the Company has, in all material respects, an adequate internal financial controls system over financial
statements and such internal financial controls over Financial statements were operating effectively as at March 31, 2019, based on "the internal control over financial reporting criteria established by the Company considering the

## For S. Jaykishan

Chartered Accountants
FRN: NO.309005E

## CA. Sunirmal Chatteriee

Partner
Membership No. 017361
Place: Mumbai
Date: 26 ${ }^{\text {th }}$ April, 2019
essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India".

For B. N. Kedia \& Co
Chartered Accountants
FRN: 001652 N

CA. S. K. Kedia
Partner
Membership No: 052579
Place: Mumbai
Date: $\mathbf{2 6}^{\text {th }}$ April, 2019

## Comments of CAG

## COMMENTS OF THE COMPTROLLER AND AUDITOR GENERAL OF INDIA UNDER SECTION 143(6)(b) OF THE COMPANIES ACT, 2013 ON THE FINANCIAL STATEMENTS OF STAR UNION DAI-ICHI LIFE INSURANCE COMPANY LIMITED FOR THE YEAR ENDED 31 MARCH 2019

The preparation of financial statements of Star Union Dai-ichi Life Insurance Company Limited for the year ended 31 March 2019 in accordance with the financial reporting framework prescribed under the Insurance Act, 1938 read with Insurance Regulatory and Development Authority (Preparation of financial statements and Auditor's Report of Insurance Companies) Regulations, 2002 and the Companies Act, 2013 (Act) is the responsibility of the management of the company. The statutory auditor appointed by the Comptroller and Auditor General of India under section 139(5) of the Act is responsible for expressing opinion on the financial statements under section 143 of the Act based on independent audit in accordance with the standards on auditing prescribed under section 143(10) of the Act. This is stated to have been done by them vide their Audit Report dated 26.04.2019.
I, on behalf of the Comptroller and Auditor General of India, have conducted a supplementary audit of the financial statements of Star Union Dai-ichi Life Insurance Company Limited for the year ended 31 March 2019 under section 143(6)(a) of the Act. This supplementary audit has been carried out independently without access to the working papers of the statutory auditors and is limited primarily to inquiries of the statutory auditors and company personnel and a selective examination of some of the accounting records.
Based on my supplementary audit, I would like to highlight the following significant matters under section 143(6)(b) of the Act which have come to my attention and which in my view are necessary for enabling a better understanding of the financial statements and the related audit report:

1. Comment on Profitability

Profit \& Loss Account - Profit for the year carried to Balance Sheet - ₹ 72.26 crore
Provisions (other than Taxation)

- For diminution in the value of investments (Net) - ₹ 3.12 crore
The Company has invested ₹ 55 crore (₹ 44 crore in nonlinked funds and ₹ 11 crore in linked funds) in Non-convertible debentures of IL\&FS. There were principal and interest defaults on the investment during the year and the Company has created a provision of ₹ 7.15 crore ( 10 per cent for non-linked funds and 25 per cent for linked funds) towards diminution in value of investments.
However, as per proceedings before National Company Law Appellate Tribunal available in the public domain, IL\&FS has been placed under the 'Red' category by the new Board of Directors appointed by the Union Government to manage the affairs of the IL\&FS group of companies, which means that such entities cannot meet their payment obligations towards even senior secured financial creditors. Further, disclosure has been made in the Notes on accounts (Note 16 B 40) that credit rating agencies ICRA and CARE have downgraded the credit rating of IL\&FS from 'AAA' to ' D '. Considering these developments, the Company should have
made full provision against diminution in the value of the above investment.

This has resulted in understatement of provision for diminution in value of investments and overstatement of profit by ₹ 47.85 crore.
2. Comment on Disclosure

Schedule-16-B Notes to accounts forming part of financial statements - Note 49

This above Note regarding Interim Dividend does not include disclosure in respect of proposed' dividend of ₹ 3.24 crore $^{2}$, out of profits of the Company, as mandated under Para-8.4 of Accounting Standard 4 of the Accounting Standard- Revised $2016{ }^{3}$.
3. Comment on Independent Auditor's Report dated 26 April 2019
The above Report has certified (Annexure A - para c) that no part of the assets of the policyholders' funds is directly or indirectly applied in contravention of the provisions of the Insurance Act, 1938 (4 of 1938) relating to the application and investments of the policyholders' funds. The Company has invested ₹ 60 crore in Non-Convertible Debentures of Tata Sons Pvt. Ltd ${ }^{4}$., although such investments in private limited companies was prohibited under Section 27A(4) of the Insurance Laws (Amendment) Act 2015.
Hence the Auditor's certificate is inadequate with regard to the above investment.

## 4. Other Comments

Management Report dated 26 April 2019
The above Report does not contain disclosure regarding the investment of ₹ 60 crore in Non-Convertible Debentures of Tata Sons Pvt. Ltd although Management was aware of the violation of provisions of Insurance Act 1938. Also, Part IV of Schedule-A of the IRDA (Preparation of financial statements and Auditors' Report) 2002 mandated the Management to certify that no part of the life insurance fund has been directly or indirectly applied in contravention of the provisions of the Insurance Act, 1938 (4 of 1938).
Disclosure in Management Report is inadequate to the above extent.

For and on behalf of the
Comptroller and Auditor General of India
Sd/-
Tanuja Mittal
Principal Director of Commercial Audit and Ex-officio Member, Audit Board-I, Mumbai.
Place: Mumbai
Date: July 15, 2019

[^3]
## Revenue Account tor the verar ended 3 3st March, 2019

# Form A - RA <br> Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

## Policyholders' Account (Technical Account)

| Particulars | Schedule | Current Year | Previous Year |
| :---: | :---: | :---: | :---: |
| Premiums earned - net |  |  |  |
| (a) Premium | 1 | 19,940,744 | 17,830,066 |
| (b) Reinsurance ceded |  | $(375,756)$ | $(350,199)$ |
| (c) Reinsurance accepted |  | - | - |
| Income from Investments |  |  |  |
| (a) Interest, Dividends \& Rent (Gross) |  | 4,554,826 | 3,859,775 |
| (b) Profit on sale / redemption of investments |  | 2,743,873 | 3,405,215 |
| (c) (Loss on sale / redemption of investments) |  | $(1,099,821)$ | $(475,113)$ |
| (d) Transfer / Gain on revaluation / change in fair value |  | - - | (1,886,770) |
| (e) Unrealised Gain / (Loss) |  | 544,600 | $(1,386,770)$ |
| Other Income I $^{\text {a }}$ |  |  |  |
| (a) Contribution from Shareholders' Account |  | - |  |
| (b) Fees \& Charges |  | - | - |
| (c) Miscellaneous Income | 1A | 40,005 | 36,627 |
| Total (A) |  | 26,348,471 | 22,919,601 |
| Commission | 2 | 1,499,865 | 1,425,907 |
| Operating Expenses related to Insurance Business | 3 | 3,175,006 | 2,944,467 |
| Provision for doubtful debts |  | (517) | 61 |
| Bad debts written off |  | 3,143 | 1,946 |
| Provision for Tax |  | 4,705 |  |
| Provisions (other than taxation) |  |  |  |
| (a) For diminution in the value of investments (Net) |  | 12,800 |  |
| (b) Others |  | - |  |
| GST on linked charges |  | 93,001 | 90,593 |
| Total (B) |  | 4,788,003 | 4,462,974 |
| Benefits Paid (Net) | 4 | 9,088,354 | 9,586,814 |
| Interim Bonuses Paid |  | 696 | 418 |
| Change in valuation of liability in respect of life policies |  |  |  |
| (a) Gross* |  | 11,588,072 | 9,820,036 |
| (b) Amount ceded in Reinsurance |  | $(120,899)$ | $(135,996)$ |
| (c) Amount accepted in Reinsurance |  | - |  |
| (d) Transfer to Linked Funds |  | 579,837 | $(1,600,914)$ |
| (e) Transfer to Discontinued Funds |  | $(697,002)$ | $(156,447)$ |
| Total (C) |  | 20,439,058 | 17,513,911 |
| Surplus / (Deficit) ( $D$ ) $=(A)-(B)-(C)$ |  | 1,121,410 | 942,716 |
| Amount transferred from Shareholders' Account (Non-technical Account) |  | 172,111 | 114,573 |
| Appropriations |  |  |  |
| Transfer to Shareholders' Account |  | 1,001,016 | 777,442 |
| Transfer to Balance Sheet |  | - $\times$ - 02 - | - |
| Balance being Funds for Future Appropriations [Refer note no. 43 of Schdeule 16(B)] |  | 292,505 | 279,847 |
| Total (D) |  | 1,293,521 | 1,057,289 |
| Details of Total Surplus / (Deficit) |  |  |  |
| (a) Interim Bonuses Paid |  | 696 | 418 |
| (b) Allocation of bonus to Policyholders |  | 207,044 | 185,018 |
| (c) Surplus/(Deficit) shown in Revenue Account |  | 1,121,410 | 942,716 |
| Total Surplus / (Deficit) |  | 1,329,150 | 1,128,152 |

Significant Accounting Policies and Notes to accounts
16
Schedules referred to above and notes to accounts form an integral part of the Revenue Account.
As required by erstwhile Section 40-B(4) of the Insurance Act, 1938 as amended by Insurance Laws (Amendment) Act, 2015 read with Expenses of Management of Insurers transacting life insurance business Regulations, 2016, we certify that allowable expenses of management in respect of life insurance business in India by the company have been debited to the Policyholders' Revenue Account and the excess of such expenses are charged to the Shareholders' Profit and Loss Account.
*Represents Mathematical Reserves after allocation of bonus.
As per our report of even date attached

For S. Jaykishan
Chartered Accountants
ICAI Firm Reg.: $309005 E$

CA Sunirmal Chatterjee
Partner
Membership No:017361

For B. N. Kedia \& Co. Chartered Accountants ICAI Firm Reg.:001652N

CA S.K. Kedia
Partner
Membership No: 052579

## Akihiko Tanaka <br> Dy. CEO \& CFO

Abhay Tewari
Appointed Actuary

## Rakesh Kumar

Company Secretary FCS - 7081

For and on behalf of the Board of Directors

| Rajkiran Rai G. | Girish Kulkarni |
| :--- | :--- |
| Chairman | MD \& CEO |
| D.I.No. 07427647 | D.I.No. 01683332 |
|  |  |
|  |  |
|  | D. P. Sharma |
| S. Ravi | Director <br> Director <br> D.I.No. 00009790 |
| D.I.No. 08238895 |  |

Place: Mumbai
Date: April 26, 2019

## Profit \& Loss Account tor the yeorer ended 31s Merch, 2019

## Form A - PL <br> Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

| Shareholders' Account (Non-technical Account) | ( $₹$ in 000's) |  |  |
| :---: | :---: | :---: | :---: |
| Particulars | Schedule | Current Year | Previous Year |
| Amounts transferred from the Policyholders' Account (Technical Account) |  | 1,001,016 | 777,442 |
| Income from Investments |  |  |  |
| (a) Interest, Dividends \& Rent - Gross |  | 318,535 | 241,143 |
| (b) Profit on sale/redemption of investments |  | 51,067 | 37,471 |
| (c) (Loss on sale/ redemption of investments) |  | $(24,199)$ | $(9,938)$ |
| Other Income |  |  |  |
| (a) Miscellaneous Income |  | 36 | 52 |
| Total (A) |  | 1,346,455 | 1,046,170 |
| Expense other than those directly related to the insurance business | 3A | 99,614 | 152,303 |
| Bad debts written off |  | 809 | 381 |
| CSR Expenditure [Refer note no. 44 of Schdeule 16(B)] |  | 22,498 | 14,000 |
| Contribution to the Policyholders Account: |  |  |  |
| (a) Non-Par Health |  | - | 17,765 |
| (b) Linked Life |  | 172,111 | 96,808 |
| Provisions (Other than taxation) |  |  |  |
| (a) For diminution in the value of investments (Net) |  | 31,200 | - |
| (b) Provision for doubtful debts |  | 4,175 | 5,968 |
| (c) Others |  | - - | - - |
| Total (B) |  | 330,407 | 287,225 |
| Profit / (Loss) before tax |  | 1,016,048 | 758,945 |
| Provision for Taxation |  | 749 | - |
| Profit / (Loss) after tax |  | 1,015,299 | 758,945 |
| Appropriations |  |  |  |
| (a) Balance at the beginning of the year |  | $(226,636)$ | $(985,581)$ |
| (b) Interim dividends paid during the year |  | 51,793 | - |
| (c) Proposed final dividend |  | - | - |
| (d) Dividend distribution tax |  | 10,646 | - |
| (e) Transfer to reserves / other accounts |  | - | - |
| Profit / (Loss) carried to the Balance Sheet |  | 726,224 | $(226,636)$ |
| EARNINGS PER EQUITY SHARE [Refer note no. 25 of Schdeule 16(B)] |  |  |  |
| Basic earnings per equity share ( $₹$ ) |  | 3.92 | 2.93 |
| Diluted earnings per equity share ( $₹$ ) |  | 3.92 | 2.93 |
| Nominal value per equity share (₹) |  | 10.00 | 10.00 |

Significant Accounting Policies \& Notes to accounts
16
Schedules referred to above and notes to accounts form an integral part of the Profit and Loss Account.

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

## For S. Jaykishan <br> Chartered Accountants <br> ICAI Firm Reg.:309005E

CA Sunirmal Chatterjee
Partner
Membership No:017361

Membership No:017361
Place: Mumbai
Date: April 26, 2019

For B. N. Kedia \& Co. Chartered Accountants ICAI Firm Reg.:001652N

CA S.K. Kedia
Partner
Membership No: 052579

## Akihiko Tanaka <br> Dy. CEO \& CFO

## Abhay Tewari

Appointed Actuary
Rakesh Kumar
Company Secretar
Company Secretary FCS - 7081

Place: Mumbai
Date: April 26, 2019

Rajkiran Rai G.
Chairman
D.I.No. 07427647
S. Ravi

Director
D.I.No. 00009790

Girish Kulkarni MD \& CEO
D.I.No. 01683332
D. P. Sharma

Director
D.I.No. 08238895

## Balance Sheet osot 315 s Mocr, 2019

# Form A - BS <br> Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

|  |  |  | (₹ in 000's) |
| :---: | :---: | :---: | :---: |
| Particulars | Schedule | 31 st March, 2019 | 31st March, 2018 |
| SOURCES OF FUNDS |  |  |  |
| Shareholders' Funds: |  |  |  |
| Share Capital | 5 | 2,589,641 | 2,589,641 |
| Reserves And Surplus | 6 | 3,412,280 | 2,686,056 |
| Credit/[Debit] Fair Value Change Account |  | (376) | $(14,512)$ |
| Sub-Total |  | 6,001,545 | 5,261,185 |
| Borrowings | 7 | - | - |
| Policyholders' Funds: |  |  |  |
| Credit/[Debit] Fair Value Change Account |  | $(10,722)$ | $(90,904)$ |
| Policy Liabilities |  | 51,285,636 | 39,818,462 |
| Insurance Reserves |  | - | - |
| Provision for Linked Liabilities |  |  |  |
| Linked Liabilities |  | 19,622,360 | 19,587,124 |
| Fair Value Change Account |  | 3,962,530 | 3,417,930 |
| Funds for discontinued policies [Refer note no. 30 of Schdeule 16(B)] |  |  |  |
| Discontinued on account of non-payment of premium |  | 3,181,593 | 3,877,179 |
| Others (on account of surrenders) |  | 5,019 | 6,435 |
| Total |  | 26,771,502 | 26,888,668 |
| Sub-Total |  | 78,046,416 | 66,616,226 |
| Funds for Future Appropriations - Participating Segment [Refer note no. 43 of Schdeule 16(B)] |  | 1,804,101 | 1,511,596 |
| Total |  | 85,852,062 | 73,389,007 |
| APPLICATION OF FUNDS |  |  |  |
| Investments |  |  |  |
| Shareholders' | 8 | 4,869,923 | 3,641,702 |
| Policyholders' | 8A | 48,233,453 | 38,297,931 |
| Assets Held to Cover Linked Liabilities | 8B | 26,771,502 | 26,888,668 |
| Loans | 9 | 84,346 | 89,238 |
| Fixed Assets | 10 | 171,858 | 195,600 |
| Current Assets |  |  |  |
| Cash and Bank Balances | 11 | 1,317,692 | 890,906 |
| Advances and Other Assets | 12 | 5,670,508 | 4,542,539 |
| Sub-Total (A) |  | 6,988,200 | 5,433,445 |
| Current Liabilities | 13 | 1,233,409 | 1,355,507 |
| Provisions | 14 | 33,811 | 28,706 |
| Sub-Total (B) |  | 1,267,220 | 1,384,213 |
| Net Current Assets ( $C$ ) = ( $A-B$ ) |  | 5,720,980 | 4,049,232 |
| Miscellaneous Expenditure (to the extent not written off or adjusted) | 15 | - | - - |
| Debit Balance in Profit \& Loss Account (Shareholders' Account) |  | - | 226,636 |
| Total |  | 85,852,062 | 73,389,007 |

Schedules referred to above and notes to accounts form an integral part of the Profit and Loss Account.

As per our report of even date attached

For S. Jaykishan
Chartered Accountants ICAI Firm Reg.:309005E

## CA Sunirmal Chatterjee

Partner
Membership No:017361

Place: Mumbai
Date: April 26, 2019

For B. N. Kedia \& Co. Chartered Accountants ICAI Firm Reg.:001652N

CA S.K. Kedia
Partner
Membership No: 052579

## Akihiko Tanaka

 Dy. CEO \& CFOAbhay Tewari Appointed Actuary

## Rakesh Kumar

Place: Mumbai Date: April 26, 2019

For and on behalf of the Board of Directors

| Rajkiran Rai G. | Girish Kulkarni |
| :--- | :--- |
| Chairman | MD \& CEO |
| D.I.No. 07427647 | D.I.No. 01683332 |

## S. Ravi <br> Director <br> D.I.No. 00009790

D. P. Sharma

Director
D.I.No. 08238895

## Chairgan

 D.I.No. 07427647Girish Kulkarni
D.I.No. 01683332

## Contingent Liabilities

| Particulars |  | ( $₹$ in 000's) |
| :---: | :---: | :---: |
|  | As at <br> 31 st March, 2019 | As at <br> 31st March, 2018 |
| Partly-paid up investments | - |  |
| Underwriting commitments outstanding (in respect of shares and securities) | - | - |
| Claims, other than those under policies, not acknowledged as debts by the Company | 7,000 | 7,600 |
| Guarantees given by or on behalf of the Company | - | - |
| Statutory demands/liabilities in dispute, not provided for (Tax matters) | 762,822 | 17,334 |
| Reinsurance obligations to the extent not provided for in accounts | - | - |
| Claims, under policies, not acknowledged as debts |  |  |
| Death Claims <br> (Net of Reinsurance: CY ₹ 20,130 thousands, as at PY ₹ 35,462 thousands) | 96,367 | 66,822 |
| - Others (service related and other matters) | 19,903 | 18,025 |
| Others | - | - |

Note:
Refer note no. 1 of Schdeule 16(B)

# Receipt and Payment Accounts (Cash Flow Statement) torthe eoeremeses 3 Sis Mact, 2019 

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

| Sr. <br> No. | Particulars | ( $₹$ in 000's) |  |
| :---: | :---: | :---: | :---: |
|  |  | For the year ended 31st March, 2019 | For the year ended 31st March, 2018 |
| I | Cash Flows from the Operating Activities: (A) |  |  |
| 1 | Premium received from policyholders, including advance receipts | 20,164,036 | 17,857,147 |
| 2 | Other receipts | - |  |
| 3 | Payments to the re-insurers, net of Commissions and Claims/ Benefits | $(1,807)$ | $(57,684)$ |
| 4 | Payments of Claims/Benefits | $(9,642,769)$ | $(10,428,638)$ |
| 5 | Payments of Commission and Brokerage | $(1,486,994)$ | $(1,417,445)$ |
| 6 | Payments of other Operating Expenses* | $(3,495,725)$ | $(3,212,454)$ |
| 7 | Preliminary and Pre-Operative Expenses | - |  |
| 8 | Deposits, Advances and Staff Loans | $(4,288)$ | $(3,273)$ |
| 9 | Income taxes paid (Net) | $(41,100)$ |  |
| 10 | Goods \& Services tax paid | $(229,635)$ | $(433,716)$ |
| 11 | Other payments | - |  |
| 12 | Cash flows before extraordinary items | - |  |
| 13 | Cash flow from extraordinary operations | - |  |
|  | Net Cash Flow from Operating Activities:- (A) | 5,261,718 | 2,303,937 |
| 11 | Cash Flow from Investing Activities:- (B) |  |  |
| 1 | Purchase of fixed assets | $(81,982)$ | $(103,714)$ |
| 2 | Proceeds from sale of fixed assets | 3,796 | 36 |
| 3 | Purchases of investments | $(83,609,489)$ | $(33,069,763)$ |
| 4 | Loans disbursed | - |  |
| 5 | Loans against policies | $(23,797)$ | $(36,578)$ |
| 6 | Sales of investments | 42,081,396 | 25,952,591 |
| 7 | Repayments received | - |  |
| 8 | Rents/Interests/ Dividends received | 4,178,010 | 3,635,774 |
| 9 | Investments in money market instruments and in Liquid Mutual Funds (Net) | 34,231,100 | $(435,896)$ |
| 10 | Expenses related to investments | (488) | (398) |
|  | Net Cash Flow from Investing Activities:- (B) | $(3,221,454)$ | $(4,057,948)$ |
| 111 | Cash flows from Financing Activities: (C) |  |  |
| 1 | Proceeds from issuance of share capital | - | - |
| 2 | Proceeds from borrowing | - | - |
| 3 | Repayments of borrowing | - | - |
| 4 | Interest/dividends/interim dividends paid | $(62,439)$ |  |
|  | Net cash flow from Financing activities:- (C) | $(62,439)$ | - |
| IV | Effect of foreign exchange rates on cash and cash equivalents (Net):- (D) | - | - |
| V | Net increase / (Decrease) in cash and cash equivalents: $(E=A+B+C+D)$ | 1,977,825 | (1,754,011) |
| 1 | Cash and cash equivalents at the beginning of the year | 2,880,197 | 4,634,208 |
| 2 | Cash and cash equivalents at the end of the year | 4,858,022 | 2,880,197 |

## Receipt And Payment Accounts (Cash Flow Statement) torthereoeremeseas 3:14, Mact, 2019

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

| Sr. <br> No. | ( $₹$ in 000's) |  |  |
| :---: | :---: | :---: | :---: |
|  | Particulars | As at 31st March, 2019 | As at 31st March, 2018 |
| Break-up of Cash \& Cash Equivalents |  |  |  |
| 1 | Cash Balance as per Schedule 11 | 1,317,692 | 890,906 |
| 2 | Cash Balance as per Schedule 8B (Included in Net Current Asset) | 1,794 | 2,315 |
| 3 | Cash Balance As per Schedule - 12 (Included in unclaimed Amount of Policyholder) | 72 | 93 |
| 4 | Money Market Instuments | 3,538,464 | 1,986,883 |
|  | Total | 4,858,022 | 2,880,197 |
| Reconcilation of cash \& cash equivalents with Cash \& Bank Balance \{Schedule-11\} |  |  |  |
|  | Less: Cash Balance As per Schdule 8B | $(1,794)$ | $(2,315)$ |
|  | Less: Cash Balance As per Schedule - 12 (Included in unclaimed Amount of Policyholder) | (72) | (93) |
|  | Less: Money Market Instuments | $(3,538,464)$ | $(1,986,883)$ |
|  | Cash \& Bank Balance As per Schedule - 11 | 1,317,692 | 890,906 |

*Amount spent during the year on Corporate Social Responsibility(CSR):

| Sr. | Particulars |  | (₹ in 000's) |
| :--- | :--- | ---: | ---: | ---: |
| No. |  | As at |  |
| As at |  |  |  |

As per our report of even date attached

## For S. Jaykishan

Chartered Accountants ICAI Firm Reg.: 309005 E

For B. N. Kedia \& Co. Chartered Accountants ICAI Firm Reg.:001652N

## CA Sunirmal Chatterjee

Partner
Membership No:017361
Place: Mumbai
Date: April 26, 2019

Akihiko Tanaka Dy. CEO \& CFO

Abhay Tewari
Appointed Actuary

## CA S.K. Kedia

Partner
Membership No: 052579

## Rakesh Kumar

Company Secretary
FCS - 7081

Place: Mumbai
Date: April 26, 2019

For and on behalf of the Board of Directors

Rajkiran Rai $\mathbf{G}$.
Chairman
D.I.No. 07427647

Girish Kulkarni
MD \& CEO
D.I.No. 01683332
S. Ravi
Director
D.I.No. 00009790
D. P. Sharma Director
D.I.No. 08238895

## Schedule torming parto f finonciol Stuemeners

Schedule - 1
Premium (Net of Goods \& Services Tax)
( $₹$ in 000's)

| Particulars | Current Year | Previous Year |
| :---: | :---: | :---: |
| First year premiums | 5,735,857 | 5,845,309 |
| Renewal Premiums | 13,175,650 | 10,822,818 |
| Single Premiums | 1,029,237 | 1,161,939 |
| Total Premiums | 19,940,744 | 17,830,066 |
| Premium Income from Business written: |  |  |
| In India | 19,940,744 | 17,830,066 |
| Outside India | - | - |
| Total Premiums | 19,940,744 | 17,830,066 |

Note:
Refer note no. 3 of Schdeule 16(A)
Schedule - 1A
Miscellaneous Income

|  |  | ( $₹$ in 000's) |
| :---: | :---: | :---: |
| Particulars | Current Year | Previous Year |
| Revival Charges from Policy Holder | 29,122 | 24,157 |
| Surrender Charges | 1,848 | 2,624 |
| Provision for expenses no longer required written back | 7,948 | 8,754 |
| Others | 1,087 | 1,092 |
| Total | 40,005 | 36,627 |

Note:
Refer note no. 3 of Schdeule 16(A)
Schedule - 2
Commission Expenses

|  |  | ( $₹$ in 000's) |
| :---: | :---: | :---: |
| Particulars | Current Year | Previous Year |
| Commission paid |  |  |
| Direct - First year premiums | 939,174 | 946,170 |
| - Renewal premiums | 525,183 | 450,675 |
| - Single premiums | 35,508 | 29,062 |
| Add: Commission on Re-insurance Accepted | - | - |
| Less: Commission on Re-insurance Ceded | - | - |
| Net Commission | 1,499,865 | 1,425,907 |
| Break-up of the expenses (Gross) incurred to procure business: |  |  |
| Agents | 15,108 | 24,820 |
| Brokers | 2,286 | 2,002 |
| Corporate Agency | - | - |
| Bancassurance | 1,482,471 | 1,399,085 |
| Referral | - | - |
| Others | - | - |
| Total | 1,499,865 | 1,425,907 |

Note:
Refer note no. 6 of Schdeule 16 (A)

## Schedule torming parto f finoncial stutements

## Schedule - 3 <br> Operating Expenses Related to Insurance Business

(₹ in 000's)

| Particulars |  | (₹ in 000's) |
| :---: | :---: | :---: |
|  | Current Year | Previous Year |
| Employees' remuneration \& welfare benefits | 1,872,300 | 1,818,399 |
| Travel, conveyance and vehicle running expenses | 61,824 | 54,429 |
| Training expenses | 117,934 | 99,170 |
| Rents, rates \& taxes | 141,895 | 134,193 |
| Repairs \& Maintenance | 130,716 | 111,567 |
| Printing \& stationery | 13,527 | 15,781 |
| Communication expenses | 28,477 | 31,278 |
| Legal \& professional charges | 71,187 | 65,077 |
| Medical fees | 13,134 | 12,515 |
| Auditors' fees, expenses etc. |  |  |
| a) as auditor | 3,415 | 3,105 |
| b) as adviser or in any other capacity, in respect of: |  |  |
| (i) Taxation matters | - | - |
| (ii) Insurance matters | - | - |
| (iii) Management services; and | - | - |
| c) in any other capacity | 3,090 | 2,881 |
| Advertisement and publicity | 230,508 | 156,081 |
| Interest \& Bank Charges | 3,778 | 2,896 |
| Others: |  |  |
| Marketing \& Business Promotion Expenses | 128,624 | 101,472 |
| Policy Stamps | 29,762 | 29,920 |
| IT Expenses | 149,073 | 148,064 |
| GST Expenses | 43,788 | 9,436 |
| Miscellaneous Expenses | 23,914 | 25,545 |
| Depreciation | 108,060 | 122,658 |
| Total | 3,175,006 | 2,944,467 |

Note:
Refer Schedule 16 Note A (6, 11 to 15)
Schedule - 3A
Expenses other than those Directly Related to Insurance Business
( $₹$ in 000's)

| Particulars | Current Year | Previous Year |
| :--- | ---: | ---: |
| Employees' remuneration \& welfare benefits | 67,944 | 120,833 |
| Others : |  |  |
| Miscellaneous Expenses |  | 31,032 |
| Depreciation | $\mathbf{6 3 8}$ | 30,328 |
| Total |  | 1,142 |

## Note:

Refer Schedule 16 Note A (6, 11 to 15)

## Schedule forming part of Financial Statements

| Schedule - 4 <br> Benefits Paid (Net) |  |  |
| :---: | :---: | :---: |
|  |  | (₹ in 000's) |
| Particulars | Current Year | Previous Year |
| 1. Insurance Claims |  |  |
| (a) Claims by Death | 1,655,347 | 1,445,689 |
| (b) Claims by Maturity | 2,058,999 | 2,561,484 |
| (c) Annuities / Pension payment | 117,733 | 110,419 |
| (d) Health | 23,208 | 3,863 |
| (e) Other Benefits: |  |  |
| (i) Surrender | 5,068,380 | 5,450,505 |
| (ii) Retirement Benefits, etc. | 185,891 | 344,358 |
| (iii) Survival benefits | 419,686 |  |
| (iv) Unclaimed claim investment charges | 12,201 | 26,396 |
| (v) Refund of Premium (repudiation cases) | 2,946 | 3,599 |
| (vi) Claim Settlement Expenses | 5,412 | 9,566 |
| (vii) Critical illness rider | 250 | - |
| (viii) Provision for Policy Related Claims | 1,207 | - |
| Total (A) | 9,551,260 | 9,955,879 |
| 2. Amount ceded in reinsurance: |  |  |
| (a) Claims by Death | $(447,398)$ | $(369,459)$ |
| (b) Claims by Maturity | - | - |
| (c) Annuities / Pension payment | - | - |
| (d) Health | $(15,508)$ | 394 |
| (e) Other Benefits: |  |  |
| (i) Surrender | - | - |
| (ii) Retirement Benefits, etc. | - | - |
| (iii) Survival benefits | - | - |
| (iv) Unclaimed claim investment charges | - | - |
| (v) Refund of Premium (repudiation cases) | - | - |
| (vi) Claim Settlement Expenses | - | - |
| (vii) Critical illness rider | - | - |
| Total (B) | $(462,906)$ | $(369,065)$ |
| 3. Amount accepted in reinsurance: |  |  |
| (a) Claims by Death | - | - |
| (b) Claims by Maturity | - | - |
| (c) Annuities / Pension payment | - | - |
| (d) Health | - | - |
| (e) Other Benefits: |  |  |
| (i) Surrender | - | - |
| (ii) Retirement Benefits, etc. | - | - |
| (iii) Survival benefits | - | - |
| (iv) Unclaimed claim investment charges | - | - |
| (iv) Refund of Premium (repudiation cases) | - | - |
| (vi) Claim Settlement Expenses | - | - |
| (vii) Critical illness rider | - | - |
| Total (C) | - | - |
| Total ( $\mathbf{A}+\mathbf{B}+\mathbf{C}$ ) | 9,088,354 | 9,586,814 |
| Benefits paid to claimants: in India | 9,088,354 | 9,586,814 |

## Note:

Refer note no. 5 of Schdeule 16(A)

## Schedule torming parto f finoncial stutements

## Schedule - 5 <br> Share Capital

|  |  | ( $\mathcal{F}$ in 000's) |
| :---: | :---: | :---: |
| Particulars |  |  |
| 1 Authorised Capital | 32,500,000 | 32,500,000 |
| $325,00,00,000$ Equity Shares of ₹ 10 each (Previous Year 325,00,00,000 Equity Shares of ₹ 10 each) |  |  |
| 2 Issued Capital | 2,589,641 | 2,589,641 |
| $25,89,64,143$ Equity Shares of ₹ 10 each (Previous Year 25,89,64, 143 Equity Shares of ₹ 10 each) |  |  |
| 3 Subscribed Capital | 2,589,641 | 2,589,641 |
| $25,89,64,143$ Equity Shares of ₹ 10 each (Previous Year 25,89,64,143 Equity Shares of ₹ 10 each) |  |  |
| 4 Called-up / Paid up Capital | 2,589,641 | 2,589,641 |
| $25,89,64,143$ Equity Shares of ₹ 10 each (Previous Year 25,89,64,143 Equity Shares of ₹ 10 each) fully paid up |  |  |
| Less: Calls unpaid | - | - |
| Add : Shares forfeited (Amount originally paid up) | - | - |
| Less: Par value of Equity Shares bought back | - | - |
| Less: Preliminary Expenses | - | - |
| (Expenses including commission or brokerage on Underwriting or subscription of shares) |  |  |
| Total | 2,589,641 | 2,589,641 |
|  |  |  |
| Share Capital held by Joint Venture Partners: |  |  |
| Bank of India | 750,000 | 750,000 |
| Union Bank of India | 650,000 | 650,000 |
| Dai-ichi Life Holdings, Inc. | 1,189,641 | 1,189,641 |
| Total | 2,589,641 | 2,589,641 |

## Scheoule forming part of Financial Statements

Schedule - 5A
Pattern of Shareholding

| Shareholder | As at 31st March, 2019 |  | As at 31st March, 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Number of Shares | \% of Holding | Number of Shares | \% of Holding |
| Promoters: |  |  |  |  |
| Indian : |  |  |  |  |
| - Bank of India | 75,000,000 | 28.96\% | 75,000,000 | 28.96\% |
| - Union Bank of India | 65,000,000 | 25.10\% | 65,000,000 | 25.10\% |
| Foreign : |  |  |  |  |
| - Dai-ichi Life Holdings, Inc. | 118,964,143 | 45.94\% | 118,964,143 | 45.94\% |
| Others : | - | - | - | - |
| Total | 258,964,143 | 100.00\% | 258,964,143 | 100.00\% |

Note:
a) Out of the above, 4 shares (PY 4 shares) are held by 4 nominees (PY 4 nominees) of Bank of India, Union Bank of India and Dai-ichi Life Holdings, Inc.

## Schedule - 6

Reserves and Surplus


## Schedule - 7

Borrowings


## Schedule forming part of Financial Statements

| Schedule - 8 Investments - Shareholders |  |  |
| :---: | :---: | :---: |
|  |  | (₹ in 000') |
| Particulars | As at 31st March, 2019 | As at 31st March, 2018 |
| LONG TERM INVESTMENTS |  |  |
| 1 Government securities and Government guaranteed bonds including Treasury Bills | 1,146,447 | 1,598,569 |
| (Market Value of CY : ₹ 1,146,044 thousands, PY : ₹ 1,606,576 thousands) |  |  |
| 2 Other Approved Securities | 1,046,508 | 79,691 |
| (Market Value of CY: ₹ 1,054,424 thousands, PY : ₹ 88,838 thousands) |  |  |
| 3 Other Investments: |  |  |
| (a) Shares: |  |  |
| (aa) Equity | 103,301 | 252,365 |
| (Historical value of $\mathrm{CY}: ₹ 98,992$ thousands, $\mathrm{PY}: ₹ 213,529$ thousands) |  |  |
| (bb) Preference | - | - |
| (b) Mutual Funds | - | - |
| (c) Derivative Instruments | - | - |
| (d) Debentures / Bonds | 926,122 | 646,072 |
| (Market Value of CY : ₹ 947,463 thousands, PY : ₹ 586,835 thousands) |  |  |
| (e) Other Securities: |  |  |
| Fixed Deposit | 150,000 | 150,000 |
| (Market Value of CY : ₹ 150,000 thousands, PY : ₹ 150,000 thousands) |  |  |
| (f) Subsidiaries | - | - |
| (g) Promoter Group | - | - |
| Mutual Funds | - | - |
| Fixed Deposit | - | - |
| Debentures / Bonds | 15,000 | 15,000 |
| (Market Value of CY: ₹ 15,003 thousands, PY: ₹ 15,223 thousands) |  |  |
| (h) Investment Properties-Real Estate | - | - |
| 4 Investments in Infrastructure and Social Sector: |  |  |
| (a) Approved Investment: |  |  |
| Debentures / Bonds | 778,837 | 621,356 |
| (Market Value of CY: ₹ 779,205 thousands, PY: ₹ 396,514 thousands) |  |  |
| Equity | - | 16,628 |
| (Historical Value of CY: ₹ NIL, PY: 13,046 thousand) |  |  |
| (b) Other Investment |  |  |
| Debentures / Bonds\# | 190,800 | - |
| Equity | - | - |
| 5 Other than Approved Investments |  |  |
| Equity | 94,589 | 3,922 |
| (Market Value of CY: 99,520 thousands, PY: NIL) |  |  |
| Debentures / Bonds | 28,095 | 88,000 |
| (Market Value of CY: 28,443 thousands, PY: 89,048 thousands) |  |  |
| Subsidiaries | - | - |
| Promoter Group |  |  |
| Equity* | 10,000 | 10,000 |
| (Historical value of CY: $₹ 10,000$ thousands, PY: $₹ 15,110$ thousands) |  |  |
| SHORT TERM INVESTMENTS |  |  |
| 1 Government securities and Government guaranteed bonds including Treasury Bills | - | 48,766 |
| (Market Value of CY: ₹ NIL, PY : 19,967 thousands) |  |  |

## Scheoule forming part of Financial Statements



Schedule
Schedule toming parto f finonacial Statements
Investments - Policyholders

Schedule toming parto f finoncial Statenents
Investments - Policyholders

|  |  |  |  |  |  |  |  | (₹ in 000') |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars |  |  |  | Non-Par | ating |  |  | As at |
|  | Participating |  |  |  | Indiv |  |  | 31st |
|  | (Individual) | Life | Annuity | Life | Annuity | Pension | Health | 2019 |
| (b) Other Investment |  |  |  |  |  |  |  |  |
| Debentures / Bonds** | 27,000 | - | - | 88,200 | - | - | - | 115,200 |
| (Market Value of CY: ₹ 96,000 thousands) |  |  |  |  |  |  |  |  |
| Equity | - | - | - | - | - | - | - | - |
| (Historical value of CY: ₹ NIL) |  |  |  |  |  |  |  |  |
| 5 Other than Approved Investments |  |  |  |  |  |  |  |  |
| (a) Debentures / Bonds | 154,614 | 165,129 | - | 15,014 | - | - | - | 334,757 |
| (Market Value of CY: ₹ 337,514 thousands) |  |  |  |  |  |  |  |  |
| (b) Subsidiaries | - | - | - | - | - | - | - | - |
| (c) Promoter Group | - | - | - | - | - | - | - |  |
| Debentures / Bonds | - | - | - | - | - | - | - | - |
| (Market Value of CY : ₹ Nil) |  |  |  |  |  |  |  |  |
| (d) Equity | - | - | - | 378,354 | - | - | - | 378,354 |
| (Historical value of CY : ₹ 397,878 thousands) |  |  |  |  |  |  |  |  |
| SHORT TERM INVESTMENTS |  |  |  |  |  |  |  |  |
| $1 \begin{gathered}\text { Government securities and Government guaranteed bonds } \\ \text { including Treasury Bills }\end{gathered}$ |  |  |  |  |  |  |  |  |
| (Market Value of CY: ₹ NIL) |  |  |  |  |  |  |  |  |
| 2 Other Approved Securities | 11,801 | 27,619 | 5,562 | 6,555 | - | - | - | 51,537 |
| (Market Value of CY : ₹ 52,049 thousands) |  |  |  |  |  |  |  |  |
| 3 Other Investments |  |  |  |  |  |  |  |  |
| (a) Shares | - | - | - | - | - | - | - | - |
| (aa) Equity | - | - | - | - | - | - | - | - |
| (bb) Preference |  |  |  |  |  |  |  |  |
| (b) Mutual Funds | - | 35,041 | 10,011 | 830,916 | 5,005 | 40,045 | 10,011 | 931,029 |
| (Historical Value of CY: ₹ 930,000 thousands) |  |  |  |  |  |  |  |  |
| (c) Derivative Instruments | - | - | - | - | - | - | - |  |
| (d) Debentures / Bonds | 31,000 | 161,041 | 3,000 | 20,000 | - | - | - | 215,041 |
| (Market Value of CY: ₹ 217,377 thousands) |  |  |  |  |  |  |  |  |
| (e) Other Securities: |  |  |  |  |  |  |  |  |
| Cerrificate of Deposit | - | - | - | - | - | - | - | - |
| (Market Value of CY: ₹ NIL) |  |  |  |  |  |  |  |  |
| Commercial Paper | - | - | - | - | - | - | - | - |
| (Market Value of CY: ₹ NIL) |  |  |  |  |  |  |  |  |
| Triparty Repo /CBLO | - | - | - | 604,187 | - | - | - | 604,187 |

Schedule forming part of Financial Statements
Investments - Policyholders

Note: Aggregate book value and market value of Investments, other than Listed Equity Shares is ₹ $48,186,867$ thousands and $₹ 48,664$,008 thousands respectively.

Mutual Fund ₹ 185,000 thousands (PY: ₹ NIL), Union KBC Mutual Fund ₹ 185,000 thousands (PY: ₹ 395548 thousands).
nvestments made out of catastrophe reserve is ₹ NIL.
5) Investments made in Additional tier-1 (ATI) bond is considered in equity. (the aggregate market Value : ₹ 938,616 thousands and Book Value is: ₹ 943,022 thousands)
6) Equity shares includes shares transferred under securities lending and borrowing scheme (SLB) - ₹ NIL (PY : ₹ NIL) where the Company retains all the associated risk and rewards on these securities.
\# Includes Investments in NCD of IL\&FS Ltd amounting to ₹ 115,200 thousands after provisioning of ₹ 12,800 thousand, being @ $10 \%$ on Face Value.
Schedule tomming parto f finoncial Statenents
Investments - Policyholders
Particulars
LONG TERM INVESTMENTS

|  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ticulars | Non-Participating |  |  |  |  |  |  |  |
|  | ParticipatingLife(Individual) | Group |  | Individual |  |  |  |  |
|  |  | Life | Annuity | Life | Annuity | Pension | Health |  |
| LONG TERM INVESTMENTS |  |  |  |  |  |  |  |  |
| Government securities and Government guaranteed bonds | 5,936,792 | ,184 | 368,328 | 194 | 891,416 | ,018,343 | 248,344 | 263,601 |

including Treasury Bills
(Market Value ₹ $22,318,777$ thousands)
2 Other Approved Securities
(Market Value ₹ 2,317,276 thousands)
Other Investments
(b) Mutual Funds
(aa) Equity
(bb) Preference
(d) Debentures / Bonds
$\begin{array}{llllllllllll}469,452 & 1,520,141 & 77,771 & 942,951 & 19,912 & 123,732 & 15,492 & 3,169,451\end{array}$
519,600
1,625,000

$\mathbf{4 , 2 6 2 , 6 5 9}$
$\mathbf{1 2 9 , 6 4 8}$

## 129,648


Schedule toming parto f finoncial Statenents
Investments - Policyholders

|  |  |  |  |  |  |  |  | ₹ in $000{ }^{\prime}$ ) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars |  |  |  | Non-Par | ating |  |  | As at |
|  | Participating |  |  |  | Indiv |  |  | 31st |
|  | (Individual) | Life | Annuity | Life | Annuity | Pension | Health | $\begin{aligned} & \text { March, } \\ & 2018 \end{aligned}$ |
| (b) Other Investment |  |  |  |  |  |  |  |  |
| Debentures / Bonds | - | - | - | - | - | - | - | - |
| (Market Value ₹ NIL) |  |  |  |  |  |  |  |  |
| Equity | - | - | - | - | - | - | - | - |
| (Historical Value ₹ NIL) |  |  |  |  |  |  |  |  |
| 5 Other than Approved Investments |  |  |  |  |  |  |  |  |
| (a) Debentures / Bonds | 88,841 | - | - | 25,011 | - | - | - | 113,852 |
| (Market Value of CY: ₹ 114,870 thousands) |  |  |  |  |  |  |  |  |
| (b) Subsidiaries | - | - | - | - | - | - | - | - |
| (c) Promoter Group | - | - | - | - | - | - | - |  |
| Debentures / Bonds | - | - | - | - | - | - | - | - |
| (Market Value ₹ NIL) |  |  |  |  |  |  |  |  |
| (d) Equity | - | - | - | - | - | - | - | - |
| (Historical Value ₹ NIL) |  |  |  |  |  |  |  |  |
| SHORT TERM INVESTMENTS |  |  |  |  |  |  |  |  |
| 1 Government securities and Government guaranteed bonds including Treasury Bills | 9,391 | 103,692 | - | 1,911 | 2,000 | - | - | 116,994 |
| (Market Value ₹ 117,153 thousands) |  |  |  |  |  |  |  |  |
| 2 Other Approved Securities | - | 50,009 | - | - | - | - | - | 50,009 |
| (Market Value ₹ 50,166 ) |  |  |  |  |  |  |  |  |
| 3 Other Investments |  |  |  |  |  |  |  |  |
| (a) Shares |  |  |  |  |  |  |  |  |
| (aa) Equity | - | - | - | - | - | - | - | - |
| (bb) Preference | - | - | - | - | - | - | - |  |
| (b) Mutual Funds | - | - | - | 368,019 | - | - | - | 368,019 |
| (Historical Value ₹ 367,468 thousands) |  |  |  |  |  |  |  |  |
| (c) Derivative Instruments | - | - | - | - | - | - | - |  |
| (d) Debentures / Bonds | 2,011 | 351,166 | - | 18,016 | 6,037 | - | - | 377,230 |
| (Market Value ₹ 380,233 thousands) |  |  |  |  |  |  |  |  |
| (e) Other Securities: | - | - | - | - | - | - | - |  |
| Certificate of Deposit | - | - | - | - | - | - | - | - |
| (Market Value ₹ NIL) |  |  |  |  |  |  |  |  |
| Commercial Paper | - | - | - | - | - | - | - | - |
| (Market Value ₹ NIL) |  |  |  |  |  |  |  |  |
| CBLO | - | - | - | - | - | - | - | - |

Schedule forming part of Financial Statements
Investments - Policyholders
Non-Participating As at
$=$
138,600
395,548
-
प
$\cdots$

                            251,574 OOÓOL 70,000 \begin{tabular}{llllllllll}
    $\mathbf{9 , 3 5 9 , 6 4 6}$ \& $7,985,195$ \& 539,582 \& $16,768,045$ \& 963,351 \& $2,410,229$ \& 271,883 \& $38,297,931$ <br>
\hline $9,359,646$ \& $7,985,195$ \& 539,582 \& $16,768,045$ \& 963,351 \& $2,410,229$ \& 271,883 \& $38,297,931$ <br>
\hline
\end{tabular} is $₹ 36,891,700$ thousands and $₹ 37,120,130$ thousands respectively.

[^4]Particulars
(Market Value ₹ NIL)
Fixed Deposit
(f) Subsidiaries
Debentures / Bonds
(Market Value ₹ 254,464 thousands)
(Market Value ₹ NIL)
Debentures/ Bonds
(Market Vallue ₹ NIL)
Mutual Funds
(Historical Value ₹ 395,000 thousands)
Fixed Deposit
(Market Value ₹ 138,600 thousands)
4 Investments in Infrastructure and Social Sector
g) Investment Properties-Real Estate
(a) Approved Investment
g) Investment Properties-Real Estate
(b) Other Investment
5 (Market Value ₹ NIL)
$5 \quad$ (Market Value ₹ NIL)
Debentures / Bonds
Debentures / Bonds Promoter Group
(Historical Value ₹ 70,458 thousands)
Mutual Funds
(Historical Value ₹ NIL)

| Total |
| :--- |
| In India |

,

Schedule tomigg eorof fromexas sateramats
Schedule - 8B
Assets held to Cover Linked Liabilities

## Particulars

|  |  |  |  |  |  |  |  | (₹ in $000{ }^{\prime}$ ) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars |  |  | $\text { h, } 2019$ |  |  | $\begin{array}{r} \text { As } \\ \text { 31st Mat } \end{array}$ | $2018$ |  |
|  | Indi |  | Group | Total | Indiv |  | Group | Total |
|  | Life | Pension | Life |  | Life | Pension | Life |  |
| LONG TERM INVESTMENTS |  |  |  |  |  |  |  |  |
| 1 Government securities and Government guaranteed bonds including Treasury Bills | 3,789,729 | 170,764 | 43,365 | 4,003,858 | 5,553,667 | 158,854 | 51,411 | 5,763,932 |
| (Historical Value of CY : ₹ 3,964,293 thousands, PY : ₹ 5,874,720 thousands) |  |  |  |  |  |  |  |  |
| 2 Other Approved Securities | 774,618 | 20,762 | 8,610 | 803,990 | 737,457 | 25,758 | 8,631 | 771,846 |
| (Historical Value of CY : ₹ 810,113 thousands, PY : ₹ 778,344 thousands) |  |  |  |  |  |  |  |  |
| 3 Other Investments |  |  |  |  |  |  |  |  |
| (a) Shares |  |  |  |  |  |  |  |  |
| (aa) Equity | 11,389,610 | 761,718 | - | 12,151,328 | 11,650,487 | 796,623 | - | 12,447,110 |
| (Historical Value of CY : ₹ 8,490,533 thousands, PY: ₹ $9,049,758$ thousands) |  |  |  |  |  |  |  |  |
| (bb) Preference | - | - | - | - | - | - | - | - |
| (b) Mutual Funds | - | - | - | - | - | - | - | - |
| (c) Derivative Instruments | - | - | - | - | - | - | - | - |
| (d) Debentures / Bonds | 2,337,519 | 55,836 | 29,826 | 2,423,181 | 1,741,092 | 68,892 | 29,418 | 1,839,402 |
| (Historical Value of CY : ₹ 2,376,069 thousands, PY : ₹ 1,790,058 thousands) |  |  |  |  |  |  |  |  |
| (e) Other Securities |  |  |  |  |  |  |  |  |
| Fixed Deposit | - | - | - | - | - | - | - | - |
| (Historical Value of CY: NIL, PY: ₹ NIL) |  |  |  |  |  |  |  |  |
| Recurring Deposit | - | - | - | - | - | - | - | - |
| (f) Subsidiaries | - | - | - | - | - | - | - | - |
| (g) Promoter Group |  |  |  |  |  |  |  |  |
| Mutual Funds | - | - | - | - | - | - | - | - |
| Fixed Deposit |  |  |  |  |  |  |  |  |
| (h) Investment Properties-Real Estate | - | - | - | - | - | - | - | - |
| 4 Investments in Infrastructure and Social Sector |  |  |  |  |  |  |  |  |
| (a) Approved Investment |  |  |  |  |  |  |  |  |
| Debentures / Bonds | 853,507 | 37,953 | 3,000 | 894,460 | 1,436,062 | 52,613 | 5,049 | 1,493,724 |
| (Historical Value of CY: ₹ 894,432 thousands, PY : ₹ $1,463,705$ thousands) |  |  |  |  |  |  |  |  |
| Equity | 409,694 | 27,523 | - | 437,217 | 673,884 | 39,730 | - | 713,614 |
| (Historical Value of CY : ₹ 386,696 thousands, PY : ₹ 653,816 thousands) |  |  |  |  |  |  |  |  |

Schedule forming part of Financial Statements
Assets held to Cover Linked Liabilities

|  |  |  |  |  |  |  |  | (₹ in $000^{\prime}$ ) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars |  | 31st M | $\text { h, } 2019$ |  |  | 31st Mar | $2018$ |  |
|  | Indiv |  | Group | Total | Indiv |  | Group | Total |
|  | Life | Pension | Life |  | Life | Pension | Life |  |
| (b) Other Investment |  |  |  |  |  |  |  |  |
| Debentures / Bonds | 81,000 | 1,500 | - | 82,500 | - | - | - | - |
| (Historical Value of $\mathrm{CY}: 110,000$ thousands, PY : NIL) |  |  |  |  |  |  |  |  |
| Equity | - | - | - | - | - | - |  | - |
| 5 Other than Approved Investments |  |  |  |  |  |  |  |  |
| (a) Debentures / Bonds | 400,973 | 23,022 | - | 423,995 | 193,754 | 17,157 |  | 210,911 |
| (Historical Value of CY: ₹ 429,197 thousands, PY : ₹ 211,110 thousands) |  |  |  |  |  |  |  |  |
| (b) Subsidiaries |  |  |  |  |  |  |  |  |
| Debentures / Bonds | - | - | - | - | - | - | - | - |
| (Historical Value of CY: ₹ NIL, PY : ₹ NIL) |  |  |  |  |  |  |  |  |
| (b) Promoter Group | - | - | - | - | - | - | - | - |
| Debentures / Bonds |  |  |  |  |  |  |  |  |
| (c) Equity | 808,841 | 52,865 | - | 861,706 | 230,474 | 16,564 | - | 247,038 |
| (Historical Value of CY : ₹ 735,012 thousands, PY : ₹ 278,452 thousands) |  |  |  |  |  |  |  |  |
| SHORT TERM INVESTMENTS |  |  |  |  |  |  |  |  |
| 1 Government securities and Government guaranteed bonds including Treasury Bills | 2,143,189 | - | - | 2,143,189 | 1,074,042 | - | - | 1,074,042 |
| (Historical Value of CY : ₹ $2,137,277$ thousands, PY : ₹ $1,049,197$ thousands) |  |  |  |  |  |  |  |  |
| 2 Other Approved Securities | 15,905 | 4,917 | - | 20,822 | 157,882 | - | - | 157,882 |
| (Historical Value of CY: ₹ 20,889 thousands, PY: ₹ 158,961 thousands) |  |  |  |  |  |  |  |  |
| 3 Other Investments |  |  |  |  |  |  |  |  |
| (a) Shares |  |  |  |  |  |  |  |  |
| (aa) Equity | - | - | - | - | - | - | - | - |
| (Historical Value of CY: NIL, PY: ₹ NIL) |  |  |  |  |  |  |  |  |
| (bb) Preference | - | - | - | - | - | - | - | - |
| (b) Mutual Funds | - | - | - | - | - | - | - | - |
| (Historical Value of CY : NIL, PY : NIL) |  |  |  |  |  |  |  |  |
| (c) Derivative Instruments | - | (1711 | - | - - | - | $\cdots$ | - | - |
| (d) Debentures / Bonds | 225,412 | 11,111 | 3,016 | 239,539 | 316,434 | 10,135 | - | 326,569 |
| (Historical Value of CY : ₹ 242,011 thousands, PY : ₹ 326,039 thousands) |  |  |  |  |  |  |  |  |

Scheoule forming part of Financial Statements
Schedule - 8B
Assets held to Cover Linked Liabilities

|  |  |  |  |  |  |  |  | (₹ in $000{ }^{\prime}$ ) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars |  |  | $\text { h, } 2019$ |  |  | 31st Mar | $2018$ |  |
|  | Indiv | dual | Group | Total | Indiv | ual | Group | Total |
|  | Life | Pension | Life |  | Life | Pension | Life |  |
| (e) Other Securities |  |  |  |  |  |  |  |  |
| Certificate of Deposit | - | - | - | - | - | - | - | - |
| (Historical Value of CY: NII, PY : ₹ NIL) |  |  |  |  |  |  |  |  |
| Commercial Paper | - | - | - | - | - | - | - | - |
| (Market Value of CY : NIL, PY : ₹ NIL) |  |  |  |  |  |  |  |  |
| Fixed Deposit | - | - | - | - | 35,000 | - | - | 35,000 |
| (Historical Value of CY : ₹ NIL, PY : ₹ 35,000 thousands) |  |  |  |  |  |  |  |  |
| Triparty Repo /CBLO | 1,207,590 | 65,773 | 2,066 | 1,275,429 | 946,383 | 56,349 | 847 | 1,003,579 |
| (Market Value of CY : ₹ 1,275,429 thousands, PY: ₹ 1,004,742 thousands) |  |  |  |  |  |  |  |  |
| (f) Subsidiaries | - | - | - | - | - | - | - | - |
| (g) Promoter Group |  |  |  |  |  |  |  |  |
| Mutual Funds | - | - | - | - | - | - | - | - |
| (Historical Value of CY: NII, PY : ₹ NIL) |  |  |  |  |  |  |  |  |
| Fixed Deposit | - | - | - | - | - | - | - | - |
| (Market Value of CY : NIL, PY : ₹ NIL) |  |  |  |  |  |  |  |  |
| Debentures/ Bonds | - | - | - | - | - | - | - | - |
| (Historical Value of CY: NII, PY : ₹ NIL) |  |  |  |  |  |  |  |  |
| (h) Investment Properties-Real Estate | - | - | - | - | - | - | - | - |
| 4 Investments in Infrastructure and Social Sector |  |  |  |  |  |  |  |  |
| (a) Approved Investment |  |  |  |  |  |  |  |  |
| Debentures / Bonds | - | - | - | - | 108,074 | 2,050 | - | 110,124 |
| (Historical Value of CY: ₹ NIL, PY: 110,694 thousands) |  |  |  |  |  |  |  |  |
| (b) Other Investment |  |  |  |  |  |  |  |  |
| Debentures / Bonds | - | - | - | - | - | - | - | - |
| 5 Other than Approved Investments |  |  |  |  |  |  |  |  |
| Debentures / Bonds | 26,092 | - | - | 26,092 | - | - | - | - |
| Debentures / Bonds Promoter Group | - | - | - | - | 80,524 | - | - | 80,524 |
| (Historical Value of CY: 26,267 thousands, PY: 80,363 thousands) |  |  |  |  |  |  |  |  |
| Mutual Funds | 574,897 | 41,677 | - | 616,574 | 271,218 | 24,656 | - | 295,874 |
| (Historical Value of CY:544,917 thousands, PY: 291,231 thousands) |  |  |  |  |  |  |  |  |
| 6 Net Current Assets* | 358,088 | 6,269 | 3,265 | 367,622 | 299,317 | 14,577 | 3,603 | 317,497 |
| Total | 25,396,664 | 1,281,690 | 93,148 | 26,771,502 | 25,505,751 | 1,283,958 | 98,959 | 26,888,668 |
| In India | 25,396,664 | 1,281,690 | 93,148 | 26,771,502 | 25,505,751 | 1,283,958 | 98,959 | 26,888,668 |

Scheoule forming part of Financial Statements
Assets held to Cover Linked Liabilities

## Note:



## Scheoule forming part of Financial Statements

## Schedule - 9

Loans


## Note :

Refer note no. 9 of Schdeule 16(A)
Schedule tomming parto f finoncicil Statenents
Fixed Assets (Property, Plant \& Equipment)

|  |  |  |  |  |  |  |  |  |  | (₹ in 000's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars |  | Gross | Block |  |  | Depre | iation |  | Net | ock |
|  | As at 1st April, 2018 | Additions | Deductions / Adjustments | $\begin{array}{r} \text { As at } \\ \text { 31st March, } \\ 2019 \\ \hline \end{array}$ | As at 1st April, 2018 | For the year | On Sales/ Adjustments | As at 31st March, 2019 | As at 31st March, 2019 | As at 31st March, 2018 |
| Intangibles: |  |  |  |  |  |  |  |  |  |  |
| Goodwill | - | - | - | - | - | - | - | - | - | - |
| IT Assets - Software | 506,492 | 49,054 | 1,334 | 554,212 | 443,106 | 47,987 | 1,334 | 489,759 | 64,453 | 63,386 |
| Tangibles: |  |  |  |  |  |  |  |  |  |  |
| Land-Freehold | - | - | - | - | - | - | - | - | - | - |
| Leasehold Property (Improvements) | 71,059 | 2,511 | 3,028 | 70,542 | 60,827 | 4,647 | 2,716 | 62,758 | 7,784 | 10,232 |
| Buildings | - | - | - | - | - | ${ }^{-1}$ | - | - | - | ${ }^{-}$ |
| Furniture \& Fittings | 33,230 | 3,515 | 1,385 | 35,360 | 23,254 | 1,791 | 1,126 | 23,919 | 11,441 | 9,976 |
| 1 T Assets - Hardware: |  |  |  |  |  |  |  |  |  |  |
| End user equipments | 134,828 | 16,332 | 17,053 | 134,107 | 101,174 | 23,559 | 17,049 | 107,684 | 26,423 | 33,654 |
| Servers \& Networks | 280,325 | 2,327 | - | 282,652 | 242,048 | 19,211 | - | 261,259 | 21,393 | 38,277 |
| Vehicles | 19,372 | 10,462 | 5,825 | 24,009 | 5,630 | 5,342 | 2,594 | 8,378 | 15,631 | 13,742 |
| Office Equipment | 36,403 | 3,391 | 810 | 38,984 | 19,838 | 5,757 | 431 | 25,164 | 13,820 | 16,565 |
| Air-conditioner | 11,259 | 1,218 | 708 | 11,769 | 6,811 | 404 | 462 | 6,753 | 5,016 | 4,448 |
| Others | - | - | - | - | - | - | - | - | - | - |
| Total | 1,092,968 | 88,810 | 30,143 | 1,151,635 | 902,688 | 108,698 | 25,712 | 985,674 | 165,961 | 190,280 |
| Capital Work in progress | 74 | 39,536 | 39,610 | - |  |  |  |  | - | 74 |
| Intangible Assets under Development | 5,246 | 49,851 | 49,200 | 5,897 |  |  |  |  | 5,897 | 5,246 |
| Grand Total | 1,098,288 | 178,197 | 118,953 | 1,157,532 | 902,688 | 108,698 | 25,712 | 985,674 | 171,858 | 195,600 |
| Previous Year | 1,008,245 | 191,475 | 101,432 | 1,098,288 | 783,419 | 123,800 | 4,532 | 902,688 | 195,600 |  |

Refer note no. 10 of Schdeule 16(A)

## Scheoule forming part of Financial Statements

## Schedule - 11 <br> Cash and Bank Balances

|  |  | ( $\mathrm{F}^{\text {in }} 000{ }^{\prime}$ ) |
| :---: | :---: | :---: |
| Particulars | As at | As at |
| 1 Cash (including cheques, drafts and stamps)* | 146,182 | 29,849 |
| 2 Bank Balances |  |  |
| (a) Deposit Accounts |  |  |
| (aa) Short-term (due within 12 months of the date of Balance Sheet) | - | - |
| (bb) Others | - - | - - |
| (b) Current Accounts | 1,171,510 | 861,057 |
| (c) Others: | - | - |
| 3 Money at Call and Short Notice |  |  |
| (a) With Banks | - | - |
| (b) With other Institutions | - | - |
| 4 Others: | - | - |
| Total | 1,317,692 | 890,906 |
| Balances with non-scheduled banks included in 2 and 3 above |  |  |
| Cash and Bank Balances |  |  |
| 1 In India | 1,317,692 | 890,906 |
| 2 Outside India | - - | - |
| Total | 1,317,692 | 890,906 |

## Note:

*Break-up of cash (including cheques \& drafts)

| Particulars | As at 31st March, 2019 | As at 31st March, 2018 |
| :---: | :---: | :---: |
| 1 Cash in Hand (Premium \& Petty Cash) | 3,965 | 1,935 |
| 2 Cheques in Hand | 142,217 | 27,914 |
| Total | 146,182 | 29,849 |

Schedule - 12
Advances and Other Assets

|  |  | ( $\mathrm{F}^{\text {in }} 000{ }^{\prime}$ ) |
| :---: | :---: | :---: |
| Particulars | As at | As at |
|  | 31st March, 2019 | 31st March, 2018 |
| Advances |  |  |
| 1 Reserve deposits with ceding companies | - | - |
| 2 Application money for investments | - | - |
| 3 Prepayments | 44,855 | 37,420 |
| 4 Advances to Directors/Officers | - | - |
| 5 Advance tax paid and taxes deducted at source (Net of provision for taxation) | 36,852 | 1,208 |
| 6 Others: |  |  |
| Employee Advances | 57 | 256 |
| Deposits | 81,656 | 73,899 |
| Miscellaneous Advances | 6,383 | 6,449 |
| Subtotal (A) | 169,803 | 119,232 |

## Scheoule forming part of Financial Statements

|  |  |  | (₹ in 000') |
| :---: | :---: | :---: | :---: |
| Particulars |  | As at | As at |
| Other Assets |  |  |  |
| 1 Income accrued on investments | 2,249,322 |  |  |
| Less : Provision for Diminution in Debt Securities for Interest Income | 38,679 | 2,210,643 | 1,697,892 |
| 2 Outstanding Premiums |  | 1,292,999 | 901,332 |
| 3 Agents' Balances | 599 |  |  |
| Less: Provision for doubtful debts | 241 | 358 | 473 |
| 4 Foreign Agencies Balances |  | - | - |
| 5 Due from other entities carrying on insurance business (including reinsures) |  | 80,651 | 80,133 |
| 6 Due from subsidiaries/ holding company |  | - | - |
| 7 Others: |  |  |  |
| Unit Collection Receivables (Net) |  | - | - |
| Unclaimed Amount of Policyholders [Refer note no. 32(III) of Sch. 16(B)] |  | 84,912 | 184,671 |
| Income accrued on unclaimed fund |  | 8,662 | 16,047 |
| Goods \& Services Tax Unutilised Credits |  | 72,488 | 113,349 |
| Unsettled Investment Contract Receivable |  | 1,647,198 | 1,415,225 |
| Investment Receivable | 100,000 |  |  |
| Less : Provision for Diminution in debt Securities for Investment | 10,000 | 90,000 | - |
| Other Receivables | 24,342 |  |  |
| Less: Provision for doubtful debts | 11,548 | 12,794 | 14,185 |
| Subtotal (B) |  | 5,500,705 | 4,423,307 |
| Total (A+B) |  | 5,670,508 | 4,542,539 |

Schedule - 13
Current Liabilities

|  |  | (₹ in 000') |
| :---: | :---: | :---: |
| Particulars | As at | As at |
| 1 Agents' Balances | 241,334 | 193,588 |
| 2 Balances due to other insurance companies | - | - |
| 3 Deposits held on re-insurance ceded | - |  |
| 4 Premiums received in advance | 9,189 | 8,524 |
| 5 Unallocated premium | 191,536 | 214,110 |
| 6 Sundry creditors | 54,852 | 46,708 |
| 7 Due to subsidiaries/ holding company | - | - |
| 8 Claims Outstanding | 133,897 | 219,526 |
| 9 Annuities Due | 302 | 1,934 |
| 10 Due to Officers/ Directors | - |  |

## Scheoule forming part of Financial Statements



Schedule - 14
Provisions

|  |  | ( $\mathrm{F}^{\text {in }} 000{ }^{\prime}$ ) |
| :---: | :---: | :---: |
| Particulars | As at |  |
| 1 For taxation (less payments and taxes deducted at source) | - | - |
| 2 For proposed dividends | - | - |
| 3 For dividend distribution tax | - | - |
| 4 Others: |  |  |
| For Employee Benefits | 33,811 | 28,706 |
| Total | 33,811 | 28,706 |

## Note:

Refer note no. 16 of Schdeule 16(A)
Schedule - 15
Miscellaneous Expenditure

| Particulars | As at <br> 31st March, 2019 | As at <br> 31st March, 2018 |
| :---: | :---: | :---: |
| 1 Discount Allowed in issue of shares/ debentures | - | - |
| 2 Others | - | - |
| Total | - | - |

## Accounting Policies

## Schedule - 16

Significant accounting policies and notes forming part of the financial statements for the year ended March 31, 2019

## Corporate Information

Star Union Dai-ichi Life Insurance Company Limited ('the Company') a joint venture between Bank of India (28.96\%), Union Bank of India (25.10\%) and Dai-ichi Life Holdings, Inc. (formerly known as The Dai-ichi Life Insurance Company, Limited (Japan)) (45.94\%) was incorporated on $25^{\text {th }}$ September 2007 as a Company under the erstwhile Companies Act, 1956 ('the Act'). The Company is licensed by the Insurance Regulatory and Development Authority of India ('IRDAI') on December 26, 2008 for carrying on life insurance business in India. The license is in force as at Balance sheet date.

The Company commenced Life Insurance Business w.e.f. February 9, 2009. The Company's life insurance business comprises Participating Life (Individual), Non-Participating Life (Individual and Group), Annuity (Individual and Group), Pension Individual, Heath Individual and Unit Linked Life (Individual \& Group) and Pension segments. Some of the products have riders attached to them, such as Accident and Disability Benefits, Critical Illness. These products are distributed primarily through corporate agents, brokers, proprietary sales force and also through tied agents.

## A) Summary of significant accounting policies

## 1. Basis of preparation

The financial statements are prepared and presented under the historical cost convention on accrual basis of accounting, in accordance with the accounting principles prescribed by the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002, ('the IRDA Financial Statements Regulations'), the provisions of the Insurance Act, 1938 as amended by Insurance Laws (Amendment) Act, 2015, the Insurance Regulatory and Development Authority Act, 1999, various circulars and directions issued by IRDAI and the practices prevailing in the insurance industry in India in this regard and in compliance with the Accounting Standards specified under section 133 of the Companies Act, 2013 read with Rule 7 of Companies (Accounts) Rules, 2014 as amended from time to time issued by Ministry of Corporate Affairs, to the extent applicable and in the manner so required. The accounting policies have been consistently applied by the Company unless otherwise stated.

The management evaluates all recently issued or revised accounting pronouncements on an ongoing basis.

## 2. Use of estimates

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

## 3. Revenue recognition

Revenue is recognized as under:-

### 3.1 Premium Income

Premium including rider premium for non-linked business is recognized as income when due. Premium for linked business is recognized when the associated units are created. Premium is recognized net of taxes as applicable.

Premium on lapsed policies is recognized as income when such policies are reinstated.

Top up premium under linked business is considered as single premium and recognized as income when the associated units are created.

Premium in case of PMJJBY Scheme is recognized at net of administrative charges and reimbursement of expenses (as applicable) payable to the banks.

### 3.2 Income from Linked Funds

Income from linked funds which includes fund management charges, policy administration charges, mortality charges etc. are recovered from linked fund in accordance with the terms and conditions of policy and recognized on due basis.
3.3 Interest on loans against policies is recognized for on accrual basis.

### 3.4 Income earned on investments

Interest income on investments is recognized on accrual basis.

## Amortized Income/ Cost

Premium or discount on acquisition, as the case may be, in respect of debt securities/ fixed income securities, pertaining to non-linked investments is

## Accounting Policies

amortized on straight line basis over the period of maturity/ holding and adjusted against interest income.

## Dividend

Dividend income for quoted shares is recognised on ex-dividend date, for non-quoted shares dividend income is recognised when the right to receive dividend is established.

## Realized Gain/ (Loss) on Debt Securities for Linked Business

Realized gain/(loss) on debt securities for linked business is the difference between the sale consideration net of expenses and the book cost, which is computed on weighted average basis, as on the date of sale.

## Realized Gain/ (Loss) on Debt Securities for Non-Linked Business

Realized gain/(loss) on debt securities for other than linked business is the difference between the sale consideration net of expenses and the amortized cost, which is computed on a weighted average basis, as on the date of sale.

Profit/ (Loss) on sale of Equity Shares/ Mutual Fund/ Exchange Traded Funds (ETFs)/ Additional Tier 1 Bonds (AT 1)
Profit/ (Loss) on sale of equity shares/ mutual fund units/ ETFs/ Additional Tier 1 Perpetual Bonds is the difference between the sale consideration net of expenses and the book cost computed on weighted average basis as on the date of sale (mutual fund, ETFs sale considerations would be based on the latest available NAV).

In respect of non-linked business the Profit/ (Loss) includes the accumulated changes in the fair value previously recognized under "Fair Value Change Account".

However, revenue recognition is postponed where ultimate collectability lacks reasonable certainty.

## Unrealized Gain/ (Loss) for Linked Business

Unrealized gains and losses for Linked Business are recognized in the Revenue account of respective fund.

## Income from Security Lending and Borrowing

Fees received on lending of equity shares under Securities Lending and Borrowing (SLB) mechanism is amortized on a straight-line basis over the period of lending and clubbed with the interest income.

## 4. Reinsurance Premium

Reinsurance Premium ceded is accounted for on due basis at the time of recognition of premium income in accordance with the terms and conditions of the relevant treaties with the reinsurers. Profit commission on reinsurance ceded is netted off against premium ceded on reinsurance.

## 5. Benefits Paid

Benefits paid comprise of policy benefits and claim settlement costs, if any.

Death, rider, surrender and withdrawal claims are accounted for on receipt of intimation. Under linked Business, surrender also includes amount payable on lapsed policies which are accounted for on expiry of lock in period. Surrenders and terminations are accounted at gross of charges.

Survival, maturity and annuity benefit claims are accounted for when due.

Reinsurance recoveries on claims are accounted for, in the same period as that of the related claims.

Claims disputed before judicial authorities are provided for on prudent basis as considered appropriate by management based on facts and circumstances in respect of each such claim.

## 6. Acquisition Costs

Acquisition costs are costs that vary with and are primarily related to acquisition of insurance contracts. These are expensed in the period in which they are incurred.
Claw back in future, if any, for the first year commission paid, is accounted for in the year in which it is recovered.

## 7. Liability for Life Policies

The valuation exercise is done to protect the interests of the existing policyholders. For With Profit policies the reasonable expectations of policyholders (PRE) are also considered. The reserves should be adequate to provide for all the policyholders benefits in various future scenarios. Adequate use of Margin for Adverse Deviation

## Accounting Policies

(MAD) is made to ensure that policyholders' benefits are protected even in some plausible adverse scenarios.

Actuarial liability for inforce policies and for those in respect of which premium has been discontinued but a liability exists, is determined using the gross premium method and in case of group business (except for Credit Life Business and Reverse Mortgage Loan Enabled Annuity where gross premium method is used), the actuarial liabilities have been calculated on the basis of Unearned Premium Reserve method. Linked liabilities comprise unit liability representing the fund value of policies and non-unit liability for meeting insurance claims, expenses etc. The main governing guidelines considered for valuation are the Insurance Act 1938, the IRDA Act 1999, IRDAI (Actuarial Report and Abstract for Life Insurance Business) Regulations, 2016, IRDAI (Assets, Liabilities and Solvency Margin of Life Insurance Business) Regulations 2016, Actuarial Practice Standards and Guidance notes issued by Institute of Actuaries of India, Circulars issued by IRDAI from time to time.

## 8. Investments

Investments are made in accordance with the Insurance Act, 1938, IRDAI (Investment) Regulations, 2016, as amended from time to time and various other circulars/ notifications issued by the IRDAI in this context.

Investments are recorded on trade date at cost, which includes brokerage and related taxes, if any, and excludes pre-acquisition interest, if any.

## Bonus Entitlements

Bonus entitlements are recognized as investments on the relevant 'ex-bonus date'.

## Rights Entitlements

Rights entitlements are recognized as investments on the relevant 'ex-rights date'.

## Discount

Any front end discount on privately placed investments is reduced from the cost of such investments.

### 8.1 Classification

Investments are specifically procured and held for Policyholders and Shareholders independently and the income relating to these investments is recognized in the Revenue Account and Profit and Loss Account respectively.

## Short Term and Long Term Classification of Investment

Investments maturing within twelve months from the Balance Sheet date and investments made with the specific intention to dispose them off within twelve months from the Balance Sheet date are classified as short-term investments. Investments other than short-term investments are classified as long term investments.
8.2 Valuation - Shareholders' Investments and Non-Linked Policyholders' Investments
All Debt securities are considered as 'held to maturity' and accordingly stated at historical cost, subject to amortisation of premium or accretion of discount in the revenue account or the profit and loss account over the remaining period of maturity/ holding on a straight line basis.

Treasury Bills, Certificate of Deposits, Commercial Papers, Tri Party Repo and Collateralized Borrowing and Lending Obligation - CBLO are valued at cost subject to accretion of discount, over the remaining period of maturity on straight line basis.

Investments in Fixed Deposits are valued at cost.
Valuation of Listed Equity securities is measured at Fair value on the Balance Sheet date. For the purpose of calculation of Fair Value on the Balance Sheet date, last quoted closing price of the security on NSE (Primary Exchange) is considered. In case, the security is not listed/ traded on NSE, the last quoted closing price on BSE (Secondary Exchange) is considered.

Equity shares lent under the Securities Lending and Borrowing (SLB) mechanism are recognized in the Balance Sheet as assets, as the Company continues to be beneficial owner of these securities. The securities are valued as stated above for equity shares.
Additional Tier 1 (Basel III Compliant) Perpetual Bonds classified under "Equity" as stipulated by IRDAI Investment Regulations, are valued at fair value, using applicable market yields published by SEBI registered rating agency viz., CRISIL Ltd, using Bond Valuer. Unrealized gains or losses arising due to change in the fair value of Additional Tier 1 Bonds are recognized in the Balance Sheet under "Fair value change account".

## Accounting Policies

Fair value of Mutual fund units is the net asset value on the Balance Sheet date. Unrealized gains/losses on changes in fair values of listed equity shares and mutual funds are taken to the Fair Value Change Account and carried forward in the Balance Sheet.

Unlisted Equity securities are stated at lower of historical cost or book value of the share as per the latest audited financial statements of the company.

Exchange Traded Funds (ETFs) are valued at Fair Value on the Balance Sheet date. For the purpose of calculation of Fair Value on the Balance Sheet date, closing price of the security on NSE (Primary Exchange) is considered. In case, the security is not listed/ traded on NSE, the closing price on BSE (Secondary Exchange) is considered. In case ETFs are not traded on either of the Primary or the Secondary exchange on the Balance Sheet date, then the ETFs are valued at Net Asset Value (NAV) on the balance sheet date. In case NAV of Balance Sheet date is not available, then the latest available NAV is used for valuation purposes. Unrealized gains/losses on changes in fair values of ETFs are taken to the Fair Value Change Account and carried forward in the Balance Sheet.

### 8.3 Valuation - Linked business

Central Government and State Government securities are valued at prices obtained from Credit Rating Information Services of India Ltd. (CRISIL).

Corporate bonds and debentures are valued on the basis of CRISIL Bond Valuer.

Treasury Bills, Certificates of Deposits, Commercial Papers Tri Party Repo and CBLO are valued at cost subject to accretion of discount over the remaining period of maturity on straight line basis.

Investments in Fixed Deposits are valued at cost.
Listed equity shares are measured at fair value being the last quoted closing price of the security on NSE (Primary Exchange). In case, the security is not listed/ traded on NSE, the closing price on BSE (Secondary Exchange) is considered. Unrealized gains and losses are recognized in the revenue account of respective fund.

Equity shares lent under the Securities Lending and Borrowing (SLB) mechanism are recognized in the Balance Sheet as assets, as the Company continues to be beneficial owner of these securities. The securities are valued as stated above for equity shares.

Additional Tier 1 (Basel III Compliant) Perpetual Bonds classified under "Equity" as stipulated by IRDAI Investment Regulations, are valued at fair value, using applicable market yields published by SEBI registered rating agency viz., CRISIL Ltd., using Bond Valuer. Unrealized gains or losses are recognized in the respective fund's revenue account.

Mutual Fund units are valued at NAV of previous day. In case previous day's NAV is not available, then the latest available NAV is used for valuation purposes. The unrealized gains and losses are recognized in the respective fund's revenue account.

Unlisted equity Securities are stated at lower of historical cost or book value of the share as per the latest audited financial statements of the company.

Exchange Traded Funds (ETFs) are valued at Fair Value on the Balance Sheet date. For the purpose of calculation of Fair Value on the Balance Sheet date, closing price of the security on NSE (Primary Exchange) is considered. In case, the security is not listed/ traded on NSE, the closing price on BSE (Secondary Exchange) is considered. In case ETFs are not traded on either of the Primary or the Secondary exchange on the Balance Sheet date, then the ETFs are valued at Net Asset Value (NAV) of previous day. In case previous day's NAV is not available, then the latest available NAV is used for valuation purposes. The unrealized gains and losses are recognized in the revenue account of respective fund.

### 8.4 Transfer of Investments

## Transfer from shareholders' account to the policyholders' account:

Transfer of securities from the Shareholders' account to the policyholders' account to meet the deficit in the policyholders' account is done at the cost price or market price, whichever is lower, for other than debt securities.

## Accounting Policies

In case of debt securities, transfer is done at market price or net amortized cost, whichever is lower. If the prevailing market price of any security is not available at the time of transfer, then the price at which the security was valued on the previous day is considered.

## Transfer between Non - Linked policyholders' funds:

No transfer of securities is done between various non-linked policyholders' funds.

## Transfer between Unit-Linked Funds:

Transfer of investments between various unit linked funds is done at prevailing market price.

In case of securities other than equity, if the prevailing market price of any security is not available at the time of transfer, then the price at which the security was valued on the previous day is considered.

## 9. Loans

Loans against policies are valued at the aggregate of book values (net of repayments) plus capitalized interest and are subject to impairment if any.

## 10. Fixed assets (Property, Plant and Equipment) and Impairment

### 10.1 Tangible assets and depreciation

Fixed assets are stated at cost less accumulated depreciation. Cost includes the purchase price and any cost directly attributable to bringing the asset to its working condition for its intended use. Any addition to the original fixed assets is depreciated over the remaining useful life of the original asset.

Assets individually costing up to $₹ 1,000$ are expensed out as Revenue expenditure in the same year.

Depreciation/amortisation is provided on Straight Line Method (SLM) prorated from the date of being ready for its intended use, upto the date of sale with reference to the estimated useful life of the assets in the manner specified in the Schedule II of the Companies Act, 2013. The residual value of the asset (other than vehicles) is considered as NIL.

The useful life of assets as estimated by the management is as follows:

| Asset | Estimated useful life |
| :--- | :--- |
| Leasehold <br> improvements | Over the period of <br> the lease, subject to a <br> maximum of 9 years |
| Information <br> Technology Equipment |  |
| Hardware End user <br> equipment -3 yrs <br> Hardware Servers and <br> Networks - 6 yrs |  |
| Air Conditioners | 15 years |
| Office Equipment | 5 years |
| Furniture and Fittings | 10 years |
| Vehicles* | 4 years |

*Company has introduced "Corporate Car Scheme" with effect from $1^{\text {st }}$ June 2016 for the employees. As per the scheme, certain eligible employees have been provided with the vehicles purchased by the Company. As per the scheme at the end of 4 years employee is compulsorily required to purchase the vehicle at the nominal value of $₹ 1,000$ plus applicable taxes thereon. Therefore, the estimated useful life of such vehicles is considered to be of 4 years, which is in line with the management's estimate of employees' attrition in the organisation.

## Capital work in progress - Tangible Assets

Capital work in progress for tangible assets are carried at cost, comprising direct cost and related incidental expenses.

### 10.2 Intangible Assets and Amortisation

Cost of Software towards major application software and their customisation / further development, which results into a benefit of enduring nature, is stated at cost less amortisation. Software Capitalized are amortized over a period of 3 years on a straight line basis from the date software is put to use.

## Intangibles under development

Projects under which assets are not ready for their intended use are carried at cost, comprising direct cost and related incidental expenses.

### 10.3 Impairment of assets

The Company assesses at each Balance Sheet date whether there is any indication that an asset may be impaired. If any such indication exists, the Company estimates the recoverable amount of the asset. An impairment loss is recognized if such recoverable amount of the asset is less than its carrying amount. After impairment, depreciation is provided on the revised carrying amount of the assets over its remaining useful life.

# Accounting Policies 

## 11. Operating Leases

Leases where the lessor effectively retains substantially all the risks and benefits of ownership over the leased term are classified as operating leases. Operating lease rentals including committed lease rental are recognized as an expense, on straight line basis, over the noncancellable lease period.

## 12. Employee Benefits

A) Short Term Employee Benefits

All short term employee benefits such as salaries, bonuses, short term compensated absences and other non-monetary benefits etc. are accounted on undiscounted basis during the accounting period based on services rendered by employees.

Employee Labour Welfare Fund, Employees' State Insurance Corporation fund and Employee Deposit Link Insurance Scheme are accounted on accrual basis.
B) Long Term Employee Benefits

The Company has both defined contribution and defined benefit plans.

## i) Defined contribution plans:

The Company makes a contribution to the Statutory Provident Fund, Employees State Insurance and National Pension Scheme (NPS) a defined contribution scheme at the prescribed rates. Contributions are charged to the Revenue Account or the Profit and Loss Account for the period on accrual basis.

## ii) Defined benefit plans:

The Company's liability towards gratuity being defined benefit plans are accounted for on the basis of actuarial valuation as per Accounting Standard 15 (Revised) 'Employee Benefits' and actuarial gains/ losses are charged to the Revenue Account or the Profit and Loss Account. The actuarial method used for measuring the aforesaid liabilities is 'Projected Unit Credit Method'. These plans are financed by the Company.

## C) Other Long Term Employee Benefits

Other long term employee benefits include long term incentive plan and leave encashment that are carried forward for future encashment.


#### Abstract

The Company accrues the liability for long term incentive plan and leave encashment based on the actuarial valuation as at the Balance Sheet date by an independent actuary. Actuarial valuation is based on parameters suggested under Accounting Standard - 15 (Revised) and the same is accounted for in the Revenue Account or the Profit and Loss Account, as the case may be, in the period in which they arise. The net present value of the Company's obligation is determined based on the projected unit credit method as at the Balance Sheet date.


## 13. Foreign exchange transactions

Transactions in foreign currencies are recorded at the exchange rates prevailing at the date of the transaction. Current assets and liabilities in foreign currency, if any, are translated at the balance sheet closing rates. The resulting exchange gain or loss arising either on settlement or on translation, if any, is reflected in the revenue account and the profit and loss account as applicable.

In respect of liabilities incurred in acquisition of fixed assets in foreign exchange, the net gain or loss arising on conversion/settlement is charged to the Revenue Account or the Profit and Loss Account as applicable.

## 14. Segment reporting policies

Based on the primary segments identified under IRDA (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulations 2002 ('the Regulations') read with AS-17 on "Segmental Reporting" notified under Section 133 of the Companies Act 2013 the company has classified and disclosed segmental information into Shareholder and Policyholder Participating, Non-Participating Life (Individual and Group), Annuity (Individual and Group), Pension (Individual), Health (Individual) and Linked (Life, Pension and Group) business.

There are no reportable geographical segments, since all business is written in India.

## Allocation of Expenses

Operating expenses are allocated to business segments in the following manner:

Expenses, which are directly identifiable, are allocated to the respective segment. Expenses directly attributable to Shareholders are charged to Shareholders' account. Other Operating Expenses, which are not directly

## Accounting Policies

identifiable, are apportioned based on one or the combination of the following:
(a) Weighted premium,
(b) Number of Policies/Lives added during the period
(c) Average in-force Policies/ Schemes at the end of the period
(d) Weighted Sum Assured
(e) Average number of employees in the Company
(f) Average Funds under Management

The accounting policies used in segmental reporting are same as those used in the preparation of the financial statements.

With reference to the Expenses of Management of Insurers transacting life insurance business Regulations, 2016 the allowable expenses of management in respect of life insurance business in India have been debited to the Policyholders' Revenue Account and the excess of such expenses are charged annually to the Shareholders' Profit and Loss Account.

## 15. Taxation

A) Direct Taxes
i) Income Tax

Provision for income tax is made in accordance with the provisions of Section 44 of the Income Tax Act, 1961 read with Rules contained in the First Schedule and other relevant provisions of the Income Tax Act, 1961 as applicable to a company carrying on life insurance business.

Income Tax expense comprises of current tax (i.e. amount of tax for the period determined in accordance with the Income Tax Act, 1961) and deferred tax charge or credit (reflecting the tax effects of timing differences between the accounting income and taxable income for the period).

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 the extent that there is reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realized.

In situations where the Company has unabsorbed depreciation or carry forward
tax losses, deferred tax asset is recognized only if there is virtual certainty supported by convincing evidence that it can be realized against future taxable profits.

At each Balance Sheet date the Company reassesses 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 taxable income will be available against which such deferred tax assets can be realized.

## ii) Transfer pricing

As per the provisions of the Income Tax Act, 1961, the transactions between the Company and its subsidiary are on arm's length basis. The Company also maintains Transfer Pricing documentation as prescribed under the Income Tax Rules, 1962.
B) Indirect Taxes

GST liability of the Company on output service is set-off against the GST credits available from tax paid on input services. Unutilized credits, if any, are carried forward for future set-off, where there is reasonable certainty of utilisation.

## 16. Provisions and Contingencies

The Company creates a provision when there is present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. 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. Contingent assets are neither accounted nor disclosed.

## 17. Earnings per share

In accordance with Accounting Standard 20 on 'Earnings per Share ', basic earnings per share are calculated by dividing the net profit or loss for the period attributable to equity shareholders by the weighted average number of equity shares outstanding during the period. For the purpose of calculating diluted earnings per share, the net profit or loss for the period attributable to equity shareholders and the weighted average number of

## Accounting Policies

shares outstanding during the period are adjusted for the effect of all dilutive potential equity shares.
18. Preliminary Expenses

Preliminary Expenses are written off as and when incurred.

## 19. Funds for Future Appropriation

The balance in the funds for future appropriations account represents funds, the allocation of which, either to policyholders or to shareholders has not been determined at the Balance Sheet date. Transfers to and from the fund reflect the excess or deficit of income over expenses and appropriations in each accounting period arising in the Company's policyholders' funds. In respect of participating policies, any allocation to the policyholders would also give rise to transfer to the shareholders in the required proportion.
In respect of the Non-participating Group Annuity products, the excess returns, if any as defined in file and use, is considered as funds for future appropriation in the interim financial periods during the year and the same would be distributed between policyholders and shareholders in the proportion prescribed in file and use at the year end.

## 20. Discontinued Policies fund

Discontinued policy fund means the segregated fund that is set aside on account of:
a) Non-payment of contracted premium
b) Upon the receipt of the information by the Company from the policyholder about the discontinuance of the policy.

Fund for discontinued policies is accounted in accordance with the Insurance Regulatory and Development Authority of India (Treatment of Discontinued Linked Insurance Policies) Regulations 2010 and circulars issued thereafter.

## 21. Provision for doubtful debt

The Company regularly evaluates the probability of recovery against each class of asset and provides for doubtful advances and other receivables/recoveries.

## 22. Cash and cash equivalents

Cash and cash equivalents for the purpose of Receipts and Payments Account comprises of cash and cheques in hand, bank balances, deposits with banks and other short-term highly liquid investments with original maturities of three months or less.

## Notes to Accounts

## B. Notes to accounts forming part of financial statements

## 1 Contingent Liabilities

| ( $\begin{aligned} & \text { in } \\ & \text { 000 } \\ & \text { s) }\end{aligned}$ |  |  |
| :---: | :---: | :---: |
| Particulars | As at <br> March 31, 2019 | As at <br> March 31, 2018 |
| Partly-paid up investments | -- | -- |
| Underwriting commitments outstanding (in respect of shares and securities) | -- | -- |
| Claims, other than those under policies, not acknowledged as debts by the company (employee related) | 7,000 | 7,600 |
| Guarantees given by or on behalf of the Company | -- | -- |
| Statutory demands/ liabilities in dispute, not provided for (tax matters)* | 762,822 | 17,334 |
| Reinsurance obligations to the extent not provided for in accounts | -- | -- |
| Claims, under policies, not acknowledged as debts\# <br> - Death Claims <br> (Net of Reinsurance: CY ₹ 20,130 thousands, as at PY ₹ 35,462 thousands) | 96,367 | 66,822 |
| $\cdots \quad$ Others (service related and other matters) | 19,903 | 18,025 |
| Others | -- | -- |

\#Represent cases filed against the company's decision of repudiation of death claims, customer complaints etc.
*in respect of contingent liability of ₹ 17,334 thousands as at March 31, 2018, Company has received a favorable order amounting to ₹ 466 thousands from office of the Assistant Commissioner Service Tax on account of advance premium for FY 2012-13, as a result the same is excluded from the current year. Contingent liability of ₹ 762,822 thousands as at March 31,2019 include income tax liability of $₹ 759,391$ thousands and service tax liability of ₹ 3,431 thousands, the details of the same are given below.

## Income Tax:

TDS liability of ₹ 1,542 thousands is reflected in default summary of TRACES of Income Tax. Since the same is not backed up by evidence, the Company has not recognized this as a confirmed liability.

Against the favorable order of ITAT, Income Tax Department has filed an appeal to High Court for AY 2009-10 to AY 201213 amounting to ₹ 466,175 thousands on account of negative reserves as per the actuarial report, being added back to the net loss. However, since the grounds of appeal are supported by law, the company does not expect any future liability for the said assessment year.

The Assessing officer while computing income for the AY 2016-17 has disallowed expenditure incurred for earning exempt income as per the provisions of section 14A and computed tax amounting to ₹ 8,839 thousands incurred for earning exempt income as per the provisions of section 14A. However, Company has correctly computed the income as per the special provisions applicable to Insurance companies and does not expect any future tax liability for the said assessment year.

For AY 2017-18 Company has received intimation $u / s 143(1)$ where the AO has demanded tax amounting to ₹ 282,835 thousands by applying the provisions of Section 115JB and disallowed certain expenses. However, since the computation of tax of Life Insurance Company is governed by Section 44 of the Income Tax Act, 1961 further, Section 115JB is not applicable to Life Insurance Companies. The Company has filed an appeal to CIT (Appeal) and does not expect any future liability.

## Service Tax:

Service Tax department has filed an appeal against the favourable order of Commissioner to Service Tax Appellate Tribunal in regard to show cause notice pertaining to money received on account of proposal deposit amounting to ₹ 1,850 thousands. Further Service Tax department has issued SCN for FY 2015-16 amounting to ₹ 646 thousands and ₹ 935 for FY 2016-17 pertaining to money received on account of proposal deposit.

## Notes to Accounts

## Pending litigation:

The Company has reviewed all its pending litigations and proceedings and has provided for as per Accounting Standards 29 and the contingent liabilities where applicable are disclosed in its financial statements. The Company does not expect the outcome of these proceedings to have a material adverse effect on its financial results as at March 31, 2019.

## 2 Actuarial method and assumptions

The principles adopted for the valuation of policy liabilities are set out as per the IRDAI (Assets, Liabilities and Solvency Margin of Life Insurance Business) Regulations 2016 and the Actuarial Practice Standards (APS) issued by the Institute of Actuaries of India.

The liabilities are valued on seriatim basis i.e. each policy is valued separately.
Traditional Individual policies, Group Credit Life and Group Annuity policies are valued using prospective Gross Premium Method (GPV) of valuation as required by the Regulation. The policy-wise reserve so obtained is subject to zeroisation of negative reserve and setting the minimum reserve to surrender value (Guaranteed or Special Surrender Value whichever is higher) as required under Regulation 2(5), Schedule II of IRDAI (ALSM) Regulations, 2016. In the GPV method the reserve is computed as expected present value of future benefits and expenses including commission less expected present value of future premiums. In case of participating policies the expected present value of future benefits include expected future bonuses together with the allowance for taxation and allocation of profits to Shareholders.

The Unit Liability in respect of linked business has been taken as the total of number of units under each fund as on the valuation date, multiplied by the unit price (i.e. NAV) of the units for the corresponding funds on the valuation date. For non-unit account in linked business, Company provides for non-unit reserves using gross premium method of valuation. In addition to this, half a month mortality charge is held towards Unexpired Risk Reserve (URR).

One Year Renewable Group Term Assurance (OYRGTA/GTL) policies are valued as per Unearned Premium Method (UPR).
The reserve for fund based "Retirement Benefit Plans" covering various employee benefits such as Gratuity, Leave Encashment, Group Savings Linked Insurance (GSLI) and Superannuation is computed as follows:

The premium collected under these products consists of;
i) Risk Premium
ii) Savings Premium

Reserve against risk premium, if any has been calculated on Unexpired Risk Reserve (URR) basis.
For savings premium reserves at the valuation date is arrived at by accumulating the opening balance of the fund at the declared rate of interest taking into account the contributions received and payments made during the period.

For monthly reserving, the funds are accumulated using the expected interest rate based on the portfolio Yield to Maturity (YTM) and a Margin for Adverse Deviation (MAD) to allow for the fluctuation of interest rates. Generally a uniform rate may be applied for all the months in the financial year till March. During the year end valuation in March the declared interest rate would be applied.

With regard to a Group Superannuation product which requires declaration of quarterly interest rates in advance, such quarterly rates as declared by the company are used for accumulation of the funds.
Riders are valued at each policy level as higher of GPV reserves or UPR.
For Group Unit linked retirement benefit scheme with ₹ $1,000 /-$ per member life cover, the reserves consist of two parts viz. unit reserves and non-unit reserves. Unit reserves are calculated as NAV multiplied by number of units in the respective fund. One month mortality cost for providing ₹ $1,000 /-$ life cover is held as non-unit reserve.

In addition to the above reserves, company is also providing reserves for IBNR and various other contingencies such as Lapse/ Paid-up Revival, In-force to Paid-up Reserves, Reserves for Guarantees, Extra Mortality Risks, Free look Cancellations, New Business Closure, Maintenance Expense Overruns, Provision for Key Operational Risks and Provisions for Claims in payment (e.g. Premium Waiver and Monthly Income Benefit for eligible death cases).

## Notes to Accounts

In case of Individual Non-Linked and Group Credit Life products, the credit of reinsurance is taken in the computation of reserves by allowing for cash flows pertaining to reinsurance at policy level. Reinsurance premiums are considered as an outgo and recovery from the reinsurer on expected reinsurance claims are considered as an income while calculating the reserve for each policy. In case of GTL product, reinsurance credit is not assumed in the calculation of UPR. In respect of PMJJBY product, UPR is calculated on the retained risk. The PMJJBY product is reinsured on quota share basis with $60 \%$ of total risk being retained by the company.

In case of Linked products non-unit reserves are very small compared to unit reserves. Hence, in order to be prudent, there is no credit taken for reinsurance.

The Appointed Actuary (AA) would assess the best estimate assumptions and apply Margin for Adverse Deviation (MAD) to serve as a cushion against the likely adverse future experience. The size of the MAD reflects the degree of confidence the AA has in the expected level of the parameter and his/ her perception about the extent of such deviation. The MAD applied is in compliance with Actuarial Practice Standards (APS) 7.

## I. Interest Rate Assumption

Best estimate interest rate assumption is based on the actual yields from existing assets in the portfolio (i.e. Portfolio yield). However, as the future renewal premiums to be received from the regular premium paying policies will generally be high as compared to the existing Assets under Management. In case of fall in the interest rates future premiums will get invested at lower interest rates. Hence, from prudence point of view the due weightage needs to be given to the projected yields (along with the current portfolio yields).

In case of a single premium non-participating products viz. Platinum plans, as the premiums have already been received and the same have been invested in such a manner so as to ensure that the actual yield earned by the assets would closely match the benefit guaranteed. The due weightage for these products will be more towards the actual yield earned by the assets.
The interest rates used in the valuation, after applying suitable MAD on the best estimate interest rates, are tabulated below.

| Individual Business |  |  |
| :---: | :---: | :---: |
| 1. Life-Participating policies | Year 1-5 | 6.2\% |
|  | Year 6 \& above | 5.4\% |
| 2. Life-Non-participating Policies | Other than Dhan Suraksha Platinum, Century Plus Plan and Elite Assure Plus V2: |  |
|  | Year 1-5 | 5.7\% |
|  | Year 6 \& above | 4.9\% |
|  | Dhan Suraksha Platinum I \& II | 7.8\% |
|  | Century Plus Plan and Elite Assure Plus V2 | 5.7\% |
| 3. Annuities - Non-participating policies | Other than Immediate Annuity Plus | 6.75\% p.a. |
|  | For Immediate Annuity Plus: |  |
|  | Y21 to Y50 | 4.75\% p.a. |
|  | Y51 \& above | 2.75\% p.a. |
| 4. Unit Linked | Non-Unit valuation interest rate: |  |
|  | Year 1-5 | 6.2\% |
|  | Year 6 \& above | 5.4\% |
|  | Unit Growth rate | 8\% |
| 5. Health - Non-participating Policies | Year 1-5 | 5.7\% |
|  | Year 6 \& above | 4.9\% |
| 6. Pension-Individual Non-participating Pension Plan |  |  |
|  |  |  |
|  | Year 6 \& above | 5.4\% |
|  | Regular Premium: <br> Year 1-5 | 5.7\% |
|  | Year 6 \& above | 4.9\% |

## Notes to Accounts

| Group Business |  |  |
| :---: | :---: | :---: |
| 1. Life- Non-participating Policies | Other than New |  |
|  | Year 1-5 | : 6.2\% |
|  | Year 6 \& above | : 5.4\% |
|  | For New Ashian |  |
|  | Year 1-5 | : 5.7\% |
|  | Year 6 \& above | : $4.9 \%$ |
| 2. Annuities - Non-participating policies | 5.8\% p.a. |  |

The valuation interest rate is arrived at after applying MAD to the best estimate interest rates assumption. For products other than Annuity, MAD applied to the best estimate interest rate assumption ranges from 80 basis points to 160 basis points for the first 5 years and 160 basis points from year 6 onwards. For Annuity, MAD applied to the best estimate interest rate assumption is same for all future years and it ranges from 150 basis points to 165 basis points.

## II. Expense Assumption

The best estimate expense assumptions are based on a long term view of the company's maintenance expenses, the past trend and industry experience. Best estimate maintenance expense assumption for paid-up policies and fully paidup policies will be a lower percentage of the expenses assumed for the premium paying policies. This percentage will be reviewed periodically.
The maintenance expenses for existing policies under each business segment is increased by appropriate inflation assumption (currently at $4.5 \%$ p.a.) in order to keep the same in line with inflation.
The maintenance expense overruns, if any will be separately provided for as mentioned under the Global reserves provision.
Valuation expenses for various products are tabulated below:

|  | Individual Business |
| :---: | :---: |
| 1. Life- Participating policies | Other than Aayushmaan and Samriddhi: <br> ₹ $735 /-$ p.a. per policy till PPT after that ₹ $186 /-$ p.a. to ₹ $371 /-$ p.a. <br> Reduced Paid- Up : ₹ $371 /-$ p.a. <br> For Aayushmaan: ₹ 698/- p.a. per policy till PPT after that ₹ $356 /$ - p.a. <br> Reduced Paid- Up : ₹ 356/- p.a. <br> For Samriddhi: ₹ 805/- p.a. per policy till PPT after that ₹ $402 /$ - p.a. <br> Reduced Paid- Up : ₹ $402 /$ - p.a. |
| 2. Life-Non-participating Policies | RP: ₹ 735/- p.a. per policy, SP: ₹ 371/-p.a. per policy <br> Reduced Paid up: ₹ $371 /-$ p.a. per policy <br> For Dhan Suraksha Platinum: ₹ 156/-p.a. <br> For Defined Benefit - Additional 2.2\% of the monthly payouts <br> For Defined Growth (RP)- Additional 2.1\% of Premium <br> For Aashirwad: <br> ₹ $724 /-$ p.a. per policy till PPT after that ₹ $363 /-$ p.a. per policy and additional $2.2 \%$ of Premium during policy year 2 <br> For Aadarsh: <br> ₹ $121 /-$ p.a. to ₹ $724 /-$ p.a. per policy till PPT after that ₹ $61 /-$ p.a. to <br> ₹ 363/- p.a. per policy <br> For Praptee: <br> ₹ $724 /$ - p.a. till PPT after that ₹ $363 /-$ p.a. per policy <br> For Sanchay: <br> 2.75\% of premium <br> For Elite Assure Plus: <br> ₹ 805 p.a. till PPT after that ₹ 402 p.a. per policy <br> For SUD Life Abhay: <br> ₹ $770 /-$ p.a. per policy till PPT after that ₹ $385 /-$ p.a. per policy <br> For SUD Life Century Plus: <br> ₹ 825/- p.a. per policy till PPT after that ₹ $412.50 /-$ p.a. per policy |

## Notes to Accounts

| Individual Business |  |
| :---: | :---: |
| 3. Annuities - Non-participating policies | For Immediate Annuity (V1): ₹ 741/- p.a. <br> For Immediate Annuity (V2): 0.61\% of annuity <br> For Immediate Annuity Plus: ₹ $356 /-$ p.a. |
| 4. Unit Linked | RP: ₹ $926 /-$ p.a. per policy till PPT after that ₹ $367 /-$ p.a. to ₹ $515 /-$ p.a. per policy <br> SP: ₹ 515/- p.a. per policy |
| 5. Health - Non-participating Policies | ₹ 698/-p.a. per policy |
| 6. Pension - Individual Non-participating Pension Plan | ₹ $665 /-$ p.a. per policy till PPT after that ₹ $363 /-$ p.a. per policy |
|  | Group Business |
| 1. Life- Non-participating Policies | ₹ 78/- p.a. per member <br> For Shiksha Suraksha 2 (V2): ₹ 39/- p.a. per member <br> For New Ashiana Suraksha: ₹ 61/- p.a. per member till PPT after that ₹ $30 /$ - p.a. per member |
| 2. Annuities- Non-participating policies | 2.31\% of the annuity payment |

The valuation expense assumption is arrived at after applying MAD of $10 \%$ to the best estimate assumption.
III. Mortality Assumption

Valuation mortality rates after applying MAD have been tabulated below.

| Individual Business |  |
| :---: | :---: |
| 1. Life-Participating policies | 120\% of IALM 2006-08 |
| 2. Life- Non-participating Policies | $88 \%$ to $99 \%$ of IALM 2006-08 (modified) Ult. <br> For Sanchay: <br> 121\% of IALM 2006-08 (modified) Ult. <br> For SUD Life Abhay: <br> 49.5\% to 77\% of IALM 2006-08 (modified) Ult |
| 3. Annuities - Non-participating policies | Ranging between 63\% and 70\% of Mortality for Annuitants LIC 96-98 Ultimate Rates |
| 4. Unit Linked | 120\% of IALM 06-08 (modified) Ult. |
| 5. Health - Non-participating Policies | Mortality - 81\% of IALM 2006-08 (modified) Ult. <br> Morbidity - $121 \%$ of reinsurance rates |
| 6. Pension-Individual Non-participating Pension Plan | 99\% of IALM 2006-08 (modified) Ult. |
|  | Group Business |
| 1. Life- Non-participating Policies | Credit Life other than Loan Suraksha: 77\% to 110\% of IALM 06-08 (modified) Ult. <br> Loan Suraksha: $88 \%$ to $143 \%$ of IALM 06-08 (modified) Ult. <br> Other than Credit Life: Unearned Premium basis used for valuation |
| 2. Annuities- Non-participating policies | 85\% to 88\% of Mortality for Annuitants LIC 96-98 Ultimate Rates |

The valuation mortality rate is arrived at by decreasing the best estimate mortality rate by MAD that ranges from $13 \%$ to $21 \%$ for Annuity Products and $10 \%$ for Health product. For remaining products mortality rate is arrived by increasing the best estimate mortality rate by MAD that ranges from $10 \%$ to $33 \%$.
IV. Lapse Assumption

Valuation lapse assumption varies between products and the respective policy year of each product. As ULIP policies display higher tendency to withdraw at the end of the lock-in period, the lapse assumption is kept higher to allow for the expected policyholder's behavior.

## Notes to Accounts

| Individual Business |  |
| :---: | :---: |
| 1. Life Participating policies | Y1 : 5.6\% - 12\% |
|  | Y2+ : 0.8\%-7.5\% |
|  | For Jeevan Safar, the lapse rates after PPT are assumed to be 0\% |
|  | For Suraksha Kavach : Y1 onwards 0\% |
| 2. Life Non-participating Policies | Y1 : 0\%-16\% |
|  | Y2+ : 0\%-8\% |
|  | For Platinum products : Y10\% and Pure Term Products $\mathrm{Y} 1+: 0 \%$ |
| 3. Annuities Non-participating policies | 0\% |
| 4. Unit Linked | Y1 : 8.4\%-10\% |
|  | Y2+ : $1.2 \%$ - $36 \%$ |
|  | For Wealth Builder Y1-Y5:0\% and Y6+: $1.6 \%$ |
| 5. Health - Non-participating Policies | Y1 : 12\% |
|  | Y2 + : 0.8\% - 4\% |
| 6. Pension-Individual Non-participating Pension Plan | Y1 : 4\%-12\% |
|  | Y2 + : 0.8\%-4\% |
| Group Business |  |
| 1. Life- Non-participating Policies | 0\% for single premium products |
|  | For New Ashiana Suraksha Y1 : 4\%; Y2 + : 0.8\%-2.4\% |
| 2. Annuities- Non-participating policies | 0\% |

## 3 Actuarial methods and assumptions - Global Reserves including reserves for free-look cancellation

Company has made necessary provisions for Incurred but Not Reported (IBNR) claims, Revival reserves for lapsed/ paid-up policies, reserves for guarantee, in-force to paid-up reserves. Global reserves also include the explicit provision made for maintenance expense over-runs and the additional expenses that the Company incurs in case of closure to New Business within 12 months from the valuation date.

The reserves for "free look" are estimated taking into account the actual experience. It is calculated as $2 \%$ of the last two months new business premium in excess of reserves held in respect of these new policies.

We hold $0.1 \%$ of the base reserves for individual non-linked products as well as for group life products as reserve for operational risks. We also hold $0.5 \%$ of the non-unit reserves of individual linked products as reserve for operational risks under individual business.

The liabilities in respect of unit linked lapsed or premium discontinued policies are shown as a part of the linked liabilities.

## 4 Encumbrances to assets of the Company

There were no encumbrances to the assets of the Company in and outside India as at the Balance Sheet date except to the extent as stated below:

Bank fixed deposits as at March 31, 2019 with book value of ₹ 150,000 thousands (as at March 31, 2018 ₹ 150,000 thousands) has been kept with clearing houses of National Stock Exchange \& Bombay Stock Exchange towards margin requirements for equity purchase transactions.

Government securities as at March 31, 2019, with face value of ₹ 200,000 thousands (as at March 31, 2018 ₹ 150,000 thousands) and cash deposits amounting ₹ 100 thousands (as at March 31, 2018 ₹ 100 thousands) has been kept with Clearing Corporation of India Limited towards margin requirement for investments in Tri Party Repo.

Government securities with face value of ₹ 15,000 thousands (as at March 31, 2018 ₹ 10,000 thousands) and cash deposits amounting ₹ 200 thousands (as at March 31, 2018 ₹ NIL) have been kept with Clearing Corporation of India Limited towards default fund requirement for investments in Tri Party Repo.

## Notes to Accounts

## 5 Assets deposited under local laws

There are no assets required to be deposited by the Company under any local law.

## 6 Restructured Assets

There are no assets subject to restructuring.
(₹ in 000's)

| Sr. <br> No. | Particulars | As at March 31, 2019 | As at <br> March 31, 2018 |
| :---: | :---: | :---: | :---: |
| 1. | Total amount of Loan Assets subject to restructuring | NIL | NIL |
| 2. | Total amount of Standard Assets subject to restructuring | NIL | NIL |
| 3. | Total amount of Sub-Standard Assets subject to restructuring | NIL | NIL |
| 4. | Total amount of Doubtful Assets subject to restructuring | NIL | NIL |

## 7 Commitments

I. Investments Commitments

Commitment made and outstanding for
a. Loans ₹ NIL as at March 31, 2019 (as at March 31, 2018 ₹ NIL); and
b. Investments ₹ NIL as at March 31, 2019 (as at March 31, 2018 ₹ 600,000 thousands towards partly paid NonConvertible Debentures (NCD's) of Tata Sons Private Limited. These partly paid NCD's were converted to 7.90\% Tata Sons 2032 fully paid up NCD's of ₹ 600,000 thousands (face value)).
II. Capital Commitments

The estimated amount of contracts remaining to be executed on fixed assets to the extent not provided for (net of advances) as at March 31, 2019 aggregate to ₹ 19,125 thousands (as at March 31, 2018 ₹ 35,257 thousands).
III. Other Commitments

For other commitments i.e. long term incentive plan and lease rentals pertaining to office premises refer note no. 16 and 21.

## 8 Claims

Claims settled and remaining unpaid for a period of more than six months is tabulated below:

> (₹ in 000's)

| Particulars | As at March 31, 2019 | As at March 31, 2018 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Count | Amount | Count | Amount |
| Claims | 24 | 7,033 | 16 | 3,852 |

These claims remain unpaid due to want of receipt of necessary documents/ information from the claimants.
All claims are paid/ payable to claimants in India.

## 9 Managerial remuneration

The managerial remuneration is in accordance with the approval accorded by a resolution of the Board of Directors and approved by IRDAI as required under section 34A of the Insurance Act, 1938.

## Notes to Accounts

The details of managerial remuneration included in the employee remuneration and welfare benefits are as follows:

| (₹ in 000's) |
| :--- | ---: | ---: |
| Particulars |
| FY 2017-18 |

Note: Of the above, ₹ 15,000 thousands has been debited to Revenue (Policyholders') account (previous year ₹ 15,000 thousands) and ₹ 29,267 thousands (previous year ₹ 27,955 thousands) have been debited to Profit \& Loss (Shareholders) account and the same is part of Employee remuneration and welfare benefits under schedule 3 and 3A.
The gratuity amounting ₹ 673 thousands (previous year ₹ 641 thousands) and long term incentive provision amounting ₹ 18,502 thousands (previous year ₹ 17,328 thousands) for the year ended March 31, 2019 are also debited to Shareholders' account and the same are not considered in the above information.

Company has provided the motor car vehicle under the company's corporate car scheme, the related expenses amounting to ₹ 232 thousands (previous year ₹ 843 thousands) has been debited to Shareholders' account and the same is not considered in the above information.

10 Value of investment contracts where settlement or delivery is pending
( $₹$ in 000 's)

| Particulars | As at March 31, 2019 |  |  |  | As at March 31, 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unit- Linked |  |  | Non -Unit Linked | Unit - Linked |  |  | Non-Unit Linked |
|  | Life | Pension | Group |  | Life | Pension | Group |  |
| Purchase where deliveries are pending | 80,373 | 4,486 | -- | -- | 163,518 | 4,545 | -- | 276,080 |
| Sales where receipts are pending | 43,753 | 2,615 | -- | 1,674,183 | 47,157 | 6,391 | -- | 1,695,619 |

No payments/ receipts are overdue

## 11 Real Estate

The Company has no investment property as at March 31, 2019 (as at March 31, 2018 ₹ NIL) and accordingly there is no revaluation of investment property.

## 12 Historical costs of investments valued on fair value basis

Mutual Fund investments: The aggregate market value and book value of mutual fund investment as at March 31, 2019 are ₹ $1,571,615$ thousands and ₹ $1,570,000$ thousands respectively (as at March 31, 2018 ₹ 763,567 thousands and ₹ 762,468 thousands respectively).

Equity*: The aggregate market value and book value of equity investments as at March 31, 2019 are ₹ 14,659, 178 thousands and ₹ $10,833,881$ thousands respectively (as at March 31, 2018 ₹ $15,788,836$ thousands and ₹ $12,470,060$ thousands respectively).
*includes Additional Tier 1 Bond of State Bank of India, ICICI Bank Limited and HDFC Bank Limited (the aggregate market value ₹ $1,136,505$ thousands and book value ₹ $1,141,535$ thousands) (as at March 31, 2018 ₹ 785,153 thousands and ₹ 792,544 thousands respectively).
Exchange Traded Funds: The aggregate market value and book value of Exchange Traded Funds (mutual fund) investment as at March 31, 2019 are ₹ 616,574 thousands and ₹ 544,917 thousands respectively (as at March 31, 2018 ₹ 305,737 thousands and ₹ 300,646 thousands respectively).

## Notes to Accounts

The details of the above are as tabulated below:
(₹ in 000's)

| Particulars | As at March 31, 2019 |  | As at March 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Book Value | Market Value | Book Value | Market Value |
| Investments-Shareholders (Schedule 8) | 478,512 | 478,136 | 307,290 | 292,778 |
| Investments-Policyholders (Schedule 8A) |  |  |  |  |
| Par | 234,046 | 234,603 | 438,885 | 413,749 |
| Non- Par | 2,079,082 | 2,067,803 | 2,513,743 | 2,447,974 |
| Assets held to cover Linked Liabilities (Schedule 8B) |  |  |  |  |
| Life | 9,563,001 | 13,183,044 | 9,671,289 | 12,826,064 |
| Pension | 594,156 | 883,782 | 601,967 | 877,574 |
| Group | -- | -- | -- | -- |
| Total | 12,948,798 | 16,847,368 | 13,533,174 | 16,858,139 |

## 13 Investments

(a) All investments are made in accordance with the provisions of the Insurance Act, 1938 (as amended by the Insurance Laws, (Amendment) Act 2015), Insurance Regulatory and Development Authority of India (Investment) Regulations, 2016 and Investments - Master Circular issued by IRDAI in May 2017 (as amended from time to time).

Insurance Act, 1938, as amended from time to time, stipulates that an insurer shall not out of controlled fund, invest or keep invested in the shares or debentures of any Private Limited Company.

However, the Company is having exposure in non-convertible debentures of a private limited company viz., Tata Sons Private Limited amounting to ₹ 60 Crore, as at March 31, 2019. The details related to such exposure are provided in Note 39 of the Notes to Accounts.
(b) All investments of the Company are performing investments, subject to the following:

The Company has an exposure to secured NCDs of IL\&FS Limited aggregating to ₹ 55 Crore (Non Linked Funds ₹ 44 Crore and ULIP Funds ₹ 11 Crore), as at March 31, 2019. IL\&FS Limited has defaulted on principal amount of ₹ 10 Crore and interest amount of about ₹ 2 Crore, aggregating to about ₹ 12 Crore, due on December 05, 2018.
As per the provisions of IRDAI Investment Master Circular May 2017, an asset is classified as a Non Performing Asset (NPA) if the interest and / or installment of principal remain overdue for more than 90 days (i.e., one quarter). Accordingly, the investments in IL\&FS Limited are required to be classified as NPA effective March 05, 2019 (i.e. after 90 days from the date of default on December 05, 2018).
However, the Company has continued to classify the aforesaid investments as performing assets owing to Order dated February 25, 2019 issued by National Company Law Appellate Tribunal (NCLAT), directing financial institutions to take prior permission of NCLAT to declare the accounts of IL\&FS or its entities as NPA. Further, the outcome of RBI plea against this order (originally scheduled for March 29th, 2019) is awaited on reporting date. The Company is continuously monitoring the developments in this respect.
Moreover, the Company has provided for impairment in the value of investments @ $10 \%$ on ₹ 44 Crore (face value) under Non Linked Funds, amounting to ₹ 4.40 Crore, as a prudent measure.

Further details related to it are provided in Note 40 of the Notes to Accounts.

## 14 Basis of allocation of Investments and Income thereon

The funds of the shareholders and the policyholders are kept separate and records are maintained accordingly in schedules 8, 8A, \& 8B. Investments and income thereon made out of the shareholders' and policyholders' funds are tracked separately. Since the actual funds, investments and income thereon are tracked and reported separately, the allocation of investments and income is not required.

## Notes to Accounts

## 15 Basis of amortisation of debt securities

Amortisation of premium or accretion of discount relating to debt securities is recognized over the remaining period to maturity on a straight line basis.

## 16 Employee Benefits

Gratuity and Leave Encashment benefits to employees are provided for through an insurance policy managed by the Trust and issued by the company. The liability in respect thereof (funded portion) forms part of life fund and corresponding investment as part of Policyholders' investments. Accordingly, the premium paid by the Company in respect of these insurance policies has been considered as an expense.
Details of employee benefits (Gratuity and Leave Encashment) in accordance with Accounting Standard 15 (Revised) as specified under section 133 of the Companies Act, 2013 read with Rule 7 of Companies (Accounts) Rules, 2014 is as under:

The company has recognized the following amount as expense in the Revenue Account or the Profit \& Loss account:
I. Defined Contribution Plan:
( $₹$ in 000's)

| Sr. No. Particulars | FY 2018-19 | FY 2017-18 |  |
| :--- | :--- | ---: | ---: |
| 1 | Contribution to Employee Provident Fund | 55,944 | 54,144 |
| 2 | Contribution to ESIC | 12,523 | 13,731 |
| 3 | Contribution to National Pension Scheme (NPS) | 7,929 | 7,136 |

II. Defined Benefit Plan / other Long Term Employee Benefits:
(₹ in 000's)
Sr. Particulars
No.
Gratuity
Leave Encashment
For the period ended
March 2019 March 2018 March 2019 March 2018

A Change in defined benefit obligation:

| Opening obligations as at $1^{\text {st }}$ April | 67,427 | 70,642 | 33,634 | 35,818 |
| :---: | :---: | :---: | :---: | :---: |
| Current service cost | 12,828 | 13,159 | 10,502 | 9,862 |
| Interest cost | 4,720 | 4,945 | 2,354 | 2,507 |
| Curtailment cost// (credit) | -- | -- | -- | -- |
| Actuarial (gain)/ loss | (948) | $(11,943)$ | 5,108 | 1,514 |
| Benefits Paid | $(13,786)$ | $(9,376)$ | $(17,828)$ | $(16,067)$ |
| Present value of the defined benefit obligations as at $31^{\text {st }}$ March (A) | 70,241 | 67,427 | 33,770 | 33,634 |

$B \quad$ Change in plan assets:

| Opening plan assets, at fair value as on $1^{\text {st }}$ April | 69,551 | 68,988 | 29,406 | 32,766 |
| :--- | :--- | ---: | ---: | ---: |
| Expected return on plan assets | 4,442 | 4,629 | 2,023 | 2,305 |
| Actuarial gain/ (loss) | 212 | $(1,157)$ | 378 | $(640)$ |
| Contributions | 6,438 | 6,467 | 12,312 | 11,042 |
| Benefits Paid | $(13,786)$ | $(9,376)$ | $(17,828)$ | $(16,067)$ |
| Fair value of plan assets as at $31^{\text {st }}$ March (B) | 66,857 | 69,551 | 26,291 | 29,406 |

## Notes to Accounts

| Sr. <br> No. | Particulars | Gratuity |  | Leave Encashment |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | For the period ended |  |  |  |
|  |  | March 2019 | March 2018 | March 2019 | March 2018 |
| C | Expense for the year ended 31 ${ }^{\text {st }}$ March: |  |  |  |  |
|  | Current service cost | 12,828 | 13,159 | 10,502 | 9,862 |
|  | Interest cost | 4,720 | 4,945 | 2,354 | 2,507 |
|  | Expected return on the plan assets | $(4,442)$ | $(4,629)$ | $(2,023)$ | $(2,305)$ |
|  | Actuarial Loss/ (Gain) | $(1,160)$ | $(10,786)$ | 4,730 | 2,154 |
|  | Curtailment cost/ (credit) | -- | - -- | -- | --- |
|  | Total expenses recognized in Revenue/ Profit \& Loss Statement (C) | 11,946 | 2,689 | 15,563 | 12,218 |
| D | Reconciliation of Benefit Obligations \& Plan Assets: |  |  |  |  |
|  | Present value of the defined benefit obligation as at $31^{\text {st }}$ March | 70,241 | 67,427 | 33,770 | 33,634 |
|  | Fair value of plan assets as at 31 ${ }^{\text {st }}$ March | 66,857 | 69,551 | 26,291 | 29,406 |
|  | Net asset/ (liability) as at $31^{\text {st }}$ March , recognized in Balance Sheet [unfunded] | $(3,384)$ | 2,124 | $(7,479)$ | $(4,228)$ |
| E | Investment details of plan assets |  |  |  |  |
|  | The major categories of plan assets as a percentage of fair value of total plan assets: | 66,857 | 69,551 | 26,291 | 29,406 |
|  | - Insurer Managed Fund (unit - linked) | 100\% | 100\% | 100\% | 100\% |
|  | - Insurer Managed Fund (non - unit linked) | -- | -- | -- | -- |
|  | - Cash and bank (Fixed Deposit) | -- | - | -- | -- |
| F | Assumptions |  |  |  |  |
|  | Discount rate | 6.7\% p.a. | 7\% p.a. | 6.7\% p.a. | 7\% p.a. |
|  | Salary escalation rate | 7\% p.a. | 7\% p.a. | 7\% p.a. | 7\% p.a. |
|  | Expected rate of return on plan assets | 7\% p.a. | 7\% p.a. | 7\% p.a. | 7\% p.a. |
|  | Attrition/ withdrawal rate | Upto 40 yrs 30\% p.a. above 40 yrs 15\% p.a. | Upto 40 yrs $30 \%$ p.a. above 40 yrs 15\% p.a. | Upto 40 yrs 30\% p.a. above 40 yrs 15\% p.a. | Upto 40 yrs $30 \%$ p.a. above 40 yrs 15\% p.a. |
|  | Expected weighted average remaining working life of employees | 3 years | 4 years | 3 years | 4 years |
|  | Mortality table | IALM 2012- <br> 14 (Ultimate) | IALM 2006-08 <br> (Ultimate) | IALM 2012-14 <br> (Ultimate) | IALM 2006-08 <br> (Ultimate) |

G. Expected employer contribution for the next financial year 2019-20
(₹ in 000's)

| Particulars | Amount |
| :--- | ---: |
| Gratuity | 10,000 |
| Leave encashment | 15,000 |

## Notes to Accounts

## H. Experience adjustments

The amount of the present value of the obligation, fair value of the plan assets, surplus or deficit in the plan, experience adjustments arising on plan liabilities and on plan assets for the previous five periods are given below:

## Gratuity

|  |  |  |  | (₹ in 000's) |
| :--- | ---: | ---: | ---: | ---: | ---: |

Leave Encashment

|  |  |  |  |  | ( $\mathrm{F}^{\text {in }} 000 \mathrm{o}$ s) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | As at Mar 31, 2019 | As at Mar 31, 2018 | As at Mar 31, 2017 | $\begin{array}{r} \text { As at } \\ \text { Mar 31, } 2016 \end{array}$ | As at Mar 31, 2015 |
| Defined benefit plan obligation | 33,770 | 33,634 | 35,818 | 33,449 | 29,057 |
| Fair Value of Plan assets | 26,291 | 29,406 | 32,766 | 25,953 | 21,892 |
| Surplus/ (deficit) | $(7,479)$ | $(4,228)$ | $(3,052)$ | $(7,496)$ | $(7,165)$ |
| Experience adjustment on plan liabilities (Gain)/ Loss | 4,727 | 4,418 | (709) | 2,101 | $(5,294)$ |
| Experience adjustment on plan assets Gain/ (Loss) | 378 | (837) | 4,524 | $(1,583)$ | 444 |

## I. Other Long Term Incentive:

Liability for Long term incentive plan is determined based on actuarial valuation which has been carried out using the projected unit credit method. The assumptions used for valuation are:
(₹ in 000's)

| (₹ in 000's) |  |  |  |
| :---: | :---: | :---: | :---: |
| Sr. No. | Particulars | FY 2018-19 | FY 2017-18 |
| 1 | Defined benefit obligation | 22,949 | 24,478 |
| 2 | Expenses recognized in the income statement during the year | 40,553 | 44,149 |
| Actuarial assumptions used |  |  |  |
| 1 | Discount rate | 6.3\% p.a. for Sept. 19 payout 6.5\% p.a. for Sept. 20 payout | 6.3\% p.a. for Sept. 19 payout |
| 2 | Attrition rate | $\begin{array}{r} \text { Upto } 40 \text { years } \\ 30 \% \text { p.a. } \\ \text { Above } 40 \text { years } \\ 15 \% \text { p.a. } \end{array}$ | $\begin{array}{r} \text { Upto } 40 \text { years } \\ 30 \% \text { p.a. } \\ \text { Above } 40 \text { years } \\ 15 \% \text { p.a. } \end{array}$ |
| 3 | Mortality table | IALM 2012-14 (Ultimate) | IALM 2012-14 (Ultimate) |

## Notes to Accounts

## 17 Sector-wise percentage of business (as certified by the Management)

Sector wise break-up of policies issued, lives covered and gross premium underwritten during the period is as follows:

| Sector |  | FY 2018-19 | FY 2017-18 |
| :---: | :---: | :---: | :---: |
| Rural - Number of policies |  | 35,895 | 45,796 |
|  | - Percentage of total policies | 37.39\% | 40.45\% |
| Social | - Gross premium underwritten for new lives (₹ 000 's) | 7,108 | 7,919 |
|  | - Number of policies issued | 13 | 44 |
|  | - Number of new lives covered | 35,227 | 24,705 |
|  | - Percentage of total group lives | 4.62\% | 4.63\% |
| Total | - Number of policies | 96,007 | 113,211 |
|  | - Number of total group lives | 666,509 | 420,351 |

As per Insurance Regulatory and Development Authority of India (Obligations of Insurers to Rural and Social Sectors) Regulations, 2015, the following disclosure is made related to rural and social sector obligations.

| Particulars | Regulatory requirement for the year | Actual |
| :--- | ---: | ---: |
| Rural Sector (\%) | $20 \%$ | $37.39 \%$ |
| Social Sector (\%) | $5 \%$ | $6.60 \%$ |

18 Risks retained and reinsured
(₹ in 000's)

| Particulars | Sum at Risk* |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Individual |  |  |  |
|  | As at March 31, 2019 |  | As at March 31, 2018 |  |
|  | Amount | Percentage | Amount | Percentage |
| Risk Retained | 208,851,324 | 75.79\% | 193,236,182 | 76.61\% |
| Risk Reinsured | 66,705,483 | 24.21\% | 59,004,227 | 23.39\% |
| Total | 275,556,807 | 100.00\% | 252,240,409 | 100.00\% |


| Particulars | Group |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | As at March 31, 2019 |  | As at March 31, 2018 |  |
|  | Amount | Percentage | Amount | Percentage |
| Risk Retained | 457,304,492 | 65.01\% | 404,227,671 | 64.13\% |
| Risk Reinsured | 246,137,802 | 34.99\% | 226,117,678 | 35.87\% |
| Total | 703,442,293 | 100.00\% | 630,345,349 | 100.00\% |

(*including Rider sum at risk)
Treaties with reinsurance companies are in place for reinsuring the lives where the cover is in excess of the company's reinsurance and retention policy.

## Notes to Accounts

## 19 Taxation

I. Direct Taxes

## i. Provision for Current Tax

The company carries on life insurance business and therefore the provisions of section 44 read with the rules contained in the first schedule to the Income Tax Act, 1961 are applicable for the computation of profits and gains from business. Provision for current Tax of ₹ 5,454 thousands is provided in the books.

## Deferred Taxes

According to Accounting standard 22 on "Accounting for Taxes on Income," deferred tax assets as specified under section 133 of the Companies Act, 2013 read with Rule 7 of Companies (Accounts) Rules, 2014 are recognized only to the extent that there is reasonable certainty of sufficient future taxable income that will be available, against which such deferred tax assets can be realized. In situations where the company has unabsorbed depreciation or carry forward tax losses, all deferred tax assets are recognized only if there is virtual certainty supported by convincing evidence that they can be realized against future taxable profits.

As Life Insurance Business has a long gestation period and in the view of the resultant uncertainty, the Company has concluded that it would not be prudent to recognize deferred tax assets.

## ii. Transfer pricing

As per the provisions of the Income Tax Act, 1961, the company is required to use certain specified methods in assessing that foreign transactions with associated enterprises are carried out at an arm's length price. The company is also required to maintain prescribed information and documents to support such an assessment. The appropriate method to be adopted depends on the nature of transactions/ class of transactions, class of associated persons, functions performed and other factors as prescribed. Based on certain internal analysis carried out by the Company, the management believes that, the transactions relating to rendering of services and payment of commissions to associated enterprises were carried out at arm's length prices.

## II. Indirect Taxes

Goods and Services Tax liability (GST) on output service is set-off against the GST credits available from tax paid on input services and unutilized credits, if any, are carried forward under "Advances and other assets" for future set off.

## 20 Operating lease commitments

In accordance with Accounting Standard 19 on 'Leases' specified under section 133 of the Companies Act, 2013 read with Rule 7 of Companies (Accounts) Rules, 2014, the details of leasing arrangements entered into by the Company are as under:
I. The Company has entered into agreements in the nature of Lease/ Leave and License Agreements with different lessors/ licensors for the purpose of establishment of office premises. These are in the nature of operating lease. Some of these lease arrangements contain provisions for renewal escalation. Future minimum lease payments under noncancellable operating leases are tabulated hereunder:
(₹ in 000's)

| Particulars | FY 2018-19 | FY 2017-18 |
| :--- | ---: | ---: |
| Operating Lease Rental charged to Revenue Account <br> (forming part of Rent, Rates \& Taxes under Schedule 3) | 141,272 | 134,607 |

## Notes to Accounts

## II. Operating lease commitments

(₹ in 000's)

| Particulars | FY 2018-19 | FY 2017-18 |
| :--- | ---: | ---: |
| Not later than 1 year | 22,241 | 56,377 |
| Later than 1 year but not later than 5 years | 5,747 | 21,790 |
| Later than 5 years | --- | - |

## 21 Details of related parties and transactions with related parties

As per Accounting Standard 18 on 'Related Party Disclosures' specified under section 133 of the Companies Act, 2013 read with Rule 7 of Companies (Accounts) Rules, 2014, details of the related parties, nature of the relationship are as mentioned below:
I. List of Related parties and nature of relationship:

| Sr No. | Nature of relationship | Name of related party |
| :---: | :---: | :---: |
| 1 | Joint Venture Company | - Bank of India <br> - Union Bank of India <br> - Dai-ichi Life Holdings, Inc. |
| 2 | Key Management Personnel | - Mr. Girish P. Kulkarni - MD \& CEO <br> - Mr. Hitoshi Yamaguchi - Dy. CEO \& CFO (upto 31 ${ }^{\text {st }}$ Mar 2019) <br> - Mr. Rakesh Kumar - Company Secretary <br> - Mr. Abhay Tewari - Appointed Actuary <br> - Mr. Venkat Yadagani - Chief Investment Officer <br> - Mr. ABE, Yuichiro - Chief Risk Officer <br> - Mr. Gnana William - Head Audit <br> - Ms. Sreemaya Athikkat - Head Compliance <br> - Mr. Abhay Mehra - Chief Distribution Officer <br> - Mr. Sanjay Karnatak - Chief Technology \& Digital Officer |
| 3 | Regional Rural Bank | - Gramin Bank of Aryavart sponsored by Bank of India <br> - Jharkhand Gramin Bank sponsored by Bank of India <br> - Narmada Jhabua Gramin Bank sponsored by Bank of India <br> - Vidharbha Konkan Gramin Bank sponsored by Bank of India <br> - Kashi Gomti Samyut Gramin Bank sponsored by Union Bank of India |
| 4 | Subsidiaries of Joint Venture Company | - BOI AXA Investment Managers Private Limited <br> - Union Asset Management Company Private Limited |
| 5 | Associated Company of Joint Venture Company <br> (Bank of India) | - STCI Finance Ltd. |
| 6 | Associated Company of Joint Venture Company <br> (Dai-ichi Life Holdings, Inc.) | - DLI Asia Pacific Pte. Ltd. <br> - The Dai-ichi Life Insurance Company Limited |
| 7 | Ms. Neharika Vohra (Director in the Company / Associate Company) | - ZEE Entertainment Enterprises Limited |
| 8 | Mr. Rajkiran Rai G (Director in the Company / Associate Company) | - EXIM Bank |
| 9 | Significant Influence | - Star Union Dai-ichi Life Insurance Company Limited Employees Gratuity Trust <br> - Star Union Dai-ichi Employees Group Leave Encashment Trust <br> - SUD Life Foundation |

[^5]
## Notes to Accounts

II. Disclosures of transactions with related parties have been set out in a separate statement, annexed to this schedule as Appendix 1.

## 22 Segmental Reporting

As per the requirements of Accounting Standard 17 on "Segmental Reporting" specified under section 133 of the Companies Act 2013 read with Rule 7 of Companies (Accounts) Rules, 2014 and in conjunction with the IRDA (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulations, 2002 the company is required to prepare segment wise financial statements. Premium income, commission, investments and other income are attributable to the respective business segments. The operating expenses are allocated as mentioned in point no. 14 of Schedule 16A. Segment revenue and results have been disclosed in the Financial Statements. Segment assets and liabilities have been identified to the extent possible and furnished in Appendix 2. There are no reportable geographical segments since the Company provides services to customers in the Indian market only and does not distinguish any reportable regions within India.

The Company does not have variable insurance plans (VIPs) for the year ended March 31, 2019.
The accounting policies used in segmental reporting are same as those used in the preparation of the financial statements.

## 23 Summary of Financial Statements

The Summary of Financial Statements has been set out in a separate statement, annexed to this schedule as Appendix 3.
24 Accounting Ratios as prescribed by the Master circular on Preparation of Financial Statements and Filing of Returns (Circular No. IRDA/ F\&A/ Cir/ 232/ 12/ 2013 dated 11.12 .2013 ) issued by IRDAI, the disclosure in respect of the above is as under:

| Sr. <br> No. | Particulars | FY 2018-19 | FY 2017-18 |
| :---: | :---: | :---: | :---: |
| 1 | New Business premium income growth |  |  |
|  | Participating Individual Life | 38.86\% | 85.05\% |
|  | Non Participating |  |  |
|  | - Group Life | 17.30\% | 69.27\% |
|  | - Individual Life | 8.99\% | (9.13\%) |
|  | - Individual Annuity | (55.10\%) | (21.87\%) |
|  | - Individual Pension | (61.62\%) | (8.46\%) |
|  | - Individual Health | (42.21\%) | (58.39\%) |
|  | Linked |  |  |
|  | - Individual Life | 4.95\% | 35.53\% |
|  | - Individual Pension | NA | (100.00\%) |
|  | - Group Life | NA | (100.00\%) |
| 2 | Net retention ratio | 0.9812 | 0.9804 |
| 3 | Ratio of expenses of management* | 23.46\% | 24.52\% |
| 4 | Commission ratio | 7.52\% | 8.00\% |
| 5 | Ratio of policyholders' liabilities to shareholders' funds | 13.3050 | 13.5321 |
| 6 | Growth rate of shareholders' funds | 0.1921 | 0.1736 |
| 7 | Ratio of surplus to policyholders' liability | 0.0140 | 0.0138 |
| 8 | Change in net worth (₹ in 000's) | 966,996 | 744,651 |
| 9 | Profit after tax / Total income | 3.80\% | $3.27 \%$ |
| 10 | (Total Real Estate + Loans) / Cash \& invested assets | 0.10\% | 0.13\% |
| 11 | Total investments / (Capital + Surplus)\# | 13.3223 | 13.0632 |
| 12 | Total affiliated investments / (Capital + Surplus) | 2.94\% | 3.35\% |

## Notes to Accounts

| Sr. <br> No. | Particulars | FY 2018-19 | FY 2017-18 |
| :---: | :---: | :---: | :---: |
| 13 | Investment Yield (Gross and Net) |  |  |
|  | With Realized Gains: |  |  |
|  | - Shareholders' Funds | 7.25\% | 8.01\% |
|  | - Policyholders' Funds Non Linked | 8.38\% | 8.60\% |
|  | - Par | 9.14\% | 8.87\% |
|  | - Non Par | 8.16\% | 8.51\% |
|  | Policyholders' Linked Non Par | 11.11\% | 17.33\% |
| With Unrealized Gains: |  |  |  |
| - Shareholders' Funds |  | 7.26\% | 6.29\% |
| - Policyholders' Funds Non Linked |  | 9.09\% | 5.31\% |
| - Par |  | 8.49\% | 5.34\% |
| - Non Par |  | 9.26\% | 5.30\% |
| - Policyholders' Linked Non Par |  | 11.76\% | 8.97\% |
| 14 | Conservation Ratio |  |  |
| - Participating Individual Life |  | 77.00\% | 77.43\% |
| - Non Participating Individual Life |  | 80.31\% | 78.94\% |
| - Non Participating Individual Pension |  | 78.75\% | 79.75\% |
| - Non Participating Individual Health |  | 83.94\% | 71.19\% |
| - Linked Individual Life |  | 72.86\% | 70.81\% |
| - Linked Individual Pension |  | 88.70\% | 87.46\% |
| - Total (Individual + Group) |  | 79.05\% | 76.44\% |
| 15 | Persistency Ratio ** |  |  |
|  | Including Single Premium Policies: |  |  |
| For 13th month (Annualized premium basis) |  | 74.22\% | 71.78\% |
| For 25th month (Annualized premium basis) |  | 63.18\% | 59.58\% |
| For 37th month (Annualized premium basis) |  | 54.56\% | 44.68\% |
| For 49th month (Annualized premium basis) |  | 43.04\% | 57.88\% |
| For 61st month (Annualized premium basis) |  | 53.05\% | 68.96\% |
| For 13th month (NOP basis) |  | 65.56\% | 64.25\% |
| For 25th month (NOP basis) |  | 55.89\% | 49.09\% |
| For 37th month (NOP basis) |  | 43.71\% | 38.15\% |
| For 49th month (NOP basis) |  | 35.97\% | 37.79\% |
| For 61st month (NOP basis) |  | 33.67\% | 35.37\% |
| 16 | NPA Ratio |  |  |
|  | Gross NPA Ratio | NIL | NIL |
|  | Net NPA Ratio | NIL | NIL |
| 17 | Solvency Ratio | 2.53 | 2.78 |

*1) also includes expenses as shown in provisions for doubtful debts \& bad debts
\#2) Investments in schedule 8, 8A, 8B and 9.
${ }^{* *} 3$ ) The following methodology is adopted for the purpose for calculation of Persistency:
i) The Persistency ratios are calculated in accordance with the IRDAI circular no.

IRDA/ ACT/ CIR/ MISC/ 035/ 01/ 2014 dated January 23, 2014.

## Notes to Accounts

## 25 Earnings per equity share

In accordance with Accounting Standard 20 on 'Earnings Per Share' specified under section 133 of the Companies Act, 2013 read with Rule 7 of Companies (Accounts) Rules 2014, basic earnings per share is calculated by dividing the net profit or loss in the shareholders' account by the weighted average number of equity shares outstanding during the period.

The computation is set out below:

| Particulars | FY 2018-19 | FY 2017-18 |  |
| :--- | :--- | ---: | ---: |
| Net profit/ (loss) as per profit \& loss account available for equity shareholders <br> for both basic \& diluted earnings per equity share (₹ in 000 's) | $1,015,299$ | 758,945 |  |
| B) | Weighted average number of equity shares (in 000 's) | 258,964 | 258,964 |
| C) | Earnings per share (Basic and Diluted) (₹) A/ B | 3.92 | 2.93 |
| D) | Nominal value of share | 10 | 10 |

Note: As there are no dilutive equity shares issued or potential equity shares, no reconciliation between the denominator used for computation of basic and diluted earnings per share is necessary.

## 26 The Micro, Small and Medium Enterprises Development Act, 2006

Under the Micro, Small and Medium Enterprises Development Act, 2006, certain disclosures are required to be made relating to micro, small and medium enterprises.

According to information available with the management, on the basis of intimation received from suppliers, regarding their status under the Micro, Small and Medium Enterprises Development Act, 2006 (MSMED Act), the Company has amounts due to micro and small enterprises under the said Act as follows:

|  |  | ( $\mathrm{F}^{\text {in }} 000 \mathrm{o}$ s) |
| :---: | :---: | :---: |
| Particulars | As at | As at |
| a) (i) Principal amount remaining unpaid to supplier under the MSMED Act, 2006 | -- | -- |
| (ii) Interest on a) (i) above | -- | -- |
| b) (i) Amount of Principal paid beyond the appointed date | -- | -- |
| (ii) Amount of interest paid beyond the appointed date (as per section 16 of the said Act) | -- | -- |
| c) Amount of interest due and payable for the period of delay in making payment, but without adding the interest specified under section 16 of the said Act | -- | -- |
| d) Amount of interest accrued and due | -- | -- |
| e) Amount of further interest remaining due and payable even in succeeding years | -- | -- |

## 27 Controlled Fund

The disclosure related to controlled fund as required by the Master circular on Preparation of Financial Statements and Filing of Returns (Circular No. IRDA/ F\&A/ Cir/ 232/ 12/ 2013 dated 11.12.2013) issued by IRDAI has been set out in a separate statement, annexed to this schedule as Appendix 4.

28 As required by the Master circular on Preparation of Financial Statements and Filing of Returns (Circular No. IRDA/ F\&A/ Cir/ 232/ 12/ 2013 dated 11.12 .2013 ) issued by IRDAI, the fund-wise Revenue Account and Balance Sheet for Unit Linked Business is set out in separate statement annexed to this schedule as Appendix 5.

## Notes to Accounts

## 29 Penal Actions taken by various Government Authorities

As required by the Master circular on Preparation of Financial Statements and Filing of Returns (Circular No. IRDA/ F\&A/ Cir/ 232/12/2013 dated 11.12.2013) issued by IRDAI, disclosure in respect of the above is as under:

| Sr <br> No. | Authority | Noncompliance/ violation |  | Amount (₹ in 000's) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Penalty levied |  | Penalty paid |  | Penalty waived/ reduced |  |
|  |  | $\begin{gathered} \text { FY } \\ 18-19 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 17-18 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 18-19 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 17-18 \\ \hline \end{gathered}$ | $\begin{gathered} \text { FY } \\ 18-19 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 17-18 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 18-19 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 17-18 \end{gathered}$ |
| 1 | Insurance Regulatory and Development Authority of India | 1 | NIL | 100 | NIL | 100 | NIL | NIL | NIL |
| 2 | GST/ Service Tax Authorities | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 3 | Income Tax Authorities | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 4 | Any other Tax Authorities | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 5 | Enforcement Directorate/ Adjudicating Authority/ Tribunal or any Authority under FEMA | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 6 | Registrar of Companies/ NCLT/ CLB/ Department of Corporate Affairs or any Authority under Companies Act, 2013 | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 7 | Penalty awarded by any court/ tribunal for any matter including claim settlement but excluding compensation. | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 8 | Securities and Exchange Board of India | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 9 | Competition Commission of India | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 10 | Any other central / state/ local government / statutory authority | NIL | NIL | 6 | NIL | 1 | NIL | NIL | NIL |

30 As required by the Master circular on Preparation of Financial Statements and Filing of Returns (Circular No. IRDA/ F\&A/ Cir/ 232/ 12/ 2013 dated 11.12 .2013 ) issued by IRDAI, the disclosure for discontinued linked policies [IRDA (Treatment of Discontinued Linked Insurance Policies) Regulations, 2010] is as follows:

| Particulars | FY 2018-19 | FY 2017-18 |
| :---: | :---: | :---: |
| Number of policies discontinued during the year | 8,572 | 9,032 |
| \% age (discontinued to total policies) for all products during the year | 7.35\% | 6.80\% |
| - Dhan Suraksha 3 | 0.01\% | 0.13\% |
| - Dhan Suraksha Premium 3 | -- | 0.10\% |
| - Prabhat Tara 3 | -- | 0.12\% |
| - Dhan Suraksha Express | -- | 0.18\% |
| - Dhan Suraksha Plus | 14.43\% | 17.04\% |
| - Wealth Builder Plan (Single Premium Product) | 0.01\% | 0.01\% |
| Number and \% age of policies revived during the year | $\begin{aligned} & \text { No. of Policies - 2,043 } \\ & \text { Percentage - } 1.18 \% \end{aligned}$ | $\begin{array}{r} \text { No. of Policies }-2,711 \\ \text { Percentage }-1.65 \% \end{array}$ |
| Charges imposed on account of discontinued policies- gross (₹ in 000's) | 16,438 | 15,318 |
| Charges readjusted on account of revival of discontinued policies (₹ in 000's) | 3,141 | 3,850 |

## Notes to Accounts

## Movement of Discontinued Linked Policies

| (₹ in 000's) |  |
| :--- | ---: | ---: | ---: |
| Particulars |  |
| As at |  |

*Out of above ₹ 73,231 thousands is payable as at March 31,2019 (₹ 117,140 thousands as at March 31,2018 ).
31 As required by the Master circular on Unclaimed amounts of policyholders (Circular No IRDA/ F\&A/ CIR/ MISC/ 173/ 07/ 2017 dated 25.07.2017) issued by IRDAI, the disclosure pertaining to unclaimed amount of Policyholders is as under:
I. Statement showing the Age-wise Analysis of the unclaimed amount of the Policyholders as at March 31, 2019 (CY) and as at March 31, 2018 (PY) is as under:

| Particulars | Total Amt |  | ( $₹$ in 000 's) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Age-wise Analysis (in months) |  |  |  |  |  |  |
|  |  |  | 0-6 | 7-12 | 13-18 | 19-24 | 25-30 | 31-36 | 36-120 |
| Claims settled but not paid to the Policyholders / beneficiaries due to any reasons except under litigation from the Policyholders / beneficiaries | CY | 7,033 | 5,380 | -- | -- | 36 | 1,477 | 140 | -- |
|  | PY | 3,852 | 607 | 682 | 2,448 | 115 | -- | -- | -- |
| Sum due to the Policyholders / beneficiaries on maturity or otherwise | CY | 80,633 | 16,117 | 21,101 | 4,927 | 6,140 | 7,737 | 7,882 | 16,729 |
|  | PY | 180,257 | 22,750 | 35,097 | 39,921 | 26,440 | 11,920 | 3,446 | 40,683 |
| Any excess collection of the premium / tax or any other charges which is refundable to the Policyholders / beneficiaries either as terms of conditions of the policy or as per law or as may be directed by the Authority but not refunded so far | CY | 5,843 | 1,163 | 154 | 744 | 515 | 586 | 702 | 1,979 |
|  | PY | 15,482 | 3,239 | 3,644 | 1,927 | 1,796 | 1,611 | 1,014 | 2,251 |
| Cheques issued but not encashed by the Policyholder / beneficiaries* | CY | 66 | -- | -- | -- | -- | - | -- | 66 |
|  | PY | 1,127 | 363 | 117 | 30 | 50 | 146 | 297 | 124 |

[^6](Note: As required by the Circular No. IRDA/F\&A/CIR/MISC/173/07/2017 dated 25.07.2017 issued by IRDAI, there is no unclaimed amount of policyholders is outstanding for a period of more than 10 years required to be transferred to Senior Citizens' Welfare Fund (SCWF)).

## Notes to Accounts

II. As required by the Circular No. IRDA/ F\&A/ CIR/ MISC/ 173/07/2017 dated 25.07.2017 issued by IRDAI, the disclosure for the unclaimed amounts and investment income thereon is as follows:

| (₹ in 000's) |  |  |
| :---: | :---: | :---: |
| Particulars | As at <br> March 31, 2019 | As at <br> March 31, 2018 |
| Opening balance | 200,718 | 644,302 |
| Add: Amount transferred to unclaimed amount | 272,934 | 1,580,953 |
| Add: Cheques issued out of the unclaimed amount but not encashed by the policyholders (to be included only when the cheques are stale) | 7,411 | 9,941 |
| Add: Investment Income (Net of FMC) | 12,073 | 29,616 |
| Less: Amount paid/ withdrawn during the year | 399,561 | 2,064,094 |
| Less: Amount transferred to SCWF <br> (net of claims paid in respect of amounts transferred earlier) | -- | --- |
| Closing Balance of Unclaimed Amount | 93,575 | 200,718 |

III. Break-up of Unclaimed Fund Assets:

| Particulars | (₹ in 000's) |
| :--- | ---: | ---: |
| As at |  | | As at |
| ---: |
| March 31, 2018 |

32 Statement containing names, descriptions, occupations of and directorships held by the persons in charge of management of the business under section $11(3)$ of the Insurance Act, 1938 as amended by Insurance Laws (Amendment) Act, 2015 is as follows:

| Sr. <br> No. | Name | Description | Directorship held | Occupation |
| :--- | :--- | :--- | :--- | :--- |
| 1 | Mr. Girish P. Kulkarni | Managing Director \& CEO | Star Union Dai-ichi Life <br> Insurance Co. Ltd. | Employment |

33 As required by the Master circular on Preparation of Financial Statements and Filing of Returns (Circular No. IRDA/ F\&A/ Cir/ 232/ 12/ 2013 dated 11.12 .2013 ) issued by IRDAI, expenses incurred under the following heads are as follows:
(₹ in 000's)

| Particulars | FY 2018-19 | FY 2017-18 |
| :--- | ---: | ---: |
| Outsourcing expenses | 117,004 | $\mathbf{2 7 7 , 6 0 4}$ |
| Marketing support \& advertisements | 231,071 | 156,802 |
| Business development |  |  |

## Notes to Accounts

## 34 As required by Corporate Governance Guidelines for Insurance Companies, following disclosure are made:

| Sr. <br> No. | Particulars | Remarks |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 1) | Quantitative and qualitative information on the insurer's financial and operating ratios, namely, incurred claim, commission and expenses ratios. | Ratio* | FY 2018-19 | FY 2017-18 |
|  |  | Commission | 7.52\% | 8.00\% |
|  |  | Claims | 45.58\% | 53.77\% |
|  |  | Expenses | 16.57\% | 17.49\% |
|  |  | *as a percentage of premium income |  |  |
| 2) | Solvency margin | The actual solvency margin of the Company as on March 31, 2019 stands at 2.53 times (as at March 31, 2018 stands at 2.78 times) as against regulatory requirement of 1.50 times. |  |  |
| 3) | Policy Persistency Ratio (Annualized premium basis) <br> (Based on actuarial report) | Policy Persistency Ratio (13 ${ }^{\text {th }}$ Month): including Single Premium 74.22\% as at March 31, 2019 (previous year ended March 31, 2018 is $71.78 \%$ ) |  |  |
| 4) | Financial performance \& financial position | Refer Summary of Financial Statement \& Accounting Ratios as per Note No. 23 \& 24 of Notes to accounts |  |  |
| 5) | Risk management architecture | The Risk Management is a Board driven function with oversight by Risk Management Committee of Board (RMCB). The Committee has its members Chairman, MD \& CEO and three directors. <br> Risk Management Committee of Board is supported by Risk Management Committee of Executives (RMCE) which is constituted by CEO and consists of Chief Risk Officer, Chief Compliance Officer, Chief of Internal Audit, Appointed Actuary, Chief of Investments, Chief of Operations and Finance Controller as permanent members with CRO heading the committee. In addition to these permanent members, other department heads or their nominees are invited to the RMCE meetings as may be required. The CRO periodically reports to Dy. CEO, MD \& CEO on the findings and discussions in RMCE. <br> Risk Management function overviews, monitors and undertakes the responsibility of various risks like insurance risk, investment risk, operational risk, business continuity risk, information and cyber security risks etc., at an enterprise level. |  |  |
| 6) | Elements of remuneration package (including incentives) of MD \& CEO and all other directors and key management persons | For MD \& CEO remuneration kindly refer Note No. 9 and for other Directors and Key Management Persons refer Directors Report. |  |  |
| 7) | Pecuniary relationships or transactions of the Non-Executive Directors | 1) Sitting fees paid to the Non-Executive Directors during the year ended March 31, 2019 amounting to ₹ 3,690 thousands (previous year ₹ 3,310 thousands). |  |  |
| 8) | Payments made to group entities from the Policyholders Funds | Refer Appendix 1 (Related Party Transactions) |  |  |
| 9) | Any other matters, which have material impact on the insurer's financial position. | -- |  |  |

## Notes to Accounts

10) Details of claims intimated, disposed and pending with details of duration:

| Particulars | As at <br> March 31, 2019 | As at <br> March 31, 2018 |
| :---: | :---: | :---: |
| No. of claims outstanding at the beginning of the year | 15 | 21 |
| Add: No. of claims reported during the year | 6,698 | 6,130 |
| Less: |  |  |
| No. of claims settled during the year | 6,389 | 5,697 |
| No. of claims repudiated/rejected/ unclaimed during the year | 317 | 439 |
| No. of claims written back | 0 | 0 |
| No. of claims outstanding at the end of the year | 7 | 15 |
| Details of duration of outstanding claims: |  |  |
| Less than 3 months | 4 | 15 |
| 3 months to 6 months | 2 | 0 |
| 6 months to 1 year | 1 | 0 |
| 1 year and above | 0 | 0 |

(Note: above data pertains to Death Claims)

## 35 Disclosures on other work given to auditors

With reference to clause 8A Annexure 7 IV (C) of Corporate Governance Guidelines issued by IRDAI on May 18, 2016, the remuneration paid to statutory auditors/ internal auditors for services other than yearly statutory/ internal audit are disclosed below:
(₹ in 000's)

| Name of the Auditor | Services rendered | FY 2018-19 | FY 2017-18 |
| :--- | :--- | ---: | ---: |
| S. Jaykishan | Audit / limited review of quarterly results | 1,415 | 1,270 |
| S. Jaykishan | Certifications | 50 | 50 |
| B. N. Kedia \& Co. | Audit / limited review of quarterly results | 1,415 | 920 |
| B. N. Kedia \& Co. | Certifications | 40 | 40 |
| K. S. Aiyar \& Co. | Audit / limited review of quarterly results |  | -- |
| K. S. Aiyar \& Co. | Certifications | -- | 350 |

## 36 NAV for applications received on the last business day of the year

The company has complied with the direction indicated in Schedule I-B11(d) of the IRDAI Investment Regulations, 2016 related to applicable NAV for the applications received on the last business day of the financial year.

## 37 Securities Lending and Borrowing (SLB) Mechanism

Equity shares lent under Securities Lending and Borrowing (SLB) mechanism are recognized in the Balance sheet as assets as the company continues to be the beneficial owner of these securities.

The market value of shares lent by the Company under SLB and outstanding as on March 31, 2019 is ₹ NIL (As at March 31, 2018 is ₹ NIL).

## Notes to Accounts

## 38 Reverse Repo transactions in Government Securities/ Corporate Debt Securities

There are no reverse repo transactions during the period. Disclosures pursuant to IRDAI notification ref IRDA/ F\&I/ CIR/ INV/ 250/12/2012 dated December 4, 2012 is as under:
( $₹$ in 000's)

| Particulars | Minimum outstanding during the period |  | Maximum outstanding during the period |  | Daily average outstanding during the period |  | Outstanding as at |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY 2019 | FY 2018 | FY 2019 | FY 2018 | FY 2019 | FY 2018 | FY 2019 | FY 2018 |
| Securities sold under Repo |  |  |  |  |  |  |  |  |
| 1) Government Securities | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 2) Corporate debt securities | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| Securities purchased under Reverse Repo |  |  |  |  |  |  |  |  |
| 1) Government Securities | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |
| 2) Corporate debt securities | NIL | NIL | NIL | NIL | NIL | NIL | NIL | NIL |

## 39 Exposure to NCD's of Tata Sons Private Limited

The Company has an exposure to $7.90 \%$ Tata Sons 2032 fully paid up Non- Convertible Debentures (NCDs) of Tata Sons Private Limited amounting to ₹ 60 Crore (Face Value) as at March 31, 2019. These NCDs are rated AAA by CRISIL and there is no overdue amount on these NCDs.

During the current FY 2018-19, Tata Sons Limited got converted to Tata Sons Private Limited (TSPL).
The provisions of Insurance Act stipulate that an insurer shall not out of controlled fund, invest or keep invested in the shares or debentures of any private limited company.

Considering the aforesaid provisions of Insurance Act, the Company in the best interest of the policyholders discussed the matter with TSPL, Life Insurance Council and the Authority. The requisite details have been submitted to the Authority, through Life Insurance Council.

Life Insurance Council vide its letter dated March 28, 2019 prayed to the Authority to provide further time so that Tata Sons can be approached once again to resolve the issue. Life Insurance Council further informed that IRDAI is likely to provide extension of time to Insurers and advised Insurers need not liquidate the exposure, in a hurry.

SUD Life would attempt to liquidate these NCDs of Tata Sons Private Limited at opportune time.

## 40 Exposure to NCD's of IL\&FS Limited

The Company has an exposure of ₹ 55 Crore (Face Value) to fully paid NCDs of Infrastructure Leasing \& Financial Services (IL\&FS) Limited as at March 31, 2019. Out of which, the exposure to Non Linked Funds (Life Segment) and Unit Linked Funds is ₹ 44 Crore and ₹ 11 Crore respectively.

The NCDs of IL\&FS Limited were rated AAA by ICRA and CARE at the time of investments. During August and September 2018, IL\&FS NCDs were downgraded from AAA rating to D rating, in three tranches, by ICRA and CARE rating agencies.

IL\&FS Limited defaulted on the due date i.e. December 5, 2018 of these NCDs aggregating to ₹ 12 Crore out of which principal amount of ₹ 10 Crore and Interest amount of about ₹ 2 Crore (interest was due on 2 securities with total Face Value of ₹ 20 Crore).

Due to non receipt of above amount of ₹ 12 Crore, the Company has taken the following actions:

1) Stopped recognizing interest income on all securities of IL\&FS Limited across the funds (both Non Linked \& Unit Linked Funds) effective December 5, 2018;

## Notes to Accounts

2) Reversed interest accrued till December 4, 2018, across all the funds aggregating to ₹ 3.52 Crore (₹ 2.54 Crore in Non Linked Funds and ₹ 0.98 Crore in ULIP Funds), out of which ₹ 0.64 Crore pertains to FY 2017-18 (₹ 0.37 Crore in Non Linked Funds and ₹ 0.27 Crore in Unit Linked Funds);
3) Provided for impairment @ $10 \%$ on ₹ 44 Crore (face value) under Non Linked Funds, amounting to ₹ 4.40 Crore, as a prudent measure;
4) Under Unit Linked funds, exposure of ₹ 11 Crore continues to be valued at $75 \%$ of the face value as per Investment Policy guidelines (effective from September 10, 2018, due to downgrade in credit rating from AA+ to BB);
Further, on December 12, 2018, securities amounting to ₹ 19 Crore under PA\&G segment, which got re-categorized as Other Investments due to downgrade in credit rating, were transferred from PA\&G Funds to Shareholders' Fund, at amortized cost, as per regulatory provisions.

IL\&FS Limited vide its letter dated December 11, 2018 informed the Company to take note of National Company Law Appellate Tribunal (NCLAT) order dated October 15, 2018 which, inter-alia, restricts actions or proceedings by Creditors against IL\&FS and its group companies until further orders.

NCLAT vide its Order dated February 25, 2019, required the Financial Institutions to take prior permission of the NCLAT to declare the accounts of IL\&FS or its entities as NPA. The outcome of RBI plea against this order (originally scheduled for March 29, 2019) was awaited on reporting date March 31, 2019. The company is continuously monitoring the developments related to IL\&FS Limited.

Further, following disclosures are made in respect of IL\&FS entities.
(₹ in 000's)

| Amount <br> Outstanding (1) | Of (1), Total amount of exposure which NPA's <br> as per IRAC norms and not classified as NPA (2) | Provisions required to be <br> made as per IRAC norms (3) | Provisions <br> actually held (4) |
| :--- | :--- | :--- | :--- |
| 550,000 | 550,000 | 55,000 | 71,500 |

In view of the above facts, the Company has treated these investments as performing assets.

## 41 Foreign Exchange Gain/ (Loss)

Transactions in foreign currencies are recorded at exchange rate prevailing on the date of transaction. The exchange difference between the rate prevailing on the date of transaction and on the date of settlement is recognized as income or expense, as the case may be. The amount of foreign exchange gain credited to Revenue Account is ₹ NIL (previous year net gain ₹ 14 thousands) and foreign exchange loss debited to Shareholders' account is ₹ 190 thousands (previous year net loss ₹ 121 thousands) for the year ended March 31, 2019.

## 42 Contribution to/ from Shareholders

During the year an amount of ₹ $1,001,016$ thousands (previous year ₹ 777,442 thousands) is transferred from Policyholders Account to Shareholders' Account on account of surplus generated from (a) Participating segment ₹ 23,082 thousands (previous year ₹ 20,604 thousands), (b) Non-Participating Segment ₹ 960,283 thousands (previous year ₹ 737,882 thousands) and (c) Unit Linked Segment ₹ 17,651 thousands (previous year ₹ 18,956 thousands).
The Shareholders have contributed ₹ 172,111 thousands (previous year ₹ 114,573 thousands) to the Policyholders' Account on account of deficit in the Policyholders' Account, Non Participating Segment ₹ NIL (previous year ₹ 17,765 thousands) and Unit linked segment ₹ 172,111 thousands (previous year ₹ 96,808 thousands).

## 43 Funds for Future Appropriation

During the year participating segment has generated a total surplus of ₹ 523,327 thousands (previous year ₹ 485,887 thousands) out of which an amount of ₹ 207,740 thousands (previous year ₹ 185,436 thousands) is distributed by way of bonus to participating policyholders and ₹ 23,082 thousands (previous year ₹ 20,604 thousands) is transferred to shareholders (one-ninth of the surplus allocated). The rest of the surplus of ₹ 292,505 thousands (previous year ₹ 279,847 thousands) is transferred to funds for future appropriations. Accumulated balance for Funds for Future Appropriation as at March 31, 2019 is ₹ $1,804,101$ thousands (as at March 31, 2018 ₹ $1,511,596$ thousands).

## Notes to Accounts

## 44 Corporate Social Responsibility (CSR) expenses

Company has contributed ₹ 22,498 thousands (previous year ₹ 14,000 thousand) towards CSR activities to SUD Life Foundation.

As per the requirements of Guidance note on accounting for expenditure on CSR activities issued by ICAI the following disclosure is given:
a) Gross amount required to be spent by the company during the year: The obligation of the Company to contribute 2\% of average profit of preceding three years to Corporate Social activities (CSR) is ₹ 9,970 thousands (previous year ₹ 5,830 thousands).
b) Amount spent during the period ended March 31, 2019:

|  |  | ( $₹$ in 000 's) |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Sr. No. | Particulars | In Cash | Yet to be paid in cash | Total |
| (i) | Construction / acquisition of any assets | - | - | - |
| (ii) | On purposes other than (i) above | - | - | - |

c) Details of related party transactions:

| (₹ in 000's) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sr. <br> No | Name of the related party | Nature of relationship with the company | Transaction | $\begin{array}{r} \text { As at March } \\ 31,2019 \end{array}$ | Receivable/ Payable as at March 31, 2019 | As at March 31, 2018 | Receivable/ Payable as at Dec. 31, 2017 |
| 1 | SUD Life Foundation | Significant influence | Contribution for CSR expenses | 22,498 | -- | 14,000 | -- |
|  |  |  | Reimbursement of expenses paid | 30 | -- | -- | - |

d) Company does not have outstanding provision with regard to the CSR expenses during the year ended March 31, 2019 (previous year ₹ NIL).
e) Break-up of CSR expenses:

| Sector in which project is covered | Project details | FY 2018-19 |
| :---: | :---: | :---: |
| Agriculture | Nulla bunding, drip irrigation | 18,354 |
| Education | Financial Support for construction of Amphitheatre | 1,680 |
| Rural development | Financial Support for installation of Solar Panel for purification of water and supply to community hall | 1,498 |
| Chief Minister Distress Relief Fund - Kerala Government | Contributed in CM Relief Fund at the time of Flood in Kerala | 500 |
| Overhead cost | For managing the project including Audit and Impact Assessment Fee etc. | 582 |
| Total |  | 22,614 |

(excess amount spent towards CSR expenses during the year has been carried forward from previous financial year)

## Notes to Accounts

## 45 Disclosure on government grants

Company has received grant from Singapore Government amounting to ₹ 1,276 thousands on account of expenses incurred are adjusted against the expenses in Policyholders A/c. There are no unfulfilled conditions attached to the grant.

## 46 Allocation of operating expense as per Expense of Management (EoM) Regulations, 2016

The overall expenses (commission and operating expenses) of the company are within the limits prescribed under the IRDAI (Expense of Management of Insurers transacting life insurance business) Regulations, 2016. Some of the product segments like pension/ annuity have higher initial expenses, as compared to the limits prescribed but, on overall basis the Company has been managing the expenses prudently and well within the limits prescribed by the regulator. The details of the same are as follows:
(₹ in 000's)

| Particulars | FY 2018-19 |  |  | FY 2017-18 |
| :---: | :---: | :---: | :---: | :---: |
|  | Allowable Expenses | Actual Expenses | Excess | Excess |
| Linked policies |  |  |  |  |
| Life | 1,257,040 | 775,029 | -- | -- |
| General Annuity \& Pension | 2,376 | 6,909 | 4,533 | 4,258 |
| Non-participating policies |  |  |  |  |
| Life | 4,548,837 | 3,098,942 | - | - |
| General Annuity \& Pension | 100,534 | 111,490 | 10,956 | 80,775 |
| Health | 113,823 | 101,572 | -- | -- |
| Participating policies |  |  |  |  |
| Life | 674,281 | 555,541 | -- | -- |
| Total | 6,696,891 | 4,649,483 | 15,490 | 85,033 |

The excess of the expenses as mentioned above have been charged to the Shareholders' Profit \& Loss Account, details of the same are as follows:
(₹ in 000's)

| Particulars |  |  |  | (₹ in 000's) |
| :---: | :---: | :---: | :---: | :---: |
|  | FY 2018-19 |  |  | FY 2017-18 <br> Excess (charged to shareholder) |
|  | Allowable expense (charged to Sch 3 A/c) | Actual expense | Excess (charged to shareholder) |  |
| Non-Participating Individual Annuity | 6,059 | 8,366 | 2,307 | 655 |
| Non-Participating Individual Pension | 93,945 | 102,880 | 8,935 | 80,375 |
| Linked Individual Pension | 2,376 | 6,909 | 4,533 | 4,258 |
| Total expenses | 102,380 | 118,155 | 15,775 | 85,288 |

## Notes to Accounts

47 Disclosures relating to Provisions for operating expenses (as per Accounting Standard 29 on "Provisions, Contingent Liabilities \& Contingent Assets)

(*withdrawn as no longer required)

## 48 Policyholders' liabilities adequately backed by assets:

| (₹ in 000's) |  |
| :--- | ---: | ---: |
| Particulars |  |
| As at |  |
| ( |  |

## 49 Interim Dividend:

The Board at its meeting held on February 09, 2019 has declared an Interim Dividend ₹ 0.20 per share of the Company to its Shareholders amounting to ₹ 62,439 thousands (including dividend distribution tax of ₹ 10,646 thousands) (previous year ₹ NIL).

As per our report of even date attached

For S. Jaykishan
Chartered Accountants ICAI Firm Reg.:309005E

## CA Sunirmal Chatterjee <br> Partner

Membership No:017361

Place: Mumbai
Date: April 26, 2019

For B. N. Kedia \& Co.
Chartered Accountants ICAI Firm Reg.:001652N

## CA S.K. Kedia

Partner
Membership No: 052579

## Akihiko Tanaka <br> Dy. CEO \& CFO

## Abhay Tewari

Appointed Actuary

Rakesh Kumar
Company Secretary FCS - 7081

Place: Mumbai
Date: April 26, 2019

For and on behalf of the Board of Directors

Rajkiran Rai $\mathbf{G}$.
Chairman
D.I.No. 07427647
S. Ravi
Director
D.I.No. 00009790

Girish Kulkarni MD \& CEO D.I.No. 01683332

## D. P. Sharma

 DirectorD.I.No. 08238895

## Related Party Transactions

(₹ in 000's)

| Sr. No. | Name of the Related Party | Nature of Relationship with the Company | Description of Transaction / Categories | Upto the year ended 31 ${ }^{\text {st }}$ March, 2019 | Receivable/ (Payable) as at $31^{\text {st }}$ March, 2019 | Upto the year ended $31^{\text {st }}$ March, 2018 | Receivable/ (Payable) as at 31 ${ }^{\text {st }}$ March, 2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Bank of India | Joint Venture Partner | Placement of deposits | - | 67,300 | - | 67,300 |
|  |  |  | Deposits matured/withdrawal | - | - | 123,500 |  |
|  |  |  | Interest income on deposits | 8,807 | 35,200 | 20,764 | 26,393 |
|  |  |  | Commission expenses | 779,843 | $(112,941)$ | 761,177 | $(89,301)$ |
|  |  |  | Administration expenses (as per PMJJBY scheme) | 43,218 | (558) | 43,259 | $(2,248)$ |
|  |  |  | Director sitting fees | 330 | - | 380 | - |
|  |  |  | Dividend paid | 15,000 | - | - | - |
|  |  |  | Bank charges | 299 | - | 325 | (43) |
|  |  |  | Premium income | 727,323 | - | 589,508 |  |
|  |  |  | Proposal Deposit Outstanding | - - | $(2,262)$ | - | $(3,445)$ |
|  |  |  | Bank balances (as per books) | - | 300,707 | - | 227,505 |
| 2 | Union Bank of India | Joint Venture Partner | Placement of Deposits | - | 94,400 | - | 94,400 |
|  |  |  | Deposits matured/withdrawal | - | - - | 89,100 | - |
|  |  |  | Interest Income on Deposits | 13,523 | 61,337 | 17,734 | 47,814 |
|  |  |  | Commission Expenses | 690,337 | $(112,206)$ | 633,740 | $(92,671)$ |
|  |  |  | Administration expenses (as per PMJJBY scheme) | 36,478 | (170) | 36,928 | (148) |
|  |  |  | Director Sitting Fees | 490 | - | 320 | - |
|  |  |  | Dividend paid | 13,000 | - | - | - |
|  |  |  | Bank Charges | 225 | (13) | 277 | (48) |
|  |  |  | Premium Income | 539,481 | - - | 513,701 | - - |
|  |  |  | Proposal Deposit Outstanding | - | $(3,457)$ | - | $(3,716)$ |
|  |  |  | Bank Balances (as per books) | - | 400,221 | - | 363,400 |
|  |  |  | Investment in Perpetual Bond | - | 15,000 | - | 15,000 |
|  |  |  | Interest Income on Perpetual Bond | 1,328 | 1,051 | 1,328 | 1,051 |
| 3 | Dai-ichi Life Holdings, Inc. | Joint Venture Partner | Reimbursement of Expenses (Oufflow) | 6,328 | - | 3,061 | - |
|  |  |  | Reimbursement of Expenses (Inflow) | 2,584 | - | 1,709 | - |
|  |  |  | Director Sitting Fees | 670 | - | 670 | - |
|  |  |  | Dividend paid | 23,793 | - | - | - |
| 4 | Gramin Bank of <br> Aryavart <br> (formerly known <br> as Aryavart <br> Kshetriya <br> Gramin Bank) | Regional Rural Bank sponsored by Bank of India | Commission Expenses | 1,800 | (259) | 684 | (122) |
|  |  |  | Administration expenses (as per PMJJBY scheme) | 7,838 | (52) | 7,083 | $(1,562)$ |
|  |  |  | Bank Charges | 0 | - | 0 | - |
|  |  |  | Premium Income | 72,868 | - | 57,011 | - |
|  |  |  | Claims | 33,771 | - | 19,057 | - |
|  |  |  | Bank Balances (as per books) | - | 2,506 | - | 3,623 |


|  |  |  |  |  |  |  | s) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sr. <br> No. | Name of the Related Party | Nature of Relationship with the Company | Description of Transaction / Categories | Upto the year ended $31^{\text {st }}$ March, 2019 | Receivable/ (Payable) as at $31^{\text {st }}$ March, 2019 | Upto the year ended $31^{\text {st }}$ March, 2018 | Receivable/ (Payable) as at $31^{\text {st }}$ March, 2018 |
| 5 | Jharkhand Gramin Bank | Regional Rural Bank sponsored by Bank of India | Commission Expenses | 530 | (127) | 517 | (82) |
|  |  |  | Administration expenses (as per PMJJBY scheme) | 1,682 | (8) | 1,330 | (33) |
|  |  |  | Bank Charges | 0 | - | 0 | - |
|  |  |  | Premium Income | 14,460 | - | 10,701 | - |
|  |  |  | Claims | 70,332 | - | 49,220 | - |
|  |  |  | Bank Balances (as per books) | - | 1,743 |  | 3,389 |
| 6 | Narmada <br> Jhabua Gramin Bank <br> (formerly known as Narmada Malwa Gramin Bank) | Regional Rural Bank sponsored by Bank of India | Commission Expenses | 914 | (233) | 1,454 | (199) |
|  |  |  | Administration expenses (as per PMJJBY scheme) | 2,986 | (46) | 2,529 | (73) |
|  |  |  | Premium Income | 32,473 | - | 20,352 | - |
|  |  |  | Claims | 376 | - | 13,386 | - |
|  |  |  | Bank Balances (as per books) | - | 831 | - | 211 |
| 7 | Vidharbha <br> Konkan Gramin Bank (formerly Wainganga Krishna Gramin Bank) | Regional Rural Bank sponsored by Bank of India | Commission Expenses | 679 | (155) | 737 | (119) |
|  |  |  | Administration expenses (as per PMJJBY scheme) | 1,225 | (9) | 1,294 | (10) |
|  |  |  | Bank Charges | 0 | - | 0 | - |
|  |  |  | Premium Income | 10,679 | - | 10,758 | - |
|  |  |  | Claims | 11,858 | - | 6,889 | - |
|  |  |  | Proposal Deposit Outstanding | - - | - | - | (25) |
|  |  |  | Bank Balances (as per books) | - | 399 | - | 550 |
| 8 | Kashi Gomti Samyut Gramin Bank | Regional Rural Bank sponsored by Union Bank of India | Commission Expenses | 574 | (129) | 775 | (113) |
|  |  |  | Administration expenses (as per PMJJBY scheme) | 976 | (3) | 1,090 | (11) |
|  |  |  | Bank Charges | - | - | 0 | - |
|  |  |  | Premium Income | 10,034 | - | 10,832 | - |
|  |  |  | Bank Balances (as per books) | - 10.10 | 445 | - - | 290 |
| 9 | BOI AXA <br> Investment <br> Managers <br> Private Limited | Subsidary of Bank of India | Purchase of Mutual Fund Investments | 60,989,180 | - | 123,557,456 | - |
|  |  |  | Redemption of Mutual Fund Investments | 60,702,855 | - | 122,637,935 | 403,652 |
|  |  |  | Investment in Mutual Fund | - | 320,372 | - | - |
|  |  |  | Premium Income | 335 | - | 412 | - |
|  |  |  | Profit on Sale of Mutual Fund | 34,047 | - | 31,585 | - |
| 10 | Union Asset <br> Management Company Private Limited (formerly known as Union KBC Mutual Fund) | Subsidary of Union Bank of India | Purchase of Mutual Fund Investments | 26,781,004 | - | 84,471,054 | - |
|  |  |  | Redemption of Mutual Fund Investments | 26,884,747 | - | 83,555,357 | - |
|  |  |  | Investment in Mutual Fund | - | 320,214 | - | 395,548 |
|  |  |  | Premium Income | 2,810 | - | 2,840 | - - |
|  |  |  | Claims | 3,333 | - | 619 | - |
|  |  |  | Profit on Sale of Mutual Fund | 28,409 | - | 31,447 | - - |
| 11 | STCI Finance <br> Limited <br> (Formerly known as Securities Trading Corporation of India Limited) | Mr Melwyn Rego (Director till 23rd May 2017) Mr S Ravi Director in the company | Investment in Bond/ Debentures | - | - | - | 150,000 |
|  |  |  | Maturity of Bond/Debentures | 150,000 | - | - | - |
|  |  |  | Interest Income on Bond/ Debentures | 7,069 | - | 14,100 | 7,031 |


| Sr. No. | Name of the Related Party | Nature of Relationship with the Company | Description of Transaction / Categories | Upto the year ended $31^{\text {st }}$ March, 2019 | Receivable/ (Payable) as at $31^{\text {st }}$ March, 2019 | Upto the year ended $31^{\text {st }}$ March, 2018 | Receivable/ (Payable) as at 31 ${ }^{\text {st }}$ March, 2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12 | Star Union <br> Dai-ichi Life <br> Insurance <br> Company <br> Limited <br> Employees <br> Gratuity Trust | Significant Influence | Contribution made | 6,438 | $(3,384)$ | 6,467 | 2,124 |
|  |  |  | Premium Income | 6,438 | - | 6,467 | - |
|  |  |  | Claims | 13,786 | - | 9,376 |  |
| 13 | Star Union Daiichi Employees Group Leave Encashment Trust | Significant Influence | Contribution made (net) | 12,312 | $(7,479)$ | 11,042 | $(4,228)$ |
|  |  |  | Premium Income | 12,312 | - | 11,042 | - |
|  |  |  | Claims | 17,828 | 3 | 16,075 | (3) |
| 14 | SUD Life Foundation | Significant Influence | Corporate Social Responsibility | 22,498 | - | 14,000 | - |
|  |  |  | Reimbursement of Expenses (Oufflow) | 30 | - | - | - |
| 15 | General Insurance Corporation of India | Mr Arun Tiwari Director in the company (upto 30th June 2017) | Reinsurance Premium | - | - | 236,528 | - |
|  |  |  | Reinsurance Claims | - | - | 21,840 | - |
| 16 | Almondz Global Securities Limited | Mr A K Shukla Director in the company (upto 28th September 2017) | Brokerage for Buy/sell of securities | - | - | 96 | - |
| 17 | India Infoline Securities Limited | Mr A K Shukla Director in the company (upto 28th September 2017) | Brokerage for Buy/sell of securities | - | - | 697 | - |
| 18 | ZEE <br> Entertainment Enterprises Limited | Ms Neharika Vohra Director in Associate company | Sale of Equity Shares | - | - | 111,761 | - |
|  |  |  | Dividend income | - | - | 813 | - |
| 19 | EXIM Bank | Mr Rajikiran Rai G Director in the company (w.e.f. 13th December 2018) | Investment in Bond/ Debentures | 100,000 | 400,000 | - | - |
| 20 | DLI Asia Pacific Pte. Ltd. | Mr Norimitsu Kawahara Director in Associate company (upto 25th April 2018) | Reimbursement of Expenses (Oufflow) | - | - | 244 | - |
|  |  | Mr Hidehiko Sogana is Director in the Associate company (w.e.f. 27th April 2018) | Reimbursement of Expenses (Inflow) | 60 | 60 | 166 | - |
| 21 | Key <br> Management Personnel | Key Management Personnel | Managerial Remuneration | 134,719 | - | 112,810 | - |
|  |  |  | Premium Income | 1,039 | - | 246 | - |

Appendix 2
Segmental Revenue Account for the year ended 315 March, 2019 $=$ (₹ in 000's)亳


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Appendix 2

## Segmental Revenue Account tor the veor orended 3 3ls Mucch, 2018


$\stackrel{\square}{4}$
If
 $\begin{array}{lll}7,575 & 3,859,775\end{array}$ -
 Policholders' Account (Technical Account) $\quad$ Schedule
Parriculars
-

## 5

는
$=$ (d) Transfer / Gain on revaluation / change in
(e) Unrealised Gain / (Loss)
Other Income
(a) Contribution from Shareholders' Account
(b) Fees \& Charges
Total (A)

Operating Expenses related to Insurance Business
Provision for doubfful debts Provision for doubtful debts
Bad debts written off
Provision for Tax
Provisions (other than taxation)
(b) Others
Benefits Paid (Net)
Interim Bonuses Paid
ife policies
\% ${ }^{\circ}$


| $\square$ |
| :---: |
| $\square$ |
| $\square$ |
| $\square$ |
| $\square$ |

$\because$

 $\begin{array}{r}279,847 \\ \begin{array}{r}1,577,289 \\ \quad 418\end{array} \\ \hline 182,76\end{array}$ |  |  |
| ---: | ---: |
|  | 418 |
|  | 185,018 |
| 408 | 942,16 | $408 \quad 408 \quad 408$

[^7]Segmental Balance Sheet as a 3 3 st Mar 2019
Appendix 2

| Form A-BS <br> Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI: 142 dated 26th December 2008 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (2 in 000 's) |
| Parriculars | Non Linked Business |  |  |  |  |  | Linked Business |  |  |  |  |  |  | Shareholders | $\begin{array}{r} \text { As at } \\ \text { 31st Mar } 2019 \end{array}$ |
|  | Participating Business Life (Individual) | Non Particiipating |  |  |  |  | Life |  |  | Pension |  | Group |  |  |  |
|  |  | Gro |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Life | Annuity | Life | Annuity | Pension | Health | Unit | Non-Unit | Unit | Non-Unit | Unit | Non-Unit |  |  |
| Share Capital | . | . | . | . | . | . | . | . | . | . | . | . | . | 2,589,641 | 2,589,641 |
| Resenes And Surplus | - | - | - | . | - | . | . | . | - | . | - | . | - | 3,412,280 | 3,412,280 |
| Credit/[Deiti) Fair Value Change Account | 557 | 7,190 | 11 | $(19,759)$ | 1,173 | 45 | 30 | . | 31 | . | . | . | . | (376) | (11,098) |
| Policy Liobilities | 9,039,142 | 9,337,519 | 518,055 | 26,046,188 | 1,067,225 | 4,587,224 | 581,181 | . | 107,312 | . | 1,786 | - | 4 |  | 51,285,636 |
| Provision for Linked Liabilities | . | . | . | . | - | . | . | 22,210,052 | . | 1,281,690 | . | 93,148 | . |  | 23,584,890 |
| Funds for discontinued policies | . | . | . | . | . | . | . | 3,186,612 | . | . | . | . | . | . | 3,186,612 |
| Funds For Future Appropriations | 1,804,101 | . | . | . | . | . | . | . | . | . | . | - | . | . | 1,804,101 |
| Total Liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 85,85, 062 |
| Shareholders' 'Investments | - | . | - | . | . | - | . | . | - | . | . | - | . | 4,869,923 | 4,869,923 |
| Policyholders' Investments | 10,162,135 | 8,760,241 | 505,242 | 23,07,656 | 1,031,928 | 4,128,359 | 491,899 | . | 81,993 | . | . | . | . | - | 48,23, 453 |
| Assets held to cover Linked Liabilities | . | . | . | . | . | . | . | 25,396,664 | . | 1,281,690 | - | 93,148 | - |  | 26,771,502 |
| Loan against Policies | 40,315 | . | . | 26,088 | . | . | - | - | 17,943 | . | . | - | - | . | 84,346 |
| Fixeed Assets | . | - | . | - | . | . | . | - | - | . | . | - | - | 171,858 | 171,858 |
| Cash and Bank Balances | 4 | 6,410 | 8 | 1,311,214 | 12 | 15 | 11 | . | 4 | . | 8 | . | 4 | 2 | 1,317,692 |
| Advances and Other Assets | 568,916 | 505,802 | 19,737 | 3,850,783 | 37,229 | 323,149 | 53,856 | - | 13,394 | $\cdot$ | 5,192 | - | 93 | 292,357 | 5,670,508 |
| Current Liabilities | 72,430 | 72,256 | (6,921) | (1,960,602) | (771) | 135,746 | 35,445 | . | (5,991) | . | $(3,414)$ | . | (93) | 428,506 | (1,233,409) |
| Provisions | . | . | . | (33,811) | - | - | - | . | . | - | - | - | . |  | (33,811) |
| Total Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 85,852,062 |


Appendix 2

|  |  |  |  | (₹ in 000 's) |
| :---: | :---: | :---: | :---: | :---: |
| Linked Business |  |  |  | Current Year |
|  | Individual |  | Group Life |  |
| Health | Life | Pension |  |  |
| 65,018 | 957,315 | (20) | - | 5,735,857 |
| 276,289 | 2,145,263 | 58,774 | 18,750 | 13,175,650 |
| - | 311,953 | 91 | - | 1,029,237 |
| 341,307 | 3,414,531 | 58,845 | 18,750 | 19,940,744 |
| 341,307 | 3,414,531 | 58,845 | 18,750 | 19,940,744 |
| - | - | - | - | - |
| 341,307 | 3,414,531 | 58,845 | 18,750 | 19,940,744 |

$19,940,744$

(₹ in 000 's)




| 329,169 | $3,327,426$ | 66,263 | 17,509 | $17,830,066$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

 -
Appendix 2 ( F in 000 's)


[^8]Schedule forming part of Financial Statements
Miscellaneous Income
Schedule - 1A
Schedule
Appendix 2

| S98'66t' | - |
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| 801 's | - |
| S98'66t' ${ }^{\prime}$ | - |
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Schedule-2
Commission

|  |  |  |  |  |  |  |  |  |  |  | (F in 000's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Non Linked Business |  |  |  |  |  |  | Linked Business |  |  | Previous Year |
|  | Participating Business Life (Individual) | Non-Participating Business |  |  |  |  |  |  |  |  |  |
|  |  | Gro |  |  | Indiv |  |  | Indiv |  | Group |  |
|  |  | Life | Annuity | Life | Annuity | Pension | Health | Life | Pension |  |  |
| Commission paid |  |  |  |  |  |  |  |  |  |  |  |
| Direct - First year premiums | 88,813 | 3,519 | - | 681,820 | - | 69,919 | 32,407 | 69,692 | - | - | 946,170 |
| - Renewal premiums | 68,327 | 1,273 | - | 300,517 | - | 16,999 | 10,344 | 51,918 | 1,297 | - | 450,675 |
| - Single premiums | - | 17,202 | - | - | 1,425 | 2,738 | - | 7,697 | - | - | 29,062 |
| Add: Commission on Re-insurance Accepted | - | - | - | - | - | - | - | - | - | - | - |
| Less: Commission on Re-insurance Ceded | - | - | - | - | - | - | - | - | - | - | - |
| Net Commission | 157,140 | 21,994 | - | 982,337 | 1,425 | 89,656 | 42,751 | 129,307 | 1,297 | - | 1,425,907 |
| Break-up of the expenses (Gross) incurred to procure business: |  |  |  |  |  |  |  |  |  |  |  |
| Agents | 9,108 | 32 | - | 11,224 | - | 189 | 2,079 | 2,188 | - | - | 24,820 |
| Brokers | 252 | 1,583 | $\cdots$ | 158 | - | - | - | 9 | $\cdots$ | - | 2,002 |
| Corporate Agency | - | - ${ }^{\text {- }}$ | - | - | - | - | - | - | - | - | - |
| Bancassurance | 147,780 | 20,379 | $\cdots$ | 970,955 | 1,425 | 89,467 | 40,672 | 127,110 | 1,297 | - | 1,399,085 |
| Referral | - | - | - | - | - | - | - | - | - | - | - |
| Others | $\cdots$ | - | - | - - | - | - | - | - | $\cdots$ | - | - |
| Total | 157,140 | 21,994 | $\cdots$ | 982,337 | 1,425 | 89,656 | 42,751 | 129,307 | 1,297 | - | 1,425,907 |

Schedule - 3
Operating Expenses Related to Insurance Business

|  |  |  |  |  |  |  |  |  |  |  | (\% in 000's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Non Linked Business |  |  |  |  |  |  | Linked Business |  |  | CurrentYear |
|  | Participating Business Life (Individual) | Non-Participating Business |  |  |  |  |  | Individual |  | Group Life |  |
|  |  | Group |  | Individual |  |  |  |  |  |  |  |
|  |  | Life | Annuity | Life | Annuity | Pension | Health | Life | Pension |  |  |
| Employees' remuneration \& welfare benefits | 216,221 | 30,315 | 186 | 1,162,527 | 3,201 | 23,981 | 37,819 | 397,387 | 662 | 1 | 1,872,300 |
| Travel, conveyance and vehicle running expenses | 6,187 | 950 | 1 | 40,840 | 82 | 582 | 1,034 | 12,138 | 10 | - | 61,824 |
| Training expenses | 11,220 | 1,785 | - | 79,213 | 156 | 961 | 1,738 | 22,846 | 15 | - | 117,934 |
| Rents, rates \& taxes | 13,053 | 2,040 | 1 | 96,385 | 189 | 1,097 | 2,032 | 27,085 | 13 | - | 141,895 |
| Repairs \& Maintenance | 13,746 | 2,272 | 5 | 84,626 | 175 | 1,401 | 2,409 | 26,054 | 28 | - | 130,716 |
| Printing \& stationery | 1,494 | 270 | - | 8,618 | 16 | 183 | 315 | 2,628 | 3 | - | 13,527 |
| Communication expenses | 3,524 | 575 | - | 17,313 | 33 | 460 | 767 | 5,796 | 9 | - | 28,477 |
| Legal \& professional charges | 9,635 | 1,529 | 3 | 40,388 | 189 | 1,489 | 1,826 | 16,069 | 40 | 19 | 71,187 |
| Medical fees | 676 | 598 | - | 9,597 | (1) | 11 | 1,005 | 1,248 | - | - | 13,134 |
| Auditors' fees, expenses etc. | - | - | - | - | - | - | - | - | - | - | - |
| a) as auditor | 346 | 53 | - | 2,233 | 7 | 41 | 58 | 673 | 4 | - | 3,415 |
| b) as adviser or in any other capacity, in respect of: | - | - | - | - | - | - | - | - | - | - | - |
| (i) Taxation matters | - | - | - | - | $\stackrel{-}{-}$ | - | - | - | - | - | - |
| (ii) Insurance matters | - | - | - | - | - | - | - | - | - | - | - |
| (iii) Management services; and | - | - | - | - | - | - | - | - | - | - | - |
| C) in any other capacity | 313 | 49 | - | 2,019 | 6 | 37 | 53 | 610 | 3 | - | 3,090 |
| Advertisement and publicity | 29,360 | 15,918 | $\cdots$ | 146,031 | 171 | 1,763 | 10,418 | 26,836 | 11 | - | 230,508 |
| Interest \& Bank Charges | 400 | 56 | - | 2,435 | 5 | 60 | 62 | 759 | 1 | - | 3,778 |
| Others : | - | - | - | - | - | - | - | - | - | - | - |
| Marketing \& Business Promotion Expenses | 13,089 | 1,932 | - | 84,964 | 167 | 1,188 | 2,099 | 25,154 | 31 | - | 128,624 |
| Policy Stamps | 1,894 | 10,145 | - | 14,403 | 27 | 708 | 376 | 2,209 | - | - | 29,762 |
| 1 T Expenses | 22,330 | 4,210 | - | 80,619 | 183 | 2,958 | 4,741 | 33,943 | 89 | - | 149,073 |
| Service Tax Expenses | 4,425 | 684 | 1 | 28,626 | 87 | 523 | 747 | 8,646 | 49 | - | 43,788 |
| Miscellaneous Expenses | 3,168 | 608 | 50 | 13,614 | 76 | 385 | 348 | 5,644 | 23 | (2) | 23,914 |
| Depreciation | 14,528 | 2,676 | - | 61,847 | 196 | 2,318 | 3,039 | 23,171 | 285 | - | 108,060 |
| Total | 365,609 | 76,665 | 247 | 1,976,298 | 4,965 | 40,146 | 70,886 | 638,896 | 1,276 | 18 | 3,175,006 |

Schedule - 3
Operating Expenses Related to Insurance Business

|  |  |  |  |  |  |  |  |  |  |  | (₹ in 000's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars |  |  | Non | Linked Busi |  |  |  |  | ked Busine |  | Previous |
|  | Participating |  |  | Non-Partici | ing Busine |  |  |  |  |  | Ye |
|  | Business Life (Individual) |  |  |  | Indiv | ual |  | Indi | ual | Group |  |
|  |  | Life | Annuity | Life | Annuity | Pension | Health | Life | Pension | Life |  |
| Employees' remuneration \& welfare benefits | 154,390 | 27,469 | 188 | 1,193,247 | 7,222 | 32,263 | 52,331 | 350,739 | 549 | 1 | 1,818,399 |
| Travel, conveyance and vehicle running expenses | 4,670 | 732 | 1 | 36,020 | 225 | 457 | 1,478 | 10,834 | 12 | - | 54,429 |
| Training expenses | 11,687 | 1,754 | - | 57,720 | 365 | 778 | 2,910 | 23,895 | 61 | - | 99,170 |
| Rents, rates \& taxes | 10,159 | 1,754 | 1 | 92,042 | 589 | 1,015 | 3,286 | 25,331 | 16 | - | 134,193 |
| Repairs \& Maintenance | 10,254 | 1,713 | 9 | 71,929 | 451 | 1,006 | 3,198 | 22,972 | 35 | - | 111,567 |
| Printing \& stationery | 1,437 | 349 | 2 | 10,110 | 55 | 201 | 592 | 3,031 | 4 | - | 15,781 |
| Communication expenses | 3,371 | 1,022 | 6 | 18,501 | 103 | 407 | 1,186 | 6,667 | 15 | - | 31,278 |
| Legal \& professional charges | 8,543 | 1,254 | 3 | 35,731 | 222 | 629 | 2,206 | 16,429 | 49 | 11 | 65,077 |
| Medical fees | 218 | 633 | - | 8,981 | 2 | 10 | 1,875 | 796 | - | - | 12,515 |
| Auditors' fees, expenses etc. | - | - | - | - | - | - | - | - | - | - | - |
| a) as auditor | 256 | 43 | - | 2,029 | 14 | 73 | 81 | 605 | 4 | - | 3,105 |
| b) as adviser or in any other capacity, in respect of: | - | - | - | - | - | - | - | - | - | - | - |
| (i) Taxation matters | - | - | - | - | - | - | - | - | - | - | - |
| (ii) Insurance matters | - | - | - | - | - | - | - | - | - | - | - |
| (iii)Management services; and | - | - | - | - | - | - | - | - | - | - | - - |
| c) in any other capacity | 238 | 40 | - | 1,883 | 13 | 68 | 75 | 561 | 3 | - | 2,881 |
| Advertisement and publicity | 29,061 | 9,863 | - | 98,690 | 106 | 354 | 12,909 | 5,095 | 3 | - | 156,081 |
| Interest \& Bank Charges | 244 | 41 | - | 1,923 | 12 | 24 | 78 | 573 | 1 | - | 2,896 |
| Others: | - | - | - | - | - | - | - | - | - | - | - |
| Marketing \& Business Promotion Expenses | 7,929 | 1,255 | - | 69,109 | 436 | 812 | 2,591 | 19,326 | 14 | - | 101,472 |
| Policy Stamps | 1,345 | 12,381 | - | 12,832 | 80 | 702 | 637 | 1,943 | - | - | 29,920 |
| IT Expenses | 25,084 | 3,841 | - | 67,184 | 362 | 1,645 | 6,046 | 43,727 | 175 | - | 148,064 |
| Service Tax Expenses | 788 | 153 | - | 6,191 | 37 | 246 | 288 | 1,721 | 12 | - | 9,436 |
| Miscellaneous Expenses | 2,582 | 1,383 | 41 | 14,941 | 134 | 221 | 547 | 5,677 | 19 | - | 25,545 |
| Depreciation | 15,195 | 2,495 | - | 66,593 | 652 | 4,408 | 4,626 | 28,266 | 423 | - | 122,658 |
| Total | 287,451 | 68,175 | 251 | 1,865,656 | 11,080 | 45,319 | 96,940 | 568,188 | 1,395 | 12 | 2,944,467 |

Schedule toming parto f finoncial statements
Schedule - 4
Benefits Paid (Net)
Particulars
Appendix 2

| Particulars |  |  |  |  |  |  |  |  |  |  | (₹ in 000's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Non Linked Business |  |  |  |  |  |  | Linked Business |  |  | Previous Year |
|  | Participating Business Life (Individual) | Non-Participating Business |  |  |  |  |  |  |  |  |  |
|  |  | Group |  | Individual |  |  |  | Individual |  | Group Life |  |
|  |  | Life | Annuity | Life | Annuity | Pension | Health | Life | Pension |  |  |
| 1. Insurance Claims |  |  |  |  |  |  |  |  |  |  |  |
| (a) Claims by Death | 80,467 | 1,005,011 | 10,842 | 160,684 | 30,157 | 4,961 | - | 140,790 | 12,777 | - | 1,445,689 |
| (b) Claims by Maturity | 958,736 | - |  | 3,748 | - | - | - | 1,579,309 | 19,691 | - | 2,561,484 |
| (c) Annuities / Pension payment | - | - | 49,705 | - | 60,714 | - | - | - | - | - | 110,419 |
| (d) Health | - | - | - | - | - | - | 3,863 | - | - | - | 3,863 |
| (e) Other Benefits: |  |  |  |  |  |  |  |  |  |  |  |
| (i) Surrender | 109,347 | 95,787 | 6,300 | 158,429 | - | 231 | - | 4,809,988 | 270,423 | - | 5,450,505 |
| (ii) Retirement Benefits, etc. | - | 318,916 | - | - | - | - | - | - | - | 25,442 | 344,358 |
| (iii) Survival benefits | - | - | - | - | - | - | - | - | - | - | - |
| (iv) Unclaimed claim investment charges | - | - | - | 26,396 | - | - | - | - | - | - | 26,396 |
| (v) Refund of Premium (repudiation cases) | 1,070 | 163 | - | 2,190 | - | - | 31 | 145 | - | - | 3,599 |
| (vi) Claim Settlement Expenses | 1,449 | 2,444 | - | 888 | 27 | 27 | 736 | 3,003 | 992 | - | 9,566 |
| (vii) Critical illness rider | - | - | - | - | - | - | - | - | - | - | - |
| (viii) Provision for Policy Related Claims | - | - | - | - | - | - | - | - | - | - | - |
| Total (A) | 1,151,069 | 1,422,321 | 66,847 | 352,335 | 90,898 | 5,219 | 4,630 | 6,533,235 | 303,883 | 25,442 | 9,955,879 |
| 2. Amount ceded in reinsurance: |  |  |  |  |  |  |  |  |  |  |  |
| (a) Claims by Death | (139) | $(355,284)$ | - | $(12,121)$ | - | - | - | $(1,915)$ | - | - | $(369,459)$ |
| (b) Claims by Maturity | - | - | - | - | - | - | - | - | - | - | - |
| (c) Annuities / Pension payment | - | - | - | - | - | - | - | - | - | - | - |
| (d) Health | - | - | - | - | - | - | 394 | - | - | - | 394 |
| (e) Other Benefits: |  |  |  |  |  |  |  |  |  |  |  |
| (i) Surrender | - | - | - | - | - | - | - | - | - | - | - |
| (ii) Retirement Benefits, etc. | - | - | - | - | - | - | - | - | - | - | - |
| (iii) Survival benefits | - | - | - | - | - | - | - | - | - | - | - |
| (iv) Unclaimed claim investment charges | - | - | - | - | - | - | - | - | - | - | - |
| (v) Refund of Premium (repudiation cases) | - | - | - | - | - | - | - | - | - | - | - |
| (vi) Claim Settlement Expenses | - | - | - | - | - | - | - | - | - | - | - |
| (vii) Critical illness rider | - | - - | - | " | - | - | - | - | - | - | - |
| Total (B) | (139) | $(355,284)$ | - | $(12,121)$ | - | - | 394 | $(1,915)$ | - | - | $(369,065)$ |
|  |  |  |  |  |  |  |  |  |  |  |  |
| (a) Claims by Death | - | - | - | - | - | - | - | - | - | - | - |
| (b) Claims by Maturity | - | - | - | - | - | - | - | - | - | - | - |
| (c) Annuities / Pension payment | - | - | - | - | - | - | - | - | - | - | - |
| (d) Health | - | - | - | - | - | - | - | - | - | - | - |
| (e) Other Benefits: |  |  |  |  |  |  |  |  |  |  |  |
| (i) Surrender | - | - | - | - | - | - | - | - | - | - | - |
| (ii) Retirement Benefits, etc. | - | - | - | - | - | - | - | - | - | - | - |
| (iii) Survival benefits | - | - | - | - | - | - | - | - | - | - | - |
| (iv) Unclaimed claim investment charges | - | - | - | - | - | - | - | - | - | - | - |
| (v) Refund of Premium (repudiation cases) | - | - | - | - | - | - | - | - | - | - | - |
| (vi) Claim Settlement Expenses | - | - | - | - | - | - | - | - | - | - |  |
| (vii) Critical illness rider | - | - | - | - | - | - | - | - | - | - |  |
| Total (C) | - | - | - | - - | - | - | - | - | - | - - | - |
| Total ( $\mathbf{A}+\mathbf{B}+\mathbf{C}$ ) | 1,150,930 | 1,067,037 | 66,847 | 340,214 | 90,898 | 5,219 | 5,024 | 6,531,320 | 303,883 | 25,442 | 9,586,814 |
| Benefits paid to claimants: in India | 1,150,930 | 1,067,037 | 66,847 | 340,214 | 90,898 | 5,219 | 5,024 | 6,531,320 | 303,883 | 25,442 | 9,586,814 |

## Schedule forming part of Financial Statements for the year ended 31st March, 2019

## Appendix 3 : Summary of Financial Statements

| Sr. <br> No. | Particulars | FY 2018-19 | FY 2017-18 | FY 2016-17 | FY 2015-16 | FY 2014-15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Policyholders' Account |  |  |  |  |  |  |
| 1 | Gross premium income (Net of Service tax) | 199,407 | 178,301 | 151,088 | 130,747 | 113,468 |
| 2 | Net premium income \# | 195,650 | 174,799 | 147,981 | 127,766 | 113,051 |
| 3 | Income from investments (Net) @ | 67,435 | 54,031 | 69,619 | 15,161 | 84,917 |
| 4 | Other Income | 400 | 366 | 355 | 437 | 805 |
| 5 | Amount transferred from Shareholders' account | 1,721 | 1,146 | 731 | 2,971 | 5,346 |
| 6 | Total Income | 265,206 | 230,342 | 218,686 | 146,335 | 204,119 |
| 7 | Commissions (Net) | 14,999 | 14,259 | 13,696 | 10,467 | 8,437 |
| 8 | Brokerage | - | - | - | - |  |
| 9 | Operating Expenses related to insurance business** | 32,706 | 30,372 | 27,570 | 26,934 | 23,333 |
| 10 | Provision for diminution in the value of investments (net) | 128 | - | - |  |  |
| 11 | Provisions for tax | 47 | - | - |  | - |
| 12 | Total Expenses | 47,880 | 44,631 | 41,266 | 37,401 | 31,770 |
| 13 | Payment to policy holders* | 90,891 | 95,872 | 112,940 | 86,001 | 77,496 |
| 14 | Increase in actuarial liability | 114,672 | 96,840 | 72,751 | 54,563 | 20,883 |
| 15 | Provision for Linked Liabilities | $(1,172)$ | $(17,574)$ | $(19,091)$ | $(36,710)$ | 62,013 |
| 16 | Surplus/ (Deficit) from operations | 12,935 | 10,573 | 10,820 | 5,080 | 11,957 |
| Shareholders' Account |  |  |  |  |  |  |
| 17 | Total income under Shareholders' Account | 13,465 | 10,462 | 7,408 | 5,741 | 1,113 |
| 18 | Total expenses under Shareholders' Account | 2,992 | 2,872 | 1,925 | 3,474 | 5,629 |
| 19 | Provision for diminution in the value of investments (net) | 312 | - | - | - | - |
| 20 | Profit/ (loss) before tax | 10,160 | 7,590 | 5,483 | 2,267 | 1,309 |
| 21 | Prior period expenses | - | - | - | 5 | 21 |
| 22 | Provisions for tax | 7 | - | - | - |  |
| 23 | Profit/ (loss) after tax | 10,153 | 7,590 | 5,483 | 2,262 | 1,287 |
| 24 | Profit/ (loss) carried to Balance Sheet | 7,887 | $(2,266)$ | $(9,856)$ | $(15,339)$ | $(17,601)$ |
| Miscellaneous |  |  |  |  |  |  |
| (A) Policyholders' account: |  |  |  |  |  |  |
| 25 | Total funds (including unit linked funds) | 798,505 | 681,278 | 599,872 | 541,272 | 522,682 |
| 26 | Total investments (including unit linked investments) | 798,505 | 681,278 | 599,872 | 541,272 | 522,682 |
| 27 | Yield on investments (\%) (excluding unit linked investments) | 8.57\% | 8.43\% | 9.47\% | 8.43\% | 9.10\% |
| 28 | Yield on investments (\%) (including unit linked investments) | 9.73\% | 8.67\% | 12.75\% | 2.67\% | 18.99\% |
| (B) Shareholders' account: |  |  |  |  |  |  |
| 29 | Total funds | 60,015 | 50,345 | 42,899 | 26,667 | 24,399 |
| 30 | Total investments | 48,699 | 36,417 | 29,909 | 16,502 | 15,946 |
| 31 | Yield on investments (\%) | 7.54\% | 7.65\% | 7.95\% | 7.89\% | 7.13\% |
| 32 | Yield on total investments (excluding unit linked investments) | 8.48\% | 8.36\% | 9.38\% | 8.39\% | 8.93\% |
| 33 | Yield on total investments (including unit linked investments) | 8.48\% | 8.61\% | 12.60\% | 2.84\% | 18.58\% |


| Sr. <br> No. | Particulars | FY 2018-19 | FY 2017-18 | FY 2016-17 | FY 2015-16 | FY 2014-15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 34 | Paid up equity capital | 25,896 | 25,896 | 25,896 | 25,000 | 25,000 |
| 35 | Net worth | 60,015 | 50,345 | 42,899 | 26,667 | 24,399 |
| 36 | Total Assets | 858,521 | 731,623 | 642,771 | 567,939 | 547,081 |
| 37 | Earning per share ( F ) | 3.92 | 2.93 | 2.19 | 0.90 | 0.51 |
| 38 | Book value per share ( $₹$ ) <br> (Capital + Surplus/Loss) divided by nos. of shares | 23.18 | 19.44 | 16.57 | 10.67 | 9.76 |

## Notes:

1) Net Premium Income $=$ Net of reinsurance
2) Income from investments $=$ Net of losses on sale of investments
3) Total funds under Policyholders Account $=$ Fair Value Change Account + Policyholders Liabilities + Balance in Funds for Future Appropriations + Insurance Reserves
4) Total Funds under Shareholders Account = Share Capital + Reserves \& Surplus + Fair Value Change Account - Debit Balance in Revenue/ Proft \& Loss Account
5) Net worth = Share capital + Reserves \& Surplus + Fair Value Change Account - Debit Balance in Revenue/Profit \& Loss Account
6) Total Assets = Total Application of Funds - Debit Balance in Revenue/Profit \& Loss Account \# Net of reinsurance
@ Net of losses

* includes Interim Bonuses paid
** includes GST/Service Tax on Linked Charges \& Provision for Doubtful Debts


## Scheoule forming part of Financial Statements for the year ended 31 st March, 2019

## Appendix 4 : Controlled Fund

|  |  | ( $₹$ in Crs ) |
| :---: | :---: | :---: |
| Particulars | FY 2018-19 | FY 2017-18 |
| 1) Computation of Controlled fund as per the Balance Sheet |  |  |
| Policyholders' Fund (Life Fund) |  |  |
| Participating | 1,084.38 | 990.96 |
| Individual Assurance | 903.91 | 842.31 |
| Individual Pension | - |  |
| Fair Value Change Account | 0.06 | (2.51) |
| Funds for Future Appropriations | 180.41 | 151.16 |
| Non-participating* | 4,223.51 | 3,132.95 |
| Individual Assurance | 2,615.52 | 1,811.24 |
| Group Assurance | 933.75 | 857.10 |
| Individual Annuity | 106.72 | 100.13 |
| Group Annuity | 51.81 | 55.53 |
| Individual Pension | 458.72 | 280.59 |
| Individual Health | 58.12 | 34.94 |
| Fair Value Change Account | (1.13) | (6.58) |
| Funds for Future Appropriations | - | - |
| (*includes non unit portion of linked business) |  | - |
| Linked | 2,677.16 | 2,688.87 |
| Individual Assurance | 2,221.01 | 2,162.21 |
| Group Assurance | - | - |
| Individual Pension | 128.17 | 128.40 |
| Group Superannuation | - | - |
| Group Gratuity | 6.69 | 6.96 |
| Group Leave encashment | 2.63 | 2.94 |
| Discontinued Policy Fund | 318.66 | 388.36 |
| Funds for Future Appropriations | - | - |
| Total (A) | 7,985.05 | 6,812.78 |
| Shareholders' Fund |  |  |
| Paid up Capital | 258.96 | 258.96 |
| Reserves \& Surplus | 341.23 | 268.61 |
| Fair Value Change Account | (0.04) | (1.45) |
| Total (B) | 600.15 | 526.12 |
| Misc. expenses not written off | - | - |
| Credit / (Debit) from P\&L A/c | - | (22.66) |
| Total (C) | - | (22.66) |
| Total shareholders' funds ( $\mathbf{B + C}$ ) | 600.15 | 503.46 |
| Controlled Fund (Total ( $\mathbf{A + B + C )}$ | 8,585.20 | 7,316.24 |
| 2) Reconciliation of the Controlled Fund from Revenue and Profit \& Loss Account |  |  |
| Opening Balance of Controlled Fund | 7,316.24 | 6,427.71 |
| Add: Inflow |  | - |
| Income: |  | - |
| Premium Income | 1,994.07 | 1,783.01 |
| Less: Reinsurance ceded | 37.57 | 35.02 |
| Net Premium | 1,956.50 | 1,747.99 |
| Investment Income | 674.35 | 540.31 |
| Other Income | 4.00 | 3.66 |
| Funds transferred from Shareholders' Accounts | 17.27 | 11.46 |
| Total Income | 2,652.12 | 2,303.42 |

(₹ in Crs)

| Particulars | FY 2018-19 | FY 2017-18 |
| :---: | :---: | :---: |
| Less: Outgo |  |  |
| (i) Benefits paid (Net) | 908.83 | 958.68 |
| (ii) Interim Bonus Paid | 0.07 | 0.04 |
| (iii) Change in Valuation of Liability | 1,135.00 | 792.67 |
| (iv) Commission | 149.99 | 142.59 |
| (v) Operating Expenses* | 328.34 | 303.71 |
| (vi) Provision for Taxation | 0.47 |  |
| Total Outgo | 2,522.70 | 2,197.69 |
| Surplus of the Policyholders' Fund | 129.42 | 105.73 |
| Less: Transferred to Shareholders' Account | 100.18 | 77.74 |
| Less: Transferred to Balance Sheet | - |  |
| Net flow in Policyholders' account | 29.24 | 27.99 |
| Add: Net income in Shareholders' Fund | 101.53 | 75.89 |
| Net Inflow / Outflow | 130.77 | 103.88 |
| Add:Surplus in Revenue-Participating/Annuity Segment | - | - |
| Add: Change in Valuation liabilites | 1,135.00 | 792.67 |
| Add:Change in fair value of Policyholders | 8.02 | (6.59) |
| Add:Change in fair value of Shareholders | 1.41 | (1.43) |
| Add: Increase in Paid up Capital | - |  |
| Less : Dividend/ Interim Dividend including Dividend Distribution Tax | (6.24) |  |
| Closing Balance of Controlled Fund | 8,585.20 | 7,316.24 |
| As Per Balance Sheet | 8,585.20 | 7,316.24 |
| Difference, if any | - | - |
| 3) Reconciliation with Shareholders' and Policyholders' Funds |  |  |
| Policyholders' Funds |  |  |
| 3.1 Policyholders' Funds - Traditional-PAR and NON-PAR |  |  |
| Opening Balance of the Policyholders' Fund | 4,123.91 | 3,134.11 |
| Add: Surplus of Revenue Account | 29.25 | 27.98 |
| Add: Credit/Fair Value change account | 8.02 | (6.59) |
| Add: Change in valuation Liabilities | 1,146.71 | 968.41 |
| Add: Change in Surrendered Policy Fund Liabilities | - | - |
| Total | 5,307.89 | 4,123.91 |
| As per Balance Sheet | 5,307.89 | 4,123.91 |
| Difference, if any | - | - |
|  |  |  |
| 3.2 Policyholders' Funds - Linked |  |  |
| Opening Balance of the Policyholders' Fund | 2,688.87 | 2,864.61 |
| Add: Surplus/Deficit of the Revenue Account |  | - - |
| Add: Change in valuation Liabilities | (11.71) | (175.74) |
| Total | 2,677.16 | 2,688.87 |
| As per Balance Sheet | 2,677.16 | 2,688.87 |
| Difference, if any | - | - |
|  |  |  |
| 3.3 Shareholders' Funds |  |  |
| Opening Balance of Shareholders' Fund | 503.45 | 428.99 |
| Add: Net income of Shareholders' account (P\&L) | 101.53 | 75.89 |
| Add:Fair Value change | 1.41 | (1.43) |
| Add: Infusion of Capital | - | - |
| Less : Dividend/ Interim Dividend including Dividend Distribution Tax | (6.24) | - |
| Closing Balance of the Shareholders' funds | 600.15 | 503.45 |
| As per Balance Sheet | 600.15 | 503.45 |
| Difference, if any | - | - |

(*including provision for doubtful debts and Goods \& services tax on Linked Charges)
Revenue Account ${ }_{\text {for the year ended } 31 s t \text { March, } 2019}$

| Annexure to Revenue Account - Break-up of Unit Linked Business (UL) Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  | ( $₹$ in $\mathbf{0 0 0}$ 's) |
| Policyholders' Account (Technical Account) |  |  |  |  |  |  |  |  |  |  | Total Unit Linked |
| Particulars | Schedule | Linked Life |  |  | Linked Pension |  |  | Linked Group |  |  |  |
|  |  | Non-Unit | Unit | Total | Non-Unit | Unit | Total | Non-Unit | Unit | Total |  |
| Premiums earned - net |  |  |  |  |  |  |  |  |  |  |  |
| (a) Premium |  | 154,186 | 3,260,345 | 3,414,531 | 1,189 | 57,656 | 58,845 | - | 18,750 | 18,750 | 3,492,126 |
| (b) Reinsurance ceded |  | $(3,996)$ | - | $(3,996)$ | (1) | - | (1) | - | - | - | $(3,997)$ |
| (c) Reinsurance accepted |  | - | - | - | - | - | - | - | - | - | - |
| Income from Investments |  |  |  |  |  |  |  |  |  |  | - |
| (a) Interest, Dividends \& Rent (Gross) |  | 7,019 | 1,080,218 | 1,087,237 | 19 | 41,201 | 41,220 | - | 7,545 | 7,545 | 1,136,002 |
| (b) Profit on sale/redemption of investments |  | 3,044 | 1,982,547 | 1,985,591 | 295 | 151,481 | 151,776 | 5 | 570 | 575 | 2,137,942 |
| (c) (Loss on sale / redemption of investments) |  | (10) | $(781,190)$ | $(781,200)$ | - | $(44,867)$ | $(44,867)$ | - | $(2,325)$ | $(2,325)$ | $(828,392)$ |
| (d) Transfer / Gain on revaluation / change in fair value |  | - | - | - | - | - | - | - | - | - | - |
| (e) Unrealised Gain / (Loss) |  | - | 525,975 | 525,975 | - | 16,882 | 16,882 | - | 1,743 | 1,743 | 544,600 |
| Other Income |  |  |  |  |  |  |  |  |  |  | - |
| (a) Contribution from Shareholders' Account |  | - | - | - | - | - | - | - | - | - | - |
| (b) Fees \& Charges | UL1 | 498,579 | $(498,579)$ | - | 17,531 | $(17,531)$ | - | 401 | (401) | - | - |
| (c) Miscellaneous Income |  | 1,943 | (180) | 1,763 | 728 | 57 | 785 | - | (5) | (5) | 2,543 |
| Total (A) |  | 660,765 | 5,569,136 | 6,229,901 | 19,761 | 204,879 | 224,640 | 406 | 25,877 | 26,283 | 6,480,824 |
| Commission |  | 144,796 | - | 144,796 | 1,150 |  | 1,150 | - | - |  | 145,946 |
| Operating Expenses related to Insurance Business |  | 638,896 | - | 638,896 | 1,276 | - | 1,276 | 18 | - | 18 | 640,190 |
| Provision for doubtful debts |  | (194) | - | (194) | (1) | - | (1) | - | - | - | (195) |
| Bad debts written off |  | 159 | - | 159 | - | - | - | - | - | - | 159 |
| Provision for Tax |  | - | - | - | - | - | - | 2 | - | 2 | 2 |
| Provisions (other than taxation) |  | - | - | - | - | - | - | - | - | - | - |
| (a) For diminution in the value of investments (Net) |  | - | - | - | - | - | - | - | - | - | - |
| (b) Others |  | - | - | - | - | - | - | - | - | - | - |
| GST on linked charges |  | - | 89,773 | 89,773 | - | 3,156 | 3,156 | - | 72 | 72 | 93,001 |
| Total (B) |  | 783,657 | 89,773 | 873,430 | 2,425 | 3,156 | 5,581 | 20 | 72 | 92 | 879,103 |
| Benefits Paid (Net) | UL2 | 56,094 | 5,588,449 | 5,644,543 | 181 | 203,993 | 204,174 | - | 31,614 | 31,614 | 5,880,331 |
| Interim Bonuses Paid |  | - | - | - | - | - | - | - | - | - | - |
| Change in valuation of liability in respect of life policies |  | - | - | - | - | - | - | - | - | - | - |
| (a) Gross* |  | $(6,875)$ | - | $(6,875)$ | (112) | - | (112) | 2 | - | 2 | $(6,985)$ |
| (b) Amount ceded in Reinsurance |  | - | - | - | - | - | - | - | - | - | - |
| (c) Amount accepted in Reinsurance |  | - | - | - | - | - | - | - | - | - | - |
| (d) Transfer to Linked Funds |  | - | 587,916 | 587,916 | - | $(2,270)$ | $(2,270)$ | - | $(5,809)$ | $(5,809)$ | 579,837 |
| (e) Transfer to Discontinued Funds |  | - | $(697,002)$ | $(697,002)$ | - | - | - | - | - | - | $(697,002)$ |
| Total (C) |  | 49,219 | 5,479,363 | 5,528,582 | 69 | 201,723 | 201,792 | 2 | 25,805 | 25,807 | 5,756,181 |
| Surplus/ (Deficit) ( D$)=(\mathrm{A})-(\mathrm{B})-(\mathrm{C})$ |  | $(172,111)$ | - | $(172,111)$ | 17,267 | - | 17,267 | 384 | - | 384 | (154,460) |
| Amount transferred from Shareholder's Account (Non-technical Account) |  | $(172,111)$ | - | $(172,111)$ | - | - | - | - | - | - | $(172,111)$ |
| Appropriations |  |  |  |  |  |  |  |  |  |  |  |
| T..Transfer to Shareholders' Account |  | $(172,111)$ | - | $(172,111)$ | 17,267 | - | 17,267 | 384 | - | 384 | (154,460) |
| Transfer to Balance Sheet |  | - | - | - | - | - | - | - | - | - | - |
| Balance being Funds for Future Appropriations |  | - | - | - | - | - | - | - | - | - | - |
| Total (D) |  | $(172,111)$ | - | $(172,111)$ | 17,267 | - | 17,267 | 384 | - | 384 | $(154,460)$ |

Revenue Account ${ }_{\text {for the year ended } 31 s \text { March, } 2018}$


| Particulars | Linked Life |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Individual Life Fund Equity Fund | Individual Life Fund Bond Fund | Individual Life Fund - Growth Fund | Individual Life Fund Balanced | Individual - Apex Equity | Individual <br> - Apex <br> Bond | Individual <br> Growth <br> - Apex | Individual <br> - Apex <br> Balanced | Individual <br> Express <br> Balanced | Discontinued Policies Fund | Individual Balanced <br> Plus Fund | Individual Life Growth Plus Fund | Individual Bluechip Equity Fund | Individual Life Income Fund Fund | Total |
|  |  | $\begin{array}{r} \text { ULIF } 004 \\ \text { 25/02/09 } \\ \text { SND-LI- } \\ \text { BN1 } 142 \\ \hline \end{array}$ |  | ULIF 001 SUD-LIBLI 142 | ULIF 009 SUD-LAEQ1 142 | ULIF 012 SUD-LABN1 142 | ULIF 010 20/01/10 GR1 142 ( | ULIF 011 SUD-LABL1 142 | ULIF 017 SUD-LXBL1 142 | $\begin{array}{r} \text { ULIF } 018 \\ \text { 03/06/11 } \\ \text { SUD-UL-DP1 } \\ 142 \end{array}$ | ULIF 024 SUD-LIBL2 142 | ULIF 023 SUD-LIGR2 142 | ULIF 019 SUD-LIEQ2 142 | ULIF $\mathbf{0 2 0}$ SUD-LIBN2 142 |  |
| Fund Administration charges | - | . | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Fund Management charge | 6,740 | 886 | 13,616 | 2,588 | 32,577 | 11,543 | 33,207 | 27,351 | 6,082 | 18,815 | 30,792 | 35,060 | 36,635 | 13,914 | 269,806 |
| Policy Administration Charges | 1,779 | 343 | 2,926 | 839 | 5,000 | 1,855 | 5,320 | 4,324 | 1,228 | - | 18,168 | 24,072 | 24,329 | 7,461 | 97,644 |
| Surrender Charges | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Swithhing Charges | - | - | - | - | 5 | 4 | - | - | - | - | - | - | 1 | - | 10 |
| Premium Redirection Charge | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Parrial Withdrawl Charges | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Mortality Charges | 2,321 | 440 | 5,803 | 1,202 | 11,860 | 7,159 | 12,579 | 11,976 | 3,535 | - | 13,114 | 18,245 | 17,989 | 5,122 | 111,345 |
| Rider Premium Charges | 315 | 64 | 390 | 158 | 1,613 | 693 | 1,883 | 1,276 | 86 | - | - | - | - | - | 6,478 |
| Discontinuance Charges | - | - | (6) | - | (4) | (3) | (14) | (10) | (6) | - | 2,840 | 4,951 | 4,680 | 868 | 13,296 |
| Miscellaneous Charges | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total | 11,155 | 1,733 | 22,729 | 4,787 | 51,051 | 21,251 | 52,975 | 44,917 | 10,925 | 18,815 | 64,914 | 82,328 | 83,634 | 27,365 | 498,579 |

Appendix 5
Schedule forming part of Financial Statements
Schedule-UL1
Linked Income (recovered from linked funds) for the ye


Schedule toming porto f finonaid Statements
Linked Income (recovered from linked funds) for the year ended 31st March 2018

| Parriculars |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (₹ in 000 's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Linked Life |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Individual Life Fund Equity Fund | Individual Life Fund - Bond Fund | Individual Life Fund - Growth Fund | Individual Life Fund Balanced | Individual Apex Equity | Individual <br> - Apex <br> Bond | Individual <br> Growth <br> - Apex | Individual <br> - Apex <br> Balanced | Individual Express Expranced | Discontinued Policies Fund | Individual Balance Plus Fund | Individual Life Plus Fund |  | Individual Income Fund | Total |
|  | ULIF 002 SUD-LLEQ1 142 | ULIF 004 25/02/09 BN1 142 | ULIF 003 25/02/09 GR1 142 | ULIF 001 18/02/09 BLI 142 $\qquad$ | ULIF 009 20/01/10 EQ1 142 | ULIF 012 SUD-LABN1 142 | ULIF 010 20/01/10 GR1 142 | ULIF 011 20/01/10 BL1 142 dit | ULIF 017 <br> SUD-LX- <br> BLI 142 | ULIF 018 03/06/1 DP1 142 | ULIF 024 SUD 1 BL2 142 | ULIF 023 11/12/13 GR2 142 | ULIF 019 11/12/3 EQ2 142 | ULIF 020 11/12/13 BN2 142 EN2 |  |
| Fund Administration charges | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Fund Management charge | 6,994 | 948 | 15,461 | 2,768 | 39,813 | 16,410 | 42,695 | 35,475 | 7,333 | 20,571 | 24,664 | 25,126 | 26,387 | 12,313 | 276,958 |
| Policy Adminisistration Charges | 2,020 | 409 | 3,660 | 951 | 6,253 | 2,622 | 6,857 | 5,690 | 1,687 | - | 16,333 | 18,139 | 18,484 | 7,409 | 90,514 |
| Surrender Charges | - | - | . | . | . | - | - | - | $\cdot$ | - | - | - | - | - | - |
| Switching Charges | - | - | - | - | 4 | 4 | - | - | - | - | $\cdots$ | - | - | - | 8 |
| Premium Redirection Charge | - | - | - | $\cdots$ | - | - | - | - | - | - | - | - | - | - | - |
| Partiol Withdrawl Charges | - | $\cdots$ | - | - | - | - | - | - | - | $\cdots$ | $\cdots$ | $\cdots$ | - | - | - |
| Mortality Charges | 2,479 | 574 | 7,187 | 1,335 | 14,650 | 9,233 | 16,043 | 15,278 | 4,545 | - | 12,751 | 14,551 | 14,424 | 5,628 | 118,678 |
| Rider Premium Charges | 373 | 74 | 496 | 192 | 1,988 | 886 | 2,344 | 1,602 | 122 | - | - | - | - | - | 8,077 |
| Discontinuance Charges | - | - | (69) | - | (52) | (42) | (78) | (78) | (76) | - | 2,785 | 3,608 | 3,798 | 1,675 | 11,471 |
| Miscellaneous Charges | - | - | - | - | - | - | - | - | - | - | - | - | - | $\cdot$ | - |
| Total | 11,866 | 2,005 | 26,735 | 5,246 | 62,656 | 29,113 | 67,861 | 57,967 | 13,611 | 20,571 | 56,533 | 61,424 | 63,093 | 27,025 | 505,706 |

Schedule forming part of Financial Statements
Schedule-UL1
Linked Income


[^9]Schedule-UL2
Benefits Paid (Net) for the year ended 31 st March 2019
Schedule toming porot f finoncial statements
Benefits Paid (Net) for the year ended 31st March 2018

| Particulars | Linked Life |  |  |  |  |  | Linked Group |  |  | ( $₹$ in $000{ }^{\prime} \mathrm{s}$ ) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Linked Pension |  |  |  |  |  | Total |
|  | Non Unit | Unit | Total | Non Unit | Unit | Total | Non Unit | Unit | Total |  |
| 1. Insurance Claims |  |  |  |  |  |  |  |  |  |  |
| (a) Claims by Death, | 65,880 | 74,910 | 1,40,790 | 86 | 12,691 | 12,777 | - | - | - | 153,567 |
| (b) Claims by Maturity, | $\cdots-$ | 15,79,309 | 15,79,309 | - | 19,691 | 19,691 | - | - | - | 1,599,000 |
| (c) Annuities/Pension payment, | - | - | - | - | - | - | - | - | - | - |
| (d) Health |  |  | - |  |  | - |  |  | - | - |
| (e) any other: |  |  |  |  |  |  |  |  |  |  |
| (i) Surrenders | 33 | 48,09,955 | 48,09,988 | 8 | 2,70,415 | 2,70,423 | - | - | - | 5,080,411 |
| (ii) Retirement Benefits | - | - | - | - | - | $\cdots$ | - | 25,442 | 25,442 | 25,442 |
| (iii) Unclaimed claim investments charges | - | - | - | - | - | - | - | - | - | - |
| (iv) Refund of Premium (repudiation cases) | 145 | - | 145 | - | - | - | - | - | - | 145 |
| (v) Claim Settlement Expenses | 3,003 | - | 3,003 | 992 | - | 992 | - | - - | - - | 3,995 |
| Total (A) | 69,061 | 64,64,174 | 65,33,235 | 1,086 | 3,02,797 | 3,03,883 | - | 25,442 | 25,442 | 6,862,560 |
| 2. Amount ceded in Reinsurance: |  |  |  |  |  |  |  |  |  |  |
| (a) Claims by Death, | $(1,915)$ | - | $(1,915)$ | - | - | - | - | - | - | $(1,915)$ |
| (b) Claims by Maturity, | - | - | - | - | - | - | - | - | - | - |
| (c) Annuities/Pension payment, | - | - | - | - | - | - | - | - | - | - |
| (d) Health | - | - | - | - | - | - | - | - | - | - |
| (e) any other: |  |  |  |  |  |  |  |  |  |  |
| (i) Surrenders | - | - | - | - | - | - | - | - | - | - |
| (ii) Retirement Benefits | - | - | - | - | - | - | - | - | - | - |
| (iv) Unclaimed claim investments charges | - | - | - | - | - | - | - | - | - | - |
| (v) Refund of Premium (repudiation cases) | - | - | - | - | - | - | - | - | - | - |
| (vi) Claim Settlement Expenses | (1) - | - | (1) - | - | - | - | - | - | - | (1) - |
| Total (B) | $(1,915)$ | - | $(1,915)$ | - | - | - | - | - | - | $(1,915)$ |
|  |  |  |  |  |  |  |  |  |  |  |
| (a) Claims by Death, | - | - | - | - | - | - | - | - | - | - |
| (b) Claims by Maturity, | - | - | - | - | - | - | - | - | - | - |
| (c) Annuities/Pension payment, | - | - | - | - | - | - | - | - | - | - |
| (d) Health | - | - | - | - | - | - | - | - | - | - |
| (e) any other: |  |  |  |  |  |  |  |  |  |  |
| (i) Surrenders | - | - | - | - | - | - | - | - | - | - |
| (ii) Retirement Benefits | - | - | - | - | - | - | - | - | - | - |
| (iii) Unclaimed claim investments charges | - | - | - | - | - | - | - | - | - | - |
| (iv) Refund of Premium (repudiation cases) | - | - | - | - | - | - | - | - | - | - |
| (v) Claim Settlement Expenses | - | - | - | - | - | - | - | - | - | - |
| Total (C) | - | - | - | - | - | - | - | - - | - - | - - |
| Total ( $\mathbf{A}+\mathbf{B}+\mathbf{C}$ ) | 67,146 | 6,464,174 | 6,531,320 | 1,086 | 302,797 | 303,883 | - | 25,442 | 25,442 | 6,860,645 |
| Benefits paid to claimants: in India | 67,146 | 6,464,174 | 6,531,320 | 1,086 | 302,797 | 303,883 | - | 25,442 | 25,442 | 6,860,645 |

Fund Balance Sheet as ot 31 st March 2019

Fund Balance Sheet os at 3 1st march 2019
Appendix 5

| Form A-BS (UL) <br> Name of the Insurer: Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI: 142 dated 26th December 2008 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Schedule |  |  |  |  | Linked Pension |  |  |  | (\% in 000's) |
| Parriculars |  | Individual <br> Pension Fund Equity | Individual <br> Pension Fund Bond | Individual <br> Pension Fund Growth | Individual <br> Pension Fund Balanced | Individual PensionApex Equity | Individual Pension Apex Bond | $\begin{aligned} & \text { Individual } \\ & \text { Pension - } \\ & \text { Apex Growth } \end{aligned}$ | $\begin{array}{r} \text { Individual } \\ \text { Pension } \\ \text { Apex Balanced } \end{array}$ | Total |
|  |  | $\begin{array}{r} \text { ULIF O05 } \\ \text { 31/03/09 SUD- } \\ \text { PI-EQ1 } 142 \\ \hline \end{array}$ | $\begin{array}{r} \text { ULIF } 008 \\ \text { 31/03/O9 SUD- } \\ \text { PI-BN1 } 142 \\ \hline \end{array}$ | $\begin{array}{r} \text { ULIF OO6 } \\ \text { 31/03/09 SUD- } \\ \text { PI-GR1 } 142 \\ \hline \end{array}$ | $\begin{array}{r} \text { ULIF } 007 \\ \text { 31/03/09 SUD- } \\ \text { PI-BLI } 142 \\ \hline \end{array}$ | $\begin{array}{r} \text { ULIF } 013 \\ \text { 20/O1/10 SUD- } \\ \text { PA-EQ1 } 142 \\ \hline \end{array}$ | ULIF 016 <br> 20/01/10 SUD- <br> PA-BN1 142 | ULIF 014 20/01/10 SUD-PA-GR1 142 | ULIF 015 20/01/10 SUD-PA-BL1 142 |  |
| Sources of Funds |  |  |  |  |  |  |  |  |  |  |
| Policy holders' Funds: |  |  |  |  |  |  |  |  |  |  |
| Poligholder Contribution | F-1 | (209,665) | (18,853) | (199,299) | (117,381) | (301, 145) | (43,747) | (328, 882 | (142,113) | (1,360,385) |
| Revenue Account |  | 393,173 | 51,848 | 364,016 | 205,243 | 601,062 | 86,141 | 657,418 | 283,175 | 2,642,076 |
| Total |  | 183,508 | 32,995 | 164,717 | 87,862 | 299,917 | 42,394 | 329,236 | 141,062 | 1,281,691 |
| Application of funds: |  |  |  |  |  |  |  |  |  |  |
| Investments | F-2 | 183,757 | 32,097 | 164,250 | 85,420 | 303,797 | 40,967 | 326,392 | 138,741 | 1,275,421 |
| Current Assets | F. 3 | 892 | 1,233 | 1,911 | 2,691 | 1,388 | 1,561 | 5,267 | 3,337 | 18,280 |
| Less: Current Liabilities and Provisions | F-4 | 1,141 | 335 | 1,444 | 249 | 5,268 | 134 | 2,423 | 1,016 | 12,010 |
| Net Current Assets |  | (249) | 898 | 467 | 2,442 | $(3,880)$ | 1,427 | 2,844 | 2,321 | 6,270 |
| Total |  | 183,508 | 32,995 | 164,717 | 87,862 | 299,917 | 42,394 | 329,236 | 141,062 | 1,281,691 |
| Net Asset Value per Unit: |  |  |  |  |  |  |  |  |  |  |
| (a) Net Asset as per Balance Sheet (Total Assets less Current Liabilities and Provisions) |  | 183,508 | 32,995 | 164,717 | 87,862 | 299,917 | 42,394 | 329,236 | 141,062 |  |
| (b) Number of Units outstanding (In 000's) |  | 5,106 | 1,612 | 5,444 | 3,484 | 12,757 | 2,169 | 14,523 | 6,434 |  |
| (c) NAV per Unit (a)/(b) |  | 35.9410 | 20.4718 | 30.2572 | 25.2151 | 23.5092 | 19.5453 | 22.6706 | 21.9249 |  |


| Particulars | Schedule | Linked Group |  |
| :---: | :---: | :---: | :---: |
|  |  | Group Debt Fund | Total |
|  |  | $\begin{array}{r} \text { ULGF } 00320 / 03 / 15 \\ \text { SUD-GN-BN1 } 142 \end{array}$ |  |
| Sources of Funds |  |  |  |
| Policyholders' Funds: |  |  |  |
| Policyholder Contribution | F-1 | 69,183 | 69,183 |
| Revenue Account |  | 23,965 | 23,965 |
| Total |  | 93,148 | 93,148 |
| Application of Funds: |  |  |  |
| Investments | F-2 | 89,883 | 89,883 |
| Current Assets | F-3 | 3,271 | 3,271 |
| Less: Current Liabilities and Provisions | F-4 | 6 | 6 |
| Net Current Assets |  | 3,265 | 3,265 |
| Total |  | 93,148 | 93,148 |
| Net Asset Value per Unit: |  |  |  |
| (a) Net Asset as per Balance Sheet (Total Assets less Current Liabilities and Provisions) |  | 93,148 |  |
| (b) Number of Units outstanding (In 000's) |  | 7,241 |  |
| (c) NAV per Unit (a)/(b) |  | 12.8641 |  |

Fund Balance Sheet as ot 3 1st March 2018
Appendix 5

| Form A-BS (UL) <br> Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (F in 000 's) |
| Particulars | Schedule |  |  |  |  |  |  |  | Linked Life |  |  |  |  |  |  |  |
|  |  | Individual Life Fund - Equity Fund | Individual Life Fund Bond Fund | Individual Life Fund - Growth Fund | Individual Life Fund Balanced | Individual - Apex Equity | Individual Apex Bond | Individual <br> - Apex Growth | Individual <br> - Apex <br> Balanced | Individual Life Express Balanced | Discontinued Policies Fund | Individual Life Balanced Plus Fund | Individual Life Growth Plus Fund | Individual Life Bluechip Equity Fund | Individual Life Income Fund | Total |
|  |  | 25/02/09 SUD-LIEQ1 142 | $\begin{array}{r} \text { ULIF } 004 \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { BN1 } 142 \\ \hline \end{array}$ | 25/02/09 SUD-LIGR1 142 | $\begin{gathered} \text { ULIF } 001 \\ \text { 18/02/09 } \\ \text { SUD-LI- } \\ \text { BLI } 142 \\ \hline \end{gathered}$ | ULIF 009 20/01/10 SUD-LAEQ1 142 | $\begin{gathered} \text { ULIF } 012 \\ \text { 20/01/10 } \\ \text { SUD-LA- } \\ \text { BN1 } 142 \\ \hline \end{gathered}$ | ULIF 010 20/01/10 SUD-LAGR1 142 | ULIF 011 <br> 20/01/10 <br> SUD-LA- <br> BLI 142 | ULIF 017 <br> 29/04/11 SUD-LXBL1 142 | ULIF 018 03/06/11 SUD-ULDP1 142 | ULIF 024 <br> 11/12/13 <br> SUD-LI- <br> BL2 142 | ULIF 023 <br> 11/12/13 <br> SUD-LI- <br> GR2 142 | ULIF 019 <br> 11/12/13 <br> SUD-LI- <br> EQ2 142 | ULIF 020 <br> 11/12/13 SUD-LIBN2 142 |  |
| Sources of Funds |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Policyholders' Funds: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Policyholder Contribution | F-1 | $(65,878)$ | 13,945 | 320,332 | 6,320 | 384,203 | 707,767 | 440,742 | 911,556 | 344,763 | 2,656,594 | 2,044,669 | 2,136,573 | 2,231,667 | 952,738 | 13,085,991 |
| Revenue Account |  | 511,162 | 77,628 | 724,942 | 213,296 | 3,019,197 | 663,510 | 3,147,154 | 2,119,818 | 162,095 | 1,227,019 | 153,106 | 143,680 | 162,875 | 94,279 | 12,419,761 |
| Total |  | 445,284 | 91,573 | 1,045,274 | 219,616 | 3,403,400 | 1,371,277 | 3,587,896 | 3,031,374 | 506,858 | 3,883,613 | 2,197,775 | 2,280,253 | 2,394,542 | 1,047,017 | 25,505,752 |
| Application of Funds: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investments | F-2 | 446,537 | 88,945 | 1,047,490 | 219,261 | 3,460,275 | 1,331,338 | 3,572,516 | 3,006,572 | 493,128 | 3,924,801 | 2,077,662 | 2,229,673 | 2,320,927 | 987,310 | 25,206,435 |
| Current Assets | F-3 | 8,437 | 3,452 | 12,425 | 6,040 | 13,327 | 54,324 | 58,891 | 66,186 | 14,388 | 61,658 | 128,080 | 124,762 | 107,966 | 59,921 | 719,857 |
| Less: Current Liabilities and Provisions | F-4 | 9,690 | 824 | 14,641 | 5,685 | 70,202 | 14,385 | 43,511 | 41,384 | 658 | 102,846 | 7,967 | 74,182 | 34,351 | 214 | 420,540 |
| Net Current Assets |  | $(1,253)$ | 2,628 | $(2,216)$ | 355 | $(56,875)$ | 39,939 | 15,380 | 24,802 | 13,730 | $(41,188)$ | 120,113 | 50,580 | 73,615 | 59,707 | 299,317 |
| Total |  | 445,284 | 91,573 | 1,045,274 | 219,616 | 3,403,400 | 1,371,277 | 3,587,896 | 3,031,374 | 506,858 | 3,883,613 | 2,197,775 | 2,280,253 | 2,394,542 | 1,047,017 | 25,505,752 |
| Net Asset Value per Unit: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (a) Net Asset as per Balance Sheet (Total Assets less Current Liabilities and Provisions) |  | 445,284 | 91,573 | 1,045,274 | 219,616 | 3,403,400 | 1,371,277 | 3,587,896 | 3,031,374 | 506,858 | 3,883,613 | 2,197,775 | 2,280,253 | 2,394,542 | 1,047,017 |  |
| (b) Number of Units outstanding (In 000's) |  | 11,920 | 4,779 | 30,632 | 9,251 | 164,653 | 73,520 | 172,644 | 148,989 | 28,485 | 244,855 | 147,816 | 144,693 | 150,132 | 73,587 |  |
| (c) NAV per Unit (a)/(b) |  | 37.3574 | 19.1637 | 34.1236 | 23.7397 | 20.6702 | 18.6518 | 20.7821 | 20.3463 | 17.7941 | 15.8609 | 14.8683 | 15.7593 | 15.9496 | 14.2282 |  |

Fund Balance Sheet as a t 3 1st March 2018
Appendix 5
(₹ in 000's)

toob

| $(1,214,260)$ |
| ---: |
| $2,498,218$ |
| $1,283,958$ |
|  |
| $1,269,381$ |
| 21,198 |
| 6,621 |
| 14,577 |
| $1,283,958$ | 1,283,958

Fund Revenue Account for the year ended $315 t$ March 2019

\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multicolumn{16}{|l|}{\begin{tabular}{l}
Form A-RA (UL) \\
Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008
\end{tabular}} \\
\hline \multirow[t]{4}{*}{Particulars} \& \multirow[t]{3}{*}{Schedule} \& \multirow[t]{4}{*}{\[
\begin{array}{r}
\text { Individual } \\
\text { Life Fund } \\
\text { - Bond } \\
\text { Fund }
\end{array}
\]} \& \multirow[t]{4}{*}{\[
\begin{gathered}
\text { Individual } \\
\text { Life Fund } \\
\text { - Growth } \\
\text { Fund } \\
\text { ULIF 003 } \\
\text { 25/02/09 } \\
\text { SUD-LI- } \\
\text { GR1 } 142 \\
\hline
\end{gathered}
\]} \& \multirow[t]{4}{*}{\begin{tabular}{l}
Individual Life Fund Balanced \\
ULIF 001 \\
18/02/09 SUD-LIBL1 142
\end{tabular}} \& \multirow[t]{4}{*}{\[
\begin{aligned}
\& \text { Individual } \\
\& \text { - Apex } \\
\& \text { Equity } \\
\& \\
\& \text { ULIF } 009 \\
\& \text { 20/01/10 } \\
\& \text { SUD-LA- } \\
\& \text { EQ1 } 142 \\
\& \hline
\end{aligned}
\]} \& \multirow[t]{4}{*}{\[
\begin{aligned}
\& \text { Individual } \\
\& \text { - Apex } \\
\& \text { Bond } \\
\& \\
\& \text { ULIF } 012 \\
\& \text { 20/01/10 } \\
\& \text { SUD-LA- } \\
\& \text { BN1 } 142 \\
\& \hline
\end{aligned}
\]} \& \multirow[t]{4}{*}{\[
\begin{aligned}
\& \text { Individual } \\
\& \text { - Apex } \\
\& \text { Growth } \\
\& \\
\& \text { ULIF } 010 \\
\& \text { 20/01/10 } \\
\& \text { SUD-LA- } \\
\& \text { GR1 } 142 \\
\& \hline
\end{aligned}
\]} \& \multicolumn{2}{|l|}{\multirow[t]{2}{*}{Linked Life}} \& \multirow[t]{4}{*}{Discontinued
Policies
Fund

ULIF 018
03/06/11
SUD-UL-

DP1 142} \& \multirow[t]{4}{*}{Individual Life Balanced Plus Fund ULIF 024 11/12/13 SUD-LIBL2 142} \& \multirow[t]{4}{*}{Individual Life Growth Plus Fund ULIF 023 11/12/13 SUD-LIGR2 142} \& \multirow[t]{4}{*}{$$
\begin{array}{r}
\text { Individual } \\
\text { Life - } \\
\text { Bluechip } \\
\text { Equity Fund } \\
\text { ULIF } 019 \\
11 / 12 / 13 \\
\text { SUD-LI- } \\
\text { EQ2 } 142 \\
\hline
\end{array}
$$} \& \multirow[t]{4}{*}{\[

$$
\begin{array}{r}
\text { Individual } \\
\text { Life - } \\
\text { Income } \\
\text { Fund } \\
\text { ULIF 020 } \\
\text { 11/12/13 } \\
\text { SUD-LI- } \\
\text { BN2 142 }
\end{array}
$$
\]} \& \multirow[t]{2}{*}{(₹ in 000 's)} <br>

\hline \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& <br>

\hline \& \& \& \& \& \& \& \& | Individual |
| :--- |
| - Apex |
| Balanced | \& Individual Life Express Balanced \& \& \& \& \& \& Total <br>

\hline \& \[
$$
\begin{aligned}
& \text { Individual } \\
& \text { Life Fund } \\
& \text { - Equity } \\
& \text { Fund } \\
& \text { ULIF 002 } \\
& \text { 25/02/09 } \\
& \text { SUD-LI- } \\
& \text { EQ1 } 142 \\
& \hline
\end{aligned}
$$

\] \& \& \& \& \& \& \& | ULIF 011 |
| :--- |
| 20/01/10 |
| SUD-LA- |
| BL1 142 | \& | ULIF 017 |
| :--- |
| 29/04/11 |
| SUD-LX- |
| BL1 142 | \& \& \& \& \& \& <br>

\hline Income from Investments \& \& \& \& \& \& \& \& \& \& \& \& \& \& \& <br>
\hline Interest Income \& 1,080 \& 7,000 \& 23,919 \& 11,464 \& 4,381 \& 92,739 \& 74,645 \& 106,549 \& 25,562 \& 266,725 \& 130,781 \& 63,224 \& 9,512 \& 83,333 \& 900,914 <br>
\hline Dividend Income \& 5,647 \& - \& 9,502 \& 879 \& 42,970 \& $\cdots$ \& 33,327 \& 19,643 \& 1,970 \& - \& 9,082 \& 23,631 \& 32,653 \& - \& 179,304 <br>
\hline Profit/Loss on Sale of Investments (Net) \& 44,756 \& (624) \& 77,164 \& 4,491 \& 413,301 \& $(8,684)$ \& 388,199 \& 224,819 \& 25,621 \& 2,556 \& $(1,169)$ \& 14,117 \& 28,094 \& $(11,284)$ \& 1,201,357 <br>
\hline Unrealized Gain/Loss* \& 13,675 \& 1,288 \& 16,507 \& 4,084 \& (469) \& 5,363 \& $(110,521)$ \& $(62,279)$ \& $(7,925)$ \& $(2,359)$ \& 119,721 \& 216,636 \& 317,510 \& 14,744 \& 525,975 <br>

\hline | Miscellaneous Income/ |
| :--- |
| (Expenses) | \& (15) \& 1 \& 44 \& 3 \& (174) \& 41 \& (580) \& (307) \& 25 \& (221) \& 401 \& 325 \& 232 \& 45 \& (180) <br>

\hline Total (A) \& 65,143 \& 7,665 \& 127,136 \& 20,921 \& 460,009 \& 89,459 \& 385,070 \& 288,425 \& 45,253 \& 266,701 \& 258,816 \& 317,933 \& 388,001 \& 86,838 \& 2,807,370 <br>
\hline Fund Management Expenses \& 6,739 \& 886 \& 13,616 \& 2,588 \& 32,577 \& 11,543 \& 33,207 \& 27,351 \& 6,082 \& 18,815 \& 30,792 \& 35,060 \& 36,635 \& 13,914 \& 269,805 <br>
\hline Goods \& Service Tax on linked charges \& 2,075 \& 329 \& 4,459 \& 898 \& 9,552 \& 3,937 \& 9,876 \& 8,332 \& 2,214 \& 3,387 \& 17,209 \& 24,282 \& 24,512 \& 6,875 \& 117,937 <br>
\hline Fund Administration Expenses \& - \& - \& - \& - \& - \& - \& - \& - \& - \& - \& - \& - \& - \& - \& - <br>
\hline Other Charges \& F-5 4,413 \& 847 \& 9,113 \& 2,199 \& 18,474 \& 9,708 \& 19,768 \& 17,566 \& 4,843 \& - \& 34,122 \& 47,268 \& 46,999 \& 13,451 \& 228,771 <br>
\hline Total (B) \& 13,227 \& 2,062 \& 27,188 \& 5,685 \& 60,603 \& 25,188 \& 62,851 \& 53,249 \& 13,139 \& 22,202 \& 82,123 \& 106,610 \& 108,146 \& 34,240 \& 616,513 <br>
\hline Net Income for the period (A-B) \& 51,916 \& 5,603 \& 99,948 \& 15,236 \& 399,406 \& 64,271 \& 322,219 \& 235,176 \& 32,114 \& 244,499 \& 176,693 \& 211,323 \& 279,855 \& 52,598 \& 2,190,857 <br>
\hline Add: Balance at the beginning of the year \& 511,164 \& 77,630 \& 724,940 \& 213,300 \& 3,019,198 \& 663,511 \& 3,147,157 \& 2,119,817 \& 162,093 \& 1,227,019 \& 153,108 \& 143,677 \& 162,874 \& 94,278 \& 12,419,766 <br>
\hline Fund revenue account at the end of the period \& 563,080 \& 83,233 \& 824,888 \& 228,536 \& 3,418,604 \& 727,782 \& 3,469,376 \& 2,354,993 \& 194,207 \& 1,471,518 \& 329,801 \& 355,000 \& 442,729 \& 146,876 \& 14,610,623 <br>
\hline
\end{tabular}

[^10]Fund Revenue Account for the year ended 31st March 2019
Form A-RA (UL)
Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited
Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

Appendix 5
Fund Revenue Account tor the year ended 31 st March 2018

| Form A-RA (UL) <br> Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Individual Life Fund - Equity Fund | Individual Life Fund Bond Fund | Individual Life Fund - Growth Fund | Individual Life Fund Balanced | Individual <br> - Apex Equity | Individual <br> - Apex Bond | Individual <br> - Apex Growth | Linked Life |  | Discontinued Policies Fund | Individual Life Balanced Plus Fund | Individual Life Growth Plus Fund | Individual Life Bluechip Equity Fund | Individual Life Income Fund | (F in 000's) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  | Individual <br> - Apex <br> Balanced | Individual Life Express Balanced |  |  |  |  |  | Total |
|  | $\begin{gathered} \text { ULIF } 002 \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { EQ1 } 142 \\ \hline \end{gathered}$ | $\begin{gathered} \text { ULIF } 004 \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { BN1 } 142 \\ \hline \end{gathered}$ | $\begin{array}{r} \text { ULIF } 003 \\ \text { 25/02/09 } \\ \text { SUD LI- } \\ \text { GR1 } 142 \\ \hline \end{array}$ | $\begin{array}{r} \text { ULIF } 001 \\ \text { 18/02/09 } \\ \text { SUD-LI- } \\ \text { BLI } 142 \end{array}$ | ULIF 009 <br> 20/01/10 <br> SUD-LA- <br> EQ1 142 | ULIF 012 <br> 20/01/10 <br> SUD-LA- <br> BN1 142 | ULIF 010 <br> 20/01/10 <br> SUD-LA- <br> GR1 142 | ULIF 011 20/01/10 SUD-LABL1 142 | ULIF 017 <br> 29/04/11 <br> BL1 142 <br> SUD-LX- | ULIF 018 03/06/11 SUD-ULDP1 142 | $\begin{array}{r} \text { ULIF } 024 \\ \text { 11/12/13 } \\ \text { SUD }-11 \\ \text { BL2 } 142 \\ \hline \end{array}$ | ULIF 023 11/12/13 GR2 142 | ULIF 019 <br> 11/12/13 <br> SUD-LI- <br> EQ2 142 | ULIF 020 <br> 11/12/13 <br> SUD-LI- <br> BN2 142 |  |
| Income from Investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Income | 530 | 7,109 | 24,447 | 12,752 | 528 | 126,915 | 96,976 | 132,050 | 30,461 | 289,622 | 99,512 | 44,341 | 7,432 | 69,598 | 942,273 |
| Dividend Income | 5,775 | - | 10,524 | 890 | 52,090 | - | 43,095 | 24,767 | 2,238 | - | 7,520 | 16,998 | 21,536 | - | 185,433 |
| Profit/Loss on Sale of Investments (Net) | 77,324 | 1,457 | 200,903 | 14,925 | 767,901 | 47,096 | 725,699 | 378,805 | 39,976 | 4,691 | 23,884 | 51,937 | 51,174 | 18,137 | 2,403,909 |
| Unrealized Gain/Loss* | $(31,066)$ | $(3,232)$ | $(130,926)$ | $(12,829)$ | $(339,585)$ | $(76,386)$ | $(442,353)$ | (226,445) | $(30,141)$ | $(55,782)$ | $(17,507)$ | 40,877 | 81,259 | $(35,863)$ | $(1,279,979)$ |
| Miscellaneous Income/ (Expenses) | (58) | - | 9 | - | 71 | (17) | 53 | 8 | 8 | (26) | (131) | 242 | 378 | (94) | 443 |
| Total (A) | 52,505 | 5,334 | 104,957 | 15,738 | 481,005 | 97,608 | 423,470 | 309,185 | 42,542 | 238,505 | 113,278 | 154,395 | 161,779 | 51,778 | 2,252,079 |
| Fund Management Expenses | 6,994 | 948 | 15,461 | 2,768 | 39,814 | 16,410 | 42,696 | 35,475 | 7,333 | 20,571 | 24,665 | 25,126 | 26,388 | 12,313 | 276,962 |
| Goods \& Service Tax on linked charges | 2,124 | 365 | 5,188 | 953 | 11,570 | 5,895 | 12,717 | 11,223 | 2,801 | 3,550 | 14,878 | 17,674 | 18,084 | 6,682 | 113,704 |
| Fund Administration Expenses | - | - | ${ }^{-}$ | - | - | ${ }^{-}$ | - | - | - | - | - | - | - | - | - |
| Other Charges | F-5 5 4,871 | 1,057 | 11,274 | 2,478 | 22,845 | 12,702 | 25,166 | 22,491 | 6,277 | - - | 31,869 | 36,298 | 36,705 | 14,712 | 228,745 |
| Total (B) | 13,989 | 2,370 | 31,923 | 6,199 | 74,229 | 35,007 | 80,579 | 69,189 | 16,411 | 24,121 | 71,412 | 79,098 | 81,177 | 33,707 | 619,411 |
| Net Income for the year (A-B) | 38,516 | 2,964 | 73,034 | 9,539 | 406,776 | 62,601 | 342,891 | 239,996 | 26,131 | 214,384 | 41,866 | 75,297 | 80,602 | 18,071 | 1,632,668 |
| Add: Balance at the beginning of the year | 472,646 | 74,664 | 651,908 | 203,757 | 2,612,421 | 600,909 | 2,804,263 | 1,879,822 | 135,964 | 1,012,635 | 111,240 | 68,383 | 82,273 | 76,208 | 10,787,093 |
| Fund revenue account at the end of the year | 511,162 | 77,628 | 724,942 | 213,296 | 3,019,197 | 663,510 | 3,147,154 | 2,119,818 | 162,095 | 1,227,019 | 153,106 | 143,680 | 162,875 | 94,279 | 12,419,761 |

[^11]Appendix 5

| Form A-RA (UL) <br> Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  | (\% in 000's) |
| Particulars | Schedule | Linked Pension |  |  |  |  |  |  |  |  |
|  |  | Individual Pension Fund Equity | Individual Pension Fund - Bond | Individual Pension Fund - Growth | Individual Pension Fund - Balanced | $\begin{aligned} & \text { Individual } \\ & \text { Pension - } \\ & \text { Apex Equity } \end{aligned}$ | Individual Pension Apex Bond | $\begin{aligned} & \text { Individual } \\ & \text { Pension - } \\ & \text { Apex Growth } \end{aligned}$ | $\begin{array}{r} \text { Individual } \\ \text { Pension } \\ \text { Apex Balanced } \end{array}$ | Tota |
|  |  | $\begin{array}{r} \text { ULIF } 005 \\ \text { 31/03/09 SUD- } \\ \text { PI-EQ1 } 142 \end{array}$ | $\begin{gathered} \text { ULIF } 008 \\ 31 / 03 / 09 \text { SUD-PI- } \\ \text { BN1 } 142 \end{gathered}$ | $\begin{array}{r} \text { ULIF } 006 \\ \text { 31/03/09 SUD-PI- } \\ \text { GR1 } 142 \end{array}$ | $\begin{array}{r} \text { ULIF } 007 \\ \text { 31/03/09 SUD-PI- } \\ \text { BLI } 142 \end{array}$ | ULIF 013 20/01/10 SUD-PA-EQ1 142 | ULIF 016 20/01/10 SUD. PA-BN1 142 | ULIF 014 20/01/10 SUD-PA-GR1 142 | ULIF 015 20/01/10 SUD. PA-BLI 142 |  |
| Income from Investments |  |  |  |  |  |  |  |  |  |  |
| Interest Income |  | 247 | 2,603 | 3,973 | 5,439 | 211 | 3,830 | 7,183 | 6,496 | 29,982 |
| Dividend Income |  | 2,439 |  | 1,693 | 364 | 3,972 |  | 3,100 | 909 | 12,477 |
| Profit/Loss on Sale of Investments (Nat) |  | 44,166 | 367 | 27,027 | 8,204 | 55,400 | 463 | 45,090 | 16,520 | 197,237 |
| Unrealized Gain/Loss** |  | (24,674) | (1,041) | (15,398) | (6,321) | (20,354) | (1,760) | (24,340) | (10,297) | (104, 185$)$ |
| Miscellaneous Income/(Expenses) |  | 1 |  |  |  | 3 |  | 2 |  |  |
| Total ( $A$ ) |  | 22,179 | 1,929 | 17,295 | 7,686 | 39,232 | 2,533 | 31,035 | 13,628 | 135,517 |
| Fund Management Expenses |  | 2,946 | 345 | 2,571 | 1,192 | 3,197 | 498 | 3,380 | 1,542 | 15,671 |
| Goods \& Service Tax on linked charges |  | 648 | 82 | 579 | 272 | 732 | 107 | 768 | 349 | 3,537 |
| Fund Administration Expenses |  |  |  |  |  |  |  |  |  |  |
| Other Charges | F-5 | 611 | 90 | 576 | 286 | 781 | 86 | 734 | 357 | 3,521 |
| Total (B) |  | 4,205 | 517 | 3,726 | 1,750 | 4,710 | 691 | 4,882 | 2,248 | 22,729 |
| Net Income for the year ( $A-B$ ) |  | 17,974 | 1,412 | 13,569 | 5,936 | 34,522 | 1,842 | 26,153 | 11,380 | 112,788 |
| Add: Balance at the beginning of the year |  | 351,624 | 47,937 | 332,430 | 192,423 | 527,459 | 81,519 | 593,584 | 258,454 | 2,385,430 |
| Fund revenue account at the end of the year |  | 369,598 | 49,349 | 345,999 | 198,359 | 561,981 | 83,361 | 619,737 | 269,834 | 2,498,218 |

[^12]| Particulars |
| :--- |

Schedule forming part of Financial Statements
Schedule-F-1
Policyholders' Contribution as at 31st March 2019

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (\% in 000's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Linked Life |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Individual Life Fund Equity Fund | Individual <br> Life Fund Bond Fund | Individual Life Fund - Growth Fund Fund | Individual Life Fund Balanced | Individual - Apex Equity | Individual -Apex Bond | Individual <br> - Apex <br> Growth | Individual <br> - Apex <br> Balanced | Individual <br> Express <br> Balanced | Discontinued Policies Fund | Individual Balanced Plus Fund | Individual <br> Life - <br> Plus Fund | $\begin{aligned} & \text { Individual } \\ & \text { Life - } \\ & \text { Equecthe Fund } \end{aligned}$ | Individual Life Income Fund | Total |
|  | $\begin{gathered} \text { ULIF 002 } \\ \text { 25/02/09 } \\ \text { SUD-LL- } \\ \text { EQ1 } 142 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { ULIF } 004 \\ & \text { 25/00/09 } \\ & \text { SUD-LI- } \\ & \text { BN1 } 142 \end{aligned}$ | $\begin{gathered} \text { ULIF } 003 \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { GR1 } 142 \\ \hline \end{gathered}$ | ULIF 001 18/02/09 BL1 142 $\qquad$ | ULIF 009 20/01/10 SUD-LA- EQ1 142 $\qquad$ | ULIF 012 20/01/10 SUD-LA- BN 142 $\text { BN1 } 14$ I-2 | ULIF 010 SUD-LAGR1 142 | ULIF 011 20/01/10 SUD-LA- | ULIF 017 29/04/11 SUD-LXBLI 142 | ULIF 018 03/06/11 DP1 142 | ULIF 024 11/12/13 SL2 142 | ULIF 023 11/12/13 GR2 142 GR2 | ULIF 019 11/12/13 Q2 142 SQ2 142 | ULIF 020 11/12/13 BN2 142 |  |
| Opening Balance | $(65,878)$ | 13,945 | 320,332 | 6,320 | 384,203 | 707,767 | 440,742 | 911,556 | 344,763 | 2,656,594 | 2,044,669 | 2,136,573 | 2,231,667 | 952,738 | 13,085,991 |
| Add: Additions during the year* | 22,049 | 5,586 | 92,739 | 11,016 | 179,568 | 67,563 | 79,555 | 64,751 | 61,295 | 1,247,774 | 790,352 | 1,204,639 | 1,268,214 | 292,805 | 5,387,906 |
| Less: Deductions during the year* | 121,079 | 34,397 | 291,393 | 67,107 | 848,788 | 562,683 | 936,125 | 898,599 | 159,037 | 2,189,273 | 419,523 | 450,902 | 490,523 | 218,424 | 7,687,853 |
| Closing Balance | $(164,908)$ | $(14,866)$ | 121,678 | $(49,771)$ | $(285,017)$ | 212,647 | $(415,828)$ | 77,708 | 247,021 | 1,715,095 | 2,415,498 | 2,890,310 | 3,009,358 | 1,027,119 | 10,786,044 |

*Additions represents units creation and deductions represent unit cancellations


| Particulars | Linked Group |  |
| :---: | :---: | :---: |
|  | Group Debt Fund | Total |
|  | ULGF 003 20/03/15 SUD-GN-BN 1142 |  |
| Opening Balance | 82,049 | 82,049 |
| Add: Additions during the year* | 18,750 | 18,750 |
| Less: Deductions during the year* | 31,616 | 31,616 |
| Closing Balance | 69,183 | 69,183 |

Schedule-F-1
Policyholders' Contribution as at 31st March 2018

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Linked Life |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Individual Life Fund Equity Fund Fund | Individual <br> Life Fund - Bond Fund | Individual Life Fund -Growth Fund | Individual Life Fund Balanced | Individual - Apex Equity | Individual <br> Bond <br> Apex | Individual - Apex Growth | Individual <br> - Apex <br> Balanced | Individual Life Balance Balanced | Discontinued Policies Fund | Individual Balanced Plus Fund | Individual <br> Growth <br> Plus Fund | $\begin{aligned} & \text { Individual } \\ & \text { Life - } \\ & \text { Equechity Fund } \end{aligned}$ | Individual Life income Fund |  |
|  | ULIF 002 25/02/09 SUD-LI- EQ1 142 EQ1 142 | $\begin{array}{r} \text { ULIF } 004 \\ \text { 25/02/09 } \\ \text { SND-LL- } \\ \text { BN1 } 142 \\ \hline \end{array}$ | ULIF 003 SUD-LIGR1 142 | ULIF 00 18/02/09 BL 1142 142 | ULIF 009 20/01/10 SUD-LA- EQ1 142 $\qquad$ | ULIF 012 20/01/10 SUD-LA- BN1 142 | ULIF 010 <br> 20/01/10 <br> GR1 142 <br> 1,876,438 | ULIF 011 <br> 20/01/10 <br> SUD-LA- <br> $1.937,604$ | ULIF 017 29/04/11 BL1 142 BLI | ULIF 018 03/06/11 SUD-UL- DP1 142 | ULIF 024 11/12/13 SL2 142 BL2 142 | ULIF 023 11/12/13 SRD 142 GR2 | ULIF 019 11/12/13 EQ2 142 EQ2 1 | ULIF 020 11/12/13 BN2 142 |  |
| Opening Balance | $(11,880)$ | 20,666 | 553,470 | 38,885 | 1,651,048 | 1,178,891 | 1,876,438 | 1,937,604 | 467,054 | 3,027,425 | 1,629,658 | 1,536,361 | 1,607,981 | 834,882 | 16,348,483 |
| Add: Additions during the year* | 25,314 | 7,112 | 137,272 | 14,207 | 208,324 | 190,008 | 202,154 | 236,877 | 96,740 | 1,417,130 | 716,369 | 914,602 | 944,924 | 315,205 | 5,426,238 |
| Less: Deductions during the year*******) | 79,312 | 13,833 | 370,410 | 46,772 | 1,475,169 | 661,132 | 1,637,850 | 1,262,925 | 219,031 | 1,787,961 | 301,358 | 314,390 | 321,238 | 197,349 | 8,688,730 |
| Closing Balance | $(65,878)$ | 13,945 | 320,332 | 6,320 | 384,203 | 707,767 | 440,742 | 911,556 | 344,763 | 2,656,594 | 2,044,669 | 2,136,573 | 2,231,667 | 952,738 | 13,085,991 |

[^13]
## Particulars

| Particulars | Linked Pension |  |  |  |  |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Individual Pension Fund Equity | Individual Pension Fund Bond | Individual Pension Fund Growth | Individual Pension Fund - Balanced | Individual Pension - Apex Equity | Individual Pension - Apex Bond | Individual Pension - Apex Growth | Individual Pension - Apex Balanced |  |
|  | ULIF 005 31/03/09 SUD-PI-EQ1 142 | $\begin{array}{r} \text { ULIF } 008 \\ \text { 31/03/09 SUD- } \\ \text { PI-BN1 } 142 \end{array}$ | $\begin{array}{r} \text { ULIF } 006 \\ \text { 31/03/09 SUD- } \\ \text { PI-GR1 } 142 \end{array}$ | ULIF 007 31/03/09 SUD-PI-BL 1142 | ULIF 013 <br> 20/01/10 SUD-PA-EQ1 142 | ULIF 016 20/01/10 SUD-PA-BN 1142 | ULIF 014 <br> 20/01/10 SUD-PA-GR1 142 | ULIF 015 20/01/10 SUD-PA-BL1 142 |  |
| Opening Balance | $(154,934)$ | $(11,108)$ | $(141,853)$ | $(82,705)$ | $(210,646)$ | $(29,796)$ | $(248,240)$ | $(97,453)$ | $(976,735)$ |
| Add: Additions during the year* | 15,398 | 6,657 | 10,771 | 6,159 | 14,622 | 1,908 | 17,636 | 9,781 | 82,932 |
| Less: Deductions during the year* | 44,713 | 11,537 | 44,953 | 32,325 | 67,821 | 13,572 | 68,982 | 36,554 | 320,457 |
| Closing Balance | $(184,249)$ | $(15,988)$ | $(176,035)$ | $(108,871)$ | $(263,845)$ | $(41,460)$ | $(299,586)$ | $(124,226)$ | $(1,214,260)$ |
| *Additions represents units creation and deductions represent unit cancellations |  |  |  |  |  |  |  |  |  |
| Particulars | Linked Group |  |  |  |  |  |  |  |  |
|  | Group Debt Fund | Total |  |  |  |  |  |  |  |
|  | ULGF 003 20/03/15 SUD-GN-BN 1142 |  |  |  |  |  |  |  |  |
| Opening Balance | 89,982 | 89,982 |  |  |  |  |  |  |  |
| Add: Additions during the year* | 17,511 | 17,511 |  |  |  |  |  |  |  |
| Less: Deductions during the year* | 25,444 | 25,444 |  |  |  |  |  |  |  |
| Closing Balance | 82,049 | 82,049 |  |  |  |  |  |  |  |

*Additions represents units creation and deductions represent unit cancellations

## Investment for the year ended 31st March 2019

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (\% in 000 's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars |  |  |  |  |  |  |  | Linked Li |  |  |  |  |  |  |  |
|  | Individual Life Fund - Equity Fund | Individual Life Fund - Bond Fund | Individual Life Fund - Growth Fund | Individual Life Fund Balanced | Individual - Apex Equity | Individual <br> - Apex <br> Bond | Individual - Apex Growth | Individual <br> - Apex <br> Balanced | Individual Life Express Balanced | Discontinued Policies Fund | Individual Life Balanced Plus Fund | Individual Life Growth Plus Fund | Individual Life Bluechip Equity Fund | Individual Life Income Fund | Total |
|  | $\begin{gathered} \text { ULIF 002 } \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { EQ1 } 142 \\ \hline \end{gathered}$ | $\begin{array}{r} \text { ULIF } 004 \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { BN1 } 142 \end{array}$ | $\begin{array}{r} \text { ULIF } 003 \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { GR1 } 142 \\ \hline \end{array}$ | $\begin{array}{r} \text { ULIF 001 } \\ \text { 18/02/09 } \\ \text { SUD-LI- } \\ \text { BLI } 142 \\ \hline \end{array}$ | $\begin{aligned} & \text { ULIF } 009 \\ & \text { 20/01/10 } \\ & \text { SUD-LA- } \\ & \text { EQ1 } 142 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { ULIF } 012 \\ \text { 20/01/10 } \\ \text { SUD-LA- } \\ \text { BN1 } 142 \\ \hline \end{gathered}$ | $\begin{gathered} \text { ULIF } 010 \\ \text { 20/01/10 } \\ \text { SUD-LA- } \\ \text { GR1 } 142 \\ \hline \end{gathered}$ | ULIF 011 <br> 20/01/10 <br> SUD-LA- <br> BLI 142 | $\begin{array}{r} \text { ULIF } 017 \\ \text { 29/04/11 } \\ \text { SUD-LX- } \\ \text { BL1 } 142 \\ \hline \end{array}$ | ULIF 018 03/06/11 SUD-ULDP1 142 | $\begin{gathered} \text { ULIF } 024 \\ \text { 11/12/13 } \\ \text { SUD-LL- } \\ \text { BL2 } 142 \\ \hline \end{gathered}$ | $\begin{array}{r} \text { ULIF } 023 \\ 11 / 12 / 13 \\ \text { SUD-LI- } \\ \text { GR2 } 142 \\ \hline \end{array}$ | $\begin{array}{r} \text { ULIF } 019 \\ 11 / 12 / 13 \\ \text { SUD-LI- } \\ \text { EQ2 } 142 \\ \hline \end{array}$ | $\begin{array}{r} \text { ULIF } 020 \\ 11 / 12 / 13 \\ \text { SUD-LI- } \\ \text { BN2 } 142 \end{array}$ |  |
| Approved Investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Government Bonds | - | 36,514 | 189,768 | 84,974 | - | 371,613 | 418,428 | 506,688 | 141,958 | 1,892,782 | 963,401 | 404,447 | - | 521,826 | 5,532,399 |
| Corporate Bonds | - | 26,816 | 35,053 | 28,069 | - | 414,613 | 318,453 | 449,913 | 93,005 | - | 585,360 | 210,151 | - | 401,498 | 2,562,931 |
| Infrastructure Bonds | - | 11,103 | 26,432 | 3,169 | - | 87,194 | 54,568 | 157,618 | 43,358 | - | 95,759 | 241,371 | - | 132,935 | 853,507 |
| Equity | 357,317 | - | 616,657 | 57,738 | 2,509,259 | - | 1,911,898 | 1,110,661 | 121,784 | - | 719,880 | 1,863,240 | 2,530,872 | - | 11,799,306 |
| Money market | 23,739 | 1,117 | 26,517 | 1,867 | 194,506 | 11,939 | 103,207 | 26,647 | 2,086 | 1,397,481 | 78,817 | 192,628 | 335,137 | 2,946 | 2,398,634 |
| Mutual Funds | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Deposit with banks | - | - | - | - | - | - | - | - | - | - | $\checkmark$ | - | - | - | - |
| Total | 381,056 | 75,550 | 894,427 | 175,817 | 2,703,765 | 885,359 | 2,806,554 | 2,251,527 | 402,191 | 3,290,263 | 2,443,217 | 2,911,837 | 2,866,009 | 1,059,205 | 23,146,777 |
| Other Investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate Bonds | - | 1,004 | 32,399 | 15,139 | - | 26,016 | 83,664 | 31,052 | 10,133 | - | 129,776 | 41,014 | - | 56,869 | 427,066 |
| Infrastructure Bonds | - | - | - | 3,750 | - | - | 18,750 | 33,750 | 6,000 | - | 3,750 | 7,500 | - | 7,500 | 81,000 |
| Equity | 23,391 | - | 38,845 | 4,055 | 170,102 | - | 121,926 | 77,425 | 8,447 | - | 49,911 | 131,201 | 183,538 | - | 808,841 |
| Mutual Funds | 37,875 | - | - | - | 269,472 | - | - | - | - | - | - | - | 267,551 | - | 574,898 |
| Total | 61,266 | 1,004 | 71,244 | 22,944 | 439,574 | 26,016 | 224,340 | 142,227 | 24,580 | - | 183,437 | 179,715 | 451,089 | 64,369 | 1,891,805 |
| Grand Total | 442,322 | 76,554 | 965,671 | 198,761 | 3,143,339 | 911,375 | 3,030,894 | 2,393,754 | 426,771 | 3,290,263 | 2,626,654 | 3,091,552 | 3,317,098 | 1,123,574 | 25,038,582 |
| \% of Approved Investments to Total | 85\% | 99\% | 92\% | 87\% | 86\% | 97\% | 93\% | 94\% | 94\% | 100\% | 93\% | 94\% | 87\% | 95\% | 93\% |
| \% of Other Investments to Total | 15\% | 1\% | 8\% | 13\% | 14\% | 3\% | 7\% | 6\% | 6\% | 0\% | 7\% | 6\% | 13\% | 5\% | 7\% |



| Particulars | $\begin{array}{c}\text { Linked Group } \\ \text { Group Debt Fund }\end{array}$ |
| :--- | :--- |
| ULGF 003 20/03/15 |  |
| SUD-GN-BN1 142 |  |$\quad$| Total |
| :---: |
| Approved Investments |
| Government Bonds |
| Corporate Bonds |
| Infrastructure Bonds |
| Equity |

Investment for the year ended 31st March 2018

| Parriculars |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (\% in 000's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Linked Life |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Individual Life Fund - Equity Fund | Individual Life Fund - Bond Fund | Individual Life Fund - Growth Fund | Individual <br> Life <br> Fund Balanced | Individual - Apex Equity | Individual <br> - Apex <br> Bond | Individual - Apex Growth | Individual <br> - Apex <br> Balanced | Individual Life - Express Balanced | Discontinued Policies Fund | Individual <br> Balanced <br> Plus Fund | Individual Growth Plus Fund | $\begin{array}{r} \text { Individual } \\ \text { Life - } \\ \text { Equivechip } \\ \text { Equity Fund } \end{array}$ | Individual Life Fund Fund | Total |
|  | ULIF 002 25/02/09 EQ1 142 EQ1 142 | ULIF 004 25/02/09 BN1 142 | ULIF 003 25/02/09 GR1 142 | ULIF 001 $18 / 02 / 09$ SUD-LIBLI 142 | ULIF 009 20/01/10 EQD-LA $\qquad$ | ULIF 012 20/01/10 SND 142 | ULIF 010 20/01/10 SUD-LA- GR1 142 | ULIF 011 20/01/10 SUD-LA- BLI 142 BLI 142 | ULIF 017 SUD-LXBLI 142 | ULIF 018 SUD DP1 142 | ULIF 024 SUD 13 BL2 142 BL2 | ULIF 023 11/12/13 GR2 142 | ULIF 019 SUD-U1 EQ2 142 | ULIF 020 11/12/13 BN2 142 |  |
| Approved Investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Government Bonds | - | 46,169 | 203,887 | 97,590 | - | 543,423 | 467,358 | 613,949 | 140,741 | 3,356,164 | 799,400 | 441,755 | - | 426,101 | 7,136,537 |
| Corporate Bonds | - | 27,026 | 24,510 | 35,715 | - | 564,553 | 304,947 | 410,157 | 78,938 | - | 299,119 | 47,485 | - | 265,075 | 2,057,525 |
| Infrastructure Bonds | - | 13,368 | 61,039 | 9,325 | - | 221,166 | 204,642 | 325,168 | 94,190 | - | 176,913 | 286,662 | - | 151,664 | 1,544,137 |
| Equity | 378,690 | - | 709,027 | 62,737 | 3,171,799 | - | 2,486,110 | 1,585,966 | 165,055 | - | 579,808 | 1,332,410 | 1,852,770 | - | 12,324,372 |
| Money market | 36,245 | 1,376 | 13,642 | 368 | 33,409 | 1,187 | 4,393 | 4,343 | 1,157 | 568,637 | 89,974 | 100,531 | 381,715 | 95,917 | 1,332,894 |
| Mutual Funds | - | - | - | - | - | $\cdots$ | - | $\cdots$ | - | $\cdots$ | - | $\cdots$ | - | $\cdots$ | - |
| Deposit with banks | - | - | - | - | - | - | - | - | - | - | 19,000 | - | - | 16,000 | 35,000 |
| Total | 414,935 | 87,939 | 1,012,105 | 205,735 | 3,205,208 | 1,330,329 | 3,467,450 | 2,939,583 | 480,081 | 3,924,801 | 1,964,214 | 2,208,843 | 2,234,485 | 954,757 | 24,430,465 |
| Other Investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate Bonds | - | 1,006 | 22,490 | 12,105 | - | 1,009 | 58,698 | 36,252 | 10,077 | - | 100,088 | - | - | 32,553 | 274,278 |
| Infrastructure Bonds | - | - | - | - | - | - | - | - | $\cdots$ | - | - | $\cdots$ | - | $\cdots$ | - |
| Equity | 9,411 | - | 12,895 | 1,421 | 57,817 | - | 46,368 | 30,737 | 2,970 | - | 13,360 | 20,830 | 34,665 | - | 230,474 |
| Mutual funds | 22,191 | - | - | - | 197,250 | - | - | - | - | - | - | - | 51,777 | - | 271,218 |
| Total | 31,602 | 1,006 | 35,385 | 13,526 | 255,067 | 1,009 | 105,066 | 66,989 | 13,047 | - | 113,448 | 20,830 | 86,442 | 32,553 | 775,970 |
| Grand Total | 446,537 | 88,945 | 1,047,490 | 219,261 | 3,460,275 | 1,331,338 | 3,572,516 | 3,006,572 | 493,128 | 3,924,801 | 2,077,662 | 2,229,673 | 2,320,927 | 987,310 | 25,206,435 |
| \% of Approved Investments to Total | 93\% | 99\% | 97\% | 94\% | 93\% | 100\% | 97\% | 98\% | 97\% | 100\% | 95\% | 99\% | 96\% | 97\% | 97\% |
| \% of Other Investments to Total | 7\% | 1\% | 3\% | 6\% | 7\% | 0\% | 3\% | 2\% | 3\% | 0\% | 5\% | 1\% | 4\% | 3\% | 3\% |


Investment for the year ended 31st March 2018


Schedule-F-3
Current Assets as at 31st March 2019

## Particulars

> Accrued Interest
> Unit Collection Receivable
> Dividend Receivable
> Other Current Assets
(for Investments)

| Dividend Receivable |  | 24 |
| :--- | :--- | :--- |
| Interest Receivable |  |  |

Receivable for Sale of Investments $\quad 2,271$
Schedule-F-3
Current Assets


[^14]Current Assets as at 31st March 2018
Scheoule forming part of Financial Statements
Current Liabilities as at 31st March 2019

Appendix 5
Schedule-F-4
Current Liabilities as at 31st March 2018

(₹ in 000 's)

Scheoule forming part of Financial Statements
Schedule-F-5
Other Expenses for the Year ended 31st March 2019


$\begin{array}{ll} & \begin{array}{r}\text { Individual } \\ \text { Life Fund } \\ \text { - Equity }\end{array} \\ \text { Fund } \\ \text { ULIF 002 } \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { EQ1 142 }\end{array}$
$\begin{array}{ll} & \begin{array}{r}\text { Individual } \\ \text { Life Fund } \\ \text { - Equity }\end{array} \\ \text { Fund } \\ \text { ULIF 002 } \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { EQ1 142 }\end{array}$
$\begin{array}{ll} & \begin{array}{r}\text { Individual } \\ \text { Life Fund } \\ \text { - Equity }\end{array} \\ \text { Fund } \\ \text { ULIF 002 } \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { EQ1 142 }\end{array}$
$\begin{array}{ll} & \begin{array}{r}\text { Individual } \\ \text { Life Fund } \\ \text { - Equity }\end{array} \\ \text { Fund } \\ \text { ULIF 002 } \\ \text { 25/02/09 } \\ \text { SUD-LI- } \\ \text { EQ1 142 }\end{array}$
5,803
$\left.\begin{array}{r}390 \\ \hline 16) \\ - \\ 9,113\end{array}\right]$


Schedule---5
Other Expenses for the Year ended 31st March 2019


[^15]Scheoule forming part of Financial Statements
Schedule-F-5
Other Expenses for the Year ended 31 st March 2018

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | in 000 's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars |  |  |  |  |  |  |  | Linked Lit |  |  |  |  |  |  |  |
|  | Individual Life Fund - Equity , | Individual Life Fund - Bond Fund | Individual Life Fund Fund | Individual <br> Fund - <br> Balanced | Individual - Apex Equity | Individual - Apex Bond | Individual - Apex Growth | Individual <br> - Apex Balanced | Individual Express Balanced | Discontinued Policies Fund | Individual Balanced Plus Fund | Individual <br> Growth <br> Plus Fund | $\begin{aligned} & \text { Individual } \\ & \text { Life } \\ & \text { Bluechip } \\ & \text { Equity Fund } \end{aligned}$ | Individual Income Fund | Total |
|  | ULIF 002 SUD-LIEQ1 142 | $\begin{gathered} \text { ULIF } 004 \\ \text { 25/02/09 } \\ \text { SUD } \\ \text { BN1 } 112 \end{gathered}$ | ULIF 003 25/02/09 GR1 142 $\qquad$ | ULIF 001 SUD-LIBLI 142 | ULIF 009 SUD EQ1 142 | ULIF 012 SUD-LABN1 142 | ULIF 010 SUD-LAGR1 142 | ULIF 011 SUD-LABLI 142 | ULIF 017 SUD-LXBLI 142 | ULIF 018 SUD DP1 142 | ULIF 024 SUD BL2 142 BL2 | ULIF 023 11/12/13 GR2 142 | ULIF 019 SUD-LIEQ2 142 | ULIF 020 SUD-1 BN2 142 |  |
| Policy Administration Charges | 2,019 | 409 | 3,660 | 951 | 6,253 | 2,621 | 6,857 | 5,690 | 1,687 | - | 16,333 | 18,139 | 18,484 | 7,409 | 90,512 |
| Surrender Charges | - | - | - | - | - | - | - | - | - | - | - | - | - | - |  |
| Switching Charges | - | - | - | - | 5 | 5 | - | - | - | - | - | - | - | - | 10 |
| Premium Redirection Charge | - | - | - | - | . | - | - | - | - | - | - | - | - | - |  |
| Partial Withdrawl Charges | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Mortality Charges | 2,479 | 574 | 7,187 | 1,335 | 14,650 | 9,232 | 16,043 | 15,278 | 4,545 | - | 12,751 | 14,551 | 14,424 | 5,628 | 118,677 |
| Rider Premium Charges | 373 | 74 | 496 | 192 | 1,989 | 886 | 2,344 | 1,602 | 122 | - | - | - | - | - | 8,078 |
| Discontinuance Charges | - | - | (69) | - | (52) | (42) | (78) | (79) | (77) | - | 2,785 | 3,608 | 3,797 | 1,675 | 11,468 |
| Miscellaneous Charges | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total | 4,871 | 1,057 | 11,274 | 2,478 | 22,845 | 12,702 | 25,166 | 22,491 | 6,277 | - | 31,869 | 36,298 | 36,705 | 14,712 | 228,745 |

Schedule toming parto f financial Statenents
Schedule-F-5
Other Expenses for the Year ended 31st March 2018

$\qquad$
Policy Administration Charges
Surrender Charges
Premium Redirection Charge
Partial Withdrawl Charges
Rider Premium Charges
Discontinuance Charges
Miscellaneous Charges
Appendix 5

## ULIP Disclosures

Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

Annexure 1 : Details of Purchases where deliveries are pending as at 31st March, 2019

|  |  |  |  | (₹ in 000's) |
| :---: | :---: | :---: | :---: | :---: |
| Particulars | Quantity | Amount | Quantity | Amount |
|  | Linked Life |  | Linked Pension |  |
| ITC Ltd. | 139,910 | 41,689 | 6,590 | 1,964 |
| National Thermal Power Corporation Limited | 280,700 | 38,684 | 18,300 | 2,522 |
| TOTAL |  | 80,373 |  | 4,486 |

Annexure 2 : Details of sales where Receipts are pending as at 31st March, 2019
(₹ in 000's)

| Particulars | Quantity | Amount | Quantity | Amount |
| :---: | :---: | :---: | :---: | :---: |
|  | Linked Life |  | Linked Pension |  |
| Axis Bank Limited | 780 | 596 | - | - |
| DABUR INDIA LTD. | 97,580 | 39,739 | 6,420 | 2,615 |
| Reliance Industries Ltd | 2,200 | 2,997 | - | - |
| State Bank of India | 1,355 | 420 | - | - |
| Total |  | 43,753 |  | 2,615 |

Annexure 1 : Details of Purchases where deliveries are pending as at 31st March, 2018

| Particulars | Quantity | Amount | Quantity | Amount |
| :---: | :---: | :---: | :---: | :---: |
|  | Linked Life |  | Linked Pension |  |
| Ashok Leyland Ltd | 195,660 | 28,500 | 10,340 | 1,506 |
| HDFC Bank Ltd | 12,500 | 23,673 |  | - |
| Infosys Technologies Ltd. | 17,000 | 19,480 |  | - |
| Maruti Suzuki India Limited | 3,150 | 28,564 | 70 | 635 |
| Reliance Industries Ltd | 19,000 | 16,889 |  | - |
| Shriram Transport Finance Co. Ltd. | 31,850 | 46,412 | 1,650 | 2,404 |
| TOTAL |  | 163,518 |  | 4,545 |

Annexure 2 : Details of sales where Receipts are pending as at 31st March, 2018
(₹ in 000's)

| Particulars | Quantity | Amount | Quantity | Amount |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  |  | Linked Life | Linked Pension |  |  |
| Hero Motocorp Ltd. |  | 13,650 | 47,157 | 1,850 | 6,391 |
| Total |  |  | $\mathbf{4 7 , 1 5 7}$ |  | $\mathbf{6 , 3 9 1}$ |

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

## Enclosure A: Performance of the Fund (Absolute Growth \%)

| Fund Names | SFIN | Date of Inception | Year |  |  | Since Inception (Absolute) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YTD March 31, 2019 | 2017-2018 | 2016-2017 |  |
| Linked Life |  |  |  |  |  |  |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 25th February, 2009 | 13.56\% | 9.77\% | 18.69\% | 322.49\% |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 25th February, 2009 | 11.67\% | 7.54\% | 16.28\% | 278.89\% |
| Individual Life Fund-Balanced | ULIF $00118 / 02 / 09$ SUD-LI-BLI 142 | 18th February, 2009 | 8.71\% | 5.43\% | 10.86\% | 157.96\% |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 25th February, 2009 | 7.82\% | 4.52\% | 9.11\% | 107.57\% |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 20th January, 2010 | 13.66\% | 10.61\% | 18.33\% | 134.94\% |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 20th January, 2010 | 11.00\% | 8.44\% | 17.98\% | 130.67\% |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 20th January, 2010 | 10.00\% | 7.33\% | 15.67\% | 123.82\% |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 20th January, 2010 | 7.48\% | 4.74\% | 10.17\% | 100.47\% |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 29th April, 2011 | 8.65\% | 5.99\% | 11.51\% | 93.32\% |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 29th January, 2014 | 13.19\% | 7.99\% | 17.66\% | 80.54\% |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | 29th January, 2014 | 10.99\% | 7.77\% | 15.90\% | 74.92\% |
| Individual Life - Balanced Plus Fund | ULIF $02411 / 12 / 13$ SUD-LI-BL2 142 | 29th January, 2014 | 9.55\% | 4.83\% | 11.89\% | 62.88\% |
| Individual Life - Income Fund | ULIF $02011 / 12 / 13$ SUD-LI-BN2 142 | 29th January, 2014 | 6.57\% | 4.09\% | 9.91\% | 51.63\% |
| Discontinued Policies Fund | ULIF $01803 / 06 / 11$ SUD-UL-DP1 142 | 03rd September, 2011 | 6.81\% | 5.34\% | 7.16\% | 69.40\% |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | 06th October, 2015 | 7.49\% | 5.08\% | 10.10\% | 28.64\% |
| Linked Pension |  |  |  |  |  |  |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 31 st September, 2009 | 13.99\% | 9.63\% | 17.72\% | 259.41\% |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 31 st September, 2009 | 11.60\% | 7.76\% | 14.48\% | 202.57\% |
| Individual Pension Fund - Balanced | ULIF $00731 / 03 / 09$ SUD-PI-BLI 142 | 31 st September, 2009 | 8.59\% | 6.07\% | 12.17\% | 152.15\% |
| Individual Pension Fund - Bond | ULIF $00831 / 03 / 09$ SUD-PI-BN1 142 | 31 st September, 2009 | 8.01\% | 4.32\% | 8.75\% | 104.71\% |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 20th January, 2010 | 14.17\% | 11.39\% | 17.89\% | 135.09\% |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 20th January, 2010 | 12.50\% | 8.17\% | 17.06\% | 126.70\% |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 20th January, 2010 | 10.08\% | 7.75\% | 14.57\% | 119.25\% |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 20th January, 2010 | 7.25\% | 4.08\% | 10.31\% | 95.46\% |

## Enclosure A: Performance of the Fund (Absolute Growth \%)

| Fund Names | SFIN | Date of Inception | Year |  |  | Since Inception (Absolute) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YTD March 31, 2018 | 2016-2017 | 2015-2016 |  |
| Linked Life |  |  |  |  |  |  |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 25th February, 2009 | 9.77\% | 18.69\% | -8.10\% | 272.04\% |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 25th February, 2009 | 7.54\% | 16.28\% | -4.58\% | 239.28\% |
| Individual Life Fund-Balanced | ULIF $00118 / 02 / 09$ SUD-LI-BL1 142 | 18th February, 2009 | 5.43\% | 10.86\% | 1.32\% | 137.30\% |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 25th February, 2009 | 4.52\% | 9.11\% | 7.38\% | 92.51\% |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 20th January, 2010 | 10.61\% | 18.33\% | -8.00\% | 106.70\% |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 20th January, 2010 | 8.44\% | 17.98\% | -3.91\% | 107.82\% |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 20th January, 2010 | 7.33\% | 15.67\% | -0.58\% | 103.46\% |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 20th January, 2010 | 4.74\% | 10.17\% | 7.27\% | 86.52\% |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 29th April, 2011 | 5.99\% | 11.51\% | 2.02\% | 77.94\% |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 29th January, 2014 | 7.99\% | 17.66\% | -6.56\% | 59.50\% |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | 29th January, 2014 | 7.77\% | 15.90\% | -3.81\% | 57.59\% |
| Individual Life - Balanced Plus Fund | ULIF $02411 / 12 / 13$ SUD-LI-BL2 142 | 29th January, 2014 | 4.83\% | 11.89\% | 2.03\% | 48.68\% |
| Individual Life - Income Fund | ULIF 020 11/12/13 SUD-LI-BN2 142 | 29th January, 2014 | 4.09\% | 9.91\% | 6.63\% | 42.28\% |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | 03rd June, 2011 | 5.34\% | 7.16\% | 7.82\% | 58.61\% |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | 06th October, 2015 | 5.08\% | 10.10\% | NA | 19.68\% |
| Linked Pension |  |  |  |  |  |  |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 31 st March, 2009 | 9.63\% | 17.72\% | -8.51\% | 215.31\% |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 31 st March, 2009 | 7.76\% | 14.48\% | -4.71\% | 171.13\% |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BLI 142 | 31 st March, 2009 | 6.07\% | 12.17\% | 1.58\% | 132.20\% |
| Individual Pension Fund - Bond | ULIF $00831 / 03 / 09$ SUD-PI-BN1 142 | 31 st March, 2009 | 4.32\% | 8.75\% | 7.34\% | 89.53\% |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 20th January, 2010 | 11.39\% | 17.89\% | -9.06\% | 105.92\% |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 20th January, 2010 | 8.17\% | 17.06\% | -4.90\% | 101.51\% |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 20th January, 2010 | 7.75\% | 14.57\% | -1.26\% | 99.17\% |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 20th January, 2010 | 4.08\% | 10.31\% | 6.99\% | 82.25\% |

ULIP Disclosures

| Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited |
| :---: |
| Registration No. \& Date of Registration with IRDAI : 142 dated 26 th December 2008 |

## Enclosure B : Fees Charged to Policyholder's Account For the Year ended 31st March, 2019

|  |  |  |  |  |  |  |  |  |  |  |  |  | (₹ in 000's) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Linked Life |  |  |  |  |  |  |  |  |  |  |  | CurrentYearTotal | Previous Year Total |
| Individual Equity | Fund - | Individual Life Fund - Bond Fund |  | Individual Life Fund Growth Fund |  | Individual Life - Express Balanced |  | Individual Life Fund Balanced |  | Discontinued | ies Fund |  |  |
| ULIF 002 25 EQ1 | SUD-LI- | ULIF 004 25/02/09 SUD-LIBN1 142 |  | ULIF 003 25/02/09 SUD-LIGR1 142 |  | $\begin{aligned} & \text { ULIF } 017 \text { 29/04/11 SUD- } \\ & \text { LX-BL1 } 142 \end{aligned}$ |  | ULIF 001 18/ BLI | SUD-LI- | ULIF 01803 UL-D | $11 \text { SUD- }$ |  |  |
| No. of Units * | Amount | No. of Units * | Amount | No. of Units * | Amount | No. of Units * | Amount | No. of Units * | Amount | No. of Units * | Amount |  |  |
| - | 6,739 | - | 886 | - | 13,616 | - | 6,082 | - | 2,588 | - | 18,815 | 48,726 | 54,076 |
| - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 41.91 | 1,778 | 16.61 | 343 | 76.79 | 2,926 | 63.54 | 1,228 | 32.52 | 839 | - | - | 7,115 | 8,726 |
| - | $\cdots$ | - | - | - | $\cdots$ | $\cdots$ | $\cdots$ | - | - | $\cdots$ | - | - | - |
| - | - | - | - | - | - | - | $\cdots$ | - | $\cdots$ | - | - | - | - |
| - | - | - | - | $\cdots$ | - | $\cdots$ | $\cdots$ | - | $\cdots$ | - | - | - | - |
| - | - | - | - | - | - | - | - | - | - | - | - | - | $\cdots$ |
| 54.68 | 2,320 | 21.29 | 440 | 152.28 | 5,803 | 182.84 | 3,535 | 46.59 | 1,202 | - | - | 13,299 | 16,119 |
| 7.43 | 315 | 3.11 | 64 | 10.24 | 390 | 4.47 | 86 | 6.14 | 158 | - | - | 1,015 | 1,258 |
| - | - | - | - | (0.16) | (6) | (0.32) | (6) | - | - | - | $\cdots$ | (12) | (145) |
| - | - | - | - | $\cdots$ | $\cdots$ | - | $\cdots$ | $\cdots$ | $\cdots$ | - | $\cdots$ | - | $\cdots$ |
| 104.02 | 11,152 | 41.01 | 1,733 | 239.15 | 22,730 | 250.53 | 10,925 | 85.26 | 4,788 | - | 18,815 | 70,143 | 80,033 |



ULIP Disclosures


\footnotetext{
Enclosure B : Fees Charged to Policyholder's Account For the Year ended 31st March, 2019


ULIP Disclosures
Appendix 5
ULIP Disclosures
Appendix 5
ULIP Disclosures
Appendix 5
ULIP Disclosures


## ULIP Disclosures

Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

Enclosure C: Basis of Payment of Fees Charged to Policyholder's Account for the Period ended 31 st March,2019

| Nature of Charges | Basis of Payment of Fees |
| :--- | :--- |
| Fund Management Charges | \% of NAV |
| Fund Administration Charges | \% of NAV / Fixed Amount |
| Policy Admn Charge | Charges applicable p.a. |
| Surrender Charges | As per Surrender Charges table |
| Switching Charge | As per Switch charges in the policy documents |
| Mortality Charge | As per mortality table |
| Rider Premium Charge | As per rider charges in the policy documents |
| Partial withdrawal charge | As per Partial Withdrawl charges in the policy documents |
| Misc. Charges | \% of Asset under Management |

Enclosure C: Basis of Payment of Fees Charged to Policyholder's Account for the Period ended 31 st March,2018

| Nature of Charges | Basis of Payment of Fees |
| :--- | :--- |
| Fund Management Charges | \% of NAV |
| Fund Administration Charges | \% of NAV / Fixed Amount |
| Policy Admn Charge | Charges applicable p.a. |
| Surrender Charges | As per Surrender Charges table |
| Switching Charge | As per Switch charges in the policy documents |
| Mortality Charge | As per mortality table |
| Rider Premium Charge | As per rider charges in the policy documents |
| Partial withdrawal charge | As per Partial Withdrawl charges in the policy documents |
| Misc. Charges | \% of Asset under Management |

## ULIP Disclosures

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

Enclosure D: Industrywise Disclosure of Investments

| Individual Life Fund - Equity Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 002 25/02/09 SUD-LI-EQ1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \mathrm{O} 000) \\ \hline \end{gathered}$ | $\%$ of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ (₹ \ln \times 000) \end{array}$ | \% of assets held |
| Financial \& Insurance Activities | Axis Bank Limited | EQUITY | 8,301 | 2.08\% | 1,914 | 0.43\% |
|  | HDFC Bank Ltd | EQUITY | 32,091 | 8.06\% | 38,061 | 8.55\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 11,518 | 2.89\% | 16,823 | 3.78\% |
|  | ICICI Bank Ltd | EQUITY | 22,382 | 5.62\% | 16,932 | 3.80\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 8,085 | 1.82\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 16,438 | 4.13\% | 6,811 | 1.53\% |
|  | Bajaj Finance Ltd. | EQUITY | 3,630 | 0.91\% | - | - |
|  | Bajaj Finserv Ltd. | EQUITY | 4,363 | 1.10\% | - | - |
|  | State Bank of India | EQUITY | 9,137 | 2.29\% | 9,301 | 2.09\% |
|  | Yes Bank Limited | EQUITY | - | - | 3,119 | 0.70\% |
|  | Coal India Limited | EQUITY | 2,476 | 0.62\% | - | - |
|  | Shriram Transport Finance Co. Ltd. | EQUITY | - | - | 2,375 | 0.53\% |
| Financial \& Insurance Activities Total |  |  | 110,336 | 27.71\% | 103,421 | 23.23\% |
| Computer programming, consultancy and related activities | HCL Technologies Ltd | EQUITY | - | ${ }^{-}$ | 5,419 | 1.22\% |
|  | Infosys Technologies Ltd. | EQUITY | 27,339 | 6.87\% | 28,550 | 6.41\% |
|  | Tata Consultancy Services Limited | EQUITY | 15,637 | 3.93\% | 12,126 | 2.72\% |
|  | Tech Mahindra Limited | EQUITY | 9,528 | 2.39\% | 5,263 | 1.18\% |
|  | Cyient Ltd. | EQUITY | - | - | 2,731 | 0.61\% |
| Computer programming, consultancy and related activities Total |  |  | 52,504 | 13.19\% | 54,089 | 12.15\% |
| Manufacture of coke and refined petroleum products | Hindustan Petroleum Corporation Ltd. | EQUITY | 4,820.00 | 1.21\% | 3,330 | 0.75\% |
|  | Reliance Industries Ltd | EQUITY | 38,750.00 | 9.73\% | 30,197 | 6.78\% |
|  | Bharat Petroleum Corpn. Ltd | EQUITY | - | - | 1,180 | 0.26\% |
|  | Indian Oil Corporation Ltd | EQUITY | 2,031.00 | 0.51\% | 4,238 | 0.95\% |
| Manufacture of coke and refined petroleum products |  |  | 45,601 | 11.45\% | 38,945 | 8.75\% |
| Others |  |  | 2,33,882 | 58.74\% | 2,50,082 | 56.16\% |
| Grand Total |  |  | $(44,151)$ | -11.09\% | $(1,253)$ | -0.28\% |
|  |  |  | 398,172 | 100.00\% | 445,284 | 100.00\% |

## ULIP Disclosures

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

| Individual Life Fund - Growth Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 003 25/02/09 SUD-LI-GR1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{aligned} & \text { Market } \\ & \text { value } \\ & (₹ \ln \mathrm{O} 000) \end{aligned}$ | \% of assets held | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { '000) } \end{gathered}$ | \% of assets held |
| Financial \& Insurance Activities | Axis Bank Limited | EQUITY | 15,327.00 | 1.62\% | 3,619 | 0.35\% |
|  | HDFC Bank Ltd | EQUITY | 83,979.00 | 8.87\% | 84,309 | 8.07\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 20,556.00 | 2.17\% | 26,442 | 2.53\% |
|  | ICICI Bank Ltd | EQUITY | 36,407.00 | 3.85\% | 29,309 | 2.80\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 19,899 | 1.90\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 32,452.00 | 3.43\% | 21,480 | 2.05\% |
|  | Bajaj Finance Ltd. | EQUITY | 9,952.00 | 1.05\% | - | - |
|  | Bajaj Finserv Ltd. | EQUITY | 9,570.00 | 1.01\% | - | - |
|  | Yes Bank Limited | EQUITY | - | - | 7,588 | 0.73\% |
|  | State Bank of India | EQUITY | 14,351.00 | 1.52\% | 20,090 | 1.92\% |
|  | Coal India Limited | EQUITY | 3,779.00 | 0.40\% | - | - |
|  | Shriram Transport Finance Co. Ltd. | EQUITY | - | - | 3,455 | 0.33\% |
|  | Cholamandalam Investment \& Finance Co. Ltd. | EQUITY | 5,584.00 | 0.59\% | - | - |
| Financial \& Insurance Activities Total |  |  | 231,957 | 24.51\% | 216,191 | 20.68\% |
| Others |  |  | 733,711 | 77.51\% | 831,298 | 79.53\% |
| Net Current Assets |  |  | $(19,104)$ | -2.02\% | $(2,216)$ | -0.21\% |
| Grand Total |  |  | 946,564 | 100.00\% | 1045,273 | 100.00\% |


| Individual Life Fund - Balanced |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 001 18/02/09 SUD-LI-BL1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \left.\ln { }^{\prime} 000\right) \\ \hline \end{gathered}$ | \% of assets held |  | \% of assets held |
| Housing Sector | 8.40\% HDFC - 23-Jan-2025 | NCD | 10,071.00 | 5.63\% | - | - |
|  | 8.90\% LIC Housing Finance - 10-Aug-2020 | NCD | 7,108.00 | 3.98\% | 7,195 | 3.28\% |
|  | 9.24\% LIC Housing Finance - 30-Sept-2024 | NCD | 7,309.00 | 4.09\% | - | - |
|  | 9.25\% DHFL 09-SEPT-2023 | NCD | 3,059.00 | 1.71\% | 3,163 | 1.44\% |
|  | 9.24\% HDFC - 24-Jun-2024 | NCD | - | - | 7,407 | 3.37\% |
| Housing Sector Total |  |  | 27,547 | 15.41\% | 17,764 | 8.09\% |
| Financial \& Insurance | 9.45\% State Bank of India - 16-Mar-2026 | NCD | 1,570.00 | 0.88\% | 1,594 | 0.73\% |
|  | Axis Bank Limited | EQUITY | 1,617.00 | 0.90\% | 301 | 0.14\% |
|  | HDFC Bank Ltd | EQUITY | 8,086.00 | 4.52\% | 6,205 | 2.83\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 2,411.00 | 1.35\% | 2,109 | 0.96\% |
|  | ICICI Bank Ltd | EQUITY | 3,464.00 | 1.94\% | 2,430 | 1.11\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 1,779 | 0.81\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 2,616.00 | 1.46\% | 2,096 | 0.95\% |
|  | State Bank of India | EQUITY | 1,581.00 | 0.88\% | 1,699 | 0.77\% |
|  | Bajaj Finance Ltd. | EQUITY | 1,606.00 | 0.90\% | - | - |

## ULIP Disclosures

Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited
Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008
Individual Life Fund - Balanced
ULIF 001 18/02/09 SUD-LI-BL1 142

| Individual Life Fund - Balanced |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 001 18/02/09 SUD-LI-BL1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  |  | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \\ \hline \end{array}$ | \% of assets held |
|  | Bajaj Finserv Ltd. | EQUITY | 915.00 | 0.51\% | - | - |
|  | Coal India Limited | EQUITY | 344.00 | 0.19\% | - | - |
|  | Yes Bank Limited | EQUITY | - | - | 616 | 0.28\% |
|  | Shriram Transport Finance Co. Ltd. | EQUITY | - | - | 936 | 0.43\% |
| Financial \& Insurance Total |  |  | 24,210 | 13.54\% | 19,765 | 9.00\% |
| Others |  |  | 147,007 | 82.23\% | 181,731 | 82.75\% |
| Net Current Assets |  |  | $(19,995)$ | -11.18\% | 354 | 0.16\% |
| Grand Total |  |  | 178,769 | 100.00\% | 219,615 | 100.00\% |


| Individual Life Fund - Bond Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 004 25/02/09 SUD-LI-BN1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \\ \hline \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ (₹ \ln \times 000) \\ \hline \end{array}$ | $\%$ of assets held |
| Infrastructure | 10.40\% Sikka port \& Terminal - 18-Jul-2021 | NCD | 5,281.00 | 7.72\% | - | - |
|  | 10.95\% Sikka port \& Terminal - 06-Jan-2019 | NCD | - | 0.00\% | - | - |
|  | 9.35\% Power Grid Corporation - 29-Aug-2027 | NCD | 3,196.00 | 4.67\% | 3,254 | 3.55\% |
|  | 9.25\% Power Grid Corporati - 26-Dec-2025 | NCD | 2,626.00 | 3.84\% | 2,666 | 2.91\% |
|  | 10.40\% Reliance Ports And Terminals Ltd. - 18-Jul-2021 | NCD | - | - | 5,397 | 5.89\% |
|  | 10.95\% REL GAS - 06-Jan-2019 | NCD | - | - | 2,050 | 2.24\% |
| Infrastructure Total |  |  | 11,103 | 16.24\% | 13,367 | 14.60\% |
| Housing Sector | 9.00\% LIC Housing Finance - 23-Nov-2020 | NCD | 3,061.00 | 4.48\% | 3,098 | 3.38\% |
|  | 9.24\% HDFC - 24-Jun-2024 | NCD | 5,308.00 | 7.76\% | 5,282 | 5.77\% |
|  | 9.24\% LIC Housing Finance - 30-Sept-2024 | NCD | 1,044.00 | 1.53\% | 1,058 | 1.16\% |
| Housing Sector Total |  |  | 9,413 | 13.77\% | 9,438 | 10.31\% |
| Others |  |  | 56,038 | 81.97\% | 66,140 | 72.23\% |
| Net Current Assets |  |  | $(8,188)$ | -11.98\% | 2,629 | 2.87\% |
| Grand Total |  |  | 68,366 | 100.00\% | 91,574 | 100.00\% |

ULIP Disclosures


FINANCIAL STATEMENTS

ULIP Disclosures
Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited
Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008
Individual - Apex Growth
ULIF 010 20/01/10 SUD-LA-GR1 142

| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \end{gathered}$ | $\%$ of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \end{array}$ | \% of assets held |
| Financial \& Insurance Activities | 10.30\% Sundaram Finance Ltd - 28-Sep-2022 | NCD | 5,397.00 | 0.18\% | 5,456 | 0.15\% |
|  | 8.99\% TATA Sons - 07-Jun-2020 | NCD | - | - | 5,141 | 0.14\% |
|  | 9.45\% State Bank of India - 16-Mar-2026 | NCD | 3,129.00 | 0.10\% | 3,177 | 0.09\% |
|  | 9.70\% M\&M Financial Services Ltd - 24-Apr- $2023$ | NCD | - | - | 31,863 | 0.89\% |
|  | Shriram Transport Finance Co. Ltd. | EQUITY | - | - | 2,375 | 0.07\% |
|  | Axis Bank Limited | EQUITY | 48,151.00 | 1.58\% | 13,176 | 0.37\% |
|  | Bajaj Finance Ltd. | EQUITY | 24,563.00 | 0.80\% | 9,722 | 0.27\% |
|  | HDFC Bank Ltd | EQUITY | 2,57,287.00 | 8.43\% | 3,02,304 | 8.43\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 73,428.00 | 2.40\% | 97,133 | 2.71\% |
|  | ICICI Bank Ltd | EQUITY | 1,11,212.00 | 3.64\% | 1,06,083 | 2.96\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 71,892 | 2.00\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 84,324.00 | 2.76\% | 11,044 | 0.31\% |
|  | State Bank of India | EQUITY | 45,034.00 | 1.47\% | 76,652 | 2.14\% |
|  | Yes Bank Limited | EQUITY | - | - | 29,936 | 0.83\% |
|  | Bajaj Finserv Ltd. | EQUITY | 31,948.00 | 1.05\% | - | - |
|  | 9.40\% STCIFIN 01 Oct 2018 | NCD | - | - | 20,131 | 0.56\% |
|  | Coal India Limited | EQUITY | 11,888.00 | 0.39\% | - | - |
|  | Cholamandalam Investment \& Finance Co. Ltd. | EQUITY | 14,875.00 | 0.49\% | - | - |
|  | General Insurance Corporation Of India | EQUITY | - | - | 6,370 | 0.18\% |
| Financial \& Insurance Activities Total |  |  | 7,11,236 | 23.29\% | 7,92,455 | 22.09\% |
| Others |  |  | 23,19,655 | 75.97\% | 27,80,060 | 77.48\% |
| Net Current Assets |  |  | 22,654 | 0.74\% | 15,381 | 0.43\% |
| Grand Total |  |  | 30,53,545 | 100.00\% | 35,87,896 | 100.00\% |


| Individual - Apex Balanced |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 011 20/01/10 SUD-LA-BL1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { '000) } \\ \hline \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \\ \hline \end{array}$ | \% of assets held |
| Financial \& Insurance Activities | 10.30\% Sundaram Finance Ltd - 28-Sep-2022 | NCD | 48,569.00 | 2.00\% | 49,107 | 1.62\% |
|  | 10.35\% L \& T Finance Ltd. - 27-Mar-2024 | NCD | 18,773.00 | 0.77\% | 18,536 | 0.61\% |
|  | 8.99\% TATA Sons-07-Jun-2020 | NCD | - | - | 4,113 | 0.14\% |
|  | 9.45\% State Bank of India - 16-Mar-2026 | NCD | 1,570.00 | 0.06\% | 1,594 | 0.05\% |
|  | 9.70\% M\&M Financial Services Ltd - 24-Apr2023 | NCD | 49,765.00 | 2.05\% | 49,918 | 1.65\% |
|  | 9.90\% TATA Sons - 20-Mar-2019 | NCD | - | - | 20,459 | 0.67\% |
|  | Axis Bank Limited | EQUITY | 30,468.00 | 1.25\% | 8,382 | 0.28\% |
|  | HDFC Bank Ltd | EQUITY | 1,55,863.00 | 6.41\% | 1,88,659 | 6.22\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 45,931.00 | 1.89\% | 62,173 | 2.05\% |
|  | ICICI Bank Ltd | EQUITY | 68,075.00 | 2.80\% | 67,206 | 2.22\% |

ULIP Disclosures

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

| Individual - Apex Balanced |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 011 20/01/10 SUD-LA-BL1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \end{gathered}$ | $\%$ of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \\ \hline \end{array}$ | \% of assets held |
|  | IndusInd Bank Limited | EQUITY | - | - | 31,380 | 1.04\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 58,238.00 | 2.39\% | 22,004 | 0.73\% |
|  | State Bank of India | EQUITY | 30,524.00 | 1.25\% | 50,711 | 1.67\% |
|  | Yes Bank Limited | EQUITY | - | - | 17,873 | 0.59\% |
|  | Bajaj Finance Ltd. | EQUITY | 9,862.00 | 0.41\% | - | - |
|  | Bajaj Finserv Ltd. | EQUITY | 19,000.00 | 0.78\% | - | - |
|  | Coal India Limited | EQUITY | 6,771.00 | 0.28\% | - | - |
|  | General Insurance Corporation Of India | EQUITY | - | - | 529 | 0.02\% |
|  | 9.40\% STCIFIN 01 Oct 2018 | NCD | - | - | 30,196 | 1.00\% |
| Financial \& Insurance Activities Total |  |  | 543,409 | 22.34\% | 622,840 | 20.55\% |
| Infrastructure | 10.25\% REL GAS - 22-Aug-2021 | NCD | - | - | 10,771 | 0.36\% |
|  | 10.40\% Reliance Ports And Terminals Ltd. - 18-Jul-202 1 | NCD | - | - | 64,769 | 2.14\% |
|  | 10.95\% REL GAS - 06-Jan-2019 | NCD | - | - | 3,075 | 0.10\% |
|  | 8.23\% REC - 23-Jan-2025 | NCD | 11,001 | 0.45\% | 11,107 | 0.37\% |
|  | 8.82\% Power Finance Corporation -20-Feb-2020 | NCD | - | - | 20,437 | 0.67\% |
|  | 8.82\% REC - 12-Apr-2023 | NCD | - | - | 20,829 | 0.69\% |
|  | 8.85\% Power Grid Corp Ind - 19-Oct-2021 | NCD | 28,250 | 1.16\% | 28,549 | 0.94\% |
|  | 8.85\% Power Grid Corp Ind - 19-Oct-2025 | NCD | 30,888 | 1.27\% | 31,295 | 1.03\% |
|  | 8.94\% Power Finance Corpor - 25-Mar-2028 | NCD | - | - | 31,889 | 1.05\% |
|  | 9.00\% Power Finance Corpor - 11-Mar-2028 | NCD | - | - | 16,000 | 0.53\% |
|  | 9.02\% REC - 18-Jun-2019 | NCD | - | - | 10,167 | 0.34\% |
|  | 9.30\% Power Grid Corporati - 28-Jun-2027 | NCD | 9,289 | 0.38\% | 9,439 | 0.31\% |
|  | 9.35\% Power Grid Corporati - 29-Aug-2018 | NCD | - | 0.00\% | 10,049 | 0.33\% |
|  | 9.35\% Power Grid Corporation - 29-Aug-2027 | NCD | 4,261 | 0.18\% | 4,339 | 0.14\% |
|  | 9.48\% Power Finance Corpor - 15-Apr-2022 | NCD | - | - | 4,236 | 0.14\% |
|  | 9.80\% IL \& FS - 30-May-2022 | NCD | 7,500 | 0.31\% | 10,687 | 0.35\% |
|  | 9.98\% IL \& FS - 05-Dec-2021 | NCD | 26,250 | 1.08\% | 37,530 | 1.24\% |
|  | Bharti Airtel Limited | EQUITY | - | - | 23,145 | 0.76\% |
|  | Power Grid Corporation of India Limited | EQUITY | 5,858 | 0.24\% | 16,736 | 0.55\% |
|  | Indraprastha Gas Ltd. | EQUITY | - | - | 9,781 | 0.32\% |
|  | GAIL (India) Limited | EQUITY | 15,445 | 0.63\% | 21,825 | 0.72\% |
|  | Petronet LNG Limited | EQUITY | - | - | 17,552 | 0.58\% |
| Infrastructure Total |  |  | 138,741 | 5.70\% | 414,207 | 13.66\% |
| Others |  |  | 17,11,605 | 70.36\% | 19,69,525 | 64.97\% |
| Net Current Assets |  |  | 38,947 | 1.60\% | 24,802 | 0.82\% |
| Grand Total |  |  | 24,32,702 | 100.00\% | 30,31,374 | 100.00\% |

FINANCIAL STATEMENTS

ULIP Disclosures
Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited
Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008
Individual - Apex Bond
ULIF 012 20/01/10 SUD-LA-BN1 142

| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \end{array}$ | $\%$ of assets held |
| Financial \& Insurance Activities | 10.30\% Sundaram Finance Ltd - 28-Sep-2022 | NCD | - | - | 16,369 | 1.19\% |
|  | 10.35\% L \& T Finance Ltd. - 27-Mar-2024 | NCD | 19,877.00 | 2.11\% | 19,626 | 1.43\% |
|  | 9.15\% Shriram Transport Fi - 13-Apr-2021 | NCD | 51,230.00 | 5.45\% | 51,705 | 3.77\% |
|  | 8.99\% TATA Sons-07-Jun-2020 | NCD | - | - | 2,056 | 0.15\% |
|  | 9.05\% Tata Capital Financial Services Limited -22-May-2018 | NCD | - | - | 30,075 | 2.19\% |
|  | 9.43\% TATA Sons - 02-June-2019 | NCD | - | - | 10,212 | 0.74\% |
|  | 9.50\% Fullerton India Credit Co.Ltd. - 7-May2018 | NCD | - | - | 10,022 | 0.73\% |
|  | 9.70\% M\&M Financial Services Ltd - 24-Apr2023 | NCD | 15,882.00 | 1.69\% | 15,931 | 1.16\% |
|  | 9.80\% M\&M Financial Services Ltd - 17-Jan2023 | NCD | 52,864.00 | 5.62\% | 53,142 | 3.88\% |
|  | 9.90\% TATA Sons - 20-Mar-2019 | NCD | - | - | 20,459 | 1.49\% |
|  | 8.75\% L \& T Finance Ltd. - 19-Aug-2020 | NCD | 15,208.00 | 1.62\% | - | - |
|  | 9.20\% L\&THFL-14-Jan-2022 | NCD | 20,768.00 | 2.21\% | 25,842 | 1.88\% |
| Financial \& Insurance Activities Total |  |  | 1,75,829 | 18.70\% | 2,55,439 | 18.63\% |
| Infrastructure | 10.6000\% IRFC - 11-Sep-2018 | NCD | - | - | 3,043 | 0.22\% |
|  | 11.00\% IL \& FS - 23-Aug-2018 | NCD | - | - | 40,439 | 2.95\% |
|  | 8.23\% REC - 23-Jan-2025 | NCD | 5,000 | 0.53\% | 10,097 | 0.74\% |
|  | 8.85\% Power Grid Corporati - 19-Oct-2027 | NCD | 15,543 | 1.65\% | 15,817 | 1.15\% |
|  | 8.82\% Power Finance Corporation - 20-Feb2020 | NCD | - | - | 2,044 | 0.15\% |
|  | 8.82\% REC - 12-Apr-2023 | NCD | - | - | 10,415 | 0.76\% |
|  | 9.00\% Power Finance Corpor - 11-Mar-2028 | NCD | - | - | 10,667 | 0.78\% |
|  | 9.02\% REC - 18-Jun-2019 | NCD | - | - | 5,084 | 0.37\% |
|  | 9.25\% Power Grid Corporati - 09-Mar-2027 | NCD | 63,455 | 6.75\% | 64,625 | 4.71\% |
|  | 9.35\% Power Grid Corporati - 29-Aug-2018 | NCD | - | - | 13,064 | 0.95\% |
|  | 9.35\% Power Grid Corporation - 29-Aug-2027 | NCD | 3,196 | 0.34\% | 3,254 | 0.24\% |
|  | 9.35\% REC - 15-Jun-2022 | NCD | - | - | 5,268 | 0.38\% |
|  | 9.48\% Power Finance Corpor - 15-Apr-2022 | NCD | - | - | 5,295 | 0.39\% |
|  | 9.61\% Power Finance Corpor - 29-Jun-2021 | NCD | - | - | 5,282 | 0.39\% |
|  | 9.80\% IL \& FS - 30-May-2022 | NCD | - | - | 10,687 | 0.78\% |
|  | 9.98\% IL \& FS - 05-Dec-2021 | NCD | - | - | 16,084 | 1.17\% |
| Infrastructure Total |  |  | 87,194 | 9.27\% | 2,21,165 | 16.13\% |
| Housing Sector | 7.95\% LIC Housing Finance - 24-Mar-2022 | NCD | 9,081.00 | 0.97\% | 25,131 | 1.83\% |
|  | 8.40\% HDFC - 23-Jan-2025 | NCD | 4,532.00 | 0.48\% | 14,754 | 1.08\% |
|  | 9.00\% LIC Housing Finance - 23-Nov-2020 | NCD | 5,101.00 | 0.54\% | 5,164 | 0.38\% |
|  | 9.24\% HDFC - 24-Jun-2024 | NCD | 26,539.00 | 2.82\% | 26,411 | 1.93\% |
|  | 8.95\% HDFC - 19-Oct-2020 | NCD | 10,183.00 | 1.08\% | - | - |
|  | 8.49\% HDFC - 27-April-2020 | NCD | 35,380.00 | 3.76\% | - | - |
|  | 9.24\% LIC Housing Finance - 30-Sept-2024 | NCD | 41,767.00 | 4.44\% | 52,904 | 3.86\% |
|  | 9.25\% DHFL 09-SEPT-2023 | NCD | - | - | 21,086 | 1.54\% |

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

| Individual - Apex Bond |  |  |
| :--- | :--- | :--- |
| Industry | Security Name |  |


| Individual Life - Express Balanced |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 017 29/04/11 SUD-LX-BL1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \mathrm{ln}^{\prime} 000 \text { ) } \\ \hline \end{gathered}$ | \% of assets held | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \times 000) \\ \hline \end{gathered}$ | \% of assets held |
| Financial \& Insurance Activities | 9.43\% TATA Sons - 02-June-2019 | NCD | - | - | 10,212 | 2.01\% |
|  | Axis Bank Limited | EQUITY | 3,350.00 | 0.76\% | 837 | 0.17\% |
|  | HDFC Bank Ltd | EQUITY | 16,907.00 | 3.83\% | 18,918 | 3.73\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 5,039.00 | 1.14\% | 6,098 | 1.20\% |
|  | ICICI Bank Ltd | EQUITY | 7,361.00 | 1.67\% | 6,781 | 1.34\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 4,610 | 0.91\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 6,699.00 | 1.52\% | 4,233 | 0.84\% |
|  | Bajaj Finance Ltd. | EQUITY | 3,530.00 | 0.80\% | - | - |
|  | Bajaj Finserv Ltd. | EQUITY | 1,900.00 | 0.43\% | - | - |
|  | Yes Bank Limited | EQUITY | - | - | 1,835 | 0.36\% |
|  | 9.40\% STCIFIN 01 Oct 2018 | NCD | - | - | 5,033 | 0.99\% |
|  | Coal India Limited | EQUITY | 738.00 | 0.17\% | - | - |
|  | State Bank of India | EQUITY | 3,307.00 | 0.75\% | 9,856 | 1.94\% |
| Financial \& Insurance Activities Total |  |  | 48,831 | 11.07\% | 68,413 | 13.50\% |
| Infrastructure | 10.25\% Sikka port \& Terminal - 22-Aug-2021 | NCD | 21,104.00 | 4.78\% | - | - |
|  | 10.40\% Sikka port \& Terminal - 18-Jul-2021 | NCD | 13,732.00 | 3.11\% | - | - |
|  | 11.00\% IL \& FS - 23-Aug-2018 | NCD | - | - | 10,110 | 1.99\% |
|  | 8.82\% Power Finance Corporation - 20-Feb2020 | NCD | - | - | 5,109 | 1.01\% |
|  | 9.00\% Power Finance Corpor - 11-Mar-2028 | NCD | - | - | 5,333 | 1.05\% |
|  | 9.02\% REC - 18-Jun-2019 | NCD | - | - | 3,050 | 0.60\% |
|  | 9.35\% Power Grid Corporati - 29-Aug-2018 | NCD | - | - | 4,020 | 0.79\% |
|  | 9.35\% Power Grid Corporation-29-Aug-2027 | NCD | 8,522.00 | 1.93\% | 8,678 | 1.71\% |
|  | 9.48\% Power Finance Corpor - 15-Apr-2022 | NCD | - | - | 5,295 | 1.04\% |
|  | 9.61\% Power Finance Corpor - 29-Jun-2021 | NCD | - | - | 8,452 | 1.67\% |
|  | 9.80\% IL \& FS - 30-May-2022 | NCD | 2,250.00 | 0.51\% | 3,206 | 0.63\% |

FINANCIAL STATEMENTS

ULIP Disclosures

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

| Individual Life - Express Balanced |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 017 29/04/11 SUD-LX-BL1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { '000) } \end{array}$ | $\%$ of assets held |
|  | 9.98\% IL \& FS - 05-Dec-2021 | NCD | 3,750.00 | 0.85\% | 5,361 | 1.06\% |
|  | Power Grid Corporation of India Limited | EQUITY | 641.00 | 0.15\% | 1,735 | 0.34\% |
|  | GAIL (India) Limited | EQUITY | 1,708.00 | 0.39\% | 2,146 | 0.42\% |
|  | Petronet LNG Limited | EQUITY | - | - | 1,524 | 0.30\% |
|  | 10.25\% REL GAS - 22-Aug-2021 | NCD | - | - | 21,542 | 4.25\% |
|  | 10.40\% Reliance Ports And Terminals Ltd. - 18-Jul-202 1 | NCD | - | - | 14,033 | 2.77\% |
|  | Bharti Airtel Limited | EQUITY | - | - | 2,037 | 0.40\% |
|  | National Thermal Power Corporation Limited | EQUITY | 974.00 | 0.22\% | - | - |
|  | Tata Power Co. Ltd. | EQUITY | 678.00 | 0.15\% | - | - |
|  | Indraprastha Gas Ltd. | EQUITY | - | - | 755 | 0.15\% |
| Infrastructure Total |  |  | 53,359 | 12.09\% | 1,02,386 | 20.20\% |
| Housing Sector | 8.40\% HDFC - 23-Jan-2025 | NCD | 4,028 | 0.91\% | 4,070 | 0.80\% |
|  | 9.24\% HDFC - 24-Jun-2024 | NCD | 1,062 | 0.24\% | 1,056 | 0.21\% |
|  | 7.95\% LIC Housing Finance - 24-Mar-2022 | NCD | 3,027 | 0.69\% | - | - |
|  | 9.25\% DHFL 09-SEPT-2023 | NCD | 5,099 | 1.16\% | 5,272 | 1.04\% |
|  | 8.95\% HDFC - 19-Oct-2020 | NCD | 10,183 | 2.31\% | - | - |
|  | 7.20\% HDFC 1-Sep-2020 | NCD | 9,944 | 2.25\% | - | - |
|  | 8.8\% LIC Housing Finance - 24-Dec-2020 | NCD | 10,182 | 2.31\% | - | - |
|  | 9.63\% LIC Housing Finance - 22-Jan-2019 | NCD | - | - | 8,132 | 1.60\% |
|  | 7.67\% LIC Hsg Finance 29-July-2021 | NCD | 20,016 | 4.54\% | - | - |
| Housing Sector Total |  |  | 63,541 | 14.40\% | 18,530 | 3.66\% |
| Others |  |  | 2,61,041.00 | 59.16\% | 3,03,795 | 59.94\% |
| Net Current Assets |  |  | 14,456 | 3.28\% | 13,730 | 2.71\% |
| Grand Total |  |  | 4,41,228 | 100.00\% | 5,06,854 | 100.00\% |


| Individual Life - Bluechip Equity Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 019 11/12/13 SUD-LI-EQ2 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln ^{\prime} 000 \text { ) } \\ \hline \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ (₹ \ln \times 000) \\ \hline \end{array}$ | \% of assets held |
| Financial \& Insurance Activities | Axis Bank Limited | EQUITY | 61,294.00 | 1.78\% | 9,056 | 0.38\% |
|  | HDFC Bank Ltd | EQUITY | 2,40,581.00 | 6.97\% | 1,83,118 | 7.65\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 77,234.00 | 2.24\% | 47,411 | 1.98\% |
|  | ICICI Bank Ltd | EQUITY | 1,65,138.00 | 4.78\% | 75,781 | 3.16\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 34,661 | 1.45\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 1,07,425.00 | 3.11\% | 36,673 | 1.53\% |
|  | State Bank of India | EQUITY | 79,493.00 | 2.30\% | 34,109 | 1.42\% |
|  | Yes Bank Limited | EQUITY | - | - | 25,135 | 1.05\% |
|  | Bajaj Finance Ltd. | EQUITY | 34,031.00 | 0.99\% | 19,443 | 0.81\% |
|  | Bajaj Finserv Ltd. | EQUITY | 28,359.00 | 0.82\% | - | - |
|  | Coal India Limited | EQUITY | 17,992.00 | 0.52\% | - | - |

## ULIP Disclosures

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

| Individual Life - Bluechip Equity Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 019 11/12/13 SUD-LI-EQ2 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \end{gathered}$ | \% of assets held | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \end{gathered}$ | \% of assets held |
|  | Shriram Transport Finance Co. Ltd. | EQUITY | - | - | 11,301 | 0.47\% |
|  | General Insurance Corporation Of India | EQUITY | - | - | 9,921 | 0.41\% |
| Computer programming, consultancy and related activities | HCL Technologies Ltd | EQUITY | - | - | 26,426 | 1.10\% |
|  | Infosys Technologies Ltd. | EQUITY | 1,89,119.00 | 5.48\% | 1,15,531 | 4.82\% |
|  | Tata Consultancy Services Limited | EQUITY | 1,10,859.00 | 3.21\% | 58,613 | 2.45\% |
|  | Cyient Ltd. | EQUITY | - | - | 12,299 | 0.51\% |
|  | Tech Mahindra Limited | EQUITY | 65,346.00 | 1.89\% | 31,462 | 1.31\% |
|  |  |  |  |  |  |  |
| Others |  |  | 21,40,225 | 62.00\% | 15,89,988 | 66.40\% |
| Net Current Assets |  |  | 1,34,990 | 3.91\% | 73,614 | 3.07\% |
| Grand Total |  |  | 34,52,086 | 100.00\% | 23,94,542 | 100.00\% |


| Individual Life - Growth Plus Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 023 11/12/13 SUD-LI-GR2 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As af March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ (₹ \ln \times 000) \end{array}$ | $\%$ of assets held |
| Financial \& Insurance Activities | Axis Bank Limited | EQUITY | 50,374.00 | 1.55\% | 6,402 | 0.28\% |
|  | HDFC Bank Ltd | EQUITY | 2,47,589.00 | 7.63\% | 1,42,042 | 6.23\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 61,646.00 | 1.90\% | 57,178 | 2.51\% |
|  | ICICI Bank Ltd | EQUITY | 1,19,469.00 | 3.68\% | 52,770 | 2.31\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 35,240 | 1.55\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 96,531.00 | 2.97\% | 40,340 | 1.77\% |
|  | State Bank of India | EQUITY | 52,492.00 | 1.62\% | 33,399 | 1.46\% |
|  | 9.20\% L\&THFL-14-Jan-2022 | NCD | 5,192.00 | 0.16\% | 5,168 | 0.23\% |
|  | 10.30\% Sundaram Finance Ltd - 28-Sep-2022 | NCD | 16,190.00 | 0.50\% | - | - |
|  | Cholamandalam Investment \& Finance Co. Ltd. | EQUITY | 10,142.00 | 0.31\% | - | - |
|  | Bajaj Finance Ltd. | EQUITY | 25,029.00 | 0.77\% | - | $\cdots$ |
|  | Bajaj Finserv Ltd. | EQUITY | 23,363.00 | 0.72\% | - | $\cdots$ |
|  | Yes Bank Limited | EQUITY | - | - | 13,273 | 0.58\% |
|  | Coal India Limited | EQUITY | 11,767.00 | 0.36\% | - | - |
|  | Shriram Transport Finance Co. Ltd. | EQUITY | - | - | 5,902 | 0.00 |
|  | General Insurance Corporation Of India | EQUITY | - | - | 6,369 | 0.28\% |
| Financial \& Insurance Activities Total |  |  | 7,19,784 | 22.18\% | 3,98,083 | 17.46\% |
| Infrastructure | 10.40\% Sikka port \& Terminal - 18-Jul-2021 | NCD | 74,996.61 | 2.31\% | - | - |
|  | 8.23\% REC - 23-Jan-2025 | NCD | 36,003.02 | 1.11\% | 36,351 | 1.59\% |
|  | 8.52\% PFC 09-Dec-2019 | NCD | - | - | 10,147 | 0.44\% |
|  | 9.02\% REC - 18-Jun-2019 | NCD | - | - | 5,084 | 0.22\% |
|  | 9.61\% Power Finance Corpor - 29-Jun-2021 | NCD | - | - | 17,960 | 0.79\% |

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

| Individual Life - Growth Plus Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 023 11/12/13 SUD-LI-GR2 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{array}{\|c\|} \hline \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \\ \hline \end{array}$ | \% of assets held | $\begin{aligned} & \text { Market } \\ & \text { value } \\ & \text { (₹ In } 000 \text { ) } \end{aligned}$ | $\%$ of assets held |
|  | GAIL (India) Limited | EQUITY | 25,926.00 | 0.80\% | 24,824 | 1.09\% |
|  | 9.98\% IL \& FS - 05-Dec-2021 | NCD | 7,500.00 | 0.23\% | - | - |
|  | 8.85\% Power Grid Corp Ind - 19-Oct-2021 | NCD | 20,545.15 | 0.63\% | 20,763 | 0.91\% |
|  | Petronet LNG Limited | EQUITY | -7- | - | 10,393 | 0.46\% |
|  | 9.35\% Power Grid Corporation-29-Aug-2027 | NCD | 10,652.32 | 0.33\% | 10,848 | 0.48\% |
|  | Power Grid Corporation of India Limited | EQUITY | 9,964.27 | 0.31\% | 12,888 | 0.57\% |
|  | 7.45\% REC - 30-Nov-2022 | NCD | 99,173.79 | 3.06\% | 98,649 | 4.33\% |
|  | 10.40\% Reliance Ports And Terminals Ltd. - 18-Jul-202 1 | NCD | - - | - | 76,643 | 3.36\% |
|  | Bharti Airtel Limited | EQUITY | , | - | 15,613 | 0.68\% |
|  | 8.82\% Power Finance Corporation - 20-Feb2020 | NCD | - | - | 10,219 | 0.45\% |
|  | Tata Power Co. Ltd. | EQUITY | 10,453.03 | 0.32\% | - | - |
|  | National Thermal Power Corporation Limited | EQUITY | 15,983.23 | 0.49\% | - | - |
|  | Indraprastha Gas Ltd. | EQUITY | -171-1 - | - | 9,082 | 0.40\% |
| Infrastructure Total |  |  | 3,11,197 | 9.59\% | 3,59,464 | 15.76\% |
| Others |  |  | 20,60,570 | 63.49\% | 14,72,127 | 64.56\% |
| Net Current Assets |  |  | 1,53,759 | 4.74\% | 50,580 | 2.22\% |
| Grand Total |  |  | 32,45,310 | 100.00\% | 22,80,254 | 100.00\% |


| Individual Life - Balanced Plus Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 024 11/12/13 SUD-LI-BL2 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \mathrm{ln}^{\prime} 000 \text { ) } \\ \hline \end{array}$ | $\%$ of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { '000) } \\ \hline \end{array}$ | \% of assets held |
| Financial \& Insurance Activities | 10.35\% L \& T Finance Ltd. - 27-Mar-2024 | NCD | 2,209.00 | 0.08\% | 2,181 | 0.10\% |
|  | 8.99\% TATA Sons - 07-Jun-2020 | NCD | - | - | 5,141 | 0.23\% |
|  | 9.43\% TATA Sons - 02-June-2019 | NCD | - | - | 5,106 | 0.23\% |
|  | 9.70\% M\&M Financial Services Ltd - 24-Apr2023 | NCD | 33,882.00 | 1.23\% | 2,124 | 0.10\% |
|  | 9.45\% State Bank of India - 16-Mar-2026 | NCD | 516.00 | 0.02\% | - | - |
|  | Axis Bank Limited | EQUITY | 19,493.00 | 0.71\% | 3,007 | 0.14\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 24,308.00 | 0.89\% | 21,067 | 0.96\% |
|  | HDFC Bank Ltd | EQUITY | 1,00,830.00 | 3.67\% | 63,599 | 2.89\% |
|  | ICICI Bank Ltd | EQUITY | 44,918.00 | 1.64\% | 24,218 | 1.10\% |
|  | Yes Bank Limited | EQUITY | - | - | 6,313 | 0.29\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 15,793 | 0.72\% |
|  | State Bank of India | EQUITY | 19,726.00 | 0.72\% | 16,658 | 0.76\% |
|  | 10.30\% Sundaram Finance Ltd - 28-Sep-2022 | NCD | 37,776.00 | 1.38\% | 38,195 | 1.74\% |
|  | $8.75 \%$ L \& T Finance Ltd. - 19-Aug-2020 | NCD | 9,125.00 | 0.33\% | - - | - |
|  | $9.20 \%$ L\&THFL-14-Jan-2022 | NCD | 10,384.00 | 0.38\% | 10,337 | 0.47\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 37,130.00 | 1.35\% | 14,732 | 0.67\% |

## ULIP Disclosures

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

| Individual Life - Balanced Plus Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF $02411 / 12 / 13$ SUD-LI-BL2 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \mathrm{ln}^{\prime} 000 \text { ) } \\ \hline \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ In ‘000) } \\ \hline \end{array}$ | \% of assets held |
|  | Bajaj Finance Ltd. | EQUITY | 19,209.00 | 0.70\% | 1,768 | 0.08\% |
|  | Bajaj Finserv Ltd. | EQUITY | 9,289.00 | 0.34\% | - |  |
|  | 9.40\% STCIFIN 01 Oct 2018 | NCD | - | - | 25,164 | 1.14\% |
|  | Shriram Transport Finance Co. Ltd. | EQUITY | - | - | 2,951 | 0.13\% |
|  | Coal India Limited | EQUITY | 4,436.00 | 0.16\% |  |  |
|  | 9.50\% Fullerton India Credit Co.Ltd. - 7-May2018 | NCD | - | - | 10,022 | 0.46\% |
|  | INDIAN OVERSEAS BANK - SANPADA BRAN | FD | - | - | 19,000 | 0.86\% |
|  | General Insurance Corporation Of India | EQUITY | - | - | 6,369 | 0.29\% |
| Financial \& Insurance Activities Total |  |  | 3,73,231 | 13.60\% | 2,93,745 | 13.37\% |
| Housing Sector | 8.40\% HDFC - 23-Jan-2025 | NCD | 5,036 | 0.18\% | 5,088 | 0.23\% |
|  | 9.24\% HDFC - 24-Jun-2024 | NCD | 33,969 | 1.24\% | 7,395 | 0.34\% |
|  | 9.30\% DHFL 16-AUG-2026 | NCD | 11,204 | 0.41\% | - | - |
|  | 9.24\% LIC Housing Finance - 30-Sept-2024 | NCD | 16,707 | 0.61\% | 6,348 | 0.29\% |
|  | 7.95\% LIC Housing Finance - 24-Mar-2022 | NCD | 8,072 | 0.29\% | - | - |
|  | 9.25\% DHFL 09-SEPT-2023 | NCD | 43,848 | 1.60\% | 31,630 | 1.44\% |
|  | 7.60\% HDFC - 26-June-2020 | NCD | 29,992 | 1.09\% | - | - |
|  | 8.95\% HDFC - 19-Oct-2020 | NCD | 20,366 | 0.74\% | - | - |
|  | 7.20\% HDFC 1-Sep-2020 | NCD | 19,888 | 0.72\% | - | - |
|  | 9.63\% LIC Housing Finance - 22-Jan-2019 | NCD | - | - | 2,033 | 0.09\% |
|  | 9.65\% HDFC - 19-Jan-2019-Put Option | NCD | - | - | 10,165 | 0.46\% |
|  | 10.5\% HDFC - 30-Jun-2018 | NCD | - | - | 3,021 | 0.14\% |
|  | 8.8\% LIC Housing Finance - 24-Dec-2020 | NCD | 30,546 | 1.11\% | - | - |
|  | 8.5950\% LIC Hsg Finance 14-Jan-2022 | NCD | 1,02,448 | 3.73\% | - | - |
| Housing Sector Total |  |  | 3,22,076 | 11.73\% | 65,680 | 2.99\% |
| Others |  |  | 19,31,346 | 70.35\% | 17,18,237 | 78.18\% |
| Net Current Assets |  |  | 1,18,646 | 4.32\% | 1,20,113 | 5.47\% |
| Grand Total |  |  | 27,45,299 | 100.00\% | 21,97,775 | 100.00\% |

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

| Individual Life - Income Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 020 11/12/13 SUD-LI-BN2 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \end{gathered}$ | $\%$ of assets held | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \end{gathered}$ | \% of assets held |
| Infrastructure | 8.23\% REC - 23-Jan-2025 | NCD | 17,001.00 | 1.45\% | 15,146 | 1.45\% |
|  | 9.02\% REC - 18-Jun-2019 | NCD | - | - | 2,033 | 0.19\% |
|  | 9.25\% Power Grid Corporati - 26-Dec-2025 | NCD | 49,899.00 | 4.25\% | 50,659 | 4.84\% |
|  | 9.35\% Power Grid Corporati - 29-Aug-2018 | NCD | - | - | 2,010 | 0.19\% |
|  | 9.35\% Power Grid Corporation-29-Aug-2027 | NCD | 12,783.00 | 1.09\% | 13,017 | 1.24\% |
|  | 9.57\% IRFC - 31-May-2021 | NCD | 10,417.00 | 0.89\% | 10,598 | 1.01\% |
|  | 10.25\% Sikka port \& Terminal - 22-Aug-2021 | NCD | 3,166.00 | 0.27\% | - | - |
|  | 9.80\% IL \& FS - 30-May-2022 | NCD | 7,500.00 | 0.64\% | - | - |
|  | 9.61\% Power Finance Corpor - 29-Jun-2021 | NCD | - | - | 10,565 | 1.01\% |
|  | 8.82\% Power Finance Corporation - 20-Feb2020 | NCD | - | - | 8,175 | 0.78\% |
|  | 7.45\% REC - 30-Nov-2022 | NCD | 39,670.00 | 3.38\% | 39,460 | 3.77\% |
| Infrastructure Total |  |  | 1,40,436 | 11.96\% | 1,51,663 | 14.49\% |
| Housing Sector | 7.95\% LIC Housing Finance - 24-Mar-2022 | NCD | 30,269.00 | 2.58\% | 25,131 | 2.40\% |
|  | 8.40\% HDFC - 23-Jan-2025 | NCD | 5,036.00 | 0.43\% | 5,088 | 0.49\% |
|  | 9.20\% HDFC - 19-Mar-2018 | NCD | - | - | - | - |
|  | 7.60\% HDFC - 26-June-2020 | NCD | 9,997.00 | 0.85\% | - | - |
|  | 9.24\% HDFC - 24-Jun-2024 | NCD | 10,615.00 | 0.90\% | 10,564 | 1.01\% |
|  | 8.95\% HDFC - 19-Oct-2020 | NCD | 10,183.00 | 0.87\% | - | - |
|  | 9.24\% LIC Housing Finance - 30-Sept-2024 | NCD | 27,149.00 | 2.31\% | 27,510 | 2.63\% |
|  | 9.25\% DHFL 09-SEPT-2023 | NCD | 22,434.00 | 1.91\% | 26,358 | 2.52\% |
|  | 9.30\% DHFL 16-AUG-2026 | NCD | 2,001.00 | 0.17\% | 42,930 | 4.10\% |
|  | 9.63\% LIC Housing Finance - 22-Jan-2019 | NCD | - | - | 10,165 | 0.97\% |
|  | 7.20\% HDFC 1-Sep-2020 | NCD | 29,832.00 | 2.54\% | - | - |
|  | 7.40\% L\&THFL-08-Sep-2020 | NCD | 49,835.00 | 4.24\% | - | - |
|  | 8.95\% HDFC - 19-Oct-2020 | NCD | 10,183.00 | 0.87\% | - | - |
|  | 7.67\% LIC Hsg Finance 29-July-2021 | NCD | 10,008.00 | 0.85\% | - | - |
|  | 9.65\% HDFC - 19-Jan-2019-Put Option | NCD | - | - | 5,082 | 0.49\% |
| Housing Sector Total |  |  | 2,17,542 | 18.53\% | 1,52,828 | 14.60\% |
| FINANCIAL AND INSURANCE ACTIVITIES | 9.224\% Bajaj Finance 05-May-2022 | NCD | 52,170 | 4.44\% | - | - |
|  | 8.85\% Bajaj Finance Ltd. - 05-Jan-2024 | NCD | 36,467 | 3.11\% | - | - |
|  | 9.15\% M\&M Financial Services Ltd - 18-Jan2024 | NCD | 42,193 | 3.59\% | - | - |
|  | 9.20\% L\&THFL-14-Jan-2022 | NCD | - | - | 10,337 | 0.99\% |
|  | 9.70\% M\&M Financial Services Ltd - 24-Apr2023 | NCD | - | - | 2,124 | 0.20\% |
|  | 9.50\% Fullerton India Credit Co.Ltd. - 7-May2018 | NCD | - | - | 10,022 | 0.96\% |
|  | 10.35\% L \& T Finance Ltd. - 27-Mar-2024 | NCD | - | - | 3,271 | 0.31\% |
|  | 9.43\% TATA Sons - 02-June-2019 | NCD | - | - | 13,276 | 1.27\% |
|  | INDIAN OVERSEAS BANK - SANPADA BRAN | FD | - | - | 8,000 | 0.76\% |
|  | INDIAN OVERSEAS BANK - SANPADA BRAN | FD | - | - | 8,000 | 0.76\% |
|  | 8.99\% TATA Sons - 07-Jun-2020 | NCD | - | - | 2,056 | 0.20\% |

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

| Individual Life - Income Fund |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 020 11/12/13 SUD-LI-BN2 142 |  |  |  |  |  |
| Industry Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \times 000) \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \end{array}$ | \% of assets held |
| FINANCIAL AND INSURANCE ACTIVITIES Total |  | 1,30,830 | 11.14\% | 57,086 | 5.45\% |
| Others |  | 6,34,767 | 54.07\% | 6,25,731 | 59.76\% |
| Net Current Assets |  | 50,421 | 4.29\% | 59,707 | 5.70\% |
| Grand Total |  | 11,73,996 | 100.00\% | 10,47,015 | 100.00\% |


| Discontinued Policies Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 018 03/06/11 SUD-UL-DP1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { '000) } \\ \hline \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ (₹ \ln \times 000) \end{array}$ | \% of assets held |
| Others |  |  | 32,90,265 | 103.25\% | 39,24,801 | 101.06\% |
| Net Current Assets |  |  | $(1,03,651)$ | -3.25\% | $(41,187)$ | -1.06\% |
| Grand Total |  |  | 31,86,614 | 100.00\% | 38,83,614 | 100.00\% |


| Individual Pension Fund - Equity |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 005 31/03/09 SUD-PI-EQ1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | Market value (₹ $\ln { }^{\prime} 000$ ) | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ (₹ \ln \times 000) \end{array}$ | \% of assets held |
| Financial \& Insurance Activities | Axis Bank Limited | EQUITY | 3,482 | 1.90\% | 796 | 0.43\% |
|  | HDFC Bank Ltd | EQUITY | 12,276 | 6.69\% | 15,202 | 8.20\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 4,106 | 2.24\% | 4,663 | 2.52\% |
|  | ICICI Bank Ltd | EQUITY | 9,224 | 5.03\% | 6,878 | 3.71\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 7,994 | 4.36\% | 4,610 | 2.49\% |
|  | Yes Bank Limited | EQUITY | - | - | 1,286 | 0.69\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 1,437 | 0.78\% |
|  | Bajaj Finance Ltd. | EQUITY | 1,301 | 0.71\% | - | - |
|  | Bajaj Finserv Ltd. | EQUITY | 2,111 | 1.15\% | - | - |
|  | State Bank of India | EQUITY | 3,887 | 2.12\% | 3,778 | 2.04\% |
|  | Coal India Limited | EQUITY | 1,006 | 0.55\% |  |  |
|  | Shriram Transport Finance Co. Ltd. | EQUITY | - | - | 936 | 0.51\% |
|  | Cholamandalam Investment \& Finance Co. Ltd. | EQUITY | - | - | - | - |
| Financial \& Insurance Activities Total |  |  | 45,387 | 24.73\% | 39,586 | 21.36\% |
| Computer programming, consultancy and related activities | HCL Technologies Ltd | EQUITY | - | - | 2,278 | 1.23\% |
|  | Infosys Technologies Ltd. | EQUITY | 11,132 | 6.07\% | 12,165 | 6.56\% |
|  | Tata Consultancy Services Limited | EQUITY | 6,337 | 3.45\% | 5,023 | 2.71\% |
|  | Cyient Ltd. |  | - | - | 1,119 | 0.60\% |
|  | Tech Mahindra Limited | EQUITY | 3,864 | 2.11\% | 2,491 | 1.34\% |

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

| Industry |
| :--- | :--- |


| Individual Pension Fund - Growth |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 006 31/03/09 SUD-PI-GR1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  |  | \% of assets held |  | \% of assets held |
| Financial \& Insurance Activities | 9.45\% State Bank of India - 16-Mar-2026 | NCD | 268 | 0.16\% | 797 | 0.47\% |
|  | Axis Bank Limited | EQUITY | 2,821 | 1.71\% | 597 | 0.35\% |
|  | HDFC Bank Ltd | EQUITY | 15,142 | 9.19\% | 13,316 | 7.83\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 3,130 | 1.90\% | 4,308 | 2.53\% |
|  | ICICI Bank Ltd | EQUITY | 6,126 | 3.72\% | 4,797 | 2.82\% |
|  | Bajaj Finance Ltd. | EQUITY | 1,694 | 1.03\% | - | - |
|  | Kotak Mahindra Bank Limited | EQUITY | 5,645 | 3.43\% | - | - |
|  | Bajaj Finserv Ltd. | EQUITY | 1,619 | 0.98\% | - | - |
|  | Coal India Limited | EQUITY | 648 | 0.39\% | - | - |
|  | Cholamandalam Investment \& Finance Co. Ltd. | EQUITY | 998 | 0.61\% | - | - |
|  | Induslnd Bank Limited | EQUITY | - | - | 3,355 | 1.97\% |
|  | Yes Bank Limited | EQUITY | - | - | 1,232 | 0.72\% |
|  | State Bank of India | EQUITY | 2,696 | 1.64\% | 3,305 | 1.94\% |
| Financial \& Insurance Activities Total |  |  | 40,787 | 24.76\% | 31,707 | 18.66\% |
| Manufacture of coke and refined petroleum products | 11\% IOC-10-Sep-2018 | NCD | - | - | 8,108 | 4.77\% |
|  | Hindustan Petroleum Corporation Ltd. | EQUITY | 1,340 | 0.81\% | 866 | 0.51\% |
|  | Reliance Industries Ltd | EQUITY | 9,878 | 6.00\% | 9,185 | 5.40\% |
|  | Indian Oil Corporation Ltd | EQUITY | 529 | 0.32\% | - | - |
|  | Bharat Petroleum Corpn. Ltd | EQUITY | - | - | 359 | 0.21\% |


ULIP Disclosures


#### Abstract

Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008


| Individual Pension Fund - Growth |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 006 31/03/09 SUD-PI-GR1 142 |  |  |  |  |  |
| Industry | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { '000) } \end{gathered}$ | $\%$ of assets held | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \end{gathered}$ | \% of assets held |
| Manufacture of coke and refined petroleum products Total |  | 11,747 | 7.13\% | 18,518 | 10.90\% |
| Others |  | 1,11,718 | 67.82\% | 1,18,353 | 69.63\% |
| Net Current Assets |  | 467 | 0.28\% | 1,386 | 0.82\% |
| Grand Total |  | 1,64,719 | 100.00\% | 1,69,964 | 100.00\% |


| Individual Pension Fund - Balanced |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 007 31/03/09 SUD-PI-BL1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \mathrm{In}^{\prime} 000 \text { ) } \\ \hline \end{gathered}$ | $\%$ of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \\ \hline \end{array}$ | \% of assets held |
| Financial \& Insurance Activities | 9.45\% State Bank of India - 16-Mar-2026 | NCD | 1,570 | 1.79\% | 1,594 | 1.78\% |
|  | Axis Bank Limited | EQUITY | 653 | 0.74\% | 128 | 0.14\% |
|  | HDFC Bank Ltd | EQUITY | 3,376 | 3.84\% | 2,886 | 3.22\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 984 | 1.12\% | 913 | 1.02\% |
|  | ICICI Bank Ltd | EQUITY | 1,475 | 1.68\% | 1,044 | 1.17\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 901 | 1.03\% | 608 | 0.68\% |
|  | Bajaj Finance Ltd. | EQUITY | 641 | 0.73\% | - | - |
|  | Baiaj Finserv Ltd. | EQUITY | 352 | 0.40\% | - | - |
|  | 8.75\% L \& T Finance Ltd. - 19-Aug-2020 | NCD | 1,014 | 1.15\% | - | - |
|  | Yes Bank Limited | EQUITY | - | - | 262 | 0.29\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 737 | 0.82\% |
|  | Coal India Limited | EQUITY | 147 | 0.17\% | - | - |
|  | State Bank of India | EQUITY | 659 | 0.75\% | 726 | 0.81\% |
| Financial \& Insurance Activities Total |  |  | 11,772 | 13.40\% | 8,898 | 9.94\% |
| Infrastructure | 10.40\% Reliance Ports And Terminals Ltd. - 18-Jul-2021 | NCD | - | - | 5,397 | 6.03\% |
|  | 10.95\% REL GAS - 06-Jan-2019 | NCD | - | - | 1,025 | 1.15\% |
|  | 9.80\% IL \& FS - 30-May-2022 | NCD | 1,500 | 1.71\% | 2,137 | 2.39\% |
|  | GAIL (India) Limited | EQUITY | 318 | 0.36\% | 350 | 0.39\% |
|  | Petronet LNG Limited | EQUITY | - | - | 180 | 0.20\% |
|  | Power Grid Corporation of India Limited | EQUITY | 127 | 0.14\% | 263 | 0.29\% |
|  | Bharti Airtel Limited | EQUITY | - | - | 558 | 0.62\% |
|  | Indraprastha Gas Ltd. | EQUITY | - | - | 98 | 0.11\% |
|  | 10.40\% Sikka port \& Terminal - 18-Jul-2021 | NCD | 5,281 | 6.01\% | - | - |
| Infrastructure Total |  |  | 7,227 | 8.22\% | 10,008 | 11.18\% |
| Housing Sector | 8.90\% LIC Housing Finance - 10-Aug-2020 | NCD | 5,077 | 5.78\% | 5,139 | 5.74\% |
|  | 9.24\% HDFC - 24-Jun-2024 | NCD | 2,123 | 2.42\% | 2,113 | 2.36\% |
|  | 9.25\% DHFL 09-SEPT-2023 | NCD | 2,039 | 2.32\% | 2,109 | 2.36\% |
| Housing Sector Total |  |  | 9,239 | 10.52\% | 9,361 | 10.46\% |
| Others |  |  | 57,182 | 65.08\% | 58,929 | 65.85\% |
| Net Current Assets |  |  | 2,443 | 2.78\% | 2,292 | 2.56\% |
| Grand Total |  |  | 87,863 | 100.00\% | 89,488 | 100.00\% |

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

| Individual Pension Fund - Bond |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 008 31/03/09 SUD-PI-BN1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \mathrm{O} 000) \end{gathered}$ | $\%$ of assets held | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \end{gathered}$ | \% of assets held |
| Infrastructure | 9.02\% REC - 18-Jun-2019 | NCD | - | - | 1,017 | 3.05\% |
|  | 9.35\% Power Grid Corporation-29-Aug-2027 | NCD | 2,130 | 6.46\% | 2,170 | 6.50\% |
|  | 8.23\% REC - 23-Jan-2025 | NCD | 1,000 | 3.03\% | 1,010 | 3.03\% |
|  | 10.95\% REL GAS - 06-Jan-2019 | NCD | - | - | 1,025 | 3.07\% |
| Infrastructure Total |  |  | 3,131 | 9.49\% | 5,222 | 15.65\% |
| Others |  |  | 28,965 | 87.79\% | 26,909 | 80.66\% |
| Net Current Assets |  |  | 897 | 2.72\% | 1,230 | 3.69\% |
| Grand Total |  |  | 32,993 | 100.00\% | 33,361 | 100.00\% |


| Individual Pension - Apex Equity |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 013 20/01/10 SUD-PA-EQ1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \mathrm{ln}^{\prime} 000 \text { ) } \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \\ \hline \end{array}$ | \% of assets held |
| Financial \& Insurance Activities | Axis Bank Limited | EQUITY | 5,962 | 1.99\% | 1,332 | 0.53\% |
|  | HDFC Bank Ltd | EQUITY | 20,847 | 6.95\% | 24,821 | 9.88\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 7,466 | 2.49\% | 8,297 | 3.30\% |
|  | ICICI Bank Ltd | EQUITY | 15,210 | 5.07\% | 11,323 | 4.51\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 10,721 | 3.57\% | 4,139 | 1.65\% |
|  | Yes Bank Limited | EQUITY | - | - | 2,448 | 0.97\% |
|  | Bajaj Finance Ltd. | EQUITY | 4,283 | 1.43\% | - | - |
|  | Bajaj Finserv Ltd. | EQUITY | 2,533 | 0.84\% | - | - |
|  | IndusInd Bank Limited | EQUITY | - | - | 5,724 | 2.28\% |
|  | Shriram Transport Finance Co. Ltd. | EQUITY | - | - | 1,440 | 0.57\% |
|  | Coal India Limited | EQUITY | 1,679 | 0.56\% | - | - |
|  | State Bank of India | EQUITY | 6,436 | 2.15\% | 6,536 | 2.60\% |
| Financial \& Insurance Activities Total |  |  | 75,137 | 25.05\% | 66,060 | 26.29\% |
| Computer programming, consultancy and related activities | HCL Technologies Ltd | EQUITY | - | - | 3,816 | 1.52\% |
|  | Tech Mahindra Limited | EQUITY | 6,331 | 2.11\% | 2,944 | 1.17\% |
|  | Infosys Technologies Ltd. | EQUITY | 18,414 | 6.14\% | 19,355 | 7.70\% |
|  | Cyient Ltd. |  | - | - | 1,883 | 0.75\% |
|  | Tata Consultancy Services Limited | EQUITY | 10,505 | 3.50\% | 8,502 | 3.38\% |
| Computer programming, consultancy and related activities Total |  |  | 35,250 | 11.75\% | 36,500 | 14.53\% |
| Manufacture of coke and refined petroleum products | Hindustan Petroleum Corporation Ltd. | EQUITY | 3,196 | 1.07\% | 2,487 | 0.99\% |
|  | Reliance Industries Ltd | EQUITY | 25,973 | 8.66\% | 20,904 | 8.32\% |
|  | Bharat Petroleum Corpn. Ltd | EQUITY | - | 8.66\% | 838 | 0.33\% |
|  | Indian Oil Corporation Ltd | EQUITY | 1,358 | 0.45\% | - | - |
| Manufacture of coke and refined petroleum products Total |  |  | 30,527 | 10.18\% | 24,229 | 9.64\% |
| Others |  |  | 1,62,881 | 54.31\% | 1,27,377 | 50.70\% |
| Net Current Assets |  |  | $(3,881)$ | -1.29\% | $(2,916)$ | -1.16\% |
| Grand Total |  |  | 2,99,914 | 100.00\% | 2,51,250 | 100.00\% |

## ULIP Disclosures

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

| Individual Pension - Apex Growth |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 014 20/01/10 SUD-PA-GR1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  |  | \% of assets held | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \times 000) \end{gathered}$ | \% of assets held |
| Financial \& Insurance | Axis Bank Limited | EQUITY | 5,612 | 1.70\% | 1,133 | 0.35\% |
|  | HDFC Bank Ltd | EQUITY | 29,647 | 9.00\% | 25,453 | 7.95\% |
|  | Housing Development Finance Corporation Ltd. | EQUITY | 6,202 | 1.88\% | 8,162 | 2.55\% |
|  | ICICI Bank Ltd | EQUITY | 12,031 | 3.65\% | 9,171 | 2.86\% |
|  | IndusInd Bank Limited | EQUITY | - | - | 6,084 | 1.90\% |
|  | Kotak Mahindra Bank Limited | EQUITY | 10,679 | 3.24\% | 4,086 | 1.28\% |
|  | Bajaj Finance Ltd. | EQUITY | 5,687 | 1.73\% | - | - |
|  | Bajaj Finserv Ltd. | EQUITY | 3,026 | 0.92\% | - | - |
|  | Coal India Limited | EQUITY | 1,283 | 0.39\% | - | - |
|  | Cholamandalam Investment \& Finance Co. Ltd. | EQUITY | 1,805 | 0.55\% | - | - |
|  | State Bank of India | EQUITY | 4,811 | 1.46\% | 6,175 | 1.93\% |
|  | Yes Bank Limited | EQUITY | - | - | 3,064 | 0.96\% |
| Financial \& Insurance Activities Total |  |  | 80,783 | 24.54\% | 63,328 | 19.78\% |
| Others |  |  | 2,45,608 | 74.60\% | 2,48,623 | 77.66\% |
| Net Current Assets |  |  | 2,843 | 0.86\% | 8,201 | 2.56\% |
| Grand Total |  |  | 3,29,234 | 100.00\% | 3,20,152 | 100.00\% |


| Industry |
| :--- | :--- | :--- |
| Individual Pension - Apex Balanced |

## ULIP Disclosures

Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

| Individual Pension - Apex Balanced |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 015 20/01/10 SUD-PA-BL1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \end{gathered}$ | \% of assets held | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \end{gathered}$ | \% of assets held |
| Infrastructure | 10.25\% REL GAS - 22-Aug-2021 | NCD | - | 0.00\% | 5,385 | 3.70\% |
|  | GAIL (India) Limited | EQUITY | 914 | 0.65\% | 762 | 0.52\% |
|  | 9.98\% IL \& FS - 05-Dec-2021 | NCD | - | 0.00\% | 10,723 | 7.36\% |
|  | Power Grid Corporation of India Limited | EQUITY | 338 | 0.24\% | 634 | 0.44\% |
|  | 10.25\% Sikka port \& Terminal - 22-Aug-2021 | NCD | 5,276 | 3.74\% | - | - |
|  | Petronet LNG Limited | EQUITY | - | 0.00\% | 531 | 0.36\% |
|  | National Thermal Power Corporation Limited | EQUITY | 522 | 0.37\% | - | - |
|  | Tata Power Co. Ltd. | EQUITY | 356 | 0.25\% | - | - |
|  | Bharti Airtel Limited | EQUITY | - | 0.00\% | 566 | 0.39\% |
|  | Indraprastha Gas Ltd. | EQUITY | - | 0.00\% | 279 | 0.19\% |
| Infrastructure Total |  |  | 7,408 | 5.25\% | 18,880 | 12.97\% |
| Others |  |  | 83,635 | 59.29\% | 88,662 | 60.89\% |
| Net Current Assets |  |  | 2,321 | 1.65\% | 2,337 | 1.61\% |
| Grand Total |  |  | 1,41,062 | 100.00\% | 1,45,607 | 100.00\% |


| Individual Pension - Apex Bond |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULIF 016 20/01/10 SUD-PA-BN1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ (₹ \ln \text { '000) } \\ \hline \end{gathered}$ | \% of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ (₹ \ln \times 00) \\ \hline \end{array}$ | \% of assets held |
| Infrastructure | 10.40\% Sikka port \& Terminal - 18-Jul-2021 | NCD | 3,169 | 7.47\% | - | - |
|  | 9.35\% Power Grid Corporation - 29-Aug-2027 | NCD | 3,196 | 7.54\% | 3,254 | 7.77\% |
|  | 8.23\% REC - 23-Jan-2025 | NCD | 1,000 | 2.36\% | 1,010 | 2.41\% |
|  | 10.40\% Reliance Ports And Terminals Ltd. - 18-Jul-2021 | NCD | - | ${ }^{-}$ | 3,238 | 7.73\% |
| Infrastructure Total |  |  | 7,365 | 17.37\% | 7,502 | 17.90\% |
| Housing Sector | 8.40\% HDFC - 23-Jan-2025 | NCD | 1,007 | 2.38\% | 1,018 | 2.43\% |
|  | 9.24\% HDFC - 24-Jun-2024 | NCD | 2,123 | 5.01\% | 2,113 | 5.04\% |
|  | 7.40\% L\&THFL-08-Sep-2020 | NCD | 2,492 | 5.88\% | - | - |
|  | 9.30\% DHFL 16-AUG-2026 | NCD | 800 | 1.89\% | 1,932 | 4.61\% |
| Housing Sector Total |  |  | 6,422 | 15.15\% | 5,063 | 12.08\% |
| Others |  |  | 27,181 | 64.11\% | 27,934 | 66.67\% |
| Net Current Assets |  |  | 1,428 | 3.37\% | 1,402 | 3.35\% |
| Grand Total |  |  | 42,396 | 100.00\% | 41,901 | 100.00\% |

## ULIP Disclosures

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

| Group Debt Fund |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ULGF 003 20/03/15 SUD-GN-BN1 142 |  |  |  |  |  |  |
| Industry | Security Name | Asset Type | As at March, 2019 |  | As at March 2018 |  |
|  |  |  | $\begin{gathered} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { '000) } \end{gathered}$ | $\%$ of assets held | $\begin{array}{r} \text { Market } \\ \text { value } \\ \text { (₹ } \ln \text { ’000) } \end{array}$ | \% of assets held |
| Housing Sector | 9.00\% LIC Housing Finance - 23-Nov-2020 | NCD | 5,101 | 5.48\% | 5,164 | 5.22\% |
|  | 9.30\% DHFL 16-AUG-2026 | NCD | - | - | 3,434 | 3.47\% |
|  | 7.67\% LIC Hsg Finance 29-July-2021 | NCD | 3,002 | 3.22\% | - | - |
|  | 9.24\% HDFC - 24-Jun-2024 | NCD | 3,185 | 3.42\% | 3,169 | 3.20\% |
| Housing Sector Total |  |  | 11,288 | 12.12\% | 11,767 | 11.89\% |
| Others |  |  | 78,594 | 84.38\% | 83,589 | 84.47\% |
| Net Current Assets |  |  | 3,265 | 3.51\% | 3,602 | 3.64\% |
| Grand Total |  |  | 93,147 | 100.00\% | 98,958 | 100.00\% |

Enclosure E: Highest, Lowest \& Closing NAV for the year ended 31st March, 2019

| Fund Names |
| :--- |
| Linked Life |
| Individual Life Fund - Equity Fund |

# ULIP Disclosures 

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

Enclosure E: Highest, Lowest \& Closing NAV for the year ended 31st March, 2018
Fund Names
Linked Life
Lndividual Life Fund - Equity Fund

## Enclosure F: Unclaimed Redemption of Units

(₹ in 000's)

| Fund Name | SFIN | As at 31 st March, 2019 |  | As at 31st March, 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Units | Value | Units | Value |
| Linked Life |  |  |  |  |  |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 17,557 | 484.94 | 23,982 | 695.22 |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 8,663 | 124.84 | 3,260 | 50.52 |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 18,591 | 484.86 | 26,715 | 694.91 |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | - | - | - | - |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | 6,050 | 110.91 | 21,015 | 392.06 |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | - | - | 40,287 | 604.91 |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 145,325 | 2,656.66 | 344,445 | 6,039.81 |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 37,877 | 689.33 | 79,548 | 1,402.09 |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 464,279 | 9,448.16 | 349,155 | 6,409.90 |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 148,000 | 2,893.44 | 259,406 | 4,745.24 |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | - | - | - | - |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | - | - | - | - |
| Individual Life - Balanced Plus Fund | ULIF 024 11/12/13 SUD-LI-BL2 142 | - | - | - | - |
| Individual Life - Income Fund | ULIF $02011 / 12 / 13$ SUD-LI-BN2 142 | - | - | - | - |

## ULIP Disclosures


#### Abstract

Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008


| Fund Name | SFIN | As at 31st March, 2019 |  | As at 31st March, 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Units | Value | Units | Value |
| Linked Pension |  |  |  |  |  |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 21,548.81 | 568.91 | 61,531 | 1,562.38 |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | 4,870.84 | 78.77 | 11,564 | 177.93 |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 17,577.31 | 395.03 | 63,526 | 1,403.01 |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | 13,550.53 | 292.53 | 36,733 | 662.44 |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 15,289.61 | 266.53 | 50,409 | 896.26 |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 4,528.83 | 78.40 | 13,348 | 233.94 |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 76,823.21 | 1,317.50 | 108,175 | 1,863.28 |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 33,729.37 | 557.78 | 42,736 | 724.81 |
| Total |  | 1,034,261 | 20,448.57 | 1,535,836 | 28,558.70 |

Enclosure G: Ratio of Gross Income to average monthly Assets of the Fund for the year ended 31st March, 2019

| FUND NAME | SFIN | Income ratio (\%) |
| :---: | :---: | :---: |
| Linked Life |  |  |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 14.42\% |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 8.64\% |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 12.59\% |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 9.66\% |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | 9.68\% |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | 7.09\% |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 14.01\% |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 7.74\% |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 11.58\% |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 10.53\% |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 14.20\% |
| Individual Life - Growth Plus Fund | ULIF $02311 / 12 / 13$ SUD-LI-GR2 142 | 12.20\% |
| Individual Life - Balanced Plus Fund | ULIF $02411 / 12 / 13$ SUD-LI-BL2 142 | 10.90\% |
| Individual Life - Income Fund | ULIF 020 11/12/13 SUD-LI-BN2 142 | 8.10\% |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | 7.67\% |
| Linked Pension |  |  |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 14.79\% |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | 8.88\% |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 12.67\% |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | 9.68\% |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 14.53\% |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 8.24\% |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 13.05\% |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 10.92\% |

FINANCIAL STATEMENTS

ULIP Disclosures

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

Enclosure G: Ratio of Gross Income to average monthly Assets of the Fund for the year ended 31 st March, 2018

| FUND NAME | SFIN | Income ratio (\%) |
| :---: | :---: | :---: |
| Linked Life |  |  |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 11.21\% |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 5.60\% |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 9.15\% |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 7.53\% |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | 6.81\% |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | 5.80\% |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 11.99\% |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 5.93\% |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 9.91\% |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 8.69\% |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 8.21\% |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | 8.25\% |
| Individual Life - Balanced Plus Fund | ULIF 024 11/12/13 SUD-LI-BL2 142 | 5.94\% |
| Individual Life - Income Fund | ULIF $02011 / 12 / 13$ SUD-LI-BN2 142 | 5.44\% |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | 5.48\% |
| Linked Pension |  |  |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 11.23\% |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | 5.57\% |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 9.40\% |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | 7.72\% |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 12.19\% |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 5.08\% |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 9.16\% |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 8.81\% |

Enclosure H: Annualised Expense Ratio to Average Daily Assets of the Fund for the year ended 31 st March, 2019

| FUND NAME | SFIN | Income ratio (\%) |
| :---: | :---: | :---: |
| Linked Life |  |  |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 1.50\% |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 1.00\% |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 1.35\% |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 1.30\% |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | 1.20\% |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | 0.50\% |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 1.00\% |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 1.00\% |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 1.00\% |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 1.00\% |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 1.35\% |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | 1.35\% |
| Individual Life - Balanced Plus Fund | ULIF $02411 / 12 / 13$ SUD-LI-BL2 142 | 1.30\% |
| Individual Life - Income Fund | ULIF 020 11/12/13 SUD-LI-BN2 142 | 1.30\% |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | 0.40\% |

## ULIP Disclosures

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

| FUND NAME |
| :--- |
| Linked Pension |
| Individual Pension Fund - Equity |
| Individual Pension Fund - Bond |
| Individual Pension Fund - Growth |
| Individual Pension Fund - Balanced |
| Individual Pension Fund - Apex Equity |
| Individual Pension Fund - Apex Bond |

## Enclosure H: Annualised Expense Ratio to Average Daily Assets of the Fund for the year ended 31 st March, 2018

FUND NAME
Linked Life
Individual Life Fund - Equity Fund
Individual Life Fund - Bond Fund
Individual Life Fund - Growth Fund

Enclosure I: Investment Management Activities Outsourced

| Activties Outsourced | Basis of Payment of fee | Payments Made |
| :---: | :---: | :---: |
| For the year ended 31st March, 2019 |  |  |
| Nil | Not applicable | Not applicable |
| For the year ended 31st March, 2018 |  |  |
| Nil | Not applicable | Not applicable |

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited <br> Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

## Related Party Transactions

I. Brokerage, custodial fee or any other payments and receipts made to/from related parties (as defined in AS 18 issued by ICAI)
(a) Brokerage and Securities Transaction Tax (STT) payments made to Almondz Global Securities,India Infoline Ltd and IIFL Securities Limited for the year ended 31st March, 2019


Note: Almondz Global Securities,India Infoline Ltd and IIFL Securities Limited are no longer related parties of the company effective from 28th September, 2017
(b) Placement of fixed deposits during the year ended 31st March, 2019

| Fund name | SFIN | ULIF 002 25/02/09 SUD-LI-EQ1 142 | BAN |
| :--- | :--- | :--- | :--- |
| INDIA |  |  |  |

## ULIP Disclosures

Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

(c) Redemption/Sale of fixed deposits during the year ended 31st March, 2019

| Fund name | SFIN | BANK OF |
| :--- | :--- | :--- |
| INDIA |  |  |

(d) Interest income earned for the year ended 31st March, 2019

| Fund name |  | SFIN | BANK OF |
| :--- | :--- | :--- | :--- |
| INDIA |  |  |  |

FINANCIAL STATEMENTS

ULIP Disclosures

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

|  |  |  |  | (F'000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | BANK OF INDIA | UNION BANK OF INDIA | Total |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | - | - |  |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | - | - |  |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | - | - |  |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | - | - | - |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | - | - | - |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | - | - | - |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | - | - | - |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | - | - | - |
| Total |  | - | - | - |

(e) Purchase of Mutual Fund for the year ended 31st March, 2019

|  |  |  |  | (F'000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | $\begin{aligned} & \text { BOI AXA } \\ & \text { Mutual Fund } \end{aligned}$ | UNION <br> Mutual Fund | Total |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 558,800 | 10,000 | 568,800 |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 11,840 | - | 11,840 |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 459,000 | 10,000 | 469,000 |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 96,104 | 7,918 | 104,022 |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | 175,960 | 2,000 | 177,960 |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | - | - |  |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 2,510,734 | - | 2,510,734 |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 226,832 | 5,000 | 231,832 |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 637,462 | 10,350 | 647,812 |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 396,676 | - | 396,676 |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 3,439,848 | 40,000 | 3,479,848 |
| Individual Life - Growth Plus Fund | ULIF $02311 / 12 / 13$ SUD-LI-GR2 142 | 1,389,662 | - | 1,389,662 |
| Individual Life - Balanced Plus Fund | ULIF 024 11/12/13 SUD-LI-BL2 142 | 585,806 | 20,000 | 605,806 |
| Individual Life - Income Fund | ULIF $02011 / 12 / 13$ SUD-LI-BN2 142 | 321,218 | - | 321,218 |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | 19,332 | 472 | 19,804 |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 115,580 | - | 115,580 |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | 34,502 | - | 34,502 |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 73,768 | - | 73,768 |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | 35,532 | - | 35,532 |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 442,208 | - | 442,208 |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 11,232 | - | 11,232 |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 139,332 | - | 139,332 |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 95,068 | - | 95,068 |
| Total |  | 11,776,496 | 105,740 | 11,882,236 |

## ULIP Disclosures

Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

(f) Redemption / Sale of Mutual Fund for the year ended 31st March, 2019

|  |  |  |  | (₹'000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | BOI AXA Mutual Fund | UNION Mutual Fund | Total |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 558,946 | 10,002 | 568,949 |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 11,843 | - | 11,843 |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 459,125 | 10,002 | 469,127 |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 96,130 | 7,920 | 104,050 |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | 176,008 | 2,000 | 178,008 |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | - | - |  |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 2,511,485 | - | 2,511,485 |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 226,892 | 5,001 | 231,893 |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 637,634 | 10,352 | 647,986 |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 396,782 | - | 396,782 |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 3,440,799 | 40,008 | 3,480,807 |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | 1,390,022 | - | 1,390,022 |
| Individual Life - Balanced Plus Fund | ULIF 024 11/12/13 SUD-LI-BL2 142 | 585,961 | 20,004 | 605,966 |
| Individual Life - Income Fund | ULIF 020 11/12/13 SUD-LI-BN2 142 | 321,296 | - | 321,296 |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | 19,337 | 472 | 19,809 |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 115,610 | - | 115,610 |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | 34,511 | - | 34,511 |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 73,787 | - | 73,787 |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | 35,541 | - | 35,541 |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 442,322 | - | 442,322 |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 11,235 | - | 11,235 |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 139,369 | - | 139,369 |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 95,093 | - | 95,093 |
| Total |  | 11,779,728 | 105,762 | 11,885,490 |

(f) Profit or Loss on Redemption / Sale of Mutual Fund for the year ended 31st March, 2019

## ULIP Disclosures

Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

|  |  |  |  | (F'000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | BOI AXA Mutual Fund | UNION <br> Mutual Fund | Total |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 30 | - | 30 |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | 9 | - | 9 |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 19 | - | 19 |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | 9 | - | 9 |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 114 | - | 114 |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 3 | - | 3 |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 37 | - | 37 |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 25 | - | 25 |
| Total |  | 3,232 | 22 | 3,254 |

## ULIP Disclosures

# Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 

## Related Party Transactions

I. Brokerage, custodial fee or any other payments and receipts made to/from related parties (as defined in AS 18 issued by ICAI)
(a) Brokerage and Securities Transaction Tax (STT) payments made to Almondz Global Securities,India Infoline Ltd and IIFL Securities Limited for the year ended 31st March, 2018
( ${ }^{\prime}$ '000)

| Fund name | SFIN | Brokerage | Securities Transaction Tax (STT) | Deal value |
| :---: | :---: | :---: | :---: | :---: |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 53 | 37 | 37,034 |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | - | - | - |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 107 | 80 | 80,412 |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 22 | 16 | 15,813 |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | 11 | 8 | 8,166 |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | - | - | - |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 497 | 355 | 355,431 |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | - | - | - |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 294 | 208 | 208,485 |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 226 | 155 | 154,843 |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 280 | 201 | 200,799 |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | 191 | 136 | 136,081 |
| Individual Life - Balanced Plus Fund | ULIF $02411 / 12 / 13$ SUD-LI-BL2 142 | 99 | 72 | 71,504 |
| Individual Life - Income Fund | ULIF 020 11/12/13 SUD-LI-BN2 142 | - | - | - |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | - | - | - |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 26 | 19 | 18,964 |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | - | - | - |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 13 | 10 | 9,451 |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | 5 | 4 | 3,560 |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 47 | 33 | 33,106 |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | - | - | - |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 21 | 15 | 15,071 |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 6 | 5 | 4,723 |
| Total |  | 1,900 | 1,353 | 1,353,444 |

FINANCIAL STATEMENTS

ULIP Disclosures

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

(b) Placement of fixed deposits during the F.Y. ended 31st March, 2018

|  |  |  |  | (₹'000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | BANK OF INDIA | UNION BANK OF INDIA | Total |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | - | - | - |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | - | - | - |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | - | - | - |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | - | - | - |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | - | - | - |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | - | - | - |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | - | - | - |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | - | - | - |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | - | - | - |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | - | - | - |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | - | - | - |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | - | - | - |
| Individual Life - Balanced Plus Fund | ULIF $02411 / 12 / 13$ SUD-LI-BL2 142 | - | - | - |
| Individual Life - Income Fund | ULIF $02011 / 12 / 13$ SUD-LI-BN2 142 | - | - | - |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | - | - | - |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | - | - | - |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | - | - | - |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | - | - | - |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | - | - | - |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | - | - | - |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | - | - | - |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | - | - | - |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | - | - | - |
| Total |  | - | - | - |

(c) Redemption/Sale of fixed deposits during the financial year ended 31st March, 2018

| Fund name | SFIN | BANK OF <br> INDIA | (F'000) <br> Total |
| :--- | :--- | :--- | :--- |
| UNION BANK |  |  |  |
| OF INDIA |  |  |  |

> Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

|  |  |  |  | (₹'000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | BANK OF INDIA | UNION BANK OF INDIA | Total |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | - | - | - |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | - | - | - |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | - | - | - |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | - | - | - |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | - | - | - |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | - | - | - |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | - | - | - |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | - | - | - |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | - - | - | - - |
| Total |  | 57,000 | - | 57,000 |

(d) Interest income earned for the year ended 31st March, 2018

|  |  |  |  | (F'000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | BANK OF INDIA | UNION BANK OF INDIA | Total |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | - | - | - |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | - | - | - |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | - | - | - |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | - | - | - |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | - | - | - |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | - | - | - |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | - | - | - |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 1,796 | - | 1,796 |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 1,796 | - | 1,796 |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 1,796 | - | 1,796 |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | - | - | - |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | - | - | - |
| Individual Life - Balanced Plus Fund | ULIF 024 11/12/13 SUD-LI-BL2 142 | - | - | - |
| Individual Life - Income Fund | ULIF 020 11/12/13 SUD-LI-BN2 142 | - | - | - |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | - | - | - |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | - | - | - |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | - | - | - |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | - | - | - |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | - | - | - |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | - | - | - |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | - | - | - |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | - | - | - |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | - | - | - |
| Total |  | 5,389 | - | 5,389 |

## ULIP Disclosures

Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008

(e) Purchase of Mutual Fund for the for the year ended 31st March, 2018

|  |  |  |  | (₹'000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | BOI AXA Mutual Fund | UNION BANK OF INDIA | Total |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 598,800 | 508,516 | 1,107,316 |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 315,430 | 92,150 | 407,580 |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 1,669,390 | 1,048,578 | 2,717,968 |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 855,586 | 768,012 | 1,623,598 |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | 433,512 | 361,120 | 794,632 |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | - | - |  |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 9,389,222 | 6,647,552 | 16,036,774 |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 3,022,836 | 1,858,624 | 4,881,460 |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 3,790,500 | 3,151,916 | 6,942,416 |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 2,584,062 | 1,968,656 | 4,552,718 |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 7,482,248 | 3,206,450 | 10,688,698 |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | 4,195,812 | 1,215,206 | 5,411,018 |
| Individual Life - Balanced Plus Fund | ULIF 024 11/12/13 SUD-LI-BL2 142 | 3,019,062 | 2,275,296 | 5,294,358 |
| Individual Life - Income Fund | ULIF 020 11/12/13 SUD-LI-BN2 142 | 3,145,602 | 1,466,118 | 4,611,720 |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | 267,016 | 94,196 | 361,212 |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 452,020 | 201,946 | 653,966 |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | 138,926 | 59,332 | 198,258 |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 234,996 | 128,384 | 363,380 |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | 190,900 | 108,234 | 299,134 |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 971,860 | 400,302 | 1,372,162 |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 77,362 | 35,456 | 112,818 |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 245,446 | 547,512 | 792,958 |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 306,090 | 143,158 | 449,248 |
| Total |  | 43,386,678 | 26,286,714 | 69,673,392 |

(f) Redemption / Sale of Mutual Fund for the for the year ended 31st March, 2018

|  |  |  |  | (₹'000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | BOI AXA Mutual Fund | UNION BANK OF INDIA | Total |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 598,949 | 508,637 | 1,107,585 |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 316,510 | 93,174 | 409,683 |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 1,677,224 | 1,058,848 | 2,736,072 |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 859,300 | 770,702 | 1,630,002 |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | 437,624 | 364,712 | 802,337 |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | - | - |  |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 9,441,680 | 6,699,227 | 16,140,907 |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 3,023,964 | 1,860,066 | 4,884,030 |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 3,796,452 | 3,156,685 | 6,953,137 |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 2,612,228 | 1,991,948 | 4,604,176 |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 7,490,138 | 3,213,935 | 10,704,073 |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | 4,225,899 | 1,247,436 | 5,473,334 |
| Individual Life - Balanced Plus Fund | ULIF 024 11/12/13 SUD-LI-BL2 142 | 3,039,850 | 2,295,864 | 5,335,713 |
| Individual Life - Income Fund | ULIF 020 11/12/13 SUD-LI-BN2 142 | 3,148,899 | 1,469,476 | 4,618,375 |

## ULIP Disclosures

> Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI: 142 dated 26th December 2008

|  |  |  |  | ( ${ }^{\prime}$ '000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | BOI AXA Mutual Fund | UNION BANK OF INDIA | Total |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | 267,083 | 94,218 | 361,301 |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 452,334 | 202,195 | 654,528 |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | 139,261 | 59,647 | 198,908 |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | 238,059 | 131,419 | 369,478 |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | 191,947 | 108,761 | 300,707 |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 974,508 | 401,402 | 1,375,910 |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 77,510 | 35,965 | 113,475 |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 248,411 | 549,146 | 797,556 |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 308,169 | 145,194 | 453,363 |
| Total |  | 43,565,995 | 26,458,655 | 70,024,650 |

(g) Profit or Loss on Redemption / Sale of Mutual Fund for the for the year ended 31st March, 2018

|  |  |  |  | (F'000) |
| :---: | :---: | :---: | :---: | :---: |
| Fund name | SFIN | BOI AXA Mutual Fund | UNION BANK OF INDIA | Total |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | 149 | 121 | 269 |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | 80 | 24 | 103 |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | 434 | 270 | 704 |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | 214 | 190 | 404 |
| Individual Life Fund - Balanced | ULIF 001 18/02/09 SUD-LI-BL1 142 | 112 | 92 | 205 |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | - | - | - |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | 2,458 | 1,675 | 4,133 |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | 728 | 442 | 1,170 |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | 952 | 769 | 1,721 |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | 666 | 492 | 1,158 |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | 1,890 | 785 | 2,675 |
| Individual Life - Growth Plus Fund | ULIF $02311 / 12 / 13$ SUD-LI-GR2 142 | 1,087 | 330 | 1,416 |
| Individual Life - Balanced Plus Fund | ULIF 024 11/12/13 SUD-LI-BL2 142 | 788 | 568 | 1,355 |
| Individual Life - Income Fund | ULIF $02011 / 12 / 13$ SUD-LI-BN2 142 | 797 | 358 | 1,155 |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | 67 | 22 | 89 |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | 114 | 49 | 162 |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | 35 | 15 | 50 |
| Individual Pension Fund - Growth | ULIF $00631 / 03 / 09$ SUD-PI-GR1 142 | 63 | 35 | 98 |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BL1 142 | 47 | 27 | 73 |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | 248 | 100 | 348 |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | 20 | 9 | 29 |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | 65 | 134 | 198 |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | 79 | 36 | 115 |
| Total |  | 11,089 | 6,541 | 17,630 |

ULIP Disclosures
Appendix 5

| Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Enclosure J: Company-wise details of Investment held in the promoter group companies as at 31 st March, 2019 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  | ( ${ }^{\prime}$ '000) |
| Fund Name | SFIN | Bank of India | \% of fundwise Assets held | Union Bank of India | \% of fundwise Assets held | BOI Axa Mutual Fund | \% of fundwise Assets held | Union KBC Mutual Fund | \% of fundwise Assets held | STCI <br> Finance | \% of fundwise Assets held | Total | \% of assets held |
| Linked Life |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Individual Life Fund - Equity Fund | ULIF 002 25/02/09 SUD-LI-EQ1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Life Fund - Bond Fund | ULIF 004 25/02/09 SUD-LI-BN1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Life Fund - Growth Fund | ULIF 003 25/02/09 SUD-LI-GR1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Life - Express Balanced | ULIF 017 29/04/11 SUD-LX-BL1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Life Fund-Balanced | ULIF $00118 / 02 / 09$ SUD-LI-BLI 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Discontinued Policies Fund | ULIF 018 03/06/11 SUD-UL-DP1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual - Apex Equity | ULIF 009 20/01/10 SUD-LA-EQ1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual - Apex Bond | ULIF 012 20/01/10 SUD-LA-BN1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual - Apex Growth | ULIF 010 20/01/10 SUD-LA-GR1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual - Apex Balanced | ULIF 011 20/01/10 SUD-LA-BL1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Life - Bluechip Equity Fund | ULIF 019 11/12/13 SUD-LI-EQ2 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Life - Growth Plus Fund | ULIF 023 11/12/13 SUD-LI-GR2 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Life - Balanced Plus Fund | ULIF $02411 / 12 / 13$ SUD-LI-BL2 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Life - Income Fund | ULIF $02011 / 12 / 13$ SUD-LI-BN2 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Group Debt Fund | ULGF 003 20/03/15 SUD-GN-BN1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Linked Pension |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Individual Pension Fund - Equity | ULIF 005 31/03/09 SUD-PI-EQ1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Pension Fund - Bond | ULIF 008 31/03/09 SUD-PI-BN1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Pension Fund - Growth | ULIF 006 31/03/09 SUD-PI-GR1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Pension Fund - Balanced | ULIF 007 31/03/09 SUD-PI-BLI 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Pension Fund - Apex Equity | ULIF 013 20/01/10 SUD-PA-EQ1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Pension Fund - Apex Bond | ULIF 016 20/01/10 SUD-PA-BN1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Pension Fund - Apex Growth | ULIF 014 20/01/10 SUD-PA-GR1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Individual Pension Fund - Apex Balanced | ULIF 015 20/01/10 SUD-PA-BL1 142 | - | - | - | - | - | - | - | - | - | - | - | - |
| Total |  | - |  | - |  | - |  | - |  | - |  | - |  |
| \% of total assets held in ULIP |  |  |  | - |  | - |  | - |  | - |  | - |  |

ULIP Disclosures
Appendix 5
ULIP Disclosures

## Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 <br> Enclosure K: Fundwise and Class wise Appreciation /(Depreciation) in Value of Investments as at $\mathbf{3 1}$ st March, 2019



ULIP Disclosures
Appendix 5
Name of the Insurer : Star Union Dai-ichi Life Insurance Company Limited
Registration No. \& Date of Registration with IRDAI : 142 dated 26th December 2008 (₹ ${ }^{\prime} 000$ )
 Balanced ULIF 005 31/03/09 ULIF 008 31/03/09 ULIF 006 31/03/09 ULIF 007 31/03/09 ULIF 013 20/01/10 ULIF 016 20/01/10 ULIF 014 20/01/10 ULIF 015 20/01/10

Particulars
Approved Investments
Government Bonds
Corporate Bonds
Infrastructure Bonds
Equity
Money Market
Deposit with banks
Total
Corporate Bonds
Infrastructure Bonds
Money Market
Mutual Funds
Total
(₹ 1000 )
Group Debt Fund
Group Debt Fund
ULGF 003 20/03/15
SUD-GN-BN1 142
Clan (106)
Particulars
Approved Investments
Government Bonds
Corporate Bonds
Equit
Money Market
Mutual Funds
Total
Other Investments 459
Corporate Bonds
nfrastructure Bonds
Equity
Money Market
Mutual Funds
Total
ULIP Disclosures

(₹ $\left.{ }^{\prime} 000\right)$
Individual -
Enclosure K: Fundwise and Class wise Appreciation /(Depreciation) in Value of Investments as at 31 st March, 2018
 SUD-LI-BL1 142 SUD-LA-EQ1 142 SUD-LA-BN1 142 SUD-LA-GR1 142 SUD-LA-BL1 142 S $\angle O^{\prime} L \quad$ (SOL'SL) (L $\quad$ (8'9L $\infty$
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$$
\mathbf{8 , 4 4 , 7 2 2} \quad \mathbf{4 , 9 2 , 8 7 7}
$$

 $\rightarrow-$
$\begin{array}{rr}(1,854) & (5,786) \\ 8,42,868 & 4,87,091\end{array}$ (₹ ‘000)




$\frac{\underset{\sim}{e}}{\stackrel{\infty}{\mathbf{N}}}$

 | $\begin{array}{c}\text { Individual Life - } \\ \text { Growth Plus Fund }\end{array}$ | $\begin{array}{c}\text { Individual Life - } \\ \text { Balanced Plus Fund }\end{array}$ |
| :---: | :---: |
| ULIF 023 11/12/13 | ULIF 024 11/12/13 |
| SUD-LI-GR2 142 | SUD-LI-BL2 142 |


ULIP Disclosures
Appendix 5


Approved Investments
Government Bonds
Government Bonds
Equity
Money Market
Deposit with banks
Total
Other Investments
Infrastructure Bonds
Equity
Mutual Funds
Grand Total

## ULIP Disclosures

Enclosure L: Provision for Doubtful Debts on Assets of the Respective Funds

| Financial Year 2018-2019: NIL |  |
| :--- | :--- |
| Financial Year 2017-2018: | NIL |

## Management Report

In accordance with the provisions of the Insurance Regulatory and Development Authority of India (IRDAI) (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulations, 2002, and the circulars/guidelines issued by IRDAI thereafter, the following Management Report is submitted for the financial year ended March 31, 2019:

## 1. Certificate of Registration:

The Certificate of Registration under Section 3 of the Insurance Act 1938 (as amended by the Insurance Laws (Amendment) Act, 2015) granted by Insurance Regulatory and Development Authority of India (IRDAI) on December 26, 2008 is valid at March 31, 2019 and is in force on the date of this report.

## 2. Statutory Liabilities:

All relevant statutory dues payable by the company have been generally deposited on time as on the date of this report except those under dispute or disclosed under contingent liabilities in the notes to the accounts forming part of Financial Statements.
3. Shareholding Pattern:

We hereby confirm that, the shareholding pattern of the Company is in accordance with the requirements of the Insurance Act, 1938 as amended by Insurance Laws (Amendment) Act, 2015 and the Insurance Regulatory and Development Authority (Registration of Indian Insurance Companies) Regulations, 2000 and that there has been no significant transfer of shares during the year.

There was no capital infusion by the promoters during the year under review.
The Shareholding pattern of the Company as at March 31, 2019 is as follows:

| Shareholder | \% of Holding |
| :--- | :---: |
| Bank of India | $28.96 \%$ |
| Union Bank of India | $25.10 \%$ |
| Dai-ichi Life Holdings, Inc., Japan | $45.94 \%$ |

4. Investments outside India:

We hereby declare that, no investments directly or indirectly have been made outside India, of the funds of the holders of policies issued in India.

## 5. Solvency Margin:

We hereby confirm that, the Company has adequate assets to cover both its liabilities and required solvency
margin under Section 64VA of the Insurance Act, 1938 as amended by Insurance Laws (Amendment) Act, 2015 and the IRDAI (Assets, Liabilities and Solvency Margin of Life Insurance Business) Regulations, 2016.

The details of solvency ratio are as below:

| Particulars | As at | As at <br> March 31, <br> March 31, <br> 2018 |
| :--- | ---: | ---: |
| Actual Solvency Ratio | 2.53 | 2.78 |
| Required Solvency Ratio | 1.50 | 1.50 |

6. Valuation of Assets in the Balance Sheet:

The Company certifies that, the amount reflected under Loans, Investments (excluding fixed income securities held in the Shareholders' account and non-linked Policyholders' account which are carried at amortized cost), Agents balances, Outstanding Premium, Interest, Dividend and Rents outstanding, Interest, Dividends and Rents accruing but not due, Amount due from other persons or Bodies carrying on insurance business, Sundry Debtors, Bills Receivable, Cash and the several items specified under Other Accounts did not exceed their respective realizable or market value.
7. Application and Investments of Life Insurance Funds:
We hereby certify that, no part of the life insurance fund has been directly or indirectly applied in contravention of the provisions of the Insurance Act, 1938 (4 of 1938) (as amended by the Insurance Laws (Amendment) Act, 2015) and in accordance with IRDAI (Investment) Regulations, 2016 and Orders/directions issued by IRDAI thereafter.
8. Overall risk exposure and strategy adopted to mitigate the same :
On account of the peculiarity of life insurance business, the Company is exposed to various Financial Risks and Non-Financial risks. Financial Risks are categorized as Insurance Risk, Investment Risk, ALM mismatch Risk, Liquidity Risk and Non-Financial Risks are Operational Risks which include IT risk and Legal \& Compliance risk. The Company has formulated Risk Management Policy providing mechanism for identification, assessment, control, mitigation \& monitoring of these risks. The policy is reviewed on an annual basis. As a part of adherence to the Risk Management Policy, SUD Life ensures a robust risk management framework based
on the concept of 'three lines of defense' given below:

|  | Responsible function | Responsibility |  |
| :--- | :--- | :--- | :--- |
| 1st Line | $\bullet$ | Field Offices | Own and manage risk and control |
|  |  | All Departments in HO |  |
| (Process owners) |  |  |  |$\quad$| - E.g. Data sources and inputs, Monitoring \& Testing, Regulatory |
| :--- |
| Remediation, etc. |

Risk Management at SUD Life is a Board driven function with an oversight by Risk Management Committee of Board (RMCB). The RMCB is convened on a quarterly basis. To support the RMCB, the Company has a Risk Management Committee of Executives (RMCE) convened by the Risk Management department to discuss various risk management initiatives. Risk Management department has the overall responsibility of the risk management. It overviews, monitors and updates the board on the risks and the mitigation measures taken by the organisation.

Material risk assessment (a top down approach) is a systematic and continual process, intended to identify and assess those risks that are most significant to the company's ability to achieve and realize its core strategy and objectives.

Risk management actions in respect of major risks faced by the Company are following:

## (1) Insurance Risk

The risk of suffering a loss due to the inherent uncertainties as to the occurrence, amount and timing of insurance liabilities. The main drivers of insurance risk are:

- Mortality
- Morbidity
- Longevity
- Persistency

Insurance risk also includes the risk of products being priced inappropriately, anti-selection, changes in economic conditions and lapse risk, etc.

- Mortality and Morbidity Risk: The Company uses the following approaches to manage its mortality and morbidity risk:
a. Product design process: Product Committee of the company oversees the whole process of product design and ensures that all inherent risks and mitigation measures identified at the product design stage for new products or modifications to existing products are addressed.
b. Underwriting and claims controls: Underwriting and claims policies and procedures are in place to assess and manage the risks. These are reviewed by the company on periodic basis and are also audited by the internal and the external auditors.
c. Reinsurance: The Company enters in to reinsurance treaties with an reputed and financially sound highly rated reinsurers to minimize the risk of adverse experience.
d. Experience analysis: The Company conducts its experience analysis regularly to ensure that corrective action can be initiated at the earliest opportunity and that assumptions are in line with experience.
- Persistency Risk: The Company has set up a Business Conservation Group (BCG) team independently which is responsible for Renewal targets and revival of lapsed policies.

The Company uses the following approaches to manage the persistency risk:
a. Experience Analysis: The persistency is tracked monthly and analysis done periodically to ensure that the assumptions used in product pricing and calculation of embedded value are in line with the actual experience. Also, strategic measures and initiatives are undertaken to ensure healthy persistency ratio.
b. Service initiatives: The Company sends the reminders proactively well before the due date of premium payments, emphasizing on the various modes of payments available to the customer. Special Revival Campaigns are organized and follow-ups on renewal and lapsed policies carried out through outsourced staff/ call centre.
(2) Investment Risks

The risk of suffering a loss relative to expected return of any particular investment. Market Risk and Credit Risk are the key components of Investment risk.

Investment activities are carried out with due adherence to IRDAI Investment Regulations and Investment Policy guidelines from time to time. Further, Investment Committee of the Board oversees the functioning of Investment Department and provides required guidance.

- Market Risk: The Company manages the market Risk of its investments by deploying the funds in high quality assets matching with respective liability profile both by nature and term to the extent possible.
- Credit Risk: The Credit Risk associated with Corporate Debt is mitigated by investing in securities on the basis of due diligence into financial strength, corporate governance and credit rating being not less than AA. Further, Periodical review of portfolio securities is carried out


## ALM mismatch Risk

Asset/Liability mismatch risk relates to the possibility that assets do not respond to investment markets in a manner that is commensurate with the fair value of the liabilities. This includes the mismatch of asset and liability cash flows and the cost of any guarantees or embedded financial options

To control this risk, the Company has put in place procedures for monitoring and managing the assetliability positions to ensure that the investment activities and asset positions are appropriate to our liability profile.
(4) Liquidity Risk

The risk of suffering a loss due to cash-flow mismatch and not having enough liquid assets to meet the liabilities as and when they arise. This may happen even when the value of assets is higher than the liabilities, but the assets may not be readily available to make the payments as and when required. The company will be forced to sell assets at a markedly lower price than normal to meet the liabilities.

The Company faces limited liquidity risk as its business is growing and fresh inflows would be sufficient to meet the required outflows. However, the Company maintains certain amount of Investments in Money Market / Short term Instruments to meet any contingent outflow requirements.

## (5) Operational Risk

The risk of suffering a loss resulting from inadequate or failed internal processes, people or from external events. Operational risks are inherent in a company and arise from execution of the normal operations
of the company involving people, processes or external events.

The Company has strong internal control systems to manage operational risks. The Operational Risk is managed by the Company using the Risk Control Self Assessment (RCSA) Methodology as well as Incident Management.

The company has implemented RCSA (a bottom up approach) a risk management tool for identifying risks and controls and for assessing and reporting on their effectiveness for each department/function. It ensures the adequacy of day to day operations and strengthens internal control mechanism.

When breakdowns in the control environment are identified, they are proactively tracked until fixed.

The Company has implemented "Incident Management", an operational/ IT Risk Management tool, to identify weaknesses in processes and controls, analyze them and initiate corrective actions and preventive actions to prevent a future recurrence of a reported incident.

The incident reporting tool is available online on the intranet through Raise Your Concern (RYC) application for all employees of the Company for reporting of an incident upon detection.

The company manages the incidents based on the principle of openness about failures, emphasis on learning, accountability, just culture, appropriate prioritisation of actions, cooperation, collaboration and communication etc.

IT risks, including Information security risks, are managed at process level by the IT team. The Company has a well-defined Information security policy including areas of cyber security that ensures all information assets are safeguarded by establishing comprehensive management processes throughout the organisation.

The Company has in place "Business Continuity Management" (BCM) which is a process of identifying risks, threats and vulnerabilities that could impact the company's continued operations and provides a framework for building organisational resilience and capability for effective response that safeguards the interest of its key stakeholders, reputation, brand and value creating activities.

Business continuity drills are carried on regular basis for critical processes and outsourced partners to ensure business continuity during an interruption. In case of disasters happening, a Disaster Recovery Site for IT Systems is set up at different geographical location.

Risk Management function along with Internal Audit, Legal and Compliance function conducts
various trainings in general for all employees and need based to certain departments to create awareness about enterprise-wide risk management philosophy and all the above risk management tools deployed by the department.

On the Compliance front, all employees are expected to accept and abide by the Code of Conduct as per HR Policy Manual. A Disciplinary Process matrix that prescribes disciplinary action including caution, deterrent action and termination based on the nature and seriousness of non-compliant behavior is in place. Mandatory Compliance Training certificates need to be submitted on an on-going basis by all relevant functions and employees.

Legal risk is the risk of suffering a loss due to lawsuits, adverse judgments' or contracts that turn out to be unenforceable can disrupt or adversely affect the company. This includes, but not limited to, the exposure to fines, penalties or punitive damages resulting from regulatory interventions or actions. Company has implemented a legal risk mitigation framework to address the legal risks which inter alia includes contract and litigation management.

The company is guided by the principle of "Customer First". Sales quality is continuously monitored/ reviewed and risks inherent to sales conduct are factored while designing products, sales strategies.

The company has a Fraud Control Unit (FCU) which focusses on all three aspects - prevention, detection and monitoring. The FCU conducts independent investigation of fraud and suspicious cases. It identifies process failures in case of
(a) For Unit Linked Business:
fraud, malpractices and misconducts and takes corrective actions. It also proactively monitors and implements internal controls for minimizing frauds, malpractices and misconducts.

## 9. Operations Abroad:

The Company is operating only in India and hence has no exposure to either other country risk or currency fluctuation risks.

## 10. Claims:

Average time taken by the Company in respect of mortality claims from the date of submission of the final requirement by the claimant to the dispatch of claim payment is as follows:

| Period | Average claim <br> settlement time <br> (in days) |
| :--- | ---: |
| $2014-15$ | 4 |
| $2015-16$ | 10 |
| $2016-17$ | 13 |
| $2017-18$ | 11 |
| $2018-19$ | 12 |

The ageing of claims registered and not settled as of March 31, 2019 as required by the Master circular on Preparation of Financial Statements and Filing of Returns (Circular No. IRDA/F\&A/Cir/232/12/2013 dated 11.12.2013) issued by IRDAI has been detailed herein below:

|  |  |  |  |  |  |  |  |  | (₹ in 000's) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | As at Mar 31, 2019 |  | As at <br> Mar 31, 2018 |  | As at <br> Mar 31, 2017 |  | $\begin{gathered} \text { As at } \\ \text { Mar 31, } 2016 \end{gathered}$ |  | $\begin{gathered} \text { As at } \\ \text { Mar 31, } 2015 \end{gathered}$ |  |
|  | No. of Claims | Amount Involved | No. of Claims | Amount Involved | No. of Claims | Amount Involved | No. of Claims | Amount Involved | No. of Claims | Amount Involved |
| Less than 30 days | 1 | 750.00 | - | - | 2 | 1,279.22 | 24 | 6,331.83 | 1 | 360.03 |
| 30 days to 6 months | - | - | - | - | - | 0.00 | 19 | 5,579.90 | - | - |
| 6 months to 1 year | - | - | - | - | 1 | 225.17 | 2 | 732.96 | - | - |
| 1 year to 5 years | - | - | - | - | - | 0.00 | 1 | 379.05 | - | - |
| 5 years \& Above | - | - | - | - | - | 0.00 | - | 0.00 | - | - |

(b) For Non Linked - Traditional Business \& Group Business:


## 11. Valuation of Investments

We hereby certify that:
i) Valuation - Shareholders' investments and Non-Linked Policyholders' investments:

- All debt securities are considered as 'held to maturity' and accordingly stated at historical cost, subject to amortisation of premium or accretion of discount in the revenue account or the profit and loss account over the period of maturity/holding on a straight line basis.
- Treasury Bills, Certificates of Deposits, Commercial Papers and Collateralized Borrowing \& Lending Obligations (CBLO) are valued at cost subject to accretion of discount over the remaining period of maturity on straight line basis.
- Investments in Fixed deposits are valued at cost.
- Valuation of Listed Equity securities is measured at Fair value on the Balance Sheet date. For the purpose of calculation of Fair Value on the Balance Sheet date, last quoted closing price of the security on NSE (Primary Exchange) is considered. In case, the security is not listed / traded on NSE, the last quoted closing price on BSE (Secondary Exchange) is considered.
- Equity shares lent under Securities Lending and Borrowing (SLB) mechanism are recognized in the Balance Sheet as assets, as the Company continues to be beneficial owner of these securities. The securities are valued as stated above.
- Additional Tier 1 (Basel III Compliant) Perpetual Bonds classified under "Equity" as stipulated by IRDAI Investment Regulations,
are valued at market value, using applicable market yields published by SEBI registered rating agency viz., CRISIL Ltd., using Bond Valuer. Unrealized gains or losses arising due to change in the fair value of Additional Tier 1 Bonds are recognized in the Balance Sheet under "Fair value change account".
- Fair value of mutual fund units is the net asset value on the Balance Sheet date. Unrealized gains/losses on changes in fair values of listed equity shares and mutual funds are taken to the Fair Value Change Account and carried forward in the Balance Sheet.
- Unlisted Securities are stated at lower of historical cost or book value of the share as per the latest audited annual financial statements of the company.
- Exchange Traded Funds (ETFs) are valued at Fair Value on the Balance Sheet date. For the purpose of calculation of Fair Value on the Balance Sheet date, closing price of the security on NSE (Primary Exchange) is considered. In case, the security is not listed / traded on NSE, the closing price on BSE (Secondary Exchange) is considered. In case ETFs are not traded on either of the Primary or the Secondary exchange on the balance sheet date, then the ETFs are valued at Net Asset Value (NAV) on the balance sheet date. In case balance sheet day's NAV is not available, then the latest available NAV is used for valuation purposes. Unrealized gains/losses on changes in fair values of ETFs are taken to the Fair Value Change Account and carried forward in the Balance Sheet.
ii) Valuation - linked business:
- Central Government and State Government securities are valued at prices obtained from Credit Rating Information Services of India Ltd. (CRISIL).
- Corporate bonds and debentures are valued on the basis of CRISIL Bond Valuer.
- Treasury Bills, Certificates of Deposits, Commercial Papers and Collateralized Borrowing \& Lending Obligations (CBLO) are valued at cost subject to accretion of discount over the remaining period of maturity on straight line basis.
- Investments in Fixed deposits are valued at cost.
- Listed equity shares are valued at market value being the last quoted closing price of the security on NSE (Primary Exchange). In case, the security is not listed / traded on NSE, the closing price on BSE (Secondary Exchange) is considered for the purpose of computation of daily NAV. Unrealized gains and losses are recognized in the respective fund's revenue account.
- Equity shares lent under Securities Lending and Borrowing (SLB) mechanism are recognized in the Balance Sheet as assets, as the Company continues to be beneficial owner of these securities. The securities are valued as stated above.
- Additional Tier 1 (Basel III Compliant) Perpetual Bonds classified under "Equity" as stipulated by IRDAI Investment Regulations, are valued at market value, using applicable market yields published by SEBI registered rating
agency viz., CRISIL Ltd., using Bond Valuer. Unrealized gains or losses are recognized in the respective fund's revenue account.
- Mutual Fund units are valued at NAV of previous day. In case previous day's NAV is not available, then the latest available NAV is used for valuation purpose. The unrealized gains and losses are recognized in the respective fund's revenue account.
- Unlisted Securities are stated at lower of historical cost or book value of the share as per the latest audited annual financial statements of the company.
- Exchange Traded Funds (ETFs) are valued at Fair Value on the Balance Sheet date. For the purpose of calculation of Fair Value on the Balance Sheet date, closing price of the security on NSE (Primary Exchange) is considered. In case, the security is not listed / traded on NSE, the closing price on BSE (Secondary Exchange) is considered. In case ETFs are not traded on either of the Primary or the Secondary exchange on the balance sheet date, then the ETFs are valued at Net Asset Value (NAV) of previous day. In case previous day's NAV is not available, then the latest available NAV is used for valuation purposes. The unrealized gains and losses are recognized in the respective fund's revenue account.


## 12. Review of Asset Quality :

All investments are made in accordance with prevailing IRDAI Investment Regulations.

The Asset under Management as on March 31, 2019 is ₹ $8,488.56$ Crs with the following mix:

| Investment Category | Shareholder's <br> Funds | Policyholders' Funds | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Non Linked* |  |  |  |


| Investment Category | Shareholder's <br> Funds | Policyholders' Funds | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Non Linked* | Linked |  |  |

*Including unclaimed policies fund amounting to ₹ 9.36 Crs which were invested in Tri Party Repo.
*Exposure to D Rating includes NCD's of IL\&FS Ltd of ₹ 10 Crore matured on $05 / 12 / 2018$ and shown as Investments Receivables in book of accounts. The said Principal amount of ₹ 10 Crore and interest of about ₹ 2 Crore aggregating to ₹ 12 Crore, was not paid by IL\&FS Limited on 05/12/2018.
As to equity, exposure to Nifty stocks is about $86.67 \%$ and to BSE /NSE 200 stocks is about $99.37 \%$.
Returns generated by Unit Linked Funds during the year are given below: (Fact Sheet)



## 13. Management Responsibility Statement:

The Management of Star Union Dai-ichi Life Insurance Company Limited confirms that:
a) in the preparation of financial statements, the applicable accounting standards, principles and policies have been followed along with proper explanations relating to material departures, if any;
b) the Management has adopted accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of the affairs of the Company at the end of the financial year and of the surplus as per Policyholders' Account (Technical Account) and of the Net Profit as per Shareholders' Account (Non Technical Account) of the Company for the year;
c) the management has taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the applicable provisions of the Insurance Act, 1938 as amended by Insurance Laws (Amendment) Act, 2015 and the Companies Act, 2013 for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities;
d) the management has prepared the financial statements on a going concern basis;
e) the management has ensured that an internal audit system commensurate with the size and nature of the business exists and is operating effectively.
f) the management has in all material respects, an adequate internal financial control system over financial reporting and such internal financial controls over financial reporting were operating effectively as at March 31, 2019.

## 14. Payments made to Parties in which Directors are interested

As required by the Master circular on Preparation of Financial Statements and Filing of Returns (Circular No. IRDA/F\&A/ $\mathrm{Cir} / 232 / 12 / 2013$ dated 11.12 .2013 ) issued by IRDAI, the details of such payments for the year ended March 31, 2019 are given below:
(₹ in 000's)

| Name of Director | Entity in which Director is interested | Interested in entity as | Nature of Transaction | FY 2018-19 | FY 2017-18 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mr. Rajkiran Rai G. (Appointed on 13.12.2018) Mr. Atul Kumar Goel (Resigned w.e.f . 02.11.2018) | Union Bank of India | Managing <br> Director \& CEO <br> Executive <br> Director | Insurance Commission | 670,802 | 639,360 |
|  |  |  | Administration Expenses (as per PMJJBY scheme) | 36,456 | 36,990 |
|  |  |  | Dividend / Interim Dividend | 13,000 | - |
|  |  |  | Sitting Fees | 490 | 320 |
|  |  |  | Bank Charges | 260 | 243 |
| Mr. Devender Paul Sharma (Appointed on 26.10.2018) <br> Mr. Melwyn Rego (upto 22.05.2017) | Bank of India | General <br> Manager <br> Managing <br> Director | Insurance Commission | 756,203 | 738,003 |
|  |  |  | Administration Expenses (as per PMJJBY scheme) | 44,908 | 41,224 |
|  |  |  | Dividend / Interim Dividend | 15,000 | -- |
|  |  |  | Sitting Fees | - | 398 |
|  |  |  | Bank Charges | 342 | 283 |
| Mr. Hidehiko Sogana (Appointed on 27.04.2018) <br> Mr. Norimitsu Kawahara (upto 25.04.2018) | DLI Asia Pacific PTE Ltd. | Director | Reimbursement of Expenses (paid) | -- | 244 |
| Mr. Shigeo Tsuyuki Ms. Chieko Hasunuma (upto 25.10.2018) Mr. Norimitsu Kawahara (upto 25.04.2018) | Dai-ichi Life Holdings Inc., Japan | Representative Director Shareholder/ Member Executive officer | Reimbursement of Expenses (Paid) | 6,328 | 5,315 |
|  |  |  | Sitting Fees | 670 | 670 |
| Mr. Arun Tiwari (upto 01/07/2017) | General Insurance Corporation of India | Director | Reinsurance Premium | - | 236,999 |
| Mr. Atul Kumar Shukla (upto 29/09/2017) | Almondz Global Securities | Director | Brokerage for buy/sell of securities | -- | 96 |
|  | India Infoline Securities Limited |  |  | -- | 697 |
| Mr Girish P. Kulkarni | Star Union Dai-ichi Life Insurance Company Limited Employees Gratuity Trust | Trustee | Contribution made, Claims paid, reimbursement of expenses | 14,716 | 20,092 |
|  | Star Union Daiichi Life Insurance Company Limited Employees Group Leave Encashment Trust |  |  | 26,895 | 25,638 |
|  | SUD Life Foundation |  | Corporate Social Responsibility | 22,498 | 14.000 |

15. Sitting fees paid to the Non Executive Directors during the financial year 2018-19 amounts to ₹ 3,690 thousands (Previous year ₹ 3,310 thousands).

## Akihiko Tanaka

Dy. CEO \& CFO

For and on behalf of the Board of Directors

Rajkiran Rai $\mathbf{G}$.
Chairman
D.I.No. 07427647

## Girish Kulkarni

MD \& CEO
D.I.No. 01683332

## Abhay Tewari

Appointed Actuary

Rakesh Kumar
Company Secretary
FCS - 7081
S. Ravi

Director
D.I.No. 00009790

## D. P. Sharma <br> Director

D.I.No. 08238895

Place: Mumbai
Date: April 26, 2019

## Glossary of Terms

## Accretion of discount/amortisation of premium

Premium/ discount refers to the price paid for a bond as against the par value of the bond. This discount/ premium is spread over the remaining life of the bond and is called accretion/amortisation respectively

## Acquisition Cost

Costs that vary with and are primarily related to the acquisition of new and renewal insurance contracts

## Affiliated investments

Investments made in parties related to insurers

## Annuity Business

The business of effecting contracts to pay annuities on human life but does not include contracts under pension business. Annuities provide for a series of payments to be made at regular intervals in return for a certain sum paid up front. A deferred annuity is a contract to pay out regular amounts of benefit provided to the annuity holder at the end of the deferred period (the vesting date) when annuity payment commences for a specified period of time such as number of years or for life. An immediate annuity is a contract to pay out regular amounts of benefit wherein the contract commences payments, immediately after the contract is concluded

## APE (Annualised Premium Equivalent)

APE (Annualised Premium Equivalent) is the sum of annualised first year premiums on regular premium policies, and ten percent of single premiums, written by our Company during any period from both our individual and group customers. For the purposes of the APE calculation, we consider all premiums received in our group business and any top-up premiums as single premiums. This number is then adjusted to account for estimated returned policies

## Asset - Liability Management

It refers to the management of an insurer's assets with specific reference to the characteristics of its liabilities so as to optimise the balance between risk and return. It is the ongoing process of formulating, implementing, monitoring and revising strategies related to assets and liabilities to achieve an insurer's financial objective, given the insurer's risk tolerance and other constraints

## Asset share

The accumulation of premiums less actual expenses and mortality costs combined with actual investment returns

## Assets under management (AUM)

AUM refers to the carrying value of investments managed by our Company and includes loans against policies and net current assets pertaining to investments

## Bancassurance

An arrangement entered into by a bank and an insurance company, through which the insurance company sells or markets its products to the bank's client base

## Basic Earning Per Share

Net profit after tax divided by weighted average number of shares attributable to equity shareholders outstanding during the year/period

## Bonus (participating policies)

Policyholders' share of surplus generated on with profit policies

## Cost or total cost

Cost or total cost refers to total expenses including commission and including provision for doubtful debts and bad debts

## Credit Risk

Risk of default of a counterparty or obligor, including the risk of default of risk mitigating contracts like reinsurance and financial derivatives

## CRNHR

Cost of Residual Non Hedgeable Risks is an allowance for risks to shareholder value to the extent that these are not already allowed for in the TVFOG or the present value of future profits

## Death Benefit

Amount of benefit which is payable on death as specified in the policy document. This is stated at the inception of the contract

## Debt investment

Debt investment means investment other than in equity instruments, equity mutual funds, investment in subsidiary and investment property. It includes fixed income securities, discounted securities and money market instruments issued by government, public sector undertakings and corporates. It also includes investment in debt and liquid mutual funds

## Discontinued Policy Fund / Funds for discontinued policies

A segregated fund of the insurer that is set aside and is constituted by the fund value of all discontinued policies determined in accordance with the IRDA (Linked Insurance Products) Regulations, 2013

## Embedded Value (EV)

The measure of the consolidated value of shareholders' interest in the life insurance business. It represents the present value of shareholders' interests in the earnings distributable
from the assets allocated to the business after sufficient allowance for the aggregate risks in the business

## Embedded Value Operating Profit (EVOP) and Return on Embedded Value (RoEV)

Embedded Value Operating Profit ("EVOP") is a measure of the increase in the EV during any given period due to matters that can be influenced by management. It excludes changes in the EV due to external factors like changes in economic variables and shareholder-related actions like capital injection or dividend pay-outs. Return on Embedded Value ("RoEV") is the ratio of EVOP for any given period to the EV at the beginning of that period

## Endowment assurance

An endowment assurance is a contract to pay benefit on the life assured surviving the stipulated date or on death of the life assured before maturity

## Expense Ratio or Cost Ratio

Total expenses including commission, provision for doubtful debts and bad debts written off divided by total weighted received premium (TWRP)

## Fair value change account

Unrealised gains/ losses arising due to changes in the fair value of investment assets including listed equity shares, mutual funds, debt securities and derivative instruments

## First Year Premium

Insurance premium that is due in the first policy year of a life insurance contract

## Funds for Future Appropriation

The Funds for Future Appropriation (the "FFA"), comprise funds which have not been explicitly allocated either to policyholders or to shareholders at the valuation date

## Grievance Ratio

Number of grievances divided by policies issued in the same period (per 10,000)

## Health Insurance Business

The effecting of contracts which provide for sickness benefits or medical, surgical or hospital expense benefits, whether in-patient or out-patient, travel cover and personal accident cover on an indemnity, reimbursement, service, pre-paid, hospital or other plans basis, including assured benefits and long-term care

## In-Force

An insurance policy or contract, reflected on records, that has not expired, matured or otherwise been surrendered or terminated

## Insurance Penetration

Penetration - Insurance premium as \% of GDP

## Insurance Premium

It is the consideration the policyholder will have to pay in order to secure the benefits offered by the insurance policy

## Insurance Underwriting

The process by which an insurance company determines whether or not and on what basis it will accept an application for insurance

## Insurer

An Indian Insurance Company or a statutory body established by an act of parliament to carry on insurance business or an insurance co-operative society or a foreign company engaged in re-insurance business through a branch established in India

## Investment Assets

All investments made out of shareholders funds representing solvency margin, non-unit reserves of unit linked insurance business, participating and non-participating funds of policyholders; policyholders' funds of pension and general annuity fund at their carrying value; and policyholders unit reserves of unit linked insurance business at their market value

## Investment Yield

This refers to the interest or dividends received from a security. It is usually expressed as a percentage of the acquisition cost of investment

## Lapse

A life insurance contract lapses if the policyholder does not pay the premiums within the grace period as prescribed under the Insurance Regulatory and Development Authority (Non-Linked Insurance Products) Regulations, 2013 and the Insurance Regulatory and Development Authority (Linked Insurance Products) Regulations, 2013, as applicable

## Life Insurance Business

The business of effecting contracts of insurance upon human life, including any contract whereby the payment of money is assured on death (except death by accident only) or the happening of any contingency dependent on human life

Linked liabilities (fund reserves)
This represents the liability for units held under the contracts and is part of the liability that is held under unit-linked business

## Mathematical Reserves

The provision made by an insurer to cover liabilities arising under or in connection with policies or contracts for life insurance business. Mathematical reserves also include specific provision for adverse deviations of the bases, such
as mortality and morbidity rates, interest rates, and expense rates, and any explicit provisions made, in the valuation of liabilities, in accordance with the regulations made by the IRDAI for this purpose. Please also see " - Policy Liabilities"

## Maturity Benefit

The amount of benefit which is payable on maturity i.e. at the end of the term, as specified in the policy document. This is stated at the inception of the contract

## Maturity Date

The stipulated date on which benefit may become payable either absolutely or on the occurrence of a contingency

## Morbidity Rate

It is a measure of the number of persons belonging to a particular group, categorised according to age or some other factor such as occupation, that are expected to suffer a disease, illness, injury, or sickness

## Mortality Charges

The risk charges that are levied on the life cover part to provide the protection benefit to the policyholder

## Mortality Rate

A measure of the number of deaths, varying by such parameters as age, gender and health, used in pricing and computing liabilities for future policyholders of life and annuity products, which contain mortality risks

## NAV / Net Asset Value

NAV in the context of the equity shares is computed as the closing net worth of a company, divided by the closing outstanding number of fully paid up equity share. In the context of the unit linked business of our company and the investments made in mutual funds by our company, it represents the value of one unit held by the policyholder/us and is computed as total assets of the fund/scheme divided by number of units outstanding

## Net worth

Net worth represents the shareholders' funds and is computed as sum of share capital and reserves including share premium share application money and fair value change account net of debit balance in profit and loss account

## New business strain

New business strain arises when the premium paid at the commencement of a contract is not sufficient to cover the initial expenses including acquisition costs and any mathematical reserve that our Company needs to set up at that point.

## Non-linked Business

Business other than unit linked business

## Non-Participating Product / Policy

Policies without participation in profits, means policies which are not entitled to any share in surplus (profits) during the term of the policy

## Non-unit liabilities

Non-unit liabilities are liabilities held in addition to Linked liabilities (fund reserves) under unit-linked business and represents liabilities in respect of future expenses and benefits in excess of the unit fund. These form part of the mathematical reserves

## Paid up Value

It is one of the non-forfeiture options given to the policyholder in case of premium default. In this option, the sum assured is proportionately reduced to an amount which bears the same ratio to the full sum assured as the number of premiums actually paid bears to the total number originally payable in the policy

## Participating Product / Policy

A life insurance policy where the policyholder is entitled to at least a $90 \%$ share of the surplus emerging in participating fund and the remaining belongs to the shareholders

## Pension Business

Pension business includes business of effecting contracts to manage investments of pension funds or superannuation schemes or contracts to pay annuities that may be approved by the IRDAI

## Persistency Ratio

The percentage of premium received from life insurance policies remaining in force to the premiums of all policies issued. It is calculated with respect to policies issued in a fixed period prior to the period of measurement. In other words, it is the percentage of policies that have not lapsed and is expressed as 13 th month 49 th month persistency etc. depicting the persistency level at 13th month (2nd year) and 49th month (5th year) respectively, after issuance of contract

## Policy Liabilities

The policy liabilities under an insurance contract are the benefits an insurance company has contractually agreed to pay to the policyholders, plus its future expenses less future premiums. Please also see "Mathematical Reserves"

## Regular Premium Product

Life insurance product which requires regular periodic payment of premium

## Reinsurance ceded/accepted

Reinsurance means an insurance contract between one insurance company (cedant) and another insurance company (reinsurer) to indemnify against losses on one or more
contracts issued by the cedant in exchange for a consideration. The consideration paid/ received is termed as reinsurance ceded/accepted. The intent of reinsurance is for an insurance company to reduce the risks associated with underwritten policies by spreading risks across alternative institutions

## Renewal Premium

Life insurance premiums falling due in the years subsequent to the first year of the policy

## Retail Weighted Received Premium (RWRP)

Premiums actually received by the insurers under individual products (excluding accrued / due but not paid) and weighted at the rate of ten percent for single premiums

## Required Solvency Margin, Available Solvency Margin and Solvency Ratio

Every insurer is required to maintain an excess of the value of assets over the amount of liabilities of not less than an amount prescribed by the IRDAI, which is referred to as a Required Solvency Margin. The actual excess of assets over liabilities and other liabilities of policyholders' funds and shareholders' funds maintained by the insurer is referred to as Available Solvency Margin

## Rider

The add-on benefits which are in addition to the benefits under a basic policy

## Single Premiums

Those policies that require only a single lump sum payment from the policyholder

## Sum Assured

The amount that an insurer agrees to pay on the occurrence of a stated contingency

## Surplus

The excess of the value placed on a life insurance company's assets over the value placed on its liabilities

## Surrender

The termination of a life insurance policy at the request of the policyholder after which the policyholder receives the cash surrender value, if any, of the contract

## Surrender Penalty

In case of linked contracts, surrender penalty is the unit value to the credit of the policyholder less what is actually paid out at the time of surrender

## Surrender Value

It is one of the non-forfeiture options given to the policyholder in case of premium default whereby an amount representing reserve is returned to the policyholder

## Term Assurance

A contract to pay an assured amount on the death of the insured during the specified period

## Time Value of Financial Options and Guarantees or TVFOG

Reflects the value of the additional cost to shareholders that may arise from the embedded financial options and guarantees attaching to the covered business. The intrinsic value of such options and guarantees is reflected in the PVFP

## Top-Up Premium

An additional amount of premium over and above the contractual basic premiums charged at the commencement of the contract

## Total weighted received premium or TWRP

Measure of premiums received on both retail and group products and is the sum of first year and renewal premiums on regular premium policies and ten percent of single premiums received by our Company during any given period

## Unit linked business

Business of effecting life insurance, pension or health insurance contracts under which benefits are wholly or partly to be determined by reference to the value of underlying assets or any approved index

## Unit Linked Fund

A unit linked fund pools together the premiums paid by policyholders and invests in a portfolio of assets to achieve the fund(s) objective. The price of each unit in a fund depends on how the investments in that fund perform

## Unit linked products

A life insurance contract or health insurance contract under which benefits are wholly or partly to be determined by reference to the value of underlying assets or any approved index

## Variable insurance product

Products where the benefits are partially or wholly dependent on the performance of an approved external index / benchmark which is linked to the product

## Value of new business (VNB) and VNB margin

VNB is the present value of expected future earnings from new policies written during any given period and it reflects the additional value to shareholders expected to be generated through the activity of writing new policies during any given period. VNB for any period reflects actual acquisition costs incurred during that period

VNB margin is the ratio of VNB to APE for any given period and is a measure of the expected profitability of new business

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## Star Union Dai-ichi Life Insurance Company Limited

Registered \& Corporate Office: 11th Floor, Vishwaroop I.T. Park, Plot No. 34, 35 \& 38, Sector 30A of IIP, Vashi, Navi Mumbai - 400703. Contact: +91 2239546300 (Charges apply), 18002668833 (Toll-Free)
Email: customercare@sudlife.in; Website: www.sudlife.in


[^0]:    Forward-looking Statements
    This report contains forward-looking statements, which may be identified by the use of words like 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates' or other words of similar meaning. All statements that address expectations or projections about the future, including but not limited to statements about the Company's strategy for growth, product development, market position, expenditures and financial results, are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realised. The Company's actual results, performance or achievements could thus differ materially from those projected in any such forward-looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events. The Company has sourced the industry information from the publicly available resources and has not verified this information independently.

[^1]:    $\rightarrow$ Excellence in Financial Reporting by ICAI in FY 2011-12 and FY 2012-13

[^2]:    *In case of Insurance Company, IRDAI approval is required and provision of Companies Act, 2013 w.r.t. remuneration of MD is superseded.

[^3]:    ${ }^{1}$ By the Board on 26 April 2019
    ${ }^{2}$ final divided @ $1.25 \%$ on the total paid up equity share capital (₹ $258,96,41,430$ )
    ${ }^{3}$ Effective from 1 April 2017
    ${ }^{4} 7.90 \%$ Non-Convertible Debentures (NCD) in Tata Sons Private Limited valuing ₹ 60 Crore (face value)

[^4]:    Agvestments in subsidiary/holding companies, ioint ventures and associates: ₹ NIL thousands.
    housands.
    vestments made out of catastrophe reserve is ₹ NIL as there is no catastrophe reserve.
    5) Investments made in Additional tier-1 (AT1) bond is considered in equity. (the aggregate market Value : ₹ 688,083 thousands and Book Value is: ₹ 693,024 thousands).
    6) Equity shares includes shares transferred under securities lending and borrowing scheme (SLB) - ₹ NIL where the Company retains all the associated risk and rewards on these securities.

[^5]:    (Note: Mr Akihiko Tanaka taking charge as Dy CEO \& CFO from $1^{\text {st }}$ April 2019.)

[^6]:    *Cheques crossing the validity date (becoming stale).

[^7]:    

[^8]:    Schedule - 1A
    Miscellaneous Income
    (₹ in 000's)
    

[^9]:    (₹ in 000's)
    

[^10]:    *Net change in mark to market value of Investments
    Refer "Enclosure $A^{\prime \prime}$ for Date of Inception of the Funds.

[^11]:    *Net change in mark to market value of Investments
    Refer "Enclosure $\mathbf{A}$ " for Date of Inception of the Funds.

[^12]:    *Net change in mark to market value of Investments

[^13]:    *Additions represents units creation and deductions represent unit cancellations

[^14]:    ( $F^{2}$ in 000's)
    Linked Group
    Group Debt Fund
    SUD-GN-BN1 142
    3,601
    8
    3,609 3,609

    Accrued Interest
    Cash \& Bank Balance
    Dividend Receivable
    Interest Receivable
    Receivable for Sale of Investments
    Other Current Assets (for Investments)

[^15]:    (₹ in 000 's)

    | Linked Group |
    | :---: |
    | Group Debt Fund |
    | ULGF 003 20/03/15 |

    ULGF 003 20/03/15
    SUD-GN-BN1 142
    
    Surrender Charges
    Premium Redirection Charge
    Partial Withdrawl Charges
    Mortality Charges
    Rider Premium Charges
    Discontinuance Charges
    Total

