### **DIRECTORS' REPORT**

Dear Shareholders,

Your Directors have pleasure in presenting the Twentieth Annual Report on the business and operations of the Company together with the audited Financial Statements, Management Report and the Auditors' Report thereon for the Financial Year ended 31<sup>st</sup> March 2020.

## **FINANCIAL RESULTS**

Highlights of the financial results of your Company for the year ended 31st March 2020 are summarized below:-

(Rs in '000's)

| Particulars  | Current Year | Previous Year |
|--|--------------|---------------|
| - 4.1.00.4.1.0   | 31-Mar-20    | 31-Mar-19     |
| Sum Assured  | 983,423,074  | 977,201,845   |
| Premium Income   | 11,936,373   | 12,649,373    |
| Surplus/(Deficit) in the Revenue Account before transfer from Shareholders Fund: |              |               |
| (a) Linked Life Par  | 32,583       | 60,141        |
| (b) Linked Pension Par   | 5,682        | 10,891        |
| (c) Linked Life Non Par  | 131,985      | 107,380       |
| (d) Linked Pension Non Par   | 33,299       | 41,461        |
| (e) Linked Group   | 5,889        | (69)          |
| (f) Non Linked Life Par  | 9,325        | (192)         |
| (g) Non Linked Pension Par   | (625)        | (866)         |
| (h) Non Linked Life Non Par  | (614,299)    | 848,730       |
| (i) Non Linked Pension Non Par   | (89,079)     | (79,358)      |
| (j) Non linked Group Life Non Par  | 58,635       | 41,361        |
| (k) Non Linked Group Pension Non Par   | (46,394)     | (19,191)      |
| (I) Non Linked Annuity   | 165,561      | 157,185       |
| (m) Non Linked Group- Variable   | (1,556)      | (3,521)       |
| (n) Non Linked Health Non Par  | (2,577)      | 12,044        |
| Total  | (311,571)    | 1,175,994     |
| Profit/(Loss) after tax  | (493,105)    | 531,883       |

## **BUSINESS OPERATIONS**

During the year, the Company was ranked number one (1<sup>st</sup> place) in Dream Companies to Work for 2019 at the ET Now World HRD Congress. Also, the Company won the "Best Brand in Life Insurance 2019" award conducted by The Economic Times for the second year running.

The Company continues to focus on enhancing customer service for policyholders whilst assessing opportunities for operational efficiency and cost optimization to helped reduce operating expense. These initiatives have supported no new capital injection from the shareholders or in any other form being required in the last 9 years. Assets under Management reduced to Rs 9,093 Crore(FY18-19: Rs 9,429 Crore) arising from lower new business during the period as well as the market impact in March 2020 as a result of the economic volatility created by the onset of the COVID-19 pandemic.

In FY19-20, the Company booked a loss of Rs. 49 Crores during the current year (FY18-19: Profit of Rs. 53 Crore, on account of lower new business, which comprised Total Gross Premium of Rs 1,194 Crores (FY18-19: Rs1,265 Crore) during the period under review and operating assumption movements in actuarial reserving.

The COVID-19 pandemic has been an exceptional period, with the government imposed lockdown measures, the Company experienced a significant reduction in new business volumes with the impact being most noted in the month of March 2020, where typically up to 30% of sales are generated in each financial year, relative to the 10% contribution from March in this financial year. The Company implemented guidelines in accordance with local and national government advisory notices as well as regulatory guidance and has focused on adopting digital technologies to support business continuity through the period.

The Company has assessed the impact of COVID-19 on its operations as well its financial statements, including but not limited to the areas of valuation of investment assets, valuation of policy liabilities and solvency, for the year ended March 31, 2020. Further, there have been no material changes in the controls or processes followed in the financial statement closing process of the Company.

The company has also assessed its solvency position as on 31.03.2020 at 242% (FY18-19: 299 %), which is above the prescribed regulatory limit of 150%. Further, based on the Company's current assessment of the business operations over next one year, it expects the solvency ratio to continue to remain above the minimum limit prescribed by the regulator. The final impact of the global health pandemic may be different from that estimated as at the date of approval of these financial statements. The Company will continue to closely monitor any material changes to future economic conditions.

The Company is embarking on a focused and disciplined strategy focused on improvements in its distribution channels, including expansion of key channels and investment in digital platforms and solutions to enhance operational efficiency. The Company continues to look for opportunities to expand its bancassurance distribution channels and Direct channel and are supporting this through a focus on productivity.

The Company has already made some progress on digital investment, including the implementation of a Mobile Sales Tool complemented by a website revamp. These digital applications and platforms have helped to eliminating some inefficiency whilst improving the overall customer experience by reducing manual dependencies. The Mobile Sales Tool has supported an enhancement of the process of logging new business sales whilst the Company's revamped agent portal has helped improve agent productivity by providing a knowledge centre for sales agents including a question section, online download of proposal form and sales training support in the form of information and promotional product material.

The Company achieved its best ever Claim settlement ratio of 97.53% in Individual business (FY18-19: 96.06%) and 99.63% in Group business (FY18-19: 99.32%) during the period.

## **BONUS TO WITH PROFIT POLICYHOLDERS**

In accordance with the product feature of Life Unitized with Profit Fund (UWP) and Pension Unitized with Profit Fund (PUWP), your Company declared the following bonus rates for various lines of participating products:

## **CAPITAL STRUCTURE OF THE COMPANY**

During the year under review, the company has not issued any shares with act read with rule 4(4) of the companies (share capital and debenture) rules, 2014. The company has also not issued any sweat equity shares during the year under review and hence no information as per provisions of section 54(1)(d) of the act read with rule 8(13) of the companies (share capital and debenture) rules, 2014 is furnished.

The company has not issued any equity shares under employees stock option scheme during the year under review and hence no information as per provisions of section 62(1)(b) of the act read with rule 12(9) of the companies (share capital and debenture) rules, 2014 is furnished.

## A. Unitised With Profits (UWP) Business

Regular Bonus:

|                                   | Unitised with Profit | Unitised with Profit |
|-----------------------------------|----------------------|----------------------|
|                                   | Products – Life      | Products – Pension   |
| Proposed Regular Bonus FY 2019-20 | 11.50%               | 10.50%               |
|                                   |                      |                      |

## A.2 Terminal Bonus Rates:

| Calendar year of creation of units | UWP Life | UWP Pension |
|------------------------------------|----------|-------------|
| 2002                               | 113%     | NA          |
| 2003                               | 83%      | 72%         |
| 2004                               | 73%      | 63%         |
| 2005                               | 62%      | 53%         |
| 2006                               | 56%      | 47%         |
| 2007                               | 48%      | 40%         |
| 2008                               | 43%      | 36%         |
| 2009                               | 36%      | 30%         |
| 2010                               | 32%      | 27%         |
| 2011                               | 27%      | 23%         |
| 2012                               | 20%      | 17%         |
| 2013                               | 11%      | 14%         |
| 2014                               | 9%       | 7%          |
| 2015                               | 5%       | 5%          |
| 2016                               | 2%       | 2%          |
| 2017                               | 1%       | 1%          |
| 2018                               | 0%       | 0%          |
| 2019                               | 0%       | 0%          |

Above mentioned Regular and Terminal bonus rates are applicable for the period from  $1^{st}$  October 2020 to  $30^{th}$  September 2021

## **B. Traditional With Profit Business:**

Regular Bonus Rates:

| Product Line              | Regular Bonus Rates<br>FY 2019-20 |             |
|---------------------------|-----------------------------------|-------------|
| Aviva Money Back Plan     | Rs 45 per 1000                    | Sum Assured |
| Aviva Secure Pension Plan | Rs 35 per 1000                    | Sum Assured |
| Aviva Dhan Nirman         | Rs 35 per 1000 Sum Assured        |             |

| Aviva Dhan Vriddhi Plus |          |                         |
|-------------------------|----------|-------------------------|
|                         | Premium  | Regular Bonus Rate (per |
|                         | Payment  | 1000 Sum Assured)       |
|                         | term     |                         |
|                         | 5 years  | 33.0                    |
|                         | 7 years  | 37.0                    |
|                         | 11 years | 41.5                    |
|                         |          |                         |

## Terminal Bonus Rates:

| Product Line              | Terminal Bonus Rates<br>FY 2019-20 |  |  |
|---------------------------|------------------------------------|--|--|
| Aviva Money Back Plan     |                                    |  |  |
|                           | Policy Year                        | Terminal Bonus Rate                        |  |
|                           | of Exit                            | (per 1000 Sum Assured)                     |  |
|                           | 6                                  | 170  |  |
|                           | 7                                  | 185  |  |
|                           | 8                                  | 200  |  |
|                           | 9                                  | 215  |  |
|                           | 10                                 | 230  |  |
|                           | 11                                 | 245  |  |
|                           | 12                                 | 260  |  |
|                           | 13                                 | 275  |  |
| Aviva Secure Pension Plan |                                    |  |  |
|                           | Policy Year                        | Terminal Bonus Rate                        |  |
|                           | of Exit                            | (per 1000 Sum Assured)                     |  |
|                           | 6                                  | 120  |  |
|                           | 7                                  | 120  |  |
|                           | 8                                  | 140  |  |
|                           | 9                                  | 140  |  |
|                           | 10                                 | 160  |  |
|                           | 11                                 | 160  |  |
|                           | 12                                 | 180  |  |
|                           | 13                                 | 180  |  |
| Aviva Dhan Nirman         |                                    |  |  |
|                           | Policy Year                        | Terminal Bonus Rate                        |  |
|                           | of Exit                            | (per 1000 Sum                              |  |
|                           |                                    | Assured)                                   |  |
|                           | 6                                  | 50   |  |
|                           | 7                                  | 50   |  |
| A. L. Disea V. H. Disea   | 8 50                               |  |  |
| Aviva Dhan Vriddhi Plus   | Delieu Ve - :                      | Terminal Danus Data                        |  |
|                           | Policy Year of Exit                | Terminal Bonus Rate (per 1000 Sum Assured) |  |
|                           |                                    |  |  |
|                           | 6                                  | 60   |  |

## **RENEWAL OF REGISTRATION**

The Company has paid the annual renewal registration fees to the IRDAI for the financial year 2020-21.

## **SOLVENCY**

The Company has maintained the required solvency margin as per the IRDAI Guidelines. As on 31<sup>st</sup> March 2020, the Company had a solvency margin of 242% of the required solvency margin.

#### RURAL AND SOCIAL SECTOR OBLIGATIONS

The Company has complied with the rural and social sector obligations prescribed by IRDAI.

During the year under review, the Company has over achieved its regulatory target by selling 23.5% policies in rural sector as against the target of 20%.

In case of social sector, the Company has covered 6.4% lives during the year under review against a regulatory target of 5%. This has been achieved through a focused distribution and marketing plan to service micro financial institutions, regional rural banks and other players in this segment.

The Company has continued to focus on the rural and social sector business through deeper areas of intensity and through establishing new partnerships and the Company look forward to enhanced engagement, enhanced relevant products, technological innovations and brand awareness in this space.

#### **INVESTMENTS**

Company's total Assets Under Management as on 31<sup>st</sup> March 2020 was Rs. 9,092.87 Crore. The Company has made investments as per the IRDAI (Investment) Regulations (as amended from time to time) in Government Securities, Corporate bonds, Money Market instruments, Mutual Funds, Fixed deposits, Infrastructure Investment Trusts (InvIT) and Equity Shares. During the year under review, the Company has made no investment in real estate or loans. A summary of the investment performance during FY 19-20 and the investment portfolio as on 31<sup>st</sup> March 2020 is given below:

|                      | Shareholders Fund | Policyholders Fund          |         |
|----------------------|-------------------|-----------------------------|---------|
|                      |                   | Non Unit Linked Unit Linked |         |
| FY 2019-2020 Return* | 7.0%              | 7.6%                        | (14.4%) |

<sup>\*</sup>return is calculated on Mod-Dietz.

(Rs in Crores)

|                                 | Shareholders | Policyholde     | ers Fund    |
|---------------------------------|--------------|-----------------|-------------|
|                                 | Fund         | Non Unit Linked | Unit Linked |
| Equity/Preference Shares        | 21.43        | 159.65          | 1,372.27    |
| Government Securities including |              |                 |             |
| Treasury Bills                  | 405.87       | 4340.96         | 676.82      |
| Corporate Bonds                 |              |                 |             |
| AAA                             | 159.80       | 946.97          | 331.88      |
| AA or better                    | =            | -               | 132.26      |
| Below AA**                      | .30          | 4.75            | 31.25       |
| Mutual Funds – ETF              | =            | -               | 134.68      |
| Fixed Deposits/Money Market/Net | 73.30        | 190.56          | 110.10      |
| current Assets (for ULIP)       |              |                 |             |
| Assets Under Management         | 660.70       | 5,642.90        | 2,789.26    |

<sup>\*</sup>Return is calculated on Mod-Dietz method

## **CORPORATE GOVERNANCE**

The Company has put in place a robust corporate governance framework with an emphasis on overall risk management across the organization. The Company remains committed to ensure transparency and accountability in relation to all its stakeholders. The Corporate Governance Report is attached as 'Annexure A' in detail.

<sup>\*\*</sup>Exposures to Below AA rated securities above are due to the downgrades of bonds subsequent to our purchases.

#### **EXTRACT OF THE ANNUAL RETURN**

The extract of the annual return of the Company as on the Financial Year ended 31<sup>st</sup> March 2020 is attached as '**Annexure B**' in Form MGT 9.

#### **RESPONDING TO COVID - 19**



#### NUMBER OF MEETINGS OF THE BOARD

Six meetings of the Board were held during the year under review. For details of the meetings of the Board, please refer to the corporate governance report attached as 'Annexure A'.

#### **DIRECTORS' RESPONSIBILITY STATEMENT**

In accordance with the requirements of Section 134(3)(c) and 134 (5) of the Companies Act, 2013, the Board of Directors, to the best of their knowledge and belief, confirm that:

- i. in the preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures;
- ii. they have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year and of the profit and loss of the Company for that period;
- iii. they have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013, for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities:
- iv. they have prepared the annual accounts on a going concern basis.
- v. they have devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.

## **DECLARATION BY INDEPENDENT DIRECTORS**

The Company has received necessary declaration from Independent Non-Executive Directors of the Company under Section 149(7) of the Companies Act, 2013, that he/she continue to meet with the criteria of independence and are Independent of Management as prescribed under Section 149(6) of the Companies Act, 2013 - The same was placed before the Board in its meeting held on 27<sup>th</sup> April 2020.

The Independent Directors have also confirmed that they have complied with the Company's code of conduct.

In the opinion of Board, all Independent Directors of the Company fulfills the criteria with regards to integrity, expertise and experience (including the proficiency) of the independent directors as defined under Companies Act, 2013 and rules made thereunder.

## COMPANY'S POLICY ON DIRECTORS' APPOINTMENT AND REMUNERATION

The Company's policy on directors' appointment and remuneration including criteria for determining qualifications, positive attributes, independence of a director and other matters provided under section 178(3) of the Act are available on the website of the Company at <a href="https://www.avivaindia.com">https://www.avivaindia.com</a> as provided under Section 178(3) of the Companies Act, 2013 is attached as 'Annexure C' to this report.

## **AUDITORS' REPORT**

There are no qualifications However as per applicable provision of the Act and Corporate Governance Guidelines, 2016 issued by IRDAI, there must be three Independent Directors on the Board of the Company, whereas during the financial year ended March 31, 2020 Company has only two independent directors.

There are no qualifications, reservations or adverse remarks or disclaimer of the Joint Statutory Auditors in the Report issued by them for the financial year 2019-20, which calls for any explanation from the Board of Directors.

**Explanation from Board of Directors:** The Company has taken sufficient steps to fill this position however inspite of the best efforts made by the Company which is evident from the fact that in last one and half year, the Company has attempted thrice to appoint third Independent Director. On first occasion candidate backed out at last stage, on second occasion identified candidate did not meet the shareholders expectation and on the third occasion, the Nomination and Remuneration Committee was not comfortable with approving candidature as there was pending litigations against the candidate. The Company has also sent various communications to IRDAI to keep them aware about the situation.

In meanwhile, the other two Independent Directors, Mr. Bobby Parikh and Ms. E.V. Sumithasri continued to exercise supervision over the Board and various Committees and they have attended all the Committee meetings which they are part of and all Board meetings as well. None of the circular resolutions are approved unless it is approved by one of the independent directors.

#### SECRETARIAL AUDITOR AND THEIR REPORT

Pursuant to the provisions of Section 204 of the Companies Act, 2013 read with Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the Company had appointed M/s Chandrasekaran Associates, Company Secretaries as the Secretarial Auditors of the Company to undertake its Secretarial Audit for the financial year 2020-21.

However the report states that as per applicable provision of the Companies Act, 2013 and Corporate Governance Guidelines, 2016 issued by Insurance Regulatory and Development Authority of India (IRDAI), there must be three Independent Directors on the Board of the Company, whereas one of the Independent Director (ID) resigned from the Company on 26<sup>th</sup> September, 2018, and since then the Company has 2 Independent Directors. Accordingly, due to shortfall of 1 Independent Director on the Board, the Composition of Board, Nomination and Remuneration Committee and Audit Committee is not duly constituted as per provisions of Companies Act, 2013 and IRDAI Corporate Governance Guidelines, 2016.

**Explanation from Board of Directors:** Explanation same as provided above under Statutory auditors report section.

The secretarial audit report is attached as **Annexure D**.

Further, the Company has appointed Mr. Suresh Mahalingam as an Independent Director on its Board meeting held on July 22, 2020.

## PARTICULARS OF LOANS, GUARANTEES AND INVESTMENTS

The Company being a life insurance company is out of the purview of Section 186 of the Companies Act, 2013.

## TRANSACTION WITH RELATED PARTIES

During the year under review, the Company has not entered into any contract or arrangement or transactions which are not at arm's length basis. Further, it has also not entered into any material contract or arrangement or transaction at arm's length basis. Therefore, the information on transaction with related parties pursuant to Section 134(h) of the Companies Act, 2013 read with rule 8(2) of the Companies (Accounts) Rules, 2014 as per **Form AOC 2** is Nil.

#### POLICY ON ALLOCATION AND APPORTIONMENT OF EXPENSES

The Board of Directors of the Company in its meeting held on 8<sup>th</sup> February 2017 approved the policy on allocation and apportionment of expenses. As part of the annual review of the policy, the Board vide a circular resolution dated 27<sup>th</sup> March 2020 approved the policy.

#### **DIVIDEND AND TRANSFER TO RESERVES**

The Directors do not recommend any dividend on equity shares as well and do not propose to transfer any amount to reserves for the period ended 31<sup>st</sup> March 2020.

#### **CONSERVATION OF ENERGY**

The Company has always been conscious of its obligations to conserve and protect the environment. In that direction, it continuously works towards reducing its carbon footprint. Over the last couple of years, the Company has conscientiously reduced its power consumption by controlling wastages and optimizing resources. Its offices have been scaled down to achieve a two-fold advantage of size and power consumption.

During the year under review, the Company's carbon emissions were reduced to a significant extent. The energy consumption has been further reduced by approx 20% over the last year. This has been achieved through a twofold emphasis on both technology and brick and mortar infrastructure. The Company had embarked on an ambitious project of upgrading our uninterrupted power supply systems to help reduce our carbon footprint further in the previous year. This project was successfully completed with replacement of old, high energy consuming systems with new, energy efficient UPSs. Simultaneously the company also further consolidated its branch infrastructure in the year gone by. At least 20 branches were reduced in size thereby reducing the overall energy consumption and thus its footprint.

## **TECHNOLOGY ABSORPTION**

During FY 2019-20 , As part of IT Strategy roadmap the Company has undertaken significant steps towards the development and improvement of Company's IT systems and infrastructure which has resulted in automation of several processes, thereby optimizing cost and efficiency across the company as well as benefiting customers. The key technology solutions implemented by the Company include replacement of obsolete Data Centre Infrastructure, focusing on cyber security & data protection and introduction of an automated user access recertification tool,

- i. <u>Technology Upgrade:</u> To mitigate the risk of exploitation of vulnerable environment due to obsolete & out of support technology, necessary steps have been taken.
  - a. Core Policy Admin System LifeAsia Upgrade: Core system LifeAsia Infrastructure and Application has been upgraded to give unparalleled performance, scalability, reliability by replacing underlying Obsolete servers and upgrading the Operating System, Database, Replication Tool, and LifeAsia Smart Version. Post upgrade the LifeAsia performance has improved by approx. 50% in terms of End of Day activities and 35% for Month End& Year End activities.
  - b. Database Server and Version Upgrade: Out of life Database server with an aging of more than 7 years have been replaced with High Compute Servers at DC & DR to address scalability & optimal utility issues for critical applications database. Further Oracle Database and Operating System has been upgraded to latest version to optimize the application performance and remediate open vulnerabilities.
  - c. Network Devices & Wi-Fi Upgrade: Decade Old DC, DR& HO Network Devices (Core Switches, Internet facing Routers and Internal Routers) and Wi-Fi had been replaced with the latest technology to improve the reliability and performance, resulting into better user experience. In addition the entire HO LAN backbone has been migrated on high reliability

- Fibre Setup increasing uptime and symmetry against data transmission giving the most reliable connectivity.
- d. Instalife Technology Upgrade: Aviva India online Insurance selling platform Instalife has been upgraded to Spring Boot. The new technology is far robust and provides the flexibility of configurable components, which reduces the development time and increases productivity. As most of the components are configurable, hence changes are rolled out at faster pace with less efforts
- ii. <u>Cyber Security and Data Protection</u>: The Company has taken up several new initiatives in this area to enhance the cyber security/ data protection environment within the organization.
  - a. Secured VPN &VDI: During current pandemic, business continuity management has been utmost important to ensure that business process are up and running at all times. Hence Secured VPN and Microsoft Azure Virtual Desktop Interface (VDI) have been implemented to enable remote access for the employees. VDIs enable employees to access Aviva India critical business applications from their own device with all security measures ensuring data security.
  - b. Tanium: With Global threat of Wanna cry and Petya, Aviva India need to react quickly and proactively to these threats by ensuring its services are well maintained and patched. Whilst Aviva India was protected throughout this threat, it was clear that having access to meaningful information would have allowed us to respond better and quicker. With Aviva Global Team, Tanium Solution has been rolled out to provide better control on IT asset. It discovers and reports both static and dynamic real-time data pertaining to the endpoint, including hardware and software inventory, software configuration, local or domain user details, installed application or services, file system details, network configuration settings and state. It enables IT team to take appropriate action to mitigate the risk of Cyber Threats as well as any Non Compliance to IT Polices.
  - c. IBM Big Fix: In order to strengthen the Cyber security posture, patch management solution Big Fix has been implemented. The solution provides an automated, simplified patching process to all distributed endpoints. It manages both operating system and software application patches. Reduce effort for manual patch scan on Servers and End Points and automatically sync with BigFix server. The System provides an automated Report on patch compliance & software deployment action progress.
  - d. **Internal Vulnerability Setup**: Internal VM has been setup and scan runs on weekly basis through automated vulnerability scanner to identify new vulnerabilities in the environment and appropriate actions are planned. There is a dedicated vulnerability remediation team for fixing the discovered vulnerabilities.
- iii. Automated User Access Recertification Tool (RITA): In order to ensure that only authorized users have access to respective applications, Aviva Global User Access Management Tool (RITA) for user recertification & verification has been rolled out. Currently, 8 business critical applications have been integrated with the tool for user access management.

## **FOREIGN EXCHANGE EARNINGS AND OUTGO**

(Rs. in '000)

| Particulars | Current Year<br>(31 <sup>st</sup> March 2020) | Previous Year<br>(31 <sup>st</sup> March 2019) |
|-------------|---|--|
| Earnings    | 145,216                                       | 68,210   |
| Outgo       | 167,462                                       | 55,404   |

#### **RISK MANAGEMENT**

The Company has defined a comprehensive framework for both the ongoing assessment and management of risks. The Company's approach to Corporate Governance consists of three principal elements:

- A pervasive culture and management approach which underpins the overall operation of the Company and ensures that its business is conducted in a fit and proper manner.
- A Company-wide governance framework which prescribes constraints in the form of policies, processes, organization and responsibilities within which management operates; and
- The execution of the governance framework through the fulfillment and observance of its rules, processes and roles.

The Company's Risk Management Framework provides a way to classify all the different types of risk that the Company faces. It has been developed to support risk management and internal controls at all levels throughout the Company. It enables risks to be consistently categorized, reported to and managed by various business and function owners, concerned policy owners and committees. The framework reflects each category of risk to which the Company may be exposed and the inherent risks within each category that could present a threat to the business achieving its strategic objectives. The framework supports implementation of the Risk Policies. Operational Risk & Control Management (ORCM) framework is embedded into the business that enables our business leaders to assess operational risks against set tolerance levels, quantify exposures and prioritise mitigating action where required.

Further, the level of tolerance or appetite in relation to each of the risks is defined in these policies as well as the minimum standards of control the business is expected to maintain.

The Company's control and governance framework has identified three lines of defense:

- First line of defense: Process owners/function heads are designated as 'First line of defense' and are responsible for embedding their risk policies including oversight and monitoring of the associated controls. Each policy has a functional owner who maintains the policy and ensures that it is appropriately communicated and oversees and monitors at an appropriate level of materiality, adherence to the policy.
- Second line of defense: Risk team is designated as the 'Second line of defense' and acts as an independent team in supporting and challenging the completeness and accuracy of risk assessment, risk reporting and adequacy of mitigation plans. The team is responsible for providing an assurance on the robustness and application of Risk Management Framework. It oversees the aggregate financial and operational risk exposure on behalf of the senior management team that are material. The activities of the Company's risk management committee focus on the implementation and management of all risk management policies. The Management level Enterprise Risk Committee c meets atleast minimum once every quarter.
- Third line of defense: The Internal Audit function provides reliable independent assurance quarterly to the Audit Committee and Management on the adequacy and effectiveness of risk management, control frameworks operated by the 1<sup>st</sup> and 2<sup>nd</sup> lines of defence, safeguarding of assets of the Company and ensuring compliance with corporate policies.

During the year under review, a detailed action and mitigation plan is in place for all the identified material risks along with a robust monitoring mechanism in place.

#### **CORPORATE SOCIAL RESPONSIBILITY**

Pursuant to the Section 135 of the Act read with the Companies (Corporate Social Responsibility Policy) Rules, 2014, the Company has constituted the Corporate Social Responsibility (CSR) Committee of the Board of Directors. The composition of the CSR Committee is provided in the

Report on Corporate Governance, which forms part of this Report. The CSR Policy as recommended by the CSR Committee and approved by the Board of Directors in pursuance of the provisions of Companies Act, 2013 is uploaded on website at <a href="https://www.avivaindia.com/">https://www.avivaindia.com/</a>. The CSR Committee of the Company helps the Company to frame, monitor and execute the CSR activities of the Company. The Committee defines the parameters and observes them for effective discharge of the social responsibility of your Company. The CSR Policy of your Company outlines the Company's philosophy & the mechanism for undertaking socially useful programmes for welfare & sustainable development of the community at large as part of its duties as a responsible corporate citizen.

The Company's policy on Corporate Social Responsibility is available on the website of the Company. The Company did not have to undertake any mandatory spend on the activities relating to Corporate Social Responsibility during the year under review, as the Company has incurred average net loss during the preceding three financial years. However, despite this it is decided to continue certain long term educational program providing support for underprivileged children.

#### PERFORMANCE EVALUATION OF BOARD OF DIRECTORS

The Board has carried out an annual evaluation of its own performance, its Board Committees and individual directors during the year pursuant to the provisions of the Companies Act, 2013.

The performance of the Board was evaluated by the Board after seeking inputs from all the directors on the basis of the criteria such as the Board composition and structure, effectiveness of board processes, information and functioning etc. Similar criteria was also used to undertake the performance evaluation of all the statutory Committees constituted under Companies Act, 2013 i.e Audit Committee, Corporate Social Responsibility Committee, Nomination and Remuneration Committee as well as other Committees i.e Investment Committee, Policyholders' Protection Committee, Risk Management Committee and With Profits Committee was taken by all the respective members on criteria like composition of the committee, effectiveness of its meeting etc., which was then considered by the Board as well.

The Directors of the Company reviewed the performance of the other individual directors on the basis of the criteria such as their contribution to the Board and its Committee meetings of which they were members like preparedness on the issues to be discussed, meaningful and constructive contribution and inputs in meetings, etc. The consolidated responses of the above evaluations were reviewed by the Board.

## **DISCLOSURE**

- i. The Company did not have any subsidiary, associate entity or any joint venture company during the year under review.
- ii. There was no change in the nature of business of the Company during the year under review.
- iii. There were no material changes and commitments affecting the financial position of the Company which have occurred between the end of the financial year of the Company to which the financial statements relate and the date of this report.
- iv. There were no significant and material order passed by any Regulatory Authority, Courts or Tribunals which is impacting the going concern status and Company's operations in future However there was a small commercial dispute which landed up at NCLT and the case stands closed effective November 22, 2019, but presented reputational risk and business disruption caused by the National Company Law Tribunal ("NCLT") order dated 04th November, 2019 against a petition filed by Appejay Group (ex-landlord) under the Insolvency and Bankruptcy Code ("IBC") in respect of a commercial dispute (not an admitted liability) of Rs. 27.67 lakh

#### **DIRECTORS AND KEY MANAGERIAL PERSONNEL**

Mr David Anthony Elliot resigned as Director of the Company with the effect from 13<sup>th</sup> August 2019.

Mr. PD Narang and Mr. Lee Patrick Callaghan will retire by rotation and being eligible have offered themselves for re-appointment at the ensuing Annual General Meeting.

During the year, Mr. Eric Noel Berg ceased to be the Chief Financial Officer of the Company with effect from 12<sup>th</sup> July 2019. Mr. Nilesh Ratilal Karia was appointed as the Chief Financial Officer of the Company with effect from 14<sup>th</sup> January 2020. Mr Philip Hayman has resigned as the Chief Distribution Officer of the Company with effect from 14<sup>th</sup> June 2019. Mr. Ali Onder Lulu was appointed as the Chief Distribution Officer with effect from 23<sup>rd</sup> July 2019. Mr Sanjeeb Kumar resigned as the Appointed Actuary with the effect from 17<sup>th</sup> September 2019. Mr Ajai Kumar Tripathi was appointed as the Appointed Actuary with the effect from 17<sup>th</sup> December 2019.

#### **DEPOSITS FROM PUBLIC**

During the year under review, the Company has not invited or accepted any deposits from public/ members pursuant to the provisions of Sections 73 and 76 of the Companies Act, 2013 read together with the Companies (Acceptance of Deposits) Rules, 2014 and as such, no amount on account of principal or interest on deposits from public was outstanding as on the date of the balance sheet.

## INTERNAL FINANCIAL CONTROLS AND ITS ADEQUACY

According to clause (e) of sub section 5 of Section 134 of the Companies Act 2013, the term Internal Financial Control (IFC) has been defined as the policies and procedures adopted by the Company to ensure orderly and efficient conduct of its business, including adherence to Company's policies, safeguarding of its assets, prevention and detection of frauds and errors, accuracy and completeness of accounting records, and timely preparation of reliable financial information.

The relevant part of IFC requirements applicable to the Company as a public unlisted company is the requirement of having Internal Controls on Financial Reporting ('ICFR'). The Company has had its Financial Reporting Controls Framework ('FRCF') in existence since 2011, which is aligned to ICFR.

The scope of FRCF includes assessment of controls on processes that impact Financial Reporting. The methodology is aligned to the guidance outlined by the Committee of Sponsoring Organizations of the Tradeway Commission framework which is one of the most acceptable international frameworks for this purpose and involves documentations and assessment of both adequacy and effectiveness of key controls. The FRCF review is conducted through internal independent testing and year end sign off is obtained from the Chief Financial Officer of the Company on the adequacy of the controls existing on Financial Reporting based on the assessments done throughout the year.

The review of Company's IFC for the year ended 31<sup>st</sup> March 2020 has been undertaken by Joint Statutory Auditors.

Further, pursuant to the Guidance note on the audit of Internal Financial Controls over Financial Reporting issued by the Institute of Chartered Accountant of India on 14<sup>th</sup> September 2015 and as mandated under Section 143(3)(i) of the Companies Act, 2013, the testing of such controls has been carried out independently by the Statutory Auditors during the financial year 2019-20.

No material process deficiencies were identified during the testing with the assessment concluding that the existing internal control framework is adequate and commensurate with the size and nature of the business of the Company.

#### **RECOGNITIONS AND AWARDS**

The Company was recognised across several prestigious platforms for its initiatives during the year.

## Most Trusted BrandAward 2019 (Marketing) for the quarter ended 30<sup>th</sup> June 2019

Aviva India has been awarded No.1 Most Trusted Private Life Insurance Brand, 2018 and 2019, awarded by TRA.

## Best Brand Award 2019 (Marketing) - for the guarter ended 30th June 2019

Aviva has been ranked the 8<sup>th</sup> Most Trusted brand across all categories amongst 1000 brands in India, awarded by Economic Times.

## CIO100 Award 2019 (IT) - for the guarter ended 30<sup>th</sup> September 2019

Aviva India has won the CIO100 2019 Award for IT Infrastructure BOTAutomation.

Ranked 1<sup>st</sup> in 'Dream Companies to work for' Award, The Company also participated in the following award categories and have been awarded for below:

- Managing Health at Work
- Fun at Work
- Talent Management
- · Most innovative use of Training & Development as an HR Initiative for OD
- Continuous innovation in HR strategy at work
- Best Work place practices

## NEXT 100 Future CIO-2019 Award (IT) - for the guarter ended March 2020

Chandra Sekhar B, Deputy Vice President, Information TechnologywonNEXT 100 Future CIO-2019 Award by IT NEXT.It is IT industry's one of the most prestigious and precious awards for next generation CIO's.

The above recognitions bear testimony to the progress made by the Company's efforts to become an employer of choice and will further encourage Company's drive towards excellence in people practices.

#### **CUSTOMER SERVICE**

The Company recognizes that a differentiated customer experience for life insurance business is the key to success. The key initiatives taken by the Company on this are highlighted below:

- a. Processes and systems have been aligned to help deliver one of the best turnaround times for processing of new business issuance, customers service requests, complaints resolution and claims settlement.
- b. The customers can visit customer portal, call centre, write to our customer services mail id, can walk in our Branch offices or can get in touch with HO team directly for their servicing requests. All our front offices team members are well versed with policy servicing process and customer handling.
- c. The company continues to be driven by digital pillar for servicing our customers. In this journey we launched Servicing Live Chat for customers on our portal. This adds to the existing list of mediums available for customer to get response for his queries and can place requests to us on Live Chat as well.
- d. The Company is committed to ensure qualitative sourcing and has taken measures to protect policyholders. Proposal stage verification prior to policy issuance is carried out in high risk cases to ensure complete transparency to the client on the products bought by them.

- e. Enhanced due diligence at the proposal stage on risky profiles basis death claims experience has facilitated improvement in the Mortality Risk.
- f. The Company achieved highest ever claims settlement ratio of 97.5% in Individual Death Claims against 96.06% in FY 2018-19. The Company believes that claims are the moment of truth in our quest to provide peace and prosperity to our customers. The Company has set up best in class claim settlement process wherein the Company assists its customer in submission of claim documents towards a speedy claim settlement. Further, the Company strives to better its claims experience by continuously monitoring and analyzing claims trends in terms of product, location and customer profile.
- g. The Company's claims team took a step towards innovation and superlative customer experience by conceptualizing OTC (Over-the-counter) claims processing within 30 minutes. OTC Claim settlement for non early claims is the first endeavor of its kind in the life insurance industry. In FY 2019-20, we have settled death claim in 108 policies in this process.
- h. The Company continues to accord highest priority to complaints redressal. It has been embedded as the key responsibility area of every employee of customer touch points. A 7 step process is adopted which includes identification, investigation, evaluation, analyzing, redressal, fixing and improving. Proactive management of complaints based on root cause analysis enables to prevent recurrence resulting in 14.67% reduction in complaints and had NIL outstanding complaints as on 31<sup>st</sup> March 2020.
- i. The company has initiated short key feature for the customers where they can text message a code (list of which is available on portal and few are printed on customer life cycle communication letters as well) on a designated number and a push message with required information is made available to customer.
- j. The Company believes in Systems Thinking approach for identifying and finding solutions for improving customer services. The Systems Thinking is learning to study the whole, rather than the parts of an organization. Keeping Customer experience as primary focus, some of the major projects undertaken in FY 2019-20 are:
  - Launch of Live Chat to create a new avenue for customers to resolve their queries
  - Create auto bucketing and auto escalation mechanism in the CRM for actionable Call Center and CSID queries so as to increase the accountability within the process for timely resolution;
  - Simplification of Web form pages for Address change, Surrender, Reinstatement, Maturity and Unclaimed payout to allow more efficient processing;
  - Web form enhancement to allow quicker recording of customers' complaints and queries along with Automation of SMS and email for Complaints as per the defined events in CRM:
  - For more efficient analytics of complaints, Complaints categorization was revamped and the process of report creation was automated;
  - One-Click functionality was enhanced to enable Call Center and E-mail desk to send frequently requested 15 static and 2 dynamic documents to customers;

## **AUDITORS**

The shareholders vide the resolution dated 27<sup>th</sup> July 2017 appointed M/s Walker Chandiok & Co LLP (Walker) and M/s MSKA & Associates, Chartered Accountants (MSKA) as joint statutory auditors of the Company to hold office from the conclusion of the 17<sup>th</sup> AGM till the conclusion of the 22<sup>nd</sup> AGM.

# REPORTING UNDER SEXUAL HARRASMENT OF WOMEN AT WORKPLACE (PREVENTION, PROHIBITION AND REDRESSAL) Act, 2013

The Company has a robust and Internal Committee (IC) in accordance with the provisions of Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013.

The Committee has representation from all four regions and at any time, more than 50% of its members are female employees. Senior female members have been assigned the responsibility of acting as presiding officers in accordance with the law and are required to be present in the inquiry of complaints at all times. The IC also has the representation from an external party who is an expert in dealing with matters related to sexual harassment and is associated with a Non Governmental Organization dedicated to cause of women.

The role of IC broadly includes investigation of complaints arising out of violation of POSH (prevention of sexual harassment) policy, preparation of annual report, providing inputs for employee awareness sessions, and communication to all employee groups via emails, posters, messages and the overall administration of the POSH policy.

During the year, following key activities were undertaken:

- a. Poster communication was ensured in all branches and Corporate Office to increase awareness and encourage employees to come forward.
- b. Timely updation of IC members list and ensuring that the list is displayed prominently in all branches and Corporate Office.
- c. Online training on Prevention of sexual harassment for all employees was conducted during the year.
- d. Refresher Training on POSH was conducted for all the IC members and People managers
- e. POSH was made part of annual Business Ethics training and declaration got signed from all employees
- f. Roll out of online posters on POSH to all India mail users fortnightly to increase awareness.

The Company is completely committed to provide its diverse workforce with a safe and secure work environment.

Details of the cases received during the year are as follows:

| State  | Number of<br>complaints<br>of sexual<br>harassment<br>received in<br>the year | Number of<br>complaints<br>disposed<br>off during<br>the year | Number of<br>cases pending<br>for more than<br>ninety days | Number of workshops or awareness program against sexual harassment carried out  | Nature of action taken by the employer or District Officer |
|--------|---|---|--|---|--|
| Assam  | 1   | 1   | Nil  | Fortnightly awareness communication to all employees Online Posh awareness training conducted for all employees Refresher Training on POSH was conducted for all the IC members and People managers POSH was made part of annual Business Ethics training and declaration got signed from all employees | Warning with financial penalty                             |
| Kerala | 1   | 1   | Nil  | Fortnightly awareness communication to all employees Online Posh awareness training conducted for all employees Refresher Training on POSH was conducted for all the IC members and People managers POSH was made part of annual Business Ethics training and declaration got signed from all employees | Unsubstantiated  |

The Company is completely committed to provide its diverse workforce with a safe and secure work environment.

#### STRATEGY OF IMPLEMENTATION OF INDIAN ACCOUNTING STANDARDS

The IRDAI had notified Insurers to follow the Indian Accounting Standards (Ind AS) as prescribed under the Companies Rules 2015. Insurers were initially notified to comply with these standards for accounting periods beginning from 1<sup>st</sup> April 2018 onwards, with comparatives for the periods ending 31<sup>st</sup> March 2018. Accordingly, the first proforma submission for the 9 months ended 31<sup>st</sup> December 2016 was made to IRDAI in line with the direction given in the Notification.

International Accounting Standard Board (IASB) issued IFRS 17 Insurance Contracts on May 18, 2017, effective mandatorily from 1<sup>st</sup> January 2021. Subsequently, IRDAI reviewed the Ind AS implementation and noted that Ind AS in its current form is likely to lead a mismatch in asset & liability, along with volatility in financial statements of insurance companies with double transition. Therefore, IRDAI through circular dated June 28, 2017 deferred the implementation of Ind AS for a period of two years with applicability for accounting periods beginning from April 1, 2020. During the FY 2018-19, the IASB contemplated amendments to IFRS 17, whereby it has voted in favor of deferring the effective date of standard by 1 year to 1<sup>st</sup> January 2022. IRDAI in its meeting held on 20 December 2019 decided to implement Ind AS 109, Financial Instruments and Ind AS 117 simultaneously, along with other applicable Ind AS. However, the effective date of implementation would be decided after the finalisation of IFRS 17 by IASB. Accordingly, the circular dated 28 June 2017 has been withdrawn along with the requirement of proforma Ind AS financial statements being submitted on a quarterly basis as directed in the circular

#### **Maintenance of Cost Record**

Provisions of Section 148(1) of the Companies Act, 2013 are not applicable.

#### **ACKNOWLEDGEMENTS**

The Board of Directors wishes to place on record its appreciation for the co-operation and assistance extended by the IRDAI, Government Authorities, Life Insurance Council and Shareholders during the year under review. The Directors wish to place on record their deep appreciation for the hard work, teamwork and professionalism shown by the employees and the advisors. Your Directors also thank the customers, distribution partners, clients, vendors and other business associates for their continued support.

## For and on behalf of the Board

Mohit Burman DIN: 00021963 Chairman Date: 22<sup>nd</sup> July 2020 Place: London



#### Annexure A

#### REPORT ON CORPORATE GOVERNANCE

Good corporate governance has always been at the core of the Company's philosophy. Our corporate governance is a reflection of our value system encompassing our culture, policies and relationship with our stakeholders The Company is committed to the best practices in the area of Corporate Governance, in letter and in spirit. The imperative need to have good governance surfaced to demarcate the division between its ownership and its management. Concept of corporate governance rests on the fulcrum of transparency behind all decisions taken, accountability for the said decisions and safeguarding the interests of stakeholders

We remain committed to the best corporate governance practices aimed at ensuring transparency and accountability in relation to all our stakeholders.

## **BOARD OF DIRECTORS**

The Board of Directors ensures that strategies and policies are implemented in a manner that would sustain growth and protect the interests of all the stakeholders of the Company and policyholders in particular. The Board of Directors comprises persons of eminence having expertise in their respective areas. As on 31<sup>st</sup> March 2020, the Board comprised of ten directors with an Executive Director and nine Non-Executive Directors of which two are Independent Directors. The mix of Independent and Non-Executive Directors enhances the quality of business judgment.

The Company has taken sufficient measures to fill the position of third Independent Directors to ensure compliance with IRDAI Corporate Governance Guidelines, 2016, however in spite of the best efforts made by the Company which is evident from the fact that in last one and half year, the Company has attempted thrice to appoint third Independent Director. On first occasion candidate backed out at last stage, on second occasion identified candidate did not meet the shareholders expectation and on the third occasion, the Nomination and Remuneration Committee was not comfortable with approving candidature as there was pending litigations against the candidate.

The Company has also sent various communications to IRDAI to keep them aware about the situation which were also provided to you during the course of audit.

Further the other two Independent Directors, Mr. Bobby Parikh and Ms. E.V. Sumithasri continued to exercise supervision over the Board and various Committees and they have attended all the Committee meetings which they are part of and all Board meetings as well.

Further, the Company has appointed Mr. Suresh Mahalingam as third Independent Director in its meeting held on July 22, 2020.

## **BOARD PROCEDURE**

The Board meetings are scheduled well in advance before the beginning of each calendar year. The Company holds at least four meetings of the board every year and not more than 4 months intervene between two consecutive meetings. Additional meetings are also convened from time to time as and when required. The management operates within the defined terms of reference and delegation of authority matrix.

There is a transparent flow of information to the Board from the senior management through well documented agenda notes. Independent Directors of the Company are provided training on the key aspects of the life insurance business after their appointment. Detailed presentations are



made at the meeting of the Board of Directors on the business plans and actual business performance is reviewed by the Board on a quarterly basis. Transactions exceeding prescribed limit as defined in Board Terms of Reference are reported to the Board periodically and transactions exceeding the delegated limit is placed before the Board for its prior approval. Related party transactions, in which any director or joint venture partner is interested, is placed before the Board for approval. Deliberations of the meetings of the Committees are submitted to the Board on quarterly basis.

During the financial year 2019-20, six meetings of the Board were held on 17<sup>th</sup> April 2019, 15<sup>th</sup> May 2019, 20<sup>th</sup> August 2019, 28<sup>th</sup> November 2019, 29<sup>th</sup> January 2020 and 12<sup>th</sup> February 2020.

The composition of the Board of Directors, number of directorships held by them in other Companies and the attendance of the Members are given in the table below:

| Member                                      | Nature of<br>Directorship                                       | Educational<br>Qualifications and Field<br>of Specialization  | Number of<br>Directorships<br>held in other<br>Companies | Number of<br>Meetings<br>Attended* |
|---|---|---|--|------------------------------------|
| Dr Anand<br>Chand Burman                    | Non-Executive<br>Director                                       | M.Sc. in Chemistry and Doctorate in Pharmaceutical Chemistry from the University of Kansas  Field of Specialization:  | 18   | 3                                  |
| Mr Arun Gupta <sup>1</sup>                  | Alternate<br>Director   | Pharmaceutical Sciences  Member of Institute of Chartered Accountants of India and member of Institute of Cost Accountants of India.  Field of Specialization: Finance                | 6  | 1                                  |
| Mr Bobby Parikh                             | Non-Executive<br>Independent<br>Director                        | B.Com from Mumbai University and FCA  Field of Specialization: Finance and Taxation   | 8  | 6                                  |
| Mr Chetan Singh                             | Non–Executive<br>Director                                       | MBA with distinction from INSEAD, France and Singapore, Master of International Economics from SDA Bocconi Italy and a Bachelor of Commerce (Honours) from University of Delhi, India | -  | 2                                  |
| Mr David Anthony<br>Elliot <sup>2</sup>     | Non–Executive<br>Director                                       | ACA BSc Hons.  Field of Specialization: Finance   | -  | 1                                  |
| Ms Eranti<br>Venkataramagupta<br>Sumithasri | Non-Executive<br>Independent<br>Director<br>(Woman<br>Director) | BE, MS Field of Specialization: Information Technology Business Management Business Consulting Banking  | -  | 6                                  |



| Mr Lee Patrick<br>Callaghan   | Non -Executive<br>Director         | Bachelor degree in law,<br>LLM in Corporate and<br>Commercial Law,Post<br>Graduate diplomas in<br>Specialist law fields (EU<br>law and Competition)<br>Field of Specialization:<br>Legal | -  | 3 |
|-------------------------------|------------------------------------|--|----|---|
| Mr Mohit Burman               | Non -Executive<br>Director         | Bachelor of Arts, Business Administration and Economics from Richmond College London and MBA (Finance)   | 15 | 6 |
|                               |                                    | Field of Specialization: Finance   |    |   |
| Mr Nishit Piyush<br>Majmudar* | Non -Executive<br>Director         | B.Com (Bombay<br>University), Fellow of the<br>Institute of Actuaries of<br>India  | -  | 3 |
|                               |                                    | Field of Specialization: Actuarial   |    |   |
| Mr Pradip Burman              | Non -Executive<br>Director         | Graduate from MIT, USA in BSc (Mechanical Engineering).  Field of Specialization:  | 11 | 5 |
| M D '' D                      | N = "                              | Engineering  |    | 4 |
| Mr Pritam Das<br>Narang       | Non -Executive<br>Director         | B.Com, FCA, FCS,<br>AICWA and MIIA   | 8  | 4 |
|                               |                                    | Field of Specialization: Finance   |    |   |
| Mr Trevor Bull                | Chief Executive Officer & Managing | 10 O level and 2 A levels from UK  | -  | 6 |
|                               | Director (CEO & MD)                | Field of Specialization: Insurance   |    |   |
| L                             | /                                  |  |    |   |

<sup>\*</sup> Attendance includes attendance through video conferencing.

## **COMMITTEES**

The Company has in place all the mandatory Committees namely, Audit Committee, Corporate Social Responsibility Committee, Investment Committee, Nomination and Remuneration Committee, Risk Management Committee, Policyholders Protection Committee and With Profits Committee. The Committee meetings are also scheduled well in advance every year. At least four meetings are held in a financial year and the gap between two meetings does not exceed 4 months for mandatory committees except Nomination and Remuneration Committee, Corporate Social Responsibility Committee and With Profits Committee.

<sup>1</sup> Appointed as an alternate director (to Mr PD Narang) with effect from 19th August 2019

<sup>2</sup> Appointed with effect from 20th August 2019 as an additional director. Thereafter, appointed as director vide shareholders' resolution dated 30th August 2019.

<sup>3</sup> Ceased to be Director with effect from 13th August, 2019



#### **AUDIT COMMITTEE**

The terms of reference of the Audit Committee *inter alia* includes reviewing the interim, quarterly and annual financial statements, auditor's report, internal audit reports and systems for internal control, responsible for appointment and remuneration of external auditor (including concurrent auditor), reviewing and monitoring the Company's legal risk profile and compliance with applicable legal and regulatory requirements, establishing and monitoring policies and procedures for treatment of complaints received by the Company, approving or modifying transactions with related parties.

The Audit Committee of the Company is constituted as per Section 177 of the Companies Act 2013 (except one vacant position of Independent Director) comprising of 2 Independent and 2 Non-Executive Directors. The Chairman of the Committee is an Independent Director with finance and tax experience and is a Chartered Accountant and all the members of the Committee have accounting and financial management expertise. The Company Secretary of the Company acts as the Secretary of the Committee.

During the financial year, the Committee met four times on 14<sup>th</sup> May 2019, 20<sup>th</sup> August 2019, 27<sup>th</sup> November 2019 and 11<sup>th</sup> February 2020.

The composition of the Audit Committee and attendance of the Members is given below:

| S.No | Members                                   | No. of Meetings<br>Attended            |   |  |  |
|------|---|--|---|--|--|
| 1.   | Mr Bobby Parikh<br>(Chairman)             | Non-Executive Independent Director     | 4 |  |  |
| 2.   | Ms Eranti<br>Venkaramagupta<br>Sumithasri | Non-Executive Independent Director     | 4 |  |  |
| 3.   | Mr Mohit Burman                           | Mr Mohit Burman Non-Executive Director |   |  |  |
| 4.   | Mr Pritam Das<br>Narang                   | Non-Executive Director                 | 3 |  |  |
| 5.   | Arun Gupta <sup>1</sup>                   | Alternate Director                     | 1 |  |  |

<sup>1.</sup> Alternate Director (to P D Narang) with effect from 19th August, 2019

#### **INVESTMENT COMMITTEE**

The terms of reference of the Investment Committee *inter alia* includes laying down an overall investment policy and operational framework for the investment operations, reviewing and implementing the investment policy as approved by the Board, independently reviewing the investment decisions, formulating an effective reporting system to ensure compliance with the policy, specifying norms for investing and monitoring "Other investments", ensuring compliance with the various Acts, Rules, Regulations, Guidelines, Circulars etc. issued by the Authority from time to time.

During the financial year, the Committee met four times on 15<sup>th</sup> May 2019, 19<sup>th</sup> August 2019, 28<sup>th</sup> November 2019 and 12<sup>th</sup> February 2020.

The composition of the Investment Committee and the attendance of the Members are given below:

| S.No | Member          | Designation                        | No. of Meetings<br>Attended |
|------|-----------------|------------------------------------|-----------------------------|
| 1.   | Mr Bobby Parikh | Non-Executive Independent Director | 4                           |



| 2.  | Mr Eric Noel Berg <sup>1</sup>        | Chief Financial Officer            | 1 |
|-----|---------------------------------------|------------------------------------|---|
| 3.  | Mr Mohit Burman                       | Non-Executive Director             | 4 |
| 4.  | Mr Prashant Sharma                    | Chief Investment Officer           | 4 |
| 5.  | Mr Pritam Das Narang                  | Non-Executive Director             | 2 |
| 6.  | Mr Sanjeeb Kumar <sup>2</sup>         | Appointed Actuary                  | 2 |
| 7.  | Mr Trevor Bull                        | Chief Executive Officer & Managing | 3 |
|     | (Chairman)                            | Director                           |   |
| 8.  | Ms Vijayalakshmi                      | Chief Risk Officer                 | 3 |
|     | Natarajan                             |                                    |   |
| 9.  | Mr. Nilesh Ratilal Karia <sup>3</sup> | Chief Financial Officer            | 1 |
| 10. | Mr. Ajai Kumar Tripathi⁴              | Appointed Actuary                  | 1 |
| 11. | Mr. Arun Gupta⁵                       | Alternate director                 | 1 |

<sup>1.</sup> Completion of tenure as Chief Financial Officer with effect from 12th July 2019.

## **RISK MANAGEMENT COMMITTEE**

The terms of reference of the Risk Management Committee *inter alia* includes providing financial (credit, market and liquidity), insurance, operational risk and reputation management oversight; supporting the business and risk management strategy; management of the business's reputation and franchise value; ensuring the business's systems and processes meet customer, employee, regulator and external stakeholders' expectations; overseeing the risk mitigation programmes; monitoring the entity's position against franchise value risk appetite; reviewing and challenging the Company's methodology for creating its forward-looking risk profile; reviewing management's view of emerging and potential risks.

During the financial year, the Committee met four times on 14<sup>th</sup> May 2019, 19<sup>th</sup> August 2019, 27<sup>th</sup> November 2019 and 11<sup>th</sup> February 2020.

The composition of the Risk Management Committee and the attendance of the Members are given below:

| S.No | Member                                    | Designation  | No. of Meetings attended |  |  |
|------|---|--|--------------------------|--|--|
| 1.   | Mr Bobby Parikh<br>(Chairman)             | Non-Executive Independent Director                 | 4                        |  |  |
| 2.   | Mr David Anthony<br>Elliot <sup>1</sup>   | Nominee of Aviva International Holdings Limited    | 1                        |  |  |
| 3.   | Ms Eranti<br>Venkaramagupta<br>Sumithasri | Non-Executive Independent Director                 | 4                        |  |  |
| 4.   | Mr Trevor Bull                            | Chief Executive Officer & Managing Director        | 3                        |  |  |
| 5.   | Mr Chetan Singh <sup>2</sup>              | Nominee of Aviva International Holdings<br>Limited | 0                        |  |  |

<sup>1.</sup> Resigned with effect from 13th August, 2019. 2. Appointed with effect from 20th August 2019 as an additional director. Thereafter, appointed as director vide shareholders' resolution dated 30th August 2019.

## POLICYHOLDERS' PROTECTION COMMITTEE

The terms of reference of the Policyholders Protection Committee *inter alia* includes putting in place proper procedures and effective mechanism to address complaints and grievances of policyholders including misselling by intermediaries; ensuring compliance with the statutory requirements as laid down in the regulatory framework; ensuring adequacy of disclosure of

<sup>2.</sup> Resigned as an Appointed Actuary with effect from 17th September 2019.

<sup>3.</sup> Appointed as the Chief Financial Officer with effect from 14th January 2020.

<sup>4.</sup> Appointed as an Appointed Actuary with effect from 17th December 2019.

<sup>5,</sup> Appointed as an alternate director to Mr PD Narang with the effect from 19th August 2019.



"material information" to the policyholders; reviewing claims report, repudiated claims, unclaimed amount of policyholders and awards given by the Insurance Ombudsman/ Consumer forums remaining unimplemented for more than three months

The Committee is headed by a Non-Executive Director and includes a Customer representative as an invitee to enable the Company to formulate policies and assess compliance thereof

During the financial year the Committee met four times on 13<sup>th</sup> May 2019, 6<sup>th</sup> August 2019, 26<sup>th</sup> November 2019 and 10<sup>th</sup> February 2020.

The composition of the Policyholders' Protection Committee and the attendance of the Members are given below:

| S.No | Member                          | Designation                                      | No. of Meetings<br>Attended |  |  |
|------|---------------------------------|--|-----------------------------|--|--|
| 1.   | Mr Amit Malik                   | Chief People, Operations and                     | 4                           |  |  |
|      |                                 | Customer Services Officer                        |                             |  |  |
| 2.   | Ms Anjali Malhotra              | Chief Customer, Marketing and Digital            | 4                           |  |  |
|      | Nanda                           | Officer  |                             |  |  |
| 3.   | Ms Eranti                       | Non-Executive Independent Director               | 4                           |  |  |
|      | Venkaramagupta                  |  |                             |  |  |
|      | Sumithasri (Chairman)           |  |                             |  |  |
| 4.   | Mr Philip Michael               | Chief Distribution Officer                       | 1                           |  |  |
|      | Hayman <sup>1</sup>             |  |                             |  |  |
| 5.   | Mr Sanjeeb Kumar <sup>2</sup>   | Appointed Actuary                                | 2                           |  |  |
| 6.   | Mr Trevor Bull                  | r Trevor Bull Chief Executive Officer & Managing |                             |  |  |
|      |                                 | Director & Chief Distribution Officer            |                             |  |  |
| 7.   | Ms Vijayalakshmi                | Chief Compliance & Chief Risk Officer            | 3                           |  |  |
|      | Natarajan                       |  |                             |  |  |
| 8.   | Mr Vivek Saxena                 | General Counsel                                  | 4                           |  |  |
| 9.   | Mr. Ali Onder Lulu <sup>3</sup> | Chief Distribution Officer                       | 3                           |  |  |
| 10.  | Mr. Ajai Kumar Tripathi4        | Appointed Actuary                                | 1                           |  |  |

<sup>1.</sup> Ceased to be Chief Distribution Officer the with effect from 14th June 2019

## NOMINATION AND REMUNERATION COMMITTEE

The terms of reference of the Nomination and Remuneration Committee *inter alia* includes scrutinizing, reviewing and formulating criteria for determining qualifications, positive attributes of Key Management Persons and Directors and also determine the independence of Directors, recommending appointment and removal of Key Management Persons and Directors, carrying out evaluation of Director's performance and recommend appointment/ removal basis the performance, recommending the policy relating to appointment/ re-appointments and remuneration for Directors and Key Management Personnel and ensure adherence of the policy while considering such appointment, re-appointments and remuneration; formulating such policies for retention plans, short & long term incentive plans, monetary and otherwise, to all or any class of employees and recommend the same to the Board for approval.

During the financial year, the Committee met six times on 17<sup>th</sup> April 2019, 15<sup>th</sup> May 2019, 20<sup>th</sup> August 2019, 28<sup>th</sup> November 2019, 29<sup>th</sup> January 2020 and 12<sup>th</sup> February 2020.

The composition of the Nomination and Remuneration Committee and the attendance of the Members are given below:

<sup>2.</sup> Resigned as an Appointed Actuary with effect from 17th September 2019

<sup>3.</sup> Appointed as Chief Distribution Officer with effect from 23rd July 2019

<sup>4.</sup> Appointed as an Appointed Actuary with effect from 17th December 2019



| S.No | Member                                    | Designation                        | No. of meetings |
|------|---|------------------------------------|-----------------|
|      |   |                                    | attended*       |
| 1.   | Mr Bobby Parikh                           | Non Executive Independent Director | 6               |
| 2.   | Ms Eranti<br>Venkaramagupta<br>Sumithasri | Non-Executive Independent Director | 6               |
| 3.   | Mr Lee Callaghan                          | Non Executive Director             | 4               |
| 4.   | Mr Mohit Burman                           | Non Executive Director             | 6               |
| 5.   | Mr Pritam Das<br>Narang                   | Non Executive Director             | 4               |
| 6.   | Mr Arun Gupta <sup>1</sup>                | Alternate Director                 | 1               |

<sup>\*</sup>Attendance includes attendance through video conferencing.

## WITH PROFITS COMMITTEE

The terms of reference of the Committee *inter alia* includes supervising the investment strategy of the insurer for the with profits funds considering the assets and liabilities of the with profit funds, supervising the reinsurance arrangements for the with profit funds, ensuring they are appropriate and in the interest of the with profits policyholders, ensuring the appropriateness in debiting the expenses to with profit funds, determining the share of assets attributable to the policyholder, the investment income attributable to the participating fund of policyholders and the expenses allocated to the policyholders

During the financial year, the Committee met twice on 14<sup>th</sup> May 2019 and 27<sup>rd</sup> November 2019. All the members were present for both the meetings.

The composition of the With Profits Committee is given below:

| S.No | Member                              | Designation                                 |
|------|-------------------------------------|---|
| 1.   | Mr Bobby Parikh                     | Non Executive Independent Director          |
| 2.   | Mr K K Wadhwa <sup>1</sup>          | Independent Actuary                         |
|      | (Chairman)                          |   |
| 3.   | Mr Sanjeeb Kumar <sup>2</sup>       | Appointed Actuary                           |
| 4.   | Mr Trevor Bull                      | Chief Executive Officer & Managing Director |
| 5.   | Mr Ajai Kumar Tripathi <sup>3</sup> | Appointed Actuary                           |
| 6.   | Mr Ashok Kumar Garg⁴                | Independent Actuary                         |

<sup>1</sup> Ceased to be Independent Actuary with the effect from 10th July 2019

## **CORPORATE SOCIAL RESPONSIBILITY COMMITTEE**

The Corporate Social Responsibility Committee is constituted as per Section 135 of the Companies Act 2013, comprising of Non Executive and Independent Directors to:

- i. Formulate and recommend to the Board, a Corporate Social Responsibility Policy of the Company and any modifications thereto.
- ii. Recommend the amount of expenditure to be incurred on the activities undertaken defined in the Corporate Social Responsibility Policy of the Company.
- iii. Review the performance of the CSR activities that have been approved by the Board of Directors.
- iv. Recommend to the Board of Directors, an annual return on CSR to be included in the Board's Report as per the prescribed format under Companies Act, 2013.
- v. Monitor the Corporate Social Responsibility Policy of the Company from time to time.

During the financial year the Committee met once on 27<sup>th</sup> November 2019 and all the members were present except for Mr Pritam Das Narang.

<sup>1</sup> Alternate Director (to P D Narang) with effect from 19th August, 2019.

<sup>2</sup> Resigned as the Appointed Actuary with effect from September 17, 2019.

<sup>3</sup> Appointed s an Appointed Actuary with the effect from 17th December 2019

<sup>4</sup> Appointed as Independent Actuary with the effect from 27th November 2019



The composition of the Corporate Social Responsibility Committee is given below:

| S.No | Member                                    | Designation  |
|------|---|--|
| 1.   | Mr Amit Mallik                            | Chief People, Operations and Customer Services Officer |
| 2.   | Ms Anjali Malhotra<br>Nanda               | Chief Customer, Marketing and Digital Officer          |
| 3.   | Mr Bobby Parikh<br>(Chairman)             | Non-Executive Independent Director                     |
| 4.   | Ms Eranti<br>Venkaramagupta<br>Sumithasri | Non-Executive Independent Director                     |
| 5.   | Mr Eric Noel Berg <sup>1</sup>            | Chief Financial Officer                                |
| 6.   | Mr Pritam Das<br>Narang                   | Non -Executive Director                                |
| 7.   | Mr Trevor Bull                            | Chief Executive Officer & Managing Director            |
| 8.   | Mr Lee Callaghan                          | Director   |
| 9.   | Mr Nilesh Ratilal<br>Karia <sup>2</sup>   | Chief Financial Officer                                |

- 1. Completion of tenure as Chief Financial Officer with effect from 12th July 2019.
- 2. Appointed as Chief Financial Officer with the effect from 14th January 2020

#### REMUNERATION TO DIRECTORS

The remuneration of Managing Director and Chief Executive Officer for the year ended 31<sup>st</sup> March 2020 is Rs 6,63,69,278.

The present salary structure of CEO of the Company includes fixed and variable (performance bonus plus long term incentive) which is in compliance with IRDAI Guidelines on remuneration dated 5<sup>th</sup> August 2016 (hereinafter referred as "the circular") wherein more than 50% of the salary constitutes of variable component which is deferred for 3 years.

In compliance with the circular, the Company had duly amended its Nomination and Remuneration Policy and subjected CEO's salary to be in compliance with applicable laws. Accordingly, whenever any proposal for CEO salary is considered by Company's Nomination and Remuneration Committee and the Board, compliance of IRDAI Guidelines will be adhered to and ensured.

The "Risk and Control" is one of the key objectives in the goal sheet of the CEO of the Company. This objective includes Conduct, Governance and Risk management elements. The Nomination and Remuneration Committee and the Board of the Company, at the time of considering vesting of awards, shall take a holistic view bearing in mind various factors including the parameters stipulated in the circular viz. persistency, solvency, grievance redressal, expenses of management, claim settlement/repudiation, overall compliance status and overall financial position.

The Independent Directors have not drawn any remuneration from the Company, for the year ended 31<sup>st</sup> March 2020 other than sitting fee of Rs. 1,00,000 for every meeting of the Board and Committees attended by them. The total remuneration paid to Independent Directors for the financial year 2019-20 is Rs 52,00,000 including Rs 27,00,000 paid to Mr Bobby Parikh, and Rs. 25,00,000 paid to Ms Eranti Venkataramagupta Sumithasri.

The Non Executive Directors have not drawn any commission from the Company, for the year ended 31<sup>st</sup> March 2020.



#### RESPONSIBILITIES OF THE CEO & MANAGING DIRECTOR

The Board has delegated to the CEO & MD responsibility for day-to-day management of the business of the Company in accordance with the strategy, objectives and policies set by the Board from time to time.

#### **INTERNAL AUDIT**

Internal Audit function reports to the Audit Committee. The purpose of the function is to help the Board and Executive Management to protect the assets, reputation and sustainability of the Company. The function consists of internal audit and fraud investigation team. The function assesses the effectiveness of framework of controls, management actions to address deficiencies therein and reports to the Audit Committee on a quarterly basis and to management (as appropriate). It also investigates and reports on cases of suspected financial crime and employee fraud and malpractices.

#### FINANCIAL CRIME AND WHISTLE BLOWING POLICY

The Company has in place a Board approved Anti Money Laundering, Anti Bribery & Corruption, Gift and Hospitality, Conflict of Interest and Anti Fraud Policies. The best practices relating to prevention of financial crime have been adopted with self assessments conducted twice a year and Anti Fraud Policy complies with IRDAI guidelines on Fraud Monitoring Framework.

Financial Crime Risk assessments are performed on a regular basis, inadequate controls are identified and existing controls are tested regularly to prevent and detect malpractice incidents, followed by review of design and operating effectiveness. Anti Bribery & Corruption and Anti Fraud Policies have Whistle Blowing mechanism that provides an appropriate channel for communicating any breaches of the Company's policies and other regulatory requirements without disclosing their identity. In order to create awareness, training and assessment along with periodical education teasers is conducted through the year.

## **PUBLIC DISCLOSURES**

Pursuant to the Public Disclosures requirements stipulated by IRDAI, the Company has published its quarterly, half yearly and annual results within the prescribed period in the newspapers and has made the necessary disclosures in the prescribed format on the Company's website. Any transaction with related party is disclosed in the Annual Accounts.

## **SECRETARIAL AUDIT**

The Secretarial Audit Report for the financial year ended 31<sup>st</sup> March 2020 is set out as a part of the Directors Report.

#### **Annexure B**

# Form No. MGT-9 EXTRACT OF ANNUAL RETURN

## as on the financial year ended on March 31, 2020

[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: U66010DL2000PLC107880
- ii. Registration Date: 25<sup>th</sup> September 2000
- iii. Name of the Company: Aviva Life Insurance Company India Limited
- iv. Category / Sub-Category of the Company: Company Limited by Shares, Indian Non Governmental Company
- v. Address of the Registered office and contact details:

2nd Floor, Prakashdeep Building, 7, Tolstoy Marg, New Delhi 110001

Tel No. +91 11 41510933 Fax No. +91 11 41510922

- vi. Whether listed company (Yes / No): No
- vii. Name, Address and Contact details of Registrar and Transfer Agent, if any: Not Applicable

#### 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:

| Sr. No. | Name and Description of main / services | NIC Code of the service | % to total turnover of the Company |
|---------|---|-------------------------|------------------------------------|
| 1       | Life Insurance Services                 | 65110                   | 100%                               |

## III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

| Sr. No. Name and Address of the Company |                | CIN / GLN | Holding/Subsidiary/<br>Associate | % of shares held | Applicable Section |  |  |  |
|---|----------------|-----------|----------------------------------|------------------|--------------------|--|--|--|
|   | Not Applicable |           |                                  |                  |                    |  |  |  |

# IV. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

# i. Category-wise Share Holding

| Category of shareholders  | No. of year | f shares held a | at the beginnin | ng of the               |       |               |               | % Change during the year |   |
|---|-------------|-----------------|-----------------|-------------------------|-------|---------------|---------------|--------------------------|---|
|   | Demat       | Physical        | Total           | % of<br>Total<br>Shares | Demat | Physical      | Total         | % of<br>Total<br>Shares  |   |
| A. Promoters  |             |                 |                 |                         |       |               |               |                          |   |
| 1. Indian   |             |                 |                 |                         |       |               |               |                          |   |
| a. Individual/HUF*  | -           | 1,022,499,000   | 1,022,499,000   | 51%                     | -     | 1,022,499,000 | 1,022,499,000 | 51%                      | - |
| b. Central<br>Government  | -           | -               | -               | -                       | -     | -             | -             | -                        | - |
| c. State<br>Government(s)   | -           | -               | -               | -                       | -     | -             | -             | -                        | - |
| d. Bodies Corporate   |             | -               | -               | -                       | -     | -             | -             | -                        | - |
| e. Banks / FI   | -           | -               | -               | -                       | -     | -             | -             | -                        | - |
| f. Any other  |             | -               | -               | -                       | -     | -             | -             | -                        | - |
| Sub-total (A) (1)   | -           | 1,022,499,000   | 1,022,499,000   | 51%                     | -     | 1,022,499,000 | 1,022,499,000 | 51%                      | - |
| 2. Foreign  |             |                 |                 |                         |       |               |               |                          |   |
| a. NRIs- Individuals  | -           | -               | -               | -                       | -     | -             | -             | -                        | - |
| b. Other – Individuals  | -           | -               | -               | -                       | -     | -             | -             | -                        | - |
| c. Bodies Corporate<br>Aviva International<br>Holdings Limited,<br>UK | -           | 982,401,000     | 982,401,000     | 49%                     | -     | 982,401,000   | 982,401,000   | 49%                      | - |
| d. Banks / FI   | -           | -               | -               | -                       | -     | -             | -             | -                        | - |
| e. Any other  | -           | -               | -               | -                       | -     | -             | -             | -                        | - |
| Sub-total (A) (2)   | -           | 982,401,000     | 982,401,000     | 49%                     | -     | 982,401,000   | 982,401,000   | 49%                      | - |
| Total shareholding of<br>Promoter (A) = (A)(1) +<br>(A)(2)            | -           | 2,004,900,000   | 2,004,900,000   | 100%                    | -     | 2,004,900,000 | 2,004,900,000 | 100%                     | - |
| B. Public Shareholding  |             |                 |                 |                         |       |               |               |                          |   |
| 1. Institutions   |             |                 |                 |                         |       |               |               |                          |   |

|         | Mutual Funds   |   |   |   | 1 |   |   |   | I |   |
|---------|--|---|---|---|---|---|---|---|---|---|
| a.      |  | - | - | - | - | - | - | - | - | - |
| b.      | Banks / FI   | - | - | - | - | - | - | - | - | - |
| C.      | Central<br>Government  | - | - | - | - | - | - | - | - | - |
| d.      | State<br>Government(s)   | - | - | - | - | - | - | - | - | - |
| e.      | Venture Capital<br>Funds   | - | - | - | - | - | - | - | - | - |
| f.      | Insurance<br>Companies   | - | - | - | - | - | - | - | - | - |
| g.      | FIIs   | - | - | - | - | - | - | - | - | - |
| h.      | Foreign Venture<br>Capital Funds   | - | - | - | - | - | - | - | - | - |
| i.      | Others (Specify)   | - | - | - | - | - | - | - | - | - |
| S       | ub-total (B) (1)   |   |   |   |   |   |   |   |   |   |
| 2. Nor  | n- Institutions  |   |   |   |   |   |   |   |   |   |
| a.      | Bodies Corporate   |   |   |   |   |   |   |   |   |   |
|         | i. Indian  | - | - | - | - | - | - | - | - | - |
|         | ii. Overseas   | - | - | - | - | - | - | - | - | - |
| b.      | Individuals  |   |   |   |   |   |   |   |   |   |
|         | i. Individual<br>shareholders<br>holding nominal<br>share capital<br>upto Rs. 1 Lakh | - | - | - | - | - | - | - | - | - |
|         | ii. Individual shareholders holding nominal share capital in excess of Rs. 1 Lakh    | - | - | - | - | - | - | - | - | - |
| C.      | Others (Specify)   | - | - | - | - | - | - | - | - | - |
| S       | ub-total (B) (2)   | - | - | - | - | - | - | - | - | - |
| Total p | oublic shareholding<br>moter (B) = (B)(1) +  |   |   |   |   |   |   |   |   |   |

| (B)(2)  |   |               |               |      |   |               |               |      |   |
|---|---|---------------|---------------|------|---|---------------|---------------|------|---|
| C. Shares held by<br>Custodian for GDRs<br>and ADRs | - | -             | -             | 1    | 1 | -             | -             | 1    | - |
| Grand Total (A+B+C)                                 | - | 2,004,900,000 | 2,004,900,000 | 100% | - | 2,004,900,000 | 2,004,900,000 | 100% |   |

<sup>\*</sup> Dabur Invest Corp ("DIC"), a partnership Firm

# ii. Shareholding of Promoters

| Sr.<br>No. | Shareholder's Name                          | Shareholding at the beginning of the year |   |   | Shareholding at the end of the year |  |  |                                    |
|------------|---|---|---|---|-------------------------------------|--|--|------------------------------------|
|            |   | No. of shares                             | % of total<br>shares of<br>the<br>Company | % of Shares pledged/ encumber of total shares | No. of shares                       | % of total<br>shares of the<br>Company | % of Shares pledged/ encumbers of total shares | %change in holding during the year |
| 1          | Mr. V C Burman                              | 1,022,498,460                             | 51%                                       | -   | 1,022,498,460                       | 51%                                    | -  | -                                  |
| 2          | Dr. Anand Chand Burman                      | 100                                       | 0.00%                                     | -   | 100                                 | 0.00%                                  | -  | -                                  |
| 3          | Mr. Pradip Burman                           | 100                                       | 0.00%                                     | -   | 100                                 | 0.00%                                  | -  | -                                  |
| 4          | Ms.Asha Burman                              | 100                                       | 0.00%                                     | -   | 100                                 | 0.00%                                  | -  | -                                  |
| 5          | Ms. Indira Burman                           | 100                                       | 0.00%                                     | -   | 100                                 | 0.00%                                  | -  | -                                  |
| 6          | Mr. Mohit Burman                            | 100                                       | 0.00%                                     | -   | 100                                 | 0.00%                                  | -  | -                                  |
| 7          | Mr. Ashok Kumar Jain                        | 10  | 0.00%                                     | -   | 10                                  | 0.00%                                  | -  | -                                  |
| 8          | Ms. Gagan Ahluwalia                         | 10  | 0.00%                                     | -   | 10                                  | 0.00%                                  | -  | -                                  |
| 9          | Mr. Abhay Kumar Aggarwal                    | 10  | 0.00%                                     | -   | 10                                  | 0.00%                                  | -  | -                                  |
| 10         | Mr. Arun Gupta                              | 10  | 0.00%                                     | -   | 10                                  | 0.00%                                  | -  | -                                  |
| 11         | Aviva International Holdings<br>Limited, UK | 982,401,000                               | 49%                                       | -   | 982,401,000                         | 49%                                    | -  | -                                  |
|            | Total                                       | 2,004,900,000                             | 100%                                      | -   | 2,004,900,000                       | 100%                                   | -  | -                                  |

Indian shareholding is held by Dabur Invest Corp ("DIC"), a partnership firm. Person mentioned from serial no. 1 to 5 above are partners of the firm who have been nominated by DIC to hold the shares on its behalf. Person mentioned from serial no. 6 to 10 above are affiliates of DIC and hold shares for the beneficial interest of DIC.

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

| Sr. No. |  | Shareholding a year                         | t the beginning of the                      | Cumulative Shareholding during the year |                                  |  |
|---------|--|---|---|---|----------------------------------|--|
|         |  | No. of shares                               | % of total shares of the Company            | No. of shares                           | % of total shares of the Company |  |
| 1.      | Mr. V.C. Burman  |   |   |   |                                  |  |
|         | At the beginning of the year   | 1,022,498,460                               | 51%   | 1,022,498,460                           | 51%                              |  |
|         | Date wise increase/ decrease in promoter shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) | No change during the financial year 2019-20 |   |   |                                  |  |
|         | At the End of the year   | 1,022,498,460                               | 51%   | 1,022,498,460                           | 51%                              |  |
| 2.      | Dr. Anand Chand Burman   |   |   |   |                                  |  |
| _       | At the beginning of the year   | 100   | 0.00%                                       | 100                                     | 0.00%                            |  |
|         | Date wise increase/ decrease in promoter shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) |   | No change during the financial year 2019-20 |   |                                  |  |
|         | At the End of the year   | 100   | 0.00%                                       | 100                                     | 0.00%                            |  |
| 3.      | Mr. Mohit Burman   |   |   |   |                                  |  |
|         | At the beginning of the year   | 100   | 0.00%                                       | 100                                     | 0.00%                            |  |
|         | Date wise increase/ decrease in promoter shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer /                           | No change during the financial year 2019-20 |   |   |                                  |  |

|    | bonus / sweat equity etc)  |   |                              |     |       |  |  |  |
|----|--|---|------------------------------|-----|-------|--|--|--|
|    | At the End of the year   | 100   | 0.00%                        | 100 | 0.00% |  |  |  |
| 4. | Ms. Asha Burman  |   |                              |     |       |  |  |  |
|    | At the beginning of the year   | 100   | 0.00%                        | 100 | 0.00% |  |  |  |
|    | Date wise increase/ decrease in promoter shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) |   | No change during the financ  |     |       |  |  |  |
|    | At the End of the year   | 100   | 0.00%                        | 100 | 0.00% |  |  |  |
| 5. | Ms. Indira Burman  |   |                              |     |       |  |  |  |
|    | At the beginning of the year   | 100   | 0.00%                        | 100 | 0.00% |  |  |  |
|    | Date wise increase/ decrease in promoter shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) |   | No change during the finance |     |       |  |  |  |
|    | At the End of the year   | 100   | 0.00%                        | 100 | 0.00% |  |  |  |
| 6. | Mr. Pradip Burman  |   |                              |     |       |  |  |  |
|    | At the beginning of the year   | 100   | 0.00%                        | 100 | 0.00% |  |  |  |
|    | Date wise increase/ decrease in promoter shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) | No change during the financial year 2019-20 |                              |     |       |  |  |  |
|    | At the End of the year   | 100   | 0.00%                        | 100 | 0.00% |  |  |  |
| 7. | Mr. Ashok Kumar Jain   |   |                              |     |       |  |  |  |
|    | At the beginning of the year   | 10  | 0.00%                        | 10  | 0.00% |  |  |  |
|    | Date wise increase/ decrease in promoter shareholding  | No change during the financial year 2019-20 |                              |     |       |  |  |  |

|     | during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc)   |   |                             |                  |       |  |  |
|-----|--|---|-----------------------------|------------------|-------|--|--|
|     | At the End of the year   | 10  | 0.00%                       | 10               | 0.00% |  |  |
| 8.  | Ms. Gagan Ahluwalia  |   |                             |                  |       |  |  |
|     | At the beginning of the year   | 10  | 0.00%                       | 10               | 0.00% |  |  |
|     | Date wise increase/ decrease in promoter shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) | <u>'</u>                                    | No change during the financ | ial year 2019-20 |       |  |  |
|     | At the End of the year   | 10  | 0.00%                       | 10               | 0.00% |  |  |
| 9.  | Mr. Abhay Kumar Aggarwal   |   |                             |                  |       |  |  |
|     | At the beginning of the year   | 10  | 0.00%                       | 10               | 0.00% |  |  |
|     | Date wise increase/ decrease in promoter shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) | ·   | No change during the financ | ial year 2019-20 |       |  |  |
|     | At the End of the year   | 10  | 0.00%                       | 10               | 0.00% |  |  |
| 10. | Mr. Arun Gupta   | 10  | 0.00%                       | 10               | 0.00% |  |  |
|     | At the beginning of the year   | No change during the financial year 2019-20 |                             |                  |       |  |  |
|     | Date wise increase/ decrease in promoter shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) |   |                             |                  |       |  |  |
|     | At the End of the year   | 10  | 0.00%                       | 10               | 0.00% |  |  |
| 11. | Aviva International Holdings<br>Limited, UK  |   |                             |                  |       |  |  |

| At the beginning of the year   | 982,401,000 | 49%              | 982,401,000                | 49% |
|--|-------------|------------------|----------------------------|-----|
| Date wise increase/ decrease in promoter shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) |             | No change during | the financial year 2019-20 |     |
| At the End of the year   | 982,401,000 | 49%              | 982,401,000                | 49% |

# iv. Shareholding Pattern of top ten Shareholders (other than Directors, Promoters and Holders of GDRs and ADRs):

| Sr. No. |   | Shareholding at th | e beginning of the year          | Cumulative Shareholding during the year |                                  |  |
|---------|---|--------------------|----------------------------------|---|----------------------------------|--|
|         | For Each of the Top 10 shareholders   | No. of shares      | % of total shares of the Company | No. of shares                           | % of total shares of the Company |  |
|         | At the beginning of the year  | -                  | -                                | -                                       | -                                |  |
|         | Date wise increase/ decrease in shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) | -                  | -                                | -                                       | -                                |  |
|         | At the End of the year (or on the date of separation, if separated during the year)   | -                  | -                                | -                                       | -                                |  |

# v. Shareholding of Directors and Key Managerial Personnel:

| Sr. No. |                                   | Shareholding  | at the beginning of the year     | Cumulative Shareholding during the year |                                  |  |
|---------|-----------------------------------|---------------|----------------------------------|---|----------------------------------|--|
|         | For Each of the Directors and KMP | No. of shares | % of total shares of the Company | No. of shares                           | % of total shares of the Company |  |

| 1. | Dr. Anand Chand Burman (Director)   |             |                        |             |             |
|----|---|-------------|------------------------|-------------|-------------|
|    | At the beginning of the year  | 100         | 0.00%                  | 100         | 0.009       |
|    | Date wise increase/ decrease in shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc)   |             | No change during the f | ŕ           |             |
|    | At the End of the year  | 100         | 0.00%                  | 100         | 0.009       |
| 2. | Mr. Bobby Kanubhai Parikh (Director)  |             |                        |             |             |
|    | At the beginning of the year  | -           | -                      | -           | -           |
| 3. | Date wise increase/ decrease in shareholding during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc) At the End of the year Mr David Anthony Elliot <sup>1</sup> At the beginning of the year Date wise increase/ decrease in shareholding | -<br>-<br>- | -<br>-<br>-            | -<br>-<br>- | -<br>-<br>- |
|    | during the year specifying the reason for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc)  At the End of the year  | -           | -                      | -           | -           |
| 4. | Mr. Chetan Singh (Director) <sup>2</sup>  |             |                        |             |             |
|    | At the beginning of the year  | -           | -                      | -           | -           |
|    | Date wise increase/decrease in shareholding during the year specifying the reason for increase / decrease (e.g. allotment /   | -           | -                      | -           | -           |

|    |                              |     |                        |                   | Г    |       |
|----|------------------------------|-----|------------------------|-------------------|------|-------|
|    | transfer / bonus / sweat     |     |                        |                   |      |       |
|    | equity etc)                  |     |                        |                   |      |       |
|    | At the End of the year       | -   | -                      | -                 | -    |       |
| 5. | Ms. Eranti Venkataramagupta  |     |                        |                   |      |       |
|    | Sumithasri (Director)        |     |                        |                   |      |       |
|    | At the beginning of the year | -   | -                      | -                 | -    |       |
|    | Date wise increase/          | -   | -                      | -                 | -    |       |
|    | decrease in shareholding     |     |                        |                   |      |       |
|    | during the year specifying   |     |                        |                   |      |       |
|    | the reason for increase /    |     |                        |                   |      |       |
|    | decrease (e.g. allotment /   |     |                        |                   |      |       |
|    | transfer / bonus / sweat     |     |                        |                   |      |       |
|    | equity etc)                  |     |                        |                   |      |       |
|    | At the End of the year       | -   | -                      | -                 | =    |       |
| 6. | Mr. Lee Patrick Callaghan    |     |                        |                   |      |       |
|    | (Director)                   |     |                        |                   |      |       |
|    | At the beginning of the year | =   | -                      | -                 | -    |       |
|    | Date wise increase/          | -   | -                      | -                 | -    |       |
|    | decrease in shareholding     |     |                        |                   |      |       |
|    | during the year specifying   |     |                        |                   |      |       |
|    | the reason for increase /    |     |                        |                   |      |       |
|    | decrease (e.g. allotment /   |     |                        |                   |      |       |
|    | transfer / bonus / sweat     |     |                        |                   |      |       |
|    | equity etc)                  |     |                        |                   |      |       |
|    | At the End of the year       | -   | -                      | -                 | =    |       |
| 7. | Mr. Mohit Burman (Director)  |     |                        |                   |      |       |
|    | At the beginning of the year | 100 | 0.00%                  | 100               |      | 0.00% |
|    | Date wise increase/          |     | No change during the f | inancial year 201 | 9-20 |       |
|    | decrease in shareholding     |     |                        | •                 |      |       |
|    | during the year specifying   |     |                        |                   |      |       |
|    | the reason for increase /    |     |                        |                   |      |       |
|    | decrease (e.g. allotment /   |     |                        |                   |      |       |
|    | transfer / bonus / sweat     |     |                        |                   |      |       |
|    | equity etc)                  |     |                        |                   |      |       |
|    | At the End of the year       | 100 | 0.00%                  | 100               |      | 0.00% |
| 8. | Mr. Pritam Das Narang        |     |                        |                   |      |       |
|    | (Director)                   |     |                        |                   |      |       |
|    | At the beginning of the year | -   | -                      | -                 | -    |       |
|    | Date wise increase/          | -   | -                      | -                 | -    |       |
| -  |                              |     |                        |                   |      | _     |

|     | 1                                |     | T                      |                   |      |     |
|-----|----------------------------------|-----|------------------------|-------------------|------|-----|
|     | decrease in shareholding         |     |                        |                   |      |     |
|     | during the year specifying       |     |                        |                   |      |     |
|     | the reason for increase /        |     |                        |                   |      |     |
|     | decrease (e.g. allotment /       |     |                        |                   |      |     |
|     | transfer / bonus / sweat         |     |                        |                   |      |     |
|     | equity etc)                      |     |                        |                   |      |     |
|     | At the End of the year           | -   | -                      | -                 | -    |     |
| 9.  | Mr. Pradip Burman (Director)     |     |                        |                   |      |     |
|     | At the beginning of the year     | 100 | 0.00%                  | 100               |      | 00% |
|     | Date wise increase/              |     | No change during the f | inancial year 201 | 9-20 |     |
|     | decrease in shareholding         |     |                        |                   |      |     |
|     | during the year specifying       |     |                        |                   |      |     |
|     | the reason for increase /        |     |                        |                   |      |     |
|     | decrease (e.g. allotment /       |     |                        |                   |      |     |
|     | transfer / bonus / sweat         |     |                        |                   |      |     |
|     | equity etc)                      |     |                        |                   |      |     |
|     | At the End of the year           | 100 | 0.00%                  | 100               | 0.0  | 00% |
| 10. | Mr. Trevor Bull (Director)       |     |                        |                   |      |     |
|     | At the beginning of the year     | -   | -                      | -                 | -    |     |
|     | Date wise increase/              | -   | -                      | -                 | -    |     |
|     | decrease in shareholding         |     |                        |                   |      |     |
|     | during the year specifying       |     |                        |                   |      |     |
|     | the reason for increase /        |     |                        |                   |      |     |
|     | decrease (e.g. allotment /       |     |                        |                   |      |     |
|     | transfer / bonus / sweat         |     |                        |                   |      |     |
|     | equity etc)                      |     |                        |                   |      |     |
|     | At the End of the year           | -   | -                      | -                 | -    |     |
| 11. | Mr Nishit Piyush Majmudar        |     |                        |                   |      |     |
|     | (Director)                       |     |                        |                   |      |     |
|     | At the beginning of the year     |     |                        |                   |      |     |
|     | Date wise increase/              |     |                        |                   |      |     |
|     | decrease in shareholding         |     |                        |                   |      |     |
|     | during the year specifying       |     |                        |                   |      |     |
|     | the reason for increase /        |     |                        |                   |      |     |
|     | decrease (e.g. allotment /       |     |                        |                   |      |     |
|     | transfer / bonus / sweat         |     |                        |                   |      |     |
|     | equity etc)                      |     |                        |                   |      |     |
|     | At the End of the year           |     |                        |                   |      |     |
| 12. | Mr Anuj Arora                    |     |                        |                   |      |     |
|     | (Company Secretary) <sup>3</sup> |     |                        |                   |      |     |

|     | At the beginning of the year    | - | - | - | - |
|-----|---------------------------------|---|---|---|---|
|     | Date wise increase/             | - | - | - | - |
|     | decrease in shareholding        |   |   |   |   |
|     | during the year specifying      |   |   |   |   |
|     | the reason for increase /       |   |   |   |   |
|     | decrease (e.g. allotment /      |   |   |   |   |
|     | transfer / bonus / sweat        |   |   |   |   |
|     | equity etc)                     |   |   |   |   |
|     | At the End of the year          | - | - | - | - |
| 13. | Mr. Eric Noel Berg (Chief       |   |   |   |   |
|     | Financial Officer)4             |   |   |   |   |
|     | At the beginning of the year    | - | - | - | - |
|     | Date wise increase/             | - | - | - | - |
|     | decrease in shareholding        |   |   |   |   |
|     | during the year specifying      |   |   |   |   |
|     | the reason for increase /       |   |   |   |   |
|     | decrease (e.g. allotment /      |   |   |   |   |
|     | transfer / bonus / sweat        |   |   |   |   |
|     | equity etc)                     |   |   |   |   |
|     | At the End of the year          | - | - | - | - |
| 14. | Mr. Nilesh Ratilal Karia(Chief  |   |   |   |   |
|     | Financial Officer) <sup>5</sup> |   |   |   |   |
|     | At the beginning of the year    | - | - | - | - |
|     | Date wise increase/             | - | - | - | - |
|     | decrease in shareholding        |   |   |   |   |
|     | during the year specifying      |   |   |   |   |
|     | the reason for increase /       |   |   |   |   |
|     | decrease (e.g. allotment /      |   |   |   |   |
|     | transfer / bonus / sweat        |   |   |   |   |
|     | equity etc)                     |   |   |   |   |
|     | At the End of the year          | - | - | - | - |

- 1. Ceased to be Director with effect from 13th August, 2019
- 2. Appointed with effect from 20th August 2019 as an additional director. Thereafter, appointed as director vide shareholders' resolution dated 30th August 2019.
- 3. Appointed as Company Secretary with the effect from 24th May 2020.
- 4. Completion of tenure as Chief Financial Officer with effect from 12th July 2019.
- 5. Appointed as the Chief Financial Officer with effect from 14th January 2020.

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

|   | Secured Loans excluding deposits | Unsecured<br>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  • Additions • Reductions  | -                                | -                  | -        | -                  |
| 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 (i+ii+iii)  | -                                | -                  | -        | -                  |

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

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

| Sr. No. | Particulars of Remuneration   | Name of MD / WTD / Manager  | Total Amount |
|---------|---|---|--------------|
| I.      |   | Mr. Trevor Bull – Managing<br>Director & Chief Executive<br>Officer |              |
| 1.      | Gross Salary  a. Salary as per provisions contained in section 17(1) of the Income Tax Act, 1961  b. Value of perquisites under | 5,82,49,152   | 5,82,49,152  |
|         | section 17(2) of the Income<br>Tax Act, 1961- Company<br>Leased Accommodation   | 44,32,719   | 44,32,719    |
|         | c. Profits in lieu of salary under section 17(3) of the Income Tax Act, 1961- Meal Card   | 39,600  | 39,600       |
| 2.      | Stock Option  | -   | -            |
| 3.      | Sweat Equity  | -   | -            |
| 4.      | Commission  | -   | -            |
|         | - as 5 of profit - others, specify  |   |              |
| 5.      | Others, please specify Long Term Incentive Plan   | -   | -            |
|         | Provident Fund Contribution   | 30,72,608   | 30,72,608    |
|         | Gratuity  | 5,75,199  | 5,75,199     |
|         | Total (A)   | 6,63,69,278   | 6,63,69,278  |
|         | Ceiling as per the Act  | Not Applicable being an Insura                                      | ance Company |

#### B. Remuneration to other directors:

| Sr. No. | Particulars of Remuneration      | Name of Directors  | Total Amount  |
|---------|----------------------------------|--|---------------|
| l.      |                                  | Mr. Bobby Kanubhai Parikh –                                      |               |
|         |                                  | Independent Director   |               |
| 1.      | Fee for attending board meetings | Rs. 27,00,000  | Rs. 27,00,000 |
| 2.      | Commission                       | -  | -             |
| 3.      | Others, please specify           | -  | -             |
| II.     |                                  | Ms. Eranti Venkataramagupta<br>Sumithasri – Independent Director |               |

| 1.   | Fee for attending board meetings              | Rs.25,00,000  | Rs. 25,00,000 |
|------|---|---------------|---------------|
| 2.   | Commission                                    | -             | -             |
| 3.   | Others, please specify                        | -             | -             |
|      | Total   | Rs. 52,00,000 | Rs. 52,00,000 |
| III. | Other Non Executive Non Independent Directors |               |               |
| 1.   | Fee for attending board meetings              | -             | -             |
| 2.   | Commission                                    | -             | -             |
| 3.   | Others, please specify                        | -             | -             |
|      | Total   | -             | -             |
|      | Total (B)                                     | Rs. 52,00,000 | Rs. 52,00,000 |

### C. Remuneration to Key Managerial Personnel other than MD/Manager/WTD

| Sr. No. | Particulars of Remuneration  | Key Managerial Personnel  | Total Amount |
|---------|--|---|--------------|
| I.      |  | Mr. Nilesh Ratilal Karia<br>(Appointed w.e.f. 14 <sup>th</sup> January<br>2020) |              |
| 1.      | Gross Salary  a. Salary as per provisions contained in section 17(1) of the Income Tax Act, 1961                             | 33,13,756   | 33,13,756    |
|         | b. Value of perquisites u/s 17(2) Income Tax Act, 1961 c. Profits in lieu of salary under section 17(3) Income Tax Act, 1961 | 5,04,000  | 5,04,000     |
| 2.      | Stock Option   | 58,313  | 58,313       |
| 3.      | Sweat Equity   | -   | -            |
| 4.      | Commission - As % of profit - Others, specify  | -   | -            |
| 5.      | Others, please specify  a) International   | - 24 220  | -            |
|         | Healthcare   | 24,230  |              |
|         | b) Employee contribution of PF met by employer   | 3,43,093  |              |
|         | c) Car Benefit   | 3,000   |              |

|     | d) Tax borne by<br>employer  | 13,39,363  |           |
|-----|--|--|-----------|
|     | Total  | 55,89,964  | 55,89,964 |
| II. |  | Mr. Anuj Arora – Company<br>Secretary (Appointed w.e.f. 24 <sup>th</sup><br>May, 2019) |           |
| 1.  | Gross Salary  a. Salary as per provisions contained in section 17(1) of the Income Tax Act, 1961  b. Value of perquisites u/s 17(2) Income Tax Act, 1961 | 22,28,059  | 22,28,059 |
|     | c. Profits in lieu of salary<br>under section 17(3)<br>Income Tax Act, 1961  | 33,852   | 33,852    |
| 2.  | Stock Option   | -  | -         |
| 3.  | Sweat Equity   | -  | -         |
| 4.  | Commission - As % of profit - Others, specify  | -  | -         |
| 5.  | Others, please specify   | -  | -         |
|     | a) Provident Fund<br>Contribution  | 1,22,400   | 1,22,400  |
|     | b) Gratuity  | 49,062   | 49,062    |
|     | Total  | 24,33,373  | 24,33,373 |

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

| Туре         | Section of<br>Companies<br>Act | Brief Description | Details of Penalty / Punishment / Compounding fees imposed | Authority<br>[RD/NCLT/<br>Court] | Appeal<br>made, if<br>any (give<br>details) |  |  |
|--------------|--------------------------------|-------------------|--|----------------------------------|---|--|--|
| A. COMPANY   |                                |                   |  |                                  |   |  |  |
| Penalty      | -                              | -                 | -  | -                                | -   |  |  |
| Punishment   | -                              | -                 | -  | -                                | -   |  |  |
| Compounding  | -                              | -                 | -  | -                                | -   |  |  |
| B. DIRECTORS | •                              |                   | 1  | 1                                |   |  |  |
| Penalty      | -                              | -                 | -  | -                                | -   |  |  |
| Punishment   | -                              | -                 | -  | -                                | -   |  |  |
| Compounding  | -                              | -                 | -  | -                                | -   |  |  |
| C. OTHER OFF | C. OTHER OFFICERS IN DEFAULT   |                   |  |                                  |   |  |  |
| Penalty      | -                              | -                 | -  | -                                | -   |  |  |
| Punishment   | -                              | -                 | -  | -                                | -   |  |  |
| Compounding  | -                              | -                 | -  | -                                | -   |  |  |



## NOMINATION AND REMUNERATION POLICY FOR DIRECTORS AND KEY MANAGEMENT PERSONS

#### **Contents**

### S.No. **Particulars** I. Preamble II. Objectives III. **Definitions** IV. Role of the Committee ٧. Appointment and removal of Director and Key Management Persons Provisions relating to remuneration of Whole Time Director, Non Executive Non Independent Director and Key Management Persons VI. VII. Provisions relating to remuneration to Non-Executive Independent Director

#### I. PREAMBLE

Pursuant to Section 178(2), 178(3) and 134(3)(e) of the Companies Act, 2013 read with rule 6 of the Companies (Meeting of Board and its Powers) Rules, 2014the Board of Directors of every Company shall constitute a Nomination and Remuneration Committee.

The policy covers directors and key management persons of the Company.

#### II. OBJECTIVE

The key objectives of the Committee are:

- a. To guide the Board in relation to appointment and removal of directors and key management persons;
- b. To evaluate the performance of the members of the Board and provide necessary report to the Board for further evaluation;
- c. To recommend to the Board a policy relating to remuneration payable to the directors and key management persons; and
- d. Review Key personnel policies for overall compensation and reward strategies of Directors and KMP

#### III. DEFINITIONS

- a. Applicable Laws include without limitations the Articles of Association of the Company, the Companies Act, 2013, Insurance Act, 2015, rules regulations, circulars, guidelines and notifications issued there under and the IRDAI Corporate Governance Guidelines, 2016 (as amended from time to time) by the concerned regulators including IRDAI, Securities & Exchange Board of India, Reserve Bank of India
- b. "Board" means Board of Directors of the Company.
- c. "Company" means "Aviva Life Insurance Company India Limited."
- d. "Director" means a director of the Company appointed under Companies Act, 2013
- e. "Independent Director" means a director referred to in Section 149 (6) of the Companies Act, 2013.
- f. "IRDAI" means Insurance Regulatory and Development Authority of India.
- g. "Key Management Persons" (KMP) shall mean such officers prescribed as key management persons under Companies Act, 2013 read with IRDAI Corporate Governance Guidelines, 2016 as amended from time to time.
- h. "The Committee" shall mean Nomination and Remuneration Committee of Board of Directors of the Company, constituted in accordance with the provisions of Section 178 of the Companies Act, 2013.
- i. "Policy or This Policy" means Nomination and Remuneration Policy.
- j. "Remuneration" means any money or its equivalent given or passed to any person for services rendered by him and includes perquisites as defined unde r the Income-tax Act, 1961.

#### IV. ROLE OF THECOMMITTEE

The role of the Committee inter alia shall include:

- a. To review and formulate criteria for determining qualifications, positive attributes and independence of a director.
- b. To recommend to the Board appointment and removal of Key Management Persons.
- c. To carry out evaluation of Director's performance and recommend to the Board appointment / removal based on his / her performance.
- d. To recommend to the Board on (i) policy relating to remuneration for Directors and Key Management Persons and (ii) Executive Directors remuneration and incentive.
- e. To formulate Employee Stock Option Schemes (ESOPS), including the review and recommended grant of options to eligible employees under such schemes.
- f. To formulate such policies for retention plans, short & long term incentive plans, monetary and otherwise, to all or any class of employees.
- g. To ensure that level and composition of remuneration is reasonable and sufficient, relationship of remuneration to performance is clear and meets appropriate performance benchmarks.
- h. To perform such other functions as may be necessary or appropriate for the performance of its duties.

#### V. APPOINTMENT AND REMOVAL OF DIRECTOR AND KMP AND SENIOR MANAGEMENT

#### i. Appointment criteria and qualifications:

The Committee shall identify candidates, as may be required, who meet fit and proper criteria as set forth in the applicable law including IRDAI Corporate Governance Guidelines, 2016 to serve as members of the Board of Directors, and who have the qualifications and experience that would provide the Company's Board with the diversity of experience that would benefit the Company. The criteria to be satisfied may relate to integrity demonstrated in personal behavior, business conduct, financial soundness, relevant experience. The Committee, on being satisfied with the candidature, will then recommend candidates to be appointed by the Board subject to approval of shareholders.

#### a. Appointment of Director:

The Committee will recommend the appointment of Director(s) to the Board (subject to approval by the shareholders). The Director on being appointed on the Board of the Company, will be required to provide requisite confirmations and execute such documents as required under Applicable Laws or otherwise required by the Company as per its policies and practices.

#### b. Appointment of Chief Executive Officer:

The Appointment of Chief Executive Officer shall be done in accordance with the Applicable Laws and applicable policies of the Company.

#### c. Appointment of Chairman:

The Appointment of Chairman shall be made in accordance with the provisions of the Applicable Laws.

#### d. Appointment of Key Management Persons

The CEO & MD shall recommend shortlisted candidate/s for the appointment of a KMP to the Nomination and Remuneration Committee in accordance with the Applicable Laws. The Nomination and Remuneration Committee shall consider such recommendations, and if satisfied, -place the recommendations before the Board of Directors for their approval.

#### ii. Term / Tenure:

#### a. Managing Director/Whole-time Director/CEO(Managerial Person):

Subject to the prior approval of IRDAI and provisions of the Applicable Laws, the Company shall appoint or re-appoint any person as its Managerial Person for a term not exceeding five years at a time.

#### b. Independent Director:

An Independent Director shall hold office for a term up to five consecutive years on the Board of the Company and will be eligible for consideration for reappointment on passing of a special resolution by the shareholders of the Company and disclosure of such appointment in the Board's report.

No Independent Director shall hold office for more than two consecutive terms, but such Independent Director shall be eligible for appointment after expiry of three years of ceasing to become an Independent Director or such other period stipulated by Applicable Laws

Provided that an Independent Director shall not, during the aforesaid period of three years, be appointed in or be associated with the Company in any other capacity, either directly or indirectly.

## VI. PROVISIONS RELATING TO REMUNERATION OF WHOLE TIME DIRECTOR, NON EXECUTIVE DIRECTOR, KMP's and MANAGING DIRECTOR / CEO

#### i. Remuneration to Whole Time Director and Non Executive Directors:

The remuneration or any modification in the remuneration to be paid to the whole time director and non executive non independent directors will be determined by the Committee and be recommended to the Board for its approval which shall be subject to the approval of the shareholders of the Company and Central Government/ IRDAI, wherever required.

#### ii. Remuneration to Managing Director/ CEO

The remuneration or any modification in the remuneration to be paid to the Managing Director/CEO, whole time director and non-executive non independent directors shall be subject to prior approval of IRDAI and will be governed by Applicable Laws, including Guidelines on Remuneration of Non- Executive Directors and Managing Director/Chief Executive Officer/Whole-time Directors of Insurers w.e.f. 1<sup>st</sup> October 2016 as amended ("**Guidelines**"). The remuneration of the Managing Director/CEO/whole time director shall be subject to criteria stipulated under the Applicable Laws, Guidelines, and the business plan of Company.

These criteria stipulate that the compensation of the MD/CEO/whole time director will consist of the following: a) Total Fixed Cost (TFC) and b) Variable Pay.

Total compensation to the MD/CEO/whole time director will be structured in a manner that the ratio of TFC to Variable Pay shall be subject to a maximum cap of 40:60 resulting in variable pay

not exceeding 150% of TFC. In all such cases, where the Variable Pay exceeds 150% of TFC, the exceptional circumstances for such a grant shall be reviewed and recommended for approval by the Board subject to IRDAI approval. The Variable Pay shall be deemed to be substantial if it is equal to or more than 50% of Total Fixed Cost ("substantial pay").

The Variable Pay mentioned herein above shall comprise of discretionary annual performance bonus ("**Performance Bonus**") and long term incentive plan ("**LTIP**"). The payment of Performance Bonus and LTIP shall be subject to the following conditions:

- a) Of the total variable pay granted, the recommended ratio of Performance Bonus to LTIP shall be in the range of 60:40.
- b) Performance Bonus 66.6% of the total Performance Bonus granted in a performance year shall be payable in cash at the time of grant and the balance 33.3% shall be deferred over a period of three years with phased vesting released in 3 equal annual tranches.
- c) LTIP 100% of LTIP shall be deferred for a period of three years from the date of grant.
  - d) At the time of grant, more than 50% of Variable Pay shall be deferred over a period of three years.
- (iii) remuneration to be adjusted and be symmetric with various risks including persistency, solvency, grievance redressals, expense management, claim settlement, claim repudiation, overall compliance status and financial position such as net worth, AUM etc.
  - a. Apart from the above mentioned criteria, the NRC and the Board can also take into account the international best practices in the industry as well as guidance received from its shareholders.
  - b. In case of any negative trends in the criteria mentioned above, which can be observed ad verified objectively, the deferred portion of the remuneration may be clawed back after giving due consideration to the actual/realized performance of the Company. While exercising this option the NRC and Board of Aviva India may also rely on the Malus and Clawback Policy of its shareholders (as amended from time to time), as it represents the international best practices in the industry.
  - c. It is clarified that any ESOPs offered by Aviva India shall be outside the scope of aforementioned remuneration and shall be paid in accordance with Applicable Laws.
  - d. The Nomination and Remuneration Committee and the Board of Directors of the Company, at the time of vesting of awards for CEO/MD shall take a holistic view bearing in mind various factors stipulated in IRDAI (Remuneration of the Non- Executive Directors and Managing Director/Chief Executive Officer/Whole-time Directors of the Insurers) Guidelines, 2016, as amended from time to time.
  - e. Where any insurance is taken by the Company on behalf of its whole time executive director and non executive non independent directors for indemnifying them against any liability, the premium paid on such insurance shall not be treated as part of the remuneration payable to any such director.
  - f. In special circumstances Nomination and Remuneration committee could consider recommending to pay, Severance pay other than accrued benefits (gratuity, pension etc.), to the board for approval

#### iii. Remuneration to KMP's:

- a. The remuneration to KMP's shall be decided by the appointing authority which shall be broadly classified into fixed and variable pay structure (including ESOP/ LTIP and STIP). Appointing authority for the purpose of KMP shall refer to Board of Directors.
- b. Where any insurance is taken by the Company on behalf of its key management persons for indemnifying them against any liability, the premium paid on such insurance shall not be treated as part of the remuneration payable to any such persons.

#### VII. PROVISIONS RELATING TO REMUNERATION TO NON-EXECUTIVE INDEPENDENT DIRECTORS:

#### i. Remuneration:

The remuneration shall be in accordance with the provisions of the Applicable Laws (as amended), and the rules made there under for the time being in force.

#### ii. Sitting Fees:

The Non- Executive Independent Director may receive remuneration byway of fees for attending meetings of Board or Committees thereof. Provided always that the amount of such fees shall not exceed the maximum amount as provided under the Applicable Laws.

#### iii. Limit of Commission:

Commission may be paid within the monetary limit approved by shareholders, subject to the limit not exceeding 1% of the net profits of the Company computed as per the provisions of the Companies Act, 2013 (as amended) and rules made there under.

#### iv. Stock Options:

An Independent Director shall not be entitled to any stock option of the Company.

- v. Any expense relating to travel and / or accommodation incurred for the purpose of attending the meetings of the Board of Directors or its Committees shall be reimbursed by the Company on actual basis.
- vi. Where any insurance is taken by the Company on behalf of its non executive non independent directors for indemnifying them against any liability, the premium paid on such insurance shall not be treated as part of the remuneration payable to any such director.



### **CHANDRASEKARAN ASSOCIATES®**

**COMPANY SECRETARIES** 

#### **SECRETARIAL AUDIT REPORT**

FOR THE FINANCIAL YEAR ENDED MARCH 31, 2020

The Members, **Aviva Life Insurance Company India Limited**2nd Floor Prakashdep Building
7 Tolstoy Marg
New Delhi - 110001

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

Based on our verification of the Company's books, papers, minute books, forms and returns filed and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorized representatives during the conduct of secretarial audit, we hereby report that in our opinion, the Company has, during the audit period covering the financial year ended March 31, 2020 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, 2020 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; Not Applicable
- (iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed thereunder; applicable only to the extent of dematerialization of shares of the Company
- (iv) Foreign Exchange Management Act, 1999 and the rules and regulations made thereunder to the extent of Foreign Direct Investment, Overseas Direct Investment and External Commercial Borrowings;
- (v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'): Not Applicable
  - (a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;
  - (b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015;
  - (c) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018;
  - (d) The Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014;

### CHANDRASEKARAN ASSOCIATES

- Continuation.....
- (e) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008;
- (f) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 regarding the Companies Act and dealing with client;
- (g) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009; and
- (h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 2018;
- (vi) The other laws, as informed and certified by the management of the Company which are specifically applicable to the Company based on their sector/ industry are:
  - 1. Insurance Regulatory and Development Authority of India Act, 1999,
  - 2. Insurance Act, 1938 and various Rules, Regulations & Guidelines issued thereunder, including circulars issued from time to time

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

- (i) Secretarial Standards issued by The Institute of Company Secretaries of India and notified by Ministry of Corporate Affairs.
- (ii) SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015: Not Applicable

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

We further report that

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

As per applicable provision of the Companies Act, 2013 and Corporate Governance Guidelines, 2016 issued by Insurance Regulatory and Development Authority of India (IRDAI), there must be at least three Independent Directors on the Board of the Company, whereas one of the Independent Director (ID) resigned from the Company on 26<sup>th</sup> September, 2018, and since then the Company has only 2 Independent Directors.

As demonstrated by the Company, the Company has taken sufficient steps to fill this position however in spite of the best efforts made by the Company which is evident from the fact that in last one and half year, the Company has attempted thrice to appoint third Independent Director. On first occasion candidate backed out at last stage, on second occasion identified candidate did not meet the shareholders expectation and on the third occasion, the Nomination and Remuneration Committee was not comfortable with approving candidature as there was pending litigations against the candidate. The Company has also sent various communications to IRDAI to keep them aware about the situations which were also provided to us.

Further, the Company confirmed that the Company is currently searching for suitable candidate and will place the candidature of incumbent as deemed fit in upcoming Nomination and Remuneration Committee scheduled in July 2020 and the Company also confirmed that in the meanwhile, the other two Independent Directors, Mr. Bobby Parikh and Ms. E.V. Sumithasri continued to exercise supervision over the Board and various

### CHANDRASEKARAN ASSOCIATES

Continuation.....

Committees and they have attended all the Committee meetings which they are part of and all Board meetings as well. None of the circular resolutions are approved unless it is approved by one of the independent directors.

Accordingly, due to shortfall of 1 Independent Director on the Board, the Composition of Board, Nomination and Remuneration Committee and Audit Committee is not duly constituted as per provisions of Companies Act, 2013 and IRDAI Corporate Governance Guidelines, 2016.

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 (except in cases where meetings were convened at a shorter notice for which necessary approvals obtained as per applicable provisions), 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.

All decisions at Board Meetings and Committee Meetings are carried out unanimously as recorded in the minutes of the meetings of the Board of Directors or Committees of the Board, as the case may be.

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 except:

The Company has received the Show Cause Notice relating to Onsite Inspection on 12th April, 2019 from the Insurance Regulatory and Development Authority of India (IRDAI) which was duly replied by the Company, thereafter the IRDAI issued Final Order on 13th September, 2019 and levied no penalty on the Company.

We further report that during the audit period the Company has no specific events / actions having a major bearing on the Company's affairs in pursuance of the above referred laws, rules, regulations, guidelines, standards, etc.

For Chandrasekaran Associates Company Secretaries

Rupesh Agarwal Managing Partner Membership No. A16302 Certificate of Practice No. 5673 UDIN: A016302B000450868

Date: 14.07.2020 Place: Delhi

#### Note:

- (i) 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
- (ii) Due to restricted movement amid COVID-19 pandemic, we conducted the secretarial audit by examining the Secretarial Records including Minutes, Documents, Registers and other records etc., and some of them received by way of electronic mode from

## CHANDRASEKARAN ASSOCIATES

| Continuation |  |
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the Company and could not be verified from the original records. The management has confirmed that the records submitted to us are the true and correct.

(iii) This Report is limited to the Statutory Compliances on laws / regulations / guidelines listed in our report which have been complied by the Company up to the date of this Report pertaining to Financial Year 2019-20. We are not commenting on the Statutory Compliances whose due dates are extended by Regulators from time to time due to COVID-19 or still there is time line to comply with such compliances.



### CHANDRASEKARAN ASSOCIATES®

**COMPANY SECRETARIES** 

#### Annexure-A

To,
The Members **Aviva Life Insurance Company India Limited**2nd Floor Prakashdep Building
7 Tolstoy Marg
New Delhi – 110001

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

For Chandrasekaran Associates Company Secretaries

Rupesh Agarwal Managing Partner Membership No. A16302 Certificate of Practice No. 5673 UDIN: A016302B000450868

Date: 14.07.2020 Place: Delhi Walker Chandiok & Co LLP Chartered Accountants 7<sup>th</sup> Floor, Plot No 19A, Sector 16A Noida, Uttar Pradesh – 201301 MSKA & Associates Chartered Accountants The Ruby-Level 9 NW Wing, Senapati Bapat Marg, Dadar, Mumbai Maharashtra - 400028

#### **Independent Auditor's Report**

#### To the Members of Aviva Life Insurance Company India Limited

#### Report on the Audit of the Financial Statements

#### **Opinion**

- 1. We have audited the accompanying financial statements of Aviva Life Insurance Company India Limited ('the Company'), which comprise the Balance Sheet as at March 31, 2020, the Revenue Account (also known as the "Policyholders' Account" or "Technical Account"), the Profit and Loss Account (also called "Shareholders' Account" or "Non-Technical Account"), the Receipts and Payments Account for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information.
- 2. 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 provisions of the Insurance Act, 1938, as amended by the Insurance Laws (Amendment) Act, 2015 (the "Insurance Act") read with Insurance Regulatory and Development Act, 1999 (the "IRDA Act"), Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulations, 2002 (the "IRDA Financial Statements Regulations"), order/ directions, circulars, guidelines issued by the Insurance Regulatory and Development Authority of India (the "IRDAI") in this regard and by the Companies Act, 2013 ("the Act") to the extent applicable in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India including the Accounting Standards prescribed under section 133 of the Act read with Companies (Accounts) Rules, 2014 (as amended) to the extent applicable:
  - a) In the case of Balance Sheet, of the state of affairs of the Company as at March 31, 2020;
  - b) in the case of Revenue Account, of the net surplus for the year ended of that date;
  - c) in the case of Profit and Loss Account, of the loss for the year ended on that date; and
  - d) in the case of Receipts and Payments Account, of the receipts and payments for the year ended on that date.

#### **Basis for Opinion**

3. We conducted our audit in accordance with the Standards on Auditing specified under section 143(10) of the Act. 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 ('ICAI') together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act 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.

#### **Emphasis of Matter- COVID-19**

4. We draw attention to Note 40 to the accompanying financial statements, which describes the management's assessment of the financial impact and uncertainties on account of outbreak of COVID-19 pandemic on the financial statements of the Company as at the balance sheet date. Our opinion is not modified in respect of this matter.

#### Information other than the Financial Statements and Auditor's Report thereon

5. The Company's Board of Directors is responsible for the other information. The other information comprises the information included in the Director's Report, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements 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.

## Responsibilities of Management and Those Charged with Governance for the Financial Statements

- 6. The Company's Board of Directors is responsible for the matters stated in section 134(5) of 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 receipts and payments of the Company in accordance with the requirements of the Insurance Act read with IRDA Act, the IRDA Financial Statement Regulations and orders/directions/circulars issued by the IRDAI in this regard, and accounting principles generally accepted in India, including the Accounting Standards prescribed under section 133 of the Act, read with rule 7 of the Companies (Accounts) Rules, 2014 (as amended). This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.
- 7. 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.
- 8. Those Board of Directors are also responsible for overseeing the Company's financial reporting process.

#### Auditor's Responsibilities for the Audit of the Financial Statements

9. 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 Standards on Auditing 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.

A further description of our responsibilities for the audit of financial statements is included in Annexure A of this audit report, which forms part of our auditors' report.

#### **Other Matter**

10. The actuarial valuation of liabilities for life policies in force and for policies where premium has been discontinued but liability exists as at March 31, 2020 is the responsibility of the actuary appointed by the Company (the "Appointed Actuary"). Such liabilities have been duly 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 IRDAI and Actuarial Practice Standards issued by the Institute of Actuaries of India in concurrence with the IRDAI. Accordingly, we have relied upon the Appointed Actuary's certificate in this regard for forming our opinion on the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists, as contained in the accompanying financial statements of the Company for the year ended March 31, 2020.

Our opinion is not modified in respect of the above matter.

#### Report on Other Legal and Regulatory Requirements

- 11. As required by section 197(16) of the Act, based on our audit, according to information, explanations given to us, we report that the Company has paid remuneration to its directors during the year in accordance with the provisions of and limits laid down under section 197 read with Schedule V to the Act and the rules thereunder read with Section 34A of the Insurance Act.
- 12. As required by the IRDA Financial Statements Regulations, we have issued a separate certificate dated July 22, 2020 certifying the matters specified in paragraphs 3 and 4 of Schedule C to the IRDA Financial Statements Regulations.
- 13. Further to our comments in the Certificate referred to in paragraph above, as required by 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 purpose of our audit of the accompanying financial statements;
  - b) in our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books.
  - c) as the Company's financial accounting system is centralised at Head Office, no returns for the purpose of audit are prepared at the branches of the Company;
  - d) the Balance Sheet, the Revenue Account, the Profit and Loss Account and the Receipts and Payments Account dealt with by this Report are in agreement with the books of account;
  - e) in our opinion and to the best of our information and according to the explanations given to us, investments have been valued in accordance with the provisions of the Insurance Act, the IRDA Financial Statements Regulations and / or orders / directions/circulars/guidelines issued by the IRDAI in this behalf;
  - f) in our opinion and to the best of information and according to the explanation given to us, the Balance Sheet, Revenue Account, Profit and Loss Account and the Receipts and Payment account deal with by this report comply with the requirement of the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended)\_and Companies (Accounting Standards) Amendment Rules, 2016, to the extent they are not inconsistent with the accounting principles prescribed in the IRDA Financial Statements Regulations and orders / directions issued by IRDAI in this regard;
  - g) in our opinion and to the best of our information and according to the explanations given to us, the accounting policies selected by the Company are appropriate and are in compliance with the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended) and Companies (Accounting Standards) Amendment Rules,

- 2016, to the extent they are not inconsistent with the accounting principles prescribed in the IRDA Financial Statements Regulations and orders / directions issued by the IRDAI in this behalf:
- h) on the basis of the written representations received from the directors and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2020 from being appointed as a director in terms of section 164(2) of the Act;
- i) With respect to the adequacy of the internal financial controls with reference to financial statements
  of the Company and the operating effectiveness of such controls, refer to our separate Report in
  "Annexure B"; and
- j) 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 (as amended), 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 as at March 31, 2020 on its financial position in its financial statements as referred to in Note 26 of Section C to the financial statements:
  - ii. the liability for insurance contracts, is determined by the Company's Appointed Actuary referred to in Other Matter paragraph above, on which we have placed reliance; and the Company did not have any other long-term contracts including derivative contracts for which there were any material foreseeable losses. Refer Significant Accounting Policy 8 of schedule 16 to the financial statements:
  - iii. there are no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company during the year ended March 31, 2020; and
  - iv. the disclosure requirements relating to holdings as well as dealings in specified bank notes were applicable for the period from November 08, 2016 to December 30, 2016, which are not relevant to these financial statements. Hence, reporting under this clause is not applicable.

For Walker Chandiok & Co LLP Chartered Accountants Firm Registration No. 001076N/ N500013

Lalit Kumar Partner Membership No.:095256 UDIN: 20095256AAAACD5960

Place: Noida Date: July 22, 2020 For **MSKA & Associates** Chartered Accountants Firm Registration No. 105047W

**Deepak Rao**Partner
Membership No.:113292
UDIN: 20113292AAAALX6589

Place: Bengaluru Date: July 22, 2020 Walker Chandiok & Co LLP Chartered Accountants 7<sup>th</sup> Floor, Plot No 19A, Sector 16A Noida, Uttar Pradesh – 201301 MSKA & Associates Chartered Accountants The Ruby-Level 9 NW Wing, Senapati Bapat Marg, Dadar, Mumbai Maharashtra - 400028

## ANNEXURE A TO THE INDEPENDENT AUDITORS' REPORT ON EVEN DATE ON THE FINANCIAL STATEMENTS OF AVIVA LIFE INSURANCE COMPANY INDIA LIMITED

#### **AUDITORS'S RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS**

As part of an audit in accordance with Standards on Auditing, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- 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:
- 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 Act, we are also
  responsible for expressing our opinion on whether the Company has adequate internal financial
  controls with reference to financial statements and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management;
- 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; and
- 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 to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

For Walker Chandiok & Co LLP

Chartered Accountants Firm Registration No. 001076N/ N500013

**Lalit Kumar** 

Partner

Membership No.:095256 UDIN: 20095256AAAACD5960

Place: Noida Date: July 22, 2020 For **MSKA & Associates** Chartered Accountants Firm Registration No. 105047W

Deepak Rao

Partner

Membership No.:113292 UDIN: 20113292AAAALX6589

Place: Bengaluru Date: July 22, 2020 Walker Chandiok & Co LLP Chartered Accountants 7<sup>th</sup> Floor, Plot No 19A, Sector 16A Noida, Uttar Pradesh – 201301 MSKA & Associates Chartered Accountants The Ruby-Level 9 NW Wing, Senapati Bapat Marg, Dadar, Mumbai Maharashtra - 400028

[Referred to in paragraph 13(i) under 'Report on Other Legal and Regulatory Requirements' in the Independent Auditors' Report of even date to the Members of Aviva Life Insurance Company India Limited on the Financial Statements for the year ended March 31, 2020]

Independent Auditor's Report on the internal financial controls with reference to the financial statements under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ('the Act')

#### Annexure B

 We have audited the internal financial controls with reference to financial statements of Aviva Life Insurance Company India Limited ("the Company") as of March 31, 2020 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

2. The Company's Management is responsible for establishing and maintaining internal financial controls based on the internal control with reference to financial statements 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 (ICAI) (the "Guidance Note"). These responsibilities include the design, implementation and maintenance of 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 Act including the provisions of the Insurance Act, 1938 as amended by the Insurance Laws (Amendment) Act, 2015 (the "Insurance Act"), the Insurance Regulatory and Development Authority Act, 1999 (the "IRDA Act"), the IRDA Financial Statements Regulations, orders/directions issued by the Insurance Regulatory and Development Authority of India (the "IRDAI") in this regard.

#### **Auditors' Responsibility**

- 3. Our responsibility is to express an opinion on the Company's internal financial controls with reference to financial statements based on our audit. We conducted our audit in accordance with the Guidance Note and the Standards on Auditing, issued by ICAI and deemed to be prescribed under section 143(10) of the Act, to the extent applicable to an audit of internal financial controls. 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 internal financial controls with reference to financial statements was established and maintained and if such controls operated effectively in all material respects.
- 4. Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls with reference to financial statements and their operating effectiveness. Our audit of internal financial controls with reference to financial statements included obtaining an understanding of internal financial controls with reference to 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 auditors' judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

## MSKA & Associates Chartered Accountants

Annexure B to the Independent Auditor's Report of even date to the members of Aviva Life Insurance Company India Limited on the financial statements for the year ended March 31, 2020

5. 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 with reference to financial statements.

#### Meaning of Internal Financial Controls With reference to Financial Statements

6. A Company's internal financial control with reference to 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 with reference to 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 authorizations 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 With reference to financial statements

7. Because of the inherent limitations of internal financial controls with reference to 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 with reference to financial statements to future periods are subject to the risk that the internal financial control with reference to financial statements may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

#### **Opinion**

8. In our opinion, to the best of our information and according to the explanation given to us, the Company has, in all material respects, internal financial controls with reference to financial statements and such internal financial controls with reference to financial statements were operating effectively as at March 31, 2020, based on the internal control with reference to financial statements criteria established by the Company considering the essential components of internal control stated in the Guidance Note.

## Walker Chandiok & Co LLP Chartered Accountants

## MSKA & Associates Chartered Accountants

Annexure B to the Independent Auditor's Report of even date to the members of Aviva Life Insurance Company India Limited on the financial statements for the year ended March 31, 2020

#### Other Matters

9. The actuarial valuation of liabilities for life policies in force and for policies where premium has been discontinued but liability exists as at March 31, 2020 is the responsibility of the actuary appointed by the Company (the "Appointed Actuary"). Such liabilities have been duly 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 IRDAI and Actuarial Practice Standards issued by the Institute of Actuaries of India in concurrence with the IRDAI. Accordingly, we have relied upon the Appointed Actuary's certificate in this regard for forming our opinion on the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists, as contained in the accompanying financial statements of the Company for the year ended March 31, 2020. Accordingly, our opinion on the internal financial controls with reference to financial statements, does not include reporting on the adequacy and operating effectiveness of the internal controls over the valuation and accuracy of the aforesaid actuarial liabilities.

For Walker Chandiok & Co LLP Chartered Accountants Firm Registration No. 001076N/ N500013

Lalit Kumar Partner Membership No. 095256 UDIN: 20095256AAAACD5960

Place: Noida Date: July 22, 2020 For **MSKA & Associates** Chartered Accountants Firm Registration No. 105047W

**Deepak Rao**Partner
Membership No. 113292
UDIN: 20113292AAAALX6589

Place: Bengaluru Date: July 22, 2020 Walker Chandiok & Co LLP Chartered Accountants 7<sup>th</sup> Floor, Plot No 19A, Sector 16A Noida, Uttar Pradesh – 201301 MSKA & Associates Chartered Accountants The Ruby-Level 9 NW Wing, Senapati Bapat Marg, Dadar, Mumbai Maharashtra - 400028

Independent Auditor's Certificate referred to paragraph 12 under 'Report on Other Legal and Regulatory Requirements' forming part of the Independent Auditor's Report dated July 22, 2020.

To The Members of

Aviva Life Insurance Company India Limited

- 1. This certificate is issued in accordance with the terms of our engagement letter dated September 20, 2019 with Aviva Life Insurance Company India Limited (the "Company").
- 2. This certificate is issued to comply with the provisions of paragraphs 3 and 4 of Schedule C read with regulation 3 of the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations 2002, (the 'IRDA Financial Statements Regulations').

#### Management's responsibility

3. The Company's Board of Directors is responsible for complying with the provisions of the Insurance Act, 1938 as amended by the Insurance Laws (Amendment) Act 2015 (the "Insurance Act"), the Insurance Regulatory and Development Authority Act, 1999 (the "IRDA Act"), the IRDA Financial Statements Regulations, orders/directions/circulars issued by the Insurance Regulatory and Development Authority of India (the "IRDAI") which includes the preparation and maintenance of books of accounts and the Management Report. This includes collecting, collating and validating data and designing, implementing and monitoring of internal controls suitable for ensuring the aforesaid and applying an appropriate basis of preparation that are reasonable in the circumstances and providing all relevant information to the IRDAI.

#### Auditors' responsibility

- 4. Pursuant to the requirements of the IRDA Financial Statements Regulations, it is our responsibility to obtain reasonable assurance and form an opinion based on our audit and examination of books of accounts and other records maintained by the Company as to whether the Company has complied with the matters contained in paragraphs 3 and 4 of Schedule C read with Regulation 3 of IRDA Financial Statements Regulations as of and for the year ended March 31, 2020.
- 5. We have audited the financial statements of the Company as of and for the financial year ended March 31, 2020, on which we issued an unmodified audit opinion vide our reports dated July 22, 2020. Our audits of these financial statements were conducted in accordance with the Standards on Auditing as prescribed under Section 143(10) of the Companies Act, 2013 and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of India. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. Our audits were not planned and performed in connection with any transactions to identify matters that may be of potential interest to third parties.

- 6. We conducted our examination in accordance with the Guidance Note on Reports or Certificates for Special Purposes (Revised 2016) (the 'Guidance Note') issued by the ICAI. The Guidance Note requires that we comply with the independence and other ethical requirements of the Code of Ethics issued by the ICAI.
- 7. We have complied with the relevant applicable requirements of the Standard on Quality Control ('SQC') 1, Quality Control for Firms that Perform Audits and Reviews of Historical Financial Information, and Other Assurance and Related Services Engagements.

#### **Opinion**

- 8. In accordance with 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 the Company for the year ended March 31, 2020, we certify that:
  - a. We have reviewed the attached Management Report to the financial statements for year ended March 31, 2020, and on the basis of our review, we have not found any apparent mistake or material inconsistencies in the Management Report read with the financial statements;
  - b. Based on management representations and compliance certificates submitted to the Board of Directors by the officers of the Company charged with compliance and the same being noted by the Board, nothing has come to our attention that causes us to believe that the Company has not complied with the terms and conditions of registration as stipulated by the IRDAI;
  - c. Due to lock-down imposed by the Government of India from March 25, 2020 till May 3, 2020 on account of COVID-19 pandemic, we could not verify cash balances and cheques in hand available at branches as at March 31, 2020. We validated the same from certificates/ confirmations received from custodian/ management and subsequent period bank statement on sample basis. Further, securities relating to the Company's loans and investments were verified as at March 31, 2020, from the certificates/ confirmations received from the Custodian and/ or Depository Participants appointed by the Company, as the case may be. As at March 31, 2020, the Company does not have reversions and life interests;
  - d. Based on management representation, the Company is not a trustee of any trust; and
  - e. No part of the assets of the Policyholders' Funds has been directly or indirectly applied in contravention to the provisions of the Insurance Act relating to the application and investments of the Policyholders' Funds.

#### **Restriction on Use**

9. This certificate is issued at the request of the Company solely for use of the Company for inclusion in the annual accounts in order to comply with the provisions of paragraph 3 and 4 of Schedule C, read with regulation 3 of the IRDA Financial Statements Regulations and is not intended to be and should not be used for any other purpose without our prior consent. Accordingly, we do not accept or assume any liability or any duty of care for any other purpose.

For Walker Chandiok & Co. LLP Chartered Accountants

ICAI Firm Registration No: 001076N/N500013

For MSKA & Associates Chartered Accountants ICAI Firm Registration No:105047W

**Lalit Kumar** 

Partner

Membership No: 095256 UDIN: 20095256AAAACE1146

Place: Noida

Date: July 22, 2020

Deepak Rao

Partner

Membership No: 113292 UDIN: 20113292AAAALZ1816

Place: Bengaluru Date: July 22, 2020



REVENUE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2020

Policyholders' Account (Technical Account)

| Particulars   | Schedule | For the year ended<br>March 31, 2020 | For the year ended<br>March 31, 2019 |
|---|----------|--------------------------------------|--------------------------------------|
|   |          | (Rs. '000)                           | (Rs. '000)                           |
| Premiums earned (Net)   |          |                                      |                                      |
| (a) Premium   | 1        | 11,936,374                           | 12,649,372                           |
| (b) Reinsurance ceded   |          | (585,898)                            | (549,992)                            |
| (c) Reinsurance accepted  |          | -                                    | -                                    |
| Sub Total   |          | 11,350,476                           | 12,099,380                           |
| Income from Investments   |          |                                      |                                      |
| (a) Interest, Dividends and Rent (Gross)  |          | 5,676,883                            | 5,442,805                            |
| (b) Profit on sale/redemption of investments  |          | 3,256,147                            | 4,288,949                            |
| (c) (Loss) on sale/ redemption of investments                                       |          | (1,541,080)                          | (1,971,277)                          |
| (d) Transfer/Gain on revaluation/change in fair value                               |          | (7,747,323)                          | 30,194                               |
| (e) Appropriation/Expropriation Adjustment account                                  |          | -                                    |                                      |
| Sub Total   |          | (355,373)                            | 7,790,671                            |
| Other Income  |          |                                      |                                      |
| (a) Other Income (Refer note 15 and 16 of Schedule 16)                              |          | 53,689                               | 424,941                              |
| (b) Transfer from Shareholders' Account on account of extra mortality/other charges |          | 10,814                               | 12,529                               |
| (c) Contribution from the Shareholders' Account                                     |          | 753,904                              | 102,139                              |
| TOTAL (A)   |          | 11,813,510                           | 20,429,660                           |
| Commission Expenses   | 2        | 237,257                              | 235,303                              |
| Goods and Service Tax /Service Tax on Linked Charges                                |          | 146,274                              | 165,353                              |
| Operating Expenses related to Insurance Business                                    | 3        | 2,342,591                            | 2,387,573                            |
| Provision for Doubtful Advances (Refer note 16 of Schedule 16)                      |          | (144,480)                            | 153,202                              |
| Bad debts written off   |          | -                                    | -                                    |
| Provision for Tax   |          | -                                    | -                                    |
| Provisions (other than taxation)  |          |                                      |                                      |
| (a) For diminution in the value of investments (Net)                                |          | 289,787                              | -                                    |
| (b) Others  |          | -                                    | -                                    |
| TOTAL (B)   |          | 2,871,429                            | 2,941,431                            |
| Benefits Paid (Net)   | 4        | 10,903,826                           | 11,817,416                           |
| Bonuses Paid  |          | 11,595                               | 40,192                               |
| Change in valuation of liability in respect of life policies                        |          |                                      |                                      |
| (a) Gross   |          | (1,983,916)                          | 4,339,988                            |
| (b) Amount ceded in Reinsurance   |          | (286,554)                            | 158,560                              |
| (c) Amount accepted in Reinsurance  |          | -                                    | -                                    |
| (d) Reserve for discontinued policies   |          | (145,203)                            | (146,061)                            |
| Total (C)   |          | 8,499,748                            | 16,210,095                           |
| TOTAL (B+C)   |          | 11,371,177                           | 19,151,526                           |
| SURPLUS/(DEFICIT) (D)=(A)-(B)-(C)   |          | 442,333                              | 1,278,134                            |
| APPROPRIATIONS  |          |                                      |                                      |
| Transfer to Shareholders' Account   |          | 401,994                              | 1,218,037                            |
| Transfer to Other Reserves  |          | -                                    | -                                    |
| Balance being Funds for Future Appropriations                                       |          | 40.220                               | -                                    |
| TOTAL (D)   |          | 40,339<br>442,333                    | 60,097<br>1,278,134                  |
| The break up of Total surplus is as under:  |          | 442,000                              | 1,270,134                            |
| ·   |          | 11 505                               | 40.403                               |
| (a) Bonuses Paid  (b) Allocation of Bonus to policyholdors                          |          | 11,595                               | 40,192                               |
| (b) Allocation of Bonus to policyholders  |          | 48,036                               | 48,697                               |
| (c) Surplus shown in the Revenue Account  |          | 442,333<br>501,964                   | 1,278,134<br>1,367,023               |
| (d) Total Surplus: ((a)+(b)+(c)):   |          | 301,304                              | 1,367,023                            |

Significant Accounting Policies and Notes to the Accounts

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We certify that all Expenses of Management (EOM) in respect of life insurance business transacted in India, by the Company, have been fully debited to the Policyholders' Revenue Account as expenses, unless specifically instructed by IRDAI to do otherwise.

The Schedule referred to herein form an integral part of the Policyholders' Account.

As per our report of even date attached.

For MSKA & ASSOCIATES Chartered Accountants Firm Registration No. 105047W For Walker Chandiok & Co LLP Chartered Accountants Firm Registration No 001076N/N500013 Aviva Life Insurance Company India Limited CIN U66010DL2000PLC107880 For and on behalf of the Board of Directors

**Deepak Rao** Partner Membership No. 113292 Place : Bengaluru

Date : July 22, 2020

**Lalit Kumar** Partner

Membership No. 095256

Place : Noida

Mohit Burman Chairman DIN 00021963 Place : London

PD Narang Director DIN 00021581 Place : Delhi

**Nilesh Karia** Chief Financial Officer Place : Delhi

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Trevor Bull Managing Director & Chief Executive Officer DIN 00050834 Place : Delhi

Chetan Singh Director DIN 08532370 Place : London

Anuj Arora Company Secretary Membership No. A28442 Place : Gurugram

Date : July 22, 2020



#### PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED MARCH 31, 2020

Shareholders' Account (Non-technical Account)

| Particulars   | Schedule   | For the year ended<br>March 31, 2020 | For the year ended<br>March 31, 2019 |
|---|------------|--------------------------------------|--------------------------------------|
|   |            | (Rs. '000)                           | (Rs. '000)                           |
| Amount transferred from Policyholders' Account (Technical Account)                        |            | 401,994                              | 1,218,037                            |
| Income From Investments   |            |                                      |                                      |
| (a) Interest, Dividends and Rent (Gross)  |            | 502,141                              | 501,521                              |
| (b) Profit on sale/redemption of investments (c) (Loss) on sale/redemption of investments |            | 9,241                                | 34,612                               |
| Other Income  |            | (8,801)                              | (21,735)                             |
| TOTAL (A)   |            | 904,575                              | 1,732,435                            |
| Expenses other than those directly related to insurance business                          | 3A         | 612,102                              | 1,098,413                            |
| Bad debts written off   | <b>3</b> A | -                                    | -                                    |
| Provisions (Other than taxation)  |            |                                      |                                      |
| (a) For diminution in the value of investments (net)                                      |            | 31,674                               | =                                    |
| (b) Provision for doubtful debts  |            | -                                    | -                                    |
| (c) Others  |            | -                                    | -                                    |
| Contribution to the Policyholders' Account (Technical Account)  TOTAL (B)                 |            | 753,904<br><b>1,397,680</b>          | 102,139<br>1,200,552                 |
| TOTAL (b)   |            | 1,337,000                            | 1,200,332                            |
| (Loss)/Profit before tax  |            | (493,105)                            | 531,883                              |
| Provision for Taxation  |            | -                                    | -                                    |
| (Loss)/Profit after tax   |            | (493,105)                            | 531,883                              |
| APPROPRIATIONS  |            |                                      |                                      |
| (a) Balance at the beginning of the year  |            | (12,973,568)                         | (13,505,451)                         |
| (b) Interim dividends paid during the year  |            | -                                    | -                                    |
| (c) Proposed final dividend   |            | -                                    | -                                    |
| (d) Dividend distribution on tax  |            | -                                    | -                                    |
| (e) Transfer to reserves/ other accounts  |            | (13,466,673)                         | (12,973,568)                         |
| Loss carried forward to the Balance Sheet   |            | (13,466,673)                         | (12,973,508)                         |
| (Loss) / Earnings per equity share  |            | ( In Rs.)                            | ( In Rs.)                            |
| Basic and diluted (loss) / earnings per equity share (Face value of Rs. 10 per share      | e)         | (0.25)                               | 0.27                                 |
| Significant Accounting Policies and Notes to the Accounts                                 | 16         |                                      |                                      |

The Schedule referred to herein form an integral part of the Shareholder's account.

As per our report of even date attached.

For MSKA & ASSOCIATES Chartered Accountants

Firm Registration No. 105047W

**Deepak Rao** Partner Membership No. 113292 Place : Bengaluru

Date: July 22, 2020

For Walker Chandiok & Co LLP Chartered Accountants

Firm Registration No 001076N/N500013

Lalit Kumar Partner

Membership No. 095256

Place : Noida

Aviva Life Insurance Company India Limited CIN U66010DL2000PLC107880

For and on behalf of the Board of Directors

Mohit Burman Chairman DIN 00021963 Place : London

PD Narang Director DIN 00021581 Place : Delhi

**Nilesh Karia** Chief Financial Officer Place : Delhi

Date : July 22, 2020

Trevor Bull Managing Director & Chief Executive Officer DIN 00050834 Place : Delhi

Chetan Singh Director DIN 08532370 Place : London

Anuj Arora Company Secretary Membership No. A28442 Place : Gurugram



| NVESTMENTS Shareholders' Policyholders' 8A Assets held to cover linked liabilites BB LOANS 9 FIXED ASSETS 10 CURRENT ASSETS Cash and Bank Balance Advances And Other Assets 12   | March 31, 2020 (Rs. 000)  20,049,000 - (76,757)  19,972,243 - ((554,742)  255,362 15,015 3 198,823 12,077 54,092,419 1,664,829 395,631 890,753 467,617 143,386 114,686 - 482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083 84,865,484 | 20,039,999<br>(69,081<br>301,50<br>15,24<br>150,86<br>12,95<br>45,815,33<br>1,591,38<br>627,27<br>405,05<br>392,68<br>160,56<br>99,35<br>473,29<br>34,80<br>28,953,33<br>3,670,59<br>3,707,30<br>1,424,28 |
|--|---|---|
| HARE CAPITAL SERRYES AND SURPLUS REDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  Sub-Total  OUCY HOLDERS' FUNDS: REDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  OULCY HOLDERS' FUNDS: REDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  OULCY LIABILITIES  Linked - Individual - Life - Non Participating Linked - Group - Life - Non Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Annuity - Non Participating Non Linked - Annuity - Non Participating Non Linked - Non Participating Non Linked - Non Participating Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Life - Non Participating Linked - Group - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Group - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Life - Non Participating Linked - Lif | 20,049,000  | 20,049,00 (9,00 20,039,99 (69,08 301,5( 15,24 150,8( 12,9) 45,815,33 1,591,31 627,2; 405,00 392,64 160,56 99,31 473,25 34,88 28,953,35 3,670,36 3,707,36  |
| HARE CAPITAL ESERVES AND SURPLUS (REDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  Sub-Total  ORROWINGS OLICYHOLDERS' FUNDS: REDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  OLICY LIABILITIES Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Pension - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Forup - Pension - Non Participating Non Linked - Variable group Non Linked - Non Participating Non Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Individual - Pension -  | (76,757)  19,972,243  (554,742)  255,362 15,015 3 198,823 12,077 54,092,419 1,664,829 395,631 890,753 467,617 143,386 114,686  -  482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083   | (9,00) 20,039,99 (69,08) (69,08) 301,50 15,24 150,86 12,99 45,815,33 1,591,38 627,27 405,09 392,66 160,56 99,35 473,25 34,80 28,953,3 3,670,53 3,707,33   |
| ESERVES AND SURPLUS  REDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  ORROWINGS  OLICYHOLDERS' FUNDS:  REDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  OLICY LIABILITIES  Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Annuity - Non Participating Non Linked - Annuity - Non Participating Non Linked - Annuity - Non Participating Non Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non | (76,757)  19,972,243  (554,742)  255,362 15,015 3 198,823 12,077 54,092,419 1,664,829 395,631 890,753 467,617 143,386 114,686  -  482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083   | (9,00) 20,039,99 (69,08) (69,08) 301,50 15,24 150,86 12,99 45,815,33 1,591,38 627,27 405,09 392,66 160,56 99,35 473,25 34,80 28,953,3 3,670,53 3,707,33   |
| CREDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  Sub-Total  SUD-Total  SU | 19,972,243  - (554,742)  255,362 15,015 3 198,823 12,077 54,092,419 1,664,829 395,631 890,753 467,617 143,386 114,686 - 482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083   | 301,50<br>15,24<br>150,86<br>12,95<br>45,815,33<br>1,591,38<br>627,77<br>405,05<br>392,68<br>160,56<br>99,35<br>473,29<br>34,80<br>28,953,39<br>3,670,59<br>3,707,30                                      |
| ADDRROWINGS POLICYHOLDERS' FUNDS: PREDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  POLICY LIABILITIES  Linked - Individual - Life - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Pension - Participating Non Linked - Individual - Pension - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Annuity - Non Participating Non Linked - Annuity - Non Participating Non Linked - Annuity - Non Participating Non Linked - Halinked - Foroup - Pension - Non Participating Non Linked - Individual - Life - Participating Linked - Individual - Pension - Participating Linked - Individual - Life - Non Participating Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Foroup - Life - Non Participating Linked - Foroup - Life - Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Life- Participating Linked - Individual - Pension - Non Participating Linked - Individual - Life- Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Life- Non Participating Linked - Individual  | (554,742)  255,362 15,015 3 198,823 12,077 54,092,419 1,664,829 395,631 890,753 467,617 143,386 114,686 - 482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083   | (69,088<br>301,50<br>15,24<br>15,95<br>45,815,33<br>1,591,38<br>627,27<br>405,05<br>392,68<br>160,56<br>99,35<br>473,29<br>34,80<br>28,953,39<br>3,670,59<br>3,707,30                                     |
| POLICYHOLDERS' FUNDS: PREDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  POLICY LIABILITIES  Linked - Individual - Life - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Pension - Participating Non Linked - Individual - Pension - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Annuity - Non Participating Non Linked - Annuity - Non Participating Non Linked - Variable group Non Linked - Halvidual - Life - Non Participating Non Linked - Individual - Life - Participating Linked - Individual - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Linked - Policipating Discontinued Policies Fund - Non payment of premium  Sub-Total  **UNDS FOR FUTURE APPROPRIATIONS** Inked Par ('000) - Rs. 723,183 (PY 690,403) Non linked Par ('000) - Rs. 28,985 (PY 21,426)  **TOTAL**  **APPLICATION OF FUNDS**  NVESTMENTS Shareholders' Shareh | 255,362<br>15,015<br>3<br>198,823<br>12,077<br>54,092,419<br>1,664,829<br>395,631<br>890,753<br>467,617<br>143,386<br>114,686<br>   | 301,50<br>15,24<br>150,86<br>12,95<br>45,815,33<br>1,591,38<br>627,77<br>405,05<br>392,68<br>160,56<br>99,35<br>473,29<br>34,80<br>28,953,39<br>3,670,59<br>3,707,30                                      |
| CREDIT/[DEBIT] FAIR VALUE CHANGE ACCOUNT  COLICY LIABILITIES  Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Pension - Participating Non Linked - Individual - Pension - Non Participating Non Linked - Individual - Life - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Variable group Non Linked - Hall Non Participating Non Linked - Individual - Life - Participating Linked - Individual - Life - Participating Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Forup - Life - Non Participating Linked - Forup - Life - Non Participating Linked - Policies Fund - Non payment of premium  Sub-Total  CUNDS FOR FUTURE APPROPRIATIONS Inked Par ('000)- Rs. 723,183 (PY 690,403) Non linked Par ('000)- Rs. 28,985 (PY 21,426)  TOTAL  APPLICATION OF FUNDS  NVESTMENTS Shareholders'  8 A Assets held to cover linked liabilites  OANS  9 OICHER ASSETS  10 Cash and Bank Balance Advances And Other Assets   | 255,362<br>15,015<br>3<br>198,823<br>12,077<br>54,092,419<br>1,664,829<br>395,631<br>890,753<br>467,617<br>143,386<br>114,686<br>   | 1,591,38<br>627,27<br>405,05<br>392,68<br>160,56<br>99,35<br>473,29<br>34,80<br>28,953,39<br>3,670,59<br>3,707,30   |
| COLICY LIABILITIES  Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Pension - Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Pension - Participating Non Linked - Individual - Pension - Non Participating Non Linked - Individual - Pension - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Annuity - Non Participating Non Linked - Variable group Non Linked - Halth Non Participating Non Linked - Individual - Pension - Participating Linked - Individual - Life - Participating Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium  Sub-Total  UNDS FOR FUTURE APPROPRIATIONS inked Par ('000) - Rs. 28,985 (PY 21,426)  TOTAL  APPLICATION OF FUNDS  NVESTMENTS Shareholders' Policyholders' Repolicyholders' Repo | 255,362<br>15,015<br>3<br>198,823<br>12,077<br>54,092,419<br>1,664,829<br>395,631<br>890,753<br>467,617<br>143,386<br>114,686<br>   | 301,50<br>15,24<br>150,86<br>12,95<br>45,815,33<br>1,591,38<br>627,77<br>405,05<br>392,68<br>160,56<br>99,35<br>473,29<br>34,80<br>28,953,33<br>3,670,59<br>3,707,30                                      |
| Linked - Individual - Pension - Non Participating Linked - Individual - Pension - Non Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Pension - Participating Non Linked - Individual - Pension - Non Participating Non Linked - Individual - Pension - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Variable group Non Linked - Variable group Non Linked - Variable group Non Linked - Individual - Life - Participating NSURANCE RESERVES ROVISION FOR LINKED LIABILITIES Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Individual - Life - Non Participating  | 15,015 3 198,823 12,077 54,092,419 1,664,829 395,631 890,753 467,617 143,386 114,686 - 482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083  | 15,24 150,86 12,95 45,815,33 1,591,38 627,27 405,05 392,68 160,56 99,35 473,29 34,80 28,953,33 3,670,59 3,707,30 1,424,28   |
| Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Pension - Participating Non Linked - Individual - Pension - Participating Non Linked - Individual - Pension - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Annuity - Non Participating Non Linked - Variable group Non Linked - Wariable group Non Linked - Halth Non Participating Non Linked - Individual - Life - Participating Linked - Individual - Life - Participating Linked - Individual - Pension - Participating Linked - Individual - Pension - Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Linked - Individual - Pension - Non Payment of premium  Sub-Total  UNDS FOR FUTURE APPROPRIATIONS inked Par ('000) - Rs. 28,985 (PY 21,426)  TOTAL  INDICATION OF FUNDS  NYESTMENTS Shareholders' 8 Policyholders' 8 Policyho | 15,015 3 198,823 12,077 54,092,419 1,664,829 395,631 890,753 467,617 143,386 114,686 - 482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083  | 15,24 150,86 12,95 45,815,33 1,591,38 627,27 405,05 392,68 160,56 99,35 473,29 34,80 28,953,33 3,670,59 3,707,30 1,424,28   |
| Linked - Group - Life - Non Participating Non Linked - Individual - Life - Participating Non Linked - Individual - Pension - Participating Non Linked - Individual - Life - Non Participating Non Linked - Individual - Pension - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Annuity - Non Participating Non Linked - Annuity - Non Participating Non Linked - Variable group Non Linked - Variable group Non Linked - Individual - Pension - Non Participating SURANCE RESERVES ROVISION FOR LINKED LIABILITIES Linked - Individual - Life - Participating Linked - Individual - Life - Non Participating Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium  Sub-Total  UNDS FOR FUTURE APPROPRIATIONS Inked Par ('000) - Rs. 723, 183 (PY 690,403) Non linked Par ('000) - Rs. 28,985 (PY 21,426)  TOTAL  PPLICATION OF FUNDS  VESTMENTS Shareholders' Shareho | 3 198,823 12,077 54,092,419 1,664,829 395,631 890,753 467,617 143,386 114,686  482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083  | 150,86<br>12,95<br>45,815,33<br>1,591,38<br>627,77<br>405,05<br>392,68<br>160,56<br>99,35<br>473,29<br>34,80<br>28,953,33<br>3,670,59<br>3,707,30<br>1,424,28   |
| Non Linked - Individual - Life - Participating Non Linked - Individual - Pension - Participating Non Linked - Individual - Pension - Non Participating Non Linked - Individual - Pension - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Annuity - Non Participating Non Linked - Annuity - Non Participating Non Linked - Variable group Non Linked Health Non Participating Non Linked - Holividual - Pension - Non Participating NSURANCE RESERVES ROVISION FOR LINKED LIABILITIES Linked - Individual - Life - Participating Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Non Participating Linked - Individual - Pension - Non Participating Linked - Individu | 198,823<br>12,077<br>54,092,419<br>1,664,829<br>395,631<br>890,753<br>467,617<br>143,386<br>114,686<br>   | 150,86<br>12,95<br>45,815,33<br>1,591,33<br>627,27<br>405,05<br>392,66<br>160,56<br>99,35<br>473,25<br>34,80<br>28,953,3<br>3,670,55<br>3,707,30  |
| Non Linked - Individual - Life - Non Participating Non Linked - Individual - Pension - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Annuity - Non Participating Non Linked - Variable group Non Linked - Wariable group Non Linked - Health Non Participating Non Linked - Health Non Participating Non Linked - Individual - Life - Participating Linked - Individual - Life - Participating Linked - Individual - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Individual - Pension - Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium Sub-Total  UNDS FOR FUTURE APPROPRIATIONS inked Par ('000) - Rs. 28,985 (PY 21,426)  TOTAL  INDICATION OF FUNDS  VESTMENTS Shareholders' 8 Policyholders' 8 Policyholders' 8 Policyholders' 8 Policyholders' 9 IXED ASSETS 10  URRENT ASSETS 10  URRENT ASSETS 12  Cash and Bank Balance 11 Advances And Other Assets   | 54,092,419 1,664,829 395,631 890,753 467,617 143,386 114,686 - 482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083  | 45,815,33<br>1,591,38<br>627,27<br>405,05<br>392,68<br>160,56<br>99,35<br>473,29<br>34,80<br>28,953,33<br>3,670,59<br>3,707,30<br>1,424,28  |
| Non Linked - Individual - Pension - Non Participating Non Linked - Group - Life - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Annuity - Non Participating Non Linked - Variable group Non Linked - Variable group Non Linked - Non Participating NSURANCE RESERVES ROVISION FOR LINKED LIABILITIES Linked - Individual - Life - Participating Linked - Individual - Life - Non Participating Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium  Sub-Total  UNDS FOR FUTURE APPROPRIATIONS inked Par ('000)- Rs. 723,183 (PY 690,403) Non linked Par ('000) - Rs. 28,985 (PY 21,426)  TOTAL  APPLICATION OF FUNDS  NVESTMENTS Shareholders' Spolicyholders' Spolicyho | 1,664,829<br>395,631<br>890,753<br>467,617<br>143,386<br>114,686<br>-<br>482,592<br>31,611<br>20,087,352<br>2,492,077<br>2,796,910<br>1,279,083   | 34,80<br>28,953,39<br>3,670,59<br>3,707,30<br>1,424,28  |
| Non Linked - Group - Life - Non Participating Non Linked - Group - Pension - Non Participating Non Linked - Annuity - Non Participating Non Linked - Variable group Non Linked Health Non Participating NSURANCE RESERVES ROVISION FOR LINKED LIABILITIES Linked - Individual - Life - Participating Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Individual - Non Participating Linked - Individual - Pension - Participating Linked - Individual - Pensi | 395,631<br>890,753<br>467,617<br>143,386<br>114,686<br>-<br>482,592<br>31,611<br>20,087,352<br>2,492,077<br>2,796,910<br>1,279,083  | 627,27<br>405,05<br>392,68<br>160,56<br>99,35<br>473,29<br>34,86<br>28,953,39<br>3,670,59<br>3,707,30<br>1,424,28   |
| Non Linked - Group - Pension - Non Participating Non Linked - Annuity - Non Participating Non Linked - Variable group Non Linked Health Non Participating NSURANCE RESERVES ROVISION FOR LINKED LIABILITIES Linked - Individual - Life- Participating Linked - Individual - Life- Participating Linked - Individual - Pension - Participating Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium Sub-Total  UNDS FOR FUTURE APPROPRIATIONS inked Par ('000)- Rs. 723,183 (PY 690,403) Non linked Par ('000)- Rs. 28,985 (PY 21,426)  TOTAL  INPLICATION OF FUNDS  NVESTMENTS Shareholders' Share | 890,753 467,617 143,386 114,686 - 482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083   | 405,05<br>392,68<br>160,56<br>99,35<br>473,29<br>34,80<br>28,953,39<br>3,670,59<br>3,707,30<br>1,424,28   |
| Non Linked - Annuity - Non Participating Non Linked - Variable group Non Linked Health Non Participating NSURANCE RESERVES ROVISION FOR LINKED LIABILITIES Linked - Individual - Life - Participating Linked - Individual - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Group - Life - Non Participating Linked - Individual - Life - Individual - Life - Individual - Li | 467,617 143,386 114,686 - 482,592 31,611 20,087,352 2,492,077 2,796,910 1,279,083   | 392,68<br>160,56<br>99,35<br>473,29<br>34,80<br>28,953,33<br>3,670,59<br>3,707,30<br>1,424,28   |
| Non Linked - Variable group Non Linked Health Non Participating  NSURANCE RESERVES ROVISION FOR LINKED LIABILITIES Linked - Individual - Life - Participating Linked - Individual - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium  Sub-Total  UNDS FOR FUTURE APPROPRIATIONS Inked Par ('000) - Rs. 723,183 (PY 690,403) Non linked Par ('000) - Rs. 28,985 (PY 21,426)  TOTAL  INPLICATION OF FUNDS  NYESTMENTS Shareholders' Spalicyholders' Spalicyholder | 143,386<br>114,686<br>-<br>482,592<br>31,611<br>20,087,352<br>2,492,077<br>2,796,910<br>1,279,083   | 160,56<br>99,35<br>473,29<br>34,80<br>28,953,39<br>3,670,59<br>3,707,30<br>1,424,28   |
| Non Linked Health Non Participating  NSURANCE RESERVES ROVISION FOR LINKED LIABILITIES Linked - Individual - Life- Participating Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Pension - Non Participating Linked - Individual - Life - Individual - Life - Individual - Individual - Individual - Individual - Individual - Individual - Indi | 114,686<br>-<br>482,592<br>31,611<br>20,087,352<br>2,492,077<br>2,796,910<br>1,279,083  | 99,35<br>473,29<br>34,80<br>28,953,39<br>3,670,59<br>3,707,30<br>1,424,28   |
| ROVISION FOR LINKED LIABILITIES  Linked - Individual - Life - Participating Linked - Individual - Pension - Participating Linked - Individual - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Individual - Life - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium  Sub-Total  UNDS FOR FUTURE APPROPRIATIONS inked Par ('000)- Rs. 723,183 (PY 690,403) Non linked Par ('000) -Rs. 28,985 (PY 21,426)  TOTAL  APPLICATION OF FUNDS  NVESTMENTS Shareholders' Shar | 31,611<br>20,087,352<br>2,492,077<br>2,796,910<br>1,279,083   | 34,80<br>28,953,39<br>3,670,59<br>3,707,30<br>1,424,28  |
| Linked - Individual - Life- Participating Linked - Individual - Pension - Participating Linked - Individual - Pension - Non Participating Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium  Sub-Total  **CUNDS FOR FUTURE APPROPRIATIONS Inked Par ('000) - Rs. 723,183 (PY 690,403) Non linked Par ('000) - Rs. 28,985 (PY 21,426)  **TOTAL**  **APPLICATION OF FUNDS**  NVESTMENTS** Shareholders'** **Policyholders'** **Policyholders'* **SA** Policyholders'* **SA** **Policyholders'* **SA** **Policyholders'* **SA** **Policyholders'* **SA** **Policyholders'* **SA** **CONNS** **Policyholders' **SA** **SA** **SA** **CONNS** **Policyholders' **SA** **SA** **SA** **SA** **SA** **SA** **CONNS** **Policyholders' **SA** **S | 31,611<br>20,087,352<br>2,492,077<br>2,796,910<br>1,279,083   |   |
| Linked - Individual - Pension - Participating Linked - Individual - Life - Non Participating Linked - Group - Life - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium  Sub-Total  UNDS FOR FUTURE APPROPRIATIONS inked Par ('000)- Rs. 723,183 (PY 690,403) Non linked Par ('000) - Rs. 28,985 (PY 21,426)  TOTAL  APPLICATION OF FUNDS  NVESTMENTS Shareholders' Shareholders' Shareholders' Shareholders' Sets held to cover linked liabilites OANS 9 IXED ASSETS 10 IURRENT ASSETS Cash and Bank Balance 11 Advances And Other Assets  | 31,611<br>20,087,352<br>2,492,077<br>2,796,910<br>1,279,083   | 34,80<br>28,953,39<br>3,670,59<br>3,707,30<br>1,424,28  |
| Linked - Individual - Life - Non Participating Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium  Sub-Total  UNDS FOR FUTURE APPROPRIATIONS inked Par ('000)- Rs. 723,183 (PY 690,403) Non linked Par ('000) - Rs. 28,985 (PY 21,426)  TOTAL  INPLICATION OF FUNDS  INVESTMENTS Shareholders' Shareholders' Spolicyholders' Spol | 20,087,352<br>2,492,077<br>2,796,910<br>1,279,083   | 28,953,39<br>3,670,59<br>3,707,30<br>1,424,28   |
| Linked - Individual - Pension - Non Participating Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium  Sub-Total  UNDS FOR FUTURE APPROPRIATIONS inked Par ('000) - Rs. 723,183 (PY 690,403) Non linked Par ('000) - Rs. 28,985 (PY 21,426)  TOTAL  APPLICATION OF FUNDS  NVESTMENTS Shareholders' Shareholders' Sesets held to cover linked liabilites  OANS  OANS  9  IXED ASSETS  10  CURRENT ASSETS  Cash and Bank Balance Advances And Other Assets  12   | 2,492,077<br>2,796,910<br>1,279,083   | 3,670,59<br>3,707,30<br>1,424,28  |
| Linked - Group - Life - Non Participating Discontinued Policies Fund - Non payment of premium  Sub-Total  FUNDS FOR FUTURE APPROPRIATIONS Linked Par ('000)- Rs. 723,183 (PY 690,403) Non linked Par ('000)- Rs. 28,985 (PY 21,426)  TOTAL  APPLICATION OF FUNDS  NVESTMENTS Shareholders' Shareholders' Policyholders' SAA ASSETS held to cover linked liabilites SBA COANS PSIXED ASSETS DURRENT ASSETS Cash and Bank Balance Advances And Other Assets 12   | 2,796,910<br>1,279,083  | 3,707,30<br>1,424,28  |
| Discontinued Policies Fund - Non payment of premium  Sub-Total  FUNDS FOR FUTURE APPROPRIATIONS Inked Par ('000)- Rs. 723,183 (PY 690,403) Non linked Par ('000)- Rs. 28,985 (PY 21,426)  TOTAL  APPLICATION OF FUNDS  NVESTMENTS Shareholders' Shareholders' Policyholders' 8A Assets held to cover linked liabilites 8B .OANS 9 FIXED ASSETS 10  CURRENT ASSETS Cash and Bank Balance Advances And Other Assets 12   | 1,279,083   | 1,424,28  |
| Sub-Total  FUNDS FOR FUTURE APPROPRIATIONS Linked Par ('000) - Rs. 28,985 (PY 21,426)  TOTAL  APPLICATION OF FUNDS  NVESTMENTS Shareholders' Policyholders' 8A Assets held to cover linked liabilites 8B LOANS 9 FIXED ASSETS 10  CURRENT ASSETS Cash and Bank Balance Advances And Other Assets 12  |   | 87,766,81   |
| TOTAL  |   |   |
| TOTAL  APPLICATION OF FUNDS INVESTMENTS Shareholders' Policyholders' Policyholders' 8A Assets held to cover linked liabilites 8B LOANS 9 FIXED ASSETS 10 CURRENT ASSETS Cash and Bank Balance Advances And Other Assets 12   |   |   |
| APPLICATION OF FUNDS  NVESTMENTS Shareholders' Policyholders' Policyholders' 8A Assets held to cover linked liabilites 8B .OANS 9 EIXED ASSETS 10 CURRENT ASSETS Cash and Bank Balance Advances And Other Assets 12  | 752,168<br><b>105,589,895</b>   | 711,829<br>108,518,639  |
| NVESTMENTS         8           Shareholders'         8           Policyholders'         8A           Assets held to cover linked liabilites         8B           .OANS         9           EIXED ASSETS         10           CURRENT ASSETS         12           Cash and Bank Balance         11           Advances And Other Assets         12   | 103,363,633   | 100,510,03.   |
| Shareholders' 8 Policyholders' 8A Assets held to cover linked liabilites 8B .OANS 9 FIXED ASSETS 10 CURRENT ASSETS Cash and Bank Balance 11 Advances And Other Assets 12   |   |   |
| Assets held to cover linked liabilites 88 LOANS 9 FIXED ASSETS 10 CURRENT ASSETS Cash and Bank Balance 11 Advances And Other Assets 12   | 6,606,952   | 6,550,92  |
| COANS         9           FIXED ASSETS         10           CURRENT ASSETS         2           Cash and Bank Balance         11           Advances And Other Assets         12   | 56,428,955  | 48,786,25   |
| EXECUTE ASSETS 10  CURRENT ASSETS  Cash and Bank Balance 11  Advances And Other Assets 12  | 27,892,808  | 38,954,07   |
| EXECUTE ASSETS 10  CURRENT ASSETS  Cash and Bank Balance 11  Advances And Other Assets 12  | -   |   |
| CURRENT ASSETS  Cash and Bank Balance 11 Advances And Other Assets 12  | 124,115   | 117,76  |
| Cash and Bank Balance 11 Advances And Other Assets 12  | 124,113   | 117,70  |
| Advances And Other Assets 12   |   |   |
|  | 697,796   | 969,21  |
| Sub-Total (A)  | 4,785,809<br><b>5.483.605</b>   | 4,682,83<br><b>5,652,04</b>   |
| ,  | 2,132,1333  |   |
| CURRENT LIABILITIES 13   | 4,306,912   | 4,424,98  |
| PROVISIONS 14  | 106,301   | 91,01   |
| Sub-Total (B)  | 4,413,213   | 4,515,99  |
| NET CURRENT ASSETS (C) = (A – B)   | 1,070,392   | 1,136,04  |
| MISCELLANEOUS EXPENDITURE (to the extent not written off or adjusted) 15   | -   |   |
| DEBIT BALANCE IN PROFIT AND LOSS ACCOUNT (Shareholders' Account)   |   | 12,973,56   |
| TOTAL  | 13,466,673  | 108,518,63  |
| ignificant Accounting Policies and Notes to the Accounts 16  | 13,466,673<br>105,589,895   |   |
| The Schedule referred to herein form an integral part of the Balance Sheet.  |   |   |

For MSKA & ASSOCIATES Chartered Accountants Firm Registration No. 105047W For Walker Chandiok & Co LLP Chartered Accountants Firm Registration No 001076N/N500013

**Lalit Kumar** Partner Membership No. 095256 Place : Noida Aviva Life Insurance Company India Limited CIN U66010DL2000PLC107880 For and on behalf of the Board of Directors

 Mohit Burman
 Trevor Bull

 Chairman
 Managing Director &

 DIN 00021963
 Chief Executive Officer

 Place : London
 DIN 00050834

 Place : Delhi

 PD Narang
 Chetan Singh

 PD Narang
 Chetan Singh

 Director
 Director

 DIN 00021581
 DIN 08532370

 Place : Delhi
 Place : London

Nilesh KariaAnuj AroraChief Financial OfficerCompany SecretaryPlace : DelhiMembership No. A28442Place : Gurugram

Date : July 22, 2020

Membership No. 113292 Place : Bengaluru

Deepak Rao

Partner

Date : July 22, 2020



| ECCEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED MARCH 31, 2020   | For the year ended<br>March 31, 2020 | For the year endo<br>March 31, 20 |
|---|--------------------------------------|-----------------------------------|
|   | (Rs. '000)                           | (Rs. '00                          |
| Cash flows from operating activities  |                                      |                                   |
| ash receipts from customers   |                                      |                                   |
| remium receipts   | 12,042,600                           | 12,673,17                         |
| Other Receipts  |                                      |                                   |
| Other charges Sublease Income   | 43,263<br>10,426                     | 414,51<br>10,42                   |
|   | 10,420                               | 10,42                             |
| ash paid towards operating activities<br>einsurance Payments  | (513,606)                            | (564,9                            |
| xpenses   | (3,143,722)                          | (3,721,4                          |
| Claims paid   | (11,177,920)                         | (12,129,1                         |
| Commission paid   | (181,551)                            | (397,08                           |
| Advances and Deposits   | 26,236<br>(1,816)                    | (56,91                            |
| axes/ Untilized tax credit  let cash used in operating activities   | (2,896,090)                          | 52,23<br>(3, <b>719,2</b> 4       |
| Cash flows from investing activities  |                                      |                                   |
| Purchase of Fixed Assets  | (84,823)                             | (59,67                            |
| Proceeds from Sale of Fixed Assets  | 1,145                                | 4,45                              |
| nvestments of Fixed Deposits  | (80,000)                             | (2,50                             |
| nvestments  |                                      |                                   |
| Purchase of Investments   | (93,881,839)                         | (111,101,69                       |
| Proceeds from Sale/redemption of Investments  | 90,422,207                           | 109,216,34                        |
| nterest, dividend and rent received  Let cash from investing activities   | 6,134,100<br><b>2,510,790</b>        | 5,866,23<br><b>3,923,17</b>       |
| II Cash flows from financing activities   |                                      |                                   |
| Proceeds from issuance of share capital   | _                                    | _                                 |
| let cash from financing activities  | -                                    | -                                 |
| let (decrease)/increase in cash and cash equivalent (I+II+III)  | (385,300)                            | 203,93                            |
| Cash and cash equivalent at beginning of the year   | 1,009,025                            | 805,09                            |
| Cash and cash equivalent at the end of the year   | 623,725                              | 1,009,02                          |
| Break up as follows :   |                                      |                                   |
| Components of Cash and Cash Equivalents   |                                      |                                   |
| ash and Bank Balances (Refer to Note 1 below)   | 615,296                              | 966,71                            |
| lank balances - Linked Assets<br>otal   | 8,429<br><b>623,725</b>              | 42,31                             |
| lote 1  | 625,725                              | 1,009,02                          |
| Cash (including cheques, drafts and stamps)   | 8,393                                | 162,82                            |
| lank balances on current accounts   | 378,903                              | 592,18                            |
| ixed Deposits with maturity less than 3 months  | 228,000                              | 211,70                            |
| Cash and Bank Balances  | 615,296                              | 966,71                            |
| Note 2  | C4F 20C                              | 000 =                             |
| ash and Bank Balances (Refer to Note 1 above) ixed Deposits with maturity more than 3 months (Considered as Investing Activity) | 615,296<br>82,500                    | 966,71<br>2,50                    |
| cash and Bank Balances (As per Schedule 11)   | 697,796                              | 2,50<br><b>969,21</b>             |
| he above Receipts and payments account has been prepared as prescribed by Insurance Regulatory and Deve                         |                                      |                                   |

For MSKA & ASSOCIATES Chartered Accountants Firm Registration No. 105047W For Walker Chandiok & Co LLP Chartered Accountants Firm Registration No .001076N/N500013 Aviva Life Insurance Company India Limited CIN U66010DL2000PLC107880 For and on behalf of the Board of Directors

Deepak Rao Partner Membership No. 113292 Place : Bengaluru Date : July 22, 2020 **Lalit Kumar** Partner Membership No. 095256 Place : Noida 
 Mohit Burman
 Trevor Bull

 Chairman
 Managing Director &

 DIN 00021963
 Chief Executive Officer

 Place : London
 DIN 00050834

 Place : Delhi

 PD Narang
 Chetan Singh

 Director
 Director

 PD Narang
 Chetan Singh

 Director
 Director

 DIN 00021581
 DIN 08532370

 Place : Delhi
 Place : London

Nilesh KariaAnuj AroraChief Financial OfficerCompany SecretaryPlace : DelhiMembership No. A28442Place : Gurugram

Date : July 22, 2020



#### SCHEDULE – 1

#### PREMIUM

| Particulars Particulars                                    | For the year ended<br>March 31, 2020 | For the year ended<br>March 31, 2019 |
|--|--------------------------------------|--------------------------------------|
|  | (Rs. '000)                           | (Rs. '000)                           |
| First year premiums<br>Renewal premiums<br>Single premiums | 2,061,827<br>9,760,491<br>114,056    | 2,724,725<br>9,811,214<br>113,433    |
| Total Premium  | 11,936,374                           | 12,649,372                           |
| Premium Income from business written :                     |                                      |                                      |
| In India   | 11,936,374                           | 12,649,372                           |
| Outside India  | <u> </u>                             | -                                    |
| Total Premium  | 11,936,374                           | 12,649,372                           |

#### SCHEDULE- 2

#### COMMISSION EXPENSES

| Particulars   | For the year ended | For the year ended |
|---|--------------------|--------------------|
| Falticulais   | March 31, 2020     | March 31, 2019     |
|   | (Rs. '000)         | (Rs. '000)         |
| Commission Paid (Refer note 15 and 16 of Schedule 16)   |                    |                    |
| Direct - First year premiums                            | 147,404            | 98,940             |
| - Renewal premiums                                      | 74,536             | 106,048            |
| - Single premiums                                       | 10                 | 104                |
| Total   | 221,950            | 205,092            |
|   |                    |                    |
| Add : Commission on Re-insurance Accepted               | -                  | -                  |
| Less : Commission on Re-insurance Ceded                 | -                  | -                  |
| Net Commission (A)                                      | 221,950            | 205,092            |
| Rewards and/or remuneration to agents, brokers or other | 15,307             | 30,211             |
| intermediaries (B)                                      | 15,507             |                    |
| Net Commission (A+B)                                    | 237,257            | 235,303            |
| Commission Expenses                                     |                    |                    |
| Agents  | 127,904            | 197,868            |
| Brokers   | 15,109             | 17,885             |
| Corporate Agency  | 82,434             | (28,974)           |
| Referral fee  | (139)              | (398)              |
| Others (Insurance Marketing Firm)                       | 11,949             | 48,922             |
| <u>Total</u>  | 237,257            | 235,303            |



## OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

| Particulars Particulars  | For the year ended | For the year ended |
|--|--------------------|--------------------|
|  | March 31, 2020     | March 31, 2019     |
|  | (Rs. '000)         | (Rs. '000)         |
| Employees' remuneration and welfare benefits                             | 1,569,563          | 1,768,741          |
| Travel, conveyance and vehicle running expenses                          | 35,908             | 48,519             |
| Training expenses  | 18,038             | 16,105             |
| Rents, Rates and Taxes   | 323,079            | 345,557            |
| Repairs & Office Maintenance   | 122,439            | 120,904            |
| Printing and Stationery  | 13,880             | 33,192             |
| Communication expenses   | 36,274             | 49,886             |
| Legal and Professional charges   | 128,056            | 196,496            |
| Medical fees   | 5,509              | 10,491             |
| Auditors' fees, expenses etc (Refer note 33 of Schedule 16)              | 3,303              | 10, .51            |
| a) as auditor  | 5,614              | 5,697              |
| b) as adviser or in any other capacity, in respect of                    | 5,52               | 2,000              |
| (i) Taxation matters   | -                  | -                  |
| (ii) Insurance matters   | -                  | -                  |
| (iii) Management services; and   | -                  | -                  |
| c) in any other capacity   | 1,110              | 630                |
| Advertisement and publicity  | 244,558            | 275,699            |
| Interest and bank charges  | 18,286             | 27,771             |
| Information technology and related expenses                              | 179,461            | 190,745            |
| Others   | ·                  | ·                  |
| a) Electricity   | 29,671             | 47,599             |
| b) Recruitment   | 22,407             | 15,145             |
| c) Miscellaneous expenses  | 13,969             | 16,458             |
| Depreciation   | 78,409             | 74,883             |
| Goods and Service Tax/Service tax on premium                             | 16,685             | 19,159             |
| Total  | 2,862,916          | 3,263,677          |
| Less: Excess of Expenses of Management transfer to Shareholders' Account | 520,325            | 876,104            |
| Total  | 2,342,591          | 2,387,573          |

## SCHEDULE – 3A

## EXPENSES OTHER THAN THOSE DIRECTLY RELATED TO INSURANCE BUSINESS

| Particulars  | For the year ended<br>March 31 2020<br>(Rs. '000) | For the year ended<br>March 31 2019<br>(Rs. '000) |
|--|---|---|
|  | (1131 200)  | (1.51 555)  |
| Employees' remuneration and welfare benefits (Refer note 7 of Schedule 16) | 55,233  | 181,133   |
| Travel, conveyance and vehicle running expenses                            | 62  | 75  |
| Rents, rates and taxes   | -   | -   |
| Printing and stationery  | -   | 2   |
| Communication expenses   | 1   | 1   |
| Legal and professional charges   | 57  | 155   |
| Interest and bank charges  | 86  | 63  |
| Information technology and related expenses                                | 1   | 2   |
| Goods and Service Tax/Service tax  | 16  | 11  |
| Recruitment  | -   | 9   |
| Miscellaneous expenses   | 25,507  | 28,329  |
| Extra Mortality/Other Charges as per IRDAI order                           | 10,814  | 12,529  |
| Total  | 91,777  | 222,309   |
| Add: Excess of Expenses of Management transfer from Policyholders' Account | 520,325   | 876,104   |
| Total  | 612,102   | 1,098,413   |

# AVIVA LIFE INSURANCE COMPANY INDIA LIMITED



# BENEFITS PAID [NET]

| Particulars                                      | For the year ended<br>March 31, 2020 | For the year ended<br>March 31, 2019 |
|--|--------------------------------------|--------------------------------------|
|  | (Rs. '000)                           | (Rs. '000)                           |
| Insurance Claims                                 | 004.057                              | 074.246                              |
| (a) Claims by Death                              | 904,957                              | 971,246                              |
| (b) Claims by Maturity                           | 2,003,384                            | 2,024,632                            |
| (c) Annuities/Pension payment (d) Other benefits | 889,900                              | 857,434                              |
| - Riders   | 4,052                                | 8,351                                |
| - Surrender                                      | 7,086,898                            | 7,917,616                            |
| - Health   | 17,950                               | 16,850                               |
| - неанп<br>- Periodical Benefit                  | ·                                    | 355,649                              |
|  | 358,906<br>135,437                   | •                                    |
| - Interest to policy holders                     | 125,427                              | 146,446                              |
| (Amount ceded in reinsurance):                   |                                      |                                      |
| (a) Claims by Death                              | (487,648)                            | (480,808)                            |
| (b) Claims by Maturity                           | -                                    | -                                    |
| (c) Annuities/Pension payment                    | -                                    | -                                    |
| (d) Other benefits                               |                                      |                                      |
| - Riders   | -                                    | -                                    |
| - Surrender                                      | -                                    | -                                    |
| - Health   | -                                    | -                                    |
| - Periodical Benefit                             | -                                    | -                                    |
| Amount accepted in reinsurance :                 |                                      |                                      |
| (a) Claims by Death                              | -                                    | -                                    |
| (b) Claims by Maturity                           | -                                    | -                                    |
| (c) Annuities/Pension payment                    | -                                    | -                                    |
| (d) Other benefits                               |                                      |                                      |
| - Riders   | -                                    | -                                    |
| - Surrender                                      | -                                    | -                                    |
| - Health   | -                                    | -                                    |
| - Periodical Benefit                             | <u>-</u>                             | -                                    |
| Total Benefits paid (Net)                        | 10,903,826                           | 11,817,416                           |
| Benefits paid to claimants:                      |                                      |                                      |
| In India   | 10,903,826                           | 11,817,416                           |
| Outside India                                    | <u>-</u>                             | -                                    |
| Total Benefits paid (Net)                        | 10,903,826                           | 11,817,416                           |



## SHARE CAPITAL

| Particulars Particulars   | As at          | As at          |
|---|----------------|----------------|
|   | March 31, 2020 | March 31, 2019 |
|   | (Rs. '000)     | (Rs. '000)     |
| Authorised Capital 2,500,000,000 (Previous Year 2,500,000,000) Equity shares of | 25,000,000     | 25,000,000     |
| Rs 10 each Issued, Subscribed and Called up Capital                             |                |                |
| 2,004,900,000 (Previous Year 2,004,900,000 ) Equity shares of                   |                |                |
| Rs 10 each, fully paid up *   | 20,049,000     | 20,049,000     |
| 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 or underwriting                      | -              | -              |
| or subscription of shares.  |                |                |
| <u>Total</u>  | 20,049,000     | 20,049,000     |

<sup>\* 1,022,499,000</sup> number of equity shares (Previous year 1,022,499,000) are held in the name of Partners, who are holding these shares on behalf of Dabur Invest Corp. (Partnership Firm).

## SCHEDULE – 5A

# PATTERN OF SHAREHOLDING [As certified by the Management]

| Shareholder  | As at<br>March 31, 2020 |                 | As at<br>March 31, 2019 |                 |
|--|-------------------------|-----------------|-------------------------|-----------------|
|  | Number of Shares        | % of<br>Holding | Number of Shares        | % of<br>Holding |
| - Indian - Dabur Invest Corp.(Partnership Firm)  | 1,022,499,000           | 51%             | 1,022,499,000           | 51%             |
| <ul> <li>Foreign - Aviva International Holdings Limited, UK</li> <li>Others</li> </ul> | 982,401,000             | 49%<br>-        | 982,401,000             | 49%<br>-        |
| Total  | 2,004,900,000           | 100%            | 2,004,900,000           | 100%            |



# RESERVES AND SURPLUS

| Particulars  | As at          | As at          |
|--|----------------|----------------|
| Fai ticulais   | March 31, 2020 | March 31, 2019 |
|  | (Rs. '000)     | (Rs. '000)     |
| Capital Reserve  | -              | -              |
| Capital Redemption Reserve                             | -              | -              |
| Share Premium  | -              | -              |
| Revaluation Reserve                                    | -              | -              |
| General Reserves                                       | -              | -              |
| Less: Debit balance in Profit and Loss Account, if any | -              | -              |
| Less: Amount utilized for Buy-back                     | -              | -              |
| Catastrophe Reserve                                    | -              | -              |
| Other Reserves   | -              | -              |
| Balance of profit in Profit and Loss Account           | -              | -              |
|  |                |                |
| Total  |                | -              |

## SCHEDULE - 7

# **BORROWINGS**

| Particu                | As at<br>March 31, 2020               | As at<br>March 31, 2019 |
|------------------------|---------------------------------------|-------------------------|
|                        | (Rs. '000)                            | (Rs. '000)              |
| Debentures/ Bonds      | -                                     | -                       |
| Banks                  | •                                     | -                       |
| Financial Institutions |                                       | -                       |
| Others                 | •                                     | -                       |
|                        |                                       |                         |
| Total                  | · · · · · · · · · · · · · · · · · · · | -                       |



## SCHEDULE- 8

| NVFSTI |  |  |  |
|--------|--|--|--|
|        |  |  |  |

| Particulars Particulars  | As at                        | As at                        |
|--|------------------------------|------------------------------|
|  | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
| LONG TERM INVESTMENTS  |                              |                              |
| Government Securities and Government guaranteed bonds including treasury bills (Market value (Rs '000) Current Year 29,45,325 Previous Year 21,22,988) | 2,795,386                    | 2,069,049                    |
| Other Approved Securities<br>(Market value (Rs '000) Current Year 9,51,576 Previous Year 4,75,237)   | 931,804                      | 471,739                      |
| Other Approved Investments   |                              |                              |
| (a) Shares<br>(aa) Equity  | 152,894                      | _                            |
| (Historic value (Rs '000) Current Year 2,07,805 Previous Year NIL)   | 132,034                      |                              |
| (bb) Preference  | -                            | -                            |
| (b) Mutual Funds (c) Derivative Instruments  | -<br>-                       | -                            |
| (d) Debentures/ Bonds  | 150,919                      | -                            |
| (Market value (Rs '000) Current Year 1,53,508 Previous Year NIL)  (e) Other Securities (Term Deposits)   | _                            | 7,500                        |
| (Market value (Rs '000) Current Year NIL Previous Year 7,500)  |                              | 7,300                        |
| (f) Subsidiaries (g) Investment Properties-Real Estate   | <del>-</del>                 | -                            |
|  | -                            | _                            |
| Investments in Infrastructure, Social Sector and Housing :  (a) Non Convertible Debentures   | 807,931                      | 919,926                      |
| (Market value (Rs '000) Current Year 8,44,925 Previous Year 9,27,970)  | •                            |                              |
| (b) Equity Shares (Historic value (Rs '000) Current Year 67,059 Previous Year 33,273)  | 45,015                       | 33,273                       |
| Other Investments  | -                            | -                            |
| (a) Debentures/ Bonds  | 2,990                        |                              |
| (Market value (Rs '000) Current Year 2,990 Previous Year NIL) (b) Equity Shares  | 16,343                       | _                            |
| (Historic value (Rs '000) Current Year 25,090 Previous Year NIL)   | 10,3 13                      |                              |
| SHORT TERM INVESTMENTS   |                              |                              |
| Government Securities and Government guaranteed bonds including treasury bills (Market value (Rs '000) Current Year 1,76,547 Previous Year 13,68,537)  | 174,618                      | 1,367,499                    |
| Other Approved Securities  | 156,881                      | 129,963                      |
| (Market value (Rs '000) Current Year 1,59,899 Previous Year 1,31,672)  |                              |                              |
| Other Approved Investments   |                              |                              |
| (a) Shares<br>(aa) Equity  | _                            | _                            |
| (bb) Preference  | -                            | -                            |
| (b) Mutual Funds (Historic value (Rs '000) Current Year NIL Previous Year NIL)   | -                            | -                            |
| (c) Derivative Instruments   | -                            | -                            |
| (d) Debentures/ Bonds  | 244,408                      | -                            |
| (Market value (Rs '000) Current Year 2,46,648 Previous Year NIL)  (e) Other Securities (Commercial Papers , Certificate of Deposits and Term Deposits) | 474,208                      | 1,026,080                    |
| (Market value (Rs '000) Current Year 4,74,208 Previous Year 10,26,080)   |                              |                              |
| (f) Other Securities (Reverse Repo) (Market value (Rs '000) Current Year 2,58,782 Previous Year 80,961)  | 258,782                      | 80,961                       |
| (g) Subsidiaries   | -                            | -                            |
| (h)Investment Properties-Real Estate   | -                            | -                            |
| Investments in Infrastructure, Social Sector and Housing:  | 394,773                      | 444,934                      |
| Non Convertible Debentures (Market value (Rs '000) Current Year 3,98,725 Previous Year 4,48,152)   |                              |                              |
| Other Investments Mutual Funds   |                              |                              |
| Mutual Funds  Total  | 6,606,952                    | 6,550,924                    |
| Investments:   |                              |                              |
| In India Outside India   | 6,606,952                    | 6,550,924<br>-               |
| Total  | 6,606,952                    | 6,550,924                    |



## SCHEDULE- 8A

| INVESTMENTS-POLICYHOLDERS  |                         |                         |
|--|-------------------------|-------------------------|
| Particulars  | As at<br>March 31, 2020 | As at<br>March 31, 2019 |
| LONG TERM INVESTMENTS  | (Rs. '000)              | (Rs. '000)              |
| CONG TERM INVESTMENTS  Government Securities and Government guaranteed bonds including treasury bills  (Market value (Rs '000) Current Year 4,61,43,890 Previous Year 3,77,44,104) | 41,677,900              | 36,498,919              |
| Other Approved Securities (Market value (Rs '000) Current Year 7,94,653 Previous Year 2,06,511)  | 785,780                 | 202,949                 |
| Other Approved Investments (a) Shares (aa) Equity (Historic value (Rs '000) Current Year 15,36,945 Previous Year 4,575) (bb) Preference  | 1,142,405               | 7,812                   |
| (b) Mutual Funds (c) Derivative Instruments  | -                       | -                       |
| (d) Debentures/ Bonds  | 455,228                 | 603,873                 |
| (Market value (Rs '000) Current Year 4,57,166 Previous Year 5,77,160)  (e) Other Securities (Term Deposits)  (Market value (Rs '000) Current Year 1,28,700 Previous Year 2,01,700) | 128,700                 | 201,700                 |
| (f) Subsidiaries   | -                       | -                       |
| (g) Investment Properties-Real Estate  | -                       | -                       |
| Investments in Infrastructure , Social Sector and Housing : (a) Non Convertible Debentures   | 8,696,295               | 7,336,377               |
| (Market value (Rs '000) Current Year 93,45,641 Previous Year 73,67,776) (b) Equity Shares (Listeria value (Rs '000) Current Year 5,03,347 Previous Year 3,40,705)                  | 333,647                 | 247,313                 |
| (Historic value (Rs '000) Current Year 5,02,247 Previous Year 3,19,795)  Other Investments   |                         |                         |
| (a) Non Convertible debentures (Market value (Rs '000) Current Year 47,500 Previous Year 1,87,956)   | 47,500                  | 202,456                 |
| (b) Equity Shares (Historic value (Rs '000) Current Year 1,83,870 Previous Year 468)   | 120,408                 | 627                     |
| SHORT TERM INVESTMENTS Government Securities and Government guaranteed bonds including treasury bills (Market value (Rs '000) Current Year 9,85,140 Previous Year 14,40,912)       | 980,309                 | 1,440,723               |
| Other Approved Securities (Market value (Rs '000) Current Year 46,852 Previous Year 1,05,424)  | 46,456                  | 104,481                 |
| Other Approved Investments (a) Shares  |                         |                         |
| (aa) Equity<br>(bb) Preference   | -                       | -                       |
| (Market value (Rs '000) Current Year NIL Previous Year NIL) (b) Mutual Funds   | _                       | _                       |
| (Market value (Rs '000) Current Year NIL Previous Year NIL)  | -                       |                         |
| (c) Derivative Instruments (d) Debentures/ Bonds   | -<br>4,988              | -                       |
| (Market value (Rs '000) Current Year 5,034 Previous Year NIL) (e) Other Securities (Commercial Papers, Certificate of Deposits and Term Deposits)                                  | 209,001                 | 170,453                 |
| (Market value (Rs '000) Current Year 2,09,001 Previous Year 1,70,453) (f) Other Securities (Reverse Repo)  | 1,567,916               | 1,053,838               |
| (Market value (Rs '000) Current Year 15,67,916 Previous Year 10,53,838) (g) Subsidiaries   | -                       | -                       |
| Investment Properties-Real Estate  | -                       | -                       |
| Investments in Infrastructure , Social Sector and Housing : Non Convertible Debentures   | -                       | -                       |
| (Market value (Rs '000) Current Year 2,33,454 Previous Year 5,85,874)<br>Commercial Paper  | 232,422                 | 584,224                 |
| (Market value (Rs '000) Current Year NIL Previous Year NIL)  Other Investments   |                         |                         |
| Other Investments Non Convertible Debentures   | -                       | 130,510                 |
| (Market value (Rs '000) Current Year NIL Previous Year 1,30,260)  Total  | 56,428,955              | 48,786,255              |
| Investments: In India  | 56,428,955              | 48,786,255              |
| Outside India  | -                       | -                       |
| Total  | 56,428,955              | 48,786,255              |



## SCHEDULE- 8B

|  |  |  | ٦. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|--|--|--|----|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
|  |  |  |    |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |    |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

| Particulars   | As at                        | As at                        |
|---|------------------------------|------------------------------|
|   | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
| LONG TERM INVESTMENTS   | (113. 000)                   | (113. 000)                   |
| Government Securities and Government guaranteed bonds Including Treasury Bills  | 5,654,047                    | 7,676,325                    |
| (Historic value('000)Current Year 55,42,549 Previous Year 76,03,143)  Other Approved Securities   | 21,212                       | 503,698                      |
| (Historic value('000)Current Year 19,812 Previous Year 5,02,040)  | ,                            | 303,030                      |
| Other Approved Investments  |                              |                              |
| (a) Shares (aa) Equity  | 11,660,410                   | 15,078,982                   |
| (Historic value('000)Current Year 1,42,53,208 Previous Year 1,25,52,743)  | 11,000,410                   | 13,070,302                   |
| (bb) Preference   | -                            | -                            |
| (Historic value(Rs. '000)Current Year NIL Previous Year NIL)  (b) Mutual Funds  | _                            | _                            |
| (c) Derivative Instruments  | -                            | -                            |
| (d) Debentures/Bonds  | 1,393,980                    | 1,383,957                    |
| (Historic value('000)Current Year 12,99,329 Previous Year 13,42,176)  (e) Other Securities (Certificate of Deposits, Term Deposits and Commercial papers) | _                            | 3,000                        |
| (Historic value('000)Current Year NIL Previous Year 3,000)  |                              | 3,000                        |
| (f) Subsidiaries  | -                            | -                            |
| (g) Investment Properties-Real Estate Investments in Infrastructure, Social Sector and Housing:   | -                            | -                            |
| (a) Non Convertible Debentures  | 3,226,909                    | 2,161,055                    |
| (Historic value('000)Current Year 30,94,460 Previous Year 21,37,296)  |                              |                              |
| (b) Equity (Historic value('000)Current Year 16,53,029 Previous Year 21,78,174)   | 1,373,988                    | 2,597,878                    |
| Other Investments   |                              |                              |
| (a) Equity Shares   | 688,319                      | 1,741,984                    |
| (Historic value('000)Current Year 12,86,598 Previous Year 15,06,358) (b) Debentures/Bonds   | 212 500                      | 622.204                      |
| (Historic value('000)Current Year 8,55,663 Previous Year 6,55,563)  | 312,500                      | 623,284                      |
| (c) Mutual Funds  | 1,346,773                    | 2,370,255                    |
| (Historic value('000)Current Year 13,46,773 Previous Year 15,91,487)  |                              |                              |
| SHORT TERM INVESTMENTS  |                              |                              |
| Government Securities and Government guaranteed bonds Including Treasury Bills  (a) Government Securities and Government guaranteed bonds                 | 1,083,845                    | 2,439,061                    |
| (Historic value('000)Current Year 10,60,287 Previous Year 23,83,720)  | 2,000,010                    | 2, 100,001                   |
| (b) Other Approved Securities   | 9,066                        | -                            |
| (Historic value('000)Current Year 8,824 Previous Year NIL)  |                              |                              |
| Other Approved Investments  |                              |                              |
| (a) Shares (aa) Equity  | _                            | _                            |
| (bb) Preference   | -                            | -                            |
| (Historic value(Rs. '000) Current Year NIL Previous Year NIL)   |                              |                              |
| (b) Mutual Funds (c) Derivative Instruments   | -                            | -                            |
| (d) Debentures/ Bonds   | -<br>-                       | -                            |
| (Historic value(Rs. '000)Current Year NIL Previous Year 5,79,196)   |                              |                              |
| (e) Other Securities (Certificate of Deposits, Term Deposits and Commercial papers) (Historic value('000)Current Year 2,84,426 Previous Year 3,17,019)    | 290,845                      | 319,710                      |
| (f) Other Securities (Reverse Repo)   | 491,046                      | 1,622,290                    |
| (Historic value('000)Current Year 4,91,046 Previous Year 16,22,290)   | ,                            | , ,                          |
| (g) Subsidiaries  | -                            | -                            |
| (h) Investment Properties-Real Estate Investments in Infrastructure , Social Sector and Housing :   | -                            | 47.500                       |
| Non Convertible Debentures  | 20,544                       | 17,629                       |
| (Historic value('000)Current Year 21,048 Previous Year 17,370)  |                              |                              |
| Other Investments   |                              |                              |
| (a) Mutual Funds (Historic value(Rs. '000)Current Year NIL Previous Year NIL)   | -                            | -                            |
|   |                              | 6.206                        |
| (b) Debentures/Bonds (Historic value('000)Current Year NIL Previous Year NIL)   | -                            | 6,206                        |
| Balances in Bank  | 8,429                        | 42,314                       |
| Other Current Assets (net)  | 310,895                      | 366,449                      |
| Total   | 27,892,808                   | 38,954,077                   |
| Investments: In India   | 27,892,808                   | 38,954,077                   |
| Outside India   | 21,092,000                   | 30,934,077                   |
| Total   | 27,892,808                   | 38,954,077                   |



# SCHEDULE - 9

## LOANS

| Particulars                                | As at          | As at          |
|--|----------------|----------------|
| rdi ticuldi S                              | March 31, 2020 | March 31, 2019 |
|  | (Rs. '000)     | (Rs. '000)     |
| Security-Wise Classification               |                |                |
| Secured                                    |                |                |
| (a) On mortgage of property                |                |                |
| (aa) In India                              | -              | -              |
| (bb) Outside India                         | -              | -              |
| (b) On Shares, Bonds, Govt. Securities etc | -              | -              |
| (c) Loans against policies                 | -              | -              |
| (d) Others (to be specified)               | -              | -              |
| Unsecured                                  | -              | -              |
| <u>Total</u>                               | -              | -              |
| BORROWER-WISE CLASSIFICATION               |                |                |
| (a) Central and State Governments          | -              | -              |
| (b) Banks and Financial Institutions       | -              | -              |
| (c) Subsidiaries                           | -              | -              |
| (d) Companies                              | -              | -              |
| (e) Loans against policies                 | -              | -              |
| (f) Others                                 | -              | -              |
| <u>Total</u>                               | -              | -              |
| PERFORMANCE-WISE CLASSIFICATION            |                |                |
| (a) Loans classified as standard           |                |                |
| (aa) In India                              | -              | -              |
| (bb) Outside India                         | -              | -              |
| (b) Non-standard loans less provisions     |                |                |
| (aa) In India                              | -              | -              |
| (bb) Outside India                         | -              | -              |
| <u>Total</u>                               | -              | -              |
| MATURITY-WISE CLASSIFICATION               |                |                |
| (a) Short Term                             | -              | -              |
| (b) Long Term                              | <del>-</del>   | -              |
| <u>Total</u>                               | <u> </u>       | -              |



## SCHEDULE - 10

### **FIXED ASSETS**

(Rs. '000)

|                                  |  | Cost/ Gross               | Block                      |                                 | Depreciation / Amortisation            |              | Net E                 | Block                           |                         |                         |
|----------------------------------|--|---------------------------|----------------------------|---------------------------------|--|--------------|-----------------------|---------------------------------|-------------------------|-------------------------|
| Particulars                      | Opening Balance as<br>on April 1, 2019 | Additions during the year | Deductions/<br>Adjustments | Balance as on<br>March 31, 2020 | Opening Balance as<br>on April 1, 2019 | For the year | Sales/<br>Adjustments | Balance as on<br>March 31, 2020 | As at<br>March 31, 2020 | As at<br>March 31, 2019 |
| Intangibles                      |  |                           |                            |                                 |  |              |                       |                                 |                         |                         |
| - Software                       | 527,781                                | 39,119                    | -                          | 566,900                         | 469,780                                | 40,235       | -                     | 510,015                         | 56,885                  | 58,001                  |
| Property, Plant and Equipment    |  |                           |                            |                                 |  |              |                       |                                 |                         |                         |
| Leasehold Improvements           | 277,417                                | 15,988                    | 4,753                      | 288,652                         | 266,122                                | 8,443        | 4,753                 | 269,812                         | 18,840                  | 11,295                  |
| Buildings                        | -                                      | -                         | -                          | -                               | -                                      | -            | -                     | -                               | -                       | -                       |
| Furniture & Fittings             | 136,453                                | 1,412                     | 6,872                      | 130,993                         | 135,190                                | 723          | 6,872                 | 129,041                         | 1,952                   | 1,263                   |
| Information Technology Equipment | 451,159                                | 33,047                    | 5,642                      | 478,564                         | 418,758                                | 25,433       | 5,584                 | 438,607                         | 39,957                  | 32,401                  |
| Vehicles                         | 2,782                                  | -                         | 1,518                      | 1,264                           | 2,457                                  | 325          | 1,518                 | 1,264                           | -                       | 325                     |
| Office Equipment                 | 67,395                                 | 4,239                     | 2,687                      | 68,947                          | 66,744                                 | 3,251        | 2,687                 | 67,308                          | 1,639                   | 651                     |
| Sub Total                        | 1,462,987                              | 93,805                    | 21,472                     | 1,535,320                       | 1,359,051                              | 78,410       | 21,414                | 1,416,047                       | 119,273                 | 103,936                 |
| Capital Work In Progress         | 13,827                                 | 4,842                     | 13,827                     | 4,842                           |  |              |                       |                                 | 4,842                   | 13,827                  |
| Total                            | 1,476,814                              | 98,647                    | 35,299                     | 1,540,162                       | 1,359,051                              | 78,410       | 21,414                | 1,416,047                       | 124,115                 | 117,763                 |
| Previous Year                    | 1,523,183                              | 65,233                    | 111,602                    | 1,476,814                       | 1,385,756                              | 74,882       | 101,587               | 1,359,051                       | 117,763                 |                         |

AVIVA LIFE INSURANCE COMPANY INDIA LIMITED



## SCHEDULE- 11

## CASH AND BANK BALANCE

| Particulars   | As at<br>March 31, 2020 | As at<br>March 31, 2019 |
|---|-------------------------|-------------------------|
|   | (Rs. '000)              | (Rs. '000)              |
| Cash (including cheques,drafts and stamps) Bank Balances                                  | 8,393                   | 162,824                 |
| (a) Deposit Accounts (aa) Short-term* (due within 12 months of the date of balance sheet) | 308,000                 | 208,939                 |
| (bb) Others* (Refer note 3 of Schedule 16) (b) Current Accounts                           | 2,500<br>378,903        | 5,261<br>592,187        |
| (c) Others Money at Call and Short Notice   | · -                     | -                       |
| (a) With Banks (b) With other Institutions  | -                       | -                       |
| Others  | <u> </u>                | <u>-</u>                |
| Total   | 697,796                 | 969,211                 |
| Balances with non-scheduled banks included above  Cash and Bank Balance:                  | -                       | -                       |
| In India<br>Outside India   | 697,796                 | 969,211                 |
| Total   | 697,796                 | 969,211                 |

<sup>\*</sup> Current Year amount includes Fixed Deposit amounting to Rs. 80,000 ('000) (Prevous Year Rs. 2,500 ('000)) which are due for maturity after 3 months at the time of placement and hence has been considered as investing activity



## ADVANCES AND OTHER ASSETS

| Particulars Particulars  |          | As at          |           | As at                                   |
|--|----------|----------------|-----------|---|
|  |          | March 31, 2020 |           | March 31, 2019                          |
|  |          | (Rs. '000)     |           | (Rs. '000)                              |
| ADVANCES   |          |                |           |   |
| Reserve deposits with ceding companies                                 |          | -              |           | -                                       |
| Application money for investments                                      |          | 25.000         |           | -                                       |
| Prepayments  |          | 26,000         |           | 21,048                                  |
| Advances to Directors/Officers   | 10.056   | -              | 07.504    | -                                       |
| Advance tax paid and taxes deducted at source                          | 18,956   |                | 27,531    |   |
| Less: Provision for doubtful recovery                                  | (81)     | 18,875         | (81)      | 27,450                                  |
| Others (includes vendor, travel advances and salary                    |          |                |           |   |
| recoverable)   | 84,699   |                | 103,023   |   |
| Less: Provision for doubtful advances                                  | (26,625) | 58,074         | (16,853)  | 86,170                                  |
| Total (A)  |          | 102,949        |           | 134,668                                 |
|  |          | -              |           |   |
| OTHER ASSETS   |          |                |           |   |
| Income accrued on investments  |          | 1,608,492      |           | 1,436,563                               |
| Outstanding Premiums   |          | 785,501        |           | 746,737                                 |
| Agents' Balances (Refer note 15 and 16 of Schedule 16)                 | 76,174   |                | 311,210   |   |
| Less: Provision for doubtful Agent Balances                            | (65,284) | 10,890         | (227,320) | 83,890                                  |
| Due from other entities carrying on insurance business                 |          |                |           |   |
| (including reinsurers)   |          | 21,619         |           | 21,286                                  |
| - Investment pertaining to Unclaimed Policyholders Fund (Refer note 31 |          | ,              |           | ,                                       |
| of Schedule 16)  |          | 1,545,131      |           | 1,641,004                               |
| - Interest on Investment pertaining to Unclaimed Policyholders         |          | ,, -           |           | , |
| Fund (Net of FMC) (Refer note 31 of Schedule 16)                       |          | 286,561        |           | 221,451                                 |
| - Refundable Security Deposits   | 379,993  | 200,001        | 372,519   | 221, 131                                |
| Less: Provision for doubtful security deposit                          | (22,514) | 357,479        | (16,901)  | 355,618                                 |
| - Receivables against unsettled investment contracts                   | (22,314) | 51,725         | (10,501)  | 333,010                                 |
| - Goods and Service Tax Unutilised Credit                              |          | 15,462         |           | 3,939                                   |
| - Other Reinsurance Assets   |          | -              |           | 37,674                                  |
| Total (B)  |          | 4,682,860      |           | 4,548,162                               |
| Total (b)  |          | 4,002,000      |           | 4,346,102                               |
| Total (A+B)  |          | 4,785,809      |           | 4,682,830                               |



## **CURRENT LIABILITIES**

| Particulars  | As at          | As at          |
|--|----------------|----------------|
| rai ticulai s  | March 31, 2020 | March 31, 2019 |
|  | (Rs. '000)     | (Rs. '000)     |
| Agents' Balances (Refer note 15 and 16 of Schedule 16)       | 82,792         | 100,087        |
| Balances due to other insurance companies                    | 35,548         | 14,868         |
| Deposits held on re-insurance ceded                          | -              |                |
| Premiums received in advance                                 | 46,206         | 65,397         |
| Unallocated premium  | 218,190        | 54,007         |
| Sundry creditors   | 213,133        | 3 1,007        |
| Micro, Small & Medium Enterprises                            | 14             | 428            |
| Others   | 138,502        | 202,673        |
| Unclaimed Amount - Policyholders                             | 1,545,131      | 1,641,004      |
| Interest on Investment pertaining to Unclaimed Policyholders |                |                |
| Fund   | 286,561        | 221,451        |
| Claims Outstanding   | 502,264        | 337,372        |
| Annuities Due  | 7,164          | 5,461          |
| Due to Officers/Directors                                    | -              | -              |
| Others:  |                |                |
| - Accrual for expenses                                       | 648,551        | 899,929        |
| - Goods and Service Tax /Service Tax payable                 | 37,778         | 36,646         |
| - Payables for unsettled investment contracts                | 266,358        | -              |
| - Payable to Policyholders                                   | 279,537        | 677,868        |
| - Statutory Dues Payable                                     | 105,134        | 72,443         |
| - Employee and other dues Payable                            | 92,910         | 95,348         |
| - Other Reinsurance Liability                                | 14,272         | <u>-</u>       |
| Total  | 4,306,912      | 4,424,982      |

## SCHEDULE – 14

# PROVISIONS

| Particulars   | As at<br>March 31, 2020 | As at<br>March 31, 2019 |
|---|-------------------------|-------------------------|
|   | (Rs. '000)              | (Rs. '000)              |
| For taxation (less payments and taxes deducted at source) | -                       | -                       |
| For proposed dividends                                    | -                       | -                       |
| For dividend distribution tax                             | -                       | -                       |
| Others:   |                         |                         |
| - Provision for Gratuity                                  | 18,927                  | 172                     |
| - Provision for Leave Encashment                          | 17,287                  | 17,704                  |
| - Provision for Other Long Term Benefits                  | 34,156                  | 44,719                  |
| - Provision for Other Employee Benefits                   | 35,931                  | 28,416                  |
| Total   | 106,301                 | 91,011                  |



| SCHEDULE – 15   |                         |                         |
|---|-------------------------|-------------------------|
| MISCELLANEOUS EXPENDITURE (To the extent not written off or adjusted) |                         |                         |
| Particulars   | As at<br>March 31, 2020 | As at<br>March 31, 2019 |
|   | (Rs. '000)              | (Rs. '000)              |
| Discount allowed on issue of shares/ debentures<br>Others             | <u>-</u>                | -                       |
| Total   | -                       | -                       |



#### SCHEDULE FORMING PART OF FINANCIAL STATEMENTS

Schedule 16

#### SIGNIFICANT ACCOUNTING POLICIES AND NOTES TO THE ACCOUNTS

#### A. COMPANY INFORMATION

Aviva Life Insurance Company India Limited ('the Company') was incorporated on September 25, 2000 as a public limited Company under the Companies Act, 1956. The shareholders of the Company are Dabur Invest Corp., a partnership firm (51%) (Previous Year - 51%) and Aviva International Holdings Limited, UK (49%) (Previous Year - 49%). The Company is registered as a life insurer with the Insurance Regulatory and Development Authority of India ('IRDAI'). The Company's Certificate of Renewal of Registration dated January 31, 2014 was valid till March 31, 2015. Pursuant to Section 3 read with Section 3A as amended by Insurance Laws (Amendment) Act, 2015, the process of annual renewal of the Certificate of Registration issued to insurers under Section 3 of the Insurance Act, 1938, was removed. Consequently, the said certificate continues to be in force.

The Company's business comprises of life insurance, pension, annuity and health business. The life insurance business comprises of linked participating, linked non-participating, non-linked participating and non-linked non-participating products. Some of the products have riders attached to them such as accelerated critical illness and permanent total disability, accidental death and dismemberment and hospital cash benefit. The pension business comprises linked participating, linked non-participating, non-linked participating, non-linked non-participating products and non linked group pension products. The annuity and health business comprises non-linked non-participating products. The Company has both individual and group business.

#### B. SIGNIFICANT ACCOUNTING POLICIES

#### 1. Basis of Preparation of Financial Statements

The accompanying financial statements have been prepared and presented under the historical cost convention, unless otherwise stated, and on the accrual basis of accounting, in accordance with the accounting principles generally accepted in India ("GAAP"). The company has prepared the financial statements in compliance with the accounting standards notified under section 133 of the Companies Act 2013, further amended by Companies (Accounting Standard) Amendment Rules 2016, read together with paragraph 7 of the Companies (Accounts) Rules, 2014 and in accordance with the provision of the Insurance Act, 1938 (amended by the Insurance Laws (Amendment) Act, 2015), Insurance Regulatory and Development Authority Act, 1999, and the regulation framed there under, the Master Circular on Preparation of Financial Statements and Filing of Returns of Life Insurance Business Ref No. IRDA/F&A/Cir/232/12/2013 dated December 11, 2013, ('the Master Circular'), and the various circulars/directions/orders issued by IRDAI to the extent applicable, and the practices prevailing within the insurance industry in India. The accounting policies have been consistently applied by the Company.

### 2. Use of Estimates

The preparation of the financial statements in conformity with GAAP requires Management to make estimates and assumptions that affect the reported amount of assets, liabilities, revenues, expenses and disclosure of contingent liabilities as on the date of 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 at the date of the financial statements. Actual results could differ from these estimates. Any revision to accounting estimates is recognized prospectively.

## 3. Revenue recognition

#### 3.1 Premium Income

Premium for Non Linked business is recognized as income when due from policyholders. For linked business, the due date is taken as the date when the associated units are allotted. Uncollected premium on lapsed policies is recognized as income when such policies are reinstated.

#### 3.2 Charges recovered from Linked Business

Fund Management charges, administrative charges, mortality charges, and other charges as per the product feature are recovered from linked funds in accordance with terms and conditions of policies, when due.



#### 3.3 Income from Investments

### Dividend

Dividend income is recognized when the right to receive dividend is established. For dividends on listed securities, the date on which the stock becomes ex-dividend is the date of accrual of dividend.

### Interest and Basis of Amortization

Debt securities, including Government securities and redeemable preference shares are considered as 'held to maturity' and accordingly stated at cost, subject to accretion / amortization of the discount / premium over the period of maturity / holding. In case of other instruments like Commercial Papers, Certificate of Deposits and Treasury Bills, the difference between the redemption value and book value is accreted over the life of the asset, on a straight line basis. Investments in Fixed deposits and Reverse Repo are carried at cost. Reverse Repo are disclosed in Investment Schedules

#### Realized Gain/Loss

### a) Linked Funds

The realized gain or loss in Unit Linked funds is the difference between the sale consideration and book value (weighted average purchase price) on the date of sale.

Sale consideration for the purpose of realized gain/ loss is net of brokerage and taxes, if any, and excludes accrued interest received on sale.

#### b) Non-Linked Funds

The profit or loss on sale of debt securities is the difference between the net sale consideration and the accreted/ amortized cost in the books of the Company as on the date of the sale. Accreted/ amortized cost is determined on the basis of weighted average purchase price.

Sale consideration for the purpose of realized gain/ loss is net of brokerage and taxes, if any, and excludes accrued interest received on sale.

Profit/loss on sale of equity shares/ redemption of mutual funds is difference between net sales consideration and book value on the date of sale and includes effect of accumulated fair value changes, as applicable, recognized previously, for specific investments sold / redeemed during the year. Book value is determined on the basis of weighted average purchase price.

## 3.4 Fee, Charges and Other income

Interest/fee on overdue premium is recognized as income on reinstatement of the policy.

Sublease income on the property, not held for investment purpose, is recognized on accrual basis.

## 4. Cash and Cash Equivalents

Cash and Cash Equivalents for the purpose of Receipts and Payments account include cash and cheques in hand, bank balances, liquid mutual funds and other investments with original maturity of three months or less which are subject to insignificant risk of change in value.

#### 5. Reinsurance Premium

Reinsurance premium ceded is accounted for at the time of recognition of premium income in accordance with the treaty or in principle arrangement with the re-insurer.

Profit commission under re-insurance treaties, wherever applicable, is recognized in the year of final determination of profits.

## 6. Benefits paid (including claims settlement costs)

- a. Maturity claims are accounted for when due for payment.
- b. Surrenders are accounted for when notified.
- c. Death claims and rider claims are accounted for when intimated.
- d. Claim includes the direct costs of settlement.
- e. Re-insurance recoveries are accounted for in the same period as the related claim.- TBD
- f. Claims include policyholder bonuses credited in the case of Participating policies.
- g. Withdrawals under linked policies are recognized in the respective schemes when the associated units are cancelled.
- Repudiated claims disputed before judicial authorities are provided under operating cost, based on management prudence after considering the facts, evidences and past experience available in respect of such types of claims – Talk to Legal
- i. Surrender charges recovered are netted off against the claim expenses incurred TBD
- j. Amount payable on lapsed/discontinued policies are accounted for on expiry of lock in period of these policies.



### 7. Acquisition costs

Acquisition costs, including commission are related to the acquisition of the new and renewal insurance contracts. Acquisition costs are expensed in the year in which they are incurred.

Commission clawback in future, if any, against first year commission paid for policies cancelled/lapsed, is accounted for in the year in which policy is cancelled/lapsed.

#### 8. Liability for life policies

### 8.1 In force and paid up Policies

Liability for life policies "in force" and policies in respect of which premium has been discontinued but a liability exists, is determined by the Appointed Actuary on the basis of an annual review of the life insurance business as per the Schedule II of Insurance Regulatory and Development Authority of India (Assets, Liabilities and Solvency Margins of Insurers) Regulations, 2016, and other requirements of the IRDAI, accepted actuarial practices and guidance notes issued by the Institute of Actuaries of India. The linked policies sold by the Company carry two types of liabilities- unit liability representing the fund value of the policies and non unit liability for any future strain in respect of claims and expenses and cost of any guarantees. Actuarial method and assumptions are given in Note 1 of Part C of this Schedule.

#### 8.2 Linked Lapsed Policies

Provisions have been made in the reserves for the possible reinstatement of the policies, which are lapsed as on the valuation date and are in their reinstatable period, having regard to the Appointed Actuary's estimate. As per IRDAI circular no 041/IRDAI/ ACTL/MAR 2006 dated March 29, 2006, and circular no. Ref: IRDAI/LIFE/MISC/CIR/235/10/2011 dated 13-10-2011, an additional reserves for the linked lapsed/discontinuance policies is also held.

The Company did not have any other long-term contracts including derivative contracts for which there were any material foreseeable losses as at 31 March 2020.

#### 9. Investments

Investments are recorded at cost on date of purchase, which includes brokerage and related taxes, if any and excludes broken period interest.

#### 9.1 Classification

Investments maturing within twelve months or debt securities having put and call option within the next twelve months from the balance sheet date or investments made with the specific intention to dispose off within twelve months from the balance sheet date are classified as short-term investments. Investments other than short term are classified as long-term investments. Equity shares are classified as long term investment.

#### 9.2 Valuation – Linked Funds

Listed Equity shares/preference shares/Units of Infrastructure investment Trusts (InvIT/Exchange Traded Funds)are valued at closing market price of National Stock Exchange Ltd (NSE), the primary stock exchange approved by the Investment Committee of the Company. If the Scrip is not traded on the valuation day on NSE then closing price on Bombay Stock Exchange Ltd (BSE) is taken. If the security is not traded on both NSE & BSE, then the last available closing price in the same preference (NSE/BSE) is taken for valuation. Unlisted partly paid up equity shares are valued at closing market price (as mentioned above) of fully paid up shares after deducting uncalled liability. Mutual Fund units (other than ETFs) are valued at Net Asset Value (NAV). Government securities are valued at prices obtained from Credit Rating Information Services of India Ltd. (CRISIL) and other debt securities are valued at prices arrived from CRISIL Bond Valuer on a daily basis and below investment grade debt securities are valued as per internal valuation policy. In case of short term instruments like Commercial Papers, Certificates of Deposit and Treasury Bills, the difference between the redemption value and book value is accreted over the life of the asset, on a straight-line basis and accordingly these instruments are valued at accreted cost. Investments in Fixed Deposits and Reverse Repo are valued at cost. Rights are valued at intrinsic value (difference between spot price of the entitled equity share and the exercise price subject to a floor of zero) when renunciation is not traded. If renunciation is traded, then the traded price will be considered.

Unrealized gains and losses are recognized in the respective funds' Revenue Account.

### 9.3 Valuation – Non-Linked Policyholders' Funds and Shareholders' Fund

## a. Debt securities

Debt securities, including Government securities and redeemable preference shares are considered as 'held to maturity' and accordingly stated at cost, subject to accretion / amortization of the discount / premium on a straight line basis over the period of maturity / holding. In case of other instruments like Commercial Papers, Certificate of Deposits and Treasury Bills, the difference between the redemption value and book value is accreted over the life of the asset, on a straight line basis. Investments in Fixed deposits and Reverse Repo are carried at cost. Reverse Repo are disclosed in Investment Schedules.



### b. Equity shares, Unit of Infrastructure investment Trusts (InvIT) and mutual funds

Listed equity shares and InvIT which are actively traded, are stated at fair value, being the closing price at National Stock Exchange Ltd (NSE) which is the primary stock exchange approved by the investment committee of the Company. If a security is not traded on the primary stock exchange on the balance sheet date, then the Company will use the closing price at Bombay Stock Exchange Ltd (BSE). Mutual Fund units as at the end of the Balance Sheet date are valued at net asset values.

Equity shares would not be considered as actively traded, if as per the guidelines governing mutual funds laid down from time to time by SEBI, such shares are classified as "thinly traded".

Unrealized gains and losses on listed equity shares and mutual funds are taken to the "fair value change account" and carried forward in the balance sheet.

#### Impairment on Investments

Company has laid down the impairment accounting policy for recognizing diminution in value of investment. The Carrying amount of investment are reviewed at each Balance Sheet date and if there is any indicator of impairment based on impairment policy, an impairment loss is recognized as an expense and disclosed under the head 'Provision for diminution in value of Investment' in revenue / profit & Loss account, to the extent of difference between re-measured fair value and acquisition cost as reduced by any previous impairment loss. Any reversal of impairment loss earlier recognized for in the Revenue/ Profit & Loss account is accounted in the Revenue account or the Profit & Loss account respectively

### 9.4 Provision for Non Performing Assets

All assets where the interest and / or installment of principal repayment remain overdue for more than 90 days at Balance sheet date are classified as NPA and provided for in the manner required by the IRDAI regulation in this regard

#### 10. Fixed assets and depreciation/ amortization

### 10.1 Property, Plant and Equipment

Property, Plant and Equipment are stated at cost less accumulated depreciation and impairment. Cost includes the purchase price and any cost directly attributable to bringing the asset to its present location and working condition for its intended use.

|     | Asset Type                          | Estimated useful life considered for depreciation purposes      |
|-----|-------------------------------------|---|
| (a) | Information Technology Equipment *^ | 3 years   |
| (b) | Leasehold Improvements <sup>^</sup> | 5 years or over the primary period of Lease, whichever is lower |
| (c) | Furniture and Fittings *^           | 5 years   |
| (d) | Office equipment *^                 | 3 years   |
| (e) | Vehicles *^                         | 3 years   |

<sup>\*</sup> For these class of assets, based on internal assessment, the Company is following shorter useful life as compared to prescribed life under Part C of Schedule II of the Companies Act 2013. The useful life considered in the current year are basis principles of prudence and consistent with previous years.

Individual Assets acquired on or after April 1, 2005 and costing Rs 25,000 or less are depreciated in full in the year of purchase.

^ For these class of assets, based on internal assessment carried out by the Management, the residual value is considered to be nil.

#### 10.2 Intangible Assets

Intangible assets comprising software are stated at cost less amortization and impairment. Significant expenditure on improvement to software are capitalized when it is probable that such expenditure will enable the asset to generate future economic benefits in excess of its originally assessed standard of performance and such expenditure can be measured and attributed to the assets reliably. Software expenses are amortized using straight line method over a period of 3 years.



#### 10.3 Impairment of Assets

The carrying amounts of assets are reviewed at each balance sheet date to assess if there is any indication of impairment based on internal/external factors. An impairment loss is recognized wherever the carrying amount of an asset exceeds its recoverable amount. The recoverable amount is the greater of the assets net selling price and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value at the weighted average cost of capital.

After impairment, depreciation/amortization is provided on the revised carrying amount of the assets over its remaining useful life. However at the balance sheet date if there is any indication that a previously recognized impairment loss no longer exist, the recoverable amount is reassessed and the asset is reflected at the recoverable amount, subject to a maximum of depreciable historical cost.

### 11. Foreign exchange transactions

Foreign exchange transactions are recorded at the exchange rates prevailing at the date of transaction. Realized gains and losses on foreign exchange transactions during the year are recognized in the Revenue Account/Profit & Loss Account. Foreign currency assets and liabilities are translated at the year-end rates and resultant gains/ losses on foreign exchange translations are recognized in the Revenue Account/Profit & Loss Account.

## 12. Taxation

#### 12.1 Current Tax

Current tax expense is determined in accordance with the provisions of the Income - tax Act, 1961. Deferred tax assets and liabilities are measured using the tax rates, which have been enacted or substantively enacted at the balance sheet date. Deferred tax expense or benefit is recognized on timing differences being the differences between taxable incomes and accounting incomes that originate in one period and are capable of reversing in one or more subsequent periods.

#### 12.2 Deferred Tax

In the event of carry forward of losses, deferred tax assets are recognized only to the extent that there is sufficient certainty that adequate future taxable income will be available to realize these assets. The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized. Unrecognized deferred tax assets are reassessed at each reporting date and are recognized to the extent that it has become probable that future taxable profits will allow the deferred tax asset to be recovered.

Deferred tax assets and deferred tax liabilities are offset, if a legally enforceable right exists to set off current income tax assets against current income tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

#### 12.3 Service Tax/Goods and Service Tax (GST)

Service tax/Goods and Service tax payment is made after availing the cenvat credit available as per the provision of law. Service tax advance payment and unutilized credit, if any, are carried forward under "Advances and other Assets" for adjustments/setoff in subsequent periods, after creating a provision, if any, based on estimated realization of the unutilized credit. Such provisions are subsequently reversed only on reasonable certainty that the credits will be utilized in future periods.

## 13. Provisions and Contingencies

A provision is recognized when there is a present obligation as a result of past event and it is probable that an outflow of resources will be required to settle the obligation, in respect of which a reliable estimate can be made. Provisions are not discounted to their present value, and are determined based on the Management's estimate of the amount required to settle the obligation, at the balance sheet date. These are reviewed at each balance sheet date and adjusted to reflect the current Management estimates.

Contingent losses arising from claims other than insurance claims, litigations, assessment, fines, penalties, etc. are recorded when it is probable that a liability has been incurred and the amount can be reasonably estimated. 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. However, contingent assets are not recognized on a prudent basis.

#### 14. 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 escalations are recognized as an expense on a straight-line basis over the lease period.



#### 15. Employee Benefits

The Company has defined contribution plans for post employment benefits in the form of Provident Fund, Pension Fund, National Pension Scheme and Employee's Deposit Linked Insurance Scheme (EDLI). Under the Provident Fund Plan, the Company contributes to a Government administered provident fund on behalf of employees. The Company has no further obligation beyond making the contributions. The Company's contribution to the above Plan is recognized in the Revenue Account and Profit and Loss Account as incurred.

Contributions to Defined benefit Plans and other long term employee benefits, are provided on the basis of an independent actuarial valuation (as per AS-15 Revised) made at the end of each financial year. Actuarial gains or loss arising from such valuation are charged to Revenue Account in the year in which they arise. The Actuarial method used for measuring the aforesaid liabilities is Projected Unit Credit (PUC) Method.

The Company provides for its liability under Long Term Incentive Plan (LTIP) based on independent actuarial valuation and Short Term Incentive Plan (STIP) on the basis of intrinsic value of obligation determined in accordance with terms and condition of the plan on actual basis.

### 16. Allocation of Expenses

Expenses relating to each class of business are allocated, based on the policy approved by the Board, to the respective business segments on the basis of:

- Expenses that are directly identifiable to the business segments are allocated on actual basis;
- Other expenses that are not directly identifiable to the business segments, are allocated on either of the following basis, as considered appropriate by the Management:
- a) Number of Policies
- b) New Business Premium
- c) Gross written Premium
- d) Sum Assured
- e) Number of Members under Group Product
- Fund Management related costs are allocated on the basis of the ratio of average monthly corpus in each fund.

For each type of expense, the most suitable method of allocation is chosen taking into account the nature of the expense and its relevance to the fund.

### 17. Earnings per share

Basic Earnings per share is calculated by dividing the net profit or loss for the year attributable to equity shareholders by the weighted number of equity shares during the year.

For the purpose of calculating diluted earnings per share, the net profit or loss during the year, attributable to equity shareholders and weighted number of equity shares during the year are adjusted for effects of all dilutive equity shares.

## 18. Segment Reporting

The Company's reportable segments are business segments which have been identified in accordance with the Master Circular issued by the IRDAI. The operating expenses, investments and other income attributable to the business segments are allocated as mentioned in Note 15. Segment assets and liabilities have been identified to the extent possible. 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

#### **Composition of Business Segments**

The Company's business comprises of life insurance business and pension business. The life insurance business comprises of linked participating, linked non-participating, linked group non-participating and non-linked non-participating group, group annuity and individual and non linked participating products. The pension business comprises linked participating and linked non-participating and non linked participating, non linked non participating and Non linked Group pension products. Accordingly, revenues arising out of these segments comprise the primary basis of segmental information set out in these financial statements.

### **Segment Accounting Policies**

The segment reporting complies with the accounting policy adopted for preparation and presentation of financial statements of the Company and is in conformity with Accounting Standard 17 – Segment Reporting, notified by the Companies (Accounting Standards) Rules, 2006 and read with applicable IRDA regulations.

Segment assets represent assets employed and liabilities include those, which are incurred by a segment in its operating activity. The Company provides services to customers in the Indian market only, which is the only geographical segment.



### C. NOTES TO ACCOUNTS

### 1. Actuarial Method and Assumptions

The annual statutory actuarial valuation of the policy liabilities at the close of the financial year i.e. at March 31, 2020 has been carried out, in accordance with the generally accepted actuarial principles and practices and in particular the provisions of IRDAI (Assets, Liabilities and Solvency Margin of Life Insurance Business) Regulations, 2016, periodical communication from IRDAI regarding valuation of liabilities and the professional guidance by the Institute of Actuaries of India (IAI) to determine policyholders' liabilities of the Company. A brief summary of valuation methods and actuarial assumptions used for determining the liabilities are given below:

### 1.1 Methodologies for calculation of Mathematical Reserves

The principles adopted for the valuation of policy liabilities have been set out as per the IRDAI (Assets, Liabilities and Solvency Margin of Life Insurance Business) Regulations, 2016 and the APS 2 & APS 7 issued by the Institute of Actuaries of India. The general principles of actuarial valuation applicable for all lines of business are given below:

- The policy liabilities are valued on policy by policy basis i.e. each policy is separately valued.
- Gross Premium Valuation Method is used in the determination of mathematical reserves for all products except Yearly Renewable Group Term Assurance Products (OYRGTA) where the reserving has been done using Unearned Premium Method.
- For Rider valuation, the IRDAI (Assets, Liabilities and Solvency Margin of Life Insurance Business) Regulations, 2016
  is complied with and higher of the reserve calculated using Unearned Premium Method (UPR) or GPV is kept as the
  reserve, as per the said IRDAI Regulations.
- The valuation methodology takes into account all possible contingencies under which any premiums (by the policyholder) or benefits (to the policyholder/beneficiary) may be payable under the policy, as determined by the policy conditions. The level of benefits takes into account the reasonable expectations of policyholders (with regard to crediting interest, bonuses, including terminal bonuses, if any) and any established practices of the Company for the payment of benefits or the level of discretionary / reviewable charges.
- The valuation method takes into account the cost of any options and guarantees that may be available to the policyholders under the terms of the contracts.
- The determination of the amount of liability is based on prudent assumptions of all the relevant parameters. The value of each such parameter is based on the expected experience relevant for the block of business and includes an appropriate margin for adverse deviations (MAD) that may result in an increase in the amount of mathematical reserves
- The amount of mathematical reserve is set to zero, in case of negative reserve and not less than the surrender value. This check is applied on policy by policy basis.
- The determination of the amount of mathematical reserves takes into account the nature and term of the assets representing those liabilities and the value placed upon them and shall include prudent provision against the effects of possible future changes in the value of assets on the ability of the insurer to meet its obligations arising under policies as they arise.
- Additional Provisions as per Regulations are also calculated and taken into account for valuation.
- The Reinsurance cash-flows for individual business are taken into account in GPV cash-flow method of reserving. But for group insurance business where the reserve is calculated using the UPR method, explicit Reinsurance credit has been taken into account while calculating the reserves.
- The provision for Free-look cancellation of policies has been made in Reserves.

## 1.2 Additional Rules for Linked Business

### **Unit Linked Non Par Business (Individual)**

Reserves consist of two components, namely Unit Reserve and Non-Unit reserve. The following method is used to determine these reserves:

#### **Unit Reserves**

The unit reserve is determined as the number of units, as on the valuation date, multiplied by the unit price of the units on the valuation date. For actuarially funded products, the value of actuarially funded units is determined on the basis of actuarial funding factors.



#### Non - Unit Reserves

For non unit reserves in respect of linked business, the Company calculates it using gross premium method of valuation. Non-unit reserve is calculated by discounting the prospective net cash flows under each policy. The net cash flows at each duration is the sum of various outgoes e.g. death outgo net of reinsurance recoveries, rider outgo, expense outgo, commission outgo, maturity outgo, reinsurance premium payments and increase in unit reserve (on valuation basis) less premium and investment income. Further, the amount of mathematical reserve in respect of a policy calculated in spirit of Regulation 4 under Schedule II-A of IRDAI (Assets, Liabilities and Solvency Margin of Life Insurance Business) Regulations, 2016, may be negative (called "negative reserves") or less than the surrender value available (called "Surrender Value Deficiency Reserve") at the valuation date. Then amount of such mathematical reserve is set to zero in case of negative reserve or surrender value in case of surrender value deficiency reserve.

Company has a Unit Linked Product (Aviva Wealth Protect) where the highest NAV is guaranteed at Maturity. This product is close for new sale and was offered for a brief period in the year 2009. An additional reserve is kept in Non Unit Fund to cover the guarantee.

## Unit Linked Non Par Business (Group)

Linked Group products consist of Group Superannuation and Group Gratuity Plans. These products are valued similar to individual business unit linked products. Since the charges are higher than the costs in each of the future months, there is no non unit reserve requirement for these products and hence the reserve for these products is equal to the unit reserve.

For group gratuity plan where each policy has One Year Renewable Group Term Assurance (OYRGTA) life cover, the reserve for the OYRGTA cover has been calculated as 115% of the gross unearned premium where explicit premium is charged from the customer. And where the mortality charges are deducted from unit fund, last one month's mortality charge is kept as reserve because the charges have already been deducted but a part of the month's risk is yet to expire. In addition, the reserve for IBNR cases is kept.

#### **Unit Linked Par Business (Individual)**

The higher of Gross Premium Bonus Reserve (GPBR) and the unit price of actuarially funded units (as explained under Unit reserve above) for each policy is taken as reserve.

The gross premium bonus reserve valuation is a gross premium method of valuation with explicit allowance for future bonuses (regular and terminal bonuses). The GPBR projection allows for the cash flows of premium income, death outgo, rider outgo, maturity outgo, expense outgo, commission outgo, tax outgo, net reinsurance and transfers to the shareholders. All the benefits outgo contain element of existing as well as future regular bonuses and the terminal bonuses based on the projected asset share of the policy.

Any excess of assets over reserves in with profits fund is treated as fund for future appropriation (FFA) for reporting purposes.

#### 1.3 Provisions for Incurred but Not Reported (IBNR) Claims

As on the valuation date it is likely that for certain policies, death might have occurred before the valuation date but the death claim has not been reported to the Company. An additional provision has been made to cover the cost of such claims.

For Individual business, IBNR Reserves are estimated using Bornhuetter-Ferguson (BF) Method and are calculated for the exposure period as:

IBNR Reserves = Ultimate Loss Amount x Outstanding Claim Proportion x A x (1+ B) x (1 + MAD)

A is Sum at Risk after reinsurance/Total Sum Assured

B is Claims reported after 12 months of death/ Claims reported within 12 months of death

MAD has been taken as 15%

For the calculation of IBNR claims rates under Group business, assumption for Delay Period has been taken as 63 days (inclusive of Margin for Adverse Deviation) basis experience studies.

The estimates have margins for prudence. Appropriate reinsurance credit has also been taken into account to determine the reserve amount.

Credit of Reinsurance claims has been taken to reduce IBNR provisions of death claim amounts in respect of such unreported claims will be paid by the reinsurer. This is supported by the actuarial investigation of such cases occurred in the past.



### 1.4 Provision for Lapsed Policies (Individual Business)

An additional provision has been kept for lapsed policies where there may be a liability in future when the policy is reinstated or terminated.

## 1.5 Provision for Paid-Up Policies (Individual Business)

An additional provision has been kept for Paid-up policies where there may be an additional liability in future when the policy is reinstated.

## 1.6 Provision for Individual policies cancelled during the free-look period

An additional provision has been kept for individual policies which may be cancelled during the free-look cancellation period using a free-look cancellation rate of 4.0%.

#### 1.7 Group Business (Non Par)

#### One Year Renewable Group Term:

Mathematical reserve for OYRGTA is set equal to 115% of unearned office premium as at the valuation date assuming that office premium is earned linearly over the period starting from the date of premium payment to the next premium due date.

#### Group Non-Linked Fund based business

The reserve for traditional group gratuity schemes has been kept as the fund accumulated at the declared rate of interest with additional reserve for interest rate fluctuation.

#### Single (and Regular) Premium Group Term Business and Group Endowment Business

GPV method has been used to determine the reserve for this line of business.

### Group Non-Linked Variable Insurance and Universal Life Products

These are the products where regular interest credits are done to the fund at the end of every quarter/ year based on the performance of the fund during the period.

- Fund value under the policy (assessed as fund accumulated at earned rate of interest or higher of the policy account value and shadow account value)
- Interest rate fluctuation reserve, to allow for unfavorable movement in interest rates in the future
- Additional reserve, that may be needed, to meet certain out goes such as expenses, death claims etc.

#### 1.8 Health Insurance (Individual business)

GPV method has been used to determine the reserve for this line of business.

## 1.9 Individual Universal Life Product (Aviva DhanSanchay)

Under this product, interest rate declared at the beginning of every quarter is credited to the respective policy at the end of the quarter. The reserve for this product is determined as the sum of following components:

- Fund value under the policy
- Interest accrued but not credited
- Non-unit reserve determined on GPV basis through projection of future Cash flows
- A smoothing or interest rate fluctuation reserve

GPV method has been used to determine the reserve for this line of business

### 1.10 Additional Provision for Key Operational Risks

In order to ensure that the reserves held reflect the amount required to meet the losses emerging from operational issues, an additional provisioning, as a part of the global reserves, is made to ensure that the reserves held cover the expected outgo emerging from such risks that are not covered explicitly via valuation parameters or additional provisioning. This additional provision has been estimated by using the following parameters:

- For linked business, 0.1% of the fund value, as on the valuation date
- For non-linked business, 0.1% of the present value of the future premiums
- For OYRGTA polices, it is taken as 0.1% of UPR Reserve
- For single premium group term policies, it is taken as 0.1% of Mathematical Reserve



### 1.11 Key Valuation Assumptions:

### a. Mortality Assumption

Mortality Valuation assumption for various lines of business has been taken as under:

| Line of Business  | Mortality Assumption as a percentage of prescribed mortality table (IALM 2012-14) |
|---|---|
| Unit Linked Endowment   | 56.1% to 75.9%  |
| Traditional Endowment   | 56.1% to 75.9%  |
| Products: Aviva Life Shield Advantage, Aviva Life Shield Plus and Aviva Life Shield | 95.5%   |
| Products: Aviva i-Life / Aviva Life Shield Platinum /Aviva i-Life Secure            | 25.3% to 91.8%  |
| Aviva Heart Care and Aviva Health Secure  | 63.8% to 75.9%  |

For rural and group term single premium business, a different mortality assumption has been taken depending upon the risk characteristics of the business.

For Annuity Plus product, the best estimate mortality assumption is taken as 65% of LIC (a) 96-98 table with an improvement of 2% per annum second year onwards up to next 20 years and then no further improvement. There is multiplicative MAD of -15% on the best estimate assumption.

#### b. Expense Assumption

The assumptions are expressed as per policy, percent of premium and percent of reserve. The policy maintenance valuation expense assumption ranges from Rs. 51 (rural products) to Rs. 1,052 per policy per annum. The premium related expense assumption ranges from 0.76% to 1.73% and reserve related expense assumptions ranges from 0.0575% to 0.23% of the reserves. The sum assured related assumption is 0.02% of Sum Assured.

An additional provision for policy maintenance expense over-runs has been made to ensure that the reserves related to policy maintenance expenses is adequate.

#### c. Interest Rate assumption

Based on the expected investment return on various asset classes, current asset mix, expected return on existing assets, future investments and expected return on those assets, the expected return over the policy term of the policy contracts have been assumed as given below.

|                  | Traditional non-par | Traditional par | Unit Growth Rate |
|------------------|---------------------|-----------------|------------------|
|                  | business            | business        | on Linked Funds  |
| Year 1 to Year 5 | 6.10%               | 6.10%           | 6.20%            |
| Year 6 onwards   | 5.10%               | 5.30%           | 5.20%            |

Note: Year 1 to Year 5 refers to the first five years from the date of valuation; Year 6 onwards refers to sixth year onwards from the date of the valuation.

#### 2. Capital Commitments

There are no commitments made and outstanding for loans and investments as at current and previous year-end. Capital commitments made and outstanding at the year end with respect to the fixed assets (net of capital advances) amount to Rs. ('000) 32,789 (Previous year Rs. ('000) 4,670).

#### 3. Assets to the extent required to be deposited under local laws or otherwise encumbered in or outside India

All the assets of the Company are held in India. There are no assets required to be deposited by the Company under any local laws or otherwise encumbered except amount mentioned below:

| Particulars Particulars  | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| Amount deposited with legal authorities for outstanding legal cases                              | 50,254                       | 39,702                       |
| Fixed Deposit against guarantee given by Bank to Unique Identification Authority of India(UIDAI) | 2,500                        | 2,761                        |



4.

### a) Operating Lease commitments

The Company has taken office premises on operating lease. These lease arrangements range for a period between 11 months and 18 years, which include both cancellable and non cancellable lease. Most of the lease are renewable for further period on mutually agreeable terms and also include escalation clause.

The operating lease rentals charged during the year and future minimum lease payments in respect of non cancellable operating leases as at the balance sheet date are summarized below:

| Particulars   | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|---|------------------------------|------------------------------|
| Not later than one year   | 263,987                      | 257,433                      |
| Later than one year but not later than five years   | 215,797                      | 471,290                      |
| Later than five years   | -                            | -                            |
| Amount charged to the Revenue Account/Profit and Loss Account for non cancellable leases  | 193,945                      | 187,964                      |
| Amount charged to the Revenue Account/Profit and Loss Account for operating leases (including non cancellable leases showing above) | 284,455                      | 311,509                      |

## b) Sublease Income

The sub lease rental income recognized during the year and future sub lease receivable in respect of non cancellable operating sub leases as at the balance sheet date are summarized below:

| Particulars  | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| Not later than one year  | 10,253                       | 10,253                       |
| Later than one year but not later than five years                            | 7,690                        | 17,942                       |
| Later than five years  | -                            | -                            |
| Amount credited to the Revenue Account for non cancellable Sub leases income | 10,426                       | 10,426                       |

#### 5. Claims

Claims settled and remaining unpaid for a period of more than six months at year-end is Rs. 619,673 ('000) (Previous Year – Rs. 611,937 ('000)).

6. Value of unsettled contracts relating to Investments

| Particulars                            | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| Purchases where deliveries are pending |                              |                              |
| - Linked Business                      | 43,490                       | 93,711                       |
| - Non Linked Business                  | 266,358                      | -                            |
| - Shareholders' Fund                   | -                            | -                            |
| Sales where payments are outstanding   |                              |                              |
| - Linked Business                      | 95,810                       | 163,190                      |
| - Non Linked Business                  | -                            | -                            |
| - Shareholders' Fund                   | 25,155                       | -                            |
| - Unclaimed Policyholder Fund          | 4,923                        | -                            |

The above contracts are not overdue and are within the contracted settlement period.

7. During the previous year, a business process re-engineering exercise was carried with the objective to remove redundancies and right size the organization keeping in mind the business conditions and the regulatory requirement of managing expense. Consequent to this management decision, a compensation amounting to Rs 129,716 ('000) was debited to the Shareholders' account and paid to the outgoing employees in previous year.



### 8. Managerial Remuneration

Managing Director's remuneration for the year on account of salary, retirement benefits, perquisites and other long term incentive plans is Rs. ('000) 65,640 (Previous Year- Rs. '(000) 64,822) as per details given hereunder:

| Particulars                    | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--------------------------------|------------------------------|------------------------------|
| Salary, Allowances and Bonus   | 41,954                       | 36,798                       |
| Contribution to Provident Fund | 3,073                        | 1,361                        |
| Value of Perquisites           | 4,318                        | 4,199                        |
| Other Incentive Payouts        | 16,295                       | 22,464                       |
| Total                          | 65,640                       | 64,822                       |

The remuneration as approved by IRDAI, within requirements of Section 34A of the Insurance Act, 1938 amounting to Rs. ('000) 15,000 (Previous Year Rs. ('000) 15,000) has been charged to Policyholders' Revenue Account and the amount in excess is debited to Shareholders' Profit and Loss Account.

Sitting Fee paid to directors during the year Rs. ('000) 5,425; (Previous Year Rs. ('000) 5,010).

### 9. Disclosures under Accounting Standard 15 (Revised)

The Company has calculated the various employee benefits provided to employees as under:

## A. Employee Contribution Plans

| Particulars                              | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| Contribution to Employees Provident Fund | 66,616                       | 58,641                       |
| Contribution to ESIC                     | 3,183                        | 3,535                        |
| Contribution to Labour Welfare Fund      | 273                          | 159                          |
| Contribution to NPS                      | 4,936                        | 5,097                        |

#### B. Defined Benefit Plan / Other Employee Benefits

Reconciliation of opening and closing balances of the present value of defined benefit obligations:

| Particulars Particulars                                  | March 3<br>(Rs. ' |                     | March 31, 2019<br>(Rs. '000) |                     |  |
|--|-------------------|---------------------|------------------------------|---------------------|--|
| rai ticulais   | Gratuity          | Leave<br>Encashment | Gratuity                     | Leave<br>Encashment |  |
| Present value of obligation at the beginning of the year | 80,739            | 17,704              | 89,047                       | 21,417              |  |
| Current service cost                                     | 6,311             | 8,447               | 6,239                        | 8,491               |  |
| Interest cost  | 5,692             | 1,248               | 6,625                        | 1,593               |  |
| Benefits paid  | (13,657)          | (2,093)             | (29,638)                     | (7,656)             |  |
| Net actuarial (gain) / loss recognized in the year       | 11,776            | (8,019)             | 8,466                        | (6,141)             |  |
| Present value of obligation as at the end of the year    | 90,861            | 17,287              | 80,739                       | 17,704              |  |

Reconciliation of opening and closing balances of the present value of plan assets:

| Particulars  |          | 31, 2020<br>'000)   | March 31, 2019<br>(Rs. '000) |                     |
|--|----------|---------------------|------------------------------|---------------------|
| rai ticulai s  | Gratuity | Leave<br>Encashment | Gratuity                     | Leave<br>Encashment |
| Fair value of plan assets at the beginning of the year | 80,567   | ı                   | 87,020                       | -                   |
| Adjustments  |          |                     |                              |                     |
| Contribution made during the year                      | -        | 2,093               | 20,000                       | 7,656               |
| Return on plan assets                                  | 5,237    | ı                   | 6,526                        | ı                   |
| Benefits paid  | (13,657) | (2,093)             | (29,638)                     | (7,656)             |
| Net actuarial gain / (loss) recognized in the year     | (214)    | -                   | (3,341)                      | -                   |
| Fair value of plan assets at the end of the year       | 71,934   | -                   | 80,567                       | -                   |



Reconciliation of present value of defined benefit obligation and fair value of plan assets:

| Particulars                                       |          | h 31, 2020<br>s. '000) | March 31, 2019<br>(Rs. '000) |                     |  |
|---|----------|------------------------|------------------------------|---------------------|--|
| rarticulars                                       | Gratuity | Leave<br>Encashment    | Gratuity                     | Leave<br>Encashment |  |
| Present value of obligation as at the end of year | 90,861   | 17,287                 | 80,739                       | 17,704              |  |
| Fair value of plan assets at the end of year      | 71,934   | -                      | 80,567                       | -                   |  |
| Net asset/(liability) recognized in balance sheet | (18,927) | (17,287)               | (172)                        | (17,704)            |  |

## Cost for the year

| Particulars  |          | h 31, 2020<br>s. '000) | March 31, 2019<br>(Rs. '000) |                     |  |
|--|----------|------------------------|------------------------------|---------------------|--|
| Particulars  | Gratuity | Leave<br>Encashment    | Gratuity                     | Leave<br>Encashment |  |
| Current service cost                               | 6,311    | 8,447                  | 6,239                        | 8,492               |  |
| Interest cost                                      | 5,692    | 1,248                  | 6,625                        | 1,593               |  |
| Return on plan assets                              | (5,237)  | -                      | (6,526)                      | -                   |  |
| Net actuarial (gain) / loss recognized in the year | 11,989   | (8,019)                | 11,807                       | (6,142)             |  |
| Net cost recognized for the year                   | 18,755   | 1,676                  | 18,145                       | 3,943               |  |

### **Principal assumptions**

|  | Marc     | h 31, 2020          | March 31, 2019 |                     |
|--|----------|---------------------|----------------|---------------------|
| Particulars Particulars                | Gratuity | Leave<br>Encashment | Gratuity       | Leave<br>Encashment |
| Discount rate                          | 5.66%    | 5.66%               | 7.05%          | 7.05%               |
| Future Salary Increase                 | 7.00%    | 7.00%               | 9.00%          | 9.00%               |
| Expected rate of return on plan assets | 6.50%    | -                   | 7.50%          | -                   |

## Major categories of plan assets (as percentage of total plan assets)

| Particulars Particulars        | March 31, 2020 | March 31, 2019 |
|--------------------------------|----------------|----------------|
| Government of India Securities | 62%            | 70%            |
| Corporate Bonds                | 34%            | 23%            |
| Others                         | 4%             | 7%             |
| Total                          | 100%           | 100%           |

The estimates of future salary increases considered in the actuarial valuation take into account inflation, seniority, promotion and other relevant factors such as supply and demand in the employment market.

Disclosure relating to present value of defined benefit obligation and fair value of plan assets and net actuarial loss: (Rs. '000)

|   | March 3  | 1, 2020             | March 3: | 1, 2019             | 19 March 31,2018 |                     | March 31, 2017 |                     | March 31, 2016 |                     |
|---|----------|---------------------|----------|---------------------|------------------|---------------------|----------------|---------------------|----------------|---------------------|
| Particulars                                     | Gratuity | Leave<br>Encashment | Gratuity | Leave<br>Encashment | Gratuity         | Leave<br>Encashment | Gratuity       | Leave<br>Encashment | Gratuity       | Leave<br>Encashment |
| Present value of obligation as at the end       | 90,861   | 17,287              | 80,739   | 17,704              | 89,047           | 21,417              | 85,370         | 14,877              | 87,300         | 14,278              |
| Fair value of plan assets at the end            | 71,934   | -                   | 80,567   | -                   | 87,020           | -                   | 70,492         | -                   | 85,762         | -                   |
| Net liability<br>recognized in<br>balance sheet | (18,927) | (17,287)            | (172)    | (17,704)            | (2,027)          | (21,417)            | (14,878)       | (14,877)            | (1,538)        | (14,278)            |
| Net actuarial (gain) / loss recognized          | 11,989   | (8,019)             | 11,807   | (6142)              | 9,674            | (1,891)             | 4,018          | (4,908)             | 11,938         | (8,542)             |

Experience on Actuarial Gain/(Loss) for Plan Benefit Outgo and Plan Assets:

| 100) |
|------|
|      |

| Particulars           | March 3  | 1, 2020             | March 3: | 1, 2019             | March 3  | 1,2018              | March 3  | 1, 2017             | March 31, 2016 |                     |  |
|-----------------------|----------|---------------------|----------|---------------------|----------|---------------------|----------|---------------------|----------------|---------------------|--|
|                       | Gratuity | Leave<br>Encashment | Gratuity | Leave<br>Encashment | Gratuity | Leave<br>Encashment | Gratuity | Leave<br>Encashment | Gratuity       | Leave<br>Encashment |  |
| On Plan Benefit Outgo | (12,319) | 7,878               | (8,129)  | 6,238               | (7,317)  | 3,377               | (4,965)  | 5,215               | (9,949)        | 8,668               |  |
| On Plan Assets        | (214)    | -                   | (3,341)  | -                   | (2,183)  | -                   | 1,597    | -                   | (1,705)        | -                   |  |



### C. Provision for Other Employee Benefits/Long term benefits

Provision for Other Employee Benefits/Long term benefits Rs. ('000) 70,064 (Previous Year - Rs. ('000) 73,135) in Schedule 14 pertains to the amounts provided to meet dues towards employee benefits payable pursuant to Phantom Units awarded to employees under Long Term and Short Term Incentive Plans of the Company.

The break- up of the provision is as under:

| Particulars Particulars                                  | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| Balance as at beginning                                  | 73,135                       | 76,543                       |
| Additional provisions/ increase made during the year     | 47,575                       | 46,049                       |
| Amount paid during the year                              | (28,428)                     | (32,970)                     |
| Unutilized amount reversed/ written back during the year | (22,218)                     | (16,487)                     |
| Balance as at the end                                    | 70,064                       | 73,135                       |

Management has used best estimates with respect to uncertainties relating to attrition and performance conditions, and Actuarial Valuation has been done for Long Term related provision and included the same in the above reported balance at year end. The outflows under these plans are expected to be made in the financial years 2020-21, 2021-22 and 2022-23.

Based on the Supreme Court Judgment dated February 28, 2019, the Company has reassessed the components to be included in the basic salary for the purposes of deduction of PF. Accordingly, the Company has provided for an additional liability of Rs. ('000) 2,700 as on March 31, 2020 (Previous Year Rs. ('000) 2,700) in the books of account (disclosed under 'Accrual for Expenses' under Schedule 13 Current Liabilities)

#### 10. Provision for taxation

In the absence of overall taxable profits, no provision for taxation has been made in the books of accounts of the current financial year (Previous Year - Nil). The deferred tax asset Rs. ('000) 317,447 (Previous Year Rs. ('000) 212,492) has not been recognized on brought forward business loss as there is no virtual certainty to realize the same within the foreseeable future.

### 11. Percentage of business sector-wise

| % of New Business sector wise | Number of policies |        |  |  |  |  |  |
|-------------------------------|--------------------|--------|--|--|--|--|--|
| % of New Business Sector wise | Rural              | Urban  |  |  |  |  |  |
| Year ended March 31, 2020     | 4,884              | 15,903 |  |  |  |  |  |
| rear ended March 31, 2020     | 23.50%             | 76.5%  |  |  |  |  |  |
| Year ended March 31, 2019     | 7,368              | 24,842 |  |  |  |  |  |
| Tedi eliueu Maich 51, 2019    | 23%                | 77%    |  |  |  |  |  |

| Social Sector Business   | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| No. of lives covered under Social Sector                                     | 31,549                       | 30,271                       |
| Total Business in the preceding financial year                               | 490,785                      | 397,443                      |
| Social Sector lives as a % of total business in the preceding financial year | 6.43%                        | 7.60%                        |
| Social Sector First Year Premium   | 5,165                        | 4,795                        |

#### 12. Allocation of investments and income thereon between Policyholders' Account and Shareholders' Account

The funds of the shareholders and the policyholders are kept separate and records are maintained accordingly. Investments made out of the shareholders' and policyholders' funds are tracked from their inception and the income thereon is also accounted for separately. As the funds of the shareholders and the policyholders are actual funds, investments and income thereon are tracked separately; the allocations of investments and income are not required.

## 13. Risk retained and reinsured

Extent of risk retained and reinsured based on sum at risk is given below:

| <b>Details</b> | March 31, 2020 | March 31, 2019 |
|----------------|----------------|----------------|
| Risk retained  | 20%            | 17%            |
| Risk reinsured | 80%            | 83%            |



### 14. Corporate Social Responsibility

As per the provisions of the Companies Act, 2013, the Company is required to spend at least 2% of its average net profits of immediately three preceding financial years on CSR activities eligible under the said Act.

As per above criteria, the Company was required to spend Rs. ('000) Nil (PY Rs. ('000) Nil) which is 2% of average net profits of immediately three preceding financial years. The Company had spent Rs. ('000) Nil (PY Rs. ('000) Nil) in the current financial year which is included under the head miscellaneous expenses in Schedule 3A.

| Sector in which the project is covered | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| -                                      | -                            | -                            |

15. Under new IRDAI guidelines for Appointment of Insurance Agents (effective from April 1, 2015), all the agents were required to surrender their old Licenses (issued by IRDA) and obtain a new appointment letter along with detailed terms and conditions, from Aviva. However, there are several agents who could not be contacted for ensuring compliance with the regulation for reappointment and who did not collect the Appointment letter, despite efforts made to contact such agents and hence they were moved to "Appointment expiry status". As a result, renewal commission continued to accrue in books but payment was withheld for such agents, pending fulfillment of appointment conditions, leading to accumulation in agent payable balance.

During the previous year, management has made a change in the Agent Remuneration Policy to state that all Agents which remain in "Appointment / License Expiry" status for a period of 1 year or more, will not be eligible to receive renewal commission. As a result, renewal commission accrued for such agents upto 31 March, 2020 amounting to Rs.('000) 8,752 (PY Rs.('000) 138,266) has been written back and included in Other income. Further, commission amounting to Rs. ('000) 18,258 (PY Rs. ('000) 28,968) has not been accrued for agents who have been in Appointment expiry status for at least 1 year as at the balance sheet date.

16. Post termination of the Corporate Agency agreement with one of the Channel Partners, both Parties have undertaken several discussions to reconcile amounts, given the tenure of the partnership. As an outcome, an agreement was reached in the previous year whereby the Channel Partner unconditionally and irrevocably agreed and acknowledged that an amount of Rs. ('000) 400,000 is payable to the Company. Out of the above, the amount pertaining to claw back commission was netted off from the commission expense for the previous year and the balance pertaining to low persistency etc. was recorded as Other income in the previous year. During the previous year, Rs. (000's) 150,000 was received and balance Rs. (000's) 250,000 was shown as receivable as on March 31, 2019. Further, a provision of Rs. (000's) 170,000 was made in the books as on March 31, 2019 in view of uncertainty over receipt of last 2 tranches due in June 2019 and October 2019. Such provision has been shown as other expenses. During the Current year, the Company has received the balance amount of Rs. (000's) 250,000 and hence, a provision of Rs. (000's) 170,000 has been released and corresponding effect has been given in the Revenue Account under the caption "Provision for Doubtful Advances".



# 17. Primary segment reporting (by business segment)

SEGMENTAL REVENUE ACCOUNT FOR THE YEAR ENDED March 31, 2020

| SEGMENTAL REVENUE ACCOUNT FOR THE TEAR ENDED MIDICITIST, 2020  |                                    |  |   |  |                            |   |  |   |  |  |   |                                     | KS. 000)                              |                                 |  |
|--|------------------------------------|--|---|--|----------------------------|---|--|---|--|--|---|-------------------------------------|---------------------------------------|---------------------------------|--|
| Particulars  | Linked<br>Individual –<br>Life Par | Linked<br>Individual –<br>Pension<br>Par | Linked<br>Individual -<br>Life<br>Non Par | Linked<br>Individual -<br>Pension<br>Non Par | Linked<br>Group<br>Non Par | Non Linked<br>Individual -<br>Life<br>Par | Non Linked<br>Individual -<br>Pension<br>Par | Non Linked<br>Individual -<br>Life<br>Non Par | Non Linked<br>Individual -<br>Pension<br>Non Par | Non<br>Linked<br>Group Life<br>Non Par | Non Linked<br>Group<br>Pension<br>Non Par | Non<br>Linked<br>Annuity<br>Non Par | Non<br>Linked –<br>Variable-<br>Group | Non Linked<br>Health<br>Non Par | For the Year<br>ended<br>March 31,<br>2020 |
| Premiums earned – net  |                                    |  |   |  |                            |   |  |   |  |  |   |                                     |                                       |                                 |  |
| (a) First Year Premium   | -                                  | -  | 286,971                                   | (1,676)                                      | 180,428                    | 10,172                                    | -  | 850,445                                       | 1,127  | 89,233                                 | 639,300                                   | -                                   | 5,350                                 | 477                             | 2,061,827                                  |
| (b) Renewal premiums   | 11,372                             | 842                                      | 2,240,750                                 | 154,458                                      | -                          | 49,523                                    | 799  | 7,089,477                                     | 97,213   | 78,066                                 | -   | -                                   | 8                                     | 37,983                          | 9,760,491                                  |
| (c) Single premiums  | -                                  | -  | 9,045                                     | 626  | -                          | -   | -  | 8,823   | -  | 25,552                                 | -   | 70,010                              | -                                     | -                               | 114,056                                    |
| Premium  | 11,372                             | 842                                      | 2,536,766                                 | 153,408                                      | 180,428                    | 59,695                                    | 799  | 7,948,745                                     | 98,340   | 192,851                                | 639,300                                   | 70,010                              | 5,358                                 | 38,460                          | 11,936,374                                 |
| (d) Reinsurance ceded  | (1,097)                            | -  | (33,262)                                  | (6)  | -                          | (14)                                      | (1)  | (4,91,248)                                    | -  | (49,749)                               | -   | -                                   | -                                     | (10,521)                        | (5,85,898)                                 |
| (e) Reinsurance accepted   | -                                  | -  | -   | -  | -                          | -   | -  | -   | -  | -                                      | -   | -                                   | -                                     | -                               | -  |
| Sub Total  | 10,275                             | 842                                      | 2,503,504                                 | 153,402                                      | 180,428                    | 59,681                                    | 798  | 7,457,497                                     | 98,340   | 143,102                                | 639,300                                   | 70,010                              | 5,358                                 | 27,939                          | 11,350,476                                 |
| Income from Investments  |                                    |  |   |  |                            |   |  |   |  |  |   |                                     |                                       |                                 |  |
| (a) Interest, Dividends and Rent –<br>Gross  | 76,398                             | 8,694                                    | 1,132,529                                 | 114,485                                      | 231,057                    | 15,055                                    | -  | 3,855,645                                     | -  | 61,691                                 | -   | 171,115                             | 10,214                                | -                               | 5,676,883                                  |
| (b) Profit on sale/redemption of investments   | 1,009                              | 216                                      | 2,454,349                                 | 410,391                                      | 161,127                    | 39  | -  | 201,116                                       | -  | 734                                    | -   | 27,113                              | 53                                    | -                               | 3,256,147                                  |
| (c) (Loss) on sale/ redemption of investments  | (329)                              | (35)                                     | (1,222,659)                               | (144,632)                                    | (75,583)                   | (634)                                     | -  | (96,282)                                      | -  | (921)                                  | -   | -                                   | (5)                                   | -                               | (1,541,080)                                |
| (d) Transfer/Gain on revaluation/change in fair value  | (4,700)                            | (858)                                    | (6,646,955)                               | (926,844)                                    | (167,966)                  | -   | -  | -   | -  | -                                      | -   | -                                   | -                                     | -                               | (7,747,323)                                |
| Sub Total  | 72,377                             | 8,017                                    | (4,282,736)                               | (546,600)                                    | 148,636                    | 14,460                                    | -  | 3,960,479                                     | -  | 61,504                                 | -   | 198,228                             | 10,262                                | -                               | (355,373)                                  |
| Other Income   |                                    |  |   |  |                            |   |  |   |  |  |   |                                     |                                       |                                 |  |
| (a) Other Income   | -                                  | -  | 612                                       | 6  | -                          | 182                                       | 3  | 52,669  | 151  | •                                      | -   | -                                   | -                                     | 66                              | 53,689                                     |
| (b) Transfer from Shareholders<br>Account on account of extra<br>mortality charges and Expenses of<br>Management | -                                  | -  | 4,588                                     | -  | -                          | 2   | -  | 6,225   | -  | -                                      | -   | -                                   | -                                     | -                               | 10,814                                     |
| (c) Contribution from the Shareholders' A/c  | 1                                  | -  | -   | -  | -                          | -   | -  | 614,299                                       | 89,079   | ı                                      | 46,394                                    | -                                   | 1,556                                 | 2,577                           | 753,904                                    |
| TOTAL (A)  | 82,652                             | 8,859                                    | (1,774,032)                               | (393,192)                                    | 329,064                    | 74,325                                    | 801  | 12,091,167                                    | 187,570  | 204,606                                | 685,694                                   | 268,238                             | 17,176                                | 30,582                          | 11,813,510                                 |
| Commission   |                                    |  |   |  |                            |   |  |   |  |  |   |                                     |                                       |                                 |  |
| - First year premiums  | -                                  | -  | 22,480                                    | (64)   | 250                        | 2,503                                     | ı  | 1,33,865                                      | 55   | 2,712                                  | -   | 873                                 | -                                     | 37                              | 162,711                                    |
| - Renewal premiums   | 92                                 | 3  | 7,501                                     | 331  | -                          | 1,140                                     | 4  | 63,086  | 869  | 1,262                                  | -   | -                                   | -                                     | 248                             | 74,535                                     |
| - Single premiums  | -                                  | -  | (1)                                       | -  | -                          | -   | ı  | 11  | ı  | ı                                      | -   | -                                   | -                                     | -                               | 11   |
| Total Commission   | 92                                 | 3  | 29,980                                    | 267  | 250                        | 3,643                                     | 4  | 1,96,962                                      | 924  | 3,974                                  | -   | 873                                 | -                                     | 285                             | 237,257                                    |



SEGMENTAL REVENUE ACCOUNT FOR THE YEAR ENDED March 31, 2020 (Contd.)

| SEGIVILIVIAL REVEIVOL ACCOUNT                                | VI FOR IIII                        | LILANLINE                                | JED IVIAI CII .                        | 31, 2020 (                                   | conta.j                    |   |  |   |  |   |  |                                     |                                       |                                    | N3. 000j                                   |
|--|------------------------------------|--|--|--|----------------------------|---|--|---|--|---|--|-------------------------------------|---------------------------------------|------------------------------------|--|
| Particulars  | Linked<br>Individual –<br>Life Par | Linked<br>Individual –<br>Pension<br>Par | Linked<br>Individual - Life<br>Non Par | Linked<br>Individual -<br>Pension<br>Non Par | Linked<br>Group<br>Non Par | Non Linked<br>Individual -<br>Life<br>Par | Non Linked<br>Individual -<br>Pension<br>Par | Non Linked<br>Individual -<br>Life<br>Non Par | Non Linked<br>Individual -<br>Pension<br>Non Par | Non<br>Linked<br>Group<br>Life<br>Non Par | Non Linked<br>Group Pension<br>Non Par | Non<br>Linked<br>Annuity<br>Non Par | Non<br>Linked –<br>Variable-<br>Group | Non<br>Linked<br>Health<br>Non Par | For the Year<br>ended<br>March 31,<br>2020 |
| Service Tax/GST on Linked Charges                            | 964                                | 27                                       | 132,417                                | 7,773  | 5,093                      | -   | -  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | 146,274                                    |
| Operating Expenses related to                                | 2,201                              | 42                                       | 564,493                                | 7,168  | 12,492                     | 7,878                                     | 32   | 1,688,598                                     | 3,726  | 41,892                                    | 42                                     | 6,925                               | 1,499                                 | 5,602                              | 2,342,591                                  |
| Insurance Business   | ,                                  |  |  | ,  | ,                          | ,   |  |   | ,  | ·   |  | ,                                   | ,                                     | ,                                  | ' '  |
| Provision for Doubtful debts                                 | (110)                              | (11)                                     | (35,741)                               | (1,474)                                      | (627)                      | (395)                                     | (3)  | (97,943)                                      | (503)  | (2,103)                                   | (42)                                   | (5,171)                             | (75)                                  | (282)                              | (144,480)                                  |
| Bad debts written off  |                                    | <u>-</u>                                 | <u>-</u>                               |  |                            |   | -  |   | -  |   | -                                      |                                     |                                       |                                    |  |
| Provision for Tax  | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -  | -   | -                                      | _                                   | -                                     | _                                  | -  |
| Provisions (other than taxation)                             | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | -  |
| (a) For diminution in the value of                           | -                                  | -  | 75,000                                 | -  | -                          | 499                                       | -  | 214,288                                       | -  | -   | -                                      | _                                   | -                                     | _                                  | 289,787                                    |
| investments (Net)  |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |  |
| (b) Others   | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | -  |
| TOTAL (B)  | 3,147                              | 61                                       | 766,149                                | 13,734                                       | 17,208                     | 11,625                                    | 34   | 2,001,905                                     | 4,147  | 43,763                                    | -                                      | 2,627                               | 1,424                                 | 5,605                              | 2,871,429                                  |
| Benefits Paid (Net)  | 27,908                             | 4,668                                    | 6,385,222                              | 738,524                                      | 1,216,358                  | 5,359                                     | 2,086  | 1,812,173                                     | 109,979  | 333,849                                   | 200,000                                | 25,116                              | 32,934                                | 9,650                              | 10,903,826                                 |
| Interim Bonuses Paid   | 9,715                              | 1,642                                    | -                                      | -  | -                          | 54  | 184  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | 11,595                                     |
| Change in valuation of liability in respect of life policies |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |  |
| (a) Gross  | 9,369                              | (3,194)                                  | (8,914,018)                            | (1,178,749)                                  | (910,391)                  | 47,942                                    | (878)  | 8,561,031                                     | 73,463   | (229,066)                                 | 485,694                                | 74,933                              | (17,182)                              | 17,130                             | (1,983,916)                                |
| (b) Amount ceded in Reinsurance                              | (69)                               | -  | 1,834                                  | -  | -                          | 20  | -  | (283,942)                                     | (19)   | (2,575)                                   | -                                      | -                                   | -                                     | (1,803)                            | (286,554)                                  |
| (c) Amount accepted in Reinsurance                           |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |  |
| (d) Reserve for discontinued                                 | -                                  | -  | (145,203)                              | -  | -                          | -   | -  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | (145,203)                                  |
| policies   |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |  |
| Total (C)  | 46,923                             | 3,116                                    | (2,672,165)                            | (440,225)                                    | 305,967                    | 53,375                                    | 1,392  | 10,089,262                                    | 183,423  | 102,208                                   | 685,694                                | 100,049                             | 15,752                                | 24,977                             | 8,499,748                                  |
| TOTAL (B+C)  | 50,070                             | 3,177                                    | (1,906,016)                            | (426,491)                                    | 323,175                    | 65,000                                    | 1,426  | 12,091,167                                    | 187,570  | 145,971                                   | 685,694                                | 102,676                             | 17,176                                | 30,582                             | 11,371,177                                 |
| SURPLUS/(DEFICIT) (D)=(A)-(B)-(C)                            | 32,582                             | 5,682                                    | 131,985                                | 33,299                                       | 5,889                      | 9,325                                     | (625)  | -   | -  | 58,635                                    | -                                      | 165,561                             | -                                     | -                                  | 442,333                                    |
| APPROPRIATIONS   |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |  |
| Transfer to Shareholders' Account                            | 4,735                              | 748                                      | 1,31,985                               | 33,299                                       | 5,889                      | 1,093                                     | 49   | -   | -  | 58,635                                    | -                                      | 165,561                             | -                                     | -                                  | 401,994                                    |
| Transfer to Other Reserves                                   |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |  |
| Balance being Funds for Future                               | 27,847                             | 4,934                                    | -                                      | -  | -                          | 8,232                                     | (674)  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | 40,339                                     |
| Appropriations   |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |  |
| TOTAL (D)  | 32,582                             | 5,682                                    | 131,985                                | 33,299                                       | 5,889                      | 9,325                                     | (625)  | -   | ı  | 58,635                                    | -                                      | 165,561                             | -                                     | -                                  | 442,333                                    |
| The break-up of Total surplus is as                          |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |  |
| under:   |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |  |
| (a) Interim Bonuses Paid                                     | 9,715                              | 1,642                                    | -                                      | -  | -                          | 54  | 184  | -   | ı  | -   | -                                      | -                                   | -                                     | -                                  | 11,595                                     |
| (b) Allocation of Bonus to                                   | 32,904                             | 5,088                                    | -                                      | -  | -                          | 9,787                                     | 257  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | 48,036                                     |
| policyholders  |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |  |
| (c) Surplus shown in the Revenue Account                     | 32,582                             | 5,682                                    | 131,985                                | 33,299                                       | 5,889                      | 9,325                                     | (625)  | -   | -  | 58,635                                    | -                                      | 165,561                             | -                                     | -                                  | 442,333                                    |
| (d) Total Surplus: ((a)+(b)+(c)):                            | 75,201                             | 12,412                                   | 131,985                                | 22 200                                       | 5,889                      | 10 166                                    | (184)  | _   |  | 58,635                                    | _                                      | 165,561                             |                                       | _                                  | 501,964                                    |
| (u) Total Surplus: ((a)+(b)+(c)):                            | /5,201                             | 12,412                                   | 131,985                                | 33,299                                       | 5,889                      | 19,166                                    | (184)  | -   | -  | 58,635                                    | -                                      | 105,501                             | -                                     | -                                  | 501,964                                    |



## SEGMENTAL REVENUE ACCOUNT FOR THE YEAR ENDED March 31, 2019

| SEGMENTAL REVENUE ACCOUNT FOR THE TEAR ENDED MAICH S1, 2013  |                                    |  |   |  |                            |   |  |   |  | (113. 000                              |   |                                     |                                       |                                 |  |
|--|------------------------------------|--|---|--|----------------------------|---|--|---|--|--|---|-------------------------------------|---------------------------------------|---------------------------------|--|
| Particulars  | Linked<br>Individual –<br>Life Par | Linked<br>Individual –<br>Pension<br>Par | Linked<br>Individual -<br>Life<br>Non Par | Linked<br>Individual -<br>Pension<br>Non Par | Linked<br>Group<br>Non Par | Non Linked<br>Individual -<br>Life<br>Par | Non Linked<br>Individual -<br>Pension<br>Par | Non Linked<br>Individual -<br>Life<br>Non Par | Non Linked<br>Individual -<br>Pension<br>Non Par | Non<br>Linked<br>Group Life<br>Non Par | Non Linked<br>Group<br>Pension<br>Non Par | Non<br>Linked<br>Annuity<br>Non Par | Non<br>Linked –<br>Variable-<br>Group | Non Linked<br>Health<br>Non Par | For the Year<br>ended<br>March 31,<br>2019 |
| Premiums earned – net  |                                    |  |   |  |                            |   |  |   |  |  |   |                                     |                                       |                                 |  |
| (a) First Year Premium   | (31)                               | -  | 529,463                                   | (1,235)                                      | 454,129                    | 29,806                                    | -  | 1,081,798                                     | 33,396   | 107,531                                | 400,000                                   | -                                   | 88,017                                | 1,850                           | 2,724,725                                  |
| (b) Renewal premiums   | 12,264                             | 859                                      | 2,476,777                                 | 197,857                                      | -                          | 46,664                                    | 1,014  | 6,888,365                                     | 103,717  | 43,824                                 | -   | -                                   | 2                                     | 39,870                          | 9,811,214                                  |
| (c) Single premiums  | -                                  | -  | 12,513                                    | 679  | -                          | -   | -  | 8,495   | 500  | 40,114                                 | -   | 51,132                              | -                                     | -                               | 113,433                                    |
| Premium  | 12,233                             | 859                                      | 3,018,753                                 | 197,301                                      | 454,129                    | 76,469                                    | 1,014  | 7,978,658                                     | 137,613  | 191,469                                | 400,000                                   | 51,132                              | 88,019                                | 41,720                          | 12,649,372                                 |
| (d) Reinsurance ceded  | (1,103)                            | -  | (35,138)                                  | (9)  | -                          | (14)                                      | (3)  | (466,529)                                     | -  | (34,895)                               | -   | -                                   | -                                     | (12,301)                        | (549,992)                                  |
| (e) Reinsurance accepted   | -                                  | -  | -   | -  | -                          | ı   | ı  | -   | -  | -                                      | -   | -                                   | -                                     | -                               | -  |
| Sub Total  | 11,130                             | 859                                      | 2,983,615                                 | 197,293                                      | 454,129                    | 76,455                                    | 1,012  | 7,512,129                                     | 137,613  | 156,575                                | 400,000                                   | 51,132                              | 88,019                                | 29,419                          | 12,099,380                                 |
| Income from Investments  |                                    |  |   |  |                            |   |  |   |  |  |   |                                     |                                       |                                 |  |
| (a) Interest, Dividends and Rent –<br>Gross  | 79,259                             | 9,090                                    | 1,342,796                                 | 149,937                                      | 263,942                    | 11,845                                    | (3)  | 3,338,559                                     | (103)  | 63,527                                 | (171)                                     | 170,583                             | 13,561                                | (18)                            | 5,442,805                                  |
| (b) Profit on sale/redemption of investments   | 10,528                             | 1,313                                    | 3,563,611                                 | 481,375                                      | 114,362                    | 222                                       | (1)  | 104,679                                       | 4  | 25                                     | (1)                                       | 12,824                              | 8                                     | (1)                             | 4,288,949                                  |
| (c) (Loss) on sale/ redemption of investments  | (841)                              | (136)                                    | (1,626,051)                               | (159,313)                                    | (130,727)                  | (15)                                      | -  | (50,670)                                      | -  | (2,526)                                | (4)                                       | -                                   | (993)                                 | -                               | (1,971,277)                                |
| (d) Transfer/Gain on revaluation/change in fair value  | 8,027                              | 985                                      | 95,398                                    | (54,540)                                     | (19,675)                   | -   | -  | -   | -  | -                                      | -   | -                                   | -                                     | -                               | 30,194                                     |
| Sub Total  | 96,973                             | 11,253                                   | 3,375,754                                 | 417,460                                      | 227,902                    | 12,052                                    | (4)  | 3,392,569                                     | (99)   | 61,025                                 | (177)                                     | 183,406                             | 12,576                                | (19)                            | 7,790,671                                  |
| Other Income   |                                    |  |   |  |                            |   |  |   |  |  |   |                                     |                                       |                                 |  |
| (a) Other Income   | -                                  | -  | 15,927                                    | -  | -                          | 226                                       | 3  | 408,325                                       | 378  | -                                      | -   | -                                   | -                                     | 81                              | 424,941                                    |
| (b) Transfer from Shareholders<br>Account on account of extra<br>mortality charges and Expenses of<br>Management | 664                                | 31                                       | 5,344                                     | -  | -                          | ı   | 1  | 6,490   | 1  | -                                      | -   | -                                   | -                                     | -                               | 12,529                                     |
| (c) Contribution from the Shareholders' A/c  | -                                  | -  | -   | -  | 69                         | -   | ı  | -   | 79,358   | -                                      | 19,191                                    | -                                   | 3,521                                 | -                               | 102,139                                    |
| TOTAL (A)  | 108,767                            | 12,143                                   | 6,380,639                                 | 614,752                                      | 682,101                    | 88,734                                    | 1,010  | 11,319,513                                    | 217,251  | 217,600                                | 419,014                                   | 234,538                             | 104,116                               | 29,483                          | 20,429,660                                 |
| Commission   |                                    |  |   |  |                            |   |  |   | ·  |  |   |                                     |                                       |                                 |  |
| - First year premiums  | (5)                                | -  | 40,775                                    | (76)   | 261                        | 6,522                                     | -  | 76,592  | 1,536  | 2,465                                  | -   | 898                                 | (1)                                   | 184                             | 1,29,152                                   |
| - Renewal premiums   | 92                                 | 5  | 13,561                                    | 688  | -                          | 1,670                                     | 10   | 87,840  | 1,348  | 476                                    | -   | -                                   | -                                     | 358                             | 106,048                                    |
| - Single premiums  | -                                  | -  | (5)                                       | -  | -                          | -   | -  | 99  | 10   | -                                      | -   | -                                   | -                                     | -                               | 104  |
| Total Commission   | 87                                 | 5  | 54,331                                    | 612  | 261                        | 8,192                                     | 10   | 1,64,531                                      | 2,895  | 2,941                                  | -   | 898                                 | (1)                                   | 542                             | 2,35,303                                   |



SEGMENTAL REVENUE ACCOUNT FOR THE YEAR ENDED March 31, 2019 (Contd.)

| SEGIVIENTAL REVENUE ACCOUNT                                  | NI FOR THE                         | TEAR CIVE                                | JED Watch                              | סב, בטבש (י                                  | conta.j                    |   |  |   |  |   |  |                                     |                                       | (1                                 | KS. 'UUU)                               |
|--|------------------------------------|--|--|--|----------------------------|---|--|---|--|---|--|-------------------------------------|---------------------------------------|------------------------------------|---|
| Particulars  | Linked<br>Individual –<br>Life Par | Linked<br>Individual –<br>Pension<br>Par | Linked<br>Individual - Life<br>Non Par | Linked<br>Individual -<br>Pension<br>Non Par | Linked<br>Group<br>Non Par | Non Linked<br>Individual -<br>Life<br>Par | Non Linked<br>Individual -<br>Pension<br>Par | Non Linked<br>Individual -<br>Life<br>Non Par | Non Linked<br>Individual -<br>Pension<br>Non Par | Non<br>Linked<br>Group<br>Life<br>Non Par | Non Linked<br>Group Pension<br>Non Par | Non<br>Linked<br>Annuity<br>Non Par | Non<br>Linked –<br>Variable-<br>Group | Non<br>Linked<br>Health<br>Non Par | For the Year<br>ended<br>March 31, 2019 |
| Service Tax/GST on Linked Charges                            | 1,043                              | 33                                       | 149,499                                | 9,360  | 5,417                      | -   | -  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | 165,353                                 |
| Operating Expenses related to                                | 2,232                              | 21                                       | 6,70,944                               | 5,544  | 15,326                     | 16,440                                    | 28   | 16,16,827                                     | 2,454  | 49,131                                    | (35)                                   | (1,286)                             | 1,647                                 | 8,299                              | 23,87,573                               |
| Insurance Business   | •                                  |  | ]                                      | •  |                            |   |  |   |  |   | ' '                                    |                                     | •                                     | •                                  |   |
| Provision for Doubtful debts                                 | 104                                | 10                                       | 45,930                                 | 1,679  | 713                        | 765                                       | 4  | 95,887  | 2,362  | 2,285                                     | 35                                     | 2,944                               | 97                                    | 388                                | 153,202                                 |
| Bad debts written off  | -                                  | -  | -                                      | -  | -                          | -   | -  | -   |  | -   | -                                      | -                                   | -                                     | -                                  | -                                       |
| Provision for Tax  | -                                  | -  | -                                      | -  | -                          | -   | -  | -   |  | -   |  | -                                   | -                                     | -                                  | -                                       |
| Provisions (other than taxation)                             | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | -                                       |
| (a) For diminution in the value of                           | _                                  |  | _                                      |  |                            |   | _  |   | _  |   |  |                                     |                                       |                                    |   |
| investments (Net)  |                                    | -  | _                                      | -  | -                          | -   | -  | -   | -  | -   | _                                      | _                                   | -                                     | -                                  |   |
| (b) Others   | -                                  | -  | -                                      | -  | -                          | •   | -  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | -                                       |
| TOTAL (B)  | 3,466                              | 69                                       | 920,704                                | 17,195                                       | 21,717                     | 25,396                                    | 42   | 1,877,245                                     | 7,711  | 54,357                                    | -                                      | 2,557                               | 1,743                                 | 9,229                              | 2,941,431                               |
| Benefits Paid (Net)  | 101,461                            | 12,044                                   | 6,863,395                              | 1,102,750                                    | 870,470                    | 4,930                                     | 2,732  | 1,760,650                                     | 158,204  | 240,480                                   | 554,685                                | 22,116                              | 133,891                               | (10,390)                           | 11,817,416                              |
| Interim Bonuses Paid   | 34,779                             | 5,227                                    | -                                      | -  | -                          | 26  | 160  | -   | -  | -   | -                                      | -                                   | -                                     |                                    | 40,192                                  |
| Change in valuation of liability in respect of life policies |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |   |
| (a) Gross  | (91,279)                           | (16,087)                                 | (1,359,493)                            | (546,654)                                    | (210,086)                  | 58,779                                    | (1,059)                                      | 6,666,943                                     | 51,392   | (124,175)                                 | (135,671)                              | 52,681                              | (31,518)                              | 26,213                             | 4,339,988                               |
| (b) Amount ceded in Reinsurance                              | 200                                | -  | (5,286)                                | (1)  | -                          | (205)                                     | 1  | 165,945                                       | (57)   | 5,576                                     | -                                      | -                                   | -                                     | (7,614)                            | 158,560                                 |
| (c) Amount accepted in Reinsurance                           | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | -                                       |
| (d) Reserve for discontinued policies                        | -                                  | -  | (146,061)                              | -  | -                          | -   | -  | -   | -  | -   | -                                      | -                                   |                                       | -                                  | (146,061)                               |
| Total (C)  | 45,160                             | 1,183                                    | 5,352,556                              | 556,096                                      | 660,384                    | 63,530                                    | 1,835  | 8,593,539                                     | 209,540  | 121,882                                   | 419,014                                | 74,797                              | 102,373                               | 8,210                              | 16,210,095                              |
| TOTAL (B+C)  | 48,627                             | 1,252                                    | 6,273,260                              | 573,291                                      | 682,101                    | 88,926                                    | 1,876  | 10,470,783                                    | 217,251  | 176,239                                   | 419,014                                | 77,354                              | 104,116                               | 17,439                             | 19,151,526                              |
| SURPLUS/(DEFICIT) (D)=(A)-(B)-(C)                            | 60,141                             | 10,891                                   | 107,380                                | 41,461                                       | -                          | (192)                                     | (866)  | 848,730                                       | -  | 41,361                                    | -                                      | 157,185                             | -                                     | 12,044                             | 1,278,134                               |
| APPROPRIATIONS   |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |   |
| Transfer to Shareholders' Account                            | 7,303                              | 1,214                                    | 107,380                                | 41,461                                       | 1                          | 1,310                                     | 49   | 848,730                                       | -  | 41,361                                    | -                                      | 157,185                             | ı                                     | 12,044                             | 1,218,037                               |
| Transfer to Other Reserves                                   | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | -                                       |
| Balance being Funds for Future                               | 52,838                             | 9,677                                    | _                                      | -  | _                          | (1,502)                                   | (915)  |   | _  |   |  |                                     |                                       | _                                  | 60,097                                  |
| Appropriations   | 52,838                             | 9,677                                    | -                                      | -  | •                          | (1,502)                                   | (915)  | -   | -  | •   | -                                      | -                                   | •                                     | -                                  | 60,097                                  |
| TOTAL (D)  | 60,141                             | 10,891                                   | 107,380                                | 41,461                                       | ı                          | (192)                                     | (866)  | 848,730                                       | -  | 41,361                                    | -                                      | 157,185                             | ı                                     | 12,044                             | 1,278,134                               |
| The break-up of Total surplus is as                          |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |   |
| under:   |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |   |
| (a) Interim Bonuses Paid                                     | 34,779                             | 5,227                                    | -                                      | -  | -                          | 26  | 160  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | 40,192                                  |
| (b) Allocation of Bonus to policyholders                     | 30,946                             | 5,703                                    | -                                      | -  | -                          | 11,764                                    | 284  | -   | -  | -   | -                                      | -                                   | -                                     | -                                  | 48,697                                  |
| (c) Surplus shown in the Revenue                             | 60.111                             | 40.004                                   | 407.000                                | 44 464                                       |                            | (4.00)                                    | (000)  | 046 726                                       |  | 44.354                                    |  | 457.405                             |                                       | 42.24:                             | 4 270 424                               |
| Account  | 60,141                             | 10,891                                   | 107,380                                | 41,461                                       | -                          | (192)                                     | (866)  | 848,730                                       | -  | 41,361                                    | -                                      | 157,185                             | -                                     | 12,044                             | 1,278,134                               |
| (d) Total Surplus: ((a)+(b)+(c)):                            | 125,865                            | 21,821                                   | 107,380                                | 41,461                                       | -                          | 11,598                                    | (422)  | 848,730                                       | -  | 41,361                                    | -                                      | 157,185                             | -                                     | 12,044                             | 1,367,023                               |
|  |                                    |  |  |  |                            |   |  |   |  |   |  |                                     |                                       |                                    |   |



Assets and liabilities of reportable segments as at March 31, 2020 are as follows:

(Rs. '000)

| Description   | Linked<br>Individual –<br>Life Par | Linked<br>Individual –<br>Pension<br>Par | Linked<br>Individual - Life<br>Non Par | Linked<br>Individual -<br>Pension<br>Non Par | Linked<br>Group<br>Non Par | Non Linked<br>Individual -<br>Life<br>Par | Non Linked<br>Individual -<br>Pension<br>Par | Non Linked<br>Individual -<br>Life<br>Non Par | Non<br>Linked<br>Individual -<br>Pension<br>Non Par | Non<br>Linked<br>Group<br>Life<br>Non Par | Non Linked<br>Group<br>Pension<br>Non Par | Non<br>Linked<br>Annuity<br>Non Par | Non<br>Linked –<br>Variable-<br>Group | Non<br>Linked<br>Health<br>Non Par | Shareholder<br>Account | Total       |
|---|------------------------------------|--|--|--|----------------------------|---|--|---|---|---|---|-------------------------------------|---------------------------------------|------------------------------------|------------------------|-------------|
| Investment Assets   | 1,111,981                          | 125,406                                  | 21,366,434                             | 2,492,077                                    | 2,796,911                  | 224,384                                   | -  | 52,696,922                                    |   | 1,150,099                                 | -   | 2,218,119                           | 139,430                               | -                                  | 6,606,952              | 90,928,715  |
| Accrued Interest  | 24,927                             |  |  |  |                            | 4,631                                     |  | 1,330,091                                     |   | 29,813                                    |   | 44,270                              | 2,567                                 |                                    | 172,192                | 1,608,491   |
| Unsettled Contracts                                       | -                                  | -  | 51,725                                 | -  | -                          | 1   | -  | -   | -   | -   | -   | -                                   | ı                                     | -                                  | -                      | 51,725      |
| Reinsurance Receivable                                    | 212                                |  | 1,225                                  |  |                            |   |  | (22,475)                                      |   | (2,056)                                   |   |                                     |                                       |                                    |                        | (23,094)    |
| Outstanding Premium                                       | -                                  | -  | -                                      | -  | -                          | 5,532                                     | 29   | 776,514                                       | 2,494   |   |   | 144                                 |                                       | 787                                | -                      | 785,500     |
| Unclaimed Fund (including Interest accrued)               | -                                  | -  | -                                      | -  | -                          | -   | -  | 1,831,692                                     | -   | -   | -   | -                                   | -                                     | -                                  | -                      | 1,831,692   |
| Reinsurance Payable                                       | 1,217                              |  | 4,597                                  |  |                            | _   |  | 25,184  |   | 6,026                                     |   |                                     |                                       |                                    |                        | 37,024      |
| Claims Outstanding  | (447)                              | -  | (368,523)                              | (18,718)                                     | -                          | -   | (272)  | (113,656)                                     | (648)   | -   | -   | (7,164)                             | -                                     | -                                  | -                      | (509,428)   |
| Unclaimed Amounts   | (28,188)                           | -  | (1,477,069)                            | (142,595)                                    | (4,179)                    | (486)                                     | (159)  | (169,450)                                     | (356)   | (8,131)                                   | -   | (637)                               | i                                     | (442)                              | -                      | (1,831,692) |
| Un allocated Premium                                      | (24)                               | -  | (35,834)                               | (259)  | -                          | (132)                                     | (11)   | (174,297)                                     | (592)   | -   | -   | (6,758)                             | i                                     | (283)                              | -                      | (218,190)   |
| Advance Premium   | (94)                               | -  | (3,031)                                | (298)  | (4,964)                    | (68)                                      | -  | (16,302)                                      | (44)  | (21,194)                                  | -   | -                                   | -                                     | (211)                              | -                      | (46,206)    |
| Payable to policyholders                                  | (215)                              | -  | (130,658)                              | (4,683)                                      | (65)                       | (52)                                      | -  | (133,302)                                     | (4,703)   | (2,788)                                   | -   | (561)                               | -                                     | (2,510)                            | -                      | (279,537)   |
| Debit balance in P&L a/c                                  | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     |                                    | 13,466,673             | 13,466,673  |
| Other Current assets/Liability)                           | 2,612                              | -  | 1,957,568                              | 166,553                                      | 9,208                      | (9,980)                                   | 16,468                                       | (2,289,605)                                   | 1,683,691   | (756,135)                                 | 890,753                                   | (1,779,796)                         | 1,389                                 | 117,345                            | (273,574)              | (263,503)   |
| Total Assets  | 1,111,981                          | 125,406                                  | 21,366,434                             | 2,492,077                                    | 2,796,911                  | 223,829                                   | 16,055                                       | 53,793,041                                    | 1,679,842   | 395,634                                   | 890,753                                   | 467,617                             | 143,386                               | 114,686                            | 19,972,243             | 105,589,895 |
| Segment liabilities :                                     |                                    |  | l                                      |  |                            |   |  |   |   |   |   |                                     |                                       |                                    |                        |             |
| Actuarial Liability (Including FFA and fair value change) | 1,111,981                          | 125,406                                  | 21,3,66,434                            | 2,492,077                                    | 2,796,911                  | 223,829                                   | 16,055                                       | 53,793,041                                    | 1,679,842   | 395,634                                   | 890,753                                   | 467,617                             | 143,386                               | 114,686                            | (76,757)               | 8,55,40,895 |
| Share Capital   | -                                  | -  | -                                      |  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | 20,049,000             | 20,049,000  |
| Total Liabilities   | 1,111,981                          | 125,406                                  | 21,366,434                             | 2,492,077                                    | 2,796,911                  | 223,829                                   | 16,055                                       | 537,93,041                                    | 1,679,842   | 395,634                                   | 890,753                                   | 467,617                             | 143,386                               | 114,686                            | 199,72,243             | 105,589,895 |

A listing of capital expenditure, depreciation and other non-cash expenditure of reportable segments for the period ended March 31, 2020 are set out below: (Rs.'000)

| Description   | Linked<br>Individual –<br>Life Par | Linked<br>Individual –<br>Pension<br>Par | Linked<br>Individual - Life<br>Non Par | Linked<br>Individual -<br>Pension<br>Non Par | Linked<br>Group<br>Non Par | Non Linked<br>Individual -<br>Life<br>Par | Non Linked<br>Individual -<br>Pension<br>Par | Non Linked<br>Individual -<br>Life<br>Non Par | Non<br>Linked<br>Individual -<br>Pension<br>Non Par | Non<br>Linked<br>Group<br>Life<br>Non Par | Non Linked<br>Group<br>Pension<br>Non Par | Non<br>Linked<br>Annuity<br>Non Par | Non<br>Linked –<br>Variable-<br>Group | Non<br>Linked<br>Health<br>Non Par | Shareholder<br>Account | Total       |
|---|------------------------------------|--|--|--|----------------------------|---|--|---|---|---|---|-------------------------------------|---------------------------------------|------------------------------------|------------------------|-------------|
| Segment capital expenditure                                     | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | -                      | -           |
| Unallocated corporate capital expenditure                       | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | -                      | 84,823      |
| Total Capital expenditure                                       | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | -                      | 84,823      |
| Segment depreciation expenditure                                | 34                                 | 3  | 17,994                                 | 932  | 409                        | 226                                       | 2  | 55,727  | 598   | 1,100                                     | -   | 1,091                               | 59                                    | 235                                | -                      | 78,410      |
| Unallocated corporate depreciation                              | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | -                      | -           |
| Total Depreciation  | 34                                 | 3  | 17,994                                 | 932  | 409                        | 226                                       | 2  | 55,727  | 598   | 1,100                                     | -   | 1,091                               | 59                                    | 235                                | -                      | 78,410      |
| Segment non cash expense other than depreciation                | 9,300                              | (3,194)                                  | (9,057,387)                            | (1,178,749)                                  | (910,391)                  | 47,962                                    | (878)  | 8,277,089                                     | 73,443  | (231,641)                                 | 485,694                                   | 74,933                              | (17,182)                              | 15,326                             | -                      | (2,415,673) |
| Unallocated corporate non cash expenses other than depreciation | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | -                      | -           |
| Total Non cash expenditure other than depreciation              | 9,300                              | (3,194)                                  | (9,057,387)                            | (1,178,749)                                  | (910,391)                  | 47,962                                    | (878)  | 8,277,089                                     | 73,443  | (231,641)                                 | 485,694                                   | 74,933                              | (17,182)                              | 15,326                             | -                      | (2,415,673) |



(Rs. '000)

# **Aviva Life Insurance Company India Limited** SIGNIFICANT ACCOUNTING POLICIES AND NOTES TO THE ACCOUNTS

Assets and liabilities of reportable segments as at March 31, 2019 are as follows:

| Description   | Linked<br>Individual –<br>Life Par | Linked<br>Individual –<br>Pension<br>Par | Linked<br>Individual - Life<br>Non Par | Linked<br>Individual -<br>Pension<br>Non Par | Linked<br>Group<br>Non Par | Non Linked<br>Individual -<br>Life<br>Par | Non Linked<br>Individual -<br>Pension<br>Par | Non Linked<br>Individual -<br>Life<br>Non Par | Non<br>Linked<br>Individual -<br>Pension<br>Non Par | Non<br>Linked<br>Group<br>Life<br>Non Par | Non Linked<br>Group<br>Pension<br>Non Par | Non<br>Linked<br>Annuity<br>Non Par | Non<br>Linked –<br>Variable-<br>Group | Non<br>Linked<br>Health<br>Non Par | Shareholder<br>Account | Total       |
|---|------------------------------------|--|--|--|----------------------------|---|--|---|---|---|---|-------------------------------------|---------------------------------------|------------------------------------|------------------------|-------------|
| Investment Assets   | 1,074,834                          | 123,666                                  | 30,377,678                             | 3,670,597                                    | 3,707,301                  | 194,003                                   | -  | 45,548,521                                    | -   | 830,655                                   | ı   | 2,056,535                           | 156,544                               | -                                  | 6,550,923              | 94,291,256  |
| Accrued Interest  | -                                  | -  | -                                      | -  | -                          | 4,080                                     | -  | 1,246,755                                     | -   | 9,719                                     | -   | 39,400                              | 2,351                                 | -                                  | 134,258                | 1,436,563   |
| Unsettled Contracts                                       | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | -                      | -           |
| Reinsurance Receivable                                    | (320)                              | -  | (1,408)                                | -  | -                          | -   | -  | 7,987   | -   | 15,028                                    | -   | -                                   | -                                     | -                                  | -                      | 21,286      |
| Outstanding Premium                                       | -                                  | -  | -                                      | -  | -                          | 11,219                                    | 32   | 731,860                                       | 2,614   | -   | -   | -                                   | -                                     | 1,012                              | -                      | 746,737     |
| Unclaimed Fund (including Interest accrued)               | -                                  | -  | -                                      | -  | -                          | -   | -  | 1,862,455                                     | -   | -   | 1   | 1                                   | -                                     | -                                  | -                      | 1,862,455   |
| Reinsurance Payable                                       | (369)                              | -  | (2,339)                                | -  | -                          | -   | -  | (14,925)                                      | -   | 2,765                                     | ı   | ı                                   | ı                                     | -                                  | -                      | (14,868)    |
| Claims Outstanding  | (5,096)                            | -  | (277,038)                              | (27,743)                                     | -                          | -   | (492)  | (27,004)                                      | -   | -   | -   | -                                   | ı                                     | -                                  | -                      | (337,372)   |
| Unclaimed Amounts   | -                                  | -  | -                                      | -  | -                          | -   | -  | (1,862,455)                                   | -   | -   | ı   | ı                                   | ı                                     | -                                  | -                      | (1,862,455) |
| Un allocated Premium                                      | (0)                                | -  | (11,413)                               | (671)  | -                          | (258)                                     | -  | (40,609)                                      | (39)  | -   | -   | (765)                               | -                                     | (252)                              | -                      | (54,007)    |
| Advance Premium   | (85)                               | -  | (3,967)                                | (415)  | (219)                      | (94)                                      | -  | (19,353)                                      | -   | (41,013)                                  | -   | -                                   | -                                     | (250)                              | -                      | (65,397)    |
| Payable to policyholders                                  | (1,210)                            | -  | (458,260)                              | (59,904)                                     | (2,921)                    | (127)                                     | -  | (155,571)                                     | (858)   | 1,543                                     | -   | (542)                               | -                                     | (18)                               | -                      | (677,868)   |
| Debit balance in P&L a/c                                  | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | 12,973,568             | 12,973,568  |
| Other Current assets/Liability)                           | 7,081                              | -  | 754,425                                | 88,733                                       | 3,140                      | (41,188)                                  | 18,066                                       | (1,229,914)                                   | 1,604,912   | (191,421)                                 | 405,059                                   | (1,701,943)                         | 1,673                                 | 98,867                             | 381,246                | 198,736     |
| Total Assets  | 1,074,834                          | 123,666                                  | 30,377,678                             | 3,670,597                                    | 3,707,301                  | 167,635                                   | 17,607                                       | 46,047,747                                    | 1,606,629   | 627,275                                   | 405,059                                   | 392,684                             | 160,568                               | 99,359                             | 20,039,995             | 108,518,635 |
| Segment liabilities :                                     |                                    |  |  |  |                            |   |  |   |   |   |   |                                     |                                       |                                    |                        |             |
| Actuarial Liability (Including FFA and fair value change) | 1,074,834                          | 123,666                                  | 30,377,678                             | 3,670,597                                    | 3,707,301                  | 167,635                                   | 17,607                                       | 46,047,747                                    | 1,606,629   | 627,275                                   | 405,059                                   | 392,684                             | 160,568                               | 99,359                             | (9,005)                | 88,469,635  |
| Share Capital   | -                                  | -  | -                                      | -  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | 20,049,000             | 20,049,000  |
| Total Liabilities   | 1,074,834                          | 123,666                                  | 30,377,678                             | 3,670,597                                    | 3,707,301                  | 167,635                                   | 17,607                                       | 46,047,747                                    | 1,606,629   | 627,275                                   | 405,059                                   | 392,684                             | 160,568                               | 99,359                             | 20,039,995             | 108,518,635 |

(Dc '000)

| A listing of capital expendi                                    | A listing of capital expenditure, depreciation and other non-cash expenditure of reportable segments for the period ended March 31, 2019 are set out below: (Rs.'000) |  |  |  |                            |   |  |   |   |   |   |                                     |                                       |                                    | Rs.′000)               |           |
|---|---|--|--|--|----------------------------|---|--|---|---|---|---|-------------------------------------|---------------------------------------|------------------------------------|------------------------|-----------|
| Description   | Linked<br>Individual –<br>Life Par  | Linked<br>Individual –<br>Pension<br>Par | Linked<br>Individual - Life<br>Non Par       | Linked<br>Individual -<br>Pension<br>Non Par | Linked<br>Group<br>Non Par | Non Linked<br>Individual -<br>Life<br>Par | Non Linked<br>Individual -<br>Pension<br>Par | Non Linked<br>Individual -<br>Life<br>Non Par | Non<br>Linked<br>Individual -<br>Pension<br>Non Par | Non<br>Linked<br>Group<br>Life<br>Non Par | Non Linked<br>Group<br>Pension<br>Non Par | Non<br>Linked<br>Annuity<br>Non Par | Non<br>Linked –<br>Variable-<br>Group | Non<br>Linked<br>Health<br>Non Par | Shareholder<br>Account | Total     |
| Segment capital expenditure                                     | '   | '  | <u>.                                    </u> | '  | -                          | '   | -  | -   | -   | -   | -   |                                     | ı                                     | -                                  | -                      | -         |
| Unallocated corporate capital expenditure                       | -   | _  |  | -  | -                          | -   | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | -                      | 59,674    |
| Total Capital expenditure                                       |   | '  | <u>-</u> - '                                 | <u> </u>                                     | -                          |   | -  | -   | -   | -   | -   | -                                   |                                       | -                                  | -                      | 59,674    |
| Segment depreciation expenditure                                | 34  | 2  | 19,733                                       | 1,126  | 391                        | 288                                       | 3  | 50,469  | 945   | 1,050                                     | -   | 541                                 | 56                                    | 245                                | -                      | 74,883    |
| Unallocated corporate depreciation                              |   | '  | <u>-</u> '                                   | <u> </u>                                     | -                          | <u> </u>                                  | -  | -   | -   | -   | -   | -                                   | -                                     | -                                  | -                      | -         |
| Total Depreciation  | 34  | 2  | 19,733                                       | 1,126  | 391                        | 288                                       | 3  | 50,469  | 945   | 1,050                                     |   | 541                                 | 56                                    | 245                                | -                      | 74,883    |
| Segment non cash expense other than depreciation                | (91,079)  | (16,087)                                 | (1,510,839)                                  | (546,654)                                    | (210,086)                  | 58,574                                    | (1,058)                                      | 6,832,889                                     | 51,336  | (118,598)                                 | (135,671)                                 | 52,681                              | (31,518)                              | 18,600                             | -                      | 4,352,487 |
| Unallocated corporate non cash expenses other than depreciation | -   | -  | -  | -  | -                          | -   | -  | 1   | -   | -   | -   | 1                                   | ı                                     | -                                  | -                      | -         |
| Total Non cash expenditure other than depreciation              | (91,079)  | (16,087)                                 | (1,510,839)                                  | (546,654)                                    | (210,086)                  | 58,574                                    | (1,058)                                      | 6,832,889                                     | 51,336  | (118,598)                                 | (135,671)                                 | 52,681                              | (31,518)                              | 18,600                             | -                      | 4,352,487 |



## 18. Performance Ratios

| S. No.        | Particulars  | March 31, 2020   | March 31, 2019 |
|---------------|--|------------------|----------------|
| 1             | New Business Premium Growth (Segment wise)                 | march 31, 2020   |                |
|               | Linked Individual - Life Participating                     | 0%               | (193)%         |
|               | Linked Individual - Pension Participating                  | NA<br>NA         | NA             |
|               | Linked Individual - Life Non Participating                 | (46)%            | (27)%          |
|               | Linked Individual - Pension Non Participating              | (88)%            | (1492)%        |
|               | Linked Group - Non Participating                           | (61)%            | (56)%          |
|               | Non Linked Individual - Life Participating                 | (66)%            | (42)%          |
|               | Non Linked Individual - Pension Participating              | NA               | NA             |
|               | Non Linked Individual - Life Non Participating             | (21)%            | (1)%           |
|               | Non Linked Individual - Pension Non Participating          | (97)%            | (11)%          |
|               | Non Linked Group - Life Non Participating                  | (22)%            | (30)%          |
|               | Non Linked Group - Pension Non Participating               | 0%               | 0%             |
|               | Non Linked Annuity Non Participating                       | 37%              | 35%            |
|               | , , ,  |                  | 129%           |
|               | Non Linked - Variable - Group                              | (94)%            |                |
|               | Non Linked Health Non Participating                        | (74)%            | (85)%          |
|               | Other Ratios:  |                  |                |
| 2             | Net Retention Ratio  | 95%              | 96%            |
| 3             | Ratio of expenses of management                            | 22%              | 21%            |
| 4             | Commission ratio   | 2%               | 2%             |
| 6             | Ratio of policyholders' liabilities to shareholders' funds | 13.2             | 12.5           |
| 7             | Growth rate of shareholders' funds                         | (7.94)%          | 8.03%          |
| 8             | Ratio of surplus to policyholders' liability               | (0.36)%          | 1.33%          |
| 9             | Change in Net worth (Rs. '000)                             | (560,856)        | 525,312        |
| 10            | Profit after tax/Total Income                              | (4.27)%          | 2.55%          |
| 11            | (Total Real Estate + Loans)/Cash & invested assets         | NA NA            | NA             |
| 12            | Total Investments / (Capital + Surplus)                    | 4.55             | 4.71           |
| 13            | Total affiliated Investments / (Capital + Surplus)         | NA               | NA             |
| 14            | Investment yield (gross and net)                           | INA              | INA            |
| Policyholder  | , 10   | (4.5)0/          | 0.50/          |
| Policyfloider | - Gross<br>- Net   | (1.5)%           | 8.5%           |
| Charabaldan   |  | 7.6%             | 8.1%           |
| Shareholder   | - Gross  | 7.0%             | 8.5%           |
|               | - Net  | 7.5%             | 8.1%           |
| 15            | Conservation Ratio   |                  |                |
|               | Linked Par Individual Life                                 | 93%              | 69%            |
|               | Linked Par Pension   | 99%              | 57%            |
|               | Linked Non Par Individual Life                             | 74%              | 73%            |
|               | Linked Non Par Pension                                     | 78%              | 71%            |
|               | Linked Non Par Group                                       | 0%               | 0%             |
|               | Non Linked Par Individual Life                             | 65%              | 65%            |
|               | Non Linked Par Pension                                     | 79%              | 83%            |
|               | Non Linked Non Par Individual Life                         | 89%              | 85%            |
|               | Non Linked Non Par Individual Pension                      | 71%              | 59%            |
|               | Non Linked Group Life Non Par                              | 41%              | 17%            |
|               | Non Linked Variable Group                                  | 0%               | 0%             |
|               | Non Linked – Health  | 91%              | 78%            |
| 15A           | Persistency Ratio (by numbers)                             |                  |                |
|               | For 13th month   | 63%              | 65%            |
|               | For 25th month   | 54%              | 57%            |
|               | For 37th month   | 48%              | 50%            |
|               | For 49th Month   | 42%              | 41%            |
|               | For 61st month   | 40%              | 42%            |
| 15B           | Persistency Ratio (by premium)                             |                  |                |
|               | For 13th month   | 68%              | 68%            |
|               | For 25th month   | 58%              | 62%            |
|               | For 37th month   | 51%              | 50%            |
|               | For 49th Month   | 46%              | 43%            |
|               | For 61st month   | 44%              | 46%            |
| 16            | NPA Ratio  | <del>14</del> /0 | 70/0           |
| 10            |  | NIII             | KIII           |
|               | Gross NPA Ratio  | NIL              | NIL            |
|               | Net NPA Ratio Solvency Ratio                               | NIL              | NIL<br>299%    |
| 17            |  | 242%             | 2000/          |



# 19. Summary of Financial Statements

| 1<br>2<br>3<br>4<br>5<br>6 | Financial Year  ICYHOLDERS' ACCOUNT  Gross Premium Income  Net Premium Income | 2019-20      | 2018-19      | 2017-18      | 2016-17      | 2015-16      |
|----------------------------|---|--------------|--------------|--------------|--------------|--------------|
| 1<br>2<br>3<br>4<br>5<br>6 | Gross Premium Income  | 11 936 373   |              |              |              | 1            |
| 2<br>3<br>4<br>5<br>6      |   | 11 936 373   |              |              |              |              |
| 3<br>4<br>5<br>6           | Net Premium Income  | 11,000,070   | 12,649,372   | 13,442,163   | 13,365,063   | 14,931,463   |
| 4<br>5<br>6                | Net i remain meome  | 11,350,475   | 12,099,380   | 12,913,131   | 12,823,743   | 14,401,820   |
| 5<br>6                     | Income from investments (Net)   | (355,372)    | 7,790,671    | 7,103,436    | 11,287,584   | 2,092,772    |
| 6                          | Other Income  | 53,689       | 424,941      | 41,201       | 36,148       | 41,238       |
|                            | EMR Contribution from Shareholders  | 10,814       | 12,529       | 21,958       | 17,518       | 22,029       |
|                            | Total Income  | 11,059,606   | 20,327,521   | 20,079,726   | 24,164,993   | 16,557,859   |
| 7                          | Commissions   | 237,256      | 235,303      | 365,927      | 352,799      | 420,498      |
| 8                          | Brokerage   | -            | -            | -            | -            | _            |
| 9                          | Operating expenses relating to insurance business                             | 2,344,387    | 2,706,128    | 3,023,517    | 3,077,926    | 3,658,882    |
|                            | Provision for Tax   | -            | -            | -            | -            | _            |
| 44                         | Provisions (other than taxation)  | 200 707      |              |              |              |              |
| 11                         | For diminution in the value of investments (Net)                              | 289,787      | -            | -            | -            | -            |
|                            | Total Expenses  | 2,871,430    | 2,941,431    | 3,389,444    | 3,430,725    | 4,079,380    |
| 12                         | Payment to policyholders  | 10,915,421   | 11,857,608   | 16,138,323   | 16,033,968   | 17,431,415   |
|                            | Increase in actuarial liability   | 8,724,747    | 6,727,234    | 6,096,428    | 6,199,072    | 3,394,862    |
|                            | Provision for Linked Liabilities  | (11,140,421) | (2,374,746)  | (5,554,437)  | (1,507,377)  | (7,893,760)  |
|                            | Surplus/(Deficit) from operations   | (311,571)    | 1,175,994    | 9,969        | 8,605        | (454,038)    |
|                            | REHOLDERS' ACCOUNT  | , , , , ,    |              | ,            | ,            |              |
|                            | Total income under Shareholders' Account                                      | 502,581      | 5,14,398     | 590,322      | 619,030      | 623,956      |
|                            | Total Expenses under Shareholders' Account                                    |              |              |              |              |              |
|                            | (includes EMR)  | 612,101      | 1,098,413    | 1,137,926    | 864,289      | 112,556      |
| 18                         | Provisions (other than taxation)  | 24.674       |              |              |              |              |
|                            | For diminution in the value of investments (Net)                              | 31,674       | -            | -            | -            | -            |
| 19                         | Profit/Loss before tax  | (4,93,105)   | 531,883      | (520,208)    | (369,980)    | 87,215       |
| 20                         | Provisions for tax  | =            | -            | -            | -            | =            |
| 21                         | Profit/Loss after tax   | (4,93,105)   | 531,883      | (520,208)    | (369,980)    | 87,215       |
| 22                         | Profit/(Loss) carried to the balance sheet                                    | (13,466,673) | (12,973,568) | (13,505,451) | (12,985,243) | (12,615,262) |
| MIS                        | CELLANEOUS  |              |              |              |              |              |
|                            | A) Policyholders' account   |              |              |              |              |              |
|                            | Total Funds (including Funds for future                                       | 05 647 654   | 00 470 600   | 04444 754    | 02.642.060   | 70 706 404   |
|                            | appropriation)  | 85,617,651   | 88,478,639   | 84,111,751   | 83,612,068   | 78,786,104   |
|                            | Total Investments   | 84,321,762   | 87,740,332   | 83,293,669   | 83,325,036   | 79,751,428   |
|                            | Yield on investments (%)  | (0.41)%      | 9.54%        | 8.91%        | 15%          | 3%           |
|                            | B) Shareholders' account  |              |              |              |              |              |
|                            | Total Funds   | 6,505,571    | 7,066,428    | 6,541,115    | 7,063,757    | 7,433,738    |
|                            | Total Investments   | 6,606,952    | 65,50,924    | 6,277,301    | 7,297,626    | 7,769,427    |
|                            | Yield on investments (%)  | 8.12%        | 8.35%        | 9.09%        | 8.57%        | 8.69%        |
|                            | Yield on total investments (%)  | 0.11%        | 9.46%        | 8.92%        | 14.33%       | 3.09%        |
|                            | Paid up equity capital  | 19,972,243   | 2,00,39,995  | 20,046,566   | 20,049,000   | 20,049,000   |
|                            | Net worth   | 6,505,571    | 7,066,428    | 6,541,115    | 7,063,757    | 7,433,738    |
|                            | Total Assets  | 96,536,433   | 100,061,059  | 95,607,518   | 96,035,720   | 91,154,551   |
|                            | Earnings per share  | (0.25)       | 0.27         | (0.26)       | (0.18)       | 0.04         |
| 28                         | O 17  | 3.26         | 3.53         | ,,           | 3.52         | 3.71         |



20. Computation of (Losses) / Earnings Per Share

| Particulars Particulars   | March 31, 2020 | March 31, 2019 |
|---|----------------|----------------|
| Net (Loss)/Profit available for Equity Shareholders (Amount in Rs. '000)                                      | (493,105)      | 531,883        |
| Weighted Average number of Equity Shares outstanding during the year (No. of Shares)                          | 2,004,900,000  | 2,004,900,000  |
| Basic and Diluted (Losses) / Earnings per Share (Equity Share of Face Value of Rs. 10/- each) (Amount in Rs.) | (0.25)         | 0.27           |

21. The expenditure incurred by the Company on the following activities is as under:

| Particulars             | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|-------------------------|------------------------------|------------------------------|
| Outsourcing Expenses    | 38,163                       | 42,827                       |
| Business Development    | 92,806                       | 151,572                      |
| Marketing Support       |                              |                              |
| Lead Generation Charges | Ē                            | =                            |
| Other Marketing Events  | 215,910                      | 277,592                      |

- **22.** Reinsurance is in place on lives where cover is in excess of the Company's retention limit and this has been reflected in the Accounts.
- 23. There is no restructured loan asset in the books as at 31<sup>st</sup> March, 2020 (Previous Year Rs. (000's) Nil)
- 24. Transfer to Revenue Account (Participating Policyholders' Account)

In terms of Section 49 of the Insurance Act, 1938 read with IRDAI's circular dated 23 March 2004, the deficit in the Policyholders' Account (Technical Account) of Rs. ('000) NIL for the year ended March 31, 2020 and Rs. ('000) NIL for the year ended March 31, 2019 in respect of Participating Policies has been funded by a matching contribution made by the shareholders from the Shareholders' Account (Non-Technical Account).

**25.** The following amounts have been paid on account of penal actions taken by various government authorities during the financial year 2019-20.

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

<sup>\*</sup> Amounts in brackets represent previous year figures

<sup>\*\*</sup>Post listing



#### 26. Contingent Liabilities

a)

| Contingent Liabilities  | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |  |
|---|------------------------------|------------------------------|--|
| Partly paid-up investments  | -                            | -                            |  |
| Underwriting commitments outstanding (in respect of shares & securities)          | -                            | -                            |  |
| Claims, other than those under policies, not acknowledged as debts by the Company | 12,841                       | 11,939                       |  |
| Guarantees given by or on behalf of the Company                                   | -                            | -                            |  |
| Reinsurance obligations to the extent not provided for in accounts                | =                            | -                            |  |
| Others (In relation to Claims against policies)                                   | 221,258                      | 305,630                      |  |
| Statutory demands/liabilities in dispute, not provided for                        | Refer Note below             |                              |  |

b)

|   | Nature  | Authority where matter is lying | Nature   | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000)   |
|---|---|---------------------------------|----------|------------------------------|--------------------------------|
|   |   |                                 | Tax      | 216,525                      | 216,525                        |
| 1 | Service Tax on ULIP Charges for                               | CESTAT                          | Penalty  | 216,525                      | 216,525                        |
| 1 | the period of July 10 to Apr 11                               | CESTAT                          | Interest | Till date of actual deposit  | Till date of actual deposit of |
|   |   |                                 | interest | of tax, at applicable rates  | tax, at applicable rates       |
|   | Service Tax on Conveyance                                     |                                 | Tax      | 45,023                       | 45,023                         |
| 2 | Charges and Foreign & Domestic Tours for Agents               | CESTAT                          | Penalty  | 44,729                       | 44,729                         |
| 3 | Comice Tay on Currender Charges                               | CECTAT                          | Tax      | 390,154                      | 390,154                        |
| 3 | Service Tax on Surrender Charges                              | CESTAT                          | Penalty  | 390,159                      | 390,159                        |
| 4 | Service Tax on difference of Forex Payment per financials v/s | Commissioner                    | Tax      | 7,683                        | 7,683                          |
| - | Service Tax Return*   | Commissioner                    | Penalty  | -                            | -                              |

<sup>\*</sup> CESTAT has decided the issue in favor of the Company and the case has been remanded back to the lower authorities for reverification of facts. The penalty stands waived.

Based on legal opinion, management believes that at present, no provision is required in the books of account in respect of the above matters.



#### 27. Related Party Disclosures

| Particulars Particulars                              | Relationship                                       |
|--|--|
| Dabur Invest Corp. (Partnership Firm)                | Control  |
| Aviva International Holdings Limited, UK             | Substantial Interest                               |
| Aviva International Insurance                        | Significant Influence                              |
| AVIVA Central Services UK Limited                    | Significant Influence                              |
| Aviva Asia PTE Limited.                              | Significant Influence                              |
| Aviva Limited. Singapore                             | Significant Influence                              |
| Aviva Investors Global Services Limited, UK          | Significant Influence                              |
| Aviva Investors Asia Pte. Limited                    | Significant Influence                              |
| Aviva Life Services UK Limited                       | Significant Influence                              |
| Aviva Life Insurance Company Limited, Hongkong       | Significant Influence                              |
| Aviva Group Holdings Limited                         | Significant Influence                              |
| Aviva PLC  | Significant Influence                              |
| Sesame Group India Private Limited                   | Significant Influence                              |
| Experian Credit Information of India Private Limited | Entity in which relative of director is a director |
| Trevor Bull  | Managing Director and Chief Executive Officer      |
| Eric Noel Berg                                       | Chief Financial Officer (DOC - July 12, 2019)      |
| Nilesh Karia   | Chief Financial Officer (DOA - January 14, 2020)   |
| Anuj Arora   | Company Secretary (DOA - May 24, 2019)             |

#### Transactions with related parties:

| Related Party                  | Particulars  | March 31, 2020<br>(Rs. '000)            | March 31, 2019<br>(Rs. '000) |
|--------------------------------|--|---|------------------------------|
| AVIVA Central Services UK      | Recharge for the cost of Symantec Software/<br>Server/ Implementation etc. | 5,602                                   | 13,786                       |
| Limited                        | Recovery of travel related expenses and secondment charges of expats       | ' |                              |
|                                | Balance Receivable/(Payable)   |   | •                            |
| Aviva Asia PTE Limited         | Recharges for travel reimbursement recovery                                | 25                                      | ı                            |
| Aviva Asia FTE Lillilled       | Balance Receivable/(Payable)   | 25                                      | I                            |
| Sesame Group India Private     | Sublease related transaction   | 13,455                                  | 12,303                       |
| Limited                        | Balance Receivable/(Payable)   | 1,124                                   | ı                            |
| Experian Credit Information of | Professional charges paid  | -                                       | 8                            |
| India Private Limited          | Balance Receivable/(Payable)   | -                                       | =                            |
| Trevor Bull                    | Managerial Remuneration  | (65,640)                                | (64,822)                     |
| Nilesh Karia                   | Remuneration   | (5,590)                                 | -                            |
| Anuj Arora                     | Remuneration   | (2,433)                                 | -                            |

### 28. Disclosures under IRDAI (Treatment of Discontinued Linked Insurance Policies) Regulations, 2010 relating to Discontinued Policy Fund

| S. No | Particulars Particulars   | March 31, 2020 | March 31, 2019 |
|-------|---|----------------|----------------|
| 1     | Number of Policies discontinued during the financial year                 | 2,035          | 1,895          |
| 2     | Product wise percentage of discontinued policies to total policies        |                |                |
|       | Aviva Freedom Life Advantage  | 0.44%          | 0.58%          |
|       | Aviva Life Saver Advantage  | 0.30%          | 0.40%          |
|       | Aviva Sachin Extra Cover Advantage  | 0.00%          | 3.23%          |
|       | Aviva Young Scholar Advantage   | 2.53%          | 3.44%          |
|       | Aviva I – Growth  | 5.86%          | 5.59%          |
|       | Aviva Live smart Plan   | 2.16%          | 2.91%          |
|       | Aviva Affluence   | 13.52%         | 12.29%         |
| 3     | Number of discontinued policies revived                                   | 106            | 108            |
| 4     | Percentage of policies revived (to discontinued policies) during the year | 5%             | 6%             |
| 5     | Charge imposed on Account of Discontinued policies (Rs' 000)              | 5,109          | 4,638          |
| 6     | Charges readjusted on account of revival of policies (Rs' 000)            | 173            | 198            |



#### 29. Note on Movement in Discontinued Policy Fund

| Particulars  | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| Fund for discontinued policies   |                              |                              |
| Opening balance of fund for discontinued policies                                | 1,424,286                    | 1,570,346                    |
| Add: Fund of policies discontinued during the year                               | 6,35,238                     | 498,622                      |
| Less: Fund of policies revived during the year                                   | (34,799)                     | (29,355)                     |
| Add: Gross income/Gains on investment of the fund                                | 89,597                       | 111,903                      |
| Less : Fund management charges including transaction cost levied during the year | (8,457)                      | (9,903)                      |
| Less : Amount refunded to policyholder during the year                           | (826,782)                    | (717,327)                    |
| Closing balance of Fund for discontinued policies                                | 1,279,083                    | 1,424,286                    |

#### 30. Unclaimed Amount of Policyholders:

As per IRDAI Master Circular on Unclaimed amount of Policyholders Reference No. IRDAI/F&A/CIR/Misc/173/07/2017; disclosure on unclaimed amounts by policy holders is given below: (Rs. '000)

| Particulars  | 2019-20   | 0-6<br>months | 7-12<br>months | 13-18<br>months | 19-24<br>months | 25-30<br>months | 31-36<br>months | > 36<br>months |
|--|-----------|---------------|----------------|-----------------|-----------------|-----------------|-----------------|----------------|
| Claims settled but not paid to the policyholders/ insured due to any reasons except under litigation from the insured/ policyholder  | 10,468    | -             | 1              | ı               | -               | 1               | 9,113           | 1,355          |
| Sum due to the insured / policyholders on maturity or otherwise  | 5,49,632  | 59,077        | 97,505         | 71,578          | 70,315          | 15,862          | 27,645          | 207,650        |
| Any excess collection of the premium/ tax or any other charges which is refundable to the policyholders either as terms of conditions of policy or as per law or as may be directed by the Authority but not refunded so far | 1,406     | 114           | 408            | 12              | 1               | 23              | 832             | 17             |
| Cheques issued but not encashed by the policyholder*   | 1,270,186 | 77,563        | 74,825         | 39,187          | 55,531          | 32,943          | 95,484          | 8,94,652       |
| Total  | 1,831,692 | 136,754       | 172,738        | 110,777         | 125,847         | 48,828          | 133,074         | 1,103,674      |

| Particulars  | 2018-19   | 0-6<br>months | 7-12<br>months | 13-18<br>months | 19-24<br>months | 25-30<br>months | 31-36<br>months | > 36<br>months |
|--|-----------|---------------|----------------|-----------------|-----------------|-----------------|-----------------|----------------|
| Claims settled but not paid to the policyholders/ insured due to any reasons except under litigation from the insured/ policyholder  | 10,034    | -             | -              | -               | 8,735           | 161             | 450             | 688            |
| Sum due to the insured / policyholders on maturity or otherwise  | 5,39,985  | 1,29,546      | 1,16,790       | 24,542          | 37,347          | 34,616          | 51,798          | 1,45,346       |
| Any excess collection of the premium/ tax or any other charges which is refundable to the policyholders either as terms of conditions of policy or as per law or as may be directed by the Authority but not refunded so far | 867       | 15            | 411            | 18              | 407             | -               | -               | 16             |
| Cheques issued but not encashed by the policyholder*   | 13,11,569 | 84,404        | 84,098         | 38,704          | 1,17,192        | 59,594          | 1,13,521        | 8,14,056       |
| Total  | 18,62,455 | 2,13,965      | 2,01,299       | 63,264          | 1,63,681        | 94,371          | 1,65,769        | 9,60,106       |

<sup>\*</sup> These represent cheques issued against policyholder payouts which are outside the validity period. These are managed through a single segregated fund.



#### 31. Note on Investment pertaining to Unclaimed Policyholders' Fund

| Particulars Particulars  | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| Opening Balance  | 1,862,455                    | 1,906,482                    |
| Add: Amount Transferred to unclaimed amount                                | 525,762                      | 665,339                      |
| Add: Cheques issued/ NEFT processed out of the unclaimed amount but not    |                              |                              |
| encashed by Policyholders  | 11,021                       | -                            |
| Add: Investment income on Unclaimed Fund                                   | 115,482                      | 121,625                      |
| Less: Amount of Claims paid during the year                                | (666,653)                    | (811,211)                    |
| Less: Amount transferred to SCWF (net of claims paid in respect of amounts |                              |                              |
| transferred earlier)   | (16,375)                     | (19,780)                     |
| Closing Balance of Unclaimed Amount Fund                                   | 1,831,692                    | 1,862,455                    |

Para 14(2) of Protection of Policyholders' Interests Regulations, 2017 issued on June 22, 2017 state that "Except in the case of claims where an application is made under section 47 of the Act to the court, if a claim is ready for payment but the payment cannot be made due to any reasons of proper identification of the payee, the life insurer shall pay interest on the claim amount at the bank rate from the date on which claim is ready for payment.". Accordingly, Open Death Title claims amounting to Rs. 65,443 ('000) (Previous Year Rs. 67,776 ('000)) are being treated under provisions of these Guidelines and interest is being accrued accordingly from the date of receipt of necessary documents. Hence, this amount is not included in the above mentioned unclaimed balance.

#### 32. Claim Reconciliation

| Particulars                | Number o       | Number of Claims |  |  |  |  |
|----------------------------|----------------|------------------|--|--|--|--|
| Particulars                | March 31, 2020 | March 31, 2019   |  |  |  |  |
| Opening Balance            | 3,910          | 2,970            |  |  |  |  |
| Add : New Intimations      | 58,284         | 66,322           |  |  |  |  |
| Less : Claim settled       | 54,677         | 63,663           |  |  |  |  |
| Less : Claim declined      | 51             | 67               |  |  |  |  |
| Less : Claims Written Back | 1,802          | 1,652            |  |  |  |  |
| Closing Balance            | 5,664          | 3,910            |  |  |  |  |

#### 33. Payment to Auditors for other Services

| Auditor Name                                   | Nature of Assignment             | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|----------------------------------|------------------------------|------------------------------|
| MSKA & Associates Chartered Accountants        | Tax audit and Certification Cost | 1,110                        | 130                          |
| Walker Chandiok & Co LLP Chartered Accountants | Tax audit                        | -                            | 500                          |
| Total  |                                  | 1,110                        | 630                          |

**34.** Pursuant to the IRDAI Notification dated May 9, 2016 on Regulation for "Expenses of Management of Insurers transacting life Insurance business", the Company is required to ensure that for the FY 2019-20, the actual expenses of management are not above 100% of the allowable expenses.

However, as at March 31, 2020, actual expenses are at 119.5% of the allowable expenditure. This ratio represents a significant improvement over the last year ratio of 127.7%. This improvement is the result of concerted efforts to improve operational efficiency as well as impact of cost optimization initiatives undertaken during the year.

In order to comply with the Regulations, the Company has charged the excess of actual expenses over allowable expenses of Rs. ('000) 520,325 (Previous year Rs. ('000) 876,104) (determined at a Segment level) to the Shareholders' Account.



- 35. Disclosure under IRDAI Circular No. 054/IRDA/F&A/Feb-07, dated Feb 20,2007
- 35.1 Annexure To Revenue Account Break up of Unit Linked Business (UL)

Name of the Insurer: Registration No. & Date of Registration with IRDAI: **Aviva Life Insurance Company India Limited** 

122, May 14, 2002

Revenue Account (Technical Account) for the year ended March 31, 2020

|  |     |              | Linked Life |             |              | Linked Pension |             |           | Linked Group |                | Total Unit   |
|--|-----|--------------|-------------|-------------|--------------|----------------|-------------|-----------|--------------|----------------|--------------|
| Particulars Particulars                                | Sch | Non-<br>Unit | Unit        | Total       | Non-Unit     | Unit           | Total       | Non-Unit  | Unit         | Total          | Linked       |
| Premiums earned – net                                  |     |              |             |             |              |                |             |           |              |                |              |
| (a) Premium  |     | 110,481      | 2,437,657   | 2,548,138   | 1,283        | 152,967        | 154,250     | 1         | 180,428      | 180,428        | 2,882,816    |
| (b) Reinsurance ceded                                  |     | (34,150)     | 1           | (34,150)    | I            | (6)            | (6)         | I         | 1            | 1              | (34,156)     |
| Income from Investments                                |     |              |             |             |              |                |             |           |              |                |              |
| (a) Interest, Dividend and Rent – Gross                |     | 116,590      | 1,092,337   | 1,208,927   | Ī            | 123,179        | 123,179     | 1         | 231,057      | 231,057        | 1,563,163    |
| (b) Profit on sale/redemption of investments           |     | 5,128        | 2,450,231   | 2,455,358   | I            | 410,607        | 410,607     | I         | 161,127      | 161,127        | 3,027,092    |
| (c) Loss on sale/redemption of investments             |     | (335)        | (1,222,653) | (1,222,989) | ı            | (144,667)      | (144,667)   | ı         | (75,583)     | (75,583)       | (1,443,239)  |
| (d) Unrealised gain/(loss)                             |     | ı            | (6,651,655) | (6,651,655) | ı            | (927,702)      | (927,702)   | ı         | (167,966)    | (167,966)      | (7,747,323)  |
| (e) Appropriation/Expropriation Adjustment account     |     | •            | ı           | =           | ı            | -              | -           | ı         | -            | -              | -            |
| Other income:  |     |              |             |             |              |                |             |           |              |                |              |
| (a) Linked Income                                      | UL1 | 665,754      | (665,754)   | =           | 39,725       | (39,725)       | -           | 28,723    | (28,723)     | -              | -            |
| (b) Fee, Charges and Rent Income                       |     | 612          | ı           | 612         | 6            | -              | 6           | ı         | -            | -              | 618          |
| (c ) Contribution from the Shareholders' A/c (includes |     |              |             |             |              |                |             |           |              |                |              |
| EMR Cost )   |     | 4,588        | -           | 4,588       | ı            | -              | -           | ı         | -            | -              | 4,588        |
| TOTAL (A)  |     | 868,458      | (2,559,838) | (1,691,380) | 41,014       | (425,348)      | (384,334)   | 28,723    | 300,341      | 329,064        | (1,746,650)  |
| Commission   |     | 30,072       | -           | 30,072      | 269          | -              | 269         | 250       | -            | 250            | 30,591       |
| GST/Service Tax on Linked charges                      |     | -            | 133,382     | 133,382     | ı            | 7,800          | 7,800       | -         | 5,093        | 5,093          | 146,274      |
| Operating Expenses related to Insurance Business       |     | 566,691      | -           | 566,691     | 7,211        | -              | 7,211       | 12,493    | -            | 12,493         | 586,395      |
| Provision for doubtful debts                           |     | (35,851)     | -           | (35,851)    | (1,486)      | -              | (1,486)     | (627)     | -            | (627)          | (37,964)     |
| Provision for diminution in value of investments (Net) |     | 75,000       | -           | 75,000      | ı            | -              | -           | -         | -            | =              | 75,000       |
| TOTAL (B)  |     | 635,912      | 133,382     | 769,294     | 5,995        | 7,800          | 13,795      | 12,115    | 5,093        | 17,208         | 800,297      |
| Benefits Paid (Net)                                    | UL2 | 52,992       | 6,360,138   | 6,413,130   | 3,568        | 739,624        | 743,192     | (286)     | 1,216,644    | 1,216,358      | 8,372,680    |
| Interim Bonus Paid                                     |     | 1            | 9,715       | 9,715       | Ī            | 1,642          | 1,642       | 1         | 1            | 1              | 11,357       |
| Change in Valuation Liability                          |     | (31,779)     | (9,016,308) | (9,048,087) | 27,144,701   | (28,326,644)   | (1,181,943) | 513,451   | (1,423,842)  | (910,391)      | (11,140,421) |
| TOTAL (C)  |     | 21,213       | (2,646,454) | (2,625,241) | 27,148,269   | (27,585,378)   | (437,109)   | 513,165   | (207,197)    | 305,967        | (2,756,383)  |
| SURPLUS/ (DEFICIT) (D) =(A)-(B)-(C)                    |     | 211,333      | (46,766)    | 1,64,567    | (27,113,250) | 27,152,231     | 38,980      | (496,557) | 502,446      | 5 <i>,</i> 889 | 209,437      |
| APPROPRIATIONS   |     |              |             |             |              |                |             |           |              |                |              |
| Transfer to Shareholders' a/c                          |     | 131,985      | 4,735       | 136,720     | 33,299       | 748            | 34,046      | -         | 5,889        | 5,889          | 176,656      |
| Funds available for future appropriations              |     | -            | 27,847      | 27,847      | -            | 4,934          | 4,934       | -         | -            | -              | 32,781       |
| Total (D)  |     | 131,985      | 32,583      | 164,567     | 33,299       | 5,683          | 38,980      | -         | 5,889        | 5,889          | 209,437      |



Annexure to Revenue Account - Break up of Unit Linked

Name of the Insurer: Aviva Life Insurance Company India Limited

Registration No. & Date of Registration with IRDAI: 122, May 14, 2002

Schedule – UL1 – Linked Income (recovered from linked funds)\*, for the Year Ended March 31, 2020

(Rs. '000)

| Particulars Particulars      | Life Linked Unit | Pension Linked Unit | Linked Group Unit | Total   |
|------------------------------|------------------|---------------------|-------------------|---------|
| Fund Management charge       | 366,357          | 35,739              | 28,003            | 430,099 |
| Policy Administration charge | 66,128           | 4,454               | 41                | 70,623  |
| Surrender charge             | 52,342           | (1,211)             | 640               | 51,772  |
| Switching charge             | 160              | 4                   | -                 | 164     |
| Mortality charge             | 127,743          | 72                  | 38                | 127,853 |
| Rider Premium charge         | 36,808           | -                   | -                 | 36,808  |
| Partial withdrawal charge    | 977              | -                   | -                 | 977     |
| Miscellaneous charge         | 15,241           | 667                 | -                 | 15,908  |
| TOTAL (UL-1)                 | 665,754          | 39,725              | 28,723            | 734,203 |

<sup>\*</sup> Net of GST

Schedule – UL2 – Benefits paid (net), for the Year Ended March 31, 2020

| SL. | Doubleslave                  |          | Linked Life |           | Linked Pension Linked Group |         |         | Total Unit |           |           |           |
|-----|------------------------------|----------|-------------|-----------|-----------------------------|---------|---------|------------|-----------|-----------|-----------|
| No. | Particulars                  | Non Unit | Unit        | Total     | Non-Unit                    | Unit    | Total   | Non-Unit   | Unit      | Total     | Linked    |
| 1   | Insurance Claims             |          |             |           |                             |         |         |            |           |           |           |
| (a) | Claims by Death              | 32,672   | 36,906      | 69,578    | 53                          | 11,549  | 11,601  | -          | -         | -         | 81,179    |
| (b) | Claims by Maturity           | 27,391   | 1,558,354   | 1,585,745 | 1,534                       | 110,476 | 112,009 | -          | -         | -         | 1,697,754 |
| (c) | Annuities / Pension payment  | -        | -           | -         | -                           | -       | -       | 23         | 495,414   | 495,437   | 495,437   |
| (d) | Other benefits               |          |             |           |                             |         |         |            |           |           |           |
|     | - Riders                     | 2,002    | -           | 2,002     | -                           | -       | -       | 1          | -         | -         | 2,002     |
|     | - Surrender                  | 485      | 4,764,879   | 4,765,364 | 1,981                       | 617,600 | 619,581 | (309)      | 721,230   | 720,921   | 6,105,866 |
|     | - Health                     | -        | -           | -         | -                           | -       | -       | -          | -         | -         | -         |
|     | - Periodical Benefit         | 1,814    | -           | 1,814     | -                           | -       | -       | 1          | -         | -         | 1,814     |
|     | - Interest to policy holders | -        | -           | -         | -                           | -       | -       | -          | -         | -         | -         |
|     | Sub Total (A)                | 64,365   | 6,360,138   | 6,424,503 | 3,568                       | 739,624 | 743,192 | (286)      | 1,216,644 | 1,216,358 | 8,384,053 |
| 2   | Amount Ceded in reinsurance  |          |             |           |                             |         |         |            |           |           |           |
| (a) | Claims by Death              | (11,372) | -           | (11,372)  | -                           | -       | -       | ı          | -         | -         | (11,372)  |
| (b) | Claims by Maturity           | -        | -           | -         | -                           | -       | -       | -          | -         | -         | -         |
| (c) | Annuities / Pension payment  | -        | -           | -         | -                           | -       | -       | ı          | -         | -         | -         |
| (d) | Other benefits               |          |             |           |                             |         |         |            |           |           |           |
|     | - Riders                     | -        | -           | -         | -                           | -       | -       | -          | -         | -         | -         |
|     | - Surrender                  | -        | -           | -         | -                           | -       | -       | -          | -         | -         | -         |
|     | - Health                     | -        | -           | -         | -                           | -       | -       | -          | -         | -         | -         |
|     | - Periodical Benefit         | -        | -           | -         | -                           | -       | -       | -          | -         | -         | -         |
|     | Sub Total (B)                | (11,372) | -           | (11,372)  |                             | -       | -       | ı          | -         | -         | (11,372)  |
|     | TOTAL (A) - (B)              | 52,992   | 6,360,138   | 6,413,130 | 3,568                       | 739,624 | 743,192 | (286)      | 1,216,644 | 1,216,358 | 8,372,680 |
|     | Benefits paid to claimants:  |          |             |           |                             |         |         |            |           |           |           |
|     | In India                     | 52,992   | 6,360,138   | 6,413,130 | 3,568                       | 739,624 | 743,192 | (286)      | 1,216,644 | 1,216,358 | 8,372,680 |
|     | Outside India                |          |             |           |                             |         |         |            |           |           |           |
|     | TOTAL (UL-2)                 | 52,992   | 6,360,138   | 6,413,130 | 3,568                       | 739,624 | 743,192 | (286)      | 1,216,644 | 1,216,358 | 8,372,680 |



#### 35.1 Annexure To Revenue Account - Break up of Unit Linked Business (UL)

Name of the Insurer:

**Aviva Life Insurance Company India Limited** 

122, May 14, 2002

Revenue Account (Technical Account) for the year ended March 31, 2019

Registration No. & Date of Registration with IRDAI:

(Rs. '000)

|   |     |              | Linked Life |                 | L            | inked Pensior |           |           | Linked Group |           | Total Unit  |
|---|-----|--------------|-------------|-----------------|--------------|---------------|-----------|-----------|--------------|-----------|-------------|
| Particulars Particulars   | Sch | Non-<br>Unit | Unit        | Total           | Non-Unit     | Unit          | Total     | Non-Unit  | Unit         | Total     | Linked      |
| Premiums earned – net   |     |              |             |                 |              |               |           |           |              |           |             |
| (a) Premium   |     | 134,199      | 2,896,787   | 3,030,986       | 2,146        | 196,015       | 198,161   | -         | 454,129      | 454,129   | 3,683,276   |
| (b) Reinsurance ceded   |     | (36,241)     | -           | (36,241)        | -            | (9)           | (9)       | -         | -            | -         | (36,250)    |
| Income from Investments   |     |              |             |                 |              |               |           |           |              |           |             |
| (a) Interest, Dividend and Rent – Gross                           |     | 130,380      | 1,291,675   | 1,422,055       | -            | 159,028       | 159,028   | -         | 263,942      | 263,942   | 1,845,025   |
| (b) Profit on sale/redemption of investments                      |     | 231          | 3,573,908   | 3,574,140       | -            | 482,689       | 482,689   | -         | 114,362      | 114,362   | 4,171,190   |
| (c) Loss on sale/redemption of investments                        |     | (4,142)      | (1,622,750) | (1,626,89<br>3) | -            | (159,448)     | (159,448) | -         | (130,727)    | (130,727) | (1,917,068) |
| (d) Unrealised gain/(loss)  |     | -            | 103,425     | 103,425         | -            | (53,556)      | (53,556)  | -         | (19,675)     | (19,675)  | 30,194      |
| (e) Appropriation/Expropriation Adjustment account                |     | -            | -           | -               | -            | -             | -         | -         | -            | -         | -           |
| Other income:   |     |              |             |                 |              |               |           |           |              |           |             |
| (a) Linked Income   | UL1 | 742,896      | (742,896)   | -               | 49,824       | (49,824)      | -         | 32,422    | (32,422)     | -         | -           |
| (b) Fee, Charges and Rent Income                                  |     | 15,927       | -           | 15,927          | -            | -             | -         | -         | -            | -         | 15,927      |
| (c ) Contribution from the Shareholders' A/c (includes EMR Cost ) |     | 6,008        | -           | 6,008           | 31           | -             | 31        | 69        | _            | 69        | 6,109       |
| TOTAL (A)   |     | 989,257      | 5,500,150   | 6,489,407       | 52,001       | 574,895       | 626,896   | 32,491    | 649,610      | 682,101   | 7,798,403   |
| Commission  |     | 54,417       | -           | 54,417          | 617          | -             | 617       | 261       | -            | 261       | 55,695      |
| GST/Service Tax on Linked charges                                 |     | -            | 150,543     | 150,543         | -            | 9,393         | 9,393     | -         | 5,417        | 5,417     | 165,353     |
| Operating Expenses related to Insurance Business                  |     | 673,176      | ,           | 673,176         | 5,565        | -             | 5,565     | 15,326    | -            | 15,326    | 694,067     |
| Provision for doubtful debts                                      |     | 46,034       | 1           | 46,034          | 1,689        | -             | 1,689     | 713       | -            | 713       | 48,436      |
| Provision for diminution in value of investments (Net)            |     | -            | 1           | -               | -            | -             | -         | -         | -            | -         | ,           |
| TOTAL (B)   |     | 773,627      | 150,543     | 924,170         | 7,871        | 9,393         | 17,264    | 16,300    | 5,417        | 21,717    | 963,151     |
| Benefits Paid (Net)   | UL2 | 75,580       | 6,889,276   | 6,964,856       | (2,801)      | 1,117,595     | 1,114,794 | (1,039)   | 871,509      | 870,470   | 8,950,119   |
| Interim Bonus Paid  |     | -            | 34,779      | 34,779          | -            | 5,227         | 5,227     | -         | -            | -         | 40,006      |
| Change in Valuation Liability                                     |     | (31,779)     | (1,570,139) | (1,601,918)     | 26,582,188   | (27,144,930)  | (562,742) | 303,365   | (513,451)    | (210,086) | (2,374,746) |
| TOTAL (C)   |     | 43,701       | 5,353,831   | 5,397,716       | 26,579,253   | (26,022,108)  | 557,279   | 302,326   | 358,058      | 660,384   | 6,615,379   |
| SURPLUS/ (DEFICIT) (D) =(A)-(B)-(C)                               |     | 171,829      | (4,308)     | 167,520         | (26,535,257) | 26,587,610    | 52,353    | (286,135) | 286,135      | -         | 219,873     |
| APPROPRIATIONS  |     |              |             |                 |              |               |           |           |              |           |             |
| Transfer to Shareholders' a/c                                     |     | 107,380      | 7,303       | 114,682         | 41,461       | 1,214         | 42,676    | -         | -            | -         | 157,358     |
| Funds available for future appropriations                         |     | -            | 52,838      | 52,838          | -            | 9,677         | 9,677     | -         | -            | -         | 62,515      |
| Total (D)   |     | 107,380      | 60,141      | 167,520         | 41,461       | 10,892        | 52,353    | -         | -            | -         | 219,873     |

Annexure to Revenue Account - Break up of Unit Linked



Name of the Insurer: Aviva Life Insurance Company India Limited

Registration No. & Date of Registration with IRDAI: 122, May 14, 2002

Schedule – UL1 – Linked Income (recovered from linked funds)\*, for the Year Ended March 31, 2019

(Rs. '000)

| Particulars Particulars Particulars Particulars | Life Linked Unit | Pension Linked Unit | Linked Group Unit | Total   |
|---|------------------|---------------------|-------------------|---------|
| Fund Management charge                          | 404,745          | 42,441              | 29,701            | 476,887 |
| Policy Administration charge                    | 80,987           | 5,743               | 72                | 86,803  |
| Surrender charge                                | 56,252           | 662                 | 2,635             | 59,549  |
| Switching charge                                | 212              | 3                   | -                 | 215     |
| Mortality charge                                | 143,223          | 94                  | 13                | 143,330 |
| Rider Premium charge                            | 36,808           | -                   | -                 | 36,808  |
| Partial withdrawal charge                       | 2,251            | -                   | -                 | 2,251   |
| Miscellaneous charge                            | 18,418           | 881                 | -                 | 19,298  |
| TOTAL (UL-1)                                    | 742,896          | 49,824              | 32,422            | 825,142 |

<sup>\*</sup> Net of Service tax/ GST

Schedule - UL2 - Benefits paid (net), for the Year Ended March 31, 2019

| SL. | Destinators                  |          | Linked Life |           |          | <b>Linked Pension</b> |           |          | Linked Group |         | Total Unit |
|-----|------------------------------|----------|-------------|-----------|----------|-----------------------|-----------|----------|--------------|---------|------------|
| No. | Particulars                  | Non Unit | Unit        | Total     | Non-Unit | Unit                  | Total     | Non-Unit | Unit         | Total   | Linked     |
| 1   | Insurance Claims             |          |             |           |          |                       |           |          |              |         |            |
| (a) | Claims by Death              | 62,165   | 59,398      | 121,563   | (344)    | 11,027                | 10,683    | -        | -            | -       | 132,246    |
| (b) | Claims by Maturity           | 37,449   | 1,689,585   | 1,727,034 | 112      | 108,138               | 108,250   | -        | -            | -       | 1,835,284  |
| (c) | Annuities / Pension payment  | (2)      | -           | (2)       | -        | -                     | -         | 39       | 704,832      | 704,871 | 704,869    |
| (d) | Other benefits               |          |             |           |          |                       |           |          |              |         |            |
|     | - Riders                     | 2,727    | -           | 2,727     | -        | -                     | -         | -        | -            | -       | 2,727      |
|     | - Surrender                  | 5,058    | 5,140,293   | 5,145,351 | (2,169)  | 998,430               | 996,261   | (1,078)  | 166,677      | 165,598 | 6,307,210  |
|     | - Health                     | -        | -           | -         | -        | -                     | -         | -        | -            | -       | -          |
|     | - Periodical Benefit         | 1,939    | -           | 1,939     | (400)    | -                     | (400)     | -        | -            | -       | 1,539      |
|     | - Interest to policy holders | -        | -           | -         | -        | -                     | -         | -        | -            | -       | _          |
|     | Sub Total (A)                | 109,337  | 6,889,276   | 6,998,613 | (2,801)  | 1,117,595             | 1,114,794 | (1,039)  | 871,509      | 870,470 | 8,983,876  |
| 2   | Amount Ceded in reinsurance  |          |             |           |          |                       |           |          |              |         |            |
| (a) | Claims by Death              | (33,757) | -           | (33,757)  | -        | -                     | -         | -        | -            | -       | (33,757)   |
| (b) | Claims by Maturity           | -        | -           | -         | -        | -                     | -         | =        | -            | -       | -          |
| (c) | Annuities / Pension payment  | -        | -           | -         | -        | -                     | -         | -        | -            | -       | -          |
| (d) | Other benefits               |          |             |           |          |                       |           |          |              |         |            |
|     | - Riders                     | -        | -           | -         | -        | -                     | -         | =        | -            | -       | -          |
|     | - Surrender                  | -        | -           | -         | -        | -                     | -         | -        | -            | -       | -          |
|     | - Health                     | -        | -           | -         | -        | -                     | -         | =        | -            | -       | -          |
|     | - Periodical Benefit         | -        | -           | -         | -        | -                     | -         | -        | -            | -       | -          |
|     | Sub Total (B)                | (33,757) | =           | (33,757)  | -        | -                     | -         | =        | -            | -       | (33,757)   |
|     | TOTAL (A) - (B)              | 75,580   | 6,889,276   | 6,964,856 | (2,801)  | 1,117,595             | 1,114,794 | (1,039)  | 871,509      | 870,470 | 8,950,119  |
|     | Benefits paid to claimants:  |          |             |           |          |                       |           |          |              |         |            |
| •   | In India                     | 75,580   | 6,889,276   | 6,964,856 | (2,801)  | 1,117,595             | 1,114,794 | (1,039)  | 871,509      | 870,470 | 8,950,119  |
| -   | Outside India                |          |             |           | -        |                       |           | <u>-</u> |              |         |            |
|     | TOTAL (UL-2)                 | 75,580   | 6,889,276   | 6,964,856 | (2,801)  | 1,117,595             | 1,114,794 | (1,039)  | 871,509      | 870,470 | 8,950,119  |



#### 36. As required by circular no. IRDAI/F&I/CIR/F&A/045/03/2010, the detail of the controlled fund is mentioned below:

36.1 Computation of Controlled fund as per the Balance Sheet

| Particulars                                   | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|---|------------------------------|------------------------------|
| Policyholders' Fund (Life Fund)               |                              |                              |
| Participating (Non Linked)                    |                              |                              |
| Individual Assurance                          | 198,823                      | 150,861                      |
| Individual Pension                            | 12,077                       | 12,955                       |
| Non Participating (Non Linked)                |                              |                              |
| Individual Assurance                          | 54,092,419                   | 45,815,330                   |
| Individual Pension                            | 1,664,829                    | 1,591,386                    |
| Group Superannuation and Gratuity             | 1,286,385                    | 1,032,331                    |
| Group Annuity                                 | 467,617                      | 392,684                      |
| Group Variable                                | 143,386                      | 160,568                      |
| Health  | 114,686                      | 99,359                       |
| Linked (Par + Non Par)                        |                              |                              |
| Individual Assurance                          | 22,104,388                   | 31,152,475                   |
| Individual Pension                            | 2,538,703                    | 3,720,646                    |
| Group Assurance                               | 2,796,913                    | 3,707,304                    |
| Funds for Future Appropriations               | 752,168                      | 711,829                      |
| Total (A)                                     | 86,172,393                   | 88,547,728                   |
| Shareholders' Fund                            |                              |                              |
| Paid up Capital                               | 20,049,000                   | 20,049,000                   |
| Reserves and Surplus                          | -                            | -                            |
| Fair Value Change                             | (76,757)                     | (9,005)                      |
| Total (B)                                     | 19,972,243                   | 20,039,995                   |
| Miscellaneous. expenses not written off       | -                            | -                            |
| Credit / (Debit) from Profit and Loss Account | (13,466,672)                 | (12,973,568)                 |
| Total (C)                                     | (13,466,672)                 | (12,973,568)                 |
| Total shareholders' funds (B+C)               | 6,505,571                    | 7,066,428                    |
| Controlled Fund (Total (A+B-C))               | 92,677,964                   | 95,614,155                   |

#### 36.2 Reconciliation of the Controlled Fund from Revenue and Profit and Loss Account

| Particulars  | March 31, 2020 | March 31, 2019 |  |
|--|----------------|----------------|--|
| rditiculais  | (Rs. '000)     | (Rs. '000)     |  |
| Opening Balance of Controlled Fund                                 | 95,614,155     | 90,676,258     |  |
| Add: Inflow  | -              | -              |  |
| Income   | -              | -              |  |
| Premium Income   | 11,936,373     | 12,649,373     |  |
| Less: Reinsurance ceded  | (585,898)      | (549,992)      |  |
| Net Premium  | 11,350,475     | 12,099,382     |  |
| Investment Income / (Loss)   | (355,372)      | 7,790,671      |  |
| Other Income   | 53,689         | 424,941        |  |
| Funds transferred from Shareholders' Accounts (including EMR cost) | 764,719        | 114,668        |  |
| Total Income   | 11,813,510     | 20,429,662     |  |
| Less: Outgo  |                |                |  |
| (i) Benefits paid (Net)  | 10,903,826     | 11,817,418     |  |
| (ii) Interim Bonus Paid  | 11,595         | 40,192         |  |
| (iii) Change in Valuation of Liability                             | (2,415,674)    | 4,352,487      |  |
| (iv) Commission  | 237,256        | 235,303        |  |
| (v) Operating Expenses   | 2,198,113      | 2,540,774      |  |
| (vi) Provision for Taxation (FBT)                                  | -              | -              |  |
| (vii) Provision For diminution in the value of investments (Net)   | 289,787        | -              |  |
| (viii) Service Tax on Premium                                      | 146,274        | 165,353        |  |
| Total Outgo  | 11,371,177     | 19,151,528     |  |
| Surplus of the Policyholders' Fund                                 | 442,333        | 1,278,134      |  |
| Less: transferred to Shareholders' Account                         | 401,994        | 1,218,037      |  |
| Net Flow in Policyholders' account                                 | 40,339         | 60,097         |  |
| Add: Net income / (Loss) in Shareholders' Fund                     | (560,856)      | 525,312        |  |
| Net In Flow / (Outflow)  | (520,518)      | 585,409        |  |
| Add: change in valuation Liabilities                               | (2,415,674)    | 4,352,487      |  |
| Add: Increase in Paid up Capital                                   | -              | -              |  |
| Closing Balance of Controlled Fund                                 | 92,677,964     | 95,614,155     |  |
| As Per Balance Sheet   | 92,677,964     | 95,614,155     |  |



#### 36.3 Reconciliation with Shareholders' and Policyholders' Fund

#### 36.3.1 Policyholders' Funds - Traditional-PAR and Non-PAR

| Particulars                                | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| Opening Balance of the Policyholders' Fund | 49,276,900                   | 42,552,084                   |
| Add: Surplus of the Revenue Account        | 7,558                        | (2,418)                      |
| Add: change in valuation Liabilities       | 8,724,747                    | 6,727,234                    |
| Total                                      | 58,009,205                   | 49,276,900                   |
| As per Balance Sheet                       | 58,009,205                   | 49,276,900                   |

#### 36.3.2 Policyholders' Funds - Linked (including linked FFA)

| Particulars                                | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| Opening Balance of the Policyholders' Fund | 39,270,828                   | 41,583,059                   |
| Add: Surplus of the Revenue Account        | 32,781                       | 62,515                       |
| Add: change in valuation Liabilities       | (11,140,421)                 | (2,374,746)                  |
| Total                                      | 28,163,188                   | 39,270,827                   |
| As per Balance Sheet                       | 28,163,188                   | 39,270,827                   |

#### 36.3.3 Shareholders' Funds

| Particulars                               | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|---|------------------------------|------------------------------|
| Opening Balance of Shareholders' Fund     | 7,075,433                    | 6,543,550                    |
| Add: net income of Shareholders' account  | (493,105)                    | 531,883                      |
| Add: Infusion of Capital                  | -                            | =                            |
| Closing Balance of the Shareholders' fund | 6,582,327                    | 7,075,433                    |
| As per Balance Sheet                      | 6,582,327                    | 7,075,433                    |

**37.** Details of dues to micro and small enterprises as defined under the Micro, Small and Medium Enterprises Development Act, 2006 ["MSMED Act"] on the basis of information available with the Company:

| Particulars  | March 31, 2020<br>(Rs. '000) | March 31, 2019<br>(Rs. '000) |
|--|------------------------------|------------------------------|
| Principal amount due to suppliers registered under the MSMED Act and remaining unpaid as at year end   | 14                           | 428                          |
| Interest due to suppliers registered under the MSMED Act and remaining unpaid as at year end   | 5                            | -                            |
| Principal amounts paid to suppliers registered under the MSMED Act, beyond the appointed day during the year                                   | 37,966                       | 9,945                        |
| Interest paid, other than under Section 16 of MSMED Act, to suppliers registered under the MSMED Act, beyond the appointed day during the year | -                            | -                            |
| Interest paid, under Section 16 of MSMED Act, to suppliers registered under the MSMED Act, beyond the appointed day during the year            | -                            | -                            |
| Interest due and payable towards suppliers registered under MSMED Act, for payments already made   | 561                          | 254                          |
| Further interest remaining due and payable for earlier years   | 399                          | 145                          |

**38.** The net redemption payout to policyholders on the last day of the financial year amounting to Rs. ('000) 14,008 (Previous year Rs. ('000) 25,216) has been reclassified from the bank balances of policyholders' funds in Schedule 8B to the bank balances in Schedule 11.



39.1 Form A – BS (UL)

Name of the Insurer:

Aviva Life Insurance Company India Limited

Registration No. & Date of Registration with IRDAI:

122, May 14, 2002

Fund Balance Sheet as at March 31, 2020

|   |     | Unit Linked    | Balance fund     | Unit Linked     | Secure fund      | Unit Linked      | Growth fund     | Unit Linked P   | rotector fund   | Unit Linked     | Index Fund      |
|---|-----|----------------|------------------|-----------------|------------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Particulars                                     | Sch | ULIF00106/06/2 | 002LIFBALANCE122 | ULIF00627/01/20 | 004LIFESECURE122 | ULIF00527/01/200 | 04LIFEGROWTH122 | ULIF00911/07/20 | O6LIFPROTECT122 | ULIF01002/01/20 | 08LIFEINDEXF122 |
|   |     | March 31, 2020 | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020   | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  |
| Sources of Funds                                |     |                |                  |                 |                  |                  |                 |                 |                 |                 |                 |
| Policyholders' Funds:                           |     |                |                  |                 |                  |                  |                 |                 |                 |                 |                 |
| Policyholder contribution                       | F-1 | (3,784,804)    | (31,45,775)      | (901,713)       | (5,87,344)       | (7,421,781)      | (59,95,071)     | (120,820)       | (74,194)        | (926,696)       | (7,61,724)      |
| Revenue Account                                 |     | 6,356,290      | 65,84,062        | 2,185,817       | 21,89,668        | 13,726,490       | 1,56,08,230     | 367,202         | 3,76,112        | 1,290,472       | 14,29,803       |
| Total   |     | 2,571,487      | 34,38,287        | 1,284,104       | 16,02,325        | 6,304,709        | 96,13,160       | 246,382         | 3,01,918        | 363,776         | 6,68,079        |
| Application of Funds                            |     |                |                  |                 |                  |                  |                 |                 |                 |                 |                 |
| Investments                                     | F-2 | 2,537,417      | 34,34,477        | 1,264,697       | 15,76,327        | 6,271,688        | 96,35,389       | 241,429         | 3,03,634        | 361,348         | 6,75,035        |
| Current Assets                                  | F-3 | 36,631         | 10,548           | 20,311          | 27,472           | 39,708           | 18,888          | 5,108           | (1,433)         | 4,357           | (3,916)         |
| Less: Current Liabilities and Provisions        | F-4 | 2,562          | 6,739            | 904             | 1,474            | 6,687            | 41,119          | 154             | 282             | 1,929           | 3,040           |
| Net current assets                              |     | 34,069         | 3,809            | 19,407          | 25,998           | 33,021           | (22,231)        | 4,954           | (1,715)         | 2,428           | (6,956)         |
| Total   |     | 2,571,487      | 34,38,286        | 1,284,104       | 16,02,325        | 6,304,709        | 96,13,160       | 246,382         | 3,01,919        | 363,776         | 6,68,079        |
| Net Asset Value (NAV) per Unit:                 |     |                |                  |                 |                  |                  |                 |                 |                 |                 |                 |
| (a) Net Asset as per Balance Sheet (Total       |     | 2,571,487      | 34,38,286        | 1,284,104       | 16,02,325        | 6,304,709        | 96,13,160       | 246,382         | 3,01,919        | 363,776         | 6,68,079        |
| Assets less Current Liabilities and Provisions) |     | 2,371,407      | 34,30,200        | 1,204,104       | 10,02,323        | 0,304,703        | 30,13,100       | 240,302         | 3,01,313        | 303,770         | 0,00,073        |
| (b) Number of Units outstanding                 |     | 40,275         | 59,711           | 43,966          | 54,387           | 130,379          | 1,53,376        | 9,979           | 11,758          | 25,502          | 33,855          |
| (c) NAV per Unit (a)/(b) (Rs.)                  |     | 63.8479        | 57.5817          | 29.2071         | 29.4614          | 48.3568          | 62.6772         | 24.6907         | 25.6786         | 14.2648         | 19.7334         |
| Policyholder% to total Policyholders' Funds     |     | -147.18%       | -91.49%          | -70.22%         | -36.66%          | -117.72%         | -62.36%         | -49.04%         | -24.57%         | -254.74%        | -114.02%        |
| Revenue % to Total Policy holders' funds        |     | 247.18%        | 191.49%          | 170.22%         | 136.66%          | 217.72%          | 162.36%         | 149.04%         | 124.57%         | 354.74%         | 214.02%         |

|  |     |                | Enhancer fund    |                | d Debt fund     |                | ed Protector fund |                  | ked Growth fund | Pension Unit Lini |                |
|--|-----|----------------|------------------|----------------|-----------------|----------------|-------------------|------------------|-----------------|-------------------|----------------|
| Particulars                                    | Sch |                | 008LIENHANCER122 |                | 08LIFEDEBTFU122 |                | 08PNSPROTECT122   | ULIF00703/03/200 |                 | ULIF00311/02/200  |                |
|  |     | March 31, 2020 | March 31, 2019   | March 31, 2020 | March 31, 2019  | March 31, 2020 | March 31, 2019    | March 31, 2020   | March 31, 2019  | March 31, 2020    | March 31, 2019 |
| Sources of Funds                               |     |                |                  |                |                 |                |                   |                  |                 |                   |                |
| Policyholders' Funds:                          |     |                |                  |                |                 |                |                   |                  |                 |                   |                |
| Policyholder contribution                      | F-1 | (316,014)      | (1,41,204)       | 2,506          | (3,502)         | (287,632)      | (2,66,772)        | (1,358,058)      | (12,89,197)     | (811,132)         | (7,27,269)     |
| Revenue Account                                |     | 671,257        | 8,32,019         | 46,642         | 46,446          | 431,922        | 4,37,019          | 1,830,163        | 19,14,308       | 1,169,914         | 12,05,185      |
| Total  |     | 355,243        | 6,90,815         | 49,148         | 42,944          | 144,290        | 1,70,247          | 472,105          | 6,25,111        | 358,783           | 4,77,917       |
| Application of Funds                           |     |                |                  |                |                 |                |                   |                  |                 |                   |                |
| Investments                                    | F-2 | 353,713        | 7,00,012         | 48,192         | 41,186          | 140,901        | 1,58,264          | 468,645          | 6,23,751        | 354,678           | 4,57,118       |
| Current Assets                                 | F-3 | 2,208          | (6,183)          | 965            | 1,769           | 3,457          | 12,146            | 4,216            | 3,372           | 4,466             | 21,748         |
| Less: Current Liabilities and Provisions       | F-4 | 678            | 3,014            | 10             | 12              | 67             | 162               | 757              | 2,013           | 361               | 949            |
| Net current assets                             |     | 1,531          | (9,197)          | 955            | 1,756           | 3,390          | 11,984            | 3,459            | 1,359           | 4,105             | 20,799         |
| Total  |     | 355,243        | 6,90,815         | 49,147         | 42,942          | 144,290        | 1,70,248          | 472,104          | 6,25,110        | 358,783           | 4,77,917       |
| Net Asset Value (NAV) per Unit:                |     |                |                  |                |                 |                |                   |                  |                 |                   |                |
| (a) Net Asset as per Balance Sheet (Total      |     |                |                  |                |                 |                |                   |                  |                 |                   |                |
| Assets less Current Liabilities and            |     | 355,243        | 6,90,815         | 49,147         | 42,942          | 144,290        | 1,70,248          | 472,104          | 6,25,110        | 358,783           | 4,77,917       |
| Provisions)                                    |     |                |                  |                |                 |                |                   |                  |                 |                   |                |
| (b) Number of Units outstanding                |     | 18,663         | 25,222           | 1,982          | 1,736           | 6,559          | 7,440             | 15,291           | 17,205          | 7,230             | 8,763          |
| (c) NAV per Unit (a)/(b) (Rs.)                 |     | 19.0350        | 27.3893          | 24.7992        | 24.7361         | 21.9978        | 22.8819           | 30.8747          | 36.3324         | 49.6242           | 54.5394        |
| Policyholder% to total Policyholders'<br>Funds |     | -88.96%        | -20.44%          | 5.10%          | -8.15%          | -199.34%       | -156.70%          | -287.66%         | -206.23%        | -226.08%          | -152.17%       |
| Revenue % to Total Policy holders' funds       |     | 188.96%        | 120.44%          | 94.90%         | 108.15%         | 299.34%        | 256.70%           | 387.66%          | 306.23%         | 326.08%           | 252.17%        |



39.1 Form A – BS (UL)

Name of the Insurer:

Aviva Life Insurance Company India Limited

Registration No. & Date of Registration with IRDAI:

122, May 14, 2002

Fund Balance Sheet as at March 31, 2020

| Particulars                                     | Sch  | Pension Unit Lin | Pension Unit Linked Secure fund |                  |                 |                 |                 | Group Superannuation & Gratuity Secure fund |                | Group Superann<br>Growth fund | uation & Gratuity | Group Superannuation & Gratuity Balance fund |  |
|---|------|------------------|---------------------------------|------------------|-----------------|-----------------|-----------------|---|----------------|-------------------------------|-------------------|--|--|
| Particulars                                     | SCII | ULIF00803/03/200 | 5PNSNSECURE122                  | ULIF01122/01/200 | 08PNSNINDEXF122 | ULGF00113/07/20 | 05GROUPSECUR122 | ULGF00410/03/200                            | 6GROUPGROWT122 | ULGF00210/03/200              | 6GROUPBALAN122    |  |  |
|   |      | March 31, 2020   | March 31, 2019                  | March 31, 2020   | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020                              | March 31, 2019 | March 31, 2020                | March 31, 2019    |  |  |
| Sources of Funds                                |      |                  |                                 |                  |                 |                 |                 |   |                |                               |                   |  |  |
| Policyholders' Funds:                           |      |                  |                                 |                  |                 |                 |                 |   |                |                               |                   |  |  |
| Policyholder contribution                       | F-1  | 55,053           | 78,982                          | (2,280,493)      | (20,65,349)     | 182,817         | 3,31,949        | 35,701                                      | 25,305         | (58,233)                      | 1,54,180          |  |  |
| Revenue Account                                 |      | 2,49,498         | 2,52,375                        | 3,033,819        | 33,29,751       | 253,648         | 2,62,101        | 105,711                                     | 1,27,367       | 169,844                       | 1,73,539          |  |  |
| Total   |      | 3,04,550         | 3,31,358                        | 753,326          | 12,64,402       | 436,466         | 5,94,050        | 141,412                                     | 1,52,672       | 111,611                       | 3,27,719          |  |  |
| Application of Funds                            |      |                  |                                 |                  |                 |                 |                 |   |                |                               |                   |  |  |
| Investments                                     | F-2  | 299,151          | 3,26,705                        | 744,048          | 12,66,844       | 428,462         | 5,81,322        | 134,862                                     | 1,51,584       | 110,206                       | 3,22,543          |  |  |
| Current Assets                                  | F-3  | 5,551            | 4,943                           | 12,575           | 3,393           | 8,254           | 13,301          | 6,730                                       | 1,504          | 1,547                         | 5,758             |  |  |
| Less: Current Liabilities and Provisions        | F-4  | 151              | 291                             | 3,298            | 5,835           | 251             | 573             | 180   | 416            | 143                           | 583               |  |  |
| Net current assets                              |      | 5,400            | 4,652                           | 9,277            | (2,442)         | 8,003           | 12,728          | 6,550                                       | 1,088          | 1,404                         | 5,175             |  |  |
| Total   |      | 304,551          | 3,31,358                        | 753,326          | 12,64,402       | 436,465         | 5,94,050        | 141,412                                     | 1,52,672       | 111,611                       | 3,27,718          |  |  |
| Net Asset Value (NAV) per Unit:                 |      |                  |                                 |                  |                 |                 |                 |   |                |                               |                   |  |  |
| (a) Net Asset as per Balance Sheet (Total       |      | 304,551          | 3,31,358                        | 753,326          | 12,64,402       | 436,465         | 5,94,050        | 141,412                                     | 1,52,672       | 111,611                       | 3,27,718          |  |  |
| Assets less Current Liabilities and Provisions) |      | 304,331          | 3,31,336                        | 733,320          | 12,04,402       | 430,403         | 3,94,030        | 141,412                                     | 1,32,072       | 111,011                       | 3,27,710          |  |  |
| (b) Number of Units outstanding                 |      | 11,161           | 12,013                          | 42,847           | 51,964          | 15,227          | 20,308          | 4,983                                       | 4,648          | 4,425                         | 11,985            |  |  |
| (c) NAV per Unit (a)/(b) (Rs.)                  |      | 27.2873          | 27.5823                         | 17.5817          | 24.3325         | 28.6643         | 29.2518         | 28.3804                                     | 32.8439        | 25.2212                       | 27.3433           |  |  |
| Policyholder% to total Policyholders' Funds     |      | 18.08%           | 23.84%                          | -302.72%         | -163.35%        | 41.89%          | 55.88%          | 25.25%                                      | 16.57%         | -52.18%                       | 47.05%            |  |  |
| Revenue % to Total Policy holders' funds        |      | 81.92%           | 76.16%                          | 402.72%          | 263.35%         | 58.11%          | 44.12%          | 74.75%                                      | 83.43%         | 152.18%                       | 52.95%            |  |  |

| Particulars                                     |     | Group Superannuation & Gratuity Group Superannuation & Short Term  Debt fund Debt fund |                 |  | Superannuation & Gratuity  Cash fund  U |                 | Unitised with Profit fund |                 | Pension Unitised with Profit fund |                  |                |
|---|-----|--|-----------------|--|---|-----------------|---------------------------|-----------------|-----------------------------------|------------------|----------------|
| Particulars                                     | Sch | ULGF00310/03/20  | 06GROUPDEBTF122 | ULGF00613/02/2009GROUPSDEBT122 ULGF00531/03/ |   | ULGF00531/03/20 | 06GROUPCASHF122           | ULIF00225/06/20 | 02LIFWPROFIT122                   | ULIF00411/02/200 | 3PNSWPROFIT122 |
|   |     | March 31, 2020   | March 31, 2019  | March 31, 2020                               | March 31, 2019                          | March 31, 2020  | March 31, 2019            | March 31, 2020  | March 31, 2019                    | March 31, 2020   | March 31, 2019 |
| Sources of Funds                                |     |  |                 |  |   |                 |                           |                 |                                   |                  |                |
| Policyholders' Funds:                           |     |  |                 |  |   |                 |                           |                 |                                   |                  |                |
| Policyholder contribution                       | F-1 | 1,211,213  | 18,80,409       | (40,510)                                     | (40,678)                                | (55,691)        | (50,178)                  | (2,45,175)      | (2,09,969)                        | (50,585)         | (44,309)       |
| Revenue Account                                 |     | 864,180  | 7,16,688        | 43,375                                       | 43,239                                  | 84,856          | 83,383                    | 1,357,157       | 12,84,804                         | 175,991          | 1,67,976       |
| Total   |     | 2,075,394  | 25,97,097       | 2,864  | 2,561                                   | 29,165          | 33,204                    | 11,11,982       | 10,74,835                         | 1,25,406         | 1,23,667       |
| Application of Funds                            |     |  |                 |  |   |                 |                           |                 |                                   |                  |                |
| Investments                                     | F-2 | 2,022,884  | 24,34,897       | 2,851  | 2,541                                   | 28,065          | 28,117                    | 1,093,670       | 10,61,261                         | 123,404          | 1,22,929       |
| Current Assets                                  | F-3 | 52,843   | 1,62,697        | ı  | 17                                      | 1,104           | 5,091                     | 18,314          | 13,577                            | 2,002            | 738            |
| Less: Current Liabilities and Provisions        | F-4 | 333  | 494             | ı  | ı                                       | 5               | 5                         | 3               | 3                                 | ı                | -              |
| Net current assets                              |     | 52,510   | 1,62,203        | 13   | 17                                      | 1,099           | 5,086                     | 18,311          | 13,573                            | 2,002            | 738            |
| Total   |     | 2,075,394  | 25,97,100       | 2,864  | 2,558                                   | 29,165          | 33,203                    | 11,11,982       | 10,74,834                         | 1,25,406         | 1,23,667       |
| Net Asset Value (NAV) per Unit:                 |     |  |                 |  |   |                 |                           |                 |                                   |                  |                |
| (a) Net Asset as per Balance Sheet (Total       |     | 2,075,394  | 25,97,100       | 2,864  | 2,558                                   | 29,165          | 33,203                    | 11,11,982       | 10,74,834                         | 1,25,406         | 1,23,667       |
| Assets less Current Liabilities and Provisions) |     | 2,075,594  | 23,97,100       | 2,004  | 2,556                                   | 29,103          | 33,203                    | 11,11,902       | 10,74,634                         | 1,23,400         | 1,23,007       |
| (b) Number of Units outstanding                 |     | 72,267   | 96,085          | 133  | 124                                     | 1,087           | 1,300                     | 22,462          | 23,181                            | 2,888            | 3,034          |
| (c) NAV per Unit (a)/(b) (Rs.)                  |     | 28.7184  | 27.0291         | 21.5923                                      | 20.5860                                 | 26.8319         | 25.5473                   | 49.5061         | 46.3667                           | 43.4293          | 40.7646        |
| Policyholder% to total Policyholders' Funds     |     | 58.36%   | 72.40%          | -1414.29%                                    | -1588.50%                               | -190.95%        | -151.12%                  | -22.05%         | -19.54%                           | -40.34%          | -35.83%        |
| Revenue % to Total Policy holders' funds        |     | 41.64%   | 27.60%          | 1514.29%                                     | 1688.50%                                | 290.95%         | 251.12%                   | 122.05%         | 119.54%                           | 140.34%          | 135.83%        |



39.1 Form A – BS (UL)

Name of the Insurer:

Aviva Life Insurance Company India Limited

Registration No. & Date of Registration with IRDAI:

122, May 14, 2002

Fund Balance Sheet as at March 31, 2020

|   |     | Unit Linked I  | Balance fund- II  | Unit Linked G                  | rowth fund- II | Unit Linked Er  | hancer fund- II  | Unit Linked Pro | otector fund- II | Unit Linked                   | PSU fund       |
|---|-----|----------------|-------------------|--------------------------------|----------------|-----------------|------------------|-----------------|------------------|-------------------------------|----------------|
| Particulars Particulars                         | Sch | ULIF01508/01/2 | 2010LIBALAN-II122 | ULIF01808/01/2010LIGROWT-II122 |                | ULIF01708/01/20 | 010LIFENHN-II122 | ULIF02108/01/20 | 10LIPROTE-II122  | ULIF02208/01/2010LIFEPSUFND12 |                |
|   |     | March 31, 2020 | March 31, 2019    | March 31, 2020                 | March 31, 2019 | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020                | March 31, 2019 |
| Sources of Funds                                |     |                |                   |                                |                |                 |                  |                 |                  |                               |                |
| Policyholders' Funds:                           |     |                |                   |                                |                |                 |                  |                 |                  |                               |                |
| Policyholder contribution                       | F-1 | 303,899        | 5,75,541          | 356,930                        | 5,37,302       | 2,315,258       | 23,26,995        | 261,727         | 2,25,983         | 294,645                       | 5,40,223       |
| Revenue Account                                 |     | 887,023        | 10,03,102         | 785,611                        | 11,20,171      | 627,543         | 18,29,826        | 326,339         | 3,37,202         | 187,546                       | 5,44,015       |
| Total   |     | 1,190,921      | 15,78,643         | 1,142,541                      | 16,57,472      | 2,942,801       | 41,56,820        | 588,066         | 5,63,185         | 482,191                       | 10,84,238      |
| Application of Funds                            |     |                |                   |                                |                |                 |                  |                 |                  |                               |                |
| Investments                                     | F-2 | 1,175,104      | 15,47,038         | 1,136,401                      | 16,40,889      | 2,886,913       | 40,62,394        | 571,100         | 5,27,522         | 496,856                       | 10,76,943      |
| Current Assets                                  | F-3 | 17,385         | 35,089            | 7,367                          | 23,424         | 64,798          | 1,13,300         | 17,273          | 36,181           | (5,013)                       | 7,623          |
| Less: Current Liabilities and Provisions        | F-4 | 1,569          | 3,485             | 1,227                          | 6,841          | 8,911           | 18,873           | 307             | 520              | 9,652                         | 327            |
| Net current assets                              |     | 15,816         | 31,604            | 6,139                          | 16,583         | 55,888          | 94,426           | 16,965          | 35,661           | (14,665)                      | 7,296          |
| Total   |     | 1,190,921      | 15,78,642         | 1,142,540                      | 16,57,472      | 2,942,800       | 41,56,820        | 588,065         | 5,63,183         | 482,192                       | 10,84,239      |
| Net Asset Value (NAV) per Unit:                 |     |                |                   |                                |                |                 |                  |                 |                  |                               |                |
| (a) Net Asset as per Balance Sheet (Total       |     | 1,190,921      | 15,78,643         | 1,142,540                      | 16,57,472      | 2,942,800       | 41,56,820        | 588,065         | 5,63,183         | 482,192                       | 10,84,239      |
| Assets less Current Liabilities and Provisions) |     | 1,190,921      | 13,76,043         | 1,142,540                      | 10,57,472      | 2,942,000       | 41,30,620        | 366,003         | 3,03,163         | 402,192                       | 10,64,239      |
| (b) Number of Units outstanding                 |     | 62,836         | 75,782            | 66,620                         | 75,162         | 158,921         | 1,58,444         | 30,290          | 28,387           | 57,352                        | 78,614         |
| (c) NAV per Unit (a)/(b) (Rs.)                  |     | 18.9529        | 20.8315           | 17.1500                        | 22.0519        | 18.5174         | 26.2353          | 19.4144         | 19.8392          | 8.4076                        | 13.7919        |
| Policyholder% to total Policyholders' Funds     |     | 25.52%         | 36.46%            | 31.24%                         | 32.42%         | 78.68%          | 55.98%           | 44.51%          | 40.13%           | 61.11%                        | 49.83%         |
| Revenue % to Total Policy holders' funds        |     | 74.48%         | 63.54%            | 68.76%                         | 67.58%         | 21.32%          | 44.02%           | 55.49%          | 59.87%           | 38.89%                        | 50.17%         |

|   |     | Unit Linked In | frastructure fund | Unit Linked                    | Index fund- II | Pension Unit Link              | ed Balance fund- II | Pension Unit Link              | ed Growth fund- II | Pension Unit Linke | d Protector fund- II |
|---|-----|----------------|-------------------|--------------------------------|----------------|--------------------------------|---------------------|--------------------------------|--------------------|--------------------|----------------------|
| Particulars                                     | Sch | ULIF01908/01/2 | 2010LIFEINFRAF122 | ULIF02008/01/2010LIFINDX-II122 |                | ULIF02325/01/2010PNBALAN-II122 |                     | ULIF02425/01/2010PNGROWT-II122 |                    | ULIF02825/01/201   | OPNPROTE-II122       |
|   |     | March 31, 2020 | March 31, 2019    | March 31, 2020                 | March 31, 2019 | March 31, 2020                 | March 31, 2019      | March 31, 2020                 | March 31, 2019     | March 31, 2020     | March 31, 2019       |
| Sources of Funds                                |     |                |                   |                                |                |                                |                     |                                |                    |                    |                      |
| Policyholders' Funds:                           |     |                |                   |                                |                |                                |                     |                                |                    |                    |                      |
| Policyholder contribution                       | F-1 | 176,714        | 2,42,057          | (217,050)                      | (69,046)       | (105,866)                      | (78,800)            | (63,854)                       | (52,876)           | (75,710)           | (63,380)             |
| Revenue Account                                 |     | (953)          | 91,815            | 763,421                        | 9,85,332       | 175,698                        | 1,81,512            | 154,639                        | 1,73,527           | 100,430            | 1,03,496             |
| Total   |     | 175,762        | 3,33,872          | 546,372                        | 9,16,286       | 69,833                         | 1,02,712            | 90,785                         | 1,20,651           | 24,720             | 40,116               |
| Application of Funds                            |     |                |                   |                                |                |                                |                     |                                |                    |                    |                      |
| Investments                                     | F-2 | 175,219        | 3,30,630          | 546,341                        | 9,16,920       | 71,422                         | 1,00,336            | 89,852                         | 1,17,486           | 24,195             | 40,229               |
| Current Assets                                  | F-3 | 2,410          | 3,343             | 2,620                          | 3,799          | (1,512)                        | 2,588               | 1,086                          | 3,529              | 537                | (72)                 |
| Less: Current Liabilities and Provisions        | F-4 | 1,868          | 101               | 2,587                          | 4,430          | 77                             | 211                 | 153                            | 365                | 14                 | 43                   |
| Net current assets                              |     | 542            | 3,242             | 32                             | (631)          | (1,588)                        | 2,378               | 932                            | 3,164              | 524                | (113)                |
| Total   |     | 175,762        | 3,33,872          | 546,373                        | 9,16,288       | 69,833                         | 1,02,713            | 90,785                         | 1,20,651           | 24,719             | 40,114               |
| Net Asset Value (NAV) per Unit:                 |     |                |                   |                                |                |                                |                     |                                |                    |                    |                      |
| (a) Net Asset as per Balance Sheet (Total       |     | 175 763        | 2 22 072          | F46 272                        | 0.16.300       | 60.022                         | 1 02 712            | 00.705                         | 1 20 651           | 24 710             | 40 114               |
| Assets less Current Liabilities and Provisions) |     | 175,762        | 3,33,872          | 546,373                        | 9,16,288       | 69,833                         | 1,02,713            | 90,785                         | 1,20,651           | 24,719             | 40,114               |
| (b) Number of Units outstanding                 |     | 22,191         | 28,286            | 35,417                         | 42,512         | 3,772                          | 5,106               | 4,860                          | 5,354              | 1,370              | 2,024                |
| (c) NAV per Unit (a)/(b) (Rs.)                  |     | 7.9204         | 11.8033           | 15.4270                        | 21.5535        | 18.5125                        | 20.1147             | 18.6811                        | 22.5364            | 18.0417            | 19.8176              |
| Policyholder% to total Policyholders' Funds     |     | 100.54%        | 72.50%            | -39.73%                        | -7.54%         | -151.60%                       | -76.72%             | -70.34%                        | -43.83%            | -306.27%           | -157.99%             |
| Revenue % to Total Policy holders' funds        |     | -0.54%         | 27.50%            | 139.73%                        | 107.54%        | 251.60%                        | 176.72%             | 170.34%                        | 143.83%            | 406.27%            | 257.99%              |



39.1 Form A – BS (UL)

Name of the Insurer:

Aviva Life Insurance Company India Limited

Registration No. & Date of Registration with IRDAI:

122, May 14, 2002

Fund Balance Sheet as at March 31, 2020

|   |     | Pension Unit    | Pension Unit Linked PSU fund |                  | Unit Linked Infrastructure Fund Pension Unit Linked Index fund- II Unit Linked Index fund- II |                 | Unit Linked I    | Bond fund- II   | Unit Linked      | Liquid fund     |                 |
|---|-----|-----------------|------------------------------|------------------|---|-----------------|------------------|-----------------|------------------|-----------------|-----------------|
| Particulars                                     | Sch | ULIF02725/01/20 | 10PNSNPSUFND122              | ULIF02525/01/20: | LOPNSNINFRAF122   | ULIF02625/01/20 | 010PNINDEX-II122 | ULIF01608/01/20 | 010LIFDEBT-II122 | ULIF02903/05/20 | 10LIFELIQUID122 |
|   |     | March 31, 2020  | March 31, 2019               | March 31, 2020   | March 31, 2019  | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019  |
| Sources of Funds                                |     |                 |                              |                  |   |                 |                  |                 |                  |                 |                 |
| Policyholders' Funds:                           |     |                 |                              |                  |   |                 |                  |                 |                  |                 |                 |
| Policyholder contribution                       | F-1 | 3,163           | 40,629                       | 14,137           | 43,053  | (256,134)       | (1,95,925)       | 440,343         | 5,88,541         | (501)           | (501)           |
| Revenue Account                                 |     | 66,696          | 1,17,349                     | 12,149           | 27,295  | 433,675         | 5,05,683         | 732,073         | 6,97,900         | 501             | 501             |
| Total   |     | 69,859          | 1,57,978                     | 26,286           | 70,348  | 177,540         | 3,09,758         | 1,172,417       | 12,86,441        | 1               | -               |
| Application of Funds                            |     |                 |                              |                  |   |                 |                  |                 |                  |                 |                 |
| Investments                                     | F-2 | 74,997          | 1,56,402                     | 26,223           | 69,993  | 175,207         | 3,07,726         | 1,138,659       | 11,71,275        | 1               | -               |
| Current Assets                                  | F-3 | (3,225)         | 1,624                        | 314              | 377   | 3,355           | 3,408            | 34,066          | 1,15,552         | 1               | •               |
| Less: Current Liabilities and Provisions        | F-4 | 1,913           | 47                           | 250              | 22  | 1,023           | 1,376            | 308             | 386              | 1               | -               |
| Net current assets                              |     | (5,137)         | 1,577                        | 64               | 356   | 2,332           | 2,032            | 33,759          | 1,15,166         | -               | -               |
| Total   |     | 69,859          | 1,57,979                     | 26,287           | 70,349  | 177,539         | 3,09,758         | 1,172,418       | 12,86,441        | -               | -               |
| Net Asset Value (NAV) per Unit:                 |     |                 |                              |                  |   |                 |                  |                 |                  |                 |                 |
| (a) Net Asset as per Balance Sheet (Total       |     | 69,859          | 1,57,979                     | 26,287           | 70,349  | 177,539         | 3,09,758         | 1,172,418       | 12,86,441        |                 |                 |
| Assets less Current Liabilities and Provisions) |     | 09,839          | 1,37,373                     | 20,287           | 70,349  | 177,559         | 3,09,738         | 1,172,418       | 12,80,441        | -               | -               |
| (b) Number of Units outstanding                 |     | 8,079           | 11,281                       | 3,251            | 5,741   | 10,429          | 13,032           | 56,797          | 64,215           | -               | -               |
| (c) NAV per Unit (a)/(b) (Rs.)                  |     | 8.6468          | 14.0043                      | 8.0858           | 12.2535   | 17.0233         | 23.7687          | 20.6421         | 20.0333          | 12.4150         | 12.4150         |
| Policyholder% to total Policyholders' Funds     |     | 4.53%           | 25.72%                       | 53.78%           | 61.20%  | -144.27%        | -63.25%          | 37.56%          | 45.75%           | -403806.25%     | -403806.25%     |
| Revenue % to Total Policy holders' funds        |     | 95.47%          | 74.28%                       | 46.22%           | 38.80%  | 244.27%         | 163.25%          | 62.44%          | 54.25%           | 403906.25%      | 403906.25%      |

| Particulars                                     | Sch | Unit Linked Wealth Builder fund Group Superannuation & Gratuity Income fund |                  |                  | Unit Linked Dynamic PE fund |                 | d Policy Fund   | TOTAL           |                 |                |                |
|---|-----|---|------------------|------------------|-----------------------------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|
| Tarabalar 5                                     |     | ULIF03020/07/20   | 010LIFEWEALTH122 | ULGF00728/03/201 | 1GROUPINCOM122              | ULIF03201/08/20 | 11LIFDYNAMIC122 | ULIF03127/01/20 | 11LIDISCPLCY122 |                |                |
|   |     | March 31, 2020  | March 31, 2019   | March 31, 2020   | March 31, 2019              | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020 | March 31, 2019 |
| Sources of Funds                                |     |   |                  |                  |                             |                 |                 |                 |                 |                |                |
| Policyholders' Funds:                           |     |   |                  |                  |                             |                 |                 |                 |                 |                |                |
| Policyholder contribution                       | F-1 | 905   | 6,876            | (50,364)         | (50,364)                    | (158,188)       | (12,370)        | 119,605         | 3,45,948        | (1,38,12,567)  | (79,81,823)    |
| Revenue Account                                 |     | 74,007  | 70,677           | 50,364           | 50,364                      | 754,706         | 9,53,728        | 1,159,477       | 10,78,338       | 41,705,195     | 4,69,35,908    |
| Total   |     | 74,913  | 77,553           | -                | -                           | 596,518         | 9,41,358        | 1,279,082       | 14,24,286       | 2,78,92,628    | 3,89,54,085    |
| Application of Funds                            |     |   |                  |                  |                             |                 |                 |                 |                 |                |                |
| Investments                                     | F-2 | 72,974  | 76,148           | -                | -                           | 589,414         | 9,08,566        | 1,292,296       | 15,90,882       | 27,573,486     | 3,85,45,313    |
| Current Assets                                  | F-3 | 1,962   | 1,432            | -                | -                           | 8,489           | 33,081          | (13,084)        | (1,66,413)      | 3,69,012       | 5,13,295       |
| Less: Current Liabilities and Provisions        | F-4 | 22  | 27               | -                | -                           | 1,384           | 289             | 129             | 183             | 49,870         | 1,04,532       |
| Net current assets                              |     | 1,940   | 1,407            | •                | -                           | 7,105           | 32,792          | (13,213)        | (1,66,596)      | 3,19,142       | 4,08,763       |
| Total   |     | 74,914  | 77,553           | •                | -                           | 596,518         | 9,41,358        | 1,279,083       | 14,24,286       | 2,78,92,628    | 38,954,076     |
| Net Asset Value (NAV) per Unit:                 |     |   |                  |                  |                             |                 |                 |                 |                 |                |                |
| (a) Net Asset as per Balance Sheet (Total       |     | 74,914  | 77,553           |                  |                             | 596,518         | 9,41,358        | 1,279,083       | 14,24,286       |                |                |
| Assets less Current Liabilities and Provisions) |     | 74,914  | 11,555           |                  | -                           | 390,316         | 9,41,336        | 1,279,003       | 14,24,200       |                |                |
| (b) Number of Units outstanding                 |     | 4,001   | 4,326            | ı                | -                           | 35,873          | 42,599          | 68,316          | 80,509          |                |                |
| (c) NAV per Unit (a)/(b) (Rs.)                  |     | 18.7242   | 17.9288          | 17.0280          | 17.0280                     | 16.6287         | 22.0979         | 18.7230         | 17.6910         |                |                |
| Policyholder% to total Policyholders' Funds     |     | 1.21%   | 8.87%            | -10265767.89%    | -3377686.28%                | -26.52%         | -1.31%          | 9.35%           | 24.29%          |                |                |
| Revenue % to Total Policy holders' funds        |     | 98.79%  | 91.13%           | 10265867.89%     | 3377786.28%                 | 126.52%         | 101.31%         | 90.65%          | 75.71%          |                |                |



39.2 Form A – RA (UL)

Name of the Insurer:

Aviva Life Insurance Company India Limited 122, May 14, 2002

Registration No. & Date of Registration with IRDAI: Fund Revenue Account for the year ended March 31, 2020

|  | Unit Linked     | Balance fund     | Unit Linked Secure fund ULIF00627/01/2004LIFESECURE122 |                | Unit Linked     | Growth fund     | Unit Linked P   | rotector fund   | Unit Linked     | Index Fund      |
|--|-----------------|------------------|--|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Particulars Particulars                                | ULIF00106/06/20 | 002LIFBALANCE122 |  |                | ULIF00527/01/20 | 04LIFEGROWTH122 | ULIF00911/07/20 | 06LIFPROTECT122 | ULIF01002/01/20 | 08LIFEINDEXF122 |
|  | March 31, 2020  | March 31, 2019   | March 31, 2020   | March 31, 2019 | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  |
| Income from investments                                |                 |                  |  |                |                 |                 |                 |                 |                 |                 |
| Interest income  | 151,185         | 1,90,671         | 92,460   | 1,19,885       | 172,418         | 2,07,363        | 16,857          | 23,503          | 1,236           | 832             |
| Dividend income  | 14,949          | 17,442           | 2,772  | 3,570          | 83,553          | 99,683          | 563             | 699             | 7,464           | 11,439          |
| Profit/loss on sale of investment                      | 115,614         | 1,49,743         | 34,652   | 17,109         | 458,766         | 9,26,180        | 6,179           | 3,965           | 100,990         | 1,64,851        |
| Profit/loss on inter fund transfer/ sale of investment | -               | -                | -  | 7              | -               | -               | -               | 2               | -               | -               |
| Unrealised Gain/loss*                                  | (463,021)       | (47,798)         | (116,493)  | (21,803)       | (2,442,231)     | 5,345           | (29,298)        | (5,726)         | (243,968)       | (58,658)        |
| Total (A)  | (181,272)       | 3,10,058         | 13,391   | 1,18,768       | (1,727,493)     | 12,38,570       | (5,699)         | 22,443          | (134,277)       | 1,18,464        |
| Expenses   |                 |                  |  |                |                 |                 |                 |                 |                 |                 |
| Fund management expenses                               | 39,249          | 46,233           | 14,525   | 17,803         | 130,485         | 1,49,191        | 2,705           | 3,490           | 4,278           | 5,559           |
| Fund administration expenses                           | 156             | 223              | 87   | 139            | 233             | 299             | 15              | 27              | 5               | 3               |
| Service Tax  | 7,093           | 8,362            | 2,630  | 3,230          | 23,529          | 26,908          | 490             | 633             | 771             | 1,001           |
| Total (B)  | 46,498          | 54,818           | 17,242   | 21,172         | 154,247         | 1,76,398        | 3,210           | 4,150           | 5,054           | 6,563           |
| Net Income for the year (A-B)                          | (227,771)       | 2,55,240         | (3,851)  | 97,597         | (1,881,740)     | 10,62,172       | (8,909)         | 18,293          | (139,331)       | 1,11,901        |
| Add: Fund revenue account at the beginning of the year | 6,584,061       | 63,28,822        | 2,189,667  | 20,92,072      | 15,608,230      | 1,45,46,058     | 376,111         | 3,57,819        | 1,429,803       | 13,17,902       |
| Fund revenue account at the end of the year            | 6,356,290       | 65,84,062        | 2,185,817  | 21,89,668      | 13,726,490      | 1,56,08,230     | 367,202         | 3,76,112        | 1,290,472       | 14,29,803       |

|  | Unit Linked     | Enhancer fund   | Unit Linker                    | d Debt fund    | Pension Unit Link | ked Protector fund             | Pension Unit Lin | ked Growth fund | Pension Unit Lin               | ked Balance fund |
|--|-----------------|-----------------|--------------------------------|----------------|-------------------|--------------------------------|------------------|-----------------|--------------------------------|------------------|
| Particulars Particulars                                | ULIF01230/01/20 | 08LIENHANCER122 | ULIF01306/02/2008LIFEDEBTFU122 |                | ULIF01408/02/20   | ULIF01408/02/2008PNSPROTECT122 |                  | 5PNSNGROWTH122  | ULIF00311/02/2003PNSBALANCE122 |                  |
|  | March 31, 2020  | March 31, 2019  | March 31, 2020                 | March 31, 2019 | March 31, 2020    | March 31, 2019                 | March 31, 2020   | March 31, 2019  | March 31, 2020                 | March 31, 2019   |
| Income from investments                                |                 |                 |                                |                |                   |                                |                  |                 |                                |                  |
| Interest income  | 1,316           | 2,111           | 3,152                          | 4,309          | 8,704             | 13,849                         | 19,638           | 23,485          | 20,668                         | 27,003           |
| Dividend income  | 7,636           | 9,461           | -                              | -              | 318               | 424                            | 4,078            | 4,823           | 2,096                          | 2,449            |
| Profit/loss on sale of investment                      | 49,857          | 73,516          | 917                            | (364)          | 3,584             | 2,302                          | 27,182           | 36,392          | 16,146                         | 21,631           |
| Profit/loss on inter fund transfer/ sale of            | _               | _               | _                              | (29)           | _                 | 1                              | _                | _               | _                              | _                |
| investment   |                 |                 |                                | (23)           |                   | 1                              |                  |                 |                                |                  |
| Unrealised Gain/loss*                                  | (207,574)       | 24,245          | (3,354)                        | (820)          | (16,023)          | (3,651)                        | (124,786)        | 4,514           | (67,764)                       | (6,949)          |
| Total (A)  | (148,764)       | 1,09,333        | 716                            | 3,096          | (3,417)           | 12,925                         | (73,887)         | 69,214          | (28,854)                       | 44,134           |
| Expenses   |                 |                 |                                |                |                   |                                |                  |                 |                                |                  |
| Fund management expenses                               | 10,161          | 12,452          | 437                            | 553            | 1,415             | 2,058                          | 8,669            | 9,935           | 5,417                          | 6,484            |
| Fund administration expenses                           | 5               | 7               | 5                              | 5              | 8                 | 15                             | 24               | 33              | 21                             | 28               |
| Service Tax  | 1,830           | 2,243           | 80                             | 100            | 256               | 373                            | 1,565            | 1,794           | 979                            | 1,172            |
| Total (B)  | 11,997          | 14,702          | 521                            | 658            | 1,679             | 2,446                          | 10,258           | 11,762          | 6,417                          | 7,684            |
| Net Income for the year (A-B)                          | (160,761)       | 94,631          | 194                            | 2,438          | (5,096)           | 10,479                         | (84,146)         | 57,452          | (35,271)                       | 36,450           |
| Add: Fund revenue account at the beginning of the year | 832,019         | 7,37,386        | 46,447                         | 44,008         | 437,018           | 4,26,540                       | 1,914,308        | 18,56,856       | 1,205,186                      | 11,68,737        |
| Fund revenue account at the end of the year            | 671,257         | 8,32,017        | 46,642                         | 46,446         | 431,922           | 4,37,019                       | 1,830,163        | 19,14,308       | 1,169,914                      | 12,05,187        |

<sup>\*</sup> Change in Fair Value change account



39.2 Form A - RA (UL)

Name of the Insurer:

Aviva Life Insurance Company India Limited

Registration No. & Date of Registration with IRDAI:

122, May 14, 2002

Fund Revenue Account for the year ended March 31, 2020

| Particulars Particulars                                | Pension Unit Link | ed Secure fund  | Pension Unit Linke | d Index fund    |                 | uation & Gratuity<br>e fund | Group Superann<br>Growth fund | uation & Gratuity<br>d |                 | uation & Gratuity<br>ce fund |
|--|-------------------|-----------------|--------------------|-----------------|-----------------|-----------------------------|-------------------------------|------------------------|-----------------|------------------------------|
| raiticulais  | ULIF00803/03/20   | D5PNSNSECURE122 | ULIF01122/01/20    | 08PNSNINDEXF122 | ULGF00113/07/20 | 05GROUPSECUR122             | ULGF00410/03/200              | 6GROUPGROWT122         | ULGF00210/03/20 | D6GROUPBALAN122              |
|  | March 31, 2020    | March 31, 2019  | March 31, 2020     | March 31, 2019  | March 31, 2020  | March 31, 2019              | March 31, 2020                | March 31, 2019         | March 31, 2020  | March 31, 2019               |
| Income from investments                                |                   |                 |                    |                 |                 |                             |                               |                        |                 |                              |
| Interest income  | 19,697            | 29,269          | 2,906              | 2,143           | 32,420          | 49,667                      | 5,627                         | 4,915                  | 13,601          | 15,509                       |
| Dividend income  | 655               | 905             | 14,587             | 19,871          | 1,314           | 1,912                       | 1,017                         | 954                    | 1,213           | 1,390                        |
| Profit/loss on sale of investment                      | 8,955             | 4,073           | 163,111            | 2,08,344        | 12,055          | 1,502                       | 4,686                         | 6,050                  | 13,401          | 8,922                        |
| Profit/loss on inter fund transfer/ sale of            | -                 | 472             | -                  | -               | -               | 2                           | -                             | -                      | (95)            | -                            |
| investment   |                   |                 |                    |                 |                 |                             |                               |                        | , ,             |                              |
| Unrealised Gain/loss*                                  | (28,316)          | (8,070)         | (466,551)          | (27,983)        | (48,911)        | (2,778)                     | (31,492)                      | 2,450                  | (29,078)        | 267                          |
| Total (A)  | 990               | 26,649          | (285,947)          | 2,02,375        | (3,123)         | 50,305                      | (20,162)                      | 14,369                 | (958)           | 26,088                       |
| <u>Expenses</u>  |                   |                 |                    |                 |                 |                             |                               |                        |                 |                              |
| Fund management expenses                               | 3,255             | 4,465           | 8,450              | 9,753           | 4,481           | 6,167                       | 1,259                         | 1,065                  | 2,301           | 2,431                        |
| Fund administration expenses                           | 22                | 40              | 12                 | 7               | 35              | 60                          | 8                             | 7                      | 18              | 20                           |
| Service Tax  | 590               | 811             | 1,523              | 1,757           | 813             | 1,121                       | 228                           | 193                    | 417             | 441                          |
| Total (B)  | 3,868             | 5,316           | 9,985              | 11,517          | 5,330           | 7,348                       | 1,495                         | 1,265                  | 2,737           | 2,892                        |
| Net Income for the year (A-B)                          | (2,877)           | 21,333          | (295,931)          | 1,90,858        | (8,453)         | 42,957                      | (21,657)                      | 13,104                 | (3,695)         | 23,196                       |
| Add: Fund revenue account at the beginning of the year | 252,375           | 2,31,043        | 3,329,751          | 31,38,893       | 262,101         | 2,19,146                    | 127,368                       | 1,14,262               | 173,539         | 1,50,343                     |
| Fund revenue account at the end of the year            | 249,498           | 2,52,376        | 3,033,819          | 33,29,751       | 253,648         | 2,62,103                    | 105,711                       | 1,27,366               | 169,844         | 1,73,539                     |

| Particulars                                 | Group Superann<br>Debt | uation & Gratuity<br>fund | Group Superannus Debt | ation & Short Term<br>iund |                 | uation & Gratuity<br>I fund | Unitised wit    | h Profit fund   | Pension Unitised | l with Profit fund |
|---|------------------------|---------------------------|-----------------------|----------------------------|-----------------|-----------------------------|-----------------|-----------------|------------------|--------------------|
| Particulars                                 | ULGF00310/03/20        | 06GROUPDEBTF122           | ULGF00613/02/200      | 09GROUPSDEBT122            | ULGF00531/03/20 | 06GROUPCASHF122             | ULIF00225/06/20 | 02LIFWPROFIT122 | ULIF00411/02/200 | 3PNSWPROFIT122     |
|   | March 31, 2020         | March 31, 2019            | March 31, 2020        | March 31, 2019             | March 31, 2020  | March 31, 2019              | March 31, 2020  | March 31, 2019  | March 31, 2020   | March 31, 2019     |
| Income from investments                     |                        |                           |                       |                            |                 |                             |                 |                 |                  |                    |
| Interest income                             | 173,944                | 1,88,016                  | 167                   | 171                        | 1,755           | 1,408                       | 74,879          | 77,669          | 8,517            | 8,909              |
| Dividend income                             | -                      | -                         | -                     | -                          | -               | -                           | 1,518           | 1,590           | 177              | 182                |
| Profit/loss on sale of investment           | 55,477                 | (32,898)                  | (7)                   | (1)                        | 5               | 58                          | 680             | 9,687           | 181              | 1,178              |
| Profit/loss on inter fund transfer/ sale of | 21                     |                           |                       |                            |                 |                             |                 |                 |                  |                    |
| investment                                  | 21                     | -                         | -                     | -                          | -               | -                           | -               | -               | -                | -                  |
| Unrealised Gain/loss*                       | (58,484)               | (19,513)                  | -                     | (2)                        | -               | (99)                        | (4,700)         | 8,027           | (858)            | 985                |
| Total (A)                                   | 170,959                | 1,35,605                  | 161                   | 168                        | 1,760           | 1,367                       | 72,377          | 96,973          | 8,017            | 11,253             |
| <u>Expenses</u>                             |                        |                           |                       |                            |                 |                             |                 |                 |                  |                    |
| Fund management expenses                    | 19,697                 | 19,843                    | 23                    | 20                         | 242             | 175                         | •               | -               | -                | -                  |
| Fund administration expenses                | 190                    | 259                       | -                     | -                          | 1               | 1                           | 21              | 21              | 2                | 3                  |
| Service Tax                                 | 3,580                  | 3,618                     | 4                     | 4                          | 44              | 32                          | 4               | 4               | -                | 1                  |
| Total (B)                                   | 23,467                 | 23,720                    | 27                    | 24                         | 287             | 207                         | 25              | 25              | 2                | 3                  |
| Net Income for the year (A-B)               | 147,492                | 1,11,885                  | 134                   | 144                        | 1,473           | 1,160                       | 72,352          | 96,948          | 8,015            | 11,249             |
| Add: Fund revenue account at the beginning  | 716,688                | 6,04,803                  | 43,241                | 43,095                     | 83,383          | 82,222                      | 1,284,805       | 11,87,856       | 167,976          | 1,56,727           |
| of the year                                 | 710,088                | 6,04,803                  | 43,241                | 43,095                     | 83,383          | 82,222                      | 1,284,805       | 11,87,850       | 167,976          | 1,50,727           |
| Fund revenue account at the end of the year | 864,180                | 7,16,688                  | 43,375                | 43,239                     | 84,856          | 83,382                      | 1,357,157       | 12,84,804       | 175,991          | 1,67,976           |

<sup>\*</sup> Change in Fair Value change account



39.2 Form A – RA(UL)

Name of the Insurer:

Aviva Life Insurance Company India Limited 122, May 14, 2002

Registration No. & Date of Registration with IRDAI: Fund Revenue Account for the year ended March 31, 2020

|  | Unit Linked B  | alance fund- II  | Unit Linked G    | rowth fund- II | Unit Linked Er  | nhancer fund- II | Unit Linked Pr  | otector fund- II | Unit Linked I    | SU fund         |
|--|----------------|------------------|------------------|----------------|-----------------|------------------|-----------------|------------------|------------------|-----------------|
| Particulars Particulars                                | ULIF01508/01/2 | 010LIBALAN-II122 | ULIF01808/01/201 | 0LIGROWT-II122 | ULIF01708/01/20 | 010LIFENHN-II122 | ULIF02108/01/20 | 010LIPROTE-II122 | ULIF02208/01/203 | LOLIFEPSUFND122 |
|  | March 31, 2020 | March 31, 2019   | March 31, 2020   | March 31, 2019 | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020   | March 31, 2019  |
| Income from investments                                |                |                  |                  |                |                 |                  |                 |                  |                  |                 |
| Interest income  | 64,965         | 74,616           | 32,892           | 34,410         | 13,254          | 14,976           | 31,443          | 36,095           | 2,142            | 2,715           |
| Dividend income  | 7,782          | 8,108            | 14,436           | 15,263         | 50,611          | 46,344           | 1,082           | 1,100            | 27,979           | 28,801          |
| Profit/loss on sale of investment                      | 48,286         | 72,001           | 59,918           | 97,704         | 148,881         | 2,09,504         | 11,394          | 3,388            | 4,953            | 12,979          |
| Profit/loss on inter fund transfer/ sale of investment | -              | -                | -                | -              | -               | -                | -               | -                | -                | -               |
| Unrealised Gain/loss*                                  | (213,591)      | (18,455)         | (416,691)        | 43,334         | (1,352,113)     | 2,71,402         | (46,330)        | (4,762)          | (377,280)        | (50,150)        |
| Total (A)  | (92,558)       | 1,36,270         | (309,445)        | 1,90,709       | (1,139,368)     | 5,42,226         | (2,411)         | 35,821           | (342,206)        | (5,655)         |
| Expenses   |                |                  |                  |                |                 |                  |                 |                  |                  |                 |
| Fund management expenses                               | 19,861         | 21,027           | 21,232           | 21,217         | 53,262          | 48,083           | 7,128           | 7,427            | 12,078           | 14,810          |
| Fund administration expenses                           | 72             | 99               | 51               | 52             | 56              | 50               | 34              | 45               | 9                | 10              |
| Service Tax  | 3,588          | 3,803            | 3,831            | 3,828          | 9,597           | 8,664            | 1,289           | 1,345            | 2,176            | 2,668           |
| Total (B)  | 23,521         | 24,929           | 25,114           | 25,097         | 62,916          | 56,797           | 8,451           | 8,817            | 14,263           | 17,488          |
| Net Income for the year (A-B)                          | (116,079)      | 1,11,342         | (334,560)        | 1,65,612       | (1,202,283)     | 4,85,429         | (10,863)        | 27,004           | (356,469)        | (23,143)        |
| Add: Fund revenue account at the beginning of the year | 1,003,102      | 8,91,760         | 1,120,171        | 9,54,558       | 1,829,826       | 13,44,395        | 337,202         | 3,10,197         | 544,015          | 5,67,158        |
| Fund revenue account at the end of the year            | 887,023        | 10,03,102        | 785,611          | 11,20,170      | 627,543         | 18,29,824        | 326,339         | 3,37,201         | 187,546          | 5,44,015        |

|  | Unit Linked Infra | structure fund  | Unit Linked    | Index fund- II   | Pension Unit Link | ed Balance fund- II | Pension Unit Link | ed Growth fund- II | Pension Unit Linke | d Protector fund- II |
|--|-------------------|-----------------|----------------|------------------|-------------------|---------------------|-------------------|--------------------|--------------------|----------------------|
| Particulars  | ULIF01908/01/201  | .0LIFEINFRAF122 | ULIF02008/01/2 | 010LIFINDX-II122 | ULIF02325/01/201  | LOPNBALAN-II122     | ULIF02425/01/20:  | LOPNGROWT-II122    | ULIF02825/01/201   | OPNPROTE-II122       |
|  | March 31, 2020    | March 31, 2019  | March 31, 2020 | March 31, 2019   | March 31, 2020    | March 31, 2019      | March 31, 2020    | March 31, 2019     | March 31, 2020     | March 31, 2019       |
| Income from investments                                |                   |                 |                |                  |                   |                     |                   |                    |                    |                      |
| Interest income  | 1,258             | 1,327           | 2,291          | 1,925            | 4,415             | 5,422               | 3,907             | 4,449              | 1,825              | 3,117                |
| Dividend income  | 4,039             | 7,119           | 10,699         | 13,807           | 441               | 512                 | 784               | 922                | 70                 | 93                   |
| Profit/loss on sale of investment                      | 6,903             | 5,626           | 106,615        | 1,15,935         | 2,790             | 6,095               | 4,004             | 7,462              | 863                | 543                  |
| Profit/loss on inter fund transfer/ sale of investment | -                 |                 | -              | -                | -                 | -                   | -                 | -                  | -                  | (105)                |
| Unrealised Gain/loss*                                  | (100,371)         | (42,134)        | (328,182)      | 8,948            | (11,965)          | (2,828)             | (25,743)          | 7                  | (5,311)            | (1,171)              |
| Total (A)  | (88,171)          | (28,062)        | (208,577)      | 1,40,615         | (4,319)           | 9,201               | (17,048)          | 12,840             | (2,553)            | 2,477                |
| <u>Expenses</u>  |                   |                 |                |                  |                   |                     |                   |                    |                    |                      |
| Fund management expenses                               | 3,890             | 4,717           | 11,290         | 12,333           | 1,262             | 1,457               | 1,554             | 1,678              | 432                | 622                  |
| Fund administration expenses                           | 5                 | 5               | 10             | 7                | 5                 | 7                   | 5                 | 5                  | 2                  | 3                    |
| Service Tax  | 701               | 850             | 2,034          | 2,221            | 228               | 264                 | 281               | 303                | 78                 | 112                  |
| Total (B)  | 4,597             | 5,572           | 13,334         | 14,561           | 1,495             | 1,728               | 1,840             | 1,986              | 512                | 737                  |
| Net Income for the year (A-B)                          | (92,767)          | (33,634)        | (221,911)      | 1,26,054         | (5,813)           | 7,473               | (18,888)          | 10,854             | (3,066)            | 1,740                |
| Add: Fund revenue account at the beginning of the year | 91,815            | 1,25,448        | 985,332        | 8,59,279         | 181,512           | 1,74,039            | 173,527           | 1,62,673           | 103,496            | 1,01,756             |
| Fund revenue account at the end of the year            | (953)             | 91,814          | 763,421        | 9,85,333         | 175,698           | 1,81,512            | 154,639           | 1,73,527           | 100,430            | 1,03,496             |

<sup>\*</sup> Change in Fair Value change account



39.2 Form A – RA (UL)

Name of the Insurer:

Aviva Life Insurance Company India Limited

Registration No. & Date of Registration with IRDAI:

122, May 14, 2002

Fund Revenue Account for the year ended March 31, 2020

|  | Pension Unit L   | inked PSU fund  | Pension Unit Linke | d Infrastructure fund | Pension Unit Link | red Index fund- II | Unit Linked I   | Bond fund- II    | Unit Linked     | Liquid fund     |
|--|------------------|-----------------|--------------------|-----------------------|-------------------|--------------------|-----------------|------------------|-----------------|-----------------|
| Particulars  | ULIF02725/01/201 | LOPNSNPSUFND122 | ULIF02525/01/20    | 10PNSNINFRAF122       | ULIF02625/01/2    | 2010PNINDEX-II122  | ULIF01608/01/20 | 010LIFDEBT-II122 | ULIF02903/05/20 | 10LIFELIQUID122 |
| raiticulais  | March 31, 2020   | March 31, 2019  | March 31, 2020     | March 31, 2019        | March 31,<br>2020 | March 31, 2019     | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019  |
| Income from investments                                |                  |                 |                    |                       |                   |                    |                 |                  |                 |                 |
| Interest income  | 350              | 276             | 193                | 249                   | 749               | 737                | 83,600          | 97,008           | -               | -               |
| Dividend income  | 4,089            | 4,122           | 763                | 1,460                 | 3,551             | 4,357              | -               | -                | -               | -               |
| Profit/loss on sale of investment                      | 2,113            | 1,870           | 1,641              | 1,710                 | 35,370            | 31,274             | 17,865          | (17,278)         | -               | -               |
| Profit/loss on inter fund transfer/ sale of investment | -                | -               | -                  | -                     | -                 | -                  | -               | -                | -               | -               |
| Unrealised Gain/loss*                                  | (55,114)         | (7,420)         | (16,882)           | (9,496)               | (108,389)         | 8,506              | (48,125)        | (23,392)         | -               | -               |
| Total (A)  | (48,561)         | (1,152)         | (14,285)           | (6,077)               | (68,719)          | 44,874             | 53,339          | 56,338           | -               | -               |
| <u>Expenses</u>  |                  |                 |                    |                       |                   |                    |                 |                  |                 |                 |
| Fund management expenses                               | 1,771            | 2,113           | 728                | 975                   | 2,786             | 2,901              | 16,154          | 16,885           | -               | -               |
| Fund administration expenses                           | 2                | 1               | 1                  | 1                     | 3                 | 3                  | 87              | 109              |                 | -               |
| Service Tax  | 319              | 380             | 131                | 176                   | 502               | 523                | 2,923           | 3,059            | -               | -               |
| Total (B)  | 2,092            | 2,494           | 860                | 1,152                 | 3,291             | 3,427              | 19,165          | 20,053           | -               | -               |
| Net Income for the year (A-B)                          | (50,653)         | (3,646)         | (15,146)           | (7,229)               | (72,009)          | 41,447             | 34,175          | 36,285           | -               | -               |
| Add: Fund revenue account at the beginning of the year | 117,349          | 1,20,996        | 27,294             | 34,523                | 505,684           | 4,64,234           | 697,899         | 6,61,615         | 501             | 501             |
| Fund revenue account at the end of the year            | 66,696           | 1,17,350        | 12,149             | 27,294                | 433,675           | 5,05,681           | 732,073         | 6,97,900         | 501             | 501             |

| Particulars  | Unit Linked Wealt | th Builder fund | Incom          | uation & Gratuity<br>le fund<br>.1GROUPINCOM122 |                | ynamic PE fund |                | d Policy Fund<br>011LIDISCPLCY122 | то             | TAL            |
|--|-------------------|-----------------|----------------|---|----------------|----------------|----------------|-----------------------------------|----------------|----------------|
|  | March 31, 2020    | March 31, 2019  | March 31, 2020 | March 31, 2019                                  | March 31, 2020 | March 31, 2019 | March 31, 2020 | March 31, 2019                    | March 31, 2020 | March 31, 2019 |
| Income from investments                                |                   |                 |                |   |                |                |                |                                   |                |                |
| Interest income  | 5,119             | 5,453           | -              | -   | 9,677          | 8,687          | 88,310         | 1,11,551                          | 1,167,540      | 13,93,702      |
| Dividend income  | -                 | -               | -              | -   | 8,799          | 12,142         | -              | -                                 | 279,033        | 3,20,943       |
| Profit/loss on sale of investment                      | 660               | 354             | -              | -   | 53,162         | 1,05,926       | 1,287          | 352                               | 1,579,135      | 22,57,685      |
| Profit/loss on inter fund transfer/ sale of investment | -                 | (1)             | -              | -   | -              | -              | -              | -                                 | (74)           | 349            |
| Unrealised Gain/loss*                                  | (1,092)           | (404)           | -              | -   | (257,242)      | 16,226         | -              | -                                 | (7,747,323)    | 30,194         |
| Total (A)  | 4,686             | 5,402           | -              | -   | (185,604)      | 1,42,981       | 89,597         | 1,11,903                          | (4,721,688)    | 40,02,873      |
| Expenses   |                   |                 |                |   |                |                |                |                                   |                |                |
| Fund management expenses                               | 1,148             | 1,194           | -              | -   | 11,328         | 13,400         | 7,146          | 8,370                             | 430,099        | 4,76,887       |
| Fund administration expenses                           | 1                 | 1               | -              | ı   | 42             | 31             | 21             | 22                                | 1,277          | 1,645          |
| Service Tax  | 207               | 215             | -              | ı   | 2,047          | 2,417          | 1,290          | 1,511                             | 77,648         | 86,136         |
| Total (B)  | 1,356             | 1,410           | -              | •   | 13,417         | 15,848         | 8,457          | 9,903                             | 509,023        | 5,64,668       |
| Net Income for the year (A-B)                          | 3,331             | 3,992           | -              | •   | (199,021)      | 1,27,133       | 81,140         | 1,02,000                          | (5,230,712)    | 34,38,205      |
| Add: Fund revenue account at the beginning of the year | 70,677            | 66,685          | 50,365         | 50,365  | 953,728        | 8,26,595       | 1,078,337      | 9,76,337                          | 46,935,917     | 4,34,97,712    |
| Fund revenue account at the end of the year            | 74,007            | 70,677          | 50,365         | 50,365  | 754,706        | 9,53,728       | 1,159,477      | 10,78,337                         | 41,705,205     | 4,69,35,917    |

<sup>\*</sup> Change in Fair Value change account



Schedules to fund Revenue Account

Name of the Insurer:

Aviva Life Insurance Company India Limited 122, May 14, 2002

Schedule: F-1 Policyholders' Contribution

Registration No. & Date of Registration with IRDAI:

(Rs. '000)

|                                  | Unit Linked     | Balance fund    | Unit Linked     | Secure fund     | Unit Linked      | Growth fund     | Unit Linked P    | rotector fund   | Unit Linked     | Index Fund      |
|----------------------------------|-----------------|-----------------|-----------------|-----------------|------------------|-----------------|------------------|-----------------|-----------------|-----------------|
| Particulars Particulars          | ULIF00106/06/20 | 02LIFBALANCE122 | ULIF00627/01/20 | 04LIFESECURE122 | ULIF00527/01/200 | 04LIFEGROWTH122 | ULIF00911/07/200 | D6LIFPROTECT122 | ULIF01002/01/20 | 08LIFEINDEXF122 |
|                                  | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020   | March 31, 2019  | March 31, 2020   | March 31, 2019  | March 31, 2020  | March 31, 2019  |
| Opening Balance                  | (3,145,775)     | (24,49,616)     | (587,344)       | (1,59,120)      | (5,995,072)      | (42,24,609)     | (74,192)         | 18,583          | (761,724)       | (4,67,671)      |
| Add: Additions during the year*  | 394,936         | 4,51,542        | 239,480         | 2,04,701        | 889,915          | 10,48,221       | 91,857           | 68,758          | 57,320          | 1,04,514        |
| Less: Deletions during the year* | (1,033,965)     | (11,47,701)     | (553,849)       | (6,32,925)      | (2,316,625)      | (28,18,683)     | (138,484)        | (1,61,535)      | (222,291)       | (3,98,567)      |
| Closing Balance                  | (3,784,804)     | (31,45,775)     | (901,713)       | (5,87,344)      | (7,421,781)      | (59,95,071)     | (120,820)        | (74,194)        | (926,696)       | (7,61,724)      |

<sup>\*</sup> Additions represent units creation and deductions represent unit cancellations

Schedule: F-2 Investments

(Rs. '000)

| Particulars                        | Unit Linked     | Balance fund     | Unit Linked     | Secure fund     | Unit Linked      | Growth fund     | Unit Linked P    | rotector fund   | Unit Linked     | Index Fund      |
|------------------------------------|-----------------|------------------|-----------------|-----------------|------------------|-----------------|------------------|-----------------|-----------------|-----------------|
| Particulars                        | ULIF00106/06/20 | 002LIFBALANCE122 | ULIF00627/01/20 | 04LIFESECURE122 | ULIF00527/01/200 | 04LIFEGROWTH122 | ULIF00911/07/200 | 06LIFPROTECT122 | ULIF01002/01/20 | 08LIFEINDEXF122 |
|                                    | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019  | March 31, 2020   | March 31, 2019  | March 31, 2020   | March 31, 2019  | March 31, 2020  | March 31, 2019  |
| Approved Investments               |                 |                  |                 |                 |                  |                 |                  |                 |                 |                 |
| Government Bonds                   | 688,392         | 13,76,405        | 491,939         | 7,06,698        | 225,005          | 15,20,921       | 101,297          | 1,31,811        | -               | -               |
| Corporate Bonds                    | 270,667         | 2,73,528         | 133,536         | 2,81,391        | 410,914          | 2,78,639        | 20,132           | 50,160          | -               | -               |
| Infrastructure Bonds               | 451,993         | 2,75,941         | 305,394         | 2,24,776        | 449,524          | 2,33,982        | 56,573           | 40,605          | -               | -               |
| Infrastructure Equity              | 73,588          | 1,15,101         | 17,195          | 23,045          | 380,589          | 6,98,889        | 3,174            | 4,514           | 29,282          | 65,967          |
| Equity                             | 880,543         | 9,52,869         | 182,110         | 1,90,112        | 4,036,427        | 50,29,239       | 33,733           | 37,251          | 268,573         | 4,82,462        |
| Money Market                       | 31,401          | 1,87,955         | 19,296          | 94,186          | 14,177           | 2,81,510        | 4,842            | 18,138          | 9,715           | 4,109           |
| Deposits with Bank                 | -               | -                | -               | -               | -                | =               | -                | -               | -               | -               |
| Preference                         | -               | -                | -               | -               | -                | -               | -                | -               | -               | -               |
| Total (A)                          | 2,396,585       | 31,81,799        | 1,149,471       | 15,20,208       | 5,516,637        | 80,43,181       | 219,750          | 2,82,479        | 307,570         | 5,52,538        |
| Other Investments                  |                 |                  |                 |                 |                  |                 |                  |                 |                 |                 |
| Corporate Bonds                    | 66,000          | 92,533           | 100,500         | -               | 21,250           | 64,773          | 19,000           | 7,403           | -               | -               |
| Infrastructure Bonds               | -               | 14,177           | -               | 27,340          | -                | 15,189          | -                | 8,101           | -               | -               |
| Equity                             | 57,214          | 1,12,935         | 11,321          | 22,601          | 200,369          | 5,23,998        | 2,044            | 4,435           | 8,804           | 39,019          |
| Money Market                       | -               | -                | -               | 1               | -                | -               | -                | -               | =               | -               |
| Mutual Funds                       | 17,618          | 33,034           | 3,405           | 6,177           | 533,432          | 9,88,248        | 634              | 1,216           | 44,974          | 83,478          |
| Total (B)                          | 140,832         | 2,52,678         | 115,226         | 56,118          | 755,051          | 15,92,209       | 21,678           | 21,155          | 53,778          | 1,22,497        |
| GRAND TOTAL (A+B)                  | 2,537,417       | 34,34,477        | 1,264,697       | 15,76,327       | 6,271,688        | 96,35,389       | 241,429          | 3,03,634        | 361,348         | 6,75,035        |
| % of Approved Investments to Total | 94.45%          | 92.64%           | 90.89%          | 96.44%          | 87.96%           | 83.48%          | 91.02%           | 93.03%          | 85.12%          | 81.85%          |
| % of Other Investments to Total    | 5.55%           | 7.36%            | 9.11%           | 3.56%           | 12.04%           | 16.52%          | 8.98%            | 6.97%           | 14.88%          | 18.15%          |

Schedule: F-3 Current Assets

(Rs. '000)

| Particulars                        | Unit Linked Balance fund |                                | Unit Linked Secure fund |                                | Unit Linked    | Growth fund                    | Unit Linked F  | Unit Linked Protector fund     |                | Index Fund                     |  |
|------------------------------------|--------------------------|--------------------------------|-------------------------|--------------------------------|----------------|--------------------------------|----------------|--------------------------------|----------------|--------------------------------|--|
| Particulars                        | ULIF00106/06/20          | ULIF00106/06/2002LIFBALANCE122 |                         | ULIF00627/01/2004LIFESECURE122 |                | ULIF00527/01/2004LIFEGROWTH122 |                | ULIF00911/07/2006LIFPROTECT122 |                | ULIF01002/01/2008LIFEINDEXF122 |  |
|                                    | March 31, 2020           | March 31, 2019                 | March 31, 2020          | March 31, 2019                 | March 31, 2020 | March 31, 2019                 | March 31, 2020 | March 31, 2019                 | March 31, 2020 | March 31, 2019                 |  |
| Accrued Interest                   | 34,415                   | 46,995                         | 23,473                  | 26,856                         | 25,231         | 44,023                         | 4,700          | 5,451                          | 1              | 2                              |  |
| Cash & Bank Balance                | 2,135                    | (46,497)                       | (3,290)                 | (16,656)                       | (471)          | (51,296)                       | 388            | (7,763)                        | 25             | (5,533)                        |  |
| Dividend Receivable                | 81                       | 115                            | 18                      | 23                             | 429            | 709                            | 3              | 5                              | 17             | 66                             |  |
| Receivable for Sale of Investments | -                        | 9,935                          | 110                     | 17,249                         | 14,519         | 25,452                         | 17             | 873                            | 4,316          | 1,550                          |  |
| Total                              | 36,631                   | 10,548                         | 20,311                  | 27,472                         | 39,708         | 18,888                         | 5,108          | (1,433)                        | 4,357          | (3,916)                        |  |

**Schedule: F-4 Current Liabilities** 

| Particulars                         | Unit Linked     | Balance fund    | Unit Linked     | Secure fund     | Unit Linked     | Growth fund     | Unit Linked P    | rotector fund   | Unit Linked     | Index Fund      |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|-----------------|-----------------|-----------------|
| Particulars                         | ULIF00106/06/20 | 02LIFBALANCE122 | ULIF00627/01/20 | 04LIFESECURE122 | ULIF00527/01/20 | 04LIFEGROWTH122 | ULIF00911/07/200 | O6LIFPROTECT122 | ULIF01002/01/20 | 08LIFEINDEXF122 |
|                                     | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020   | March 31, 2019  | March 31, 2020  | March 31, 2019  |
| Payable for Purchase of Investments | 1,934           | 5,710           | 649             | 1,085           | 4,854           | 37,808          | 106              | 207             | 1,877           | 2,927           |
| Other Current Liabilities           | 628             | 1,028           | 255             | 389             | 1,833           | 3,311           | 48               | 75              | 53              | 113             |
| Total                               | 2,562           | 6,739           | 904             | 1,474           | 6,687           | 41,119          | 154              | 282             | 1,929           | 3,040           |



**Schedules to fund Revenue Account** 

Name of the Insurer:

Aviva Life Insurance Company India Limited 122, May 14, 2002

Registration No. & Date of Registration with IRDAI: Schedule: F-1 Policyholders' Contribution

(Rs. '000)

|                                  | Unit Linked I   | Enhancer fund   | Unit Linked     | d Debt fund     | Pension Unit Link | ked Protector fund | Pension Unit Linl | ked Growth fund | Pension Unit Link | ked Balance fund |
|----------------------------------|-----------------|-----------------|-----------------|-----------------|-------------------|--------------------|-------------------|-----------------|-------------------|------------------|
| Particulars Particulars          | ULIF01230/01/20 | 08LIENHANCER122 | ULIF01306/02/20 | 08LIFEDEBTFU122 | ULIF01408/02/20   | 08PNSPROTECT122    | ULIF00703/03/2005 | SPNSNGROWTH122  | ULIF00311/02/200  | 3PNSBALANCE122   |
|                                  | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020    | March 31, 2019     | March 31, 2020    | March 31, 2019  | March 31, 2020    | March 31, 2019   |
| Opening Balance                  | (141,204)       | (12,696)        | (3,504)         | 20,595          | (266,770)         | (1,96,386)         | (1,289,197)       | (11,69,159)     | (727,269)         | (6,15,501)       |
| Add: Additions during the year*  | 81,952          | 1,11,724        | 143,673         | 44,172          | 58,740            | 60,779             | 72,820            | 86,265          | 41,267            | 59,179           |
| Less: Deletions during the year* | (256,763)       | (2,40,231)      | (137,663)       | (68,268)        | (79,602)          | (1,31,166)         | (141,681)         | (2,06,303)      | (125,130)         | (1,70,947)       |
| Closing Balance                  | (316,014)       | (1,41,204)      | 2,506           | (3,502)         | (287,632)         | (2,66,772)         | (1,358,058)       | (12,89,197)     | (811,132)         | (7,27,269)       |

<sup>\*</sup> Additions represent units creation and deductions represent unit cancellations

Schedule: F-2 Investments

(Rs. '000)

|                                    | Unit Linked E    | inhancer fund   | Unit Linked     | Debt fund       | Pension Unit Link | ked Protector fund | Pension Unit Lin  | ked Growth fund | Pension Unit Lin | ked Balance fund |
|------------------------------------|------------------|-----------------|-----------------|-----------------|-------------------|--------------------|-------------------|-----------------|------------------|------------------|
| Particulars                        | ULIF01230/01/200 | 08LIENHANCER122 | ULIF01306/02/20 | 08LIFEDEBTFU122 | ULIF01408/02/20   | 08PNSPROTECT122    | ULIF00703/03/2009 | 5PNSNGROWTH122  | ULIF00311/02/200 | 03PNSBALANCE122  |
|                                    | March 31, 2020   | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020    | March 31, 2019     | March 31, 2020    | March 31, 2019  | March 31, 2020   | March 31, 2019   |
| Approved Investments               |                  |                 |                 |                 |                   |                    |                   |                 |                  |                  |
| Government Bonds                   | -                | -               | 37,383          | 28,716          | 83,856            | 62,007             | 110,037           | 2,14,635        | 111,126          | 1,60,744         |
| Corporate Bonds                    | -                | -               | -               | 5,406           | 2,192             | 21,154             | 20,313            | 5,056           | 14,249           | 37,191           |
| Infrastructure Bonds               | -                | -               | 7,591           | 3,275           | 24,487            | 37,851             | 56,784            | 35,129          | 77,668           | 66,510           |
| Infrastructure Equity              | 27,327           | 66,789          | -               | -               | 1,736             | 2,603              | 20,055            | 32,552          | 10,222           | 16,376           |
| Equity                             | 270,094          | 4,76,956        | -               | -               | 21,670            | 21,503             | 215,605           | 2,40,210        | 124,059          | 1,35,285         |
| Money Market                       | 769              | 14,851          | 718             | 1               | 554               | 274                | 6,545             | 14,416          | 2,811            | 5,498            |
| Deposits with Bank                 | -                | -               | -               | -               | -                 | -                  | -                 | -               | =                | -                |
| Preference                         | -                | -               | -               | -               | -                 | -                  | -                 | -               | =                | -                |
| Total (A)                          | 298,191          | 5,58,595        | 45,692          | 37,397          | 134,495           | 1,45,391           | 429,338           | 5,41,998        | 340,136          | 4,21,605         |
| Other Investments                  |                  |                 |                 |                 |                   |                    |                   |                 |                  |                  |
| Corporate Bonds                    | -                | -               | 2,500           | 2,776           | 4,750             | 5,552              | 2,500             | 7,403           | 4,000            | 12,955           |
| Infrastructure Bonds               | -                | -               | -               | 1,013           | •                 | 4,050              |                   | 2,025           | -                | 2,025            |
| Equity                             | 14,517           | 55,044          | -               | 1               | 1,335             | 2,566              | 10,951            | 24,360          | 8,116            | 16,058           |
| Money Market                       | -                | -               | -               | 1               | •                 | -                  |                   | -               | -                | -                |
| Mutual Funds                       | 41,005           | 86,372          | -               |                 | 321               | 705                | 25,855            | 47,965          | 2,426            | 4,475            |
| Total (B)                          | 55,522           | 1,41,417        | 2,500           | 3,789           | 6,406             | 12,873             | 39,307            | 81,753          | 14,542           | 35,512           |
| GRAND TOTAL (A+B)                  | 353,713          | 7,00,012        | 48,192          | 41,186          | 140,901           | 1,58,264           | 468,645           | 6,23,751        | 354,678          | 4,57,118         |
| % of Approved Investments to Total | 84.30%           | 79.80%          | 94.81%          | 90.80%          | 95.45%            | 91.87%             | 91.61%            | 86.89%          | 95.90%           | 92.23%           |
| % of Other Investments to Total    | 15.70%           | 20.20%          | 5.19%           | 9.20%           | 4.55%             | 8.13%              | 8.39%             | 13.11%          | 4.10%            | 7.77%            |

Schedule: F-3 Current Assets

(Rs. '000)

|                                    | Unit Linked I   | nhancer fund    | Unit Linked     | Debt fund       | Pension Unit Link | ked Protector fund | Pension Unit Linl | ked Growth fund | Pension Unit Link | ked Balance fund |
|------------------------------------|-----------------|-----------------|-----------------|-----------------|-------------------|--------------------|-------------------|-----------------|-------------------|------------------|
| Particulars Particulars            | ULIF01230/01/20 | 08LIENHANCER122 | ULIF01306/02/20 | 08LIFEDEBTFU122 | ULIF01408/02/200  | 08PNSPROTECT122    | ULIF00703/03/2005 | 5PNSNGROWTH122  | ULIF00311/02/200  | 3PNSBALANCE122   |
|                                    | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020    | March 31, 2019     | March 31, 2020    | March 31, 2019  | March 31, 2020    | March 31, 2019   |
| Accrued Interest                   | 2               | 10              | 883             | 974             | 3,057             | 3,754              | 4,989             | 5,993           | 4,690             | 6,660            |
| Cash & Bank Balance                | (275)           | (9,176)         | 82              | (10,061)        | 203               | (2,128)            | (1,035)           | (2,653)         | (235)             | (2,816)          |
| Dividend Receivable                | 27              | 72              | 1               | -               | 2                 | 3                  | 23                | 33              | 12                | 16               |
| Receivable for Sale of Investments | 2,454           | 2,911           | 1               | 10,856          | 195               | 10,517             | 239               | -               | -                 | 17,888           |
| Total                              | 2,208           | (6,183)         | 965             | 1,769           | 3,457             | 12,146             | 4,216             | 3,372           | 4,466             | 21,748           |

**Schedule: F-4 Current Liabilities** 

|                                     | Unit Linked     | Enhancer fund   | Unit Linke      | d Debt fund     | Pension Unit Lin | ked Protector fund | Pension Unit Lin  | ked Growth fund | Pension Unit Lin | ked Balance fund |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|------------------|--------------------|-------------------|-----------------|------------------|------------------|
| Particulars                         | ULIF01230/01/20 | 08LIENHANCER122 | ULIF01306/02/20 | 08LIFEDEBTFU122 | ULIF01408/02/20  | 08PNSPROTECT122    | ULIF00703/03/2009 | 5PNSNGROWTH122  | ULIF00311/02/200 | 03PNSBALANCE122  |
|                                     | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  | March 31, 2020   | March 31, 2019     | March 31, 2019    | 31 March 2018   | March 31, 2020   | March 31, 2019   |
| Payable for Purchase of Investments | 557             | 2,740           | -               | -               | 39               | 120                | 619               | 1,794           | 273              | 806              |
| Other Current Liabilities           | 120             | 274             | 10              | 12              | 29               | 42                 | 138               | 219             | 88               | 143              |
| Total                               | 678             | 3,014           | 10              | 12              | 67               | 162                | 757               | 2,013           | 361              | 949              |



**Schedules to fund Revenue Account** 

Name of the Insurer:

Aviva Life Insurance Company India Limited 122, May 14, 2002

Registration No. & Date of Registration with IRDAI: Schedule: F-1 Policyholders' Contribution

(Rs. '000)

|                                  | Pension Unit Li  | nked Secure fund | Pension Unit L  | inked Index fund | <b>Group Superannuation</b> | & Gratuity Secure fund | Group Superannuation 8 | Gratuity Growth fund | <b>Group Superannuation &amp;</b> | Gratuity Balance fund |
|----------------------------------|------------------|------------------|-----------------|------------------|-----------------------------|------------------------|------------------------|----------------------|-----------------------------------|-----------------------|
| Particulars Particulars          | ULIF00803/03/200 | 5PNSNSECURE122   | ULIF01122/01/20 | 08PNSNINDEXF122  | ULGF00113/07/20             | 05GROUPSECUR122        | ULGF00410/03/2006      | GROUPGROWT122        | ULGF00210/03/2006                 | GROUPBALAN122         |
|                                  | March 31, 2020   | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020              | March 31, 2019         | March 31, 2020         | March 31, 2019       | March 31, 2020                    | March 31, 2019        |
| Opening Balance                  | 78,982           | 2,73,433         | (2,065,349)     | (17,62,197)      | 331,949                     | 7,58,243               | 25,305                 | 23,475               | 154,180                           | 1,46,380              |
| Add: Additions during the year*  | 7,028            | 4,217            | 103,828         | 1,31,544         | 27,650                      | 37,562                 | 23,444                 | 35,664               | 19,787                            | 33,346                |
| Less: Deletions during the year* | (30,958)         | (1,98,668)       | (318,972)       | (4,34,696)       | (176,783)                   | (4,63,856)             | (13,048)               | (33,833)             | (232,199)                         | (25,546)              |
| Closing Balance                  | 55,053           | 78,982           | (2,280,493)     | (20,65,349)      | 182,817                     | 3,31,949               | 35,701                 | 25,305               | (58,233)                          | 1,54,180              |

<sup>\*</sup> Additions represent units creation and deductions represent unit cancellations

Schedule: F-2 Investments

(Rs. '000)

|                                    | Pension Unit Lin | ked Secure fund   | Pension Unit Li | inked Index fund | <b>Group Superannuation</b> | & Gratuity Secure fund | Group Superannuation | & Gratuity Growth fund | <b>Group Superannuation 8</b> | Gratuity Balance fund |
|------------------------------------|------------------|-------------------|-----------------|------------------|-----------------------------|------------------------|----------------------|------------------------|-------------------------------|-----------------------|
| Particulars                        | ULIF00803/03/200 | 5PNSNSECURE122    | ULIF01122/01/20 | 08PNSNINDEXF122  | ULGF00113/07/20             | 05GROUPSECUR122        | ULGF00410/03/2006    | GROUPGROWT122          | ULGF00210/03/2006             | GROUPBALAN122         |
| Faiticulais                        | March 31, 2020   | March 31,<br>2019 | March 31, 2020  | March 31, 2019   | March 31, 2020              | March 31, 2019         | March 31, 2020       | March 31, 2019         | March 31, 2020                | March 31, 2019        |
| Approved Investments               |                  |                   |                 |                  |                             |                        |                      |                        |                               |                       |
| Government Bonds                   | 166,524          | 2,05,368          | -               | -                | 192,831                     | 3,25,027               | 29,749               | 39,389                 | 19,997                        | 1,46,947              |
| Corporate Bonds                    | 13,531           | 7,079             | -               | -                | 38,828                      | 20,062                 | 10,619               | 6,775                  | 12,468                        | 16,866                |
| Infrastructure Bonds               | 56,831           | 30,927            | 1               | 1                | 98,547                      | 80,992                 | 12,828               | 8,866                  | 31,052                        | 20,527                |
| Infrastructure Equity              | 3,893            | 4,667             | 60,896          | 1,22,310         | 6,245                       | 10,328                 | 6,206                | 7,887                  | 3,134                         | 10,644                |
| Equity                             | 47,058           | 38,980            | 556,618         | 9,00,190         | 72,671                      | 82,547                 | 62,733               | 55,170                 | 35,347                        | 86,481                |
| Money Market                       | 2,585            | 14,907            | 15,973          | 16,126           | 4,791                       | 18,639                 | 2,206                | 15,266                 | 2,082                         | 21,328                |
| Deposits with Bank                 | 1                | 1                 | -               | -                | 1                           | 1                      | ı                    | i                      | -                             | -                     |
| Preference                         | 1                | 1                 | -               | -                | 1                           | 1                      | ı                    | i                      | -                             | -                     |
| Total (A)                          | 290,422          | 3,01,928          | 633,488         | 10,38,626        | 413,912                     | 5,37,595               | 124,340              | 1,33,354               | 104,080                       | 3,02,793              |
| Other Investments                  |                  |                   |                 |                  |                             |                        |                      |                        |                               |                       |
| Corporate Bonds                    | 5,000            | 13,880            | -               | -                | 8,000                       | 11,104                 | 750                  | 1,851                  | 1,750                         | 4,627                 |
| Infrastructure Bonds               | -                | 5,063             | -               | -                | -                           | 20,252                 | -                    | 1,013                  | -                             | 2,025                 |
| Equity                             | 2,996            | 4,659             | 18,546          | 72,852           | 5,136                       | 10,104                 | 3,206                | 5,815                  | 2,753                         | 10,351                |
| Money Market                       | -                | -                 | -               | -                | -                           | -                      | -                    | -                      | -                             | -                     |
| Mutual Funds                       | 734              | 1,176             | 92,015          | 1,55,366         | 1,415                       | 2,267                  | 6,567                | 9,551                  | 1,623                         | 2,747                 |
| Total (B)                          | 8,729            | 24,777            | 110,560         | 2,28,218         | 14,550                      | 43,727                 | 10,522               | 18,230                 | 6,126                         | 19,750                |
| GRAND TOTAL (A+B)                  | 299,151          | 3,26,705          | 744,048         | 12,66,844        | 428,462                     | 5,81,322               | 134,862              | 1,51,584               | 110,206                       | 3,22,543              |
| % of Approved Investments to Total | 97.08%           | 92.42%            | 85.14%          | 81.99%           | 96.60%                      | 92.48%                 | 92.20%               | 87.97%                 | 94.44%                        | 93.88%                |
| % of Other Investments to Total    | 2.92%            | 7.58%             | 14.86%          | 18.01%           | 3.40%                       | 7.52%                  | 7.80%                | 12.03%                 | 5.56%                         | 6.12%                 |

Schedule: F-3 Current Assets

(Rs. '000)

|                                    | Pension Unit Lin | ked Secure fund | Pension Unit Li | inked Index fund | <b>Group Superannuatio</b> | n & Gratuity Secure fund | Group Superannuation 8 | & Gratuity Growth fund | <b>Group Superannuation &amp;</b> | <b>Gratuity Balance fund</b> |
|------------------------------------|------------------|-----------------|-----------------|------------------|----------------------------|--------------------------|------------------------|------------------------|-----------------------------------|------------------------------|
| Particulars Particulars            | ULIF00803/03/200 | 5PNSNSECURE122  | ULIF01122/01/20 | 08PNSNINDEXF122  | ULGF00113/07/20            | 05GROUPSECUR122          | ULGF00410/03/200       | 6GROUPGROWT122         | ULGF00210/03/2006                 | GROUPBALAN122                |
|                                    | March 31, 2020   | March 31, 2019  | March 31, 2020  | March 31, 2019   | March 31, 2020             | March 31, 2019           | March 31, 2020         | March 31, 2019         | March 31, 2020                    | March 31, 2019               |
| Accrued Interest                   | 6,030            | 5,984           | -               | 9                | 8,204                      | 10,961                   | 1,306                  | 1,247                  | 1,477                             | 4,031                        |
| Cash & Bank Balance                | (483)            | (1,700)         | 370             | 373              | 42                         | 2,330                    | 5,293                  | 250                    | 65                                | 1,716                        |
| Dividend Receivable                | 4                | 5               | 36              | 123              | 8                          | 10                       | 7                      | 8                      | 5                                 | 11                           |
| Receivable for Sale of Investments | -                | 655             | 12,168          | 2,888            | -                          | =                        | 125                    |                        | -                                 | -                            |
| Total                              | 5,551            | 4,943           | 12,575          | 3,393            | 8,254                      | 13,301                   | 6,730                  | 1,504                  | 1,547                             | 5,758                        |

**Schedule: F-4 Current Liabilities** 

|                                     | Pension Unit Link | ed Secure fund | Pension Unit Li | nked Index fund | <b>Group Superannuation</b> | n & Gratuity Secure fund | Group Superannuation | & Gratuity Growth fund | <b>Group Superannuation 8</b> | Gratuity Balance fund |
|-------------------------------------|-------------------|----------------|-----------------|-----------------|-----------------------------|--------------------------|----------------------|------------------------|-------------------------------|-----------------------|
| Particulars Particulars             | ULIF00803/03/200  | 5PNSNSECURE122 | ULIF01122/01/20 | 08PNSNINDEXF122 | ULGF00113/07/20             | 05GROUPSECUR122          | ULGF00410/03/2006    | GROUPGROWT122          | ULGF00210/03/200              | 06GROUPBALAN122       |
|                                     | March 31, 2020    | March 31, 2019 | March 31, 2020  | March 31, 2019  | March 31, 2020              | March 31, 2019           | March 31, 2020       | March 31, 2019         | March 31, 2020                | March 31, 2019        |
| Payable for Purchase of Investments | 91                | 210            | 3,190           | 5,622           | 181                         | 457                      | 159                  | 388                    | 124                           | 520                   |
| Other Current Liabilities           | 60                | 81             | 108             | 213             | 70                          | 116                      | 21                   | 29                     | 19                            | 63                    |
| Total                               | 151               | 291            | 3,298           | 5,835           | 251                         | 573                      | 180                  | 416                    | 143                           | 583                   |



#### **Aviva Life Insurance Company India Limited** SIGNIFICANT ACCOUNTING POLICIES AND NOTES TO THE ACCOUNTS

**Schedules to fund Revenue Account** 

Name of the Insurer:

**Aviva Life Insurance Company India Limited** 

Registration No. & Date of Registration with IRDAI:

122, May 14, 2002

| 5   |                      |                      | •                           |                        |                             |                      |                  |                |                 |                    |
|---|----------------------|----------------------|-----------------------------|------------------------|-----------------------------|----------------------|------------------|----------------|-----------------|--------------------|
| Schedule: F-1 Policyholders' Contribution |                      |                      |                             |                        |                             |                      |                  |                |                 | (Rs. '000)         |
|   | Group Superannuation | & Gratuity Debt fund | <b>Group Superannuation</b> | & Short Term Debt fund | <b>Group Superannuation</b> | & Gratuity Cash fund | Unitised with    | n Profit fund  | Pension Unitise | d with Profit fund |
| Particulars Particulars                   | ULGF00310/03/200     | 6GROUPDEBTF122       | ULGF00613/02/200            | 09GROUPSDEBT122        | ULGF00531/03/2006           | GROUPCASHF122        | ULIF00225/06/200 | 2LIFWPROFIT122 | ULIF00411/02/20 | 03PNSWPROFIT122    |
|   | March 31, 2020       | March 31, 2019       | March 31, 2020              | March 31, 2019         | March 31, 2020              | March 31, 2019       | March 31, 2020   | March 31, 2019 | March 31, 2020  | March 31, 2019     |
| Opening Balance                           | 1,880,410            | 18,75,399            | (40,681)                    | (40,681)               | (50,179)                    | (59,303)             | (209,969)        | (74,779)       | (44,309)        | (26,649)           |
| Add: Additions during the year*           | 164,505              | 4,12,855             | 236                         | 1,077                  | 103,249                     | 95,135               | 25,065           | 27,544         | 7,128           | 3704               |
| Less: Deletions during the year*          | (833,702)            | (4,07,844)           | (65)                        | (1,074)                | (108,761)                   | (86,010)             | (60,276)         | (1,62,734)     | (13,403)        | (21,364)           |
| Closing Balance                           | 1,211,213            | 18,80,409            | (40,510)                    | (40,678)               | (55,691)                    | (50,178)             | (245,181)        | (2,09,969)     | (50,585)        | (44,309)           |

Schedule: F-2 Investments

(Rs. '000)

|                                     | Group Superannuation | & Gratuity Debt fund | <b>Group Superannuation</b> | & Short Term Debt fund | Group Superannuati | on & Gratuity Cash fund | Unitised with    | Profit fund    | Pension Unitise | d with Profit fund |
|-------------------------------------|----------------------|----------------------|-----------------------------|------------------------|--------------------|-------------------------|------------------|----------------|-----------------|--------------------|
| Particulars Particulars Particulars | ULGF00310/03/200     | 6GROUPDEBTF122       | ULGF00613/02/20             | 09GROUPSDEBT122        | ULGF00531/03/20    | 006GROUPCASHF122        | ULIF00225/06/200 | 2LIFWPROFIT122 | ULIF00411/02/20 | 03PNSWPROFIT122    |
|                                     | March 31, 2020       | March 31, 2019       | March 31, 2020              | March 31, 2019         | March 31, 2020     | March 31, 2019          | March 31, 2020   | March 31, 2019 | March 31, 2020  | March 31, 2019     |
| Approved Investments                |                      |                      |                             |                        |                    |                         |                  |                |                 |                    |
| Government Bonds                    | 1,286,430            | 17,44,914            | 2,636                       | 2,148                  | 26,147             | 26,109                  | 581,016          | 5,09,561       | 74,230          | 71,173             |
| Corporate Bonds                     | 119,448              | 87,570               | -                           | -                      | -                  | •                       | ı                | 1              | -               | -                  |
| Infrastructure Bonds                | 565,523              | 3,72,718             | -                           | -                      | -                  | -                       | 322,260          | 3,25,971       | 28,886          | 28,156             |
| Infrastructure Equity               | -                    | -                    | -                           | -                      | -                  | -                       | 6,874            | 8,527          | 783             | 980                |
| Equity                              | -                    | -                    | -                           | -                      | -                  | •                       | 89,485           | 99,177         | 10,349          | 11,575             |
| Money Market                        | 17,983               | 1,07,695             | 215                         | 293                    | 1,919              | 1,918                   | 87,946           | 1,03,444       | 8,463           | 9,371              |
| Deposits with Bank                  | 3,000                | 3,000                | -                           | =                      | -                  | -                       | -                | -              | -               | -                  |
| Preference                          | -                    | -                    | -                           | -                      | -                  | -                       | =                | -              | -               | -                  |
| Total (A)                           | 1,992,384            | 23,15,897            | 2,851                       | 2,441                  | 28,065             | 28,027                  | 1,087,581        | 10,46,681      | 122,711         | 1,21,255           |
| Other Investments                   |                      |                      |                             |                        |                    |                         |                  |                |                 |                    |
| Corporate Bonds                     | 30,500               | 48,117               | -                           | -                      | -                  | -                       | =                | -              | -               | -                  |
| Infrastructure Bonds                | -                    | 70,883               | -                           | 100                    | -                  | 90                      | -                | 4,510          | -               | 501                |
| Equity                              | -                    | -                    | -                           | -                      | -                  | -                       | 6,089            | 10,070         | 693             | 1,172              |
| Money Market                        | -                    | -                    | =                           | =                      | =                  | =                       | =                | -              | -               | -                  |
| Mutual Funds                        | -                    | -                    | =                           | =                      | =                  | =                       | =                | -              | -               | -                  |
| Total (B)                           | 30,500               | 1,19,000             | =                           | 100                    | =                  | 90                      | 6,089            | 14,580         | 693             | 1,673              |
| GRAND TOTAL (A+B)                   | 2,022,884            | 24,34,897            | 2,851                       | 2,541                  | 28,065             | 28,117                  | 1,093,670        | 10,61,261      | 123,404         | 1,22,929           |
| % of Approved Investments to Total  | 98.49%               | 95.11%               | 100.00%                     | 96.05%                 | 100.00%            | 99.68%                  | 99.44%           | 98.63%         | 99.44%          | 98.64%             |
| % of Other Investments to Total     | 1.51%                | 4.89%                | 0.00%                       | 3.95%                  | 0.00%              | 0.32%                   | 0.56%            | 1.37%          | 0.56%           | 1.36%              |

Schedule: F-3 Current Assets

(Rs. '000)

|                                    | <b>Group Superannuation</b> | & Gratuity Debt fund | <b>Group Superannuation</b> | & Short Term Debt fund | Group Superannuati | on & Gratuity Cash fund | Unitised with    | Profit fund    | Pension Unitise | ed with Profit fund |
|------------------------------------|-----------------------------|----------------------|-----------------------------|------------------------|--------------------|-------------------------|------------------|----------------|-----------------|---------------------|
| Particulars Particulars            | ULGF00310/03/200            | 6GROUPDEBTF122       | ULGF00613/02/200            | D9GROUPSDEBT122        | ULGF00531/03/2     | 006GROUPCASHF122        | ULIF00225/06/200 | 2LIFWPROFIT122 | ULIF00411/02/20 | 003PNSWPROFIT122    |
|                                    | March 31, 2020              | March 31, 2019       | March 31, 2020              | March 31, 2019         | March 31, 2020     | March 31, 2019          | March 31, 2020   | March 31, 2019 | March 31, 2020  | March 31, 2019      |
| Accrued Interest                   | 52,429                      | 57,871               | -                           | 6                      | 1                  | 7                       | 26,056           | 25,174         | 2,840           | 2,710               |
| Cash & Bank Balance                | 415                         | 1,02,097             | 13                          | 11                     | (1,358)            | 5,084                   | (7,742)          | (11,613)       | (838)           | (1,975)             |
| Dividend Receivable                | =                           | -                    | -                           | -                      | =                  | -                       | -                | 16             | =               | 2                   |
| Receivable for Sale of Investments | -                           | 2,729                | -                           | -                      | 2,462              | -                       | -                | -              | -               | -                   |
| Total                              | 52,843                      | 1,62,697             | 13                          | 17                     | 1,104              | 5,091                   | 18,314           | 13,579         | 2,002           | 738                 |

Schedule: F-4 Current Liabilities

|                                     | Group Superannuation | & Gratuity Debt fund | <b>Group Superannuation</b> | & Short Term Debt fund | Group Superannuati | on & Gratuity Cash fund | Unitised with    | Profit fund    | Pension Unitise | ed with Profit fund |
|-------------------------------------|----------------------|----------------------|-----------------------------|------------------------|--------------------|-------------------------|------------------|----------------|-----------------|---------------------|
| Particulars                         | ULGF00310/03/200     | 6GROUPDEBTF122       | ULGF00613/02/20             | 09GROUPSDEBT122        | ULGF00531/03/2     | 006GROUPCASHF122        | ULIF00225/06/200 | 2LIFWPROFIT122 | ULIF00411/02/20 | 003PNSWPROFIT122    |
|                                     | March 31, 2020       | March 31, 2019       | March 31, 2020              | March 31, 2019         | March 31, 2020     | March 31, 2019          | March 31, 2020   | March 31, 2019 | March 31, 2020  | March 31, 2019      |
| Payable for Purchase of Investments | -                    | -                    | -                           | -                      | =                  | -                       | =                | -              | =               | -                   |
| Other Current Liabilities           | 333                  | 494                  | -                           | -                      | 5                  | 5                       | 3                | 3              | -               | -                   |
| Total                               | 333                  | 494                  | -                           | -                      | 5                  | 5                       | 3                | 3              | -               | -                   |

<sup>\*</sup> Additions represent units creation and deductions represent unit cancellations



**Schedules to fund Revenue Account** 

Registration No. & Date of Registration with IRDAI:

Name of the Insurer:

Aviva Life Insurance Company India Limited 122, May 14, 2002

Schedule: F-1 Policyholders' Contribution

(Rs. '000)

|                                  | Unit Linked B  | alance fund- II  | Unit Linked G     | rowth fund- II | Unit Linked En  | hancer fund- II  | Unit Linked Pro | otector fund- II | Unit Linked P   | SU fund         |
|----------------------------------|----------------|------------------|-------------------|----------------|-----------------|------------------|-----------------|------------------|-----------------|-----------------|
| Particulars                      | ULIF01508/01/2 | 010LIBALAN-II122 | ULIF01808/01/2010 | LIGROWT-II122  | ULIF01708/01/20 | 010LIFENHN-II122 | ULIF02108/01/20 | 10LIPROTE-II122  | ULIF02208/01/20 | 10LIFEPSUFND122 |
|                                  | March 31, 2020 | March 31, 2019   | March 31, 2020    | March 31, 2019 | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019  |
| Opening Balance                  | 575,541        | 7,31,313         | 537,302           | 5,63,522       | 2,326,995       | 18,72,735        | 225,983         | 2,71,175         | 540,223         | 7,00,025        |
| Add: Additions during the year*  | 463,898        | 5,13,802         | 360,275           | 5,08,753       | 1,726,384       | 17,56,392        | 439,370         | 3,26,615         | 104,714         | 1,21,027        |
| Less: Deletions during the year* | (735,540)      | (6,69,574)       | (540,647)         | (5,34,973)     | (1,738,120)     | (13,02,133)      | (403,625)       | (3,71,806)       | (350,293)       | (2,80,829)      |
| Closing Balance                  | 303,899        | 5,75,541         | 356,930           | 5,37,302       | 2,315,258       | 23,26,995        | 261,727         | 2,25,983         | 294,645         | 5,40,223        |

<sup>\*</sup> Additions represent units creation and deductions represent unit cancellations

#### Schedule: F-2 Investments

(Rs. '000)

|                                    | Unit Linked B  | alance fund- II  | Unit Linked G     | rowth fund- II | Unit Linked Er | nhancer fund- II | Unit Linked Pro | otector fund- II | Unit Linked P   | SU fund         |
|------------------------------------|----------------|------------------|-------------------|----------------|----------------|------------------|-----------------|------------------|-----------------|-----------------|
| Particulars                        | ULIF01508/01/2 | 010LIBALAN-II122 | ULIF01808/01/2010 | LIGROWT-II122  | ULIF01708/01/2 | 010LIFENHN-II122 | ULIF02108/01/20 | 010LIPROTE-II122 | ULIF02208/01/20 | 10LIFEPSUFND122 |
|                                    | March 31, 2020 | March 31, 2019   | March 31, 2020    | March 31, 2019 | March 31, 2020 | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019  |
| Approved Investments               |                |                  |                   |                |                |                  |                 |                  |                 |                 |
| Government Bonds                   | 357,332        | 6,52,049         | 77,601            | 2,94,808       | -              | -                | 297,454         | 3,01,326         | -               | -               |
| Corporate Bonds                    | 117,731        | 98,165           | 61,631            | 35,897         | -              | -                | 49,608          | 36,908           |                 | -               |
| Infrastructure Bonds               | 170,905        | 61,607           | 68,470            | 23,732         | 1              | -                | 109,225         | 64,871           | -               | -               |
| Infrastructure Equity              | 37,794         | 61,663           | 67,707            | 1,21,818       | 218,279        | 3,60,089         | 7,204           | 7,665            | 183,376         | 3,30,043        |
| Equity                             | 434,657        | 4,89,618         | 722,196           | 8,51,221       | 2,159,805      | 26,67,678        | 86,361          | 62,718           | 212,870         | 4,83,508        |
| Money Market                       | 8,812          | 75,396           | 1,405             | 55,444         | 85,772         | 2,39,008         | 6,299           | 12,536           | 10,382          | 35,851          |
| Deposits with Bank                 | -              | •                | •                 | -              | •              | -                | •               | -                | -               | -               |
| Preference                         | -              | •                | •                 | -              | •              | -                | •               | -                | -               | -               |
| Total (A)                          | 1,127,232      | 14,38,498        | 999,010           | 13,82,920      | 2,463,855      | 32,66,776        | 556,150         | 4,86,024         | 406,627         | 8,49,402        |
| Other Investments                  |                |                  |                   |                |                |                  |                 |                  |                 |                 |
| Corporate Bonds                    | 9,250          | 29,611           | 3,500             | 11,104         | 1              | -                | 8,250           | 13,880           | -               | -               |
| Infrastructure Bonds               | -              | 5,063            | -                 | 2,025          | -              | -                | i               | 18,227           | -               | -               |
| Equity                             | 29,807         | 59,738           | 37,377            | 89,777         | 118,105        | 3,08,583         | 5,498           | 7,464            | 83,443          | 2,10,308        |
| Money Market                       | -              | i                | 1                 | -              | 1              | -                | i               | -                | -               | -               |
| Mutual Funds                       | 8,816          | 14,128           | 96,514            | 1,55,062       | 304,953        | 4,87,036         | 1,202           | 1,927            | 6,786           | 17,232          |
| Total (B)                          | 47,873         | 1,08,540         | 137,391           | 2,57,969       | 423,058        | 7,95,618         | 14,950          | 41,498           | 90,229          | 2,27,540        |
| GRAND TOTAL (A+B)                  | 1,175,104      | 15,47,038        | 1,136,401         | 16,40,889      | 2,886,913      | 40,62,394        | 571,100         | 5,27,522         | 496,856         | 10,76,943       |
| % of Approved Investments to Total | 95.93%         | 92.98%           | 87.91%            | 84.28%         | 85.35%         | 80.42%           | 97.38%          | 92.13%           | 81.84%          | 78.87%          |
| % of Other Investments to Total    | 4.07%          | 7.02%            | 12.09%            | 15.72%         | 14.65%         | 19.58%           | 2.62%           | 7.87%            | 18.16%          | 21.13%          |

Schedule: F-3 Current Assets

(Rs. '000)

|                                    | Unit Linked B   | alance fund- II  | Unit Linked G     | rowth fund- II | Unit Linked Er | nhancer fund- II | Unit Linked Pro | otector fund- II | Unit Linked P    | SU fund         |
|------------------------------------|-----------------|------------------|-------------------|----------------|----------------|------------------|-----------------|------------------|------------------|-----------------|
| Particulars Particulars            | ULIF01508/01/20 | 010LIBALAN-II122 | ULIF01808/01/2010 | LIGROWT-II122  | ULIF01708/01/2 | 010LIFENHN-II122 | ULIF02108/01/20 | 010LIPROTE-II122 | ULIF02208/01/20: | 10LIFEPSUFND122 |
|                                    | March 31, 2020  | March 31, 2019   | March 31, 2020    | March 31, 2019 | March 31, 2020 | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020   | March 31, 2019  |
| Accrued Interest                   | 16,082          | 17,586           | 4,641             | 7,301          | 2              | 128              | 11,366          | 10,343           | 1                | 20              |
| Cash & Bank Balance                | 1,259           | 15,366           | 470               | 15,999         | 57,193         | 1,06,722         | 5,899           | 21,131           | (12,567)         | 5,082           |
| Dividend Receivable                | 43              | 63               | 79                | 124            | 214            | 396              | 8               | 8                | 284              | 2,521           |
| Receivable for Sale of Investments | -               | 2,074            | 2,176             | -              | 7,389          | 6,053            | -               | 4,699            | 7,269            | -               |
| Total                              | 17,385          | 35,089           | 7,367             | 23,424         | 64,798         | 1,13,300         | 17,273          | 36,181           | (5,013)          | 7,623           |

Schedule: F-4 Current Liabilities

|                                     | Unit Linked B  | alance fund- II  | Unit Linked G     | rowth fund- II | Unit Linked Er | nhancer fund- II | Unit Linked Pr  | otector fund- II | Unit Linked P   | SU fund         |
|-------------------------------------|----------------|------------------|-------------------|----------------|----------------|------------------|-----------------|------------------|-----------------|-----------------|
| Particulars                         | ULIF01508/01/2 | 010LIBALAN-II122 | ULIF01808/01/2010 | LIGROWT-II122  | ULIF01708/01/2 | 010LIFENHN-II122 | ULIF02108/01/20 | 010LIPROTE-II122 | ULIF02208/01/20 | 10LIFEPSUFND122 |
|                                     | March 31, 2020 | March 31, 2019   | March 31, 2020    | March 31, 2019 | March 31, 2020 | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019  |
| Payable for Purchase of Investments | 1,255          | 2,989            | 928               | 6,333          | 8,160          | 17,649           | 154             | 348              | 9,527           | 1               |
| Other Current Liabilities           | 314            | 496              | 299               | 508            | 750            | 1,224            | 154             | 172              | 125             | 327             |
| Total                               | 1,569          | 3,485            | 1,227             | 6,841          | 8,911          | 18,873           | 307             | 520              | 9,652           | 327             |



**Schedules to fund Revenue Account** 

Registration No. & Date of Registration with IRDAI:

Name of the Insurer:

Aviva Life Insurance Company India Limited 122, May 14, 2002

Schedule: F-1 Policyholders' Contribution

(Rs. '000)

|                                  | Unit Linked Info | rastructure fund | Unit Linked    | Index fund- II   | Pension Unit Link | ed Balance fund- II | Pension Unit Linke | ed Growth fund- II | Pension Unit Linke | d Protector fund- II |
|----------------------------------|------------------|------------------|----------------|------------------|-------------------|---------------------|--------------------|--------------------|--------------------|----------------------|
| Particulars Particulars          | ULIF01908/01/20  | 010LIFEINFRAF122 | ULIF02008/01/2 | 010LIFINDX-II122 | ULIF02325/01/20   | 010PNBALAN-II122    | ULIF02425/01/201   | .0PNGROWT-II122    | ULIF02825/01/20    | 10PNPROTE-II122      |
|                                  | March 31, 2020   | March 31, 2019   | March 31, 2020 | March 31, 2019   | March 31, 2020    | March 31, 2019      | March 31, 2020     | March 31, 2019     | March 31, 2020     | March 31, 2019       |
| Opening Balance                  | 242,057          | 2,90,257         | (69,046)       | 62,259           | (78,800)          | (49,963)            | (52,876)           | (28,525)           | (63,380)           | (47,341)             |
| Add: Additions during the year*  | 51,090           | 44,298           | 88,087         | 93,038           | 11,089            | 11,006              | 16,522             | 11,873             | 10,176             | 14,627               |
| Less: Deletions during the year* | (116,432)        | (92,499)         | (236,091)      | (2,24,344)       | (38,155)          | (39,842)            | (27,499)           | (36,225)           | (22,506)           | (30,667)             |
| Closing Balance                  | 176,714          | 2,42,057         | (217,050)      | (69,046)         | (105,866)         | (78,800)            | (63,854)           | (52,876)           | (75,710)           | (63,380)             |

<sup>\*</sup> Additions represent units creation and deductions represent unit cancellations

#### Schedule: F-2 Investments

(Rs. '000)

|                                    | Unit Linked Inf | rastructure fund | Unit Linked    | Index fund- II   | Pension Unit Link | ed Balance fund- II | Pension Unit Link | ed Growth fund- II | Pension Unit Linke | d Protector fund- II |
|------------------------------------|-----------------|------------------|----------------|------------------|-------------------|---------------------|-------------------|--------------------|--------------------|----------------------|
| Particulars Particulars            | ULIF01908/01/20 | 010LIFEINFRAF122 | ULIF02008/01/2 | 010LIFINDX-II122 | ULIF02325/01/20   | 10PNBALAN-II122     | ULIF02425/01/201  | LOPNGROWT-II122    | ULIF02825/01/20    | 10PNPROTE-II122      |
|                                    | March 31, 2020  | March 31, 2019   | March 31, 2020 | March 31, 2019   | March 31, 2020    | March 31, 2019      | March 31, 2020    | March 31, 2019     | March 31, 2020     | March 31, 2019       |
| Approved Investments               |                 |                  |                |                  |                   |                     |                   |                    |                    |                      |
| Government Bonds                   | -               | -                | -              | -                | 25,901            | 37,130              | 18,524            | 24,492             | 13,438             | 21,444               |
| Corporate Bonds                    | -               | 1                | 1              | 1                | 994               | 7,928               | 3,288             | 7,928              | 1                  | 4,469                |
| Infrastructure Bonds               | -               | ı                | 1              | 1                | 14,038            | 12,037              | 12,894            | 7,861              | 4,492              | 1,325                |
| Infrastructure Equity              | 64,830          | 1,78,100         | 44,788         | 87,531           | 2,163             | 3,526               | 3,823             | 6,230              | 322                | 587                  |
| Equity                             | 96,332          | 1,16,234         | 410,043        | 6,46,398         | 25,035            | 28,594              | 41,486            | 45,779             | 3,859              | 4,766                |
| Money Market                       | 8,156           | 9,938            | 9,561          | 18,790           | 872               | 5,734               | 1,477             | 7,860              | 513                | 2,116                |
| Deposits with Bank                 | -               | 1                | 1              | 1                | 1                 | -                   | 1                 | -                  | -                  | -                    |
| Preference                         | -               | 1                | 1              | 1                | 1                 | -                   | 1                 | -                  | -                  | -                    |
| Total (A)                          | 169,317         | 3,04,273         | 464,392        | 7,52,719         | 69,002            | 94,949              | 81,492            | 1,00,149           | 22,625             | 34,707               |
| Other Investments                  |                 |                  |                |                  |                   |                     |                   |                    |                    |                      |
| Corporate Bonds                    | -               | -                | -              | -                | 250               | -                   | 1,000             | 2,776              | 1,250              | 2,776                |
| Infrastructure Bonds               | -               | -                | -              | -                | -                 | 1,013               | i                 | 1,013              | -                  | 2,025                |
| Equity                             | 5,902           | 26,357           | 13,602         | 52,412           | 1,628             | 3,451               | 2,121             | 4,697              | 250                | 571                  |
| Money Market                       | -               | -                | -              | -                | -                 | -                   | -                 | -                  | -                  | -                    |
| Mutual Funds                       | -               | ı                | 68,347         | 1,11,789         | 541               | 923                 | 5,239             | 8,851              | 70                 | 150                  |
| Total (B)                          | 5,902           | 26,357           | 81,949         | 1,64,201         | 2,419             | 5,387               | 8,360             | 17,337             | 1,570              | 5,522                |
| GRAND TOTAL (A+B)                  | 175,219         | 3,30,630         | 546,341        | 9,16,920         | 71,422            | 1,00,336            | 89,852            | 1,17,486           | 24,195             | 40,229               |
| % of Approved Investments to Total | 96.63%          | 92.03%           | 85.00%         | 82.09%           | 96.61%            | 94.63%              | 90.70%            | 85.24%             | 93.51%             | 86.27%               |
| % of Other Investments to Total    | 3.37%           | 7.97%            | 15.00%         | 17.91%           | 3.39%             | 5.37%               | 9.30%             | 14.76%             | 6.49%              | 13.73%               |

Schedule: F-3 Current Assets

(Rs. '000)

|                                     | Unit Linked Info | rastructure fund | Unit Linked    | Index fund- II   | Pension Unit Link | ed Balance fund- II | Pension Unit Link | ed Growth fund- II | Pension Unit Linke | d Protector fund- II |
|-------------------------------------|------------------|------------------|----------------|------------------|-------------------|---------------------|-------------------|--------------------|--------------------|----------------------|
| Particulars Particulars Particulars | ULIF01908/01/20  | 010LIFEINFRAF122 | ULIF02008/01/2 | 010LIFINDX-II122 | ULIF02325/01/2    | 010PNBALAN-II122    | ULIF02425/01/20:  | LOPNGROWT-II122    | ULIF02825/01/20    | 10PNPROTE-II122      |
|                                     | March 31, 2020   | March 31, 2019   | March 31, 2020 | March 31, 2019   | March 31, 2020    | March 31, 2019      | March 31, 2020    | March 31, 2019     | March 31, 2020     | March 31, 2019       |
| Accrued Interest                    | -                | 5                | -              | 10               | 1,072             | 1,256               | 928               | 1,016              | 420                | 827                  |
| Cash & Bank Balance                 | (1,697.86)       | 1,382.45         | (5,540)        | 1,623            | (2,586)           | 237                 | 79                | 443                | 117                | (1,009)              |
| Dividend Receivable                 | 174              | 65               | 26             | 88               | 2                 | 4                   | 4                 | 6                  |                    | 1                    |
| Receivable for Sale of Investments  | 3,934            | 1,891            | 8,133          | 2,077            | -                 | 1,092               | 74                | 2,064              | -                  | 109                  |
| Total                               | 2,410            | 3,343            | 2,620          | 3,799            | (1,512)           | 2,588               | 1,086             | 3,529              | 537                | (72)                 |

**Schedule: F-4 Current Liabilities** 

|                                     | Unit Linked Inf | rastructure fund | Unit Linked    | Index fund- II   | Pension Unit Link | ed Balance fund- II | Pension Unit Link | ed Growth fund- II | Pension Unit Linke | d Protector fund- II |
|-------------------------------------|-----------------|------------------|----------------|------------------|-------------------|---------------------|-------------------|--------------------|--------------------|----------------------|
| Particulars Particulars             | ULIF01908/01/2  | 010LIFEINFRAF122 | ULIF02008/01/2 | 010LIFINDX-II122 | ULIF02325/01/2    | 010PNBALAN-II122    | ULIF02425/01/20   | 10PNGROWT-II122    | ULIF02825/01/20    | 010PNPROTE-II122     |
|                                     | March 31, 2020  | March 31, 2019   | March 31, 2020 | March 31, 2019   | March 31, 2020    | March 31, 2019      | March 31, 2020    | March 31, 2019     | March 31, 2020     | March 31, 2019       |
| Payable for Purchase of Investments | 1,822           | 1                | 2,444          | 4,153            | 58                | 178                 | 129               | 327                | 7                  | 30                   |
| Other Current Liabilities           | 46              | 101              | 144            | 276              | 19                | 33                  | 24                | 37                 | 7                  | 13                   |
| Total                               | 1,868           | 101              | 2,587          | 4,430            | 77                | 211                 | 153               | 365                | 14                 | 43                   |



Schedules to fund Revenue Account

Registration No. & Date of Registration with IRDAI:

Name of the Insurer:

Aviva Life Insurance Company India Limited 122, May 14, 2002

Schedule: F-1 Policyholders' Contribution

(Rs. '000)

|                                  | Pension Unit L   | inked PSU fund  | Pension Unit Linked | Infrastructure fund | Pension Unit Linked | l Index fund- II | Unit Linked E   | Bond fund- II   | Unit Linked     | Liquid fund     |
|----------------------------------|------------------|-----------------|---------------------|---------------------|---------------------|------------------|-----------------|-----------------|-----------------|-----------------|
| Particulars Particulars          | ULIF02725/01/201 | 10PNSNPSUFND122 | ULIF02525/01/201    | LOPNSNINFRAF122     | ULIF02625/01/20     | D10PNINDEX-II122 | ULIF01608/01/20 | 10LIFDEBT-II122 | ULIF02903/05/20 | 10LIFELIQUID122 |
|                                  | March 31, 2020   | March 31, 2019  | March 31, 2020      | March 31, 2019      | March 31, 2020      | March 31, 2019   | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019  |
| Opening Balance                  | 40,629           | 61,542          | 43,053              | 54,301              | (195,925)           | (1,79,742)       | 588,541         | 7,77,189        | (501)           | (501)           |
| Add: Additions during the year*  | 18,974           | 20,242          | 6,125               | 8,276               | 25,673              | 31,423           | 534,636         | 5,37,512        | 1               | ı               |
| Less: Deletions during the year* | (56,440)         | (41,156)        | (35,041)            | (19,524)            | (85,881)            | (47,606)         | (682,834)       | (7,26,160)      | -               | -               |
| Closing Balance                  | 3,163            | 40,629          | 14,137              | 43,053              | (256,134)           | (1,95,925)       | 440,343         | 5,88,541        | (501)           | (501)           |

<sup>\*</sup> Additions represent units creation and deductions represent unit cancellations

#### Schedule: F-2 Investments

(Rs. '000)

|   | Pension Unit I  | inked PSU fund  | Pension Unit Linked | I Infrastructure fund | Pension Unit Linked | I Index fund- II | Unit Linked I   | Bond fund- II    | Unit Linked     | Liquid fund     |
|---|-----------------|-----------------|---------------------|-----------------------|---------------------|------------------|-----------------|------------------|-----------------|-----------------|
| Particulars Particulars Particulars Particulars | ULIF02725/01/20 | 10PNSNPSUFND122 | ULIF02525/01/20     | 10PNSNINFRAF122       | ULIF02625/01/20     | 010PNINDEX-II122 | ULIF01608/01/20 | 010LIFDEBT-II122 | ULIF02903/05/20 | 10LIFELIQUID122 |
|   | March 31, 2020  | March 31, 2019  | March 31, 2020      | March 31, 2019        | March 31, 2020      | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019  |
| Approved Investments                            |                 |                 |                     |                       |                     |                  |                 |                  |                 |                 |
| Government Bonds                                | =               | -               | -                   | -                     | -                   | -                | 692,039         | 6,95,734         | -               | -               |
| Corporate Bonds                                 | -               | 1               | ı                   | -                     | ı                   | ı                | 93,832          | 1,01,785         | ı               | ı               |
| Infrastructure Bonds                            | -               | i               | 1                   | 1                     | 1                   | 1                | 321,486         | 2,15,978         | i               | ı               |
| Infrastructure Equity                           | 28,187          | 48,024          | 9,289               | 36,914                | 14,444              | 29,194           | i               | -                | i               | ı               |
| Equity  | 31,980          | 69,581          | 14,773              | 24,233                | 130,918             | 2,17,756         | 1               | -                | 1               | ı               |
| Money Market                                    | 1,888           | 6,263           | 1,252               | 3,335                 | 2,452               | 5,612            | 8,802           | 70,134           | 1               | 1               |
| Deposits with Bank                              | -               | -               | -                   | -                     | -                   | ı                | i               | -                | 1               | -               |
| Preference                                      | -               | -               | -                   | -                     | -                   | -                | -               | -                | -               | -               |
| Total (A)                                       | 62,054          | 1,23,868        | 25,314              | 64,483                | 147,814             | 2,52,562         | 1,116,159       | 10,83,632        | -               | -               |
| Other Investments                               |                 |                 |                     |                       |                     |                  |                 |                  |                 |                 |
| Corporate Bonds                                 | -               | -               | -                   | -                     | -                   | -                | 22,500          | 37,013           | ¥               | -               |
| Infrastructure Bonds                            | -               | -               | -                   | -                     | -                   | -                | -               | 50,630           | -               | -               |
| Equity  | 11,907          | 29,904          | 909                 | 5,510                 | 4,430               | 17,712           | -               | -                | =               | -               |
| Money Market                                    | -               | -               | -                   | -                     | -                   | 1                | -               | -                | ī               | -               |
| Mutual Funds                                    | 1,036           | 2,630           | -                   | -                     | 22,963              | 37,452           | -               | -                | ī               | -               |
| Total (B)                                       | 12,943          | 32,534          | 909                 | 5,510                 | 27,393              | 55,164           | 22,500          | 87,644           | -               | -               |
| GRAND TOTAL (A+B)                               | 74,997          | 1,56,402        | 26,223              | 69,993                | 175,207             | 3,07,726         | 1,138,659       | 11,71,275        | -               | -               |
| % of Approved Investments to Total              | 82.74%          | 79.20%          | 96.53%              | 92.13%                | 84.37%              | 82.07%           | 98.02%          | 92.52%           | -               | -               |
| % of Other Investments to Total                 | 17.26%          | 20.80%          | 3.47%               | 7.87%                 | 15.63%              | 17.93%           | 1.98%           | 7.48%            | -               | -               |

Schedule: F-3 Current Assets

(Rs. '000)

|                                    | Pension Unit L   | inked PSU fund  | Pension Unit Linked | Infrastructure fund | Pension Unit Linked | d Index fund- II | Unit Linked     | Bond fund- II    | Unit Linked     | Liquid fund     |
|------------------------------------|------------------|-----------------|---------------------|---------------------|---------------------|------------------|-----------------|------------------|-----------------|-----------------|
| Particulars Particulars            | ULIF02725/01/201 | 10PNSNPSUFND122 | ULIF02525/01/20     | 10PNSNINFRAF122     | ULIF02625/01/2      | 010PNINDEX-II122 | ULIF01608/01/20 | 010LIFDEBT-II122 | ULIF02903/05/20 | 10LIFELIQUID122 |
|                                    | March 31, 2020   | March 31, 2019  | March 31, 2020      | March 31, 2019      | March 31, 2020      | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019  |
| Accrued Interest                   | •                | 3               | •                   | 2                   | -                   | 3                | 28,540          | 27,950           | •               | -               |
| Cash & Bank Balance                | (3,950)          | 1,263           | (81)                | 19                  | 165                 | 2,674            | 5,526           | 81,052           | 1               | 1               |
| Dividend Receivable                | 41               | 358             | 26                  | 13                  | 9                   | 30               | -               | -                | -               | -               |
| Receivable for Sale of Investments | 684              | -               | 369                 | 343                 | 3,181               | 701              | -               | 6,550            | (1)             | (1)             |
| Total                              | (3,225)          | 1,624           | 314                 | 377                 | 3,355               | 3,408            | 34,066          | 1,15,552         | -               | -               |

**Schedule: F-4 Current Liabilities** 

|                                     | Pension Unit L   | inked PSU fund  | Pension Unit Linked | Infrastructure fund | Pension Unit Linked | d Index fund- II | Unit Linked     | Bond fund- II    | Unit Linked     | Liquid fund     |
|-------------------------------------|------------------|-----------------|---------------------|---------------------|---------------------|------------------|-----------------|------------------|-----------------|-----------------|
| Particulars Particulars             | ULIF02725/01/201 | 10PNSNPSUFND122 | ULIF02525/01/20:    | 10PNSNINFRAF122     | ULIF02625/01/2      | 010PNINDEX-II122 | ULIF01608/01/20 | 010LIFDEBT-II122 | ULIF02903/05/20 | 10LIFELIQUID122 |
|                                     | March 31, 2020   | March 31, 2019  | March 31, 2020      | March 31, 2019      | March 31, 2020      | March 31, 2019   | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019  |
| Payable for Purchase of Investments | 1,893            | 1               | 244                 | -                   | 989                 | 1,308            | -               | -                | 1               | -               |
| Other Current Liabilities           | 19               | 47              | 7                   | 22                  | 34                  | 69               | 308             | 386              | -               | -               |
| Total                               | 1,913            | 47              | 250                 | 22                  | 1,023               | 1,377            | 308             | 386              | •               | -               |



**Schedules to fund Revenue Account** 

Name of the Insurer:

Aviva Life Insurance Company India Limited 122, May 14, 2002

Registration No. & Date of Registration with IRDAI: Schedule: F-1 Policyholders' Contribution

(Rs. '000)

|                                  | Unit Linked Wea  | lth Builder fund | Group Superannuation | & Gratuity Income fund | Unit Linked D   | ynamic PE fund   | Discontinued    | Policy Fund     | TO'            | TAL            |
|----------------------------------|------------------|------------------|----------------------|------------------------|-----------------|------------------|-----------------|-----------------|----------------|----------------|
| Particulars Particulars          | ULIF03020/07/201 | OLIFEWEALTH122   | ULGF00728/03/201     | 1GROUPINCOM122         | ULIF03201/08/20 | 011LIFDYNAMIC122 | ULIF03127/01/20 | 11LIDISCPLCY122 |                |                |
|                                  | March 31, 2020   | March 31, 2019   | March 31, 2020       | March 31, 2019         | March 31, 2020  | March 31, 2019   | March 31, 2020  | March 31, 2019  | March 31, 2020 | March 31, 2019 |
| Opening Balance                  | 6,876            | 15,827           | (50,364)             | (50,364)               | (12,370)        | 2,44,440         | 345,948         | 5,94,008        | (79,81,819)    | (22,60,101)    |
| Add: Additions during the year*  | 1,128            | 17               | -                    | =                      | 83,169          | 1,08,348         | 1,215,492       | 12,67,079       | 77,10,690      | 83,96,633      |
| Less: Deletions during the year* | (7,099)          | (8,968)          | -                    | 1                      | (228,987)       | (3,65,157)       | (1,441,835)     | (15,15,140)     | (13,541,245)   | (1,41,18,551)  |
| Closing Balance                  | 905              | 6,876            | (50,364)             | (50,364)               | (158,188)       | (12,370)         | 119,605         | 3,45,948        | (1,38,12,374)  | (7,981,819)    |

<sup>\*</sup> Additions represent units creation and deductions represent unit cancellations

Schedule: F-2 Investments

(Rs. '000)

|                                    | Unit Linked Wea  | lth Builder fund | <b>Group Superannuation</b> | & Gratuity Income fund | Unit Linked I  | Dynamic PE fund  | Discontinued    | d Policy Fund   | TO <sup>*</sup> | TAL            |
|------------------------------------|------------------|------------------|-----------------------------|------------------------|----------------|------------------|-----------------|-----------------|-----------------|----------------|
| Particulars                        | ULIF03020/07/201 | LOLIFEWEALTH122  | ULGF00728/03/201            | 1GROUPINCOM122         | ULIF03201/08/2 | 011LIFDYNAMIC122 | ULIF03127/01/20 | 11LIDISCPLCY122 |                 |                |
|                                    | March 31, 2020   | March 31, 2019   | March 31, 2020              | March 31, 2019         | March 31, 2020 | March 31, 2019   | March 31, 2020  | March 31, 2019  | March 31, 2020  | March 31, 2019 |
| Approved Investments               |                  |                  |                             |                        |                |                  |                 |                 |                 |                |
| Government Bonds                   | 64,326           | 68,889           | =                           | =                      | =              | =                | 992,962         | 12,50,639       | 6,768,171       | 1,06,19,084    |
| Corporate Bonds                    | -                | -                | =                           | -                      | -              | =                | -               | -               | 1,393,981       | 13,83,957      |
| Infrastructure Bonds               | -                | 5,046            | =                           | -                      | -              | =                | -               | -               | 3,247,453       | 21,78,684      |
| Infrastructure Equity              | -                | -                | -                           | -                      | 40,584         | 78,668           | -               | 1               | 1,373,988       | 25,41,231      |
| Equity                             | -                | -                | -                           | -                      | 383,022        | 5,30,890         | -               | •               | 11,660,410      | 1,50,78,982    |
| Money Market                       | 8,648            | 1,209            | -                           | -                      | 88,275         | 1,22,603         | 299,334         | 3,40,243        | 778,890         | 19,42,000      |
| Deposits with Bank                 | -                | -                | =                           | -                      | -              | =                | -               | -               | 3,000           | 3,000          |
| Preference                         | -                | -                | =                           | -                      | -              | =                | -               | -               | -               | -              |
| Total (A)                          | 72,974           | 75,144           | -                           | -                      | 511,881        | 7,32,161         | 1,292,296       | 15,90,882       | 25,225,893      | 3,37,46,937    |
| Other Investments                  |                  |                  |                             |                        |                |                  |                 |                 |                 |                |
| Corporate Bonds                    | -                | -                | -                           | -                      | -              | -                | -               | •               | 312,500         | 3,70,132       |
| Infrastructure Bonds               | -                | 1,004            | -                           | -                      | -              | =                | -               | -               | =               | 2,59,358       |
| Equity                             | -                | -                | =                           | -                      | 19,250         | 66,108           | -               | -               | 688,319         | 17,98,631      |
| Money Market                       | -                | -                | -                           | -                      | -              | -                | 1               | ı               | -               | 1              |
| Mutual Funds                       | -                | -                | -                           | -                      | 58,283         | 1,10,297         | 1               | ı               | 1,346,773       | 23,70,255      |
| Total (B)                          | -                | 1,004            | -                           | -                      | 77,533         | 1,76,405         | -               | -               | 2,347,592       | 47,98,376      |
| GRAND TOTAL (A+B)                  | 72,974           | 76,148           | -                           | -                      | 589,414        | 9,08,566         | 1,292,296       | 15,90,882       | 27,573,485      | 3,85,45,313    |
| % of Approved Investments to Total | 100.00%          | 98.68%           | =                           | -                      | 86.85%         | 80.58%           | 100.00%         | 100.00%         | 91.49%          | 87.55%         |
| % of Other Investments to Total    | 0.00%            | 1.32%            | -                           | -                      | 13.15%         | 19.42%           | 0.00%           | 0.00%           | 8.51%           | 12.45%         |

Schedule: F-3 Current Assets

(Rs. '000)

|                                    | Unit Linked Wealth Builder fund |                | Group Superannuation & Gratuity Income fund |                | Unit Linked Dynamic PE fund    |                | Discontinued Policy Fund       |                | TOTAL          |                |
|------------------------------------|---------------------------------|----------------|---|----------------|--------------------------------|----------------|--------------------------------|----------------|----------------|----------------|
| Particulars Particulars            | ULIF03020/07/2010LIFEWEALTH122  |                | ULGF00728/03/2011GROUPINCOM122              |                | ULIF03201/08/2011LIFDYNAMIC122 |                | ULIF03127/01/2011LIDISCPLCY122 |                |                |                |
|                                    | March 31, 2020                  | March 31, 2019 | March 31, 2020                              | March 31, 2019 | March 31, 2020                 | March 31, 2019 | March 31, 2020                 | March 31, 2019 | March 31, 2020 | March 31, 2019 |
| Accrued Interest                   | 1,946                           | 1,420          | -   | -              | 2                              | 65             | 1                              | 38             | 264,787        | 3,16,692       |
| Cash & Bank Balance                | 16                              | 12             | -   | -              | 2,145                          | 870            | (32,777)                       | (1,66,451)     | 6,975          | 28,410         |
| Dividend Receivable                | -                               | -              | -   | -              | 40                             | 113            | -                              | -              | 1,623          | 5,004          |
| Receivable for Sale of Investments | 1                               | -              | -   | -              | 6,302                          | 32,033         | 19,693                         | 1              | 95,809         | 1,63,189       |
| Total                              | 1,962                           | 1,432          | -   | -              | 8,489                          | 33,081         | (13,084)                       | (1,66,413)     | 3,69,194       | 513,295        |

Schedule: F-4 Current Liabilities

|                                     | Unit Linked Wealth Builder fund |                | Group Superannuation & Gratuity Income fund |                | Unit Linked Dynamic PE fund    |                | Discontinued Policy Fund       |                | TOTAL          |                |
|-------------------------------------|---------------------------------|----------------|---|----------------|--------------------------------|----------------|--------------------------------|----------------|----------------|----------------|
| Particulars Particulars Particulars | ULIF03020/07/2010LIFEWEALTH122  |                | ULGF00728/03/2011GROUPINCOM122              |                | ULIF03201/08/2011LIFDYNAMIC122 |                | ULIF03127/01/2011LIDISCPLCY122 |                |                |                |
|                                     | March 31, 2020                  | March 31, 2019 | March 31, 2020                              | March 31, 2019 | March 31, 2020                 | March 31, 2019 | March 31, 2020                 | March 31, 2019 | March 31, 2020 | March 31, 2019 |
| Payable for Purchase of Investments | -                               | -              | =   | =              | 1,226                          |                |                                | -              | 43,488         | 93,710         |
| Other Current Liabilities           | 22                              | 26             | -   | -              | 159                            | 289            | 129                            | 183            | 6,381          | 10,822         |
| Total                               | 22                              | 26             | -   | -              | 1,384                          | 289            | 129                            | 183            | 49,869         | 1,04,532       |



#### 39.3 (a) Performance of the Funds (CAGR %)

As at March 31, 2020

| Fund Name                                       | SFIN                           | Date of<br>Inception | Absolute<br>1-4-19to 31-3-20 | 2 Year CAGR<br>1-4-18 to 31-3-20 | 3 Year CAGR<br>1-4-17 to 31-3-20 | Since<br>Inception<br>CAGR |
|---|--------------------------------|----------------------|------------------------------|----------------------------------|----------------------------------|----------------------------|
| Unit Linked Balanced Fund                       | ULIF00106/06/2002LIFBALANCE122 | 6-Jun-02             | -8.38%                       | -0.86%                           | 1.33%                            | 11.47%                     |
| Unit Linked Growth Fund                         | ULIF00527/01/2004LIFEGROWTH122 | 27-Jan-04            | -22.85%                      | -7.37%                           | -2.68%                           | 10.85%                     |
| Unit Linked Secure Fund                         | ULIF00627/01/2004LIFESECURE122 | 27-Jan-04            | -0.86%                       | 2.45%                            | 3.29%                            | 7.47%                      |
| Unit Linked Protector Fund                      | ULIF00911/07/2006LIFPROTECT122 | 11-Jul-06            | -3.85%                       | 0.77%                            | 2.22%                            | 6.82%                      |
| Unitised With Profit Fund                       | ULIF00225/06/2002LIFWPROFIT122 | 25-Jun-02            | 16.52%                       | 15.28%                           | 13.75%                           | 6.85%                      |
| Pension Unit Linked Balanced Fund               | ULIF00311/02/2003PNSBALANCE122 | 11-Feb-03            | -9.01%                       | -1.17%                           | 1.12%                            | 10.32%                     |
| Pension Unit Linked Growth Fund                 | ULIF00703/03/2005PNSNGROWTH122 | 3-Mar-05             | -15.02%                      | -3.66%                           | -0.37%                           | 8.46%                      |
| PensionUnit Linked Secure Fund                  | ULIF00803/03/2005PNSNSECURE122 | 3-Mar-05             | -1.07%                       | 2.09%                            | 3.09%                            | 7.55%                      |
| Pension Unitised with Profit Fund               | ULIF00411/02/2003PNSWPROFIT122 | 11-Feb-03            | 18.00%                       | 15.76%                           | 14.06%                           | 7.25%                      |
| Group Gratuity and Superannuation Balanced Fund | ULGF00210/03/2006GROUPBALAN122 | 10-Mar-06            | -7.76%                       | -0.25%                           | 1.89%                            | 7.40%                      |
| Group Gratuity and Superannuation Growth Fund   | ULGF00410/03/2006GROUPGROWT122 | 10-Mar-06            | -13.59%                      | -2.60%                           | 0.61%                            | 8.30%                      |
| Group Gratuity and Superannuation Secure Fund   | ULGF00113/07/2005GROUPSECUR122 | 13-Jul-05            | -2.01%                       | 2.01%                            | 3.08%                            | 7.90%                      |
| Group Gratuity and Superannuation Cash Fund     | ULGF00531/03/2006GROUPCASHF122 | 31-Mar-06            | 5.03%                        | 5.21%                            | 5.22%                            | 7.71%                      |
| Group Gratuity and Superannuation Debt Fund     | ULGF00310/03/2006GROUPDEBTF122 | 10-Mar-06            | 6.25%                        | 5.39%                            | 5.21%                            | 8.24%                      |
| Group Gratuity and Superannuation Income Fund   | ULGF00728/03/2011GROUPINCOM122 | 25-Mar-11            | 0.00%                        | 0.00%                            | 0.80%                            | 6.09%                      |
| Pension Unit Linked Index Fund                  | ULIF01122/01/2008PNSNINDEXF122 | 22-Jan-08            | -27.74%                      | -8.66%                           | -2.61%                           | 4.79%                      |
| Pension Unit Linked Protector Fund              | ULIF01408/02/2008PNSPROTECT122 | 8-Feb-08             | -3.86%                       | 0.70%                            | 2.13%                            | 6.72%                      |
| Unit Linked Debt Fund                           | ULIF01306/02/2008LIFEDEBTFU122 | 6-Feb-08             | 0.26%                        | 2.16%                            | 2.92%                            | 7.78%                      |
| Unit Linked Enhancer Fund                       | ULIF01230/01/2008LIENHANCER122 | 30-Jan-08            | -30.50%                      | -10.91%                          | -4.91%                           | 5.48%                      |
| Unit Linked Index Fund                          | ULIF01002/01/2008LIFEINDEXF122 | 2-Jan-08             | -27.71%                      | -8.65%                           | -2.65%                           | 2.97%                      |
| Group Superannuation Short Term Debt Fund       | ULGF00613/02/2009GROUPSDEBT122 | 13-Feb-09            | 4.89%                        | 5.33%                            | 5.33%                            | 7.18%                      |
| Unit Linked Balanced Fund-II                    | ULIF01508/01/2010LIBALAN-II122 | 8-Jan-10             | -9.02%                       | -1.16%                           | 1.15%                            | 6.47%                      |
| Unit Linked Growth Fund-II                      | ULIF01808/01/2010LIGROWT-II122 | 8-Jan-10             | -22.23%                      | -7.08%                           | -2.40%                           | 5.43%                      |
| Unit Linked Protector Fund-II                   | ULIF02108/01/2010LIPROTE-II122 | 8-Jan-10             | -2.14%                       | 1.44%                            | 2.59%                            | 6.72%                      |
| Pension Unit Linked Balanced Fund-II            | ULIF02325/01/2010PNBALAN-II122 | 25-Jan-10            | -7.97%                       | -0.61%                           | 1.36%                            | 6.25%                      |
| Pension Unit Linked Growth Fund-II              | ULIF02425/01/2010PNGROWT-II122 | 25-Jan-10            | -17.11%                      | -4.90%                           | -1.21%                           | 6.34%                      |
| Pension Unit Linked Index Fund-II               | ULIF02625/01/2010PNINDEX-II122 | 25-Jan-10            | -28.38%                      | -9.22%                           | -3.06%                           | 5.38%                      |
| Pension Unit Linked Protector Fund-II           | ULIF02825/01/2010PNPROTE-II122 | 25-Jan-10            | -8.96%                       | -2.59%                           | -0.27%                           | 5.98%                      |
| Unit Linked Debt Fund-II                        | ULIF01608/01/2010LIFDEBT-II122 | 8-Jan-10             | 3.04%                        | 3.15%                            | 3.54%                            | 7.36%                      |
| Unit Linked Enhancer Fund-II                    | ULIF01708/01/2010LIFENHN-II122 | 8-Jan-10             | -29.42%                      | -10.15%                          | -4.21%                           | 6.22%                      |
| Unit Linked Index Fund-II                       | ULIF02008/01/2010LIFINDX-II122 | 8-Jan-10             | -28.42%                      | -9.44%                           | -3.33%                           | 4.34%                      |
| Unit Linked Infrastructure Fund                 | ULIF01908/01/2010LIFEINFRAF122 | 8-Jan-10             | -32.90%                      | -21.35%                          | -12.85%                          | -2.26%                     |
| Pension Unit Linked Infrastructure Fund         | ULIF02525/01/2010PNSNINFRAF122 | 25-Jan-10            | -34.01%                      | -22.15%                          | -13.39%                          | -2.07%                     |
| Unit Linked PSU Fund                            | ULIF02208/01/2010LIFEPSUFND122 | 8-Jan-10             | -39.04%                      | -22.36%                          | -16.40%                          | -1.69%                     |
| Pension Unit Linked PSU Fund                    | ULIF02725/01/2010PNSNPSUFND122 | 25-Jan-10            | -38.26%                      | -21.92%                          | -16.08%                          | -1.42%                     |
| Unit Linked Wealth Builder Fund                 | ULIF03020/07/2010LIFEWEALTH122 | 20-Jul-10            | 4.44%                        | 4.81%                            | 4.83%                            | 6.70%                      |
| Unit Linked Dynamic P/E Fund                    | ULIF03201/08/2011LIFDYNAMIC122 | 1-Aug-11             | -24.75%                      | -7.64%                           | -2.37%                           | 6.06%                      |
| Unit Linked Liquid Fund                         | ULIF02903/05/2010LIFELIQUID122 | 3-May-10             | 0.00%                        | 0.00%                            | 0.00%                            | 2.21%                      |
| Discontinued Policy Fund                        | ULIF03127/01/2011LIDISCPLCY122 | 27-Jan-11            | 5.83%                        | 6.05%                            | 5.96%                            | 7.09%                      |



As at March 31, 2019

| Fund Name                                       | SFIN                           | Date of<br>Inception | Absolute<br>1-4-18 to 31-3-19 | 2 Year CAGR<br>1-4-17 to 31-3-19 | 3 Year CAGR<br>1-4-16 to 31-3-19 | Since<br>Inception<br>CAGR |
|---|--------------------------------|----------------------|-------------------------------|----------------------------------|----------------------------------|----------------------------|
| Unit Linked Balanced Fund                       | ULIF00106/06/2002LIFBALANCE122 | 06-Jun-02            | 7.27%                         | 6.56%                            | 9.18%                            | 12.74%                     |
| Unit Linked Growth Fund                         | ULIF00527/01/2004LIFEGROWTH122 | 27-Jan-04            | 11.18%                        | 9.29%                            | 12.53%                           | 13.49%                     |
| Unit Linked Secure Fund                         | ULIF00627/01/2004LIFESECURE122 | 27-Jan-04            | 5.87%                         | 5.44%                            | 7.78%                            | 8.02%                      |
| Unit Linked Protector Fund                      | ULIF00911/07/2006LIFPROTECT122 | 11-Jul-06            | 5.62%                         | 5.41%                            | 7.85%                            | 7.69%                      |
| Unitised With Profit Fund                       | ULIF00225/06/2002LIFWPROFIT122 | 25-Jun-02            | 14.09%                        | 12.41%                           | 11.17%                           | 6.28%                      |
| Pension Unit Linked Balanced Fund               | ULIF00311/02/2003PNSBALANCE122 | 11-Feb-03            | 7.35%                         | 6.60%                            | 9.24%                            | 11.61%                     |
| Pension Unit Linked Growth Fund                 | ULIF00703/03/2005PNSNGROWTH122 | 03-Mar-05            | 9.21%                         | 7.87%                            | 10.69%                           | 10.33%                     |
| Pension Unit Linked Secure Fund                 | ULIF00803/03/2005PNSNSECURE122 | 03-Mar-05            | 5.35%                         | 5.24%                            | 7.86%                            | 8.17%                      |
| Pension Unitised with Profit Fund               | ULIF00411/02/2003PNSWPROFIT122 | 11-Feb-03            | 13.60%                        | 12.16%                           | 11.05%                           | 6.60%                      |
| Group Gratuity and Superannuation Balanced Fund | ULGF00210/03/2006GROUPBALAN122 | 10-Mar-06            | 7.87%                         | 7.09%                            | 9.69%                            | 8.64%                      |
| Group Gratuity and Superannuation Growth Fund   | ULGF00410/03/2006GROUPGROWT122 | 10-Mar-06            | 9.79%                         | 8.56%                            | 11.47%                           | 10.16%                     |
| Group Gratuity and Superannuation Secure Fund   | ULGF00113/07/2005GROUPSECUR122 | 13-Jul-05            | 6.20%                         | 5.73%                            | 8.18%                            | 8.64%                      |
| Group Gratuity and Superannuation Cash Fund     | ULGF00531/03/2006GROUPCASHF122 | 31-Mar-06            | 5.41%                         | 5.33%                            | 5.74%                            | 7.90%                      |
| Group Gratuity and Superannuation Debt Fund     | ULGF00310/03/2006GROUPDEBTF122 | 10-Mar-06            | 4.55%                         | 4.70%                            | 6.89%                            | 8.37%                      |
| Group Gratuity and Superannuation Income Fund   | ULGF00728/03/2011GROUPINCOM122 | 25-Mar-11            | 0.00%                         | 1.20%                            | 3.56%                            | 6.86%                      |
| Pension Unit Linked Index Fund                  | ULIF01122/01/2008PNSNINDEXF122 | 22-Jan-08            | 15.43%                        | 13.06%                           | 14.72%                           | 8.31%                      |
| Pension Unit Linked Protector Fund              | ULIF01408/02/2008PNSPROTECT122 | 08-Feb-08            | 5.49%                         | 5.26%                            | 7.73%                            | 7.70%                      |
| Unit Linked Debt Fund                           | ULIF01306/02/2008LIFEDEBTFU122 | 06-Feb-08            | 4.10%                         | 4.28%                            | 6.52%                            | 8.46%                      |
| Unit Linked Enhancer Fund                       | ULIF01230/01/2008LIENHANCER122 | 30-Jan-08            | 14.17%                        | 11.23%                           | 14.46%                           | 9.48%                      |
| Unit Linked Index Fund                          | ULIF01002/01/2008LIFEINDEXF122 | 02-Jan-08            | 15.41%                        | 12.96%                           | 14.61%                           | 6.25%                      |
| Group Superannuation Short Term Debt Fund       | ULGF00613/02/2009GROUPSDEBT122 | 13-Feb-09            | 5.79%                         | 5.57%                            | 5.55%                            | 7.39%                      |
| Unit Linked Balanced Fund-II                    | ULIF01508/01/2010LIBALAN-II122 | 08-Jan-10            | 7.38%                         | 6.65%                            | 9.33%                            | 8.28%                      |
| Unit Linked Growth Fund-II                      | ULIF01808/01/2010LIGROWT-II122 | 08-Jan-10            | 10.99%                        | 9.33%                            | 12.56%                           | 8.95%                      |
| Unit Linked Protector Fund-II                   | ULIF02108/01/2010LIPROTE-II122 | 08-Jan-10            | 5.16%                         | 5.05%                            | 7.45%                            | 7.70%                      |
| Pension Unit Linked Balanced Fund-II            | ULIF02325/01/2010PNBALAN-II122 | 25-Jan-10            | 7.32%                         | 6.37%                            | 9.18%                            | 7.91%                      |
| Pension Unit Linked Growth Fund-II              | ULIF02425/01/2010PNGROWT-II122 | 25-Jan-10            | 9.08%                         | 7.85%                            | 10.67%                           | 9.25%                      |
| Pension Unit Linked Index Fund-II               | ULIF02625/01/2010PNINDEX-II122 | 25-Jan-10            | 15.04%                        | 12.78%                           | 14.60%                           | 9.89%                      |
| Pension Unit Linked Protector Fund-II           | ULIF02825/01/2010PNPROTE-II122 | 25-Jan-10            | 4.21%                         | 4.38%                            | 6.96%                            | 7.73%                      |
| Unit Linked Debt Fund-II                        | ULIF01608/01/2010LIFDEBT-II122 | 08-Jan-10            | 3.28%                         | 3.79%                            | 6.11%                            | 7.82%                      |
| Unit Linked Enhancer Fund-II                    | ULIF01708/01/2010LIFENHN-II122 | 08-Jan-10            | 14.33%                        | 11.58%                           | 14.87%                           | 11.02%                     |
| Unit Linked Index Fund-II                       | ULIF02008/01/2010LIFINDX-II122 | 08-Jan-10            | 14.55%                        | 12.34%                           | 14.08%                           | 8.68%                      |
| Unit Linked Infrastructure Fund                 | ULIF01908/01/2010LIFEINFRAF122 | 08-Jan-10            | -7.87%                        | -0.70%                           | 8.28%                            | 1.81%                      |
| Pension Unit Linked Infrastructure Fund         | ULIF02525/01/2010PNSNINFRAF122 | 25-Jan-10            | -8.21%                        | -0.80%                           | 8.13%                            | 2.24%                      |
| Unit Linked PSU Fund                            | ULIF02208/01/2010LIFEPSUFND122 | 08-Jan-10            | -1.18%                        | -2.13%                           | 13.03%                           | 3.54%                      |
| Pension Unit Linked PSU Fund                    | ULIF02725/01/2010PNSNPSUFND122 | 25-Jan-10            | -1.33%                        | -2.18%                           | 13.08%                           | 3.74%                      |
| Unit Linked Wealth Builder Fund                 | ULIF03020/07/2010LIFEWEALTH122 | 20-Jul-10            | 5.19%                         | 5.04%                            | 6.63%                            | 6.94%                      |
| Unit Linked Dynamic P/E Fund                    | ULIF03201/08/2011LIFDYNAMIC122 | 01-Aug-11            | 13.33%                        | 11.20%                           | 14.40%                           | 10.89%                     |
| Unit Linked Liquid Fund                         | ULIF02903/05/2010LIFELIQUID122 | 03-May-10            | 0.00%                         | 0.00%                            | 0.00%                            | 2.46%                      |
| Discontinued Policy Fund                        | ULIF03127/01/2011LIDISCPLCY122 | 27-Jan-11            | 6.29%                         | 6.03%                            | 6.12%                            | 7.22%                      |

Note: Returns are calculated as per CAGR formula prescribed by IRDA for investment return preparation (form 3A part C)

#### 39.3 (b) Investment Management

No investment management activity is outsourced



#### 39.3 (c) Related Party transactions

There is no brokerage / commission paid to related parties during the current year. No Investments are held in promoter group:

| Fund Name                                       | SFIN                           | March 31, 2020 | March 31, 2019 |
|---|--------------------------------|----------------|----------------|
| Group Gratuity and Superannuation Balanced Fund | ULGF00210/03/2006GROUPBALAN122 | -              | -              |
| Group Gratuity and Superannuation Growth Fund   | ULGF00410/03/2006GROUPGROWT122 | =              | -              |
| Group Gratuity and Superannuation Secure Fund   | ULGF00113/07/2005GROUPSECUR122 | -              | -              |
| Pension Unit Linked Balanced Fund               | ULIF00311/02/2003PNSBALANCE122 | -              | -              |
| Pension Unit Linked Balanced Fund-II            | ULIF02325/01/2010PNBALAN-II122 | =              | -              |
| Pension Unit Linked Growth Fund                 | ULIF00703/03/2005PNSNGROWTH122 | -              | -              |
| Pension Unit Linked Growth Fund-II              | ULIF02425/01/2010PNGROWT-II122 | -              | -              |
| Pension Unit Linked Infrastructure Fund         | ULIF02525/01/2010PNSNINFRAF122 | -              | -              |
| Pension Unit Linked Index Fund                  | ULIF01122/01/2008PNSNINDEXF122 | -              | -              |
| Pension Unit Linked Index Fund-II               | ULIF02625/01/2010PNINDEX-II122 | -              | -              |
| Pension Unit Linked PSU Fund                    | ULIF02725/01/2010PNSNPSUFND122 | -              | -              |
| Pension Unit Linked Secure Fund                 | ULIF00803/03/2005PNSNSECURE122 | -              | -              |
| Pension Unit Linked Protector Fund              | ULIF01408/02/2008PNSPROTECT122 | =              | =              |
| Pension Unit Linked Protector Fund-II           | ULIF02825/01/2010PNPROTE-II122 | -              | -              |
| Unit Linked Balanced Fund                       | ULIF00106/06/2002LIFBALANCE122 | -              | -              |
| Unit Linked Balanced Fund-II                    | ULIF01508/01/2010LIBALAN-II122 | -              | -              |
| Unit Linked Dynamic P/E Fund                    | ULIF03201/08/2011LIFDYNAMIC122 | -              | -              |
| Unit Linked Enhancer Fund                       | ULIF01230/01/2008LIENHANCER122 | -              | -              |
| Unit Linked Enhancer Fund-II                    | ULIF01708/01/2010LIFENHN-II122 | -              | -              |
| Unit Linked Growth Fund                         | ULIF00527/01/2004LIFEGROWTH122 | -              | -              |
| Unit Linked Growth Fund-II                      | ULIF01808/01/2010LIGROWT-II122 | -              | -              |
| Unit Linked Infrastructure Fund                 | ULIF01908/01/2010LIFEINFRAF122 | -              | -              |
| Unit Linked Index Fund                          | ULIF01002/01/2008LIFEINDEXF122 | -              | -              |
| Unit Linked Index Fund-II                       | ULIF02008/01/2010LIFINDX-II122 | -              | -              |
| Unit Linked Protector Fund                      | ULIF00911/07/2006LIFPROTECT122 | -              | -              |
| Unit Linked Protector Fund-II                   | ULIF02108/01/2010LIPROTE-II122 | -              | =              |
| Unit Linked PSU Fund                            | ULIF02208/01/2010LIFEPSUFND122 | -              | =              |
| Unit Linked Secure Fund                         | ULIF00627/01/2004LIFESECURE122 | -              | =              |
| Unit Linked Wealth Builder Fund                 | ULIF03020/07/2010LIFEWEALTH122 | -              | _              |
| Grand Total                                     |                                | -              | -              |

#### 39.3 (d) Industry wise disclosure of Investments- Unit Linked Business as at March 31, 2020

Discontinued Policy Fund
ULIF03127/01/2011LIDISCPLCY122

|                                       |                             |                  |                           | As on March 31         | , 2020       | As on March 31         | , 2019    |
|---------------------------------------|-----------------------------|------------------|---------------------------|------------------------|--------------|------------------------|-----------|
| Industry Name                         | Name of Issuer              | Maturity<br>Date | Asset Class               | Market Value<br>('000) | % to<br>Fund | Market Value<br>('000) | % to Fund |
|                                       | IDFC First Bank Limited     | 14-Jan-20        | Certificate of<br>Deposit | -                      | 0.00%        | 94,228.02              | 6.62%     |
| Financial And<br>Insurance Activities | Kotak Mahindra Bank Limited | 31-Jan-20        | Certificate of<br>Deposit | -                      | 0.00%        | 70,465.36              | 4.95%     |
|                                       | ICICI Bank Limited          | 19-Nov-19        | Certificate of<br>Deposit | -                      | 0.00%        | 105,056.13             | 7.38%     |
|                                       | ICICI Bank Limited          | 17-Jul-20        | Certificate of<br>Deposit | 93,352.50              | 7.30%        | -                      | 0.00%     |
|                                       | Kotak Mahindra Bank Limited | 11-Dec-20        | Certificate of<br>Deposit | 105,810.56             | 8.27%        | -                      | 0.00%     |
|                                       | Axis Bank Limited           | 18-Dec-20        | Certificate of<br>Deposit | 67,147.88              | 5.25%        | -                      | 0.00%     |
|                                       | Axis Bank Limited           | 29-Jul-20        | Certificate of<br>Deposit | 19,615.24              | 1.53%        | -                      | 0.00%     |
| Financial And Insurance               | Activities Total            |                  |                           | 285,926.18             | 22.35%       | 269,749.51             | 18.94%    |
| Other Assets                          |                             |                  |                           | 993,156.56             | 77.65%       | 1,154,536.25           | 81.06%    |
| Other Industries (less t              | han 10%)                    |                  |                           | -                      | 0.00%        | -                      | 0.00%     |
| Grand Total                           |                             |                  |                           | 1,279,082.75           | 100.00%      | 1,424,285.76           | 100.00%   |



Group Superannuation & Gratuity Balanced Fund ULGF00210/03/2006GROUPBALAN122

| ILGF00210/03/2006GROU                |  |                  |                           | As on March            | 31, 2020  | As on March 3          | 31, 2019  |
|--------------------------------------|--|------------------|---------------------------|------------------------|-----------|------------------------|-----------|
| Industry Name                        | Name of Issuer                                   | Maturity<br>Date | Asset Class               | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                                      | REC Limited                                      | 13-Dec-22        | Corporate Bonds           | 7,156.27               | 6.41%     | -                      | 0.00%     |
| Financial And<br>nsurance Activities | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds           | 3,117.92               | 2.79%     | -                      | 0.00%     |
|                                      | L N T Infra Debt Fund Limited                    | 16-Jan-23        | Corporate Bonds           | -                      | 0.00%     | 2,530.72               | 0.77%     |
|                                      | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds           | 6,409.96               | 5.74%     | -                      | 0.00%     |
|                                      | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds           | 8,286.74               | 7.42%     | 8,100.78               | 2.47%     |
|                                      | Housing Development Finance Corporation Limited  | 26-Nov-20        | Corporate Bonds           | -                      | 0.00%     | 4,080.09               | 1.24%     |
|                                      | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds           | 652.38                 | 0.58%     | 624.56                 | 0.19%     |
|                                      | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds           | 1,250.00               | 1.12%     | 4,626.65               | 1.41%     |
|                                      | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds           | 500.00                 | 0.45%     | 2,025.22               | 0.62%     |
|                                      | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds           | 1,987.06               | 1.78%     | 3,033.71               | 0.93%     |
|                                      | Housing Development Finance Corporation Limited  | 13-Apr-21        | Corporate Bonds           | 2,068.19               | 1.85%     | 2,065.38               | 0.63%     |
| Financial And                        | Axis Bank Limited                                | ·                | Equity                    | 892.17                 | 0.80%     | 5,820.05               | 1.78%     |
| Insurance Activities                 | Bajaj Finance Limited                            |                  | Equity                    | 930.64                 | 0.83%     | -                      | 0.00%     |
|                                      | Bajaj Financial Services                         |                  | Equity                    | 261.70                 | 0.23%     | -                      | 0.00%     |
|                                      | Canara Bank                                      |                  | Equity                    | -                      | 0.00%     | 1,003.53               | 0.31%     |
|                                      | Cholamandalam Investment and Finance Company Ltd |                  | Equity                    | 169.97                 | 0.15%     | -                      | 0.00%     |
|                                      | Federal Bank                                     |                  | Equity                    | -                      | 0.00%     | 1,282.69               | 0.39%     |
|                                      | HDFC Bank Limited                                |                  | Equity                    | 3,119.22               | 2.79%     | 8,712.11               | 2.66%     |
|                                      | HDFC Life Insurance Company Limited              |                  | Equity                    | 184.48                 | 0.17%     | -                      | 0.00%     |
|                                      | Housing Development Finance Corporation Limited  |                  | Equity                    | 2,869.36               | 2.57%     | 7,117.19               | 2.17%     |
|                                      | ICICI Bank Limited                               |                  | Equity                    | 2,385.71               | 2.14%     | 5,611.81               | 1.71%     |
|                                      | IDFC First Bank Limited                          | 4-Apr-19         | Certificate of<br>Deposit | -                      | 0.00%     | 9,992.00               | 3.05%     |
|                                      | Indiabulls Housing Finance Ltd                   |                  | Equity                    | -                      | 0.00%     | 598.20                 | 0.18%     |
|                                      | IndusInd Bank                                    |                  | Equity                    | 198.84                 | 0.18%     | 1,924.18               | 0.59%     |
|                                      | Kotak Mahindra Bank Limited                      |                  | Equity                    | 1,582.48               | 1.42%     | 4,080.90               | 1.25%     |
|                                      | Mahindra N Mahindra Financial Services Ltd       |                  | Equity                    | 172.52                 | 0.15%     | -                      | 0.00%     |
|                                      | State Bank of India                              |                  | Equity                    | 668.11                 | 0.60%     | 2,604.17               | 0.79%     |
|                                      | Yes Bank Limited                                 |                  | Equity                    |                        | 0.00%     | 1,956.79               | 0.60%     |
| Financial And Insurance              | Activities Total                                 | •                |                           | 44,863.70              | 40.20%    | 77,790.70              | 23.74%    |
|                                      | Mahindra N Mahindra Limited                      | 4-Jul-63         | Corporate Bonds           | 10,481.29              | 9.39%     | -                      | 0.00%     |
| Manufacture of motor                 | Mahindra N Mahindra Limited                      |                  | Equity                    | 353.05                 | 0.32%     | -                      | 0.00%     |
| vehicles, trailers and               | Maruti Suzuki India Limited                      |                  | Equity                    | 943.43                 | 0.85%     | -                      | 0.00%     |
| semi-trailers                        | Motherson Sumi Systems                           |                  | Equity                    | 77.29                  | 0.07%     | -                      | 0.00%     |
| emi-trailers                         | Tata Motors Limited                              |                  | Equity                    | 175.64                 | 0.16%     | -                      | 0.00%     |
| Manufacture of motor v               | ehicles, trailers and semi-trailers Total        | 1                | ,                         | 12,030.69              | 10.78%    | -                      | 0.00%     |
| Other Assets                         | •  |                  |                           | 23,484.58              | 21.04%    | 163,458.40             | 49.88%    |
| Other Industries (less th            | an 10%)  |                  |                           | 31,232.03              | 27.98%    | 86,469.37              | 26.39%    |
| Grand Total                          | ,  |                  |                           | 111,611.01             | 100.00%   | 327,718.47             | 100.00%   |

#### Group Superannuation & Gratuity Cash Fund ULGF00531/03/2006GROUPCASHF122

| Industry Name Of issuer    |                | Maturity<br>Date |             | As on March 31, 2020 |             | As on March 31, 2019 |           |
|----------------------------|----------------|------------------|-------------|----------------------|-------------|----------------------|-----------|
|                            | Name Of issuer |                  | Asset Class | Market Value         | % to Fund   | Market Value         |           |
|                            |                | Date             |             | ('000)               | 70 to 1 unu | ('000)               | % to Fund |
| Other Assets               |                |                  |             | 27,246.34            | 93.42%      | 33,112.58            | 99.73%    |
| Other Industries (less tha | an 10%)        |                  |             | 1,918.51             | 6.58%       | 90.31                | 0.27%     |
| Grand Total                |                |                  |             | 29,164.85            | 100.00%     | 33,202.89            | 100.00%   |

#### Group Superannuation & Gratuity Debt Fund ULGF00310/03/2006GROUPDEBTF122

|                           |   | Maturity  |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|---------------------------|---|-----------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name             | Name Of issuer                            | Date      | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                           | REC Limited                               | 13-Dec-22 | Corporate Bonds | 100,187.75             | 4.83%     | 1                      | 0.00%     |
|                           | Power Finance Corporation Limited         | 19-Nov-24 | Corporate Bonds | 124,716.84             | 6.01%     | 1                      | 0.00%     |
|                           | L N T Infra Debt Fund Limited             | 16-Jan-23 | Corporate Bonds | -                      | 0.00%     | 65,798.66              | 2.53%     |
|                           | L N T Infra Debt Fund Limited             | 13-Oct-26 | Corporate Bonds | -                      | 0.00%     | 37,613.33              | 1.45%     |
|                           | LIC Housing Finance Limited               | 31-May-24 | Corporate Bonds | 68,372.93              | 3.29%     | 1                      | 0.00%     |
|                           | Indiabulls Housing Finance Ltd            | 22-Feb-28 | Corporate Bonds | 100,476.67             | 4.84%     | 98,222.01              | 3.78%     |
| Financial And             | Power Finance Corporation Limited         | 14-May-20 | Corporate Bonds | 1,002.93               | 0.05%     | 1,012.84               | 0.04%     |
| Insurance Activities      | LIC Housing Finance Limited               | 25-Apr-23 | Corporate Bonds | 53,719.15              | 2.59%     | 51,929.70              | 2.00%     |
| insurance Activities      | Indiabulls Housing Finance Ltd            | 25-Sep-26 | Corporate Bonds | 6,850.00               | 0.33%     | 6,557.83               | 0.25%     |
|                           | Reliance Capital Limited                  | 9-Sep-26  | Corporate Bonds | 13,000.00              | 0.63%     | 48,117.11              | 1.85%     |
|                           | Dewan Housing Finance Corporation Limited | 9-Sep-23  | Corporate Bonds | 17,500.00              | 0.84%     | 70,882.63              | 2.73%     |
|                           | Shriram Transport Finance Company Limited | 12-Jul-21 | Corporate Bonds | 40,734.77              | 1.96%     | 41,460.64              | 1.60%     |
|                           | LIC Housing Finance Limited               | 1-Jan-23  | Corporate Bonds | 44,111.65              | 2.13%     | 42,966.77              | 1.65%     |
|                           | State Bank of India                       | 2-Jul-20  | Fixed Deposits  | 3,000.00               | 0.14%     | 3,000.00               | 0.12%     |
| Financial And Insurance   | Activities Total                          |           |                 | 573,672.69             | 27.64%    | 467,561.50             | 18.00%    |
| Other Assets              |   |           |                 | 1,356,923.13           | 65.38%    | 2,014,812.81           | 77.58%    |
| Other Industries (less th | an 10%)                                   |           |                 | 144,798.36             | 6.98%     | 114,725.99             | 4.42%     |
| Grand Total               |   |           |                 | 2,075,394.18           | 100.00%   | 2,597,100.30           | 100.00%   |



Group Superannuation & Gratuity Growth Fund ULGF00410/03/2006GROUPGROWT122

|                          |  |                  |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|--------------------------|--|------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name            | Name Of issuer                                   | Maturity<br>Date | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                          | REC Limited                                      | 13-Dec-22        | Corporate Bonds | 3,066.97               | 2.17%     | -                      | 0.00%     |
|                          | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds | 2,078.61               | 1.47%     | -                      | 0.00%     |
|                          | L N T Infra Debt Fund Limited                    | 16-Jan-23        | Corporate Bonds | -                      | 0.00%     | 2,530.72               | 1.66%     |
|                          | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds | 4,273.31               | 3.02%     | -                      | 0.00%     |
|                          | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds | 2,071.68               | 1.46%     | 2,025.20               | 1.33%     |
|                          | Housing Development Finance Corporation Limited  | 26-Nov-20        | Corporate Bonds | -                      | 0.00%     | 3,060.07               | 2.00%     |
|                          | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds | 217.46                 | 0.15%     | 208.19                 | 0.14%     |
|                          | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds | 500.00                 | 0.35%     | 1,850.66               | 1.21%     |
|                          | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds | 250.00                 | 0.18%     | 1,012.61               | 0.66%     |
|                          | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds | 993.53                 | 0.70%     | 1,011.24               | 0.66%     |
|                          | Axis Bank Limited                                |                  | Equity          | 784.15                 | 0.55%     | 3,378.71               | 2.21%     |
|                          | Bajaj Finance Limited                            |                  | Equity          | 1,294.03               | 0.92%     | -                      | 0.00%     |
| Financial And            | Bajaj Financial Services                         |                  | Equity          | 495.85                 | 0.35%     | -                      | 0.00%     |
| Insurance Activities     | Canara Bank                                      |                  | Equity          | -                      | 0.00%     | 742.52                 | 0.49%     |
|                          | Cholamandalam Investment and Finance Company Ltd |                  | Equity          | 208.49                 | 0.15%     | -                      | 0.00%     |
|                          | Federal Bank                                     |                  | Equity          | -                      | 0.00%     | 866.80                 | 0.57%     |
|                          | HDFC Bank Limited                                |                  | Equity          | 4,728.38               | 3.34%     | 3,311.39               | 2.17%     |
|                          | HDFC Life Insurance Company Limited              |                  | Equity          | 331.01                 | 0.23%     | -                      | 0.00%     |
|                          | Housing Development Finance Corporation Limited  |                  | Equity          | 5,575.40               | 3.94%     | 4,810.40               | 3.15%     |
|                          | ICICI Bank Limited                               |                  | Equity          | 2,972.67               | 2.10%     | 2,356.14               | 1.54%     |
|                          | Indiabulls Housing Finance Ltd                   |                  | Equity          | -                      | 0.00%     | 451.44                 | 0.30%     |
|                          | IndusInd Bank                                    |                  | Equity          | 303.52                 | 0.21%     | 996.80                 | 0.65%     |
|                          | Kotak Mahindra Bank Limited                      |                  | Equity          | 2,271.98               | 1.61%     | 1,955.04               | 1.28%     |
|                          | Mahindra N Mahindra Financial Services Ltd       |                  | Equity          | 143.52                 | 0.10%     | -                      | 0.00%     |
|                          | State Bank of India                              |                  | Equity          | 925.98                 | 0.65%     | 997.85                 | 0.65%     |
|                          | Yes Bank Limited                                 |                  | Equity          | -                      | 0.00%     | 1,036.30               | 0.68%     |
| Financial And Insurance  | e Activities Total                               |                  |                 | 33,486.56              | 23.68%    | 32,602.07              | 21.35%    |
| Other Assets             |  |                  |                 | 38,504.19              | 27.23%    | 55,743.93              | 36.51%    |
| Other Industries (less t | han 10%)   |                  |                 | 69,421.50              | 49.09%    | 64,325.77              | 42.13%    |
| Grand Total              | _  | •                |                 | 141,412.24             | 100.00%   | 152,671.77             | 100.00%   |

Group Superannuation & Gratuity Secure Fund ULGF00113/07/2005GROUPSECUR122

| JLGF00113/07/2005GRC     |  | D. Controvière   |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|--------------------------|--|------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name            | Name Of issuer                                   | Maturity<br>Date | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                          | REC Limited                                      | 13-Dec-22        | Corporate Bonds | 18,401.83              | 4.22%     | -                      | 0.00%     |
|                          | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds | 8,314.46               | 1.90%     | -                      | 0.00%     |
|                          | L N T Infra Debt Fund Limited                    | 16-Jan-23        | Corporate Bonds | -                      | 0.00%     | 7,592.15               | 1.28%     |
|                          | L N T Infra Debt Fund Limited                    | 13-Oct-26        | Corporate Bonds | -                      | 0.00%     | 15,045.33              | 2.53%     |
|                          | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds | 11,751.60              | 2.69%     | -                      | 0.00%     |
|                          | LIC Housing Finance Limited                      | 22-May-23        | Corporate Bonds | 5,306.87               | 1.22%     | 5,104.44               | 0.86%     |
|                          | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds | 24,860.21              | 5.70%     | 24,302.35              | 4.09%     |
|                          | Housing Development Finance Corporation Limited  | 26-Nov-20        | Corporate Bonds | 15,274.40              | 3.50%     | 15,300.35              | 2.58%     |
|                          | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds | 1,196.03               | 0.27%     | 1,145.02               | 0.19%     |
|                          | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds | 3,000.00               | 0.69%     | 11,103.95              | 1.87%     |
|                          | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds | 5,000.00               | 1.15%     | 20,252.18              | 3.41%     |
|                          | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds | 7,948.25               | 1.82%     | 13,146.06              | 2.21%     |
|                          | Axis Bank Limited                                |                  | Equity          | 1,784.33               | 0.41%     | 5,617.19               | 0.95%     |
| Financial And            | Bajaj Finance Limited                            |                  | Equity          | 1,404.82               | 0.32%     | -                      | 0.00%     |
| Insurance Activities     | Bajaj Financial Services                         |                  | Equity          | 532.58                 | 0.12%     | -                      | 0.00%     |
|                          | Canara Bank                                      |                  | Equity          | -                      | 0.00%     | 906.23                 | 0.15%     |
|                          | Cholamandalam Investment and Finance Company Ltd |                  | Equity          | 235.85                 | 0.05%     | -                      | 0.00%     |
|                          | Federal Bank                                     |                  | Equity          | -                      | 0.00%     | 1,248.93               | 0.21%     |
|                          | HDFC Bank Limited                                |                  | Equity          | 7,966.54               | 1.83%     | 8,429.20               | 1.42%     |
|                          | HDFC Life Insurance Company Limited              |                  | Equity          | 378.24                 | 0.09%     | -                      | 0.00%     |
|                          | Housing Development Finance Corporation Limited  |                  | Equity          | 6,334.79               | 1.45%     | 6,906.59               | 1.16%     |
|                          | ICICI Bank Limited                               |                  | Equity          | 5,057.62               | 1.16%     | 5,405.15               | 0.91%     |
|                          | Indiabulls Housing Finance Ltd                   |                  | Equity          | -                      | 0.00%     | 581.89                 | 0.10%     |
|                          | IndusInd Bank                                    |                  | Equity          | 485.85                 | 0.11%     | 1,863.66               | 0.31%     |
|                          | Kotak Mahindra Bank Limited                      |                  | Equity          | 3,842.79               | 0.88%     | 3,270.86               | 0.55%     |
|                          | Mahindra N Mahindra Financial Services Ltd       |                  | Equity          | 169.13                 | 0.04%     | -                      | 0.00%     |
|                          | State Bank of India                              |                  | Equity          | 1,746.45               | 0.40%     | 2,527.83               | 0.43%     |
|                          | Yes Bank Limited                                 |                  | Equity          | -                      | 0.00%     | 1,900.12               | 0.32%     |
| Financial And Insuranc   | e Activities Total                               |                  |                 | 130,992.63             | 30.01%    | 151,649.47             | 25.53%    |
| Other Assets             |  |                  |                 | 205,624.87             | 47.11%    | 356,394.12             | 59.99%    |
| Other Industries (less t | han 10%)   |                  |                 | 99,847.57              | 22.88%    | 86,006.47              | 14.48%    |
| Grand Total              |  |                  |                 | 436,465.07             | 100.00%   | 594,050.05             | 100.00%   |



**Group Superannuation & Gratuity Income fund** ULGF00728/03/2011GROUPINCOM122

|                              |         | B. Code unider   |             | As on March 31, 2020   |           | As on March 31, 2019   |           |
|------------------------------|---------|------------------|-------------|------------------------|-----------|------------------------|-----------|
| Industry Name Name Of issuer |         | Maturity<br>Date | Asset Class | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
| Other Assets                 |         |                  |             | 0.17                   | 100.00%   | 0.17                   | 100.00%   |
| Other Industries (less tha   | nn 10%) |                  |             |                        |           | -                      | 0.00%     |
| Grand Total                  |         |                  |             | 0.17                   | 100.00%   | 0.17                   | 100.00%   |

Group Superann-Short Term Debt fund ULGF00613/02/2009GROUPSDEBT122

| Industry Name Name Of Issuer |                                  | Maturity    |                        | As on March | h 31, 2020             | As on March 31, 2019 |         |
|------------------------------|----------------------------------|-------------|------------------------|-------------|------------------------|----------------------|---------|
|                              | Date                             | Asset Class | Market Value<br>('000) | % to Fund   | Market Value<br>('000) | % to Fund            |         |
| Other Assets                 | Other Assets                     |             |                        |             | 100.00%                | 2,457.24             | 96.08%  |
| Other Industries (less tha   | Other Industries (less than 10%) |             |                        |             |                        | 100.34               | 3.92%   |
| Grand Total                  | Grand Total                      |             |                        | 2,863.57    | 100.00%                | 2,557.59             | 100.00% |

Pension Unit Linked Balanced fund LILIE00311/02/2003DNSRALANCE122

|                          |  | Maturity         | Asset Class     | As on March 31, 2020   |           | As on March 31, 2019   |           |
|--------------------------|--|------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name            | Name Of issuer                                   | Maturity<br>Date |                 | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                          | REC Limited                                      | 13-Dec-22        | Corporate Bonds | 11,245.56              | 3.13%     | -                      | 0.00%     |
|                          | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds | 8,314.46               | 2.32%     | •                      | 0.00%     |
|                          | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds | 5,341.64               | 1.49%     | -                      | 0.00%     |
|                          | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds | 18,645.16              | 5.20%     | 18,226.76              | 3.81%     |
|                          | Housing Development Finance Corporation Limited  | 19-Oct-20        | Corporate Bonds | -                      | 0.00%     | 15,274.44              | 3.20%     |
|                          | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds | 1,413.49               | 0.39%     | 1,353.20               | 0.28%     |
|                          | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds | 3,500.00               | 0.98%     | 12,954.61              | 2.71%     |
|                          | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds | 500.00                 | 0.14%     | 2,025.22               | 0.42%     |
|                          | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds | -                      | 0.00%     | 6,067.41               | 1.27%     |
|                          | LIC Housing Finance Limited                      | 1-Jan-23         | Corporate Bonds | 10,758.94              | 3.00%     | 10,479.70              | 2.19%     |
|                          | Axis Bank Limited                                |                  | Equity          | 3,061.56               | 0.85%     | 8,884.74               | 1.86%     |
|                          | Bajaj Finance Limited                            |                  | Equity          | 2,379.77               | 0.66%     | -                      | 0.00%     |
| Financial And            | Bajaj Financial Services                         |                  | Equity          | 913.65                 | 0.25%     | -                      | 0.00%     |
| Insurance Activities     | Canara Bank                                      |                  | Equity          | -                      | 0.00%     | 1,687.79               | 0.35%     |
|                          | Cholamandalam Investment and Finance Company Ltd |                  | Equity          | 332.75                 | 0.09%     | -                      | 0.00%     |
|                          | Federal Bank                                     |                  | Equity          | -                      | 0.00%     | 2,011.18               | 0.42%     |
|                          | HDFC Bank Limited                                |                  | Equity          | 13,317.22              | 3.71%     | 13,748.76              | 2.88%     |
|                          | HDFC Life Insurance Company Limited              |                  | Equity          | 534.92                 | 0.15%     | -                      | 0.00%     |
|                          | Housing Development Finance Corporation Limited  |                  | Equity          | 10,602.09              | 2.96%     | 11,118.64              | 2.33%     |
|                          | ICICI Bank Limited                               |                  | Equity          | 8,243.65               | 2.30%     | 8,578.31               | 1.79%     |
|                          | Indiabulls Housing Finance Ltd                   |                  | Equity          | -                      | 0.00%     | 3.13%                  | 0.19%     |
|                          | IndusInd Bank                                    |                  | Equity          | 841.01                 | 0.23%     | 3,026.00               | 0.63%     |
|                          | Kotak Mahindra Bank Limited                      |                  | Equity          | 6,134.20               | 1.71%     | 6,671.17               | 1.40%     |
|                          | Mahindra N Mahindra Financial Services Ltd       |                  | Equity          | 258.04                 | 0.07%     | -                      | 0.00%     |
|                          | State Bank of India                              |                  | Equity          | 2,651.77               | 0.74%     | 3,993.34               | 0.84%     |
|                          | Yes Bank Limited                                 |                  | Equity          | -                      | 0.00%     | 3,056.64               | 0.64%     |
| Financial And Insuranc   | e Activities Total                               |                  | •               | 108,989.87             | 30.38%    | 130,071.94             | 27.22%    |
| Other Assets             |  |                  |                 | 118,042.42             | 32.90%    | 187,041.85             | 39.14%    |
| Other Industries (less t | han 10%)   |                  |                 | 131,750.89             | 36.72%    | 160,803.44             | 33.65%    |
| Grand Total              |  |                  |                 | 358,783.17             | 100.00%   | 477,917.23             | 100.00%   |



Pension Unit Linked Balanced - II fund ULIF02325/01/2010PNBALAN-II122

|  |  | B.d. ata anita a |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|--|--|------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name                            | Name Of issuer                                   | Maturity<br>Date | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|  | REC Limited                                      | 13-Dec-22        | Corporate Bonds | 2,044.65               | 2.93%     | 1                      | 0.00%     |
|  | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds | 2,078.61               | 2.98%     | -                      | 0.00%     |
|  | L N T Infra Debt Fund Limited                    | 16-Jan-23        | Corporate Bonds | -                      | 0.00%     | 2,530.72               | 2.46%     |
|  | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds | 3,204.98               | 4.59%     | -                      | 0.00%     |
|  | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds | 4,143.37               | 5.93%     | 4,050.39               | 3.94%     |
|  | Housing Development Finance Corporation Limited  | 26-Nov-20        | Corporate Bonds | -                      | 0.00%     | 3,060.07               | 2.98%     |
|  | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds | 326.19                 | 0.47%     | 312.28                 | 0.30%     |
|  | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds | 250.00                 | 0.36%     | 1,012.61               | 0.99%     |
|  | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds | 993.53                 | 1.42%     | 1,011.24               | 0.98%     |
|  | Axis Bank Limited                                |                  | Equity          | 620.80                 | 0.89%     | 1,928.36               | 1.88%     |
|  | Bajaj Finance Limited                            |                  | Equity          | 483.04                 | 0.69%     | ı                      | 0.00%     |
| Financial And                            | Bajaj Financial Services                         |                  | Equity          | 188.24                 | 0.27%     | ı                      | 0.00%     |
| Insurance Activities                     | Canara Bank                                      |                  | Equity          | -                      | 0.00%     | 328.00                 | 0.32%     |
|  | Cholamandalam Investment and Finance Company Ltd |                  | Equity          | 71.08                  | 0.10%     | ı                      | 0.00%     |
|  | Federal Bank                                     |                  | Equity          | -                      | 0.00%     | 423.32                 | 0.41%     |
|  | HDFC Bank Limited                                |                  | Equity          | 2,689.13               | 3.85%     | 2,873.12               | 2.80%     |
|  | HDFC Life Insurance Company Limited              |                  | Equity          | 114.75                 | 0.16%     | ı                      | 0.00%     |
|  | Housing Development Finance Corporation Limited  |                  | Equity          | 2,142.63               | 3.07%     | 2,348.12               | 2.29%     |
|  | ICICI Bank Limited                               |                  | Equity          | 1,618.75               | 2.32%     | 1,857.52               | 1.81%     |
|  | Indiabulls Housing Finance Ltd                   |                  | Equity          | -                      | 0.00%     | 199.11                 | 0.19%     |
|  | IndusInd Bank                                    |                  | Equity          | 158.79                 | 0.23%     | 633.68                 | 0.62%     |
|  | Kotak Mahindra Bank Limited                      |                  | Equity          | 1,188.48               | 1.70%     | 1,293.13               | 1.26%     |
|  | Mahindra N Mahindra Financial Services Ltd       |                  | Equity          | 58.00                  | 0.08%     | ı                      | 0.00%     |
|  | State Bank of India                              |                  | Equity          | 513.38                 | 0.74%     | 863.78                 | 0.84%     |
|  | Yes Bank Limited                                 |                  | Equity          | -                      | 0.00%     | 646.21                 | 0.63%     |
| Financial And Insurance Activities Total |  |                  | 22,888.40       | 32.78%                 | 25,371.65 | 24.70%                 |           |
| Other Assets                             |  | •                |                 | 25,184.11              | 36.06%    | 45,241.56              | 44.05%    |
| Other Industries (less th                | an 10%)  | •                |                 | 21,760.67              | 31.16%    | 32,100.16              | 31.25%    |
| Grand Total                              |  | •                |                 | 69,833.18              | 100.00%   | 102,713.38             | 100.00%   |

Pension Unit linked Growth fund ULIF00703/03/2005PNSNGROWTH122

|  |  | B. G. a. A. continue |                 | As on March            | 31, 2020   | As on March 31, 2019   |           |
|--|--|----------------------|-----------------|------------------------|------------|------------------------|-----------|
| Industry Name                            | Name Of issuer                                   | Maturity<br>Date     | Asset Class     | Market Value<br>('000) | % to Fund  | Market Value<br>('000) | % to Fund |
|  | REC Limited                                      | 13-Dec-22            | Corporate Bonds | 10,223.24              | 2.17%      | -                      | 0.00%     |
|  | Power Finance Corporation Limited                | 19-Nov-24            | Corporate Bonds | 8,314.46               | 1.76%      | -                      | 0.00%     |
|  | L N T Infra Debt Fund Limited                    | 16-Jan-23            | Corporate Bonds | -                      | 0.00%      | 2,530.72               | 0.40%     |
|  | LIC Housing Finance Limited                      | 31-May-24            | Corporate Bonds | 16,024.91              | 3.39%      | 1                      | 0.00%     |
|  | Indiabulls Housing Finance Ltd                   | 22-Feb-28            | Corporate Bonds | 9,322.58               | 1.97%      | 9,113.38               | 1.46%     |
|  | Housing Development Finance Corporation Limited  | 26-Nov-20            | Corporate Bonds | -                      | 0.00%      | 11,220.25              | 1.79%     |
|  | Indiabulls Housing Finance Ltd                   | 25-Sep-26            | Corporate Bonds | 1,196.03               | 0.25%      | 1,145.02               | 0.18%     |
|  | Reliance Capital Limited                         | 9-Sep-26             | Corporate Bonds | 2,000.00               | 0.42%      | 7,402.63               | 1.18%     |
|  | Dewan Housing Finance Corporation Limited        | 9-Sep-23             | Corporate Bonds | 500.00                 | 0.11%      | 2,025.22               | 0.32%     |
|  | Shriram Transport Finance Company Limited        | 12-Jul-21            | Corporate Bonds | 4,967.66               | 1.05%      | 5,056.18               | 0.81%     |
|  | Axis Bank Limited                                |                      | Equity          | 2,707.20               | 0.57%      | 13,726.24              | 2.20%     |
|  | Bajaj Finance Limited                            |                      | Equity          | 4,478.13               | 0.95%      | -                      | 0.00%     |
| Financial And                            | Bajaj Financial Services                         |                      | Equity          | 1,707.93               | 0.36%      | -                      | 0.00%     |
| Insurance Activities                     | Canara Bank                                      |                      | Equity          | -                      | 0.00%      | 3,627.56               | 0.58%     |
|  | Cholamandalam Investment and Finance Company Ltd |                      | Equity          | 732.15                 | 0.16%      | -                      | 0.00%     |
|  | Federal Bank                                     |                      | Equity          | -                      | 0.00%      | 3,776.40               | 0.60%     |
|  | HDFC Bank Limited                                |                      | Equity          | 16,172.69              | 3.43%      | 16,160.41              | 2.59%     |
|  | HDFC Life Insurance Company Limited              |                      | Equity          | 1,169.14               | 0.25%      | -                      | 0.00%     |
|  | Housing Development Finance Corporation Limited  |                      | Equity          | 19,185.66              | 4.06%      | 20,875.26              | 3.34%     |
|  | ICICI Bank Limited                               |                      | Equity          | 10,150.86              | 2.15%      | 9,535.91               | 1.53%     |
|  | Indiabulls Housing Finance Ltd                   |                      | Equity          | -                      | 0.00%      | 1,831.51               | 0.29%     |
|  | IndusInd Bank                                    |                      | Equity          | 1,059.87               | 0.22%      | 4,344.98               | 0.70%     |
|  | Kotak Mahindra Bank Limited                      |                      | Equity          | 7,740.01               | 1.64%      | 9,512.32               | 1.52%     |
|  | Mahindra N Mahindra Financial Services Ltd       |                      | Equity          | 546.55                 | 0.12%      | -                      | 0.00%     |
|  | State Bank of India                              |                      | Equity          | 3,010.82               | 0.64%      | 4,021.56               | 0.64%     |
|  | Yes Bank Limited                                 |                      | Equity          | -                      | 0.00%      | 4,490.18               | 0.72%     |
| Financial And Insurance Activities Total |  |                      | 121,209.87      | 25.67%                 | 130,395.72 | 20.86%                 |           |
| Other Assets                             |  |                      |                 | 120,040.96             | 25.43%     | 230,410.53             | 36.86%    |
| Other Industries (less t                 | han 10%)   |                      |                 | 230,853.36             | 48.90%     | 264,303.99             | 42.28%    |
| Grand Total                              |  |                      |                 | 472,104.20             | 100.00%    | 625,110.23             | 100.00%   |



Pension Unit Linked Growth - II fund ULIF02425/01/2010PNGROWT-II122

|  |  | Maturity         |                        | As on March | 31, 2020  | As on March  | 31, 2019 |
|--|--|------------------|------------------------|-------------|---|--|----------|
| Industry Name                            | Name Of issuer                                   | Date Asset Class | Market Value<br>('000) | % to Fund   | Market Value<br>('000)                            | % to Fund  |          |
|  | REC Limited                                      | 13-Dec-22        | Corporate Bonds        | 2,044.65    | 2.25%   | -  | 0.00%    |
|  | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds        | 2,078.61    | 2.29%   | -  | 0.00%    |
|  | L N T Infra Debt Fund Limited                    | 16-Jan-23        | Corporate Bonds        | -           | 0.00%   | 2,530.72   | 2.10%    |
|  | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds        | 3,204.98    | 3.53%   | -  | 0.00%    |
|  | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds        | 3,107.53    | 3.42%   | 3,037.79   | 2.52%    |
|  | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds        | 217.46      | 0.24%   | 208.19   | 0.17%    |
|  | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds        | 750.00      | 0.83%   | 2,775.99   | 2.30%    |
|  | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds        | 250.00      | 0.28%   | 1,012.61   | 0.84%    |
|  | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds        | -           | 0.00%   | 1,011.24   | 0.84%    |
|  | Axis Bank Limited                                |                  | Equity                 | 523.78      | 0.58%   | 2,644.98   | 2.19%    |
|  | Bajaj Finance Limited                            |                  | Equity                 | 866.38      | 0.95%   | -  | 0.00%    |
| Financial And                            | Bajaj Financial Services                         |                  | Equity                 | 325.98      | 0.36%   | -  | 0.00%    |
| Insurance Activities                     | Canara Bank                                      |                  | Equity                 | -           | 0.00%   | 692.71   | 0.57%    |
| ilisurance Activities                    | Cholamandalam Investment and Finance Company Ltd |                  | Equity                 | 143.22      | 0.16%   | -  | 0.00%    |
|  | Federal Bank                                     |                  | Equity                 | -           | 0.00%   | 723.38   | 0.60%    |
|  | HDFC Bank Limited                                |                  | Equity                 | 3,139.04    | 22 0.16% -<br>- 0.00% 723.38<br>04 3.46% 3,070.22 | 2.54%  |          |
|  | HDFC Life Insurance Company Limited              |                  | Equity                 | 229.50      | 0.25%   | - 2,530.72<br>- 3,037.79<br>- 208.19<br>2,775.99<br>1,012.61<br>1,011.24<br>2,644.98<br>692.71<br>- 723.38 | 0.00%    |
|  | Housing Development Finance Corporation Limited  |                  | Equity                 | 3,716.94    | 4.09%   | 3,997.52   | 3.31%    |
|  | ICICI Bank Limited                               |                  | Equity                 | 1,940.88    | 2.14%   | - 2,530.72 - 3,037.79 - 208.19 - 2,775.99 - 1,012.61 - 1,011.24 - 2,644.98                                 | 1.52%    |
|  | Indiabulls Housing Finance Ltd                   |                  | Equity                 | -           | 0.00%   |  | 0.29%    |
|  | IndusInd Bank                                    |                  | Equity                 | 210.78      | 0.23%   | 834.82   | 0.69%    |
|  | Kotak Mahindra Bank Limited                      |                  | Equity                 | 1,473.61    | 1.62%   | 1,810.92   | 1.50%    |
|  | Mahindra N Mahindra Financial Services Ltd       |                  | Equity                 | 111.28      | 0.12%   | -  | 0.00%    |
|  | State Bank of India                              |                  | Equity                 | 561.42      | 0.62%   | 768.52   | 0.64%    |
|  | Yes Bank Limited                                 |                  | Equity                 | -           | 0.00%   | 860.51   | 0.71%    |
| Financial And Insurance Activities Total |  |                  | 24,896.03              | 27.42%      | 28,162.44   | 23.34%   |          |
| Other Assets                             | Other Assets                                     |                  |                        | 20,934.04   | 23.06%  | 35,515.90  | 29.44%   |
| Other Industries (less th                | an 10%)  |                  |                        | 44,954.74   | 49.52%  | 56,972.18  | 47.22%   |
| Grand Total                              |  | •                |                        | 90,784.80   | 100.00%   | 120,650.52   | 100.00%  |

Pension Unit Linked Index Fund
ULIF01122/01/2008PNSNINDEXF122

|                                 |   | Maturity  | Maturity Asset Class | As on March            | 31, 2020  | As on March 31, 2019   |           |  |
|---------------------------------|---|-----------|----------------------|------------------------|-----------|------------------------|-----------|--|
| Industry Name                   | Name Of issuer                                  |           |                      | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |  |
| Computer .                      | HCL Technologies Limited                        |           | Equity               | 10,749.84              | 1.43%     | 8,062.35               | 0.64%     |  |
| •                               | Infosys Technologies Limited                    |           | Equity               | 49,801.57              | 6.61%     | 76,926.74              | 6.08%     |  |
| programming,<br>consultancy and | Tata Consultancy Services Limited               |           | Equity               | 32,203.27              | 4.27%     | 48,898.31              | 3.87%     |  |
| related activities              | Tech Mahindra Limited                           |           | Equity               | 9,788.24               | 1.30%     | 14,355.70              | 1.14%     |  |
| related activities              | Wipro Limited                                   |           | Equity               | 1,318.09               | 0.17%     | 10,584.39              | 0.84%     |  |
| Computer programming            | , consultancy and related activities Total      |           |                      | 103,861.01             | 13.79%    | 158,827.49             | 12.56%    |  |
|                                 | Axis Bank Limited                               |           | Equity               | 5,951.44               | 0.79%     | 44,170.34              | 3.49%     |  |
|                                 | Bajaj Finance Limited                           |           | Equity               | 10,002.12              | 1.33%     | 9,180.88               | 0.73%     |  |
|                                 | Bajaj Financial Services                        |           | Equity               | 4,338.68               | 0.58%     | 2,596.67               | 0.21%     |  |
|                                 | HDFC Bank Limited                               |           | Equity               | 40,802.35              | 5.42%     | 71,199.51              | 5.63%     |  |
| Financial And                   | Housing Development Finance Corporation Limited |           | Equity               | 50,993.55              | 6.77%     | 49,281.04              | 3.90%     |  |
| Insurance Activities            | ICICI Bank Limited                              |           | Equity               | 30,812.91              | 4.09%     | 41,175.81              | 3.26%     |  |
| mourance Activities             | Indiabulls Housing Finance Ltd                  |           | Equity               | -                      | 0.00%     | 7,587.79               | 0.60%     |  |
|                                 | IndusInd Bank                                   |           | Equity               | 2,497.39               | 0.33%     | 13,175.56              | 1.04%     |  |
|                                 | Kotak Mahindra Bank Limited                     |           | Equity               | 17,886.79              | 2.37%     | 34,156.53              | 2.70%     |  |
|                                 | State Bank of India                             |           | Equity               | 7,827.15               | 1.04%     | 19,983.37              | 1.58%     |  |
|                                 | Yes Bank Limited                                |           | Equity               | -                      | 0.00%     | 16,180.28              | 1.28%     |  |
| Financial And Insurance         | Activities Total                                |           |                      | 171,112.37             | 22.71%    | 308,687.77             | 24.41%    |  |
| Manufacture of coke             | Bharat Petroleum Corporation Limited            |           | Equity               | 5,205.72               | 0.69%     | 12,161.45              | 0.96%     |  |
| and refined petroleum           | Indian Oil Corporation Limited                  |           | Equity               | 4,079.32               | 0.54%     | 20,422.86              | 1.62%     |  |
| products                        | Reliance Industries Limited                     |           | Equity               | 68,610.34              | 9.11%     | 122,733.40             | 9.71%     |  |
| Manufacture of coke an          | d refined petroleum products Total              |           |                      | 77,895.37              | 10.34%    | 155,317.71             | 12.28%    |  |
| Mutual Funds                    | Kotak Mutual Fund                               |           | Equity               | 76,805.17              | 10.20%    | 129,803.23             | 10.27%    |  |
| IVIULUAI FUIIUS                 | Reliance Mutual Fund                            |           | Equity               | 15,209.54              | 2.02%     | 25,562.84              | 2.02%     |  |
| Mutual Funds Total              |   | 92,014.70 | 12.21%               | 155,366.07             | 12.29%    |                        |           |  |
| Other Assets                    |   |           |                      | 25,250.00              | 3.35%     | 13,684.05              | 1.08%     |  |
| Other Industries (less th       | an 10%)   |           |                      | 283,192.11             | 37.59%    | 472,518.55             | 37.37%    |  |
| Grand Total                     |   |           |                      | 753,325.57             | 100.00%   | 1,264,401.63           | 100.00%   |  |



Pension Unit Linked Infrastructure fund ULIF02525/01/2010PNSNINFRAF122

|   |   | B. d Avendance   | Asset Class     | As on March 31, 2020   |           | As on March 31, 2019   |           |
|---|---|------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name   | Name Of issuer  | Maturity<br>Date |                 | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|   | Ashoka Buildcon Limited                                     |                  | Equity          | 141.46                 | 0.54%     | 1,315.57               | 1.87%     |
|   | Engineers India Limited                                     |                  | Equity          | -                      | 0.00%     | 332.31                 | 0.47%     |
| Civil engineering   | Larsen N Toubro Limited                                     |                  | Equity          | 2,229.84               | 8.48%     | 6,039.91               | 8.59%     |
|   | PNC Infratech Limited                                       |                  | Equity          | -                      | 0.00%     | 1,059.38               | 1.51%     |
|   | Sadbhav Engineering Limited                                 |                  | Equity          | -                      | 0.00%     | 2,354.06               | 3.35%     |
| Civil engineering Total   |   |                  |                 | 2,371.30               | 9.02%     | 11,101.23              | 15.78%    |
| Floridate and about   | NTPC Limited  | 25-Mar-25        | Corporate Bonds | 0.74                   | 0.00%     | 0.70                   | 0.00%     |
|   | NTPC Limited  |                  | Equity          | 1,706.73               | 6.49%     | 5,985.53               | 8.51%     |
| and air conditioning  | Power Grid Corporation of India Limited                     |                  | Equity          | -                      | 0.00%     | 3,618.01               | 5.14%     |
| supply  | Tata Power Company Limited                                  |                  | Equity          | 1,061.12               | 4.04%     | 3,013.55               | 4.28%     |
| Electricity, gas, steam a   | nd air conditioning supply Total                            |                  |                 | 2,768.59               | 10.53%    | 12,617.78              | 17.94%    |
|   | Axis Bank Limited   |                  | Equity          | -                      | 0.00%     | 1,717.72               | 2.44%     |
|   | Canara Bank   |                  | Equity          | -                      | 0.00%     | 1,033.82               | 1.47%     |
| Financial and   | HDFC Bank Limited   |                  | Equity          | 1,054.97               | 4.01%     | 2,441.80               | 3.47%     |
| insurance activities  | IndusInd Bank   |                  | Equity          | -                      | 0.00%     | 845.50                 | 1.20%     |
|   | Kotak Mahindra Bank Limited                                 |                  | Equity          | -                      | 0.00%     | 1,633.43               | 2.32%     |
|   | Yes Bank Limited  |                  | Equity          | -                      | 0.00%     | 2,061.87               | 2.93%     |
| Financial and insurance   | activities Total  | •                |                 | 1,054.97               | 4.01%     | 9,734.15               | 13.84%    |
| Manufacture of coke   | Indian Oil Corporation Limited                              |                  | Equity          | 678.18                 | 2.58%     | -                      | 0.00%     |
| and refined petroleum products  | Reliance Industries Limited                                 |                  | Equity          | 2,454.71               | 9.34%     | -                      | 0.00%     |
| Manufacture of coke an  | d refined petroleum products Total                          |                  |                 | 3,132.89               | 11.92%    | -                      | 0.00%     |
|   | Ambuja Cement Limited                                       |                  | Equity          | 371.81                 | 1.41%     | -                      | 0.00%     |
| Manufacture of other  | Associated Cement Companies Limited                         |                  | Equity          | 982.06                 | 3.74%     | -                      | 0.00%     |
| non-metallic mineral  | Carborundum Universal Limited                               |                  | Equity          | 509.93                 | 1.94%     | -                      | 0.00%     |
| Electricity, gas, steam and air conditioning supply Electricity, gas, steam a Financial and insurance activities Financial and insurance Manufacture of coke and refined petroleum products Manufacture of coke ar Manufacture of other non-metallic mineral products Manufacture of other non-metallic mineral products Telecommunications Telecommunications Telecommunications Towarehousing and support activities for transportation Warehousing and suppo | JK Cement Limited   |                  | Equity          | 177.75                 | 0.68%     | -                      | 0.00%     |
|   | Ultratech Cement Limited                                    |                  | Equity          | 804.72                 | 3.06%     | -                      | 0.00%     |
| Manufacture of other ne   | on-metallic mineral products Total                          |                  |                 | 2,846.28               | 10.83%    | -                      | 0.00%     |
|   | Bharti Airtel Limited                                       |                  | Equity          | 2,250.79               | 8.56%     | 6,311.25               | 8.97%     |
| Telecommunications  | Tata Communications Limited                                 |                  | Equity          | -                      | 0.00%     | 883.59                 | 1.26%     |
| Telecommunications To   |   | I .              | 17              | 2,250.79               | 8.56%     | 7,194.83               | 10.23%    |
| Warehousing and   | Adani Ports and Special Economic Zone Limited               |                  | Equity          | 1,165.53               | 4.43%     | 4,508.30               | 6.41%     |
|   | Container Corporation of India Limited                      |                  | Equity          | 1,039.06               | 3.95%     | 3,551.55               | 5.05%     |
| transportation  | Gujarat Pipavav Port Limited                                |                  | Equity          | 691.61                 | 2.63%     | 911.82                 | 1.30%     |
| Warehousing and suppo   | Warehousing and support activities for transportation Total |                  |                 | 2,896.20               | 11.02%    | 8,971.68               | 12.75%    |
| Other Assets  | •   |                  |                 | 1,315.24               | 5.00%     | 3,690.37               | 5.25%     |
| Other Industries (less th   | an 10%)   |                  |                 | 7,650.73               | 29.10%    | 17,038.68              | 24.22%    |
|   | ,   |                  |                 | 26,286.99              | 100.00%   | 70,348.72              | 100.00%   |

Pension Unit Linked Index - II fund ULIF02625/01/2010PNINDEX-II122

|                                |   | B.d. aturnitus   | - According | As on March            | 31, 2020  | As on March 31, 2019   |           |  |
|--------------------------------|---|------------------|-------------|------------------------|---|------------------------|-----------|--|
| Industry Name                  | Name Of issuer                                  | Maturity<br>Date | Asset Class | Market Value<br>('000) | % to Fund   | Market Value<br>('000) | % to Fund |  |
| •                              | HCL Technologies Limited                        |                  | Equity      | 2,662.91               | 1.50%   | 1,942.19               | 0.63%     |  |
| Computer programming,          | Infosys Technologies Limited                    |                  | Equity      | 11,717.64              | 6.60%   | 18,351.52              | 5.92%     |  |
| consultancy and                | Tata Consultancy Services Limited               |                  | Equity      | 7,762.75               | 4.37%   | 11,593.56              | 3.74%     |  |
| related activities             | Tech Mahindra Limited                           |                  | Equity      | 2,307.24               | 1.30%   | 3,406.20               | 1.10%     |  |
| related activities             | Wipro Limited                                   |                  | Equity      | -                      | 0.00%   | 2,506.98               | 0.81%     |  |
| Computer programming           | , consultancy and related activities Total      |                  |             | 24,450.54              | 13.77%  | 37,800.44              | 12.20%    |  |
|                                | Axis Bank Limited                               |                  | Equity      | 1,386.76               | 0.78%   | 10,751.70              | 3.47%     |  |
|                                | Bajaj Finance Limited                           |                  | Equity      | 2,357.61               | 1.33%   | 2,226.40               | 0.72%     |  |
|                                | Bajaj Financial Services                        |                  | Equity      | 1,065.16               | 24,450.54         13.77%         37,800.44           1,386.76         0.78%         10,751.70           2,357.61         1.33%         2,226.40 | 0.20%                  |           |  |
|                                | HDFC Bank Limited                               |                  | Equity      | 9,567.95               | 5.39%   | 17,145.95              | 5.54%     |  |
| Financial And                  | Housing Development Finance Corporation Limited |                  | Equity      | 12,011.45              | 6.77%   | 12,085.06              | 3.90%     |  |
| Insurance Activities           | ICICI Bank Limited                              |                  | Equity      | 7,288.91               | 4.11%   | 9,997.68               | 3.23%     |  |
| ilisurance Activities          | Indiabulls Housing Finance Ltd                  |                  | Equity      | -                      | 0.00%   | 1,849.53               | 0.60%     |  |
|                                | IndusInd Bank                                   |                  | Equity      | 588.08                 | 0.33%   | 3,230.70               | 1.04%     |  |
|                                | Kotak Mahindra Bank Limited                     |                  | Equity      | 4,282.15               | 2.41%   | 8,379.33               | 2.71%     |  |
|                                | State Bank of India                             |                  | Equity      | 1,922.24               | 1.08%   | 4,838.83               | 1.56%     |  |
|                                | Yes Bank Limited                                |                  | Equity      | -                      | 0.00%   | 3,969.42               | 1.28%     |  |
| <b>Financial And Insurance</b> | Activities Total                                |                  |             | 40,470.31              | 22.80%  | 75,107.92              | 24.25%    |  |
| Manufacture of coke            | Bharat Petroleum Corporation Limited            |                  | Equity      | 1,234.96               | 0.70%   | 2,960.95               | 0.96%     |  |
| and refined petroleum products | Indian Oil Corporation Limited                  |                  | Equity      | 965.67                 | 0.54%   | 5,009.27               | 1.62%     |  |
|                                | Reliance Industries Limited                     |                  | Equity      | 16,049.14              | 9.04%   | 30,063.75              | 9.71%     |  |
| Manufacture of coke and        | d refined petroleum products Total              |                  |             | 18,249.77              | 10.28%  | 38,033.97              | 12.28%    |  |
| Mutual Funds                   | Kotak Mutual Fund                               |                  | Equity      | 19,162.60              | 10.79%  | 31,306.35              | 10.11%    |  |
| iviutuai runus                 | Reliance Mutual Fund                            |                  | Equity      | 3,799.95               | 2.14%   | 6,145.93               | 1.98%     |  |
| Mutual Funds Total             |   | 22,962.55        | 12.93%      | 37,452.28              | 12.09%  |                        |           |  |
| Other Assets                   |   |                  |             | 4,784.29               | 2.69%   | 7,642.69               | 2.47%     |  |
| Other Industries (less tha     | an 10%)   |                  |             | 66,622.04              | 37.53%  | 113,719.99             | 36.71%    |  |
| Grand Total                    |   |                  |             | 177,539.49             | 100.00%   | 309,757.30             | 100.00%   |  |



Pension Unit Linked PSU fund ULIF02725/01/2010PNSNPSUFND122

|  |  | Maturity |             | As on March            | 31, 2020  | As on March  | 31, 2019  |
|--|--|----------|-------------|------------------------|-----------|--|-----------|
| Industry Name                                | Name Of issuer   | Date     | Asset Class | Market Value<br>('000) | % to Fund | Fund         Market Value ('000)           8.65%         9,600.01           2.60%         -           1.09%         -           4.49%         3,841.44           7.91%         13,013.64           0.00%         2,524.02           24.74%         28,979.10           8.89%         11,793.86           5.99%         9,746.32           4.88%         21,540.19           3.93%         5,039.09           0.75%         5,771.82           0.00%         1,867.15           0.00%         5,186.33           6,91%         3,406.15           8.55%         14,851.69           20.14%         36,122.22           7.03%         13,578.32           3.58%         3,382.36           4.14%         4,853.26           4.475%         21,813.93           -4.65%         7,839.88 | % to Fund |
|  | Gas Authority Of India Limited   |          | Equity      | 6,041.40               | 8.65%     | 9,600.01   | 6.08%     |
| Floranista, and same                         | Gujarat Gas Company Limited  |          | Equity      | 1,817.71               | 2.60%     | -  | 0.00%     |
| Electricity, gas, steam and air conditioning | Indraprastha Gas Limited   |          | Equity      | 759.61                 | 1.09%     | -  | 0.00%     |
| •  | Mahanagar Gas Limited  |          | Equity      | 3,137.12               | 4.49%     | 3,841.44   | 2.43%     |
| supply                                       | NTPC Limited   |          | Equity      | 5,528.66               | 7.91%     | 13,013.64  | 8.24%     |
|  | Power Grid Corporation of India Limited                                  |          | Equity      | -                      | 0.00%     | 2,524.02   | 1.60%     |
| Electricity, gas, steam an                   | d air conditioning supply Total  |          |             | 17,284.50              | 24.74%    | 28,979.10  | 18.34%    |
| Extraction of crude                          | Oil Natural Gas Corporation Limited                                      |          | Equity      | 6,208.54               | 8.89%     | 11,793.86  | 7.47%     |
| petroleum and natural                        | Oil India Limited  |          | Equity      | 4,184.24               | 5.99%     | 9,746.32   | 6.17%     |
| Extraction of crude petro                    | Oil India Limited Equity action of crude petroleum and natural gas Total |          |             | 10,392.78              | 14.88%    | 21,540.19  | 13.63%    |
| Extraction of crade petro                    | Bank of Baroda   |          | Equity      | 2,745.51               | 3.93%     | 5,039.09   | 3.19%     |
|  | Canara Bank  |          | Equity      | 527.43                 | 0.75%     | 5,771.82   | 3.65%     |
| Financial And                                | Indian Bank  |          | Equity      | -                      | 0.00%     | 1,867.15   | 1.18%     |
| Insurance Activities                         | Power Finance Corporation Limited  |          | Equity      | -                      | 0.00%     | 5,186.33   | 3.28%     |
|  | REC Limited  |          | Equity      | 4,826.40               | 6.91%     | 3,406.15   | 2.16%     |
|  | State Bank of India  |          | Equity      | 5,970.85               | 8.55%     | 14,851.69  | 9.40%     |
| Financial And Insurance                      | Activities Total   |          |             | 14,070.20              | 20.14%    | 36,122.22  | 22.87%    |
| Manufacture of coke                          | Bharat Petroleum Corporation Limited                                     |          | Equity      | 4,912.90               | 7.03%     | 13,578.32  | 8.60%     |
| and refined petroleum                        | Hindustan Petroleum Corporation Limited                                  |          | Equity      | 2,499.05               | 3.58%     | 3,382.36   | 2.14%     |
| products                                     | Indian Oil Corporation Limited   |          | Equity      | 2,893.10               | 4.14%     | 4,853.26   | 3.07%     |
| Manufacture of coke and                      | refined petroleum products Total   |          |             | 10,305.06              | 14.75%    | 21,813.93  | 13.81%    |
| Other Assets                                 |  |          |             | (3,249.87)             | -4.65%    | 7,839.88   | 4.96%     |
| Other Industries (less tha                   | an 10%)  |          |             | 21,056.80              | 30.14%    | 41,683.20  | 26.39%    |
| Grand Total                                  |  |          |             | 69,859.46              | 100.00%   | 157,978.52   | 100.00%   |

Pension Unit linked Secure fund
ULIF00803/03/2005PNSNSECURF12

| ULIF00803/03/2005PNSN     | ISECURE 122                                      |                  |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|---------------------------|--|------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name             | Name Of issuer                                   | Maturity<br>Date | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                           | REC Limited                                      | 13-Dec-22        | Corporate Bonds | 11,245.56              | 3.69%     | ı                      | 0.00%     |
|                           | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds | 11,432.38              | 3.75%     | ı                      | 0.00%     |
|                           | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds | 17,093.23              | 5.61%     | ı                      | 0.00%     |
|                           | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds | 15,537.63              | 5.10%     | 15,188.97              | 4.58%     |
|                           | Housing Development Finance Corporation Limited  | 26-Nov-20        | Corporate Bonds | -                      | 0.00%     | 14,280.32              | 4.31%     |
|                           | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds | 1,522.22               | 0.50%     | 1,457.30               | 0.44%     |
|                           | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds | 3,750.00               | 1.23%     | 13,879.94              | 4.19%     |
|                           | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds | 1,250.00               | 0.41%     | 5,063.05               | 1.53%     |
|                           | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds | 6,954.72               | 2.28%     | 7,078.65               | 2.14%     |
|                           | Axis Bank Limited                                |                  | Equity          | 1,158.98               | 0.38%     | 2,594.46               | 0.78%     |
|                           | Bajaj Finance Limited                            |                  | Equity          | 897.40                 | 0.29%     | •                      | 0.00%     |
| Financial And             | Bajaj Financial Services                         |                  | Equity          | 353.52                 | 0.12%     | •                      | 0.00%     |
| Insurance Activities      | Canara Bank                                      |                  | Equity          | -                      | 0.00%     | 458.21                 | 0.14%     |
| ilisurance Activities     | Cholamandalam Investment and Finance Company Ltd |                  | Equity          | 115.40                 | 0.04%     | -                      | 0.00%     |
|                           | Federal Bank                                     |                  | Equity          | -                      | 0.00%     | 586.51                 | 0.18%     |
|                           | HDFC Bank Limited                                |                  | Equity          | 5,080.04               | 1.67%     | 3,981.55               | 1.20%     |
|                           | HDFC Life Insurance Company Limited              |                  | Equity          | 185.37                 | 0.06%     | -                      | 0.00%     |
|                           | Housing Development Finance Corporation Limited  |                  | Equity          | 4,154.61               | 1.36%     | 3,239.74               | 0.98%     |
|                           | ICICI Bank Limited                               |                  | Equity          | 3,084.04               | 1.01%     | 2,513.14               | 0.76%     |
|                           | Indiabulls Housing Finance Ltd                   |                  | Equity          | -                      | 0.00%     | 266.92                 | 0.08%     |
|                           | IndusInd Bank                                    |                  | Equity          | 302.47                 | 0.10%     | 877.54                 | 0.26%     |
|                           | Kotak Mahindra Bank Limited                      |                  | Equity          | 2,295.30               | 0.75%     | 1,698.82               | 0.51%     |
|                           | Mahindra N Mahindra Financial Services Ltd       |                  | Equity          | 83.46                  | 0.03%     | -                      | 0.00%     |
|                           | State Bank of India                              |                  | Equity          | 1,016.73               | 0.33%     | 1,175.87               | 0.35%     |
|                           | Yes Bank Limited                                 |                  | Equity          | -                      | 0.00%     | 891.05                 | 0.27%     |
| Financial And Insurance   | Activities Total                                 |                  |                 | 87,513.07              | 28.74%    | 75,232.02              | 22.70%    |
| Other Assets              |  |                  |                 | 174,508.96             | 57.30%    | 224,927.92             | 67.88%    |
| Other Industries (less tl | han 10%)   | •                |                 | 42,528.87              | 13.96%    | 31,197.66              | 9.42%     |
| Grand Total               |  |                  |                 | 304,550.90             | 100.00%   | 331,357.60             | 100.00%   |



Pension Unit Linked Protector Fund ULIF01408/02/2008PNSPROTECT122

|  |  | Management       |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|--|--|------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name                            | Name Of issuer                                   | Maturity<br>Date | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|  | REC Limited                                      | 13-Dec-22        | Corporate Bonds | 2,044.65               | 1.42%     | •                      | 0.00%     |
|  | LIC Housing Finance Limited                      | 22-May-23        | Corporate Bonds | 4,245.50               | 2.94%     | 4,083.55               | 2.40%     |
|  | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds | 4,143.37               | 2.87%     | 4,050.39               | 2.38%     |
|  | Housing Development Finance Corporation Limited  | 19-Oct-20        | Corporate Bonds | -                      | 0.00%     | 11,201.26              | 6.58%     |
|  | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds | 869.84                 | 0.60%     | 832.74                 | 0.49%     |
|  | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds | 1,500.00               | 1.04%     | 5,551.97               | 3.26%     |
|  | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds | 1,000.00               | 0.69%     | 4,050.44               | 2.38%     |
|  | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds | -                      | 0.00%     | 3,033.71               | 1.78%     |
|  | Housing Development Finance Corporation Limited  | 13-Apr-21        | Corporate Bonds | 3,102.29               | 2.15%     | 3,098.07               | 1.82%     |
|  | Indian Railway Finance Corporation Limited       | 31-May-21        | Corporate Bonds | -                      | 0.00%     | 5,208.44               | 3.06%     |
|  | Yes Bank Limited                                 | 28-Mar-22        | Corporate Bonds | 2,250.00               | 1.56%     | 3,134.51               | 1.84%     |
|  | Axis Bank Limited                                |                  | Equity          | 535.53                 | 0.37%     | 1,409.93               | 0.83%     |
|  | Bajaj Finance Limited                            |                  | Equity          | 414.35                 | 0.29%     | -                      | 0.00%     |
| Financial And                            | Bajaj Financial Services                         |                  | Equity          | 174.47                 | 0.12%     | -                      | 0.00%     |
| Insurance Activities                     | Canara Bank                                      |                  | Equity          | -                      | 0.00%     | 272.66                 | 0.16%     |
|  | Cholamandalam Investment and Finance Company Ltd |                  | Equity          | 44.63                  | 0.03%     | -                      | 0.00%     |
|  | Federal Bank                                     |                  | Equity          | -                      | 0.00%     | 323.98                 | 0.19%     |
|  | HDFC Bank Limited                                |                  | Equity          | 2,340.92               | 1.62%     | 2,216.87               | 1.30%     |
|  | HDFC Life Insurance Company Limited              |                  | Equity          | 71.50                  | 0.05%     | -                      | 0.00%     |
|  | Housing Development Finance Corporation Limited  |                  | Equity          | 2,018.51               | 1.40%     | 1,785.20               | 1.05%     |
|  | ICICI Bank Limited                               |                  | Equity          | 1,466.91               | 1.02%     | 1,359.30               | 0.80%     |
|  | Indiabulls Housing Finance Ltd                   |                  | Equity          | -                      | 0.00%     | 144.19                 | 0.08%     |
|  | IndusInd Bank                                    |                  | Equity          | 135.95                 | 0.09%     | 487.72                 | 0.29%     |
|  | Kotak Mahindra Bank Limited                      |                  | Equity          | 1,093.87               | 0.76%     | 1,006.21               | 0.59%     |
|  | Mahindra N Mahindra Financial Services Ltd       |                  | Equity          | 34.30                  | 0.02%     | -                      | 0.00%     |
|  | State Bank of India                              |                  | Equity          | 481.10                 | 0.33%     | 628.35                 | 0.37%     |
|  | Yes Bank Limited                                 |                  | Equity          | -                      | 0.00%     | 491.05                 | 0.29%     |
| Financial And Insurance Activities Total |  | •                | 27,967.68       | 19.38%                 | 54,370.52 | 31.94%                 |           |
| Other Assets                             |  | 87,799.36        | 60.85%          | 74,264.57              | 43.62%    |                        |           |
| Other Industries (less t                 | han 10%)   |                  |                 | 28,523.33              | 19.77%    | 41,612.77              | 24.44%    |
| Grand Total                              |  |                  |                 | 144,290.37             | 100.00%   | 170,247.85             | 100.00%   |

Pension Unit Linked Protector -II fund ULIF02825/01/2010PNPROTE-II122

| OLIFO2825/01/2010PNPK                    |  |                  |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|--|--|------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name                            | Name Of issuer                                   | Maturity<br>Date | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|  | REC Limited                                      | 13-Dec-22        | Corporate Bonds | 1,022.32               | 4.14%     | ı                      | 0.00%     |
|  | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds | 1,039.31               | 4.20%     | ı                      | 0.00%     |
|  | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds | 1,068.33               | 4.32%     | 1                      | 0.00%     |
|  | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds | 1,035.84               | 4.19%     | 1,012.60               | 2.52%     |
|  | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds | 326.19                 | 1.32%     | 312.28                 | 0.78%     |
|  | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds | 750.00                 | 3.03%     | 2,775.99               | 6.92%     |
|  | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds | 500.00                 | 2.02%     | 2,025.22               | 5.05%     |
|  | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds | -                      | 0.00%     | 1,011.24               | 2.52%     |
|  | Axis Bank Limited                                |                  | Equity          | 95.13                  | 0.38%     | 317.12                 | 0.79%     |
|  | Bajaj Finance Limited                            |                  | Equity          | 73.12                  | 0.30%     |                        | 0.00%     |
|  | Bajaj Financial Services                         |                  | Equity          | 27.55                  | 0.11%     |                        | 0.00%     |
| Financial And                            | Canara Bank                                      |                  | Equity          | -                      | 0.00%     | 57.09                  | 0.14%     |
| Insurance Activities                     | Cholamandalam Investment and Finance Company Ltd |                  | Equity          | 9.32                   | 0.04%     | ı                      | 0.00%     |
|  | Federal Bank                                     |                  | Equity          | -                      | 0.00%     | 71.57                  | 0.18%     |
|  | HDFC Bank Limited                                |                  | Equity          | 411.13                 | 1.66%     | 486.97                 | 1.21%     |
|  | HDFC Life Insurance Company Limited              |                  | Equity          | 15.01                  | 0.06%     | ı                      | 0.00%     |
|  | Housing Development Finance Corporation Limited  |                  | Equity          | 342.95                 | 1.39%     | 395.62                 | 0.99%     |
|  | ICICI Bank Limited                               |                  | Equity          | 273.25                 | 1.11%     | 306.78                 | 0.76%     |
|  | Indiabulls Housing Finance Ltd                   |                  | Equity          | -                      | 0.00%     | 30.90                  | 0.08%     |
|  | IndusInd Bank                                    |                  | Equity          | 20.73                  | 0.08%     | 106.80                 | 0.27%     |
|  | Kotak Mahindra Bank Limited                      |                  | Equity          | 202.18                 | 0.82%     | 209.52                 | 0.52%     |
|  | Mahindra N Mahindra Financial Services Ltd       |                  | Equity          | 7.51                   | 0.03%     | -                      | 0.00%     |
|  | State Bank of India                              |                  | Equity          | 88.39                  | 0.36%     | 142.41                 | 0.36%     |
|  | Yes Bank Limited                                 |                  | Equity          | -                      | 0.00%     | 108.39                 | 0.27%     |
| Financial And Insurance Activities Total |  | ·                |                 | 7,308.24               | 29.57%    | 9,370.48               | 23.36%    |
| Other Assets                             |  |                  |                 | 14,474.38              | 58.56%    | 23,444.85              | 58.45%    |
| Other Industries (less th                | nan 10%)   |                  |                 | 2,936.12               | 11.88%    | 7,298.68               | 18.19%    |
| Grand Total                              |  |                  |                 | 24,718.75              | 100.00%   | 40,114.00              | 100.00%   |



Pension Unitised with Profit fund ULIF00411/02/2003PNSWPROFIT122

|   |   | B.Co.t. with a   |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|---|---|------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Insurance Activities  Financial And Insurance | Name Of issuer                                  | Maturity<br>Date | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|   | Dewan Housing Finance Corporation Limited       | 9-Sep-19         | Corporate Bonds | -                      | 0.00%     | 501.10                 | 0.41%     |
|   | LIC Housing Finance Limited                     | 1-Jan-23         | Corporate Bonds | 10,758.94              | 8.59%     | 10,479.70              | 8.47%     |
|   | REC Limited                                     | 10-Aug-21        | Corporate Bonds | 7,295.69               | 5.83%     | 7,269.44               | 5.88%     |
|   | Axis Bank Limited                               |                  | Equity          | 327.08                 | 0.26%     | 594.60                 | 0.48%     |
|   | Bajaj Finance Limited                           |                  | Equity          | 223.80                 | 0.18%     | -                      | 0.00%     |
|   | Bajaj Financial Services                        |                  | Equity          | 36.73                  | 0.03%     | -                      | 0.00%     |
| Financial And                                 | HDFC Bank Limited                               |                  | Equity          | 1,326.46               | 1.06%     | 1,586.13               | 1.28%     |
| Insurance Activities                          | Housing Development Finance Corporation Limited |                  | Equity          | 769.19                 | 0.61%     | 824.70                 | 0.67%     |
|   | ICICI Bank Limited                              |                  | Equity          | 1,081.00               | 0.86%     | 1,337.27               | 1.08%     |
|   | IndusInd Bank                                   |                  | Equity          | 63.23                  | 0.05%     | -                      | 0.00%     |
|   | Kotak Mahindra Bank Limited                     |                  | Equity          | 782.81                 | 0.63%     | 806.04                 | 0.65%     |
|   | State Bank of India                             |                  | Equity          | 317.32                 | 0.25%     | 458.03                 | 0.37%     |
|   | Yes Bank Limited                                |                  | Equity          | 3.77                   | 0.00%     | 184.59                 | 0.15%     |
|   | Yes Bank Limited                                |                  | Equity          | 11.29                  | 0.01%     | -                      | 0.00%     |
| Financial And Insurance                       | Activities Total                                |                  |                 | 22,997.33              | 18.37%    | 24,041.60              | 19.44%    |
| Other Assets                                  |   |                  |                 | 84,694.57              | 67.54%    | 81,281.28              | 65.73%    |
| Other Industries (less tl                     | han 10%)  |                  |                 | 17,713.70              | 14.15%    | 18,342.93              | 14.83%    |
| Grand Total                                   |   |                  |                 | 1,25,405.59            | 100.00%   | 123,665.80             | 100.00%   |

**Unit Linked Balanced fund** 

ULIF00106/06/2002LIFBALANCE122

| JLIF00106/06/2002LIFB    |  | No. to write a   |                           | As on March            | 31, 2020  | As on March            | 31, 2019  |
|--------------------------|--|------------------|---------------------------|------------------------|-----------|------------------------|-----------|
| Industry Name            | Name Of issuer                                   | Maturity<br>Date | Asset Class               | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                          | REC Limited                                      | 13-Dec-22        | Corporate Bonds           | 62,361.76              | 2.43%     | -                      | 0.00%     |
|                          | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds           | 71,712.18              | 2.79%     | -                      | 0.00%     |
|                          | L N T Infra Debt Fund Limited                    | 16-Jan-23        | Corporate Bonds           | -                      | 0.00%     | 2,530.72               | 0.07%     |
|                          | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds           | 64,099.62              | 2.49%     | -                      | 0.00%     |
|                          | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds           | 103,584.20             | 4.03%     | 101,259.80             | 2.95%     |
|                          | Housing Development Finance Corporation Limited  | 19-Oct-20        | Corporate Bonds           | -                      | 0.00%     | 14,256.14              | 0.41%     |
|                          | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds           | 9,785.71               | 0.38%     | 9,368.33               | 0.27%     |
|                          | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds           | 25,000.00              | 0.97%     | 92,532.90              | 2.69%     |
|                          | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds           | 3,500.00               | 0.14%     | 14,176.53              | 0.41%     |
|                          | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds           | 40,734.77              | 1.58%     | 41,460.64              | 1.21%     |
|                          | LIC Housing Finance Limited                      | 1-Jan-23         | Corporate Bonds           | 4,303.58               | 0.17%     | 4,191.88               | 0.12%     |
|                          | LIC Housing Finance Limited                      | 14-Sep-22        | Corporate Bonds           | 53,463.30              | 2.08%     | 52,460.05              | 1.53%     |
|                          | REC Limited                                      | 11-Nov-21        | Corporate Bonds           | 21,077.58              | 0.82%     | 20,969.94              | 0.61%     |
|                          | Yes Bank Limited                                 | 28-Mar-22        | Corporate Bonds           | 37,500.00              | 1.46%     | 52,241.85              | 1.52%     |
|                          | Axis Bank Limited                                |                  | Equity                    | 21,778.48              | 0.85%     | 62,420.95              | 1.82%     |
| Financial And            | Bajaj Finance Limited                            |                  | Equity                    | 16,904.34              | 0.66%     | -                      | 0.00%     |
| Insurance Activities     | Bajaj Financial Services                         |                  | Equity                    | 6,496.55               | 0.25%     | -                      | 0.00%     |
|                          | Canara Bank                                      |                  | Equity                    | -                      | 0.00%     | 11,941.55              | 0.35%     |
|                          | Cholamandalam Investment and Finance Company Ltd |                  | Equity                    | 2,413.50               | 0.09%     | -                      | 0.00%     |
|                          | Federal Bank                                     |                  | Equity                    | -                      | 0.00%     | 14,160.60              | 0.41%     |
|                          | HDFC Bank Limited                                |                  | Equity                    | 94,886.57              | 3.69%     | 97,115.53              | 2.82%     |
|                          | HDFC Life Insurance Company Limited              |                  | Equity                    | 3,878.14               | 0.15%     | -                      | 0.00%     |
|                          | Housing Development Finance Corporation Limited  |                  | Equity                    | 75,637.03              | 2.94%     | 78,263.52              | 2.28%     |
|                          | ICICI Bank Limited                               |                  | Equity                    | 56,019.11              | 2.18%     | 60,226.39              | 1.75%     |
|                          | IDFC First Bank Limited                          | 4-Apr-19         | Certificate of<br>Deposit | -                      | 0.00%     | 39,968.00              | 1.16%     |
|                          | Indiabulls Housing Finance Ltd                   |                  | Equity                    | -                      | 0.00%     | 6,422.28               | 0.19%     |
|                          | IndusInd Bank                                    |                  | Equity                    | 5,843.52               | 0.23%     | 21,310.16              | 0.62%     |
|                          | Kotak Mahindra Bank Limited                      |                  | Equity                    | 41,740.59              | 1.62%     | 46,441.93              | 1.35%     |
|                          | Mahindra N Mahindra Financial Services Ltd       |                  | Equity                    | 1,843.09               | 0.07%     | -                      | 0.00%     |
|                          | State Bank of India                              |                  | Equity                    | 18,102.13              | 0.70%     | 28,023.29              | 0.82%     |
|                          | Yes Bank Limited                                 |                  | Equity                    | -                      | 0.00%     | 21,516.67              | 0.63%     |
| Financial And Insuranc   | e Activities Total                               | •                | •                         | 842,665.75             | 32.77%    | 893,259.65             | 25.98%    |
| Other Assets             |  |                  |                           | 753,862.82             | 29.32%    | 1,528,200.99           | 44.45%    |
| Other Industries (less t | han 10%)   |                  |                           | 974,957.97             | 37.91%    | 1,016,824.98           | 29.57%    |
| Grand Total              |  |                  |                           | 2,571,486.54           | 100.00%   | 3,438,285.62           | 100.00%   |



Unit Linked Balanced- II fund ULIF01508/01/2010LIBALAN-II122

|  |  | Maturity  |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|--|--|-----------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name                            | Name Of issuer                                   | Date      | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|  | REC Limited                                      | 13-Dec-22 | Corporate Bonds | 35,781.34              | 3.00%     | -                      | 0.00%     |
|  | Power Finance Corporation Limited                | 19-Nov-24 | Corporate Bonds | 27,021.98              | 2.27%     | -                      | 0.00%     |
|  | Power Finance Corporation Limited                | 3-Apr-28  | Corporate Bonds | -                      | 0.00%     | 2,960.65               | 0.19%     |
|  | LIC Housing Finance Limited                      | 31-May-24 | Corporate Bonds | 47,006.39              | 3.95%     | -                      | 0.00%     |
|  | Indiabulls Housing Finance Ltd                   | 22-Feb-28 | Corporate Bonds | 31,075.26              | 2.61%     | 30,377.94              | 1.92%     |
|  | Indiabulls Housing Finance Ltd                   | 25-Sep-26 | Corporate Bonds | 3,479.36               | 0.29%     | 3,330.96               | 0.21%     |
|  | Reliance Capital Limited                         | 9-Sep-26  | Corporate Bonds | 8,000.00               | 0.67%     | 29,610.53              | 1.88%     |
|  | Dewan Housing Finance Corporation Limited        | 9-Sep-23  | Corporate Bonds | 1,250.00               | 0.10%     | 5,063.05               | 0.32%     |
|  | Shriram Transport Finance Company Limited        | 12-Jul-21 | Corporate Bonds | 14,902.97              | 1.25%     | 15,168.53              | 0.96%     |
|  | Axis Bank Limited                                |           | Equity          | 10,802.64              | 0.91%     | 33,996.14              | 2.15%     |
|  | Bajaj Finance Limited                            |           | Equity          | 8,395.67               | 0.70%     | -                      | 0.00%     |
| Financial And                            | Bajaj Financial Services                         |           | Equity          | 3,204.66               | 0.27%     | -                      | 0.00%     |
| Financial And<br>Insurance Activities    | Canara Bank                                      |           | Equity          | -                      | 0.00%     | 5,002.49               | 0.32%     |
| insurance Activities                     | Cholamandalam Investment and Finance Company Ltd |           | Equity          | 1,318.79               | 0.11%     | -                      | 0.00%     |
|  | Federal Bank                                     |           | Equity          | -                      | 0.00%     | 7,214.75               | 0.46%     |
|  | HDFC Bank Limited                                |           | Equity          | 46,838.23              | 3.93%     | 48,541.53              | 3.07%     |
|  | HDFC Life Insurance Company Limited              |           | Equity          | 2,118.04               | 0.18%     | -                      | 0.00%     |
|  | Housing Development Finance Corporation Limited  |           | Equity          | 37,203.65              | 3.12%     | 40,195.60              | 2.55%     |
|  | ICICI Bank Limited                               |           | Equity          | 29,495.57              | 2.48%     | 32,805.36              | 2.08%     |
|  | Indiabulls Housing Finance Ltd                   |           | Equity          | -                      | 0.00%     | 3,503.38               | 0.22%     |
|  | IndusInd Bank                                    |           | Equity          | 3,056.66               | 0.26%     | 10,742.30              | 0.68%     |
|  | Kotak Mahindra Bank Limited                      |           | Equity          | 22,105.43              | 1.86%     | 19,396.96              | 1.23%     |
|  | Mahindra N Mahindra Financial Services Ltd       |           | Equity          | 1,010.82               | 0.08%     | -                      | 0.00%     |
|  | State Bank of India                              |           | Equity          | 9,519.67               | 0.80%     | 15,228.89              | 0.96%     |
|  | Yes Bank Limited                                 |           | Equity          | -                      | 0.00%     | 11,064.25              | 0.70%     |
| Financial And Insurance Activities Total |  |           |                 | 343,587.12             | 28.85%    | 314,203.29             | 19.90%    |
| Other Assets                             |  |           |                 | 381,960.90             | 32.07%    | 759,049.25             | 48.08%    |
| Other Industries (less th                | an 10%)  |           |                 | 465,372.86             | 39.08%    | 505,389.27             | 32.01%    |
| Grand Total                              |  |           |                 | 1,190,920.87           | 100.00%   | 1,578,641.81           | 100.00%   |

Unit Linked Debt Fund
ULIF01306/02/2008LIFEDEBTFU122

|                           |   | Maturity  |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|---------------------------|---|-----------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name             | Name Of issuer                            | Date      | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                           | REC Limited                               | 13-Dec-22 | Corporate Bonds | 2,044.65               | 4.16%     | •                      | 0.00%     |
|                           | LIC Housing Finance Limited               | 31-May-24 | Corporate Bonds | 2,136.65               | 4.35%     | •                      | 0.00%     |
|                           | Indiabulls Housing Finance Ltd            | 22-Feb-28 | Corporate Bonds | 2,071.68               | 4.22%     | 2,025.20               | 4.72%     |
| Financial And             | Indiabulls Housing Finance Ltd            | 25-Sep-26 | Corporate Bonds | 217.46                 | 0.44%     | 208.19                 | 0.48%     |
| Insurance Activities      | Reliance Capital Limited                  | 9-Sep-26  | Corporate Bonds | 750.00                 | 1.53%     | 2,775.99               | 6.46%     |
|                           | Dewan Housing Finance Corporation Limited | 9-Sep-23  | Corporate Bonds | 250.00                 | 0.51%     | 1,012.61               | 2.36%     |
|                           | Shriram Transport Finance Company Limited | 12-Jul-21 | Corporate Bonds | •                      | 0.00%     | 1,011.24               | 2.35%     |
|                           | Yes Bank Limited                          | 28-Mar-22 | Corporate Bonds | 1,500.00               | 3.05%     | 2,089.67               | 4.87%     |
| Financial And Insurance   | Activities Total                          |           |                 | 8,970.45               | 18.25%    | 9,122.89               | 21.24%    |
| Other Assets              |   |           |                 | 39,056.93              | 79.47%    | 30,472.12              | 70.96%    |
| Other Industries (less th | an 10%)                                   |           |                 | 1,120.09               | 2.28%     | 3,347.24               | 7.79%     |
| Grand Total               |   |           |                 | 49,147.47              | 100.00%   | 42,942.24              | 100.00%   |

Unit Linked Debt -II fund ULIF01608/01/2010LIFDEBT-II122

|  |   | Maturity            |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|--|---|---------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name                            | Name Of issuer                                  | Name Of issuer Date | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|  | REC Limited                                     | 13-Dec-22           | Corporate Bonds | 49,071.55              | 4.19%     | -                      | 0.00%     |
|  | Power Finance Corporation Limited               | 19-Nov-24           | Corporate Bonds | 65,476.34              | 5.58%     | ı                      | 0.00%     |
|  | L N T Infra Debt Fund Limited                   | 16-Jan-23           | Corporate Bonds | -                      | 0.00%     | 22,776.46              | 1.77%     |
|  | L N T Infra Debt Fund Limited                   | 13-Oct-26           | Corporate Bonds | -                      | 0.00%     | 27,583.11              | 2.14%     |
|  | LIC Housing Finance Limited                     | 31-May-24           | Corporate Bonds | 37,391.45              | 3.19%     | -                      | 0.00%     |
| Financial And                            | LIC Housing Finance Limited                     | 22-May-23           | Corporate Bonds | 33,963.97              | 2.90%     | 32,668.38              | 2.54%     |
| Financial And<br>Insurance Activities    | Indiabulls Housing Finance Ltd                  | 22-Feb-28           | Corporate Bonds | 72,508.94              | 6.18%     | 70,881.86              | 5.51%     |
| insurance Activities                     | Indiabulls Housing Finance Ltd                  | 25-Sep-26           | Corporate Bonds | 5,001.58               | 0.43%     | 4,788.26               | 0.37%     |
|  | Reliance Capital Limited                        | 9-Sep-26            | Corporate Bonds | 10,000.00              | 0.85%     | 37,013.16              | 2.88%     |
|  | Dewan Housing Finance Corporation Limited       | 9-Sep-23            | Corporate Bonds | 12,500.00              | 1.07%     | 50,630.45              | 3.94%     |
|  | Shriram Transport Finance Company Limited       | 12-Jul-21           | Corporate Bonds | 21,857.68              | 1.86%     | 22,247.17              | 1.73%     |
|  | Housing Development Finance Corporation Limited | 13-Apr-21           | Corporate Bonds | 2,068.19               | 0.18%     | 2,065.38               | 0.16%     |
|  | Indian Railway Finance Corporation Limited      | 31-May-21           | Corporate Bonds | -                      | 0.00%     | 3,125.06               | 0.24%     |
| Financial And Insurance Activities Total |   |                     |                 | 309,839.70             | 26.43%    | 273,779.29             | 21.28%    |
| Other Assets                             |   | 734,599.32          | 62.66%          | 881,034.20             | 68.49%    |                        |           |
| Other Industries (less than 10%)         |   | 127,978.56          | 10.92%          | 131,627.54             | 10.23%    |                        |           |
| Grand Total                              |   | •                   |                 | 1,172,417.58           | 100.00%   | 1,286,441.03           | 100.00%   |



Unit Linked Dynamic P/E Fund ULIF03201/08/2011LIFDYNAMIC122

|                            |  | Maturity |             | As on March            | 31, 2020  | As on March            | 31, 2019  |
|----------------------------|--|----------|-------------|------------------------|-----------|------------------------|-----------|
| Industry Name              | Name Of issuer                                   | Date     | Asset Class | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
| Computer                   | HCL Technologies Limited                         |          | Equity      | 6,676.92               | 1.12%     | -                      | 0.00%     |
| programming,               | Infosys Technologies Limited                     |          | Equity      | 33,768.56              | 5.66%     | -                      | 0.00%     |
| consultancy and            | Tata Consultancy Services Limited                |          | Equity      | 23,129.38              | 3.88%     | -                      | 0.00%     |
| related activities         | Tech Mahindra Limited                            |          | Equity      | 6,588.08               | 1.10%     | -                      | 0.00%     |
| Computer programming       | , consultancy and related activities Total       |          |             | 70,162.94              | 11.76%    | -                      | 0.00%     |
|                            | Axis Bank Limited                                |          | Equity      | 4,005.27               | 0.67%     | 33,876.44              | 3.60%     |
|                            | Bajaj Finance Limited                            |          | Equity      | 6,716.09               | 1.13%     | -                      | 0.00%     |
|                            | Bajaj Financial Services                         |          | Equity      | 3,002.64               | 0.50%     | -                      | 0.00%     |
|                            | Canara Bank                                      |          | Equity      | -                      | 0.00%     | 7,665.85               | 0.81%     |
|                            | Cholamandalam Investment and Finance Company Ltd |          | Equity      | 1,109.08               | 0.19%     | -                      | 0.00%     |
|                            | Federal Bank                                     |          | Equity      | -                      | 0.00%     | 7,693.91               | 0.82%     |
| Financial And              | HDFC Bank Limited                                |          | Equity      | 25,862.17              | 4.34%     | 42,143.69              | 4.48%     |
| Insurance Activities       | Housing Development Finance Corporation Limited  |          | Equity      | 35,461.13              | 5.94%     | 25,471.12              | 2.71%     |
| ilisurance Activities      | ICICI Bank Limited                               |          | Equity      | 20,775.69              | 3.48%     | 24,561.86              | 2.61%     |
|                            | Indiabulls Housing Finance Ltd                   |          | Equity      | -                      | 0.00%     | 4,350.47               | 0.46%     |
|                            | IndusInd Bank                                    |          | Equity      | 2,024.19               | 0.34%     | 8,659.70               | 0.92%     |
|                            | Kotak Mahindra Bank Limited                      |          | Equity      | 13,761.46              | 2.31%     | 15,546.93              | 1.65%     |
|                            | Mahindra N Mahindra Financial Services Ltd       |          | Equity      | 1,118.57               | 0.19%     | -                      | 0.00%     |
|                            | State Bank of India                              |          | Equity      | 5,797.82               | 0.97%     | 13,810.21              | 1.47%     |
|                            | Yes Bank Limited                                 |          | Equity      | -                      | 0.00%     | 9,423.55               | 1.00%     |
| Financial And Insurance    | Activities Total                                 |          |             | 119,634.12             | 20.06%    | 193,203.74             | 20.52%    |
| Manufacture of coke        | Bharat Petroleum Corporation Limited             |          | Equity      | 4,159.95               | 0.70%     | 7,295.84               | 0.78%     |
| and refined petroleum      | Hindustan Petroleum Corporation Limited          |          | Equity      | -                      | 0.00%     | 1,694.87               | 0.18%     |
| products                   | Indian Oil Corporation Limited                   |          | Equity      | 2,779.77               | 0.47%     | 12,493.20              | 1.33%     |
| products                   | Reliance Industries Limited                      |          | Equity      | 47,887.91              | 8.03%     | 74,400.73              | 7.90%     |
| Manufacture of coke and    | d refined petroleum products Total               |          |             | 54,827.63              | 9.19%     | 95,884.64              | 10.19%    |
| Mutual Funds               | Kotak Mutual Fund                                |          | Mutual Fund | 50,377.95              | 8.45%     | 93,711.03              | 9.95%     |
| Widtual Fullus             | Reliance Mutual Fund                             |          | Mutual Fund | -                      | 0.00%     | 16,585.60              | 1.76%     |
| Mutual Funds Total         |  |          | ·           | 50,377.95              | 8.45%     | 110,296.63             | 11.72%    |
| Other Assets               |  |          |             | 95,379.42              | 15.99%    | 155,395.11             | 16.51%    |
| Other Industries (less tha | an 10%)  |          |             | 206,136.37             | 34.56%    | 386,578.00             | 41.07%    |
| Grand Total                |  |          |             | 596,518.42             | 100.00%   | 941,358.12             | 100.00%   |

Unit Linked Enhancer fund

|                                   |  | Maturity |             | As on March            | 31, 2020  | As on March | 31, 2019  |
|-----------------------------------|--|----------|-------------|------------------------|-----------|-------------|-----------|
| Industry Name                     | Name Of issuer                                   | Date     | Asset Class | Market Value<br>('000) | % to Fund | (900)       | % to Fund |
|                                   | HCL Technologies Limited                         |          | Equity      | 4,491.87               | 1.26%     | -           | 0.00%     |
| Computer                          | Infosys Technologies Limited                     |          | Equity      | 23,859.95              | 6.72%     | 42,304.24   | 6.12%     |
| programming,<br>consultancy and   | Tata Consultancy Services Limited                |          | Equity      | 15,644.20              | 4.40%     | 24,812.45   | 3.59%     |
| related activities                | Tech Mahindra Limited                            |          | Equity      | 4,632.58               | 1.30%     | 7,326.82    | 1.06%     |
| related activities                | Wipro Limited                                    |          | Equity      | -                      | 0.00%     | 5,963.34    | 0.86%     |
| Computer programming              | , consultancy and related activities Total       |          |             | 48,628.59              | 13.69%    | 80,406.85   | 11.64%    |
|                                   | Axis Bank Limited                                |          | Equity      | 2,765.56               | 0.78%     | 30,329.07   | 4.39%     |
|                                   | Bajaj Finance Limited                            |          | Equity      | 4,704.14               | 1.32%     | -           | 0.00%     |
|                                   | Bajaj Financial Services                         |          | Equity      | 2,231.32               | 0.63%     | -           | 0.00%     |
|                                   | Canara Bank                                      |          | Equity      | -                      | 0.00%     | 6,971.39    | 1.01%     |
|                                   | Cholamandalam Investment and Finance Company Ltd |          | Equity      | 939.72                 | 0.26%     | -           | 0.00%     |
|                                   | Federal Bank                                     |          | Equity      | -                      | 0.00%     | 6,606.34    | 0.96%     |
| · · · · ·                         | HDFC Bank Limited                                |          | Equity      | 16,988.05              | 4.78%     | 34,688.43   | 5.02%     |
| Financial And                     | Housing Development Finance Corporation Limited  |          | Equity      | 24,160.08              | 6.80%     | 23,378.87   | 3.38%     |
| Insurance Activities              | ICICI Bank Limited                               |          | Equity      | 14,598.54              | 4.11%     | 24,060.44   | 3.48%     |
|                                   | Indiabulls Housing Finance Ltd                   |          | Equity      | -                      | 0.00%     | 4,097.29    | 0.59%     |
|                                   | IndusInd Bank                                    |          | Equity      | 1,575.58               | 0.44%     | 7,867.60    | 1.14%     |
|                                   | Kotak Mahindra Bank Limited                      |          | Equity      | 9,494.86               | 2.67%     | 14,120.34   | 2.04%     |
|                                   | Mahindra N Mahindra Financial Services Ltd       |          | Equity      | 967.99                 | 0.27%     | -           | 0.00%     |
|                                   | State Bank of India                              |          | Equity      | 4,130.11               | 1.16%     | 11,307.72   | 1.64%     |
|                                   | Yes Bank Limited                                 |          | Equity      | -                      | 0.00%     | 8,073.63    | 1.17%     |
| Financial And Insurance           | Activities Total                                 | •        |             | 82,555.96              | 23.24%    | 171,501.13  | 24.83%    |
|                                   | Bharat Petroleum Corporation Limited             |          | Equity      | 2,732.95               | 0.77%     | 6,769.88    | 0.98%     |
| Manufacture of coke               | Hindustan Petroleum Corporation Limited          |          | Equity      | -                      | 0.00%     | 1,661.37    | 0.24%     |
| and refined petroleum<br>products | Indian Oil Corporation Limited                   |          | Equity      | 1,926.45               | 0.54%     | 11,300.49   | 1.64%     |
| products                          | Reliance Industries Limited                      |          | Equity      | 32,241.95              | 9.08%     | 67,643.10   | 9.79%     |
| Manufacture of coke and           | d refined petroleum products Total               | •        |             | 36,901.34              | 10.39%    | 87,374.84   | 12.65%    |
| Mutual Funda                      | Kotak Mutual Fund                                |          | Equity      | 34,440.14              | 9.69%     | 71,984.91   | 10.42%    |
| Mutual Funds                      | Reliance Mutual Fund                             |          | Equity      | 6,564.79               | 1.85%     | 14,387.28   | 2.08%     |
| Mutual Funds Total                |  |          |             | 41,004.93              | 11.54%    | 86,372.20   | 12.50%    |
| Other Assets                      |  |          |             | 2,299.91               | 0.65%     | 5,653.57    | 0.82%     |
| Other Industries (less tha        | an 10%)  |          |             | 143,852.61             | 40.49%    | 259,506.23  | 37.57%    |
| Grand Total                       |  |          |             | 355,243.34             | 100.00%   | 690,814.83  | 100.00%   |



Unit Linked Enhancer - II fund ULIF01708/01/2010LIFENHN-II122

| OLIFOT708/01/2010EIFEN                |  | Maturity |             | As on March            | 31, 2020  | As on March            | 31, 2019  |
|---------------------------------------|--|----------|-------------|------------------------|-----------|------------------------|-----------|
| Industry Name                         | Name Of issuer                                   | Date     | Asset Class | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
| C                                     | HCL Technologies Limited                         |          | Equity      | 35,921.83              | 1.22%     | -                      | 0.00%     |
| Computer                              | Infosys Technologies Limited                     |          | Equity      | 193,637.42             | 6.58%     | 239,335.23             | 5.76%     |
| programming,<br>consultancy and       | Tata Consultancy Services Limited                |          | Equity      | 122,880.10             | 4.18%     | 141,130.34             | 3.40%     |
| related activities                    | Tech Mahindra Limited                            |          | Equity      | 37,453.63              | 1.27%     | 41,417.54              | 1.00%     |
| related activities                    | Wipro Limited                                    |          | Equity      | -                      | 0.00%     | 31,999.57              | 0.77%     |
| Computer programming                  | , consultancy and related activities Total       |          |             | 389,892.97             | 13.25%    | 453,882.67             | 10.92%    |
|                                       | Axis Bank Limited                                |          | Equity      | 25,377.46              | 0.86%     | 175,747.11             | 4.23%     |
|                                       | Bajaj Finance Limited                            |          | Equity      | 38,049.72              | 1.29%     | -                      | 0.00%     |
|                                       | Bajaj Financial Services                         |          | Equity      | 17,676.12              | 0.60%     | -                      | 0.00%     |
|                                       | Canara Bank                                      |          | Equity      | -                      | 0.00%     | 39,060.42              | 0.94%     |
|                                       | Cholamandalam Investment and Finance Company Ltd |          | Equity      | 7,335.27               | 0.25%     | -                      | 0.00%     |
|                                       | Federal Bank                                     |          | Equity      | -                      | 0.00%     | 37,288.44              | 0.90%     |
| Financial And                         | HDFC Bank Limited                                |          | Equity      | 135,702.71             | 4.61%     | 193,593.37             | 4.66%     |
| Financial And<br>Insurance Activities | Housing Development Finance Corporation Limited  |          | Equity      | 193,737.92             | 6.58%     | 132,963.16             | 3.20%     |
| insurance Activities                  | ICICI Bank Limited                               |          | Equity      | 116,347.01             | 3.95%     | 128,478.40             | 3.09%     |
|                                       | Indiabulls Housing Finance Ltd                   |          | Equity      | -                      | 0.00%     | 22,803.70              | 0.55%     |
|                                       | IndusInd Bank                                    |          | Equity      | 12,538.25              | 0.43%     | 44,133.32              | 1.06%     |
|                                       | Kotak Mahindra Bank Limited                      |          | Equity      | 78,158.30              | 2.66%     | 79,154.53              | 1.90%     |
|                                       | Mahindra N Mahindra Financial Services Ltd       |          | Equity      | 7,558.28               | 0.26%     | -                      | 0.00%     |
|                                       | State Bank of India                              |          | Equity      | 32,489.90              | 1.10%     | 60,132.61              | 1.45%     |
|                                       | Yes Bank Limited                                 |          | Equity      | -                      | 0.00%     | 46,742.52              | 1.12%     |
| Financial And Insurance               | Activities Total                                 |          |             | 664,970.92             | 22.60%    | 960,097.56             | 23.10%    |
| 8.6fb                                 | Bharat Petroleum Corporation Limited             |          | Equity      | 20,510.40              | 0.70%     | 37,432.91              | 0.90%     |
| Manufacture of coke                   | Hindustan Petroleum Corporation Limited          |          | Equity      | -                      | 0.00%     | 9,080.08               | 0.22%     |
| and refined petroleum<br>products     | Indian Oil Corporation Limited                   |          | Equity      | 15,584.45              | 0.53%     | 63,774.83              | 1.53%     |
| products                              | Reliance Industries Limited                      |          | Equity      | 258,649.50             | 8.79%     | 383,404.52             | 9.22%     |
| Manufacture of coke and               | d refined petroleum products Total               | •        |             | 294,744.36             | 10.02%    | 493,692.34             | 11.88%    |
| Mutual Funds                          | Kotak Mutual Fund                                |          | Equity      | 255,664.55             | 8.69%     | 406,143.92             | 9.77%     |
| wiutuai runus                         | Reliance Mutual Fund                             |          | Equity      | 49,288.47              | 1.67%     | 80,891.83              | 1.95%     |
| Mutual Funds Total                    |  |          |             | 304,953.02             | 10.36%    | 487,035.75             | 11.72%    |
| Other Assets                          |  | <u> </u> |             | 141,659.23             | 4.81%     | 333,434.81             | 8.02%     |
| Other Industries (less tha            | an 10%)  |          |             | 1,146,579.86           | 38.96%    | 1,428,677.32           | 34.37%    |
| Grand Total                           |  | •        |             | 2,942,800.36           | 100.00%   | 4,156,820.45           | 100.00%   |



Unit Linked Growth Fund

ULIF00527/01/2004LIFEGROWTH122

| JLIF00527/01/2004LIFEGE               |  | Madernite        |                 | As on March                 | 31, 2020  | As on March            | 31, 2019  |
|---------------------------------------|--|------------------|-----------------|-----------------------------|-----------|------------------------|-----------|
| Industry Name                         | Name Of issuer                                   | Maturity<br>Date | Asset Class     | Market Value<br>('000)      | % to Fund | Market Value<br>('000) | % to Fund |
| Computer                              | HCL Technologies Limited                         |                  | Equity          | 65,165.87                   | 1.03%     | -                      | 0.00%     |
| programming,                          | Infosys Technologies Limited                     |                  | Equity          | 340,682.05                  | 5.40%     | -                      | 0.00%     |
| consultancy and                       | Tata Consultancy Services Limited                |                  | Equity          | 227,393.28                  | 3.61%     | -                      | 0.00%     |
| related activities                    | Tech Mahindra Limited                            |                  | Equity          | 58,426.89                   | 0.93%     | -                      | 0.00%     |
| Computer programming                  | , consultancy and related activities Total       |                  |                 | 691,668.08                  | 10.97%    | -                      | 0.00%     |
|                                       | REC Limited                                      | 13-Dec-22        | Corporate Bonds | 93,031.48                   | 1.48%     | -                      | 0.00%     |
|                                       | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds | 68,594.26                   | 1.09%     | -                      | 0.00%     |
|                                       | L N T Infra Debt Fund Limited                    | 16-Jan-23        | Corporate Bonds | -                           | 0.00%     | 7,592.15               | 0.08%     |
|                                       | L N T Infra Debt Fund Limited                    | 13-Oct-26        | Corporate Bonds | -                           | 0.00%     | 12,537.78              | 0.13%     |
|                                       | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds | 68,372.93                   | 1.08%     | -                      | 0.00%     |
|                                       | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds | 103,584.20                  | 1.64%     | 101,259.80             | 1.05%     |
|                                       | Power Finance Corporation Limited                | 25-Mar-28        | Corporate Bonds | -                           | 0.00%     | 4,177.83               | 0.04%     |
|                                       | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds | 10,546.82                   | 0.17%     | 10,096.98              | 0.11%     |
|                                       | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds | 17,500.00                   | 0.28%     | 64,773.03              | 0.67%     |
|                                       | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds | 3,750.00                    | 0.06%     | 15,189.14              | 0.16%     |
|                                       | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds | 42,721.83                   | 0.68%     | 43,483.11              | 0.45%     |
|                                       | Axis Bank Limited                                |                  | Equity          | 43,012.33                   | 0.68%     | 299,857.61             | 3.12%     |
| Financial And                         | Bajaj Finance Limited                            |                  | Equity          | 80,480.07                   | 1.28%     | -                      | 0.00%     |
| Financial And<br>Insurance Activities | Bajaj Financial Services                         |                  | Equity          | 31,298.21                   | 0.50%     | -                      | 0.00%     |
| insurance Activities                  | Canara Bank                                      |                  | Equity          | -                           | 0.00%     | 72,226.96              | 0.75%     |
|                                       | Cholamandalam Investment and Finance Company Ltd |                  | Equity          | 14,357.81                   | 0.23%     | -                      | 0.00%     |
|                                       | Federal Bank                                     |                  | Equity          | -                           | 0.00%     | 78,947.41              | 0.82%     |
|                                       | HDFC Bank Limited                                |                  | Equity          | 278,151.51                  | 4.41%     | 319,451.66             | 3.32%     |
|                                       | HDFC Life Insurance Company Limited              |                  | Equity          | 22,996.10                   | 0.36%     | -                      | 0.00%     |
|                                       | Housing Development Finance Corporation Limited  |                  | Equity          | 367,829.65                  | 5.83%     | 437,721.09             | 4.55%     |
|                                       | ICICI Bank Limited                               |                  | Equity          | 185,955.20                  | 2.95%     | 206,649.59             | 2.15%     |
|                                       | Indiabulls Housing Finance Ltd                   |                  | Equity          | -                           | 0.00%     | 39,973.85              | 0.42%     |
|                                       | IndusInd Bank                                    |                  | Equity          | 21,129.99                   | 0.34%     | 91,013.18              | 0.95%     |
|                                       | Kotak Mahindra Bank Limited                      |                  | Equity          | 141,397.76                  | 2.24%     | 188,769.03             | 1.96%     |
|                                       | Mahindra N Mahindra Financial Services Ltd       |                  | Equity          | 11,085.48                   | 0.18%     | -                      | 0.00%     |
|                                       | State Bank of India                              |                  | Equity          | 53,689.46                   | 0.85%     | 86,946.99              | 0.90%     |
|                                       | Yes Bank Limited                                 |                  | Equity          | -                           | 0.00%     | 94,244.03              | 0.98%     |
| Financial And Insurance               | Activities Total                                 |                  |                 | 1,659,485.10                | 26.32%    | 2,174,911.21           | 22.62%    |
|                                       | Reliance Industries Limited                      | 11-Dec-28        | Corporate Bonds | 120,572.21                  | 1.91%     | -                      | 0.00%     |
| Manufacture of coke                   | Bharat Petroleum Corporation Limited             |                  | Equity          | 33,967.88                   | 0.54%     | -                      | 0.00%     |
| and refined petroleum                 | Indian Oil Corporation Limited                   |                  | Equity          | 28,664.05                   | 0.45%     | -                      | 0.00%     |
| products                              | Reliance Industries Limited                      |                  | Equity          | 500,386.71                  | 7.94%     | -                      | 0.00%     |
| Manufacture of coke an                | d refined petroleum products Total               |                  | •               | 683,590.85                  | 10.84%    | -                      | 0.00%     |
| **                                    | Kotak Mutual Fund                                |                  | Mutual Fund     | 345,360.54                  | 5.48%     | 643,969.80             | 6.70%     |
| Mutual Funds                          | Reliance Mutual Fund                             |                  | Mutual Fund     | -                           | 0.00%     | 344,278.25             | 3.58%     |
| Mutual Funds Total                    | •  |                  |                 | 345,360.54 5.48% 988,248.06 |           |                        |           |
| Other Assets                          |  |                  |                 | 272,203.60                  | 4.32%     | 1,780,200.50           | 18.52%    |
| Other Industries (less th             | an 10%)  |                  |                 | 2,652,400.84                | 42.07%    | 4,669,798.57           | 48.58%    |
| Grand Total                           | ·  |                  |                 | 6,304,709.01                | 100.00%   | 9,613,158.33           | 100.00%   |



Unit Linked Growth - II fund ULIF01808/01/2010LIGROWT-II122

| ULIFU1808/01/2010LIGRO    |  | Maturity  |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|---------------------------|--|-----------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name             | Name Of issuer                                   | Date      | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
| Computer                  | HCL Technologies Limited                         |           | Equity          | 11,532.31              | 1.01%     | -                      | 0.00%     |
| programming,              | Infosys Technologies Limited                     |           | Equity          | 58,950.64              | 5.16%     | -                      | 0.00%     |
| consultancy and           | Tata Consultancy Services Limited                |           | Equity          | 40,696.46              | 3.56%     | -                      | 0.00%     |
| related activities        | Tech Mahindra Limited                            |           | Equity          | 10,482.67              | 0.92%     | -                      | 0.00%     |
| Computer programming      | , consultancy and related activities Total       |           |                 | 121,662.09             | 10.65%    | -                      | 0.00%     |
|                           | REC Limited                                      | 13-Dec-22 | Corporate Bonds | 16,357.18              | 1.43%     | -                      | 0.00%     |
|                           | Power Finance Corporation Limited                | 19-Nov-24 | Corporate Bonds | 12,471.68              | 1.09%     | -                      | 0.00%     |
|                           | LIC Housing Finance Limited                      | 31-May-24 | Corporate Bonds | 14,956.58              | 1.31%     | -                      | 0.00%     |
|                           | Indiabulls Housing Finance Ltd                   | 22-Feb-28 | Corporate Bonds | 15,537.63              | 1.36%     | 15,188.97              | 0.92%     |
|                           | Indiabulls Housing Finance Ltd                   | 25-Sep-26 | Corporate Bonds | 1,304.76               | 0.11%     | 1,249.11               | 0.08%     |
|                           | Reliance Capital Limited                         | 9-Sep-26  | Corporate Bonds | 3,000.00               | 0.26%     | 11,103.95              | 0.67%     |
|                           | Dewan Housing Finance Corporation Limited        | 9-Sep-23  | Corporate Bonds | 500.00                 | 0.04%     | 2,025.22               | 0.12%     |
|                           | Shriram Transport Finance Company Limited        | 12-Jul-21 | Corporate Bonds | 6,954.72               | 0.61%     | 7,078.65               | 0.43%     |
|                           | Axis Bank Limited                                |           | Equity          | 8,410.77               | 0.74%     | 52,217.99              | 3.15%     |
|                           | Bajaj Finance Limited                            |           | Equity          | 14,533.43              | 1.27%     | -                      | 0.00%     |
|                           | Bajaj Financial Services                         |           | Equity          | 5,275.29               | 0.46%     | -                      | 0.00%     |
| Financial And             | Canara Bank                                      |           | Equity          | -                      | 0.00%     | 11,376.43              | 0.69%     |
| Insurance Activities      | Cholamandalam Investment and Finance Company Ltd |           | Equity          | 2,638.65               | 0.23%     | -                      | 0.00%     |
|                           | Federal Bank                                     |           | Equity          | -                      | 0.00%     | 13,274.61              | 0.80%     |
|                           | HDFC Bank Limited                                |           | Equity          | 52,974.10              | 4.64%     | 50,635.50              | 3.05%     |
|                           | HDFC Life Insurance Company Limited              |           | Equity          | 4,223.72               | 0.37%     | -                      | 0.00%     |
|                           | Housing Development Finance Corporation Limited  |           | Equity          | 63,156.88              | 5.53%     | 73,732.61              | 4.45%     |
|                           | ICICI Bank Limited                               |           | Equity          | 34,154.65              | 2.99%     | 36,278.09              | 2.19%     |
|                           | Indiabulls Housing Finance Ltd                   |           | Equity          | -                      | 0.00%     | 6,959.55               | 0.42%     |
|                           | IndusInd Bank                                    |           | Equity          | 3,884.68               | 0.34%     | 15,267.06              | 0.92%     |
|                           | Kotak Mahindra Bank Limited                      |           | Equity          | 25,974.14              | 2.27%     | 29,819.40              | 1.80%     |
|                           | Mahindra N Mahindra Financial Services Ltd       |           | Equity          | 2,052.12               | 0.18%     | -                      | 0.00%     |
|                           | State Bank of India                              |           | Equity          | 9,876.16               | 0.86%     | 15,520.45              | 0.94%     |
|                           | Yes Bank Limited                                 |           | Equity          | -                      | 0.00%     | 15,891.15              | 0.96%     |
| Financial And Insurance   | Activities Total                                 |           |                 | 298,237.13             | 26.10%    | 357,618.73             | 21.58%    |
| Manufacture of a !        | Reliance Industries Limited                      | 11-Dec-28 | Corporate Bonds | 21,922.22              | 1.92%     | -                      | 0.00%     |
| Manufacture of coke       | Bharat Petroleum Corporation Limited             |           | Equity          | 5,762.83               | 0.50%     | -                      | 0.00%     |
| and refined petroleum     | Indian Oil Corporation Limited                   |           | Equity          | 5,099.04               | 0.45%     | -                      | 0.00%     |
| products                  | Reliance Industries Limited                      |           | Equity          | 84,524.72              | 7.40%     | -                      | 0.00%     |
| Manufacture of coke and   | d refined petroleum products Total               | •         | •               | 117,308.80             | 10.27%    | -                      | 0.00%     |
| Other Assets              |  |           |                 | 85,145.46              | 7.45%     | 366,834.90             | 22.13%    |
| Other Industries (less th | an 10%)  |           |                 | 520,186.88             | 45.53%    | 933,018.11             | 56.29%    |
| Grand Total               |  |           |                 | 1,142,540.36           | 100.00%   | 1,657,471.74           | 100.00%   |



Unit Linked Infrastructure fund ULIF01908/01/2010LIFEINFRAF122

|                                |   | Maturitu | Maturity    | As on March 31, 2020   |           | As on March 31, 2019   |           |
|--------------------------------|---|----------|-------------|------------------------|-----------|------------------------|-----------|
| Industry Name                  | Name Of issuer                                | Date     | Asset Class | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                                | Ashoka Buildcon Limited                       |          | Equity      | 1,054.05               | 0.60%     | 6,326.85               | 1.89%     |
|                                | Engineers India Limited                       |          | Equity      | -                      | 0.00%     | 1,579.09               | 0.47%     |
| Civil engineering              | KNR Construction                              |          | Equity      | 981.52                 | 0.56%     | -                      | 0.00%     |
| Civil engineering              | Larsen N Toubro Limited                       |          | Equity      | 15,785.96              | 8.98%     | 29,472.26              | 8.83%     |
|                                | PNC Infratech Limited                         |          | Equity      | -                      | 0.00%     | 5,262.27               | 1.58%     |
|                                | Sadbhav Engineering Limited                   |          | Equity      | -                      | 0.00%     | 10,585.71              | 3.17%     |
| Civil engineering Total        |   |          |             | 17,821.53              | 10.14%    | 53,226.18              | 15.94%    |
| Electricity, gas, steam        | NTPC Limited                                  |          | Equity      | 11,484.63              | 6.53%     | 28,206.18              | 8.45%     |
| and air conditioning           | Power Grid Corporation of India Limited       |          | Equity      | -                      | 0.00%     | 17,856.32              | 5.35%     |
| supply                         | Tata Power Company Limited                    |          | Equity      | 7,751.98               | 4.41%     | 14,676.98              | 4.40%     |
| Electricity, gas, steam an     | nd air conditioning supply Total              |          |             | 19,236.60              | 10.94%    | 60,739.47              | 18.19%    |
|                                | Axis Bank Limited                             |          | Equity      | -                      | 0.00%     | 8,297.92               | 2.49%     |
|                                | Canara Bank                                   |          | Equity      | -                      | 0.00%     | 5,098.33               | 1.53%     |
| Financial and                  | HDFC Bank Limited                             |          | Equity      | 7,094.30               | 4.04%     | 11,793.93              | 3.53%     |
| insurance activities           | IndusInd Bank                                 |          | Equity      | -                      | 0.00%     | 3,994.32               | 1.20%     |
|                                | Kotak Mahindra Bank Limited                   |          | Equity      | -                      | 0.00%     | 7,838.85               | 2.35%     |
|                                | Yes Bank Limited                              |          | Equity      | -                      | 0.00%     | 10,041.43              | 3.01%     |
| Financial and insurance a      | activities Total                              |          |             | 7,094.30               | 4.04%     | 47,064.78              | 14.10%    |
| Manufacture of coke            | Indian Oil Corporation Limited                |          | Equity      | 4,931.33               | 2.81%     | -                      | 0.00%     |
| and refined petroleum products | Reliance Industries Limited                   |          | Equity      | 16,529.16              | 9.40%     | -                      | 0.00%     |
| Manufacture of coke and        | d refined petroleum products Total            | •        |             | 21,460.50              | 12.21%    | -                      | 0.00%     |
|                                | Ambuja Cement Limited                         |          | Equity      | 2,668.70               | 1.52%     | -                      | 0.00%     |
| Manufacture of other           | Associated Cement Companies Limited           |          | Equity      | 6,313.65               | 3.59%     | -                      | 0.00%     |
| non-metallic mineral           | Carborundum Universal Limited                 |          | Equity      | 3,726.27               | 2.12%     | -                      | 0.00%     |
| products                       | JK Cement Limited                             |          | Equity      | 1,162.89               | 0.66%     | -                      | 0.00%     |
|                                | Ultratech Cement Limited                      |          | Equity      | 4,344.85               | 2.47%     | -                      | 0.00%     |
| Manufacture of other no        | on-metallic mineral products Total            | •        |             | 18,216.36              | 10.36%    | -                      | 0.00%     |
|                                | Bharti Airtel Limited                         |          | Equity      | 15,211.93              | 8.65%     | 30,878.37              | 9.25%     |
| Telecommunications             | Tata Communications Limited                   |          | Equity      | -                      | 0.00%     | 4,101.75               | 1.23%     |
| Telecommunications Tot         | tal   | <u> </u> | . ,         | 15,211.93              | 8.65%     | 34,980.12              | 10.48%    |
| Warehousing and                | Adani Ports and Special Economic Zone Limited |          | Equity      | 8,442.67               | 4.80%     | 22,160.72              | 6.64%     |
| support activities for         | Container Corporation of India Limited        |          | Equity      | 6,558.05               | 3.73%     | 17,245.60              | 5.17%     |
| transportation                 | Gujarat Pipavav Port Limited                  |          | Equity      | 4,412.41               | 2.51%     | 4,207.95               | 1.26%     |
| Warehousing and suppo          | rt activities for transportation Total        |          |             | 19,413.13              | 11.05%    | 43,614.28              | 13.06%    |
| Other Assets                   | ·   |          |             | 8,697.77               | 4.95%     | 13,180.14              | 3.95%     |
| Other Industries (less tha     | an 10%)                                       |          |             | 48,609.58              | 27.66%    | 81,066.69              | 24.28%    |
| Grand Total                    | •   |          |             | 175,761.70             | 100.00%   | 333,871.65             | 100.00%   |

Unit Linked Index fund

ULIF01002/01/2008LIFEINDEXF122

| ULIF01002/01/2008LIFEIN               |   |                  |             | As on March            | 31, 2020  | As on March   | 31, 2019  |
|---------------------------------------|---|------------------|-------------|------------------------|-----------|---|-----------|
| Industry Name                         | Name Of issuer                                  | Maturity<br>Date | Asset Class | Market Value<br>('000) | % to Fund | (1000) 4,310.65 20% 4,310.65 21% 41,388.56 22% 41,388.56 24% 26,327.70 27% 27,752.79 28% 5,683.06 28% 23,636.95 28% 4,924.70 29% 1,393.34 29% 38,169.09 38% 26,258.42 29% 4,062.10 20% 7,064.82 25% 18,297.33 20% 10,722.35 20% 8,621.36 20% 6,511.47 21% 10,944.99 21% 65,322.85 27% 82,779.31 20% 69,798.52 24% 13,679.46 25% 83,477.98 | % to Fund |
| Communitaria                          | HCL Technologies Limited                        |                  | Equity      | 5,048.71               | 1.39%     | 4,310.65  | 0.65%     |
| Computer programming,                 | Infosys Technologies Limited                    |                  | Equity      | 24,094.10              | 6.62%     | 41,388.56   | 6.20%     |
| consultancy and                       | Tata Consultancy Services Limited               |                  | Equity      | 15,425.07              | 4.24%     | 26,327.70   | 3.94%     |
| related activities                    | Tech Mahindra Limited                           |                  | Equity      | 4,728.15               | 1.30%     | 7,752.79  | 1.16%     |
| related activities                    | Wipro Limited                                   |                  | Equity      | 637.70                 | 0.18%     | 5,683.06  | 0.85%     |
| Computer programming                  | , consultancy and related activities Total      |                  |             | 49,933.72              | 13.73%    | 85,462.76   | 12.79%    |
|                                       | Axis Bank Limited                               |                  | Equity      | 2,871.30               | 0.79%     | 23,636.95   | 3.54%     |
|                                       | Bajaj Finance Limited                           |                  | Equity      | 4,830.44               | 1.33%     | 4,924.70  | 0.74%     |
|                                       | Bajaj Financial Services                        |                  | Equity      | 2,079.81               | 0.57%     | 1,393.34  | 0.21%     |
|                                       | HDFC Bank Limited                               |                  | Equity      | 19,731.48              | 5.42%     | 38,169.09   | 5.71%     |
| Financial And                         | Housing Development Finance Corporation Limited |                  | Equity      | 24,669.61              | 6.78%     | 26,258.42   | 3.93%     |
| Financial And<br>Insurance Activities | ICICI Bank Limited                              |                  | Equity      | 14,668.14              | 4.03%     | 22,105.60   | 3.31%     |
| ilisurance Activities                 | Indiabulls Housing Finance Ltd                  |                  | Equity      | -                      | 0.00%     | 4,062.10  | 0.61%     |
|                                       | IndusInd Bank                                   |                  | Equity      | 1,161.40               | 0.32%     | 7,064.82  | 1.06%     |
|                                       | Kotak Mahindra Bank Limited                     |                  | Equity      | 8,531.90               | 2.35%     | 18,297.33   | 2.74%     |
|                                       | State Bank of India                             |                  | Equity      | 3,630.11               | 1.00%     | 10,722.35   | 1.60%     |
|                                       | Yes Bank Limited                                |                  | Equity      | -                      | 0.00%     | 8,621.36  | 1.29%     |
| Financial And Insurance               | Activities Total                                |                  |             | 82,174.19              | 22.59%    | 165,256.06  | 24.74%    |
| Manufacture of coke                   | Bharat Petroleum Corporation Limited            |                  | Equity      | 2,505.73               | 0.69%     | 6,511.47  | 0.97%     |
| and refined petroleum                 | Indian Oil Corporation Limited                  |                  | Equity      | 1,962.87               | 0.54%     | 10,944.99   | 1.64%     |
| products                              | Reliance Industries Limited                     |                  | Equity      | 33,621.89              | 9.24%     | 65,322.85   | 9.78%     |
| Manufacture of coke an                | d refined petroleum products Total              |                  |             | 38,090.48              | 10.47%    | 82,779.31   | 12.39%    |
| Mutual Funds                          | Kotak Mutual Fund                               |                  | Equity      | 37,550.78              | 10.32%    | 69,798.52   | 10.45%    |
| iviutuai runus                        | Reliance Mutual Fund                            |                  | Equity      | 7,422.85               | 2.04%     | 13,679.46   | 2.05%     |
| Mutual Funds Total                    |   |                  | 44,973.62   | 12.36%                 | 83,477.98 | 12.50%  |           |
| Other Assets                          |   |                  |             | 12,142.82              | 3.34%     | (2,846.73)  | -0.43%    |
| Other Industries (less th             | an 10%)   |                  |             | 136,461.46             | 37.51%    | 253,949.13  | 38.01%    |
| Grand Total                           |   |                  |             | 363,776.30             | 100.00%   | 668,078.51  | 100.00%   |



Unit Linked Index - II fund ULIF02008/01/2010LIFINDX-II122

|                              |   | Maturity |             | As on March            | 31, 2020  | As on March 31, 2019   |           |
|------------------------------|---|----------|-------------|------------------------|-----------|------------------------|-----------|
| Industry Name                | Name Of issuer                                  | Date     | Asset Class | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
| C                            | HCL Technologies Limited                        |          | Equity      | 8,000.96               | 1.46%     | 5,758.05               | 0.63%     |
| Computer                     | Infosys Technologies Limited                    |          | Equity      | 36,541.12              | 6.69%     | 55,467.41              | 6.05%     |
| programming, consultancy and | Tata Consultancy Services Limited               |          | Equity      | 23,865.30              | 4.37%     | 35,231.04              | 3.84%     |
| related activities           | Tech Mahindra Limited                           |          | Equity      | 7,180.72               | 1.31%     | 10,357.49              | 1.13%     |
| related activities           | Wipro Limited                                   |          | Equity      | 967.37                 | 0.18%     | 7,598.39               | 0.83%     |
| Computer programming,        | , consultancy and related activities Total      |          |             | 76,555.47              | 14.01%    | 114,412.38             | 12.49%    |
|                              | Axis Bank Limited                               |          | Equity      | 4,371.77               | 0.80%     | 31,769.32              | 3.47%     |
|                              | Bajaj Finance Limited                           |          | Equity      | 7,336.51               | 1.34%     | 6,597.53               | 0.72%     |
|                              | Bajaj Financial Services                        |          | Equity      | 3,245.98               | 0.59%     | 1,871.86               | 0.20%     |
|                              | HDFC Bank Limited                               |          | Equity      | 30,037.22              | 5.50%     | 51,187.40              | 5.59%     |
| Pinancial And                | Housing Development Finance Corporation Limited |          | Equity      | 37,432.29              | 6.85%     | 35,190.34              | 3.84%     |
| Financial And                | ICICI Bank Limited                              |          | Equity      | 22,795.56              | 4.17%     | 29,660.63              | 3.24%     |
| Insurance Activities         | Indiabulls Housing Finance Ltd                  |          | Equity      | -                      | 0.00%     | 5,450.75               | 0.59%     |
|                              | IndusInd Bank                                   |          | Equity      | 1,804.63               | 0.33%     | 9,499.86               | 1.04%     |
|                              | Kotak Mahindra Bank Limited                     |          | Equity      | 13,103.07              | 2.40%     | 24,577.49              | 2.68%     |
|                              | State Bank of India                             |          | Equity      | 5,731.88               | 1.05%     | 14,372.17              | 1.57%     |
|                              | Yes Bank Limited                                |          | Equity      | -                      | 0.00%     | 11,556.13              | 1.26%     |
| Financial And Insurance      | Activities Total                                |          |             | 125,858.89             | 23.04%    | 221,733.45             | 24.20%    |
| Manufacture of coke          | Bharat Petroleum Corporation Limited            |          | Equity      | 3,845.58               | 0.70%     | 8,750.08               | 0.95%     |
| and refined petroleum        | Indian Oil Corporation Limited                  |          | Equity      | 2,991.00               | 0.55%     | 14,711.87              | 1.61%     |
| products                     | Reliance Industries Limited                     |          | Equity      | 50,771.41              | 9.29%     | 87,815.11              | 9.58%     |
| Manufacture of coke and      | d refined petroleum products Total              |          |             | 57,607.99              | 10.54%    | 111,277.06             | 12.14%    |
| Mutual Funds                 | Kotak Mutual Fund                               |          | Equity      | 57,030.46              | 10.44%    | 93,534.85              | 10.21%    |
| iviutuai Funds               | Reliance Mutual Fund                            |          | Equity      | 11,316.19              | 2.07%     | 18,253.83              | 1.99%     |
| Mutual Funds Total           |   |          |             | 68,346.65              | 12.51%    | 111,788.68             | 12.20%    |
| Other Assets                 |   |          |             | 9,593.26               | 1.76%     | 18,158.75              | 1.98%     |
| Other Industries (less tha   | an 10%)   |          |             | 208,410.85             | 38.14%    | 338,918.17             | 36.99%    |
| Grand Total                  |   |          |             | 546,373.12             | 100.00%   | 916,288.48             | 100.00%   |

Unit Linked Protector Fund

ULIF00911/07/2006LIFPROTECT122

|                          |  | No. and the second second |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|--------------------------|--|---------------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name            | Name Of issuer                                   | Maturity<br>Date          | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                          | REC Limited                                      | 13-Dec-22                 | Corporate Bonds | 3,066.97               | 1.24%     | -                      | 0.00%     |
|                          | Power Finance Corporation Limited                | 19-Nov-24                 | Corporate Bonds | 11,432.38              | 4.64%     | -                      | 0.00%     |
|                          | L N T Infra Debt Fund Limited                    | 13-Oct-26                 | Corporate Bonds | -                      | 0.00%     | 7,522.67               | 2.49%     |
|                          | LIC Housing Finance Limited                      | 31-May-24                 | Corporate Bonds | 9,614.94               | 3.90%     | -                      | 0.00%     |
|                          | LIC Housing Finance Limited                      | 22-May-23                 | Corporate Bonds | 4,245.50               | 1.72%     | 4,083.55               | 1.35%     |
|                          | Indiabulls Housing Finance Ltd                   | 22-Feb-28                 | Corporate Bonds | 13,465.95              | 5.47%     | 13,163.77              | 4.36%     |
|                          | Indiabulls Housing Finance Ltd                   | 25-Sep-26                 | Corporate Bonds | 1,304.76               | 0.53%     | 1,249.11               | 0.41%     |
|                          | Reliance Capital Limited                         | 9-Sep-26                  | Corporate Bonds | 2,000.00               | 0.81%     | 7,402.63               | 2.45%     |
|                          | Dewan Housing Finance Corporation Limited        | 9-Sep-23                  | Corporate Bonds | 2,000.00               | 0.81%     | 8,100.87               | 2.68%     |
|                          | Shriram Transport Finance Company Limited        | 12-Jul-21                 | Corporate Bonds | -                      | 0.00%     | 5,056.18               | 1.67%     |
|                          | Indian Railway Finance Corporation Limited       | 31-May-21                 | Corporate Bonds | -                      | 0.00%     | 2,083.37               | 0.69%     |
|                          | Yes Bank Limited                                 | 28-Mar-22                 | Corporate Bonds | 15,000.00              | 6.09%     | 20,896.74              | 6.92%     |
|                          | Axis Bank Limited                                |                           | Equity          | 838.35                 | 0.34%     | 2,443.67               | 0.81%     |
| Financial And            | Bajaj Finance Limited                            |                           | Equity          | 649.23                 | 0.26%     | -                      | 0.00%     |
| Insurance Activities     | Bajaj Financial Services                         |                           | Equity          | 252.52                 | 0.10%     | -                      | 0.00%     |
|                          | Canara Bank                                      |                           | Equity          | -                      | 0.00%     | 469.87                 | 0.16%     |
|                          | Cholamandalam Investment and Finance Company Ltd |                           | Equity          | 88.50                  | 0.04%     | -                      | 0.00%     |
|                          | Federal Bank                                     |                           | Equity          | -                      | 0.00%     | 560.86                 | 0.19%     |
|                          | HDFC Bank Limited                                |                           | Equity          | 3,818.22               | 1.55%     | 3,833.14               | 1.27%     |
|                          | HDFC Life Insurance Company Limited              |                           | Equity          | 143.88                 | 0.06%     | -                      | 0.00%     |
|                          | Housing Development Finance Corporation Limited  |                           | Equity          | 2,906.92               | 1.18%     | 3,096.06               | 1.03%     |
|                          | ICICI Bank Limited                               |                           | Equity          | 2,401.58               | 0.97%     | 2,358.14               | 0.78%     |
|                          | Indiabulls Housing Finance Ltd                   |                           | Equity          | -                      | 0.00%     | 250.61                 | 0.08%     |
|                          | IndusInd Bank                                    |                           | Equity          | 224.83                 | 0.09%     | 841.94                 | 0.28%     |
|                          | Kotak Mahindra Bank Limited                      |                           | Equity          | 1,725.04               | 0.70%     | 1,716.17               | 0.57%     |
|                          | Mahindra N Mahindra Financial Services Ltd       |                           | Equity          | 83.02                  | 0.03%     | -                      | 0.00%     |
|                          | State Bank of India                              |                           | Equity          | 694.09                 | 0.28%     | 1,088.30               | 0.36%     |
|                          | Yes Bank Limited                                 |                           | Equity          | -                      | 0.00%     | 850.88                 | 0.28%     |
| Financial And Insurance  | e Activities Total                               |                           |                 | 75,956.67              | 30.83%    | 87,068.54              | 28.84%    |
| Other Assets             |  |                           |                 | 111,092.49             | 45.09%    | 148,234.61             | 49.10%    |
| Other Industries (less t | han 10%)   |                           |                 | 59,333.32              | 24.08%    | 66,615.87              | 22.06%    |
| Grand Total              |  |                           |                 | 246,382.48             | 100.00%   | 301,919.01             | 100.00%   |



Unit Linked Liquid fund

ULIF02903/05/2010LIFELIQUID122

|                            |                | Maturity | Asset Class | As on March 31, 2020   |           | As on March 31, 2019   |           |
|----------------------------|----------------|----------|-------------|------------------------|-----------|------------------------|-----------|
| Industry Name              | Name Of issuer | Date     |             | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
| Other Assets               | Other Assets   |          |             |                        | 100.00%   | 0.12                   | 100.00%   |
| Other Industries (less tha | an 10%)        |          |             | -                      | 0.00%     | -                      | 0.00%     |
| Grand Total                |                |          |             | 0.12                   | 100.00%   | 0.12                   | 100.00%   |

Unit Linked Protector - II fund

| JLIF02108/01/2010LIPRO    | 711-1122   |                  |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|---------------------------|--|------------------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name             | Name Of issuer                                   | Maturity<br>Date | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                           | REC Limited                                      | 13-Dec-22        | Corporate Bonds | 17,379.51              | 2.96%     | 1                      | 0.00%     |
|                           | Power Finance Corporation Limited                | 19-Nov-24        | Corporate Bonds | 23,904.06              | 4.06%     | ı                      | 0.00%     |
|                           | L N T Infra Debt Fund Limited                    | 16-Jan-23        | Corporate Bonds | -                      | 0.00%     | 10,122.87              | 1.80%     |
|                           | L N T Infra Debt Fund Limited                    | 13-Oct-26        | Corporate Bonds | -                      | 0.00%     | 10,030.22              | 1.78%     |
|                           | LIC Housing Finance Limited                      | 31-May-24        | Corporate Bonds | 21,366.54              | 3.63%     | •                      | 0.00%     |
|                           | LIC Housing Finance Limited                      | 22-May-23        | Corporate Bonds | 5,306.87               | 0.90%     | 5,104.44               | 0.91%     |
|                           | Indiabulls Housing Finance Ltd                   | 22-Feb-28        | Corporate Bonds | 19,681.00              | 3.35%     | 19,239.36              | 3.42%     |
|                           | Power Finance Corporation Limited                | 14-May-20        | Corporate Bonds | 2,005.86               | 0.34%     | 2,025.68               | 0.36%     |
|                           | Indiabulls Housing Finance Ltd                   | 25-Sep-26        | Corporate Bonds | 1,522.22               | 0.26%     | 1,457.30               | 0.26%     |
|                           | Reliance Capital Limited                         | 9-Sep-26         | Corporate Bonds | 3,750.00               | 0.64%     | 13,879.94              | 2.46%     |
|                           | Dewan Housing Finance Corporation Limited        | 9-Sep-23         | Corporate Bonds | 4,500.00               | 0.77%     | 18,226.96              | 3.24%     |
|                           | Shriram Transport Finance Company Limited        | 12-Jul-21        | Corporate Bonds | 2,980.59               | 0.51%     | 8,089.88               | 1.44%     |
|                           | Axis Bank Limited                                |                  | Equity          | 2,127.71               | 0.36%     | 4,157.51               | 0.74%     |
| Financial And             | Bajaj Finance Limited                            |                  | Equity          | 1,650.77               | 0.28%     | -                      | 0.00%     |
| Insurance Activities      | Bajaj Financial Services                         |                  | Equity          | 670.32                 | 0.11%     | -                      | 0.00%     |
|                           | Canara Bank                                      |                  | Equity          | -                      | 0.00%     | 760.88                 | 0.14%     |
|                           | Cholamandalam Investment and Finance Company Ltd |                  | Equity          | 196.11                 | 0.03%     | -                      | 0.00%     |
|                           | Federal Bank                                     |                  | Equity          | -                      | 0.00%     | 945.40                 | 0.17%     |
|                           | HDFC Bank Limited                                |                  | Equity          | 9,355.06               | 1.59%     | 6,437.27               | 1.14%     |
|                           | HDFC Life Insurance Company Limited              |                  | Equity          | 314.24                 | 0.05%     | -                      | 0.00%     |
|                           | Housing Development Finance Corporation Limited  |                  | Equity          | 7,833.98               | 1.33%     | 5,225.70               | 0.93%     |
|                           | ICICI Bank Limited                               |                  | Equity          | 5,645.23               | 0.96%     | 4,021.42               | 0.71%     |
|                           | Indiabulls Housing Finance Ltd                   |                  | Equity          | -                      | 0.00%     | 429.98                 | 0.08%     |
|                           | IndusInd Bank                                    |                  | Equity          | 539.60                 | 0.09%     | 1,418.66               | 0.25%     |
|                           | Kotak Mahindra Bank Limited                      |                  | Equity          | 4,209.57               | 0.72%     | 2,814.46               | 0.50%     |
|                           | Mahindra N Mahindra Financial Services Ltd       |                  | Equity          | 137.48                 | 0.02%     | -                      | 0.00%     |
|                           | State Bank of India                              |                  | Equity          | 1,953.15               | 0.33%     | 1,859.39               | 0.33%     |
|                           | Yes Bank Limited                                 |                  | Equity          | -                      | 0.00%     | 1,435.20               | 0.25%     |
| Financial And Insurance   | Activities Total                                 |                  |                 | 137,029.86             | 23.30%    | 117,682.51             | 20.90%    |
| Other Assets              |  |                  |                 | 320,717.68             | 54.54%    | 349,522.60             | 62.06%    |
| Other Industries (less tl | han 10%)   |                  |                 | 130,317.59             | 22.16%    | 95,978.11              | 17.04%    |
| Grand Total               |  |                  |                 | 588,065.12             | 100.00%   | 563,183.22             | 100.00%   |

Unit Linked PSU fund

ULIF02208/01/2010LIFEPSUFND122

|  |  | Maturity |             | As on March            | 31, 2020  | As on March  | 31, 2019  |
|--|--|----------|-------------|------------------------|-----------|--|-----------|
| Industry Name                                | Name Of issuer   | Date     | Asset Class | Market Value<br>('000) | % to Fund | Market Value ('000) 12% 67,563.00 63% - 020% 25,957.40 400% 89,957.51 00% 17,787.25 37% 201,265.15 33% 81,522.98 04% 67,256.22 37% 148,779.21 68% 35,544.97 76% 40,643.92 00% 12,334.76 00% 35,780.74 54% 22,829.65 01% 104,847.40 99% 251,981.45 58% 94,343.39 50% 23,495.97 01% 33,719.23 09% 151,558.59 89% 43,147.17 | % to Fund |
|  | Gas Authority Of India Limited   |          | Equity      | 39,133.51              | 8.12%     | 67,563.00  | 6.23%     |
| Floatuicitus ann atanua                      | Gujarat Gas Company Limited  |          | Equity      | 12,696.52              | 2.63%     | -  | 0.00%     |
| Electricity, gas, steam and air conditioning | Indraprastha Gas Limited   |          | Equity      | 4,908.73               | 1.02%     | -  | 0.00%     |
| supply                                       | Mahanagar Gas Limited  |          | Equity      | 20,262.37              | 4.20%     | 25,957.40  | 2.39%     |
| supply                                       | NTPC Limited   |          | Equity      | 35,705.18              | 7.40%     | 89,957.51  | 8.30%     |
|  | Power Grid Corporation of India Limited  |          | Equity      | -                      | 0.00%     | 17,787.25  | 1.64%     |
| Electricity, gas, steam an                   | d air conditioning supply Total  |          |             | 112,706.30             | 23.37%    | 201,265.15   | 18.56%    |
| Extraction of crude                          | Oil Natural Gas Corporation Limited  |          | Equity      | 40,179.73              | 8.33%     | 81,522.98  | 7.52%     |
| petroleum and natural                        |  |          |             |                        |           |  |           |
| gas  | Oil India Limited  |          | Equity      | 29,108.50              | 6.04%     | 67,256.22  | 6.20%     |
| Extraction of crude petro                    | S   Oil India Limited   Equity  raction of crude petroleum and natural gas Total |          |             |                        | 14.37%    | 148,779.21   | 13.72%    |
|  | Bank of Baroda   |          | Equity      | 17,763.55              | 3.68%     | 35,544.97  | 3.28%     |
|  | Canara Bank  |          | Equity      | 3,659.01               | 0.76%     | 40,643.92  | 3.75%     |
| Financial And                                | Indian Bank  |          | Equity      | -                      | 0.00%     | 12,334.76  | 1.14%     |
| Insurance Activities                         | Power Finance Corporation Limited  |          | Equity      | -                      | 0.00%     | 35,780.74  | 3.30%     |
|  | REC Limited  |          | Equity      | 31,518.68              | 6.54%     | 22,829.65  | 2.11%     |
|  | State Bank of India  |          | Equity      | 38,605.83              | 8.01%     | 104,847.40   | 9.67%     |
| Financial And Insurance                      | Activities Total   |          |             | 91,547.06              | 18.99%    | 251,981.45   | 23.24%    |
| Manufacture of coke                          | Bharat Petroleum Corporation Limited   |          | Equity      | 31,725.49              | 6.58%     | 94,343.39  | 8.70%     |
| and refined petroleum                        | Hindustan Petroleum Corporation Limited  |          | Equity      | 16,857.12              | 3.50%     | 23,495.97  | 2.17%     |
| products                                     | Indian Oil Corporation Limited   |          | Equity      | 19,335.05              | 4.01%     | 33,719.23  | 3.11%     |
| Manufacture of coke and                      | refined petroleum products Total   | •        | •           | 67,917.66              | 14.09%    | 151,558.59   | 13.98%    |
| Other Assets                                 |  |          |             | (4,283.12)             | -0.89%    | 43,147.17  | 3.98%     |
| Other Industries (less tha                   | an 10%)  |          |             | 145,015.41             | 30.07%    | 287,507.01   | 26.52%    |
| Grand Total                                  |  |          |             | 482,191.55             | 100.00%   | 1,084,238.57   | 100.00%   |



**Unit Linked Secure fund** 

ULIF00627/01/2004LIFESECURE122

|                           |  | Maturity  |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|---------------------------|--|-----------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name             | Name Of issuer                                   | Date      | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                           | REC Limited                                      | 13-Dec-22 | Corporate Bonds | 12,267.89              | 0.96%     | -                      | 0.00%     |
|                           | Power Finance Corporation Limited                | 19-Nov-24 | Corporate Bonds | 67,554.96              | 5.26%     | -                      | 0.00%     |
|                           | L N T Infra Debt Fund Limited                    | 16-Jan-23 | Corporate Bonds | -                      | 0.00%     | 7,592.15               | 0.47%     |
|                           | L N T Infra Debt Fund Limited                    | 13-Oct-26 | Corporate Bonds | -                      | 0.00%     | 25,075.55              | 1.56%     |
|                           | LIC Housing Finance Limited                      | 31-May-24 | Corporate Bonds | 25,639.85              | 2.00%     | -                      | 0.00%     |
|                           | Indiabulls Housing Finance Ltd                   | 22-Feb-28 | Corporate Bonds | 68,365.57              | 5.32%     | 66,831.47              | 4.17%     |
|                           | Indiabulls Housing Finance Ltd                   | 25-Sep-26 | Corporate Bonds | 6,415.08               | 0.50%     | 6,141.46               | 0.38%     |
|                           | Dewan Housing Finance Corporation Limited        | 9-Sep-23  | Corporate Bonds | 6,750.00               | 0.53%     | 27,340.44              | 1.71%     |
|                           | Shriram Transport Finance Company Limited        | 12-Jul-21 | Corporate Bonds | 3,974.12               | 0.31%     | 26,292.11              | 1.64%     |
|                           | LIC Housing Finance Limited                      | 14-Sep-22 | Corporate Bonds | 53,463.30              | 4.16%     | 52,460.05              | 3.27%     |
|                           | Yes Bank Limited                                 | 28-Mar-22 | Corporate Bonds | 93,750.00              | 7.30%     | 130,604.63             | 8.15%     |
|                           | Axis Bank Limited                                |           | Equity          | 4,521.47               | 0.35%     | 12,477.19              | 0.78%     |
| Financial And             | Bajaj Finance Limited                            |           | Equity          | 3,514.26               | 0.27%     | -                      | 0.00%     |
| Insurance Activities      | Bajaj Financial Services                         |           | Equity          | 1,354.40               | 0.11%     | -                      | 0.00%     |
| insurance Activities      | Canara Bank                                      |           | Equity          | -                      | 0.00%     | 2,363.32               | 0.15%     |
|                           | Cholamandalam Investment and Finance Company Ltd |           | Equity          | 478.42                 | 0.04%     | -                      | 0.00%     |
|                           | Federal Bank                                     |           | Equity          | -                      | 0.00%     | 2,855.40               | 0.18%     |
|                           | HDFC Bank Limited                                |           | Equity          | 20,328.77              | 1.58%     | 19,490.35              | 1.22%     |
|                           | HDFC Life Insurance Company Limited              |           | Equity          | 769.27                 | 0.06%     | -                      | 0.00%     |
|                           | Housing Development Finance Corporation Limited  |           | Equity          | 15,560.18              | 1.21%     | 15,763.71              | 0.98%     |
|                           | ICICI Bank Limited                               |           | Equity          | 12,916.01              | 1.01%     | 12,051.05              | 0.75%     |
|                           | Indiabulls Housing Finance Ltd                   |           | Equity          | -                      | 0.00%     | 1,287.38               | 0.08%     |
|                           | IndusInd Bank                                    |           | Equity          | 1,213.04               | 0.09%     | 4,291.58               | 0.27%     |
|                           | Kotak Mahindra Bank Limited                      |           | Equity          | 9,281.01               | 0.72%     | 8,643.56               | 0.54%     |
|                           | Mahindra N Mahindra Financial Services Ltd       |           | Equity          | 206.96                 | 0.02%     | -                      | 0.00%     |
|                           | State Bank of India                              |           | Equity          | 3,774.99               | 0.29%     | 5,565.33               | 0.35%     |
|                           | Yes Bank Limited                                 |           | Equity          | -                      | 0.00%     | 4,332.55               | 0.27%     |
| Financial And Insurance   | Activities Total                                 | •         |                 | 412,099.55             | 32.09%    | 431,459.28             | 26.93%    |
| Other Assets              |  | •         |                 | 530,642.89             | 41.32%    | 826,881.74             | 51.61%    |
| Other Industries (less th | nan 10%)   |           |                 | 341,361.56             | 26.58%    | 343,983.35             | 21.47%    |
| Grand Total               |  |           |                 | 1,284,104.01           | 100.00%   | 1,602,324.37           | 100.00%   |

Unit Linked Wealth Builder fund ULIF03020/07/2010LIFEWEALTH122

|                            |                                  | Maturity |             | As on March 31, 2020   |           | As on March 31, 2019 |           |
|----------------------------|----------------------------------|----------|-------------|------------------------|-----------|----------------------|-----------|
| Industry Name              | Name Of issuer                   | Date     | Asset Class | Market Value<br>('000) | % to Fund | ('000)               | % to Fund |
| Other Assets               | Other Assets                     |          |             |                        | 100.00%   | 71,504.19            | 92.20%    |
| Other Industries (less tha | Other Industries (less than 10%) |          |             |                        | 0.00%     | 6,049.99             | 7.80%     |
| Grand Total                |                                  |          | 74,913.56   | 100.00%                | 77,554.18 | 100.00%              |           |

Unitised with Profit fund ULIF00225/06/2002LIFWPROFIT122

|                           |   | Maturity  |                 | As on March            | 31, 2020  | As on March            | 31, 2019  |
|---------------------------|---|-----------|-----------------|------------------------|-----------|------------------------|-----------|
| Industry Name             | Name Of issuer                                  | Date      | Asset Class     | Market Value<br>('000) | % to Fund | Market Value<br>('000) | % to Fund |
|                           | Power Finance Corporation Limited               | 14-May-20 | Corporate Bonds | 1,002.93               | 0.09%     | 1,012.84               | 0.09%     |
|                           | Housing Development Finance Corporation Limited | 19-Oct-20 | Corporate Bonds | -                      | 0.00%     | 10,182.96              | 0.95%     |
|                           | Dewan Housing Finance Corporation Limited       | 9-Sep-19  | Corporate Bonds | -                      | 0.00%     | 4,509.94               | 0.42%     |
|                           | LIC Housing Finance Limited                     | 1-Jan-23  | Corporate Bonds | 91,450.99              | 8.22%     | 89,077.45              | 8.29%     |
|                           | Power Finance Corporation Limited               | 1-Aug-21  | Corporate Bonds | 52,001.50              | 4.68%     | 51,783.30              | 4.82%     |
|                           | Housing Development Finance Corporation Limited | 13-Apr-21 | Corporate Bonds | 44,466.13              | 4.00%     | 44,405.63              | 4.13%     |
|                           | REC Limited                                     | 10-Aug-21 | Corporate Bonds | 8,337.94               | 0.75%     | 8,307.94               | 0.77%     |
|                           | REC Limited                                     | 11-Nov-21 | Corporate Bonds | 31,616.37              | 2.84%     | 31,454.91              | 2.93%     |
| Financial And             | Axis Bank Limited                               |           | Equity          | 2,876.61               | 0.26%     | 5,105.76               | 0.48%     |
| Financial And             | Bajaj Finance Limited                           |           | Equity          | 1,923.31               | 0.17%     | -                      | 0.00%     |
| Insurance Activities      | Bajaj Financial Services                        |           | Equity          | 325.98                 | 0.03%     | -                      | 0.00%     |
|                           | HDFC Bank Limited                               |           | Equity          | 11,588.25              | 1.04%     | 13,542.38              | 1.26%     |
|                           | Housing Development Finance Corporation Limited |           | Equity          | 6,720.21               | 0.60%     | 7,038.46               | 0.65%     |
|                           | ICICI Bank Limited                              |           | Equity          | 9,951.10               | 0.89%     | 12,310.17              | 1.15%     |
|                           | IndusInd Bank                                   |           | Equity          | 542.41                 | 0.05%     | -                      | 0.00%     |
|                           | Kotak Mahindra Bank Limited                     |           | Equity          | 5,746.69               | 0.52%     | 5,917.17               | 0.55%     |
|                           | State Bank of India                             |           | Equity          | 2,794.29               | 0.25%     | 3,939.13               | 0.37%     |
|                           | Yes Bank Limited                                |           | Equity          | 34.78                  | 0.00%     | 1,704.24               | 0.16%     |
|                           | Yes Bank Limited                                |           | Equity          | 104.30                 | 0.01%     | -                      | 0.00%     |
| Financial And Insurance   | Activities Total                                |           |                 | 271,483.76             | 24.41%    | 290,292.27             | 27.01%    |
| Other Assets              |   |           | •               | 6,87,273.96            | 61.81%    | 626,578.32             | 58.30%    |
| Other Industries (less th | an 10%)   |           |                 | 153,223.45             | 13.78%    | 157,963.26             | 14.70%    |
| Grand Total               |   | <u> </u>  |                 | 11,11,981.18           | 100.00%   | 1,074,833.86           | 100.00%   |

#### Notes

- (i) Other Assets include G-Sec/Approved Securties/Reverse Repo/Net Current Assets
- (ii) The exposure percentage herein above has been calculated at actual exposure. No exemptions have been made to Infrastructure/Housing investments which are otherwise exempted by IRDA for complying with Industry/sector exposure norms.



39.3 (e) NAV analysis for ULIP

| 39.3 (e) NAV analysis for ULIP               | CEIN                           | As          | As at March 31, 2020 |             |             | As at March 31, 2019 |             |  |
|--|--------------------------------|-------------|----------------------|-------------|-------------|----------------------|-------------|--|
| Fund Name                                    | SFIN                           | Highest NAV | Lowest NAV           | Closing NAV | Highest NAV | Lowest NAV           | Closing NAV |  |
| Discontinued Policy Fund                     | ULIF03127/01/2011LIDISCPLCY122 | 18.7230     | 17.6940              | 18.7230     | 17.6910     | 16.6506              | 17.6910     |  |
| Group Superannuation & Gratuity Balance fund | ULGF00210/03/2006GROUPBALAN122 | 28.8929     | 23.5867              | 25.2212     | 27.3433     | 25.2258              | 27.3433     |  |
| Group Superannuation & Gratuity Cash fund    | ULGF00531/03/2006GROUPCASHF122 | 26.8319     | 25.5506              | 26.8319     | 25.5473     | 24.2422              | 25.5473     |  |
| Group Superannuation & Gratuity Debt fund    | ULGF00310/03/2006GROUPDEBTF122 | 28.8543     | 26.8369              | 28.7184     | 27.0291     | 25.2649              | 27.0291     |  |
| Group Superannuation & Gratuity Growth fund  | ULGF00410/03/2006GROUPGROWT122 | 34.2929     | 26.2711              | 28.3804     | 32.8439     | 29.7415              | 32.8439     |  |
| Group Superannuation & Gratuity Income fund  | ULGF00728/03/2011GROUPINCOM122 | 17.0280     | 17.0280              | 17.0280     | 17.0280     | 17.0280              | 17.0280     |  |
| Group Superannuation & Gratuity Secure fund  | ULGF00113/07/2005GROUPSECUR122 | 30.2602     | 27.4697              | 28.6643     | 29.2518     | 27.3326              | 29.2518     |  |
| Group Superannuation & Short Term Debt fund  | ULGF00613/02/2009GROUPSDEBT122 | 21.5923     | 20.5893              | 21.5923     | 20.5860     | 19.4652              | 20.5860     |  |
| Pension Unit Linked Balance fund             | ULIF00311/02/2003PNSBALANCE122 | 56.0268     | 46.6964              | 49.6242     | 54.5394     | 50.3974              | 54.5394     |  |
| Pension Unit Linked Balance fund- II         | ULIF02325/01/2010PNBALAN-II122 | 20.9879     | 17.4315              | 18.5125     | 20.1147     | 18.5452              | 20.1147     |  |
| Pension Unit Linked Growth fund              | ULIF00703/03/2005PNSNGROWTH122 | 37.5404     | 28.6443              | 30.8747     | 36.3324     | 32.9207              | 36.3324     |  |
| Pension Unit Linked Growth fund- II          | ULIF02425/01/2010PNGROWT-II122 | 22.9812     | 17.3107              | 18.6811     | 22.5364     | 20.4078              | 22.5364     |  |
| Pension Unit Linked Infrastructure fund      | ULIF02525/01/2010PNSNINFRAF122 | 12.8890     | 7.4608               | 8.0858      | 14.0401     | 10.5573              | 12.2535     |  |
| Pension Unit Linked Index fund               | ULIF01122/01/2008PNSNINDEXF122 | 25.4986     | 15.6511              | 17.5817     | 24.4518     | 20.9657              | 24.3325     |  |
| Pension Unit Linked Index fund- II           | ULIF02625/01/2010PNINDEX-II122 | 24.8378     | 15.1422              | 17.0233     | 23.8793     | 20.5169              | 23.7687     |  |
| Pension Unit Linked PSU fund                 | ULIF02725/01/2010PNSNPSUFND122 | 14.3860     | 7.9015               | 8.6468      | 14.5920     | 11.6767              | 14.0043     |  |
| Pension Unit Linked Secure fund              | ULIF00803/03/2005PNSNSECURE122 | 28.6086     | 26.2403              | 27.2873     | 27.5823     | 25.9221              | 27.5823     |  |
| Pension Unit Linked Protector fund           | ULIF01408/02/2008PNSPROTECT122 | 23.3767     | 21.1552              | 21.9978     | 22.8819     | 21.4365              | 22.8819     |  |
| Pension Unit Linked Protector fund- II       | ULIF02825/01/2010PNPROTE-II122 | 20.1022     | 17.3603              | 18.0417     | 19.8176     | 18.7264              | 19.8176     |  |
| Pension Unitised with Profit fund            | ULIF00411/02/2003PNSWPROFIT122 | 33.1037     | 28.0658              | 33.1037     | 28.0547     | 24.7101              | 28.0547     |  |
| Unit Linked Balance fund                     | ULIF00106/06/2002LIFBALANCE122 | 72.4520     | 59.7783              | 63.8479     | 69.6902     | 64.4096              | 69.6902     |  |
| Unit Linked Balance fund- II                 | ULIF01508/01/2010LIBALAN-II122 | 21.7403     | 17.7410              | 18.9529     | 20.8315     | 19.2329              | 20.8315     |  |
| Unit Linked Debt fund                        | ULIF01306/02/2008LIFEDEBTFU122 | 25.4934     | 24.0692              | 24.7992     | 24.7361     | 23.1889              | 24.7361     |  |
| Unit Linked Bond fund- II                    | ULIF01608/01/2010LIFDEBT-II122 | 20.7542     | 19.7516              | 20.6421     | 20.0333     | 18.8822              | 20.0333     |  |
| Unit Linked Dynamic PE fund                  | ULIF03201/08/2011LIFDYNAMIC122 | 22.6101     | 15.1980              | 16.6287     | 22.2438     | 19.3039              | 22.0979     |  |
| Unit Linked Enhancer fund                    | ULIF01230/01/2008LIENHANCER122 | 28.0181     | 17.0343              | 19.0350     | 27.5911     | 23.6515              | 27.3893     |  |
| Unit Linked Enhancer fund- II                | ULIF01708/01/2010LIFENHN-II122 | 26.9570     | 16.6015              | 18.5174     | 26.3671     | 22.6595              | 26.2353     |  |
| Unit Linked Growth fund                      | ULIF00527/01/2004LIFEGROWTH122 | 64.6504     | 43.6747              | 48.3568     | 62.7095     | 55.5522              | 62.6772     |  |
| Unit Linked Growth fund- II                  | ULIF01808/01/2010LIGROWT-II122 | 22.8504     | 15.5342              | 17.1500     | 22.0675     | 19.5935              | 22.0519     |  |
| Unit Linked Infrastructure fund              | ULIF01908/01/2010LIFEINFRAF122 | 12.4043     | 7.2995               | 7.9204      | 13.4625     | 10.1355              | 11.8033     |  |
| Unit Linked Index fund                       | ULIF01002/01/2008LIFEINDEXF122 | 20.6838     | 12.7165              | 14.2648     | 19.8758     | 16.9958              | 19.7334     |  |
| Unit Linked Index fund- II                   | ULIF02008/01/2010LIFINDX-II122 | 22.4737     | 13.7421              | 15.4270     | 21.7333     | 18.6268              | 21.5535     |  |
| Unit Linked Liquid fund                      | ULIF02903/05/2010LIFELIQUID122 | 12.4150     | 12.4150              | 12.4150     | 12.4150     | 12.4150              | 12.4150     |  |
| Unit Linked Protector fund                   | ULIF00911/07/2006LIFPROTECT122 | 26.3913     | 23.4622              | 24.6907     | 25.6786     | 24.0356              | 25.6786     |  |
| Unit Linked Protector fund- II               | ULIF02108/01/2010LIPROTE-II122 | 20.3019     | 18.6216              | 19.4144     | 19.8392     | 18.6568              | 19.8392     |  |
| Unit Linked PSU fund                         | ULIF02208/01/2010LIFEPSUFND122 | 14.1709     | 7.6722               | 8.4076      | 14.3298     | 11.4945              | 13.7919     |  |
| Unit Linked Secure fund                      | ULIF00627/01/2004LIFESECURE122 | 31.2168     | 27.6764              | 29.2071     | 29.4614     | 27.5167              | 29.4614     |  |
| Unit Linked Wealth Builder fund              | ULIF03020/07/2010LIFEWEALTH122 | 18.7242     | 17.9312              | 18.7242     | 17.9288     | 16.9574              | 17.9288     |  |
| Unitised with Profit fund                    | ULIF00225/06/2002LIFWPROFIT122 | 32.3833     | 27.8026              | 32.3833     | 27.7910     | 24.3729              | 27.7910     |  |



39.3 (f) Expenses charged to funds (%)- Total Expenses

| PORTFOLIO                                 | SFIN                           | Value For the year ended | Value For the year ended |  |
|---|--------------------------------|--------------------------|--------------------------|--|
| PORTPOLIO                                 | Sriiv                          | March 31, 2020           | March 31, 2019           |  |
| GROUP SUP & GRATUITY BALANCE FUND         | ULGF00210/03/2006GROUPBALAN122 | 0.95%                    | 0.95%                    |  |
| GROUP SUP & GRATUITY CASH FUND            | ULGF00531/03/2006GROUPCASHF122 | 0.95%                    | 0.95%                    |  |
| GROUP SUP & GRATUITY DEBT FUND            | ULGF00310/03/2006GROUPDEBTF122 | 0.95%                    | 0.96%                    |  |
| GROUP SUP & GRATUITY GROWTH FUND          | ULGF00410/03/2006GROUPGROWT122 | 0.94%                    | 0.94%                    |  |
| GROUP SUP & GRATUITY SECURE FUND          | ULGF00113/07/2005GROUPSECUR122 | 0.95%                    | 0.95%                    |  |
| GROUP SUP & GRATUITY SHORT TERM DEBT FUND | ULGF00613/02/2009GROUPSDEBT122 | 0.95%                    | 0.95%                    |  |
| GROUP SUP & GRATUITY INCOME FUND          | ULGF00728/03/2011GROUPINCOM122 | 0.00%                    | 0.00%                    |  |
| PENSION UNIT LINKED BALANCE FUND          | ULIF00311/02/2003PNSBALANCE122 | 1.48%                    | 1.48%                    |  |
| PENSION UNIT LINKED BALANCE FUND-II       | ULIF02325/01/2010PNBALAN-II122 | 1.60%                    | 1.60%                    |  |
| PENSION UNIT LINKED GROWTH FUND           | ULIF00703/03/2005PNSNGROWTH122 | 1.77%                    | 1.77%                    |  |
| PENSION UNIT LINKED GROWTH FUND-II        | ULIF02425/01/2010PNGROWT-II122 | 1.59%                    | 1.59%                    |  |
| PENSION UNIT LINKED INDEX FUND            | ULIF01122/01/2008PNSNINDEXF122 | 0.88%                    | 0.88%                    |  |
| PENSION UNIT LINKED INDEX FUND-II         | ULIF02625/01/2010PNINDEX-II122 | 1.17%                    | 1.17%                    |  |
| PENSION UNIT LINKED INFRASTRUCTURE FUND   | ULIF02525/01/2010PNSNINFRAF122 | 1.59%                    | 1.59%                    |  |
| PENSION UNIT LINKED PROTECTOR FUND        | ULIF01408/02/2008PNSPROTECT122 | 1.19%                    | 1.19%                    |  |
| PENSION UNIT LINKED PROTECTOR FUND-II     | ULIF02825/01/2010PNPROTE-II122 | 1.60%                    | 1.60%                    |  |
| PENSION UNIT LINKED PSU FUND              | ULIF02725/01/2010PNSNPSUFND122 | 1.59%                    | 1.59%                    |  |
| PENSION UNIT LINKED SECURE FUND           | ULIF00803/03/2005PNSNSECURE122 | 1.19%                    | 1.19%                    |  |
| PENSION UNITISED WITH PROFIT FUND         | ULIF00411/02/2003PNSWPROFIT122 | 0.00%                    | 0.00%                    |  |
| UNIT LINED DEBT FUND-II                   | ULIF01608/01/2010LIFDEBT-II122 | 1.60%                    | 1.60%                    |  |
| UNIT LINKED BALANCE FUND                  | ULIF00106/06/2002LIFBALANCE122 | 1.48%                    | 1.48%                    |  |
| UNIT LINKED BALANCED FUND-II              | ULIF01508/01/2010LIBALAN-II122 | 1.60%                    | 1.60%                    |  |
| UNIT LINKED DEBT FUND                     | ULIF01306/02/2008LIFEDEBTFU122 | 1.19%                    | 1.19%                    |  |
| UNIT LINKED ENHANCER FUND                 | ULIF01230/01/2008LIENHANCER122 | 2.06%                    | 2.06%                    |  |
| JNIT LINKED ENHANCER FUND-II              | ULIF01708/01/2010LIFENHN-II122 | 1.59%                    | 1.59%                    |  |
| JNIT LINKED GROWTH FUND                   | ULIF00527/01/2004LIFEGROWTH122 | 1.76%                    | 1.77%                    |  |
| JNIT LINKED GROWTH FUND-II                | ULIF01808/01/2010LIGROWT-II122 | 1.59%                    | 1.59%                    |  |
| JNIT LINKED INDEX FUND                    | ULIF01002/01/2008LIFEINDEXF122 | 0.88%                    | 0.88%                    |  |
| JNIT LINKED INDEX FUND-II                 | ULIF02008/01/2010LIFINDX-II122 | 1.58%                    | 1.59%                    |  |
| JNIT LINKED INFRASTRUCTURE FUND           | ULIF01908/01/2010LIFEINFRAF122 | 1.59%                    | 1.59%                    |  |
| JNIT LINKED PROTECTOR FUND                | ULIF00911/07/2006LIFPROTECT122 | 1.19%                    | 1.19%                    |  |
| JNIT LINKED PROTECTOR FUND-II             | ULIF02108/01/2010LIPROTE-II122 | 1.60%                    | 1.60%                    |  |
| JNIT LINKED PSU FUND                      | ULIF02208/01/2010LIFEPSUFND122 | 1.59%                    | 1.59%                    |  |
| UNIT LINKED SECURE FUND                   | ULIF00627/01/2004LIFESECURE122 | 1.19%                    | 1.19%                    |  |
| UNIT LINKED WEALTH BUILDER FUND           | ULIF03020/07/2010LIFEWEALTH122 | 1.77%                    | 1.77%                    |  |
| UNIT LINKED DYNAMIC PE FUND               | ULIF03201/08/2011LIFDYNAMIC122 | 1.59%                    | 1.59%                    |  |
| DISCONTINUED POLICY FUND                  | ULIF03127/01/2011LIDISCPLCY122 | 0.59%                    | 0.59%                    |  |
| UNITISED WITH PROFIT FUND                 | ULIF00225/06/2002LIFWPROFIT122 | 0.00%                    | 0.00%                    |  |

Note: Expenses charged to funds includes Management fees, CCIL charges, transaction charges paid to Custodian & GST.



39.3 (g) Ratio of gross income (including unrealised gains) to average daily net assets.

|  | SFIN  | As at March 31, 2020 |           |         | As at March 31, 2019 |           |        |
|--|---|----------------------|-----------|---------|----------------------|-----------|--------|
| Fund Name                                    |   | Gross Daily Avg      |           | Destin  | Gross Daily Avg      |           | D-45-  |
|  |   | Income               | Asset     | Ratio   | Income               | Asset     | Ratio  |
| Group Superannuation & Gratuity Balance fund | o Superannuation & Gratuity Balance fund ULGF00210/03/2006GROUPBALAN122 |                      | 288,196   | -0.33%  | 26,089               | 3,04,167  | 8.58%  |
| Group Superannuation & Gratuity Cash fund    | ULGF00531/03/2006GROUPCASHF122  | 1,760                | 30,248    | 5.82%   | 1,367                | 21,820    | 6.27%  |
| Group Superannuation & Gratuity Debt fund    | ULGF00310/03/2006GROUPDEBTF122  | 170,958              | 2,462,182 | 6.94%   | 1,35,605             | 24,80,648 | 5.47%  |
| Group Superannuation & Gratuity Growth fund  | ULGF00410/03/2006GROUPGROWT122  | (20,162)             | 158,275   | -12.74% | 14,370               | 1,33,851  | 10.74% |
| Group Superannuation & Gratuity Income fund  | ULGF00728/03/2011GROUPINCOM122  | -                    | 0         | 0.00%   | -                    | 0         | 0.00%  |
| Group Superannuation & Gratuity Secure fund  | ULGF00113/07/2005GROUPSECUR122  | (3,123)              | 560,652   | -0.56%  | 50,304               | 7,71,202  | 6.52%  |
| Group Superannuation & Short Term Debt fund  | ULGF00613/02/2009GROUPSDEBT122  | 161                  | 2,814     | 5.72%   | 168                  | 2,558     | 6.57%  |
| Pension Unit Linked Balance fund             | ULIF00311/02/2003PNSBALANCE122  | (28,854)             | 433,990   | -6.65%  | 44,133               | 5,19,040  | 8.50%  |
| Pension Unit Linked Balance fund- II         | ULIF02325/01/2010PNBALAN-II122  | (4,319)              | 93,569    | -4.62%  | 9,201                | 1,08,038  | 8.52%  |
| Pension Unit Linked Growth fund              | ULIF00703/03/2005PNSNGROWTH122  | (73,887)             | 580,335   | -12.73% | 69,214               | 6,64,609  | 10.41% |
| Pension Unit Linked Growth fund- II          | ULIF02425/01/2010PNGROWT-II122  | (17,048)             | 115,634   | -14.74% | 12,841               | 1,24,776  | 10.29% |
| Pension Unit Linked Index fund               | ULIF01122/01/2008PNSNINDEXF122  | (285,947)            | 1,139,154 | -25.10% | 2,02,375             | 13,12,286 | 15.42% |
| Pension Unit Linked Index fund- II           | ULIF02625/01/2010PNINDEX-II122  | (68,719)             | 280,854   | -24.47% | 44,874               | 2,92,011  | 15.37% |
| Pension Unit Linked Infrastructure fund      | ULIF02525/01/2010PNSNINFRAF122  | (14,285)             | 53,982    | -26.46% | (6,077)              | 72,216    | -8.42% |
| Pension Unit Linked Protector fund           | ULIF01408/02/2008PNSPROTECT122  | (3,417)              | 141,543   | -2.41%  | 12,925               | 2,05,873  | 6.28%  |
| Pension Unit Linked Protector fund- II       | ULIF02825/01/2010PNPROTE-II122  | (2,553)              | 32,030    | -7.97%  | 2,477                | 46,055    | 5.38%  |
| Pension Unit Linked PSU fund                 | ULIF02725/01/2010PNSNPSUFND122  | (48,561)             | 131,711   | -36.87% | (1,153)              | 1,57,044  | -0.73% |
| Pension Unit Linked Secure fund              | ULIF00803/03/2005PNSNSECURE122  | 990                  | 325,756   | 0.30%   | 26,649               | 4,46,684  | 5.97%  |
| Pension Unitised with Profit fund            | ULIF00411/02/2003PNSWPROFIT122  | 8,017                | 1,27,822  | 6.27%   | 11,253               | 1,28,092  | 8.78%  |
| Unit Linked Balance fund                     | ULIF00106/06/2002LIFBALANCE122  |                      | 3,144,563 | -5.76%  | 3,10,058             | 37,00,752 | 8.38%  |
| Unit Linked Balance fund- II                 | ULIF01508/01/2010LIBALAN-II122  | (92,558)             | 1,473,400 | -6.28%  | 1,36,270             | 15,58,848 | 8.74%  |
| Unit Linked Debt fund- II                    | ULIF01608/01/2010LIFDEBT-II122  | 53,339               | 1,196,596 | 4.46%   | 56,339               | 12,50,986 | 4.50%  |
| Unit Linked Debt fund                        | ULIF01306/02/2008LIFEDEBTFU122  | 716                  | 43,715    | 1.64%   | 3,096                | 55,297    | 5.60%  |
| Unit Linked Dynamic PE fund                  | ULIF03201/08/2011LIFDYNAMIC122  | (185,604)            | 843,821   | -22.00% | 1,42,981             | 9,96,873  | 14.34% |
| Unit Linked Enhancer fund                    | ULIF01230/01/2008LIENHANCER122  | (148,764)            | 583,389   | -25.50% | 1,09,333             | 7,14,096  | 15.31% |
| Unit Linked Enhancer fund- II                | ULIF01708/01/2010LIFENHN-II122  | (1,139,368)          | 3,968,385 | -28.71% | 5,42,227             | 35,78,501 | 15.15% |
| Unit Linked Growth fund                      | ULIF00527/01/2004LIFEGROWTH122  | (1,727,493)          | 8,747,818 | -19.75% | 12,38,570            | 99,91,855 | 12.40% |
| Unit Linked Growth fund- II                  | ULIF01808/01/2010LIGROWT-II122  | (309,445)            | 1,581,851 | -19.56% | 1,90,710             | 15,79,423 | 12.07% |
| Unit Linked Index fund                       | ULIF01002/01/2008LIFEINDEXF122  | (134,277)            | 576,831   | -23.28% | 1,18,464             | 7,47,899  | 15.84% |
| Unit Linked Index fund- II                   | ULIF02008/01/2010LIFINDX-II122  | (208,577)            | 841,436   | -24.79% | 1,40,615             | 9,18,151  | 15.31% |
| Unit Linked Infrastructure fund              | ULIF01908/01/2010LIFEINFRAF122  | (88,171)             | 288,414   | -30.57% | (28,062)             | 3,49,415  | -8.03% |
| Unit Linked Liquid fund                      | ULIF02903/05/2010LIFELIQUID122  |                      | 0         | 0.00%   | -                    | 0         | 0.00%  |
| Unit Linked Protector fund                   | ector fund ULIF00911/07/2006LIFPROTECT122                               |                      | 270,636   | -2.11%  | 22,442               | 3,49,080  | 6.43%  |
| Unit Linked Protector fund- II               | ULIF02108/01/2010LIPROTE-II122  | (2,411)              | 528,317   | -0.46%  | 35,822               | 5,50,429  | 6.51%  |
| Unit Linked PSU fund                         | ULIF02208/01/2010LIFEPSUFND122  |                      | 898,011   | -38.11% | (5,655)              | 11,00,671 | -0.51% |
| Unit Linked Secure fund                      | ULIF00627/01/2004LIFESECURE122  | 13,391<br>4,686      | 1,452,971 | 0.92%   | 1,18,768             | 17,80,855 | 6.67%  |
| Unit Linked Wealth Builder fund              | ULIF03020/07/2010LIFEWEALTH122  |                      | 76,505    | 6.13%   | 5,402                | 79,625    | 6.78%  |
| Unitised with Profit fund                    | ULIF00225/06/2002LIFWPROFIT122  | 72,377               | 1,113,686 | 6.50%   | 96,973               | 10,87,008 | 8.92%  |
| Discontinued Policy Fund                     | ULIF03127/01/2011LIDISCPLCY122  | 89,597               | 1,428,863 | 6.27%   | 1,11,903             | 16,73,486 | 6.69%  |

**39.3** (h) There is Rs. Nil (PY Rs. Nil) Provision for doubtful debts on assets of the respective funds.



39.3 (i) Fundwise disclosure of appreciation/depreciation in value of investment segregated class wise

| (i) Furiawise disclosure of a                | 3 (i) Fundwise disclosure of appreciation/depreciation in value of investment segregated class wise  As at March 31, 2020 |   |                                 |                         | WISC        | As at March 31, 2019                    |                                 |                         |           |  |
|--|---|---|---------------------------------|-------------------------|-------------|---|---------------------------------|-------------------------|-----------|--|
| Scheme                                       | SFIN  | Corporate<br>Bonds/<br>Infrastruct<br>ure Bonds | Equity/<br>Preference<br>shares | Govern<br>ment<br>Bonds | Total       | Corporat e Bonds/ Infrastruc ture Bonds | Equity/<br>Preference<br>shares | Govern<br>ment<br>Bonds | Total     |  |
| Unit Linked Balance fund                     | ULIF00106/06/2002LIFBALANCE122  | (67,056)  | (218,380)                       | 7,832                   | (277,605)   | (6,297)                                 | 1,79,821                        | 11,892                  | 1,85,416  |  |
| Unit Linked Balance fund- II                 | ULIF01508/01/2010LIBALAN-II122  | (10,017)  | (119,752)                       | 6,458                   | (123,311)   | 5,418                                   | 82,032                          | 2,829                   | 90,280    |  |
| Unit Linked Debt fund                        | ULIF01306/02/2008LIFEDEBTFU122  | (3,234)   | -                               | 380                     | (2,854)     | 154                                     | -                               | 346                     | 500       |  |
| Unit Linked Debt fund- II                    | ULIF01608/01/2010LIFDEBT-II122  | (46,766)  | -                               | 8,722                   | (38,044)    | 6,268                                   | -                               | 3,813                   | 10,081    |  |
| Unit Linked Enhancer fund                    | ULIF01230/01/2008LIENHANCER122  | -   | (77,667)                        | -                       | (77,667)    | -                                       | 1,29,907                        | -                       | 1,29,907  |  |
| Unit Linked Enhancer fund- II                | ULIF01708/01/2010LIFENHN-II122  | -   | (695,386)                       | -                       | (695,386)   | -                                       | 6,56,727                        | -                       | 6,56,727  |  |
| Unit Linked Growth fund                      | ULIF00527/01/2004LIFEGROWTH122  | (21,107)  | (1,214,216)                     | 7,663                   | (1,227,660) | (11,380)                                | 12,16,861                       | 9,090                   | 12,14,571 |  |
| Unit Linked Growth fund- II                  | ULIF01808/01/2010LIGROWT-II122  | (1,012)   | (233,183)                       | 3,294                   | (230,901)   | 2,019                                   | 1,81,515                        | 2,255                   | 1,85,790  |  |
| Unit Linked Infrastructure fund              | ULIF01908/01/2010LIFEINFRAF122  | -   | (61,768)                        | -                       | (61,768)    | -                                       | 38,603                          | -                       | 38,603    |  |
| Unit Linked Index fund                       | ULIF01002/01/2008LIFEINDEXF122  | -   | (25,149)                        | -                       | (25,149)    | -                                       | 2,18,819                        | -                       | 2,18,819  |  |
| Unit Linked Index fund- II                   | ULIF02008/01/2010LIFINDX-II122  | -   | (53,795)                        | -                       | (53,795)    | -                                       | 2,74,387                        | -                       | 2,74,387  |  |
| Unit Linked Protector fund                   | ULIF00911/07/2006LIFPROTECT122  | (12,556)  | (7,381)                         | 775                     | (19,163)    | 2,798                                   | 6,302                           | 1,034                   | 10,135    |  |
| Unit Linked Protector fund- II               | ULIF02108/01/2010LIPROTE-II122  | (16,910)  | (19,627)                        | 3,743                   | (32,794)    | 1,829                                   | 9,683                           | 2,025                   | 13,537    |  |
| Unit Linked PSU fund                         | ULIF02208/01/2010LIFEPSUFND122  | -   | (291,969)                       | -                       | (291,969)   | -                                       | 85,311                          | -                       | 85,311    |  |
| Unit Linked Secure fund                      | ULIF00627/01/2004LIFESECURE122  | (26,194)  | (38,289)                        | 3,700                   | (60,782)    | 18,991                                  | 32,293                          | 4,427                   | 55,711    |  |
| Unit Linked Wealth Builder fund              | ULIF03020/07/2010LIFEWEALTH122  | 0   | -                               | 75                      | 75          | 175                                     | -                               | 993                     | 1,167     |  |
| Unit Linked Dynamic PE fund                  | ULIF03201/08/2011LIFDYNAMIC122  | -   | (106,191)                       | -                       | (106,191)   | -                                       | 1,51,051                        | -                       | 1,51,051  |  |
| Unitised with Profit fund                    | ULIF00225/06/2002LIFWPROFIT122  | 10,737  | 4,752                           | 39,001                  | 54,490      | 4,860                                   | 35,325                          | 19,006                  | 59,191    |  |
| Pension Unit Linked Balance fund             | ULIF00311/02/2003PNSBALANCE122  | (8,700)   | (29,796)                        | 978                     | (37,518)    | 3,536                                   | 25,634                          | 1,076                   | 30,246    |  |
| Pension Unit Linked Balance fund- II         | ULIF02325/01/2010PNBALAN-II122  | (204)   | (6,129)                         | 430                     | (5,904)     | 667                                     | 5,122                           | 272                     | 6,061     |  |
| Pension Unit Linked Growth fund              | ULIF00703/03/2005PNSNGROWTH122  | (4,887)   | (61,433)                        | 1,602                   | (64,718)    | (484)                                   | 59,041                          | 1,511                   | 60,068    |  |
| Pension Unit Linked Growth fund- II          | ULIF02425/01/2010PNGROWT-II122  | (2,435)   | (12,355)                        | 268                     | (14,522)    | 614                                     | 10,560                          | 47                      | 11,221    |  |
| Pension Unit Linked Infrastructure fund      | ULIF02525/01/2010PNSNINFRAF122  | 1   | (9,035)                         | -                       | (9,035)     | 1                                       | 7,846                           | -                       | 7,847     |  |
| Pension Unit Linked Index fund               | ULIF01122/01/2008PNSNINDEXF122  | 1   | (66,297)                        | -                       | (66,296)    | 1                                       | 4,00,254                        | -                       | 4,00,254  |  |
| Pension Unit Linked Index fund- II           | ULIF02625/01/2010PNINDEX-II122  | 1   | (18,832)                        | -                       | (18,831)    | 1                                       | 89,558                          | -                       | 89,558    |  |
| Pension Unit Linked PSU fund                 | ULIF02725/01/2010PNSNPSUFND122  | -   | (42,585)                        | -                       | (42,585)    | -                                       | 12,528                          | -                       | 12,528    |  |
| Pension Unit Linked Secure fund              | ULIF00803/03/2005PNSNSECURE122  | (13,011)  | (11,324)                        | 2,215                   | (22,120)    | (1,276)                                 | 5,802                           | 1,669                   | 6,196     |  |
| Pension Unit Linked Protector fund           | ULIF01408/02/2008PNSPROTECT122  | (7,035)   | (4,141)                         | 937                     | (10,240)    | 1,895                                   | 3,621                           | 266                     | 5,783     |  |
| Pension Unit Linked Protector fund-II        | ULIF02825/01/2010PNPROTE-II122  | (3,632)   | (876)                           | 297                     | (4,211)     | 131                                     | 745                             | 224                     | 1,100     |  |
| Pension Unitised with Profit fund            | ULIF00411/02/2003PNSWPROFIT122  | 1,300   | 703                             | 4,867                   | 6,870       | 569                                     | 4,210                           | 2,949                   | 7,729     |  |
| Group Superannuation & Gratuity Balance fund | ULGF00210/03/2006GROUPBALAN122  | (2,030)   | (11,378)                        | 315                     | (13,092)    | 1,029                                   | 14,343                          | 615                     | 15,986    |  |
| Group Superannuation & Gratuity Cash fund    | ULGF00531/03/2006GROUPCASHF122  | -   | -                               | -                       | -           | (0)                                     | -                               | -                       | (0)       |  |
| Group Superannuation & Gratuity Debt fund    | ULGF00310/03/2006GROUPDEBTF122  | (61,490)  | -                               | 16,579                  | (44,911)    | 1,838                                   | -                               | 11,735                  | 13,573    |  |
| Group Superannuation & Gratuity Growth fund  | ULGF00410/03/2006GROUPGROWT122  | (634)   | (19,737)                        | 552                     | (19,818)    | 388                                     | 11,051                          | 235                     | 11,674    |  |
| Group Superannuation & Gratuity Income fund  | ULGF00728/03/2011GROUPINCOM122  | -   | -                               | -                       | -           | -                                       | -                               | -                       | -         |  |
| Group Superannuation & Gratuity Secure fund  | ULGF00113/07/2005GROUPSECUR122  | (19,695)  | (18,901)                        | 2,272                   | (36,324)    | (236)                                   | 11,384                          | 1,439                   | 12,587    |  |
| Group Superannuation & Short Term Debt fund  | ULGF00613/02/2009GROUPSDEBT122  | 0   | -                               | -                       | 0           | (0)                                     | -                               | -                       | (0)       |  |
| Discontinued Policy Fund                     | ULIF03127/01/2011LIDISCPLCY122  | -   | -                               | -                       | -           | -                                       | -                               | -                       | -         |  |
| Grand Total                                  | •   | (316,566)                                       | (3,470,117)                     | 112,955                 | 3,673,728   | 33,508                                  | 39,60,337                       | 79,750                  | 40,73,594 |  |



39.3 j) Disclosure of transactions on Repo and reverse repo

(Rs. '000)

| Particulars Particulars                 | Minimum Outstanding<br>during<br>FY 19-20 | Maximum<br>outstanding during<br>FY 19-20 | Daily average *<br>outstanding during<br>FY 19-20 | Outstanding as on<br>March 31, 2020 |
|---|---|---|---|-------------------------------------|
| Securities Sold under repo              |   |   |   |                                     |
| i. Government Securities                | -   | ı   | ı   | ī                                   |
| ii. Corporate Debt Securities           | -   | ı   | ı   | ı                                   |
| Securities purchased under reverse repo |   |   |   |                                     |
| i. Government Securities                | 1,513,932                                 | 4,858,882                                 | 3,088,314   | 2,354,335                           |
| ii. Corporate Debt Securities           | -   | =   | =   | -                                   |

<sup>\*</sup>Daily average is sum of daily outstanding multiplied by the term and divided by 365

(Rs. '000)

| Particulars                             | Minimum Outstanding during FY 18-19 | Maximum outstanding during FY 18-19 | Daily average * outstanding during FY 18-19 | Outstanding as on<br>March 31, 2019 |
|---|-------------------------------------|-------------------------------------|---|-------------------------------------|
| Securities Sold under repo              |                                     |                                     |   |                                     |
| i. Government Securities                | -                                   | -                                   | -   | -                                   |
| ii. Corporate Debt Securities           | -                                   | -                                   | -   | -                                   |
| Securities purchased under reverse repo |                                     |                                     |   |                                     |
| i. Government Securities                | 9,48,421                            | 69,36,361                           | 37,71,131                                   | 27,69,379                           |
| ii. Corporate Debt Securities           | -                                   | -                                   | -   | -                                   |

<sup>\*</sup>Daily average is sum of daily outstanding multiplied by the term and divided by 365

- **40.** The Company has assessed the impact of COVID-19 on its operations as well its financial statements, including but not limited to the areas of valuation of investment assets, valuation of policy liabilities and solvency, for the year ended March 31, 2020. Further, there have been no material changes in the controls or processes followed in the financial statement closing process of the Company.
  - The company has also assessed its solvency position as at the Balance sheet date and is at 242%, which is above the prescribed regulatory limit of 150%. The final impact of the global health pandemic may be different from that estimated as at the date of approval of these financial statements. The Company will continue to closely monitor any material changes to future economic conditions.
- 41. As per applicable provision of the Act and Corporate Governance Guidelines, 2016 issued by IRDAI, there must be three Independent Directors on the Board of the Company, whereas during the financial year ended March 31, 2020 company has two independent directors. The Company has taken sufficient steps to fill this position, in last 18th months, the Company has attempted three appointments which were not fulfilled. The Company has informed the IRDAI to keep them aware about the situation.
  - The third Independent Director has been appointed by the Company in its meeting held on July 22, 2020. In the meantime, the other two Independent Directors, Mr. Bobby Parikh and Ms. E.V. Sumithasri have exercised supervision over the Board and various Committees and they have attended all the Committee meetings which they are part of and all Board meetings as well. None of the circular resolutions are approved unless it is approved by at least one of the independent directors.



42. Previous year figures have been re-classified and regrouped wherever necessary to confirm to current year presentation.

As per our report of even date attached

For MSKA & Associates

**Chartered Accountants** Firm's Regn No. 105047W For Walker Chandiok & Co LLP

**Chartered Accountants** 

Firm's Regn No. 001076N/N500013

**Aviva Life Insurance Company India Limited** 

CIN U66010DL2000PLC107880

For and on behalf of the Board of Directors

Deepak Rao

Partner

Membership No. 113292 Place: Bengaluru

Date: 22 July, 2020

**Lalit Kumar** 

Partner

Membership No. 095256

Place: Noida

**Mohit Burman Trevor Bull** 

Chairman DIN 00021963

Place: London DIN 00050834

Place : Delhi

Managing Director and

**Chief Executive Officer** 

**PD Narang** 

Director DIN 00021581

Place : Delhi

Nilesh Karia

**Chief Financial Officer** 

Place : Delhi

**Chetan Singh** Director

DIN 08532370

Place: London

Anuj Arora

**Company Secretary** 

Membership No. A28442

Place: Gurugram

Date: 22 July, 2020