POSTAL BALLOT FORM
(To be returned to the Scrutinizer appointed by the Company)

1. Name and Registered Address of the sole/first named Member:

2. Name(s) of the joint Member(s) if any:

3. Registered Folio No./DP ID No./Client ID No.*:
   (*Applicable to Members holding shares in dematerialized form)

4. Number of Equity Shares held as on January 19, 2018:

I/We hereby exercise my/our vote in respect of the following Resolutions to be passed through Postal Ballot for the businesses stated in the Postal Ballot Notice dated January 22, 2018 of HDFC Standard Life Insurance Company Limited ("Company") by conveying my/our assent or dissent to the said Resolutions by placing the tick (✓) mark in the appropriate box below:

<table>
<thead>
<tr>
<th>Resolution No</th>
<th>Resolution Summary</th>
<th>No of Equity shares held by me/us</th>
<th>I/We assent to the Resolution (FOR)</th>
<th>I/We dissent to the Resolution (AGAINST)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Approval and adoption of Article 76.3 of the Articles of Association of the Company</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>Approval of Employee Stock Option Scheme - 2017 for the eligible employees of the Company</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td>Approval of Employee Stock Option Scheme - 2017 for the eligible employees of the Subsidiary Company (ies) of the Company</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>Approval of Employee Stock Option (Trust) Scheme - 2017 for the eligible employees of the Company</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5.</td>
<td>Approval of Employee Stock Option (Trust) Scheme - 2017 for the eligible employees of the Subsidiary Company (ies) of the Company</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Place:
Date:

[Signature of the Member]

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ELECTRONIC VOTING PARTICULARS
The e-voting facility is available at the link https://evoting.karvy.com. The electronic voting particulars are set out as follows:

<table>
<thead>
<tr>
<th>EVEN (Electronic Voting Event Number)</th>
<th>USER ID</th>
<th>PASSWORD/PIN</th>
</tr>
</thead>
</table>

Note:
1) Please read the instructions given in the Notes to the Postal Ballot Notice dated January 22, 2018 and also the instructions printed overleaf carefully before exercising the vote.
2) If the voting rights are exercised electronically, there is no need to use this Postal Ballot Form.
INSTRUCTIONS

1. This Postal Ballot Form is provided for the benefit of Members who do not have access to e-voting facility.

2. A Member can opt for only one mode of voting, i.e. either through e-voting or by Postal Ballot Form. If a Member casts vote by both modes, then voting done through e-voting shall prevail and voting done by physical Postal Ballot Form shall be treated as invalid.

3. For detailed instructions on e-voting, please refer to the note no. 19 (B) to the Postal Ballot Notice.

Process and manner for Members opting to vote by using the Postal ballot Form

1. A Member(s) desirous to exercise vote by Postal Ballot may complete this Postal Ballot Form (no other Form or photocopy of the form is permitted to be used for the purpose) and send it so as to reach the Scrutinizer, Mr Surjan Singh Rauthan, a Practising Company Secretary (PCS), Proprietor of S. S. Rauthan & Associates, Company Secretaries in the enclosed postage prepaid Business Reply envelope addressed to the scrutinizer not later than 5 p.m. IST on Tuesday, February 27, 2018. Postal Ballot Form received after this date will be strictly treated as if the reply from such Member has not been received. Envelope containing Postal Ballot Form, if deposited in person or sent by courier at the expense of the Member(s) will also be accepted.

2. The Postal Ballot Form should be completed and signed by the Member (as per the specimen signature registered with the Company or furnished by National Securities Depository Limited (NSDL)/ Central Depository Services (India) Limited (CDSL), in respect of shares held in physical form or dematerialized form respectively. In case of joint holding, this Form must be completed and signed by the first named Member and in his/her absence, by any next named Member.

3. The vote should be cast in favour of or against by putting tick (✓) mark in the column provide for assent or dissent. Unsigned/ incomplete/ incorrectly ticked Postal Ballot form will be rejected. The Scrutinizer's decision on the validity of a Postal Ballot will be final and binding. In the case of shares held by Institutions, Companies, Trusts, Societies etc., the duly completed Postal Ballot Form should be accompanied by a certified copy of the board resolution/authorization together with the specimen signature(s) of the duly authorised signatories.

4. A Member seeking duplicate Postal Ballot Form can write to the Company at its registered office or send an email to investor.service@hdfclife.com or download the Postal Ballot Form from the Company's website, www.hdfclife.com or from the website of Karvy Computershare Private Limited, https://evoting.karvy.com. However, the duly filled in duplicate Postal Ballot Form should reach the Scrutinizer not later than 5 p.m. IST on Tuesday, February 27, 2018.

5. The exercise of vote through Postal Ballot is not permitted through a proxy.

6. Voting rights shall be reckoned on the paid up value of the equity shares registered in the name(s) of the Member(s)/ list of beneficial owners as received from NSDL/ CDSL on the cut-off date i.e. Friday, January 19, 2018.

7. Members are requested not to send any other paper along with the Postal Ballot Form in the enclosed postage prepaid Business Reply envelope. If any other papers are found the same will be destroyed by the scrutinizer.

8. There will be one Postal Ballot Form for every Folio/Client ID irrespective of the number of joint Members.