

# HDFC Standard Life Insurance Company Limited

*A Subsidiary of Housing Development Finance Corporation Limited*

EIGHTH ANNUAL REPORT 2007 - 08



## Board of Directors

Mr. Deepak S. Parekh  
**Chairman**

### Directors

Mr. Keki M. Mistry  
Ms. Renu Sud Karnad  
Mr. A. M. Crombie  
Ms. Marcia D. Campbell  
Mr. Norman Keith Skeoch  
Mr. G. R. Divan  
Mr. Ranjan Pant  
Mr. Ravi Narain  
Mr. Gerald Edgar Grimstone  
Alternate to Mr. A. M. Crombie

Mr. D. M. Satwalekar  
**Managing Director & CEO**

### Auditors

Haribhakti & Company  
Chartered Accountants  
Kalyaniwalla & Mistry  
Chartered Accountants

### Bankers

HDFC Bank Ltd.  
Union Bank of India  
Indian Bank  
The Saraswat Co-operative Bank Ltd.  
Federal Bank

### Registered Office

Ramon House,  
H. T. Parekh Marg,  
169, Backbay Reclamation,  
Churchgate, Mumbai 400 020.

### Corporate Office

HDFC Standard Life Insurance Company Ltd.  
'Trade Star', 2nd Floor, 'A' Wing,  
Junction of Kondivita and M. V. Road,  
Andheri-Kurla Road,  
Andheri (East), Mumbai - 400 059.  
Tel. No. : 022-6751 6666  
Fax : 022-2822 2414  
Email : response@hdfcinsurance.com  
Website : www.hdfcinsurance.com

## Directors' Report

TO THE MEMBERS,

The directors have pleasure in presenting the Eighth Annual Report with the audited accounts of the company for the year ended March 31, 2008.

### OPERATIONAL HIGHLIGHTS

| Particulars of Policyholders Fund | Financial Year          | (Rs. in lacs)                            |
|-----------------------------------|-------------------------|--|
|                                   | ended<br>March 31, 2008 | Previous year<br>ended<br>March 31, 2007 |
| New Business Premium written      |                         |  |
| — Individual business             |                         |  |
| a. Regular Premium                | <b>1,29,811.82</b>      | 80,868.25                                |
| b. Single Premium                 | <b>5,147.51</b>         | 6,273.96                                 |
| — Group business                  |                         |  |
| a. Regular Premium                | <b>2,851.21</b>         | 4,426.21                                 |
| b. Single Premium                 | <b>22,047.15</b>        | 12,723.82                                |
| — Pensions                        |                         |  |
| a. Regular Premium                | <b>95,376.68</b>        | 46,349.38                                |
| b. Single Premium                 | <b>13,302.36</b>        | 14,243.65                                |
| Total                             | <b>2,68,536.73</b>      | 1,64,885.28                              |
| Risk claims                       | <b>201.70</b>           | 108.02                                   |

### New Business

The first year premium income increased by over 1,055.37 from Rs. 1,624.24 crores in the previous year to Rs. 2,679.61 crores in the current year, recording a growth of 65%. The renewal premia continued to reflect the quality of the book and grew from Rs 1207 crores in the previous year to Rs. 2173.19 crores in the current year. The cumulative Sum Assured in respect of policies issued increased from Rs. 67,192.97 crores as at 31st March, 2007 to Rs. 87,439.41 crores as at 31st March, 2008.

During the year, the company introduced new and improved versions of products replacing some of the existing versions. The company now has a portfolio of 19 retail and 6 group products, along with five optional rider benefits catering to the savings, investment, protection and retirement needs of the customer. Most retail products are offered on both, the conventional and unit linked platforms.

The company's focus on the retirement planning business continues to pay rich dividends. The first year premium collected grew to Rs 1,327.13 crores

During the year, the company issued over 9,40,000 policies and has covered more than 9,59,000 lives.

### Distribution

#### Offices

In its drive to deepen and widen the penetration in the market, the company opened 314 offices during the year, taking the total to 572 across the country. Through the network of these offices the company's Financial Consultants, Corporate Agents and Brokers are able to service customers in over 730 cities and towns across the country.

### Financial Consultants

The company's distribution strategy continues to lay strong emphasis on the development of the

agency channel. With specific focus on recruitments, the number of licensed Financial Consultants appointed by the company increased from over 74,000 in the previous year to over 1,44,000 in the current year. This positions the company well to take advantage of a larger trained sales force in the coming year. The company provides extensive and thorough training, to not only comply with the regulatory requirements, but also to equip the financial consultants to appropriately assess the customer's insurance needs. The 'needs based analysis' approach adopted by our sales force has resulted in a significant increase in the average premium, even beyond the limits of tax benefits available.

#### Corporate Agents

During the year, the company expanded its reach in the bancassurance channel by arrangements with co-operative banks in the rural areas. This has helped deepen the distribution reach. The corporate agents, brokers and referral tie-ups now aggregate to 378 partners in the alternate channel.

#### Rural & Social Sector Obligations

As against the regulatory requirement of writing 18% of all policies in rural areas, the company has issued over 2,19,195 policies accounting for 23% of all policies issued during the year. In addition, during the current financial year, the company has covered 51,326 lives under the social sector category, as against the requirement of 35,000 lives.

#### Servicing the customer

During the year, your company continued to increase its focus on service quality. Towards this end, the company has put in place a robust mechanism to capture the "Voice of the Customer" through service audits across its offices. This is complemented by use of technology that enables capture of all interactions with customers, across all touch points, which will be used to analyse preferences and trends.

Your company continues to explore strategic

outsourcing partnerships with a focus on handling volumes, delivering superior quality and reaping economies of scale. As part of this agenda and towards meeting its Corporate Social Responsibility, your company has entered into a partnership with a unique BPO service provider employing rural workforce.

#### Investments

Investments of insurance companies are regulated under the IRDA (Investment

Regulations, 2000 as amended from time to time. The company has complied with all the requirements under the said Regulations. The total assets under management as on March 31, 2008 is Rs. 8,916 crores as against Rs. 4,976 crores in the previous year. Under the unit linked products, the company offers a choice of 7 funds ranging from growth to liquid funds to the retail policyholder and an additional fund for the corporate customers.

#### Bonus

The company declared the sixth consecutive bonus on all with profits policies as follows:

| Product  | Premium frequency   | Reversionary Bonus | Interim Bonus |
|--|---|--------------------|---------------|
| <ul style="list-style-type: none"> <li>● HDFC Endowment Assurance Plans,</li> <li>● HDFC Children's Plans,</li> <li>● HDFC Money Back Plans,</li> <li>● HDFC Personal Pension Plans</li> </ul> | Regular   | 2.25%              | 2.25%         |
| <ul style="list-style-type: none"> <li>● Savings Assurance Plan</li> <li>● HDFC Assurance Plan</li> </ul>  | Regular   | 3.25%              | 3.25%         |
| <ul style="list-style-type: none"> <li>● Single Premium Whole of Life Policies</li> <li>● Personal Pension Plan</li> </ul>   | Single  | 5.0%               | 5.0%          |
| <ul style="list-style-type: none"> <li>● Terminal Bonus</li> </ul>   | 12% for 5 year term policies, 14% for 6 year term policies and 19% for 7 year term policies |                    |               |

#### Solvency

The company has been continuously monitoring its solvency margins and has ensured that at all times, in keeping with the requirements of IRDA (Assets, Liabilities, and Solvency Margin of Insurers) Regulations, 2000, the margin is maintained at least at 1.50 times the statutory required level.

#### Capital

During the year, the company raised the paid-up equity share capital from Rs. 801 crores to over Rs. 1271 crores. During the year, after obtaining the requisite regulatory approvals, Standard Life group increased its holding in the equity share capital of your company.

#### Infrastructure

During the year, the Company has invested in additional infrastructure capacity and human capital, in terms of offices, technology, staff, financial consultants, in order to be well positioned to increase the growth momentum in the year ahead. The company stepped up the recruitment programme in the latter part of the year in preparation for the next year. Many of the newly recruited sales employees will become fully productive over the coming year.

#### Human Resource

The company had 15,411 employees as of March 31, 2008 as compared to 8,457 employees as of March 31, 2007. Under the provisions of Section

217 (2A) of the Companies Act, 1956 and the rules framed thereunder, the names and other particulars of employees are set out in the annexure to this Report.

### **Technology**

The company has been investing in technology to ensure efficient processing of business and to be in a position to offer value added services to customers. Processes and facilities have been put in place to provide the choice to the customer of determining how, when and where he wishes to be serviced. Its investment in workflow and imaging technology through best of breed solutions have helped it manage increasing volumes and provide higher service standards.

The company has also used the internet and mobile technology to effectively service both policyholders and its agency force.

### **Training**

Employee training is an integral part of our business strategy. The company continues to invest heavily into the development of its manpower resources. This is an ongoing activity with significant investments being made for the future while reaping the benefits of earlier investments.

While the IRDA reduced the mandated number of hours of training by agents from 100 to 50, the company continues to provide training inputs in excess of the mandatory requirement. In addition, the company has strengthened its infrastructure in various branches and received accreditation for conducting the mandatory training internally also. This will help ensure quality training and monitor the compliance stipulations.

### **Accolades and Awards**

Various market campaigns, slogans have earned numerous awards for the company such as Sar Utha Ke Jiyo was honoured as 'Among India's 60 Glorious Advertising Moments'. The advertisements of the company were ranked 6th amongst 'The 10 most effective Advertisements' in September 2007.

The Information Technology initiative of the company has won the PC Quest - Best IT Implementation Award 2007 for implementation of the path-breaking enterprise-wide workflow system. In addition the company also bagged the EMC storage award for being the most innovative users of storage and storage management technologies. A leading reinsurer has, after an audit enhanced the company's existing risk acceptance limit of Rs 1.25 crore to Rs.1.5 crore for Class II Extra Lives.

### **Risk Management Policy**

The company has a Risk Management Policy which details the mitigation measures in place to reduce the risk levels in the functioning of the various parts and processes of the company. During the year, the risk heat map was reviewed and recast with a view to rationalizing risks across the organization. This process involved risk identification, impact evaluation and mitigation identification exercise. A team within Internal Audit assesses the effectiveness of these mitigants and reports to the Risk Management Council. In turn these findings are reported to the Audit Committee and the Board of Directors

### **Whistle Blower Policy**

In order to uphold the highest standards of ethical behaviour that the company encourages its employees to observe, the company, through the Whistle Blower Policy, has provided employees a channel for communicating any breaches of the company's values, code of conduct or regulatory and statutory requirements.

### **Particulars Regarding Conservation of Energy, Technology Absorption and Foreign Exchange Earnings and Expenditure**

Since the company does not carry out any manufacturing activity and has no dealings in foreign exchange, the particulars in the Companies (Disclosure of Particulars in the Report of the Board of Directors) Rules, 1988 are not applicable.

### **Dividend**

As the company has not earned profits, the directors do not recommend any dividend.

### **Directors**

During the year, Mr. Michael G Connarty was appointed as an alternate director to Mr. Norman Keith Skeoch.

Mr. Keki Mistry, Ms. Renu Karnad and Mr. Ranjan Pant are the directors liable to retire by rotation at the ensuing Annual General Meeting and, being eligible, offer themselves for re-appointment.

### **Auditors**

Messrs Haribhakti & Company, Chartered Accountants and Messrs Kalyaniwalla & Mistry, Chartered Accountants - joint statutory auditors of the company retire at the forthcoming Annual General Meeting and are eligible for re-appointment.

### **Deposits**

The company has not accepted any fixed deposits during the year under review.

### **Appreciation**

The directors take this opportunity to thank all employees of the company for their hard work, dedication and commitment. The directors also take this opportunity to thank Housing Development Finance Corporation Limited and Standard Life Group, United Kingdom for their invaluable support. The directors also thank all the channel partners and the Policyholders for their continued support and trust reposed in the company. The directors also thank the Insurance Regulatory and Development Authority for its support, advice and direction provided from time to time.

### **Committee of the Board**

#### **Audit Committee**

The members of the audit committee are all non-executive directors. The terms of reference of the audit committee include ensuring the

implementation of audit procedures and techniques, reviewing the financial reporting systems, internal control systems and control procedures and ensuring compliance with regulatory guidelines.

The committee met four times during the year under review. The committee reviewed the annual financial statements for the period ended March 31, 2008 and recommended approval of the same to the Board.

Further, the committee reviewed reports of internal auditors and statutory auditors with respect to all areas of operations and the comments and 'action taken reports' of the management. The internal auditors have attended all the meetings held by the committee and the statutory auditors have attended the meetings as and when required by the committee.

#### **Directors' Responsibility Statement**

In accordance with the requirements of Section 217(2AA) of the Companies Act, 1956, the Board of Directors wish to state that:

- (i) in the preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures (if any);
- (ii) such accounting policies have been selected and applied consistently and judgements and estimates made that are reasonable and prudent so as to give a true and fair view of the state of affairs of the company as on March 31, 2008 and of the loss of the company for the year ended on that date;
- (iii) proper and sufficient care has been taken for the maintenance of adequate accounting

records in accordance with the provisions of the Act for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities;

- (iv) the annual accounts have been prepared on a going concern basis.

On behalf of the Board of Directors

Sd/-

Mumbai  
April 23, 2008

Chairman

## Auditors' Report

To The Members of HDFC Standard Life Insurance Company Limited

1. We have audited the attached Balance Sheet of HDFC STANDARD LIFE INSURANCE COMPANY LIMITED ("the Company") as at March 31, 2008, the related Revenue Account, Profit & Loss Account and Receipts and Payments Account for the year ended on that date, annexed thereto. These financial statements are the responsibility of the management of the Company. Our responsibility is to express an opinion on these financial statements based on our audit.

2. We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance as to whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statements presentation. We believe that our audit provides a reasonable basis for our opinion.

3. We report that:

(a) We have obtained all the information and explanations which, to the best of our knowledge and belief were necessary for the purposes of our audit and have found them to be satisfactory;

(b) In our opinion and to the best of our information and according to the explanations given to us, proper books of account as required by law have been maintained by the Company so far as appears from our examination of those books;

(c) As the Company's financial accounting system is centralized, accounting returns are not required to be submitted by branches and other offices of the Company for the purposes of our audit;

(d) The Balance Sheet, Revenue Account, Profit and Loss account and Receipts and Payments Account referred to in this report are in agreement with the books of account;

(e) The actuarial valuation of liabilities for life policies in force is the responsibility of the

Company's Appointed Actuary ('the Appointed Actuary'). The Appointed Actuary has duly certified the actuarial valuation of liabilities for policies in force as at March 31, 2008 and in his opinion, the assumptions for such valuation are in accordance with the guidelines and norms issued by the Insurance Regulatory Development Authority ('IRDA') and the Actuarial Society of India in concurrence with the Authority. We have relied upon the appointed actuary's certificate in this regard for forming our opinion on the financial statement of the company.

(f) On the basis of the written representations received from the Directors of the Company, as on March 31, 2008 and taken on record by the Board of Directors, none of the directors of the Company is disqualified as on March 31, 2008 from being appointed as a Director under clause (g) of subsection (1) of section 274 of the Companies Act, 1956.

4. In our opinion and according to the information and explanations given to us, we further report that:

(a) Investments have been valued in accordance with the provisions of the Insurance Act, 1938, the Insurance Regulatory Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulation, 2002, ('the Regulations') and orders / directions issued by IRDA in this behalf;

(b) The accounting policies selected by the Company are appropriate and are in compliance with the applicable Accounting Standards referred to under sub section (3C) of Section 211 of the Companies Act, 1956 and with the accounting principles prescribed in the Regulations and orders / directions issued by IRDA in this behalf;

(c) The Balance Sheet, Revenue Account, Profit and Loss Account and Receipts and Payments Account together with the notes thereon, are prepared in accordance with the requirements of, the Insurance Act, 1938, the Insurance Regulatory and Development Authority Act, 1999 and the Companies Act, 1956, to the

extent applicable and in the manner so required and give a true and fair view in conformity with accounting principles generally accepted in India as applicable to insurance companies:

i. in the case of the Balance Sheet, of the state of affairs of the Company as at March 31, 2008;

ii. in case of the Revenue Account of the net deficit (before shareholders' contribution from non-technical account) for the year ended March 31, 2008;

iii. in the case of the Profit & Loss Account, of the loss for the year ended March 31, 2008; and

iv. in the case of the Receipts and Payments Account, of the receipts and payments for the year ended March 31, 2008.

5. Further, on the basis of our examination of the books and records of the Company and according to the information and explanations given to us and to the best of our knowledge and belief, we certify that:

(a) We have reviewed the management report attached to the financial statements for the year ended March 31, 2008, and have found no apparent mistake or material inconsistencies with the financial statements; and

(b) Based on management representations and compliance certificates noted by the Risk Management and Audit committee, nothing has come to our attention which causes us to believe that the company has not complied with the terms and conditions of registration stipulated by the IRDA

For Haribhakti & Co.  
Chartered Accountants

Manoj Daga  
Partner  
Membership No. 48523

For Kalyaniwalla & Mistry  
Chartered Accountants

Viraf R. Mehta  
Partner  
Membership No. 32083

Mumbai  
April 23, 2008

## Certificate

In accordance with the information and explanations given to us and to the best of our knowledge and belief and based on our examination of the books of account and other records maintained by HDFC Standard Life Insurance Company Limited ('the Company') for the year ended March 31, 2008 we certify that:

1. We have verified the cash balances, to the extent considered necessary, and securities relating to the Company's investments as at March 31, 2008, by actual inspection or on the basis of certificates/confirmations received from the depository participant appointed by the Company, as the case may be. As at March 31,

2008, the Company had no reversions and life interests;

2. The Company is not a trustee of any trust; and

3. No part of the assets of the policyholders' funds has been directly or indirectly applied in contravention to the provisions of the Insurance Act, 1938, relating to the application and investments of the policyholders funds.

This certificate is issued to comply with Schedule C of Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies)

Regulations, 2002, ('the regulations') read with Regulation 3 of such Regulations and may not be suitable for any other purpose.

For Haribhakti & Co.  
*Chartered Accountants*

Manoj Daga  
*Partner*

Membership No. 48523

For Kalyaniwalla & Mistry  
*Chartered Accountants*

Viraf R. Mehta  
*Partner*

Membership No. 32083

Mumbai  
April 23, 2008

## BALANCE SHEET AS AT 31st MARCH 2008

|   | Schedule | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|---|----------|----------------------------|-----------------------------|
| <b>SOURCES OF FUNDS</b>   |          |                            |                             |
| SHAREHOLDERS' FUNDS:  |          |                            |                             |
| Share Capital   | 5        | 12,706,359                 | 8,007,148                   |
| Share application money received pending allotment of shares                          |          | —                          | 287,391                     |
| Reserve and Surplus   | 6        | 552,892                    | 65,902                      |
| Credit / [Debit] Fair Value Change Account  |          | 3,881                      | —                           |
| <b>Sub-Total</b>  |          | <b>13,263,132</b>          | <b>8,360,441</b>            |
| BORROWINGS  |          |                            |                             |
| POLICYHOLDERS' FUNDS:   |          |                            |                             |
| Credit / [Debit] Fair Value Change Account  | 7        | 193,745                    | 91,247                      |
| Policy Liabilities  |          | 24,366,747                 | 17,391,531                  |
| Insurance Reserves  |          | —                          | —                           |
| Provision for Linked liabilities  |          | 56,317,976                 | 25,934,264                  |
| Add: Fair value change  |          | 3,133,608                  | 2,582,499                   |
| Total Provision for Linked Liabilities  |          | 59,451,584                 | 28,516,763                  |
| <b>Sub-Total</b>  |          | <b>84,012,076</b>          | <b>45,999,541</b>           |
| Funds for Future Appropriations   |          | —                          | —                           |
| Funds for future appropriation - Provision for lapsed policies unlikely to be revived |          | 246,951                    | 59,485                      |
| Surplus Allocated to Shareholders   |          | —                          | —                           |
| <b>TOTAL</b>  |          | <b>97,522,159</b>          | <b>54,419,467</b>           |
| <b>APPLICATION OF FUNDS</b>   |          |                            |                             |
| INVESTMENTS   |          |                            |                             |
| Shareholders'   | 8        | 4,213,064                  | 1,529,743                   |
| Policyholders'  | 8A       | 23,299,043                 | 17,782,866                  |
| Assets held to cover Linked Liabilities   | 8B       | 59,451,584                 | 28,516,763                  |
| LOANS   |          |                            |                             |
|   | 9        | 18,618                     | 12,638                      |
| FIXED ASSETS  |          |                            |                             |
| CURRENT ASSETS  |          |                            |                             |
| Cash and bank balances  | 11       | 4,493,238                  | 3,363,556                   |
| Advances and Other Assets   | 12       | 4,082,489                  | 1,961,980                   |
| <b>Sub-total (A)</b>  |          | <b>8,575,727</b>           | <b>5,325,536</b>            |
| CURRENT LIABILITIES   |          |                            |                             |
| PROVISIONS  |          |                            |                             |
|   | 13       | 6,129,149                  | 3,874,652                   |
|   | 14       | 122,019                    | 30,845                      |
| <b>Sub-Total (B)</b>  |          | <b>6,251,168</b>           | <b>3,905,497</b>            |
| <b>NET CURRENT ASSETS (C) = (A - B)</b>   |          | <b>2,324,559</b>           | <b>1,420,039</b>            |
| MISCELLANEOUS EXPENDITURE (to the extent not written off or adjusted)                 | 15       | —                          | —                           |
| DEBIT BALANCE IN PROFIT AND LOSS ACCOUNT (Shareholders' account)                      |          | 6,883,491                  | 4,421,364                   |
| <b>TOTAL</b>  |          | <b>97,522,159</b>          | <b>54,419,467</b>           |

### Notes to Accounts

Schedules referred to above and the notes to accounts form an integral part of the Accounts

As per our report of even date  
For **Haribhakti & Co.**  
Chartered Accountants

For **Kalyaniwalla & Mistry**  
Chartered Accountants

**Deepak S. Parekh**  
Chairman

Directors  
**Keki M. Mistry**  
**A. M. Crombie**  
**G.R. Divan**  
**Ranjan Pant**  
**Ravi Narain**  
**Norman K. Skeoch**  
**Marcia D. Campbell**  
**Renu S. Karnad**

**Manoj Daga**  
Partner  
Membership No: 48523

**Viraf R. Mehta**  
Partner  
Membership No: 32083

**D. M. Satwalekar**  
Managing Director & CEO

Mumbai  
April 23, 2008

### CONTINGENT LIABILITIES

Particulars

|  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| 1. Partly paid-up investments  | —                          | —                           |
| 2. Claims, other than against policies, not acknowledged as debts by the company | —                          | —                           |
| 3. Underwriting commitments outstanding (in respect of share and securities)     | —                          | —                           |
| 4. Guarantees given by or on behalf of the Company                               | —                          | —                           |
| 5. Statutory demands / liabilities in dispute, not provided for                  | 262,091                    | 309,494                     |
| 6. Reinsurance obligations to the extent not provided for in the accounts        | —                          | —                           |
| 7. Others  | —                          | —                           |
| <b>Total</b>   | <b>262,091</b>             | <b>309,494</b>              |



## Profit And Loss Account For Year Ended 31st March 2008

### Shareholders' Account (Non-technical Account)

| Particulars   | Schedule | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|---|----------|----------------------------|-----------------------------|
| Amounts transferred from the Policyholders Account<br>(Technical Account)     |          | 516,341                    | —                           |
| Income from Investments   |          |                            |                             |
| (a) Interest, Dividends & Rent - Gross  |          | 242,109                    | 126,836                     |
| (b) Profit on sale / redemption of investments                                |          | 98,694                     | 114,192                     |
| (c) (Loss on sale / redemption of investments)                                |          | (11,142)                   | (12,470)                    |
| (d) Transfer / gain on revaluation / change in fair value                     |          | (21,384)                   | (23,909)                    |
| (e) Amortisation (charge)/credit  |          | 561                        | (2,375)                     |
| <b>Sub Total</b>  |          | <b>308,838</b>             | <b>202,274</b>              |
| Other Income  |          | 531                        | 764                         |
| <b>TOTAL (A)</b>  |          | <b>825,710</b>             | <b>203,038</b>              |
| Expenses other than those directly related to the insurance<br>business       | 3A       | 12,596                     | 8,252                       |
| Bad debts written off   |          | —                          | —                           |
| Provisions (other than taxation)  |          |                            |                             |
| (a) For diminution in the value of Investments (net)                          |          | —                          | —                           |
| (b) Provision for doubtful debts  |          | —                          | —                           |
| (c) Others  |          | —                          | —                           |
| Contribution to the Policyholders Fund  |          | 3,248,208                  | 1,450,397                   |
| <b>TOTAL (B)</b>  |          | <b>3,260,804</b>           | <b>1,458,649</b>            |
| Profit / (Loss) before tax  |          | (2,435,094)                | (1,255,611)                 |
| Provision for Taxation  |          | —                          | —                           |
| Profit / (Loss) after tax   |          | (2,435,094)                | (1,255,611)                 |
| <b>APPROPRIATIONS</b>   |          |                            |                             |
| (a) Balance at the beginning of the Year                                      |          | (4,421,364)                | (3,165,753)                 |
| (b) Interim dividends paid during the Year                                    |          | —                          | —                           |
| (c) Proposed final dividend   |          | —                          | —                           |
| (d) Dividend distribution tax   |          | —                          | —                           |
| (e) Transfer to liabilities on account of Employee benefits (See Note 8 (i) ) |          | (27,033)                   | —                           |
| Profit / (Loss) carried forward to the Balance Sheet                          |          | (6,883,491)                | (4,421,364)                 |
| Earning per share - Basic   |          | (2.42)                     | (1.83)                      |
| Earning per share - Diluted   |          | (2.42)                     | (1.81)                      |

### Notes to Accounts

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Schedules referred to above and the notes to accounts form an integral part of the Accounts

As per our report of even date

For **Haribhakti & Co.**  
Chartered Accountants

For **Kalyaniwalla & Mistry**  
Chartered Accountants

**Deepak S. Parekh**  
Chairman

Directors  
**Keki M. Mistry**  
**A. M. Crombie**  
**G.R. Divan**  
**Ranjan Pant**  
**Ravi Narain**  
**Norman K. Skeoch**  
**Marcia D. Campbell**  
**Renu S. Karnad**

**Manoj Daga**  
Partner  
Membership No: 48523

**Viraf R. Mehta**  
Partner  
Membership No: 32083

**D. M. Satwalekar**  
Managing Director & CEO

Mumbai  
April 23, 2008

## Revenue Account for the year ended 31st March 2008

### Policyholders' Account (Technical Account)

| Particulars  | Schedule | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------|----------------------------|-----------------------------|
| Premium earned (net)                                       |          |                            |                             |
| (a) Premium  | 1        | 48,585,616                 | 28,558,656                  |
| (b) Reinsurance ceded                                      |          | (409,450)                  | (332,408)                   |
| (c) Reinsurance accepted                                   |          | —                          | —                           |
| <b>Sub Total</b>   |          | <b>48,176,166</b>          | <b>28,226,248</b>           |
| Income from Investments                                    |          |                            |                             |
| (a) Interest, Dividends & Rent - Gross                     |          | 2,769,363                  | 1,589,497                   |
| (b) Profit on sale / redemption of investments             |          | 3,415,246                  | 1,043,415                   |
| (c) (Loss on sale / redemption of investments)             |          | (1,123,008)                | (411,914)                   |
| (d) Transfer / gain on revaluation / change in fair value* |          | 583,524                    | 101,405                     |
| (e) Amortisation Charge                                    |          | (56,904)                   | (65,762)                    |
| <b>Sub Total</b>   |          | <b>5,588,221</b>           | <b>2,256,641</b>            |
| Other Income   |          |                            |                             |
| (a) Contribution from the Shareholders' Account            |          | 3,248,208                  | 1,450,397                   |
| (b) Other Income   |          | 324,740                    | 232,997                     |
| <b>Sub Total</b>   |          | <b>3,572,948</b>           | <b>1,683,394</b>            |
| <b>TOTAL (A)</b>   |          | <b>57,337,335</b>          | <b>32,166,283</b>           |
| Commission   | 2        | 3,512,586                  | 2,099,268                   |
| Operating Expenses related to Insurance Business           | 3        | 10,129,791                 | 5,767,403                   |
| Provisions for doubtful debts                              |          | —                          | —                           |
| Bad debts written off                                      |          | —                          | —                           |
| Provisions for tax   |          | —                          | —                           |
| Fringe Benefit Tax   |          | 62,569                     | 35,784                      |
| Provisions (other than taxation)                           |          |                            |                             |
| (a) For diminution in the value of investments (Net)       |          | —                          | —                           |
| (b) Others (to be specified)                               |          | —                          | —                           |
| <b>TOTAL (B)</b>   |          | <b>13,704,946</b>          | <b>7,902,455</b>            |

## Revenue Account for the year ended 31st March 2008 (Continued)

### Policyholders' Account (Technical Account)

| Particulars   | Schedule | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|---|----------|----------------------------|-----------------------------|
| Benefits Paid (Net)   | 4        | 5,014,603                  | 1,745,350                   |
| Interim Bonuses Paid  |          | 580                        | 300                         |
| Terminal Bonuses Paid   |          | 3,363                      | —                           |
| Change in valuation of liability against life policies in force                       |          |                            |                             |
| (a) Gross **  |          | 37,807,169                 | 22,625,262                  |
| (b) Amount ceded in Reinsurance   |          | 102,868                    | (141,054)                   |
| (c) Amount accepted in Reinsurance  |          | —                          | —                           |
| <b>TOTAL (C)</b>  |          | <b>42,928,583</b>          | <b>24,229,558</b>           |
| <b>SURPLUS / (DEFICIT) Before Bonus Allocation</b>                                    |          |                            |                             |
| <b>(D) = (A) - (B) - (C)</b>  |          | <b>703,806</b>             | <b>33,970</b>               |
| <b>APPROPRIATIONS</b>   |          |                            |                             |
| Transfer to Shareholders' Account   |          | 516,341                    | —                           |
| Transfer to Other Reserves  |          | —                          | —                           |
| Funds for future appropriation - Provision for lapsed policies unlikely to be revived |          | 187,465                    | 33,970                      |
| Balance being Funds For Future Appropriations   |          | —                          | —                           |
| <b>TOTAL (D)</b>  |          | <b>703,806</b>             | <b>33,970</b>               |

### Notes:

\* Represents the deemed realised gain as per norms specified by the Authority

\*\* Represents changes in the mathematical Reserves after allocation of bonus

The total surplus as mentioned below :

|   |           |         |
|---|-----------|---------|
| (a) Interim Bonuses Paid :                | 580       | 300     |
| (b) Terminal Bonuses Paid:                | 3,363     | —       |
| (c) Allocation of Bonus to policyholders: | 941,065   | 866,768 |
| (d) Surplus shown in the Revenue Account: | 703,806   | 33,970  |
| (e) Total Surplus :[(a)+(b)+(c)+(d)]      | 1,648,814 | 901,038 |

### Notes to Accounts

16

Schedules referred to above and the notes to accounts form an integral part of the Accounts

As per our report of even date attached

For **Haribhakti & Co.**  
Chartered Accountants

For **Kalyaniwalla & Mistry**  
Chartered Accountants

**Deepak S. Parekh**  
Chairman

Directors  
**Keki M. Mistry**  
**A. M. Crombie**  
**G.R. Divan**  
**Ranjan Pant**  
**Ravi Narain**  
**Norman K. Skeoch**  
**Marcia D. Campbell**  
**Renu S. Karnad**

**Manoj Daga**  
Partner  
Membership No: 48523

**Viraf R. Mehta**  
Partner  
Membership No: 32083

**D. M. Satwalekar**  
Managing Director & CEO

Mumbai  
April 23, 2008

## Receipts and Payments for the year ended 31st March, 2008

| <b>CASH FLOW FROM OPERATING ACTIVITIES</b>                | Schedule | Current Year<br>(Rs '0 00) | (Rs '000)           | Previous Year<br>(Rs '000) | (Rs '000)    |
|---|----------|----------------------------|---------------------|----------------------------|--------------|
| Amounts received from Policyholders                       |          | <b>47,554,360</b>          |                     | 28,492,873                 |              |
| Amounts paid to Policyholders                             |          | <b>(4,224,779)</b>         |                     | (1,708,312)                |              |
| Amounts received / (paid) to Reinsurers                   |          | <b>(415,081)</b>           |                     | (217,789)                  |              |
| Amounts paid to Distribution Partners                     |          | <b>(3,397,480)</b>         |                     | (2,064,017)                |              |
| Cash Payments to Employees and Suppliers                  |          | <b>(9,213,267)</b>         |                     | (6,467,443)                |              |
| Deposit with Reserve Bank of India                        |          | —                          |                     | (4)                        |              |
| Investment Income   |          | <b>2,711,629</b>           |                     | 1,541,366                  |              |
| Others  |          | <b>388,002</b>             |                     | 384,782                    |              |
| <b>Net Cash from Operating Activities</b>                 |          |                            | <b>33,403,384</b>   |                            | 19,961,456   |
| <b>CASH FLOW FROM INVESTING ACTIVITIES</b>                |          |                            |                     |                            |              |
| Purchase of Fixed Assets                                  |          | <b>(663,249)</b>           |                     | (372,874)                  |              |
| Sale of Fixed Assets                                      |          | <b>368</b>                 |                     | —                          |              |
| Investments (Net)   |          | <b>(36,020,821)</b>        |                     | (21,204,648)               |              |
| <b>Net Cash Flow from Investing Activities</b>            |          |                            | <b>(36,683,702)</b> |                            | (21,577,522) |
| <b>CASH FLOW FROM FINANCING ACTIVITIES</b>                |          |                            |                     |                            |              |
| Issue of Shares during the year                           |          | <b>4,697,391</b>           |                     | 1,812,609                  |              |
| Share application money received pending allotment        |          | <b>(287,391)</b>           |                     | 287,391                    |              |
| <b>Net Cash Flow from Financing Activities</b>            |          |                            | <b>4,410,000</b>    |                            | 2,100,000    |
| <b>Net Increase in Cash and Cash Equivalents</b>          |          | <b>1,129,682</b>           |                     | 483,934                    |              |
| Cash and Cash Equivalents as at the beginning of the year |          | <b>3,363,556</b>           |                     | 2,879,622                  |              |
| <b>CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR</b>   |          |                            | <b>4,493,238</b>    |                            | 3,363,556    |

Notes to Accounts

16

Schedules referred to above and the notes to accounts form an integral part of the Accounts.

As per our report of even date  
For **Haribhakti & Co.**  
Chartered Accountants

**Manoj Daga**  
Partner  
Membership No: 48523

Mumbai  
April 23, 2008

For **Kalyaniwalla & Mistry**  
Chartered Accountants

**Viraf R. Mehta**  
Partner  
Membership No: 32083

**Deepak S. Parekh**  
Chairman

**D. M. Satwalekar**  
Managing Director & CEO

Directors  
**Keki M. Mistry**  
**A. M. Crombie**  
**G.R. Divan**  
**Ranjan Pant**  
**Ravi Narain**  
**Norman K. Skeoch**  
**Marcia D. Campbell**  
**Renu S. Karnad**

## Schedules

Annexed to and forming part of the Accounts

### Schedule 1

#### PREMIUM

|                        | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|------------------------|----------------------------|-----------------------------|
| 1. First year Premiums | 22,803,971                 | 13,164,385                  |
| 2. Renewal Premiums    | 21,731,943                 | 12,070,128                  |
| 3. Single Premiums     | 4,049,702                  | 3,324,143                   |
| <b>Total Premiums</b>  | <b>48,585,616</b>          | <b>28,558,656</b>           |

### Schedule 2

#### COMMISSION EXPENSES

|  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| Commission Paid  |                            |                             |
| Direct – First year premiums   | 2,976,371                  | 1,740,024                   |
| – Renewal premiums   | 521,497                    | 345,918                     |
| – Single premiums  | 14,718                     | 13,326                      |
| Add: Commission on Reinsurance Accepted                                | —                          | —                           |
| Less: Commission on Reinsurance Ceded                                  | —                          | —                           |
| <b>Net Commission</b>  | <b>3,512,586</b>           | <b>2,099,268</b>            |
| <b>Break up of the expenses (Gross) incurred to procure business :</b> |                            |                             |
| Agents   | 1,657,042                  | 970,774                     |
| Brokers  | 15,948                     | 16,371                      |
| Corporate Agency   | 1,837,268                  | 1,111,327                   |
| Referral   | 2,328                      | 796                         |
| Others   | —                          | —                           |
| <b>Total</b>   | <b>3,512,586</b>           | <b>2,099,268</b>            |

### Schedule 3

#### OPERATING EXPENSES RELATING TO INSURANCE BUSINESS

|  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| 1. Employees' remuneration & welfare benefits              | 4,019,140                  | 1,905,428                   |
| 2. Travel, conveyance and vehicle running expenses         | 209,886                    | 160,255                     |
| 3. Training expenses (Employees and Financial Consultants) | 858,623                    | 430,282                     |
| 4. Rent, rates & taxes                                     | 537,327                    | 234,800                     |
| 5. Repairs   | 100,620                    | 37,807                      |
| 6. Printing & stationery                                   | 177,323                    | 121,130                     |
| 7. Communication expenses                                  | 345,809                    | 193,752                     |
| 8. Legal & professional charges                            | 552,830                    | 290,842                     |
| 9. Medical fees  | 44,729                     | 39,587                      |
| 10. Auditors fees, expenses etc.                           |                            |                             |
| (a) as auditor   | 2,056                      | 1,027                       |
| (b) as advisor or in any other capacity in respect of      |                            |                             |
| (i) Taxation matters                                       | —                          | —                           |
| (ii) Insurance matters                                     | —                          | —                           |
| (iii) Management services                                  | —                          | —                           |
| (c) in any other capacity                                  | 75                         | 75                          |
| 11. Advertisement and publicity                            | 1,108,142                  | 924,383                     |
| 12. Interest & Bank Charges                                | 50,666                     | 11,391                      |

Carried forward

**Schedule 3 (Continued)****OPERATING EXPENSES RELATING TO INSURANCE BUSINESS**

|  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| 13. Others   |                            |                             |
| (a) Computer Expenses  | 197,037                    | 150,031                     |
| (b) General Office & Other Expenses                            | 477,244                    | 262,876                     |
| (c) Operating Leases   | 4,485                      | 5,197                       |
| (d) Business Development Expenses                              | 689,755                    | 605,279                     |
| (e) Depreciation on fixed assets                               |                            |                             |
| — Depreciation on assets owned by Policyholders                | —                          | —                           |
| — Reimbursement of Depreciation for use of shareholders assets | 552,334                    | 238,104                     |
| 14. Service Tax  | 201,710                    | 155,157                     |
| <b>Total</b>   | <b>10,129,791</b>          | <b>5,767,403</b>            |

**Schedule 3A****SHAREHOLDER EXPENSES**

|  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| 1. Employees' remuneration & welfare benefits                                      | —                          | —                           |
| 2. Travel, conveyance and vehicle running expenses                                 | —                          | —                           |
| 3. Training expenses   | —                          | —                           |
| 4. Rent, rates & taxes   | 1,763                      | —                           |
| 5. Repairs   | —                          | —                           |
| 6. Printing & stationery   | —                          | —                           |
| 7. Communication expenses  | —                          | —                           |
| 8. Legal & professional charges  | 1,747                      | 1,436                       |
| 9. Medical fees  | —                          | —                           |
| 10. Auditors fees, expenses etc.   |                            |                             |
| (a) as auditor   | —                          | —                           |
| (b) as advisor or in any other capacity in respect of                              |                            |                             |
| (i) Taxation matters   | —                          | —                           |
| (ii) Insurance matters   | —                          | —                           |
| (iii) Management services  | —                          | —                           |
| (c) in any other capacity  | —                          | —                           |
| 11. Advertisement and publicity  | —                          | —                           |
| 12. Interest & Bank Charges  | 1                          | 4                           |
| 13. Others   |                            |                             |
| (a) Directors Fees   | 920                        | 880                         |
| (b) Preliminary Expenses amortised   | 1,820                      | 1,820                       |
| (c) Wealth tax   | 125                        | 122                         |
| (d) Loss on Sale of Fixed Assets   | 2,101                      | 61                          |
| (e) Other General Expenses   | 4,119                      | 3,929                       |
| 14. Depreciation on fixed assets   |                            |                             |
| (a) Depreciation on Assets owned by Shareholders                                   | 552,334                    | 238,104                     |
| (b) Reimbursement of depreciation by Policyholders for use of Shareholders' Assets | (552,334)                  | (238,104)                   |
| <b>Total</b>   | <b>12,596</b>              | <b>8,252</b>                |

**Schedule 4****BENEFITS PAID [NET]**

|                                      | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--------------------------------------|----------------------------|-----------------------------|
| 1. Insurance Claims                  |                            |                             |
| (a) Claims by Death,                 | 316,944                    | 180,603                     |
| (b) Claims by Maturity               | 3,457                      | —                           |
| (c) Money back payment               | 225,423                    | 122,414                     |
| (d) Annuities / Pensions in payment, | 9,690                      | 8,610                       |
| (e) Vesting of Pension policy        | 25,144                     | 8,820                       |
| (f) Surrenders                       | 3,177,281                  | 881,684                     |
| (g) Critical Illness                 | 25,307                     | 4,720                       |
| (h) Permanent & Partial Disability   | —                          | 649                         |
| (i) Withdrawals                      | 1,371,907                  | 615,797                     |
| <b>Sub Total (A)</b>                 | <b>5,155,153</b>           | <b>1,823,297</b>            |
| 2. (Amount ceded in reinsurance) ;   |                            |                             |
| (a) Claims by Death,                 | (134,971)                  | (76,015)                    |
| (b) Claims by Maturity               | —                          | —                           |
| (c) Annuities / Pensions in payment, | —                          | —                           |
| (d) Surrenders                       | —                          | —                           |
| (e) Critical Illness                 | (5,579)                    | (1,348)                     |
| (f) Permanent & Partial Disability   | —                          | (584)                       |
| <b>Sub Total (B)</b>                 | <b>(140,550)</b>           | <b>(77,947)</b>             |
| 3. Amount accepted in reinsurance    |                            |                             |
| (a) Claims by Death,                 | —                          | —                           |
| (b) Claims by Maturity               | —                          | —                           |
| (c) Annuities / Pensions in payment, | —                          | —                           |
| (d) Surrenders                       | —                          | —                           |
| (e) Critical Illness                 | —                          | —                           |
| <b>Sub Total (C)</b>                 | <b>—</b>                   | <b>—</b>                    |
| <b>Total (A+B+C)</b>                 | <b>5,014,603</b>           | <b>1,745,350</b>            |

Notes: (a) Claims include specific claims settlement costs, wherever applicable.  
(b) Legal, other fees and expenses also form part of the claims cost, wherever applicable.

## Schedule 5

### SHARE CAPITAL

|   | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|---|----------------------------|-----------------------------|
| 1. Authorised Capital<br>Equity shares of Rs 10 each                                  | 15,000,000                 | 15,000,000                  |
| 2. Issued Capital<br>Equity shares of Rs 10 each                                      | 12,710,000                 | 8,300,000                   |
| 3. Subscribed Capital<br>Equity shares of Rs 10 each                                  | 12,710,000                 | 8,012,609                   |
| 4. Called-up Capital<br>Equity shares of Rs 10 each                                   | 12,710,000                 | 8,012,609                   |
| Less: Calls unpaid  | —                          | —                           |
| Add: Shares forfeited (Amount originally paid up)                                     | —                          | —                           |
| Less: Par Value of Equity Shares bought back  | —                          | —                           |
| Less: Preliminary Expenses.   | (3,641)                    | (5,461)                     |
| Expenses including commission or brokerage on underwriting or subscription of shares. | —                          | —                           |
| <b>Total</b>  | <b>12,706,359</b>          | <b>8,007,148</b>            |

Share Capital amounting to Rs. 9,222,760 thousand (Previous year : Rs. 6,562,123 thousand) is held by HDFC Ltd., the holding company.

## Schedule 5A

### PATTERN OF SHAREHOLDING

(As certified by the management)

| Shareholder                | Current Year         |                | Previous Year      |                |
|----------------------------|----------------------|----------------|--------------------|----------------|
|                            | Number of Shares     | % of Holding   | Number of Shares   | % of Holding   |
| Promoters                  |                      |                |                    |                |
| • Indian / Holding Company | 922,276,000          | 72.56%         | 656,212,304        | 81.90%         |
| • Foreign                  | 330,460,000          | 26.00%         | 126,784,606        | 15.82%         |
| Others – Domestic          | 18,264,000           | 1.44%          | 18,264,000         | 2.28%          |
| <b>Total</b>               | <b>1,271,000,000</b> | <b>100.00%</b> | <b>801,260,910</b> | <b>100.00%</b> |

## Schedule 6

### RESERVES AND SURPLUS

|  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| 1. Capital Reserve                                     | —                          | —                           |
| 2. Capital Redemption Reserve                          | —                          | —                           |
| 3. Share Premium                                       | —                          | —                           |
| 4. Revaluation Reserve*                                | 552,892                    | 65,902                      |
| 5. General Reserves                                    | —                          | —                           |
| Less: Debit balance in Profit and Loss Account, if any | —                          | —                           |
| Less: Amount utilized for Buy—back                     | —                          | —                           |
| 6. Catastrophe Reserve                                 | —                          | —                           |
| 7. Other Reserves                                      | —                          | —                           |
| 8. Balance of profit in Profit and Loss Account        | —                          | —                           |
| <b>Total</b>   | <b>552,892</b>             | <b>65,902</b>               |

\* Refer Note No. 14 in the Notes to Accounts.



**Schedule 7****BORROWINGS**

|                           | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|---------------------------|----------------------------|-----------------------------|
| 1. Debentures / Bonds     | —                          | —                           |
| 2. Banks                  | —                          | —                           |
| 3. Financial Institutions | —                          | —                           |
| 4. Others                 | —                          | —                           |
| <b>Total</b>              | <b>—</b>                   | <b>—</b>                    |

**Schedule 8****INVESTMENTS - SHAREHOLDERS**

|   | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|---|----------------------------|-----------------------------|
| <b>LONG TERM INVESTMENTS</b>  |                            |                             |
| 1. Government Securities and Government guaranteed bonds including Treasury Bills | <b>2,110,280</b>           | 80,810                      |
| 2. Other Approved Securities  | —                          | —                           |
| 3. Other Investments  |                            |                             |
| (a) Shares  |                            |                             |
| (aa) Equity   | <b>198,958</b>             | 117,275                     |
| (bb) Preference   | —                          | —                           |
| (b) Mutual Funds  | —                          | —                           |
| (c) Derivative Instruments  | —                          | —                           |
| (d) Debentures / Bonds  | <b>50,000</b>              | —                           |
| (e) Other Securities  | —                          | —                           |
| (f) Subsidiaries  | —                          | —                           |
| (g) Investment Properties - Real Estate*  | <b>757,540</b>             | 270,550                     |
| 4. Investments in Infrastructure and Social Sector                                | <b>405,675</b>             | 195,626                     |
| 5. Other than Approved Investments  | <b>66,637</b>              | —                           |
| <b>Sub Total (A)</b>  | <b>3,589,090</b>           | 664,261                     |
| <b>SHORT TERM INVESTMENTS</b>   |                            |                             |
| 1. Government Securities and Government guaranteed bonds including Treasury Bills | —                          | 580,347                     |
| 2. Other Approved Securities  | —                          | —                           |
| 3. Other Investments  |                            |                             |
| (a) Shares  |                            |                             |
| (aa) Equity   | —                          | —                           |
| (bb) Preference   | —                          | —                           |
| (b) Mutual Funds  | —                          | —                           |
| (c) Derivative Instruments  | —                          | —                           |
| (d) Debentures / Bonds  | <b>17,000</b>              | 99,707                      |
| (e) Other Securities  |                            |                             |
| Commercial Paper  | <b>376,501</b>             | —                           |
| Certificate of Deposit  | <b>180,981</b>             | 47,921                      |
| Repo Investments  | —                          | 87,996                      |
| (f) Subsidiaries  | —                          | —                           |
| (g) Investment Properties - Real Estate   | —                          | —                           |
| 4. Investments in Infrastructure and Social Sector                                | <b>49,492</b>              | 49,511                      |
| 5. Other than Approved Investments  | —                          | —                           |
| <b>Sub Total (B)</b>  | <b>623,974</b>             | 865,482                     |
| <b>Total (A+B)</b>  | <b>4,213,064</b>           | 1,529,743                   |

\* Refer Note no 14 in the Notes to Accounts.

The Market value of Investments, other than listed equity securities, is Rs. 3,321,940 thousand (Previous Year : Rs. 1,168,736 thousand)

## Schedule 8A

### INVESTMENTS - POLICYHOLDERS

|   | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|---|----------------------------|-----------------------------|
| <b>LONG TERM INVESTMENTS</b>  |                            |                             |
| 1. Government Securities and Government guaranteed bonds including Treasury Bills | <b>11,431,755</b>          | 6,870,997                   |
| 2. Other Approved Securities  | —                          | —                           |
| 3. Other Investments  |                            |                             |
| (a) Shares  |                            |                             |
| (aa) Equity   | <b>2,816,877</b>           | 2,875,251                   |
| (bb) Preference   | —                          | —                           |
| (b) Mutual Funds  | —                          | —                           |
| (c) Derivative Instruments  | —                          | —                           |
| (d) Debentures / Bonds  | <b>2,271,572</b>           | 1,421,621                   |
| (e) Other Securities  | —                          | —                           |
| Deep Discount Bonds   | <b>16,684</b>              | 2,616                       |
| (f) Subsidiaries  | —                          | —                           |
| (g) Investment Properties - Real Estate   | —                          | —                           |
| 4. Investments in Infrastructure and Social Sector                                | <b>3,137,075</b>           | 2,080,176                   |
| 5. Other than Approved Investments  | <b>374,349</b>             | 370,589                     |
| <b>Sub Total (A)</b>  | <b>20,048,312</b>          | <b>13,621,250</b>           |
| <b>SHORT TERM INVESTMENTS</b>   |                            |                             |
| 1. Government Securities and Government guaranteed bonds including Treasury Bills | <b>442,489</b>             | 1,883,948                   |
| 2. Other Approved Securities  | —                          | —                           |
| 3. Other Investments  |                            |                             |
| (a) Shares  |                            |                             |
| (aa) Equity   | —                          | —                           |
| (bb) Preference   | —                          | —                           |
| (b) Mutual Funds  | <b>53,360</b>              | 249,296                     |
| (c) Derivative Instruments  | —                          | —                           |
| (d) Debentures / Bonds  | <b>1,373,518</b>           | 179,214                     |
| (e) Other Securities  |                            |                             |
| Commercial Paper  | <b>127,839</b>             | 323,739                     |
| Certificate of Deposit  | <b>773,528</b>             | 540,366                     |
| Deep Discount Bonds   | <b>2,618</b>               | —                           |
| Repo Investments  | —                          | 637,099                     |
| (f) Subsidiaries  | —                          | —                           |
| (g) Investment Properties - Real Estate   | —                          | —                           |
| 4. Investments in Infrastructure and Social Sector                                | <b>299,224</b>             | 347,954                     |
| 5. Other than Approved Investments  | <b>178,155</b>             | —                           |
| <b>Sub Total (B)</b>  | <b>3,250,731</b>           | 4,161,616                   |
| <b>Total (A+B)</b>  | <b>23,299,043</b>          | 17,782,866                  |

The market value of Investments, other than listed equity securities, is **Rs. 21,332,554** thousand (Previous Year : Rs. 13,638,740 thousand)

**Schedule 8B****ASSETS HELD TO COVER LINKED LIABILITIES**

|   | Current Year<br>(Rs. '0 00) | Previous Year<br>(Rs. '000) |
|---|-----------------------------|-----------------------------|
| <b>LONG TERM INVESTMENTS</b>  |                             |                             |
| 1. Government Securities and Government guaranteed bonds including Treasury Bills | 2,861,538                   | 1,546,319                   |
| 2. Other Approved Securities  | —                           | —                           |
| 3. Other Investments  |                             |                             |
| (a) Shares  |                             |                             |
| (aa) Equity   | 38,642,323                  | 18,161,633                  |
| (bb) Preference   | —                           | —                           |
| (b) Mutual Funds  | —                           | —                           |
| (c) Derivative Instruments  | —                           | —                           |
| (d) Debentures / Bonds  | 3,703,042                   | 1,814,591                   |
| (e) Other Securities(to be specified)   |                             |                             |
| Deep Discount Bonds   | 69,349                      | 82,184                      |
| Fixed Deposit   | 720,692                     | —                           |
| (f) Subsidiaries  | —                           | —                           |
| (g) Investment Properties - Real Estate   | —                           | —                           |
| 4. Investment in Infrastructure and Social Sector                                 | 1,809,708                   | 405,729                     |
| 5. Other than Approved Investments  | 3,316,740                   | 1,842,220                   |
| <b>Sub Total (A)</b>  | <b>51,123,392</b>           | <b>23,852,676</b>           |
| <b>SHORT TERM INVESTMENTS</b>   |                             |                             |
| 1. Government Securities and Government guaranteed bonds including Treasury Bills | 46,097                      | 1,136,789                   |
| 2. Other Approved Securities  | —                           | —                           |
| 3. Other Investments  |                             |                             |
| (a) Shares  |                             |                             |
| (aa) Equity   | —                           | —                           |
| (bb) Preference   | —                           | —                           |
| (b) Mutual Funds  | 1,550,170                   | 794,755                     |
| (c) Derivative Instruments  | —                           | —                           |
| (d) Debentures / Bonds  | 1,508,401                   | 437,597                     |
| (e) Other Securities  | —                           | —                           |
| Fixed Deposit   | 2,962,207                   | 1,260,979                   |
| Commercial Paper  | 220,716                     | 294,509                     |
| Certificate of Deposit  | 713,069                     | 71,884                      |
| Deep Discount Bonds   | 91,686                      | —                           |
| Repo Investments  | —                           | 144,885                     |
| (f) Subsidiaries  | —                           | —                           |
| (g) Investment Properties - Real Estate   | —                           | —                           |
| 4. Investment in Infrastructure and Social Sector                                 | 93,431                      | 495,763                     |
| 5. Other than Approved Investments  | 580,978                     | —                           |
| <b>Sub Total (B)</b>  | <b>7,766,755</b>            | <b>4,637,161</b>            |
| <b>OTHER ASSETS</b>   |                             |                             |
| 1. Current Account  | 29,826                      | 40,839                      |
| 2. Interest Accrued and Dividend Receivable                                       | 590,545                     | 291,170                     |
| 3. Management Fees Payable  | (6,444)                     | (623)                       |
| 4. Safe custody charges payable   | (119)                       | (2,112)                     |
| 5. Other Liabilities  | (87)                        | (50,639)                    |
| 6. Investment Sold Awaiting Settlement  | 394,475                     | —                           |
| 7. Investment Purchased Awaiting Settlement                                       | (446,759)                   | (251,709)                   |
| <b>Sub Total (C)</b>  | <b>561,437</b>              | <b>26,926</b>               |
| <b>Total (A+B+C)</b>  | <b>59,451,584</b>           | <b>28,516,763</b>           |

## Schedule 9

### LOANS

|   | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|---|----------------------------|-----------------------------|
| <b>1. SECURITY - WISE CLASSIFICATION</b>          |                            |                             |
| <i>Secured</i>                                    |                            |                             |
| (a) On mortgage of property                       |                            |                             |
| (aa) In India                                     | 1,537                      | 2,314                       |
| (bb) Outside India                                | —                          | —                           |
| (b) On Shares, Bonds, Government Securities, etc. | —                          | —                           |
| (c) Loans against policies                        | 14,950                     | 8,426                       |
| (d) Others  | —                          | 229                         |
| <i>Unsecured</i>                                  | 2,131                      | 1,669                       |
| <b>Total</b>                                      | <b>18,618</b>              | 12,638                      |
| <b>2. BORROWER - WISE CLASSIFICATION</b>          |                            |                             |
| (a) Central and State Governments                 | —                          | —                           |
| (b) Banks and Financial Institutions              | —                          | —                           |
| (c) Subsidiaries                                  | —                          | —                           |
| (d) Companies                                     | —                          | —                           |
| (e) Loans against policies                        | 14,950                     | 8,426                       |
| (f) Loans to employees                            | 3,668                      | 4,212                       |
| <b>Total</b>                                      | <b>18,618</b>              | 12,638                      |
| <b>3. PERFORMANCE - WISE CLASSIFICATION</b>       |                            |                             |
| (a) Loans classified as standard                  |                            |                             |
| (aa) In India                                     | 18,618                     | 12,638                      |
| (bb) Outside India                                | —                          | —                           |
| (b) Non-standard loans less provisions            |                            |                             |
| (aa) In India                                     | —                          | —                           |
| (bb) Outside India                                | —                          | —                           |
| <b>Total</b>                                      | <b>18,618</b>              | 12,638                      |
| <b>4. MATURITY - WISE CLASSIFICATION</b>          |                            |                             |
| (a) Short - Term                                  | 654                        | 193                         |
| (b) Long - Term                                   | 17,964                     | 12,445                      |
| <b>Total</b>                                      | <b>18,618</b>              | 12,638                      |

The amounts receivable within 12 months from the Balance Sheet date are **Rs.3,085** thousand (Previous Year : Rs. 1,656 thousand)

**Schedule 10**  
**FIXED ASSETS**

(Rs. '000)

| Particulars                              | Cost / Gross Block |                  |                  |                   | Depreciation      |                   |                           |                   | Net Block         |                   |
|--|--------------------|------------------|------------------|-------------------|-------------------|-------------------|---------------------------|-------------------|-------------------|-------------------|
|  | As at<br>01/04/07  | Additions        | Deductions       | As at<br>31/03/08 | As at<br>01/04/07 | For the<br>period | On Sales /<br>Adjustments | As at<br>31/03/08 | As at<br>31/03/08 | As at<br>31/03/07 |
| Intangible Assets<br>(Computer Software) | 125,508            | <b>63,737</b>    | —                | <b>189,245</b>    | 99,167            | <b>64,587</b>     | —                         | <b>163,754</b>    | <b>25,491</b>     | 26,341            |
| Buildings                                | 15,179             | —                | —                | <b>15,179</b>     | 1,531             | <b>247</b>        | —                         | <b>1,778</b>      | <b>13,401</b>     | 13,648            |
| Furniture & Fittings                     | 420,557            | <b>409,747</b>   | (555)            | <b>829,749</b>    | 167,788           | <b>208,675</b>    | (168)                     | <b>376,295</b>    | <b>453,454</b>    | 252,769           |
| Information Technology<br>Equipment      | 585,297            | <b>362,101</b>   | (8,628)          | <b>938,770</b>    | 375,738           | <b>193,872</b>    | (8,067)                   | <b>561,543</b>    | <b>377,227</b>    | 209,559           |
| Office Equipment                         | 332,337            | <b>319,760</b>   | (1,532)          | <b>650,565</b>    | 107,146           | <b>84,953</b>     | (320)                     | <b>191,779</b>    | <b>458,786</b>    | 225,191           |
| <b>Total</b>                             | 1,478,878          | <b>1,155,345</b> | (10,715)         | <b>2,623,508</b>  | 751,370           | <b>552,334</b>    | (8,555)                   | <b>1,295,149</b>  | <b>1,328,359</b>  | 727,508           |
| Capital Work in progress                 | 8,546              | <b>723,226</b>   | (728,331)        | <b>3,441</b>      | —                 | —                 | —                         | —                 | <b>3,441</b>      | 8,546             |
| <b>Grand Total</b>                       | 1,487,424          | <b>1,878,571</b> | (739,046)        | <b>2,626,949</b>  | 751,370           | <b>552,334</b>    | (8,555)                   | <b>1,295,149</b>  | <b>1,331,800</b>  | 736,054           |
| <b>PREVIOUS YEAR</b>                     | <u>1,114,631</u>   | <u>532,136</u>   | <u>(159,343)</u> | <u>1,487,424</u>  | <u>513,286</u>    | <u>238,104</u>    | <u>(20)</u>               | <u>751,370</u>    | <u>736,054</u>    |                   |

**Schedule 11**  
**CASH AND BANK BALANCES**

|  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| 1. Cash (including cheques on hand *, drafts and stamps) | <b>439,150</b>             | 765,833                     |
| 2. Bank Balances   |                            |                             |
| (a) Deposit Accounts                                     |                            |                             |
| (aa) Short-term (due within 12 months of Balance Sheet)  | <b>1,286,284</b>           | 1,184,800                   |
| (bb) Others  | <b>229,308</b>             | 230,643                     |
| (b) Current Accounts                                     | <b>2,538,496</b>           | 1,182,280                   |
| (c) Others   | —                          | —                           |
| 3. Money at Call and Short Notice                        |                            |                             |
| (a) With Banks   | —                          | —                           |
| (b) With other Institutions                              | —                          | —                           |
| 4. Others  | —                          | —                           |
| <b>Total</b>   | <b>4,493,238</b>           | <b>3,363,556</b>            |

Balances with non-scheduled banks included in 2 and 3 above

—

—

**CASH & BANK BALANCES**

|                  |                  |                  |
|------------------|------------------|------------------|
| 1. In India      | <b>4,493,238</b> | 3,363,556        |
| 2. Outside India | —                | —                |
| <b>Total</b>     | <b>4,493,238</b> | <b>3,363,556</b> |

\* Cheques on hand amount to **Rs. 437,598** thousand (Previous Year : Rs. 764,775 thousand)

## Schedule 12

### ADVANCES AND OTHER ASSETS

|  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| <b>ADVANCES</b>  |                            |                             |
| 1. Reserve deposits with ceding companies  | —                          | —                           |
| 2. Application money for investments   | —                          | —                           |
| 3. Prepayments   | 74,848                     | 91,504                      |
| 4. Advances to Directors/officers  | —                          | —                           |
| 5. Advance tax paid and taxes deducted at source (Net of provision for taxation)     | 14,710                     | 5,952                       |
| 6. Others  |                            |                             |
| (a) Advances for fixed assets  | 6,230                      | 6,758                       |
| (b) Security Deposits  | 573,513                    | 290,658                     |
| (c) Advances to employees  | 176                        | 411                         |
| (d) Investment sold awaiting settlement  | 8,123                      | —                           |
| (e) Other Advances   | 20,844                     | 31,022                      |
| <b>Total (A)</b>   | <b>698,444</b>             | <b>426,305</b>              |
| <b>OTHER ASSETS</b>  |                            |                             |
| 1. Income accrued on investments   | 714,306                    | 414,464                     |
| 2. Outstanding Premiums  | 1,718,537                  | 761,825                     |
| 3. Agents' Balances  | 82,549                     | 21,386                      |
| 4. Foreign Agencies' Balances  | —                          | —                           |
| 5. Due from other entities carrying on insurance business (including reinsurers)     | 81,399                     | 44,966                      |
| 6. Due from subsidiaries / holding company   | —                          | 12                          |
| 7. Deposit with Reserve Bank of India [Pursuant to section 7 of Insurance Act, 1938] | 100,004                    | 100,004                     |
| 8. Others  |                            |                             |
| (a) Sundry Debtors   | 8,892                      | 1,463                       |
| (b) Due from Investing Company   | 20,070                     | 18,304                      |
| (c) Service Tax Advance & Unutilised Credits   | 658,288                    | 173,251                     |
| <b>Total (B)</b>   | <b>3,384,045</b>           | <b>1,535,675</b>            |
| <b>Total (A +B)</b>  | <b>4,082,489</b>           | <b>1,961,980</b>            |

## Schedule 13

### CURRENT LIABILITIES

|   | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|---|----------------------------|-----------------------------|
| 1. Agents' Balances   | 338,353                    | 162,083                     |
| 2. Balances due to other insurance companies (including Reinsurers) | 228,347                    | 197,545                     |
| 3. Deposits held on reinsurance ceded                               | —                          | —                           |
| 4. Premiums received in advance                                     | 223,912                    | 451,850                     |
| 5. Unallocated Premium  | 397,199                    | 243,806                     |
| 6. Sundry creditors   | 2,523,576                  | 1,324,021                   |
| Carried forward   | <b>3,711,387</b>           | <b>2,567,970</b>            |

**Schedule 13 (Continued)****CURRENT LIABILITIES**

|     |  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|-----|--|----------------------------|-----------------------------|
|     | Brought forward  | <b>3,711,387</b>           | 2,567,970                   |
| 7.  | Due to subsidiaries / holding company                                | —                          | —                           |
| 8.  | Claims Outstanding   | <b>114,311</b>             | 55,562                      |
| 9.  | Annuities due  | —                          | —                           |
| 10. | Due to Officers / Directors  | —                          | —                           |
| 11. | Others   |                            |                             |
|     | (a) Tax deducted to be remitted                                      | <b>153,394</b>             | 168,121                     |
|     | (b) Service Tax Liability  | <b>13,721</b>              | —                           |
|     | (c) Security Deposits  | <b>21,441</b>              | 21,441                      |
|     | (d) Investments purchased - to be settled                            | <b>1,191,213</b>           | 1,061,558                   |
|     | (e) Refunds due (Withdrawals, surrender, lookin, proposal declined.) | <b>923,682</b>             | 188,665                     |
|     | <b>Total</b>   | <b>6,129,149</b>           | 3,874,652                   |

**Schedule 14****PROVISIONS**

|    |   | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|----|---|----------------------------|-----------------------------|
| 1. | Wealth Tax                              | <b>125</b>                 | 125                         |
| 2. | Fringe Benefit Tax (Net of advance tax) | <b>7,489</b>               | 715                         |
| 3. | Standard Loans                          | <b>15</b>                  | 17                          |
| 4. | Employee benefits                       | <b>114,390</b>             | 29,988                      |
|    | <b>Total</b>                            | <b>122,019</b>             | 30,845                      |

**Schedule 15****MISCELLANEOUS EXPENDITURE****(To the extent not written off or adjusted)**

|    |  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|----|--|----------------------------|-----------------------------|
| 1. | Discount allowed in issue of shares / debentures | —                          | —                           |
| 2. | Others   | —                          | —                           |
|    | <b>Total</b>                                     | —                          | —                           |

## Schedule 16:

# Financial Statement Disclosures

## A. Notes forming part of Accounts:

### 1. Contingent Liabilities

| Particulars  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| Partly paid-up investments   | —                          | —                           |
| Claims, other than against policies, not acknowledged as debts by the Company          | —                          | —                           |
| Underwriting commitments outstanding   | —                          | —                           |
| Guarantees given by or on behalf of the Company  | —                          | —                           |
| Statutory demands and liabilities in dispute, not provided for (See Note nos. 20 & 21) | <b>262,091</b>             | 309,494                     |
| Reinsurance obligations  | —                          | —                           |
| Others   | —                          | —                           |

### 2. Taxation

The Income-tax Act, 1961 prescribes that profits and gains of life insurance companies will be the surplus or deficit disclosed by the actuarial valuation made in accordance with the Insurance Act, 1938. The Government of India had set up a committee to suggest revisions in the provisions for taxation of life insurance companies. The Company understands that the committee has submitted its report and it is possible that the existing rules may be modified in the future.

According to Accounting Standard 22 on "Accounting for Taxes on Income" carry forward of losses under tax laws should be recognised as deferred tax asset only to the extent that there is virtual certainty supported by convincing evidence that sufficient taxable income will be available against which deferred tax asset can be realised.

As life insurance business has a long gestation period and in view of the uncertainty, the Company has decided not to recognise deferred tax asset.

### 3. Actuarial Assumptions

Actuarial liabilities are calculated in accordance with accepted actuarial practice, requirements of Insurance Act, 1938, regulations notified by IRDA and guidance notes issued by the Institute of Actuaries of India with the concurrence of the IRDA.

The gross premium method was used to value the non-linked liabilities in respect of the Individual policies in force at 31st March 2008. The liabilities were determined based on assumptions as to the future experience of the policies. The principal assumptions are related to interest, expenses, mortality and in the case of participating policies, bonuses. The assumptions made were based on prudent estimates of the future experience, and hence include margins for adverse deviations. The interest rates used for the valuation vary according to the type and term of the product, and were in the range from 4.00 to 5.50 per cent (Previous Year: 4.00 to 5.50 per cent). The mortality rates used for assurance benefits were based on the published Indian Assured Lives Mortality (1994-1996) Table. In the case of annuity benefits, it was deemed prudent to use zero mortality rates because of the small number of lives involved.

The Unit Reserves in respect of linked business have been determined on the basis of net asset values of the units allocated to the policyholders as at 31st March 2008. The liability in respect of premiums for which units were yet to be allocated as at 31st March 2008 is included in the non-linked liabilities.

### 4. Encumbrances

There were no encumbrances on the assets of the Company as at the balance sheet date.

### 5. Commitments made and outstanding for Loans, Investments and Fixed Assets

The estimated amount of commitments made and not provided for (net of advances) as at 31<sup>st</sup> March, 2008 is Rs 56,526 thousand (Previous Year: Rs. 146,395 thousand) on account of fixed assets.

### 6. Premium Income

All business is written in India.



**Schedule 16:****Financial Statement Disclosures (Continued)****7. Re-insurance arrangements**

As at 31st March 2008, the Company had signed re-insurance treaties with Swiss Re-Insurance Company, Munich Re Insurance Company and RGA International Re Insurance Company Ltd. in respect of the Company's individual and group assurance business. The company has in principle re-insurance agreements with Swiss Re Insurance Company, Munich Re Insurance Company and RGA International Re Insurance Company Ltd.

**8. Employee Benefits**

i. With effect from 1st April, 2007 the Company has complied with the revised Accounting Standard (AS) 15 on "Employee benefits". Pursuant to compliance with this Accounting Standard, the additional obligation of the Company with respect to certain employee benefits up to 31st March 2007, amounting to Rs.27,033 thousand, has been adjusted in the opening debit balance of profit and loss account as at 1st April 2007.

Due to compliance with the revised Accounting Standard (AS) 15, the charge to the revenue account for the year towards employee benefit is higher by Rs. 20,181 thousand.

ii. Defined Contribution Plans:

The Company makes contribution towards Employees' Provident Fund Scheme and Employees' Superannuation Scheme. The amount of Rs. 130,195 thousand (Previous Year: Rs. 66,515 thousand) has been recognized as an expense towards contribution to these schemes.

iii. Defined Benefit Plans:

a) General Descriptions of defined plans

1. Gratuity Scheme:

This is a funded defined benefit plan for qualifying employees under which the Company makes a contribution to the HDFC Standard Life Insurance Company Limited Gratuity Trust Fund. The scheme provides for a lumpsum payment to the vested employees at retirement, death while in employment or on termination of employment. The benefit vests after five years of continuous service.

2. Trust Managed Provident Fund Scheme:

The Company manages Provident Fund Scheme for its employees through a Provident Fund Trust, in accordance with the provisions of Employees' Provident Fund and Miscellaneous Provisions Act, 1952. The scheme envisages contribution by employer and employees and guarantees interest at the rate notified by the Provident Fund Authority. The contribution by employer and employee, together with interest, are payable at the time of retirement, death while in employment or on termination of employment. The benefit under this plan vests immediately on rendering of service.

b) The following table sets out the status of the Gratuity Scheme as at 31st March 2008:

**As at 31st March 2008**  
(Rs.'000)

**The amounts recognized in Balance Sheet are as follows:**

Present Value of Defined Benefit Obligation as at 31.03.2008:

|  |          |
|--|----------|
| Wholly Funded                                      | 24,916   |
| Wholly Unfunded                                    | —        |
| Less: Fair value of Plan Assets                    | (22,394) |
| Less: Unrecognized Past Service Costs              | —        |
| Amounts to be recognized as liability or (assets)  | 2,522    |
| Amounts reflected in the Balance Sheet Liabilities | 2,522    |

**Schedule 16:****Financial Statement Disclosures (Continued)****The amounts recognized in revenue account are as follows:**

|   |          |
|---|----------|
| 1. Current Service Cost   | 17,981   |
| 2. Interest Cost  | 858      |
| 3. Expected Return on Plan Assets                                     | (636)    |
| 4. Actuarial (Gains)/Losses   | (15,681) |
| Total of above included in "Employee remuneration & welfare benefits" | 2,522    |

**As at 31st March 2008**  
**(Rs.'000)**

**Reconciliation of opening and closing balances of present value of the Defined Benefit Obligation:**

|   |          |
|---|----------|
| Present Value of Defined Benefit Obligation as at 31st March 2007 | 21,880   |
| Add: Current Service Cost   | 17,981   |
| Add: Interest Cost  | 858      |
| Add/(less): Actuarial (gains)/losses                              | (14,038) |
| Less: Benefits paid   | (1,765)  |
| Present Value of Defined Benefit Obligation as at 31st March 2008 | 24,916   |

**Reconciliation of opening and closing balances of the fair value of the plan assets:**

|   |         |
|---|---------|
| Fair value of the plan assets as at 1st April 2007  | 16,220  |
| Add: Expected Return on plan assets                 | 636     |
| Add/(less): Actuarial gains/(losses)                | 1,643   |
| Add: Contribution by the Employer                   | 5,660   |
| Less: Benefits paid                                 | (1,765) |
| Fair Value of the plan assets as at 31st March 2008 | 22,394  |

**The amounts pertaining to benefit plans are as follows:**

|                            |         |
|----------------------------|---------|
| Defined Benefit Obligation | 24,916  |
| Plan Assets                | 22,394  |
| Surplus/(deficit)          | (2,522) |

Note: The current year ended 31st March 2008, being the first year of compliance with the revised Accounting Standard (AS) 15 on "Employee Benefits", the figures for the previous year are not applicable.

- c) The broad categories of plan assets as a percentage of total plan assets as at 31st March 2008, are as follows:

|                                   |                              |
|-----------------------------------|------------------------------|
|                                   | <b>As at 31st March 2008</b> |
| Government of India Securities    | 32%                          |
| Corporate Bonds                   | 29%                          |
| Equity Shares of Listed Companies | 14%                          |
| Others                            | 25%                          |

The rules of the Company Provident Fund administered by a Trust require that if the Board of Trustees are unable to pay interest at the rate declared for Employees' Provident Fund by the Government under para 60 of the Employees' Provident Fund Scheme, 1952 for the reason that the return on investment is less or for any other reason, then the deficiency shall be made good by the Company.

The Company has made a provision of Rs. 1,114 thousand in the Accounts for the year towards difference in the opening and the closing balance of the Defined Benefit Obligation towards guaranteed return on Provident Fund Investments as per actuarial valuation.

**Schedule 16:****Financial Statement Disclosures (Continued)**

- d) Actual Return on plan assets of the Gratuity Scheme is Rs. 2,279 thousand.
- e) The Company expects to fund Rs. 2,522 thousands towards the company's Gratuity Scheme during the year 2008-2009.
- f) Basis used to determine the overall expected return:  
Expected rate of return on investments of the Provident Fund Trust and of the Gratuity Scheme is determined based on the assessment made by the Company at the beginning of the year on the return expected on its existing portfolio, along with the return on estimated incremental investments to be made during the year. Yield on the portfolio is calculated based on suitable mark-up over benchmark Government Securities of similar maturities.
- g) Principal assumptions for actuarial valuation as at the balance sheet date:
- |   |  |
|---|--|
| 1. Discount rate as at 31st March 2008                  | 8.00%  |
| 2. Expected return on plan assets as at 31st March 2008 | 8.00%  |
| 3. Salary growth  | 6.00%  |
| 4. Attrition rate                                       | For Gratuity Scheme, the attrition rate is assumed in the range of 15% to 35% for first five years of service and then 2% till Retirement. |

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

**9. Claims**

At 31st March 2008, there were 73 claims amounting to Rs. 7,697 thousand (Previous Year: 71 claims amounting to Rs. 2,318 thousand) settled and remaining unpaid for a period of more than six months. These claims remain unpaid awaiting receipt of duly executed discharge documents from the claimants. All claims are to be paid to claimants in India.

**10. Value of contracts outstanding**

The value of contracts outstanding as at 31st March 2008 in relation to the purchase of investments where deliveries are pending is Rs. 1,606,543 thousand (Previous Year: Rs. 1,313,268 thousand).

**11. Operating Expenses**

- a) The operating expenses relating to insurance business are allocated to the Participating, Non-participating, Annuity, Pension and Unit Linked business funds in proportion to one of the following parameters:
- Number of policies
  - Effective premium income
  - Sums assured
  - Mean fund size
  - Expenses already allocated and
  - Man Hours Utilized

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 business fund.

- b) Operating Expenses include following costs:

| <b>Particulars</b>   | <b>Current Year<br/>(Rs. '000)</b> | Previous Year<br>(Rs. '000) |
|----------------------|------------------------------------|-----------------------------|
| Marketing Support    | <b>170,209</b>                     | 163,178                     |
| Business Development | <b>689,755</b>                     | 605,279                     |
| Outsourcing Fees     | <b>229,350</b>                     | 130,039                     |

**Schedule 16:****Financial Statement Disclosures (Continued)****12. Managerial Remuneration**

| Particulars  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| Salary   | 16,119                     | 12,569                      |
| Company's contribution to Provident, Gratuity and Superannuation Funds | 2,243                      | 1,870                       |
| Perquisites  | 17                         | 11                          |

**13. Historical Cost of Investments**

The historical cost of those investments whose reported value is based on fair value are:

| Particulars                | Current Year (Rs. '000) |                 | Previous Year (Rs. '000) |                 |
|----------------------------|-------------------------|-----------------|--------------------------|-----------------|
|                            | Reported Value          | Historical Cost | Reported Value           | Historical Cost |
| A) Equities:               |                         |                 |                          |                 |
| Shareholders' Investments  | 224,312                 | 232,577         | 117,275                  | 129,421         |
| Participating Fund         | 1,099,204               | 1,001,424       | 1,189,606                | 1,139,937       |
| Pension Fund               | 455,736                 | 359,771         | 470,074                  | 428,495         |
| B) Unit Linked Investments | 43,862,312              | 40,652,822      | 20,899,376               | 18,014,466      |

**14. Basis of Revaluation of Investment Property**

The premises owned by the company (Gross value Rs. 220,831 thousand; book value Rs. 204,648 thousand) used as an office in the past has been reclassified during the year 2005-2006 as 'investment properties – real estate'.

The property has been revalued by an expert during the year. The gain of Rs 486,990 thousand on revaluation arising due to change in the carrying amount of the investment property is taken to the Revaluation Reserve.

**15. Contributions from Shareholders' Fund to Policyholders' Fund**

The sums contributed from the Shareholders' Fund to the linked non-participating Policyholders' Fund are required to maintain an adequate level of solvency in each of the Policyholders' Fund.

No contributions have been received from the Shareholders' Fund to the participating, pension and non-linked non-participating funds.

Contributions from the Shareholders' Fund to the Policyholders' Fund have been made at the lower of the market price and the net amortised cost in the case of debt securities and at the lower of the cost or the market value in all other instances, so as to comply with circulars issued by the Insurance Regulatory and Development Authority.

**16. Allocation of Depreciation on Fixed Assets**

Fixed assets are owned by shareholders and therefore depreciation expense is charged to Shareholders' Funds. Depreciation expense has been charged to Shareholders' Funds and allocated to Policyholders' Fund, based on the use of assets, so as to comply with the circular issued by the Insurance Regulatory and Development Authority.

**17. Leases**

In accordance with the Accounting Standard on 'Leases' (AS 19), issued by the Institute of Chartered Accountants of India, the following disclosures are made in respect of Operating Leases:

- a. The Company has taken motor vehicles on operating lease for a term of up to 4 years. In respect of these operating leases, the lease rentals debited to the revenue account are Rs 4,485 thousand (Previous Year: Rs 4,424 thousand). The minimum future lease rentals payable for specified duration in respect of such leases amount to the following:

| Particulars                                  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|--|----------------------------|-----------------------------|
| Not later than 1 year                        | 4,632                      | 3,521                       |
| Later than 1 year but not later than 5 years | 4,168                      | 5,081                       |

**Schedule 16:****Financial Statement Disclosures (Continued)**

- b. The Company has taken properties under operating lease. In respect of these operating leases, the lease rentals debited to rent in the revenue account are Rs 523,509 thousand (Previous Year – Rs. 216,805 thousand). The minimum future lease rentals payable for specified duration in respect of such leases amount to the following:

| <b>Particulars</b>                           | <b>Current Year<br/>(Rs. '000)</b> | Previous Year<br>(Rs. '000) |
|--|------------------------------------|-----------------------------|
| Not later than 1 year                        | <b>546,228</b>                     | 217,312                     |
| Later than 1 year but not later than 5 years | <b>544,366</b>                     | 294,850                     |
| Later than 5 years                           | <b>3,985</b>                       | 42,901                      |

**18. Unit Linked Funds**

The company has presented the financial statements of the unit linked funds in Annexure I.

**19. Related Party Disclosures**

Related parties and nature of relationship:

| <b>Name of Related Party</b>                    | <b>Nature of Relationship</b> |
|---|-------------------------------|
| HDFC Limited                                    | Holding Company               |
| Standard Life Assurance Company                 | Investing Party               |
| Standard Life (Mauritius Holdings) 2006 Limited | Investing Party               |
| HDFC Asset Management Company Limited           | Fellow Subsidiary             |
| HDFC Developers Limited                         | Fellow Subsidiary             |
| HDFC Holdings Limited                           | Fellow Subsidiary             |
| HDFC Trustee Company Limited                    | Fellow Subsidiary             |
| HDFC Realty Limited                             | Fellow Subsidiary             |
| HDFC Investments Limited                        | Fellow Subsidiary             |
| HDFC ERGO General Insurance Company Limited     | Fellow Subsidiary             |
| Gruh Finance Limited                            | Fellow Subsidiary             |
| HDFC Sales Private Limited                      | Fellow Subsidiary             |
| HDFC Venture Capital Limited                    | Fellow Subsidiary             |
| HDFC Ventures Trustee Company Limited           | Fellow Subsidiary             |
| HDFC Property Ventures Limited                  | Fellow Subsidiary             |
| D M Satwalekar                                  | Managing Director & CEO       |

**Schedule 16:**  
**Financial Statement Disclosures (Continued)**

The following are the transactions between the Company and related parties:

| Name of Related Party                           | Description                                     | Current Year (Rs '000)   |   | Previous Year (Rs '000)  |   |
|---|---|--|---|--|---|
|   |   | Total Value of transactions during the year Payment/(Receipts) | Receivable/(Payable) at 31st March 2008 | Total Value of transactions during the year Payment/(Receipts) | Receivable/(Payable) at 31st March 2007 |
| HDFC Limited                                    | Training Center Fees                            | —  | —                                       | 344  | —                                       |
|   | Rent for premises                               | 480  | —                                       | 2,634  | —                                       |
|   | Reimbursements                                  | 270  | —                                       | 484  | 12                                      |
|   | Security Deposit                                | —  | 122                                     | —  | —                                       |
|   | Capital   | (3,464,513)  | —                                       | (1,702,729)  | —                                       |
|   | Commission                                      | 19,498   | (946)                                   | 25,292   | (4,331)                                 |
| Standard Life Assurance Company (SLAC)          | Capital   | —  | —                                       | (397,271)  | —                                       |
|   | Other reimbursements                            | 1,766  | 20,070                                  | 4,696  | 18,304                                  |
| Standard Life (Mauritius Holdings) 2006 Limited | Capital   | (1,232,877)  | —                                       | —  | —                                       |
| HDFC Asset Management Company Limited           | Group Term Insurance                            | (659)  | (11)                                    | (804)  | (128)                                   |
|   | Interest on Insurance Deposit                   | 10   | —                                       | 1  | —                                       |
|   | Investment advisory and administrative services | 42,615   | (8,645)                                 | 18,000   | (4,500)                                 |
| Gruh Finance Limited                            | Fees for services                               | 1,333  | —                                       | 796  | —                                       |
| HDFC ERGO General Insurance Company Limited     | Reimbursement for the use of office premises    | 324  | —                                       | (320)  | —                                       |
|   | Insurance premium paid                          | 3,715  | —                                       | 2,824  | —                                       |
|   | Insurance claim received                        | (43)   | —                                       | (564)  | —                                       |
| HDFC Sales Private Limited                      | Insurance Commission                            | 36,253   | (3,395)                                 | 2,808  | (1,407)                                 |
|   | Certification Fees                              | 4  | —                                       | —  | —                                       |
|   | Brokerage                                       | 116  | —                                       | —  | —                                       |
| D M Satwalekar                                  | Managerial Remuneration                         | 18,379   | —                                       | 14,450   | —                                       |

**20. Service Tax Show Cause cum Demand Notice**

The Company has received show cause cum demand notices from the Office of the Commissioner, Service Tax, Mumbai on the grounds of excess utilization of service tax credit for the period September 2004 to March 2007. On considering the appeal filed by the Company, the Commissioner (Adjudication) has reduced the demand.

The Company has been advised by an expert that our grounds of appeal are well supported in law. As a result, the company is confident to defend the appeal against the demand and does not expect the demand to crystallise into liability. The Company has filed an appeal to the Tribunal against the order of the Commissioner (Adjudication).

**21. Income Tax Assessment**

The Company has so far received the income tax assessment orders till assessment year 2005-2006, where assessing officer has disallowed certain expenses including depreciation. The company has consulted experts and has filed appeals against the assessment orders.

**22. Earning Per Equity Share:**

Basic earning per share is calculated by dividing the net profit or loss for the year attributable to equity shareholders by the weighted average number of equity shares outstanding during the period. For the purpose of calculating diluted earning per share, the net profit or loss for the year attributable to equity shareholders and the weighted average number of equity shares outstanding during the year are adjusted for effects of all dilutive equity shares.

**Schedule 16:**  
**Financial Statement Disclosures (Continued)**

|   | Current Year<br>(Rs:'000) | Previous Year<br>(Rs:'000) |
|---|---------------------------|----------------------------|
| Net Profit/(Loss) as per Profit & Loss Account                          | <b>(2,435,094)</b>        | (1,255,611)                |
| Weighted average number of equity shares for Basic Earnings Per Share   | <b>1,004,398,904</b>      | 687,450,109                |
| Basic Earning Per Share (in Rs.)  | <b>(2.42)</b>             | (1.83)                     |
| Weighted average number of equity shares for Diluted Earnings Per Share | <b>1,004,398,904</b>      | 693,229,422                |
| Diluted earning per share (in Rs.)                                      | <b>(2.42)</b>             | (1.81)                     |
| Nominal value of shares (in Rs.)  | <b>10</b>                 | 10                         |

**23. Previous Year's Figures**

Figures for the previous year have been re-grouped wherever necessary, to conform to current year's classification. The explanations for regrouping are as follows :

| Schedule Reference | Line Reference        |   | Description   |  | Explanation  |
|--------------------|-----------------------|---|---|--|--|
|                    | Current Year          | Previous Year                           | Current Year  | Previous Year  |  |
| Sch 3              | 13(b)                 | 13 (c),<br>13 (e),<br>13 (f)            | General Office & Other Expenses                                 | Stamp Duty / Custodial Charges / Brokerage                     | Consolidation of smaller expenses in General Office & Other Expenses |
| Sch 3A             | 13 (e)                | 13 (a),<br>13 (b),<br>13 (d),<br>13 (e) | Other General Expenses  | Custodial Charges / General Insurance / Stamp Duty / Brokerage | Consolidation of smaller expenses in other General Expenses          |
| Sch 8B             | Other Assets (Line 7) | Other Assets (Line 5)                   | Investment Purchased Awaiting settlement                        | Other Liability  | Regrouped for appropriate presentation                               |
| Sch 11             | 2(a)(aa) and 2(a)(bb) | 3(a)                                    | Deposit accounts: Short - term & Others                         | Money at Call & Short Notice with banks                        | Regrouped for appropriate presentation                               |
| Sch 13             | 11(f)                 | 5                                       | Refund Due (Withdrawals, surrender, lookin, proposal declined.) | Unallocated Premium (Suspense)                                 | Regrouped for appropriate presentation                               |
| Sch 14             | 14(4)                 | 14(2) & 14(4)                           | Employee Benefits   | Gratuity & Leave Encashment                                    | Employee related costs consolidated into "Employee Benefits"         |

**B. Significant Accounting Policies**

**1. Basis of preparation**

The financial statements are prepared under the historical cost convention on the accrual basis of accounting in accordance with the accounting principles prescribed by the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002, (the IRDA Financial Statements Regulations), provisions of the Insurance Regulatory and Development Authority Act, 1999 and the Insurance Act, 1938 and the accounting standards prescribed by the Institute of Chartered Accountants of India (ICAI) and the Companies Act 1956, to the extent applicable and in the manner so required.

The preparation of the financial statements in conformity with generally accepted accounting principles ('GAAP') requires that the Company's management make estimates and assumptions that affect the reported amounts of income and expenses for the year, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. The estimates and assumptions used in the accompanying financial statements are based upon management's evaluation of the relevant facts and circumstances as of the date of the financial statements. Actual results could differ from the estimates. Any revision to accounting estimates is recognised prospectively in current and future periods.

## Schedule 16:

### Financial Statement Disclosures (Continued)

#### 2. Revenue Recognition

Premium income is recognised when due from policyholders.

Interest Income on investments and loans are recognised on accrual basis. Dividend is recognised when the right to receive dividend is established.

Reinsurance premium ceded is accounted in accordance with the treaty or in principle arrangement with the reinsurer.

#### 3. Acquisition Costs

Acquisition costs are expensed in the period in which they are incurred.

#### 4. Claims

Claims costs are recognised in the revenue account when accepted. Surrenders under conventional policies are accounted on the receipt of consent from the insured to the quote provided by the insurer. Surrenders and Withdrawals under linked policies are accounted on receipt of intimation. Annuity benefits are accounted when due. Maturity claims are accounted when due for payment. Claims costs consist of the policy benefit amounts and claims settlement costs, where applicable. Reinsurance recoverables are accounted for in the same period as the related claim.

#### 5. Investments

Investments maturing within 12 months from the balance sheet date and 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. Brokerage expenses incurred in relation to purchase of investments are expensed in the period in which they are incurred.

##### Real Estate-Investment Property

Investment property represents land or building held for use other than in services or for administrative purposes. The investment in the real estate investment property is valued at historical cost plus revaluation if any. Revaluation of the investment property is done atleast once in three years. The change in the carrying amount of the investment property is taken to Revaluation Reserve.

##### Debt securities

###### a) Non linked business and shareholders' investments

Debt securities are categorised by asset class and are accounted as "held to maturity". Debt securities are stated at the lower of amortised cost and market value. Losses arising on this valuation are recognised in the revenue account and profit and loss account as applicable. Discount or premium on debt securities is amortised over the remaining maturity period from the date of purchase of such securities.

###### b) Linked business

All debt securities, including government securities under linked businesses are valued at market price. Unrealised gains and losses arising on such valuation are recognised in the revenue account.

##### Equity Shares

###### a) Non linked business and shareholders' investments

Listed equity shares are categorised as an asset class and each asset is valued at fair value being the lower of the last quoted closing prices on the National Stock Exchange (NSE) and the Bombay Stock Exchange (BSE). Any unrealised gains arising due to changes in the fair value are recognised under the head 'Fair Value Change Account', in the balance sheet. Any unrealised losses arising due to changes in the fair value are recognised in the revenue account and profit and loss account as applicable.

Unlisted equity shares and other than actively traded equity shares are stated at historical cost subject to provision for diminution, if any, in the value of such investment determined separately for each individual investment.

###### b) Linked business

Listed equity shares are valued and stated at fair value, being the last quoted closing prices on National Stock Exchange (in case it is not traded on National Stock Exchange then last quoted closing price on the Bombay Stock Exchange is used) at the Balance Sheet date. Unrealised gains and losses arising on such valuation are recognised in the revenue account.

Unlisted equity shares and other than actively traded equity shares are stated at historical cost subject to provision for diminution, if any, in the value of such investment determined separately for each individual investment.



**Schedule 16:****Financial Statement Disclosures (Continued)****Mutual Funds**a) Non linked business and shareholders' investments

Mutual Fund units are valued at lower of cost and net asset value on valuation date and unrealised loss is recognised in the revenue account and profit and loss account as applicable.

b) Linked business

Mutual Fund units are valued at net asset value on valuation date and unrealised gain or loss is recognised in revenue account.

**6. Policyholder Liability**

The policyholder liabilities are determined by the Company's Appointed Actuary following his annual investigation of the Company's insurance policies.

**7. Fixed Assets and Depreciation**

Fixed assets are reported at cost less accumulated depreciation. Cost includes installation and other costs to bring the asset to its present location and working condition for its intended use. Depreciation on fixed assets is provided for the full year in respect of assets acquired during the year. No depreciation is provided in the year of sale.

Depreciation is charged on the straight-line method for buildings, information technology equipment and intangible assets (software capitalised). All other assets are depreciated using the reducing balance method. All assets except information technology equipment and intangible assets are depreciated at rates prescribed in Schedule XIV of the Companies Act, 1956. Depreciation on information technology equipment and intangible assets (software capitalised) is calculated at the rate of 25 per cent per annum.

**8. Loans**

Loans are valued at historical cost, subject to provision for impairment, if any.

**9. Preliminary Expenses**

Preliminary expenses (incurred prior to 1<sup>st</sup> April 2003) are amortised equally over a period of ten years.

**10. Foreign Currency Transactions**

Transactions in foreign currency are recorded at the rate of exchange prevailing on the date of the transaction. Monetary assets and liabilities are translated at the year-end closing rates. Exchange gains and losses arising on such translations are recognised either in the revenue or profit and loss account, as the case may be.

**11. Segmental Reporting**

As per Accounting Standard 17 on 'Segment Reporting' issued by the ICAI, the Company is required to report segment results separately. Accordingly, the Company has prepared the revenue account and balance sheet for the eight primary business segments namely Participating, Non-Participating, Pension, Annuity businesses, Unit Linked Life (Individual and Group), and Unit Linked Pension (Individual and Group). Since the business operation of the Company is in India, this is considered as one geographical segment.

The allocation of revenue, expenses, assets and liabilities to the business segments is done on the following basis:

- a) Revenues and expenses, assets and liabilities, which are directly attributable and identifiable to respective business segments, are allocated on actual basis.
- b) Other expenses, current assets and current liabilities which are not directly identifiable to a business segment though attributable and other indirect expenses which are not attributable to a business segment are allocated based on one of the following parameters, as considered appropriate by the management:
  - i) number of policies
  - ii) effective premium income
  - iii) sum assured
  - iv) mean fund size
  - v) expenses already allocated.
  - vi) man hours utilised

## Schedule 16:

### Financial Statement Disclosures (Continued)

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

#### 12. Retirement Benefits

(a) Short Term Employee Benefits

All employee benefits payable wholly within twelve months of rendering the service are classified as short-term employee benefits. Benefits such as salaries & bonuses, short term compensated absences, premium for staff medical insurance (hospitalization), premium for employee group term insurance scheme, and employee state insurance scheme etc. are recognised in the period in which the employee renders the related service.

(b) Post-Employment Benefits

(i) Defined Contribution Plans:

The Company's Employee Superannuation Scheme and Employee Provident Fund Scheme (Company contribution) are the defined contribution plans. The contribution paid/payable under the schemes is charged to revenue account during the period in which the employee renders the related service.

(ii) Defined Benefit Plans:

The Employees' Gratuity Scheme and Employees' Provident Fund Scheme (Company guarantees to pay interest at the rate notified by Provident Fund Authority), are the defined benefit plans. The present value of the obligation under such defined benefit plans is determined based on actuarial valuation. Provision for Gratuity is accounted taking into consideration actuarial valuation of plan obligation and fair value of plan assets as at the balance sheet date. Difference of actuarial valuation of Provident Fund Scheme obligation at the beginning and at the end of the year is accounted in the revenue account for the year.

(c) Long Term Employee Benefits

The obligation for long term employee benefits such as long term compensated absences, interest subsidy on housing loans and so on, is accounted based on actuarial valuation and/or accrual basis over the expected service period.

#### 13. Provisions and Contingent Liabilities

Provisions are recognised in the accounts in respect of present probable obligations, the amount of which can be reliably estimated.

Contingent liabilities are disclosed in respect of possible obligations that arise from past events, but their existence is confirmed by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Company.

#### C. Additional Disclosures

##### 1. Investments made under statutory requirements

As at 31st March 2008, the Company had assets amounting to Rs.100,004 thousand (Previous Year: Rs 100,004 thousand) deposited with the Reserve Bank of India in order to comply with the level of deposit required by Section 7 of the Insurance Act 1938. The assets are made up of Central Government Securities.

##### 2. Performing and non-performing assets

The Company did not hold any non-performing assets during the period.

##### 3. Deposits made under local laws

The Company has no deposits made under local laws.

##### 4. Business sector-wise

| Social Sector   | Current Year | Previous Year |
|-----------------|--------------|---------------|
| No. of lives    | 51,326       | 27,714        |
| No. of policies | 11,578       | 3,451         |
| % of policies   | 1.22%        | 0.66%         |
| Total Policies  | 948,858      | 523,147       |

## Schedule 16:

**Financial Statement Disclosures** (Continued)

| Rural Sector    | Current Year   | Previous Year |
|-----------------|----------------|---------------|
| No. of policies | <b>217,583</b> | 124,337       |
| % of policies   | <b>22.93%</b>  | 23.77%        |
| Total Policies  | <b>948,858</b> | 523,147       |

**5. Allocation of investments and investment income**

The underlying investments held on behalf of the shareholders and the policyholders are included in Schedules 8, 8A and 8B. The investment income arising from the investments held on behalf of shareholders has been taken to the profit and loss account and held on behalf of policyholders to the revenue account.

**6. Funds for future appropriations**

The balance in the funds for future appropriations account represents funds, the allocation of which, either to participating policyholders or to shareholders, has not been determined at the balance sheet date. Transfers to and from the fund reflect the excess or deficit of income over expenses and appropriations in each accounting period arising in the Company's policyholder fund.

**7. Percentage of risks retained and risk reinsured**

|                            | As at 31 March 2008     |     | As at 31st March 2007   |      |
|----------------------------|-------------------------|-----|-------------------------|------|
|                            | Sum at risk<br>(Rs'000) |     | Sum at risk<br>(Rs'000) |      |
| <b>Individual business</b> |                         |     |                         |      |
| Risk retained              | 300,650,000             | 61% | 180,096,000             | 55 % |
| Risk reinsured             | 188,412,000             | 39% | 149,203,000             | 45 % |
| <b>Group business</b>      |                         |     |                         |      |
| Risk retained              | 26,458,000              | 58% | 13,952,000              | 43 % |
| Risk reinsured             | 19,213,000              | 42% | 18,495,000              | 57 % |

**8. Summary of Financial Statements**

| Sr. No. | Particulars   | 2007-2008         | 2006-2007  | 2005 - 2006 | 2004 - 2005 | (Rs. '000)  |
|---------|---|-------------------|------------|-------------|-------------|-------------|
|         |   |                   |            |             |             | 2003 - 2004 |
|         | <b>POLICYHOLDER'S A/C</b>                             |                   |            |             |             |             |
| 1       | Gross premium income                                  | <b>48,585,616</b> | 28,558,656 | 15,699,126  | 6,866,346   | 2,977,559   |
| 2       | Net premium income                                    | <b>48,176,166</b> | 28,226,248 | 15,469,501  | 6,729,283   | 2,898,126   |
| 3       | Income from investments (Net)                         | <b>5,588,221</b>  | 2,256,641  | 3,718,444   | 256,236     | 263,939     |
| 4       | Other income  | <b>324,740</b>    | 232,997    | 232,709     | 49,334      | 11,897      |
| 4a      | Contribution from Shareholder to Policyholder Account | <b>3,248,208</b>  | 1,450,397  | 1,397,003   | 954,744     | 286,428     |
| 5       | <b>Total income</b>                                   | <b>57,337,335</b> | 32,166,283 | 20,817,657  | 7,989,596   | 3,460,390   |
| 6       | Commissions   | <b>3,512,586</b>  | 2,099,268  | 1,203,252   | 730,928     | 386,506     |
| 7       | Brokerage   | —                 | —          | —           | —           | —           |
| 8       | Operating Expenses related to insurance business      | <b>10,192,359</b> | 5,803,187  | 4,011,739   | 2,307,514   | 982,266     |
| 9       | <b>Total Expenses</b>                                 | <b>13,704,946</b> | 7,902,455  | 5,214,991   | 3,038,442   | 1,368,772   |
| 10      | Payment to policy holders                             | <b>5,018,546</b>  | 1,745,650  | 448,754     | 157,416     | 27,164      |
| 11      | Increase in actuarial liability                       | <b>37,910,037</b> | 22,484,208 | 15,128,397  | 4,793,739   | 2,064,454   |
| 12      | <b>Surplus/Deficit from operations</b>                | <b>703,806</b>    | 33,970     | 25,515      | —           | —           |

**Schedule 16:**

**Financial Statement Disclosures (Continued)**

| Sr. No.                 | Particulars   | 2007-2008          | 2006-2007   | 2005 - 2006 | 2004 - 2005 | 2003 - 2004 |
|-------------------------|---|--------------------|-------------|-------------|-------------|-------------|
| <b>SHAREHOLDERS A/C</b> |   |                    |             |             |             |             |
| 13                      | Total income under Shareholders' Account<br>(includes Contribution to Policyholders Fund) | <b>(2,422,498)</b> | (1,247,359) | (1,269,321) | (886,857)   | (133,066)   |
| 14                      | Profit / (loss) before tax  | <b>(2,435,094)</b> | (1,255,611) | (1,287,572) | (897,347)   | (234,350)   |
| 15                      | Provisions for tax  | —                  | —           | —           | —           | —           |
| 16                      | <b>Profit / (loss) after tax</b>  | <b>(2,435,094)</b> | (1,255,611) | (1,287,572) | (897,347)   | (234,350)   |
| 17                      | Profit / (loss) carried to Balance Sheet  | <b>(2,435,094)</b> | (1,255,611) | (1,287,572) | (897,347)   | (234,350)   |
| <b>MISCELLANEOUS</b>    |   |                    |             |             |             |             |
| 18                      | <b>(A) Policyholders' account:</b>  |                    |             |             |             |             |
|                         | Total funds   | <b>84,012,077</b>  | 45,999,541  | 23,633,655  | 8,470,669   | 3,536,328   |
|                         | Total investments   | <b>82,750,627</b>  | 46,299,629  | 23,631,100  | 8,006,208   | 3,565,004   |
|                         | Yield on investments (%)  | <b>8.97%</b>       | 8.69%       | 13.67%      | 3.49%       | 11.30%      |
|                         | <b>(B) Shareholders' account:</b>   |                    |             |             |             |             |
|                         | Total funds   | <b>6,379,641</b>   | 3,939,077   | 3,165,972   | 1,316,269   | 1,566,107   |
|                         | Total investments   | <b>4,213,064</b>   | 1,529,743   | 1,380,910   | 984,253     | 639,526     |
|                         | Yield on investments (%)  | <b>8.04%</b>       | 7.04%       | 10.60%      | 7.53%       | 16.90%      |
| 19                      | Yield on total investments  | <b>8.89%</b>       | 8.69%       | 13.24%      | 4.19%       | 12.90%      |
| 20                      | Paid up equity capital  | <b>12,706,359</b>  | 8,012,609   | 6,200,000   | 3,200,000   | 2,555,000   |
| 21                      | Net worth   | <b>6,379,641</b>   | 3,939,077   | 3,165,972   | 1,316,269   | 1,566,107   |
| 22                      | <b>Total Assets</b>   | <b>90,638,668</b>  | 49,983,103  | 26,825,143  | 9,786,939   | 5,102,434   |
| 23                      | <b>Earnings per share (basic) (Rs.)*</b>  | <b>(2.42)</b>      | (1.83)      | (2.92)      | (3.38)      | (1.00)      |
| 24                      | <b>Earnings per share (diluted) (Rs.)*</b>  | <b>(2.42)</b>      | (1.81)      | (2.92)      | (3.38)      | (1.00)      |
| 25                      | <b>Book value per share (Rs)</b>  | <b>5.02</b>        | 4.92        | 5.11        | 4.11        | 6.13        |

\* In determining earnings per share, the company considers the net profit after tax. The number of shares used in computing basic and diluted earnings per share is the weighted average number of shares outstanding during the period.

**9. Financial Ratios**

1) New Business Premium Income Growth (segment wise)

| Particulars               | % 2007-08 | Rs. '000 |
|---------------------------|-----------|----------|
| Life -Individual Business | 150.29%   | 136.75%  |
| Life -Group Business      | 145.33%   | 157.26%  |
| Pension                   | 180.16%   | 203.81%  |
| Annuities                 | 67.72%    | 307.47%  |

2) Net Retention ratio (Net Premium divided by Gross premium)

| Particulars   | 2007-08    | 2006-07    |
|---------------|------------|------------|
| Net Premium   | 48,176,166 | 28,226,248 |
| Gross Premium | 48,585,616 | 28,558,656 |
| Ratio         | 99.16%     | 98.84%     |

## Schedule 16:

**Financial Statement Disclosures** (Continued)

|   |                |                |  |
|---|----------------|----------------|--|
| 3) Ratio of expenses of management (Expenses of management divided by Total gross direct premium) |                |                |  |
| <b>Particulars</b>  | <b>2007-08</b> | <b>2006-07</b> |  |
| Management Expenses   | 13,642,377     | 7,866,671      |  |
| Total Gross Premium   | 48,585,616     | 28,558,656     |  |
| Ratio   | 28.08%         | 27.54%         |  |
| 4) Commission Ratio (Gross commission paid to Gross premium)                                      |                |                |  |
| <b>Particulars</b>  | <b>2007-08</b> | <b>2006-07</b> |  |
| Gross commission  | 3,512,586      | 2,099,268      |  |
| Gross Premium   | 48,585,616     | 28,558,656     |  |
| Ratio   | 7.23%          | 7.35%          |  |
| 5) Ratio of policy holders' liabilities to shareholders' funds                                    |                |                |  |
| <b>Particulars</b>  | <b>2007-08</b> | <b>2006-07</b> |  |
| Policyholders liability   | 83,818,331     | 45,908,294     |  |
| Shareholders funds  | 6,379,640      | 3,939,077      |  |
| Ratio   | 1313.84%       | 1165.46%       |  |
| 6) Growth rate of Shareholders' funds   |                |                |  |
| <b>Particulars</b>  | <b>2007-08</b> | <b>2006-07</b> |  |
| Shareholders funds  | 6,379,640      | 3,939,077      |  |
| Growth Rate   | 61.96%         | 24.42%         |  |
| 7) Ratio of surplus / (deficit) to Policy holders liability                                       |                |                |  |
| <b>Particulars</b>  | <b>2007-08</b> | <b>2006-07</b> |  |
| Surplus / (Deficit)   | 703,806        | 33,970         |  |
| Policyholders liability   | 83,818,331     | 45,908,294     |  |
| Ratio   | 0.84%          | 0.07%          |  |
| 8) Change in net worth  |                |                |  |
| <b>Particulars</b>  | <b>2007-08</b> | <b>2006-07</b> |  |
| Net Worth   | 6,379,640      | 3,939,077      |  |
| Change  | 2,440,563      | 773,105        |  |
| 9) Profit after tax / Total Income  |                |                |  |
| The Company does not have any profit after tax and therefore this ratio cannot be calculated      |                |                |  |
| 10) Total of Real Estate + Loans / Cash & invested assets   |                |                |  |
| <b>Particulars</b>  | <b>2007-08</b> | <b>2006-07</b> |  |
| Loans   | 18,618         | 12,638         |  |
| Investment Properties-Real Estate   | 757,540        | 270,550        |  |
| Cash & Invested Assets  | 87,402,841     | 48,595,205     |  |
| Ratio   | 0.89%          | 0.58%          |  |

**Schedule 16:****Financial Statement Disclosures (Continued)**

11) Total Investments / Total of Capital + surplus

| Particulars        | 2007-08     | 2006-07     |
|--------------------|-------------|-------------|
| Total Investments  | 86,963,691  | 47,829,372  |
| Capital            | 12,706,359  | 8,007,148   |
| Surplus /(Deficit) | (66,96,026) | (4,387,394) |
| Ratio              | 14.47%      | 13.21%      |

12) Total affiliated investments / Total of Capital + surplus

The Company does not have any affiliated investments and therefore this ratio cannot be calculated

**10. Loan Assets Restructured during the year are as follows:**

| Sr. No. | Particulars  | Current Year<br>(Rs. '000) | Previous Year<br>(Rs. '000) |
|---------|--|----------------------------|-----------------------------|
| 1       | Total amount of Loan Assets subject to restructuring         | Nil                        | Nil                         |
| 2       | Total amount of Standard Assets subject to restructuring     | Nil                        | Nil                         |
| 3       | Total amount of Sub-Standard Assets subject to restructuring | Nil                        | Nil                         |
| 4       | Total amount of Doubtful Assets subject to restructuring     | Nil                        | Nil                         |

**11. Impairment of Assets**

The carrying amounts of assets are reviewed at the Balance Sheet date if there is any indicator of impairment based on the internal/external factors. An impairment loss is recognized wherever carrying amount of an asset exceeds its recoverable amounts. There are no impaired assets as on the balance sheet date.

**12. Statement containing names, descriptions, occupations of and directorships held by the persons in charge of management of the business under Section 11(2) of the Insurance Act, 1938**

Name: Mr. D M Satwalekar

Description: Managing Director &amp; CEO

Occupation: Service

Directorships held as at 31st March, 2008:

1. HDFC Standard Life Insurance Company Ltd.
2. Asian Paints (India) Ltd.
3. Housing Development Finance Corporation Ltd.
4. Infosys Technologies Ltd.
5. Nicholas Piramal India Ltd.
6. Franklin Templeton Asset Management India Pvt Ltd.
7. Entertainment Network (India) Ltd.
8. Germinait Solutions Pvt. Ltd.
9. The Tata Power Company Ltd.

**SEGMENTAL REPORTS**  
**BALANCE SHEET AS AT 31st March 2008**

|   | (Rs in '000)       |                        |                  |                  |                        |                               |                                  |                          |                             |                         |                   |
|---|--------------------|------------------------|------------------|------------------|------------------------|-------------------------------|----------------------------------|--------------------------|-----------------------------|-------------------------|-------------------|
|   | Participating Fund | Non Participating Fund | Annuity Fund     | Pension Fund     | Unit linked Individual | Unit linked life - Individual | Unit linked Pension - Individual | Unit linked life - Group | Unit linked Pension - Group | Total Shareholders Fund | Total Funds       |
| <b>SOURCES OF FUNDS</b>   |                    |                        |                  |                  |                        |                               |                                  |                          |                             |                         |                   |
| SHAREHOLDERS' FUNDS:  |                    |                        |                  |                  |                        |                               |                                  |                          |                             |                         |                   |
| SHARE CAPITAL   | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | 12,706,359              | 12,706,359        |
| RESERVE AND SURPLUS   | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | 552,892                 | 552,892           |
| CREDIT / (DEBIT) FAIRVALUE CHANGE ACCOUNT   | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | 3,881                   | 3,881             |
| <b>Sub-Total</b>  | <b>—</b>           | <b>—</b>               | <b>—</b>         | <b>—</b>         | <b>—</b>               | <b>—</b>                      | <b>—</b>                         | <b>—</b>                 | <b>—</b>                    | <b>13,263,132</b>       | <b>13,263,132</b> |
| BORROWINGS  | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | —                       | —                 |
| POLICYHOLDERS' FUNDS:   |                    |                        |                  |                  |                        |                               |                                  |                          |                             |                         |                   |
| CREDIT/(DEBIT) FAIR VALUE CHANGE ACCOUNT  | 97,780             | —                      | —                | 95,965           | —                      | —                             | —                                | —                        | —                           | 193,745                 | 193,745           |
| POLICY LIABILITIES  | 13,845,703         | 1,949,170              | 97,993           | 4,437,659        | 2,005,813              | 1,303,086                     | 381,319                          | 346,004                  | 24,366,747                  | 24,366,747              | —                 |
| INSURANCE RESERVES  | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | —                       | —                 |
| Linked liabilities  | —                  | —                      | —                | —                | 27,852,859             | 19,672,618                    | 6,480,827                        | 2,311,672                | 56,317,976                  | —                       | 56,317,976        |
| Add: Fair value change  | —                  | —                      | —                | —                | 2,001,441              | 842,621                       | 213,770                          | 75,776                   | 3,133,608                   | —                       | 3,133,608         |
| TOTAL LINKED LIABILITIES  | —                  | —                      | —                | —                | 29,854,300             | 20,515,239                    | 6,694,597                        | 2,387,448                | 59,451,584                  | —                       | 59,451,584        |
| <b>Sub-Total</b>  | <b>13,943,483</b>  | <b>1,949,170</b>       | <b>97,993</b>    | <b>4,533,624</b> | <b>31,860,113</b>      | <b>21,818,325</b>             | <b>7,075,916</b>                 | <b>2,733,452</b>         | <b>84,012,076</b>           | <b>—</b>                | <b>84,012,076</b> |
| Funds for future appropriation - Provision for lapsed policies unlikely to be revived | —                  | —                      | —                | —                | 195,129                | 51,822                        | —                                | —                        | 246,951                     | —                       | 246,951           |
| Funds for future appropriations   | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | —                       | —                 |
| Surplus Allocated to Shareholders   | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | —                       | —                 |
| <b>TOTAL</b>  | <b>13,943,483</b>  | <b>1,949,170</b>       | <b>97,993</b>    | <b>4,533,624</b> | <b>32,055,242</b>      | <b>21,870,147</b>             | <b>7,075,916</b>                 | <b>2,733,452</b>         | <b>84,259,027</b>           | <b>13,263,132</b>       | <b>97,522,159</b> |
| <b>APPLICATION OF FUNDS</b>   |                    |                        |                  |                  |                        |                               |                                  |                          |                             |                         |                   |
| INVESTMENTS   |                    |                        |                  |                  |                        |                               |                                  |                          |                             |                         |                   |
| Shareholders'   | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | 4,213,064               | 4,213,064         |
| Policyholders'  | 13,730,955         | 3,012,861              | 203,101          | 4,270,558        | 1,015,786              | 696,159                       | 192,753                          | 176,870                  | 23,299,043                  | —                       | 23,299,043        |
| ASSET HELD TO COVER LINKED LIABILITIES  | —                  | —                      | —                | —                | 29,854,300             | 20,515,239                    | 6,694,597                        | 2,387,448                | 59,451,584                  | —                       | 59,451,584        |
| LOANS   | 14,949             | —                      | —                | —                | —                      | —                             | —                                | —                        | 14,949                      | 3,669                   | 18,618            |
| FIXED ASSETS  | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | 1,331,800               | 1,331,800         |
| <b>CURRENT ASSETS</b>   |                    |                        |                  |                  |                        |                               |                                  |                          |                             |                         |                   |
| Cash and bank balances  | 506,250            | 51,086                 | 5,290            | 331,696          | 1,514,958              | 1,181,501                     | 683,128                          | 161,525                  | 4,435,434                   | 57,804                  | 4,493,238         |
| Advances and other assets   | 736,358            | 106,118                | 106,298          | 269,827          | 1,628,010              | 713,307                       | 200,104                          | 187,138                  | 3,947,160                   | 135,329                 | 4,082,489         |
| Inter fund assets   | 40,413             | 58,087                 | 54,697           | 48,963           | 61,352                 | 251,349                       | 1,017                            | 145,727                  | 661,605                     | 1,106,804               | 1,768,409         |
| <b>Sub-total (A)</b>  | <b>1,283,021</b>   | <b>215,291</b>         | <b>166,285</b>   | <b>650,486</b>   | <b>3,204,320</b>       | <b>2,146,157</b>              | <b>884,249</b>                   | <b>494,390</b>           | <b>9,044,199</b>            | <b>1,299,937</b>        | <b>10,344,136</b> |
| <b>CURRENT LIABILITIES</b>  |                    |                        |                  |                  |                        |                               |                                  |                          |                             |                         |                   |
| Current liabilities and provisions  | 973,223            | 1,278,982              | 258,171          | 378,711          | 1,611,030              | 1,487,408                     | 131,163                          | 67,318                   | 6,186,006                   | 65,162                  | 6,251,168         |
| Inter fund liabilities  | 112,219            | —                      | 13,222           | 8,709            | 408,134                | —                             | 564,520                          | 257,938                  | 1,364,742                   | 403,667                 | 1,768,409         |
| <b>Sub-Total (B)</b>  | <b>1,085,442</b>   | <b>1,278,982</b>       | <b>271,393</b>   | <b>387,420</b>   | <b>2,019,164</b>       | <b>1,487,408</b>              | <b>695,683</b>                   | <b>325,256</b>           | <b>7,550,748</b>            | <b>468,829</b>          | <b>8,019,577</b>  |
| <b>NET CURRENT ASSETS (C) = (A - B)</b>   | <b>197,579</b>     | <b>(1,063,691)</b>     | <b>(105,108)</b> | <b>263,066</b>   | <b>1,185,156</b>       | <b>658,749</b>                | <b>188,566</b>                   | <b>169,134</b>           | <b>1,493,451</b>            | <b>831,108</b>          | <b>2,324,559</b>  |
| MISCELLANEOUS EXPENDITURE (to the extent not written off or adjusted)                 | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | —                       | —                 |
| DEBIT BALANCE IN PROFIT AND LOSS ACCOUNT (Shareholders' account)                      | —                  | —                      | —                | —                | —                      | —                             | —                                | —                        | —                           | 6,883,491               | 6,883,491         |
| <b>TOTAL</b>  | <b>13,943,483</b>  | <b>1,949,170</b>       | <b>97,993</b>    | <b>4,533,624</b> | <b>32,055,242</b>      | <b>21,870,147</b>             | <b>7,075,916</b>                 | <b>2,733,452</b>         | <b>84,259,027</b>           | <b>13,263,132</b>       | <b>97,522,159</b> |

**SEGMENTAL REPORTS**  
**BALANCE SHEET AS AT 31st March 2007**

(Rs. in '000)

|   | Participating Fund | Non Participating Fund | Annuity Fund    | Pension Fund     | Unit linked Individual Life Fund | Unit linked Individual Pension Fund | Unit linked Group Life Fund | Unit linked Group Pension Fund | Total Policyholders Fund | Shareholders Fund | Total Funds       |
|---|--------------------|------------------------|-----------------|------------------|----------------------------------|-------------------------------------|-----------------------------|--------------------------------|--------------------------|-------------------|-------------------|
| <b>SOURCES OF FUNDS</b>   |                    |                        |                 |                  |                                  |                                     |                             |                                |                          |                   |                   |
| <b>SHAREHOLDERS' FUNDS:</b>   |                    |                        |                 |                  |                                  |                                     |                             |                                |                          |                   |                   |
| SHARE CAPITAL   | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | 8,007,148         | 8,007,148         |
| SHARE APPLICATION MONEY RECEIVED  | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | 287,391           | 287,391           |
| PENDING ALLOTMENT OF SHARES   | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | 65,902            | 65,902            |
| RESERVE AND SURPLUS   | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | —                 | —                 |
| CREDIT / (DEBIT) FAIR VALUE CHANGE ACCOUNT  | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | —                 | —                 |
| <b>Sub - Total</b>  | <b>—</b>           | <b>—</b>               | <b>—</b>        | <b>—</b>         | <b>—</b>                         | <b>—</b>                            | <b>—</b>                    | <b>—</b>                       | <b>—</b>                 | <b>8,360,441</b>  | <b>8,360,441</b>  |
| <b>BORROWINGS</b>   |                    |                        |                 |                  |                                  |                                     |                             |                                |                          |                   |                   |
| <b>POLICYHOLDERS' FUNDS:</b>  |                    |                        |                 |                  |                                  |                                     |                             |                                |                          |                   |                   |
| CREDIT/(DEBIT) FAIR VALUE CHANGE  | 49,669             | —                      | —               | 41,578           | —                                | —                                   | —                           | —                              | 91,247                   | —                 | 91,247            |
| POLICY LIABILITIES  | 10,130,288         | 1,925,277              | 90,451          | 3,544,447        | 897,410                          | 403,292                             | 336,042                     | 64,324                         | 17,391,531               | —                 | 17,391,531        |
| INSURANCE RESERVES  | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | —                 | —                 |
| Linked liabilities  | —                  | —                      | —               | —                | 12,821,941                       | 8,543,197                           | 3,214,220                   | 1,354,906                      | 25,934,264               | —                 | 25,934,264        |
| Add: Fair value change  | —                  | —                      | —               | —                | 1,611,029                        | 786,978                             | 149,411                     | 35,081                         | 2,582,499                | —                 | 2,582,499         |
| TOTAL LINKED LIABILITIES  | —                  | —                      | —               | —                | 14,432,971                       | 9,330,175                           | 3,363,631                   | 1,389,986                      | 28,516,763               | —                 | 28,516,763        |
| <b>Sub - Total</b>  | <b>10,179,957</b>  | <b>1,925,277</b>       | <b>90,451</b>   | <b>3,586,025</b> | <b>15,330,381</b>                | <b>9,733,467</b>                    | <b>3,699,673</b>            | <b>1,454,310</b>               | <b>45,999,541</b>        | <b>—</b>          | <b>45,999,541</b> |
| Funds for future appropriation – Provision for lapsed policies unlikely to be revived | —                  | —                      | —               | —                | 44,114                           | 15,371                              | —                           | —                              | 59,485                   | —                 | 59,485            |
| Funds for future appropriations   | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | —                 | —                 |
| Surplus Allocated to Shareholders   | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | —                 | —                 |
| <b>TOTAL</b>  | <b>10,179,957</b>  | <b>1,925,277</b>       | <b>90,451</b>   | <b>3,586,025</b> | <b>15,374,495</b>                | <b>9,748,838</b>                    | <b>3,699,673</b>            | <b>1,454,310</b>               | <b>46,059,026</b>        | <b>8,360,441</b>  | <b>54,419,467</b> |
| <b>APPLICATION OF FUNDS</b>   |                    |                        |                 |                  |                                  |                                     |                             |                                |                          |                   |                   |
| <b>INVESTMENTS</b>  |                    |                        |                 |                  |                                  |                                     |                             |                                |                          |                   |                   |
| Shareholders'   | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | 1,529,743         | 1,529,743         |
| Policyholders'  | 9,860,991          | 1,587,000              | 116,909         | 3,294,999        | 1,418,806                        | 728,113                             | 776,048                     | —                              | 17,782,866               | —                 | 17,782,866        |
| ASSET HELD TO COVER LINKED LIABILITIES  | —                  | —                      | —               | —                | 14,432,971                       | 9,330,175                           | 3,363,631                   | 1,389,986                      | 28,516,763               | —                 | 28,516,763        |
| LOANS   | 8,425              | —                      | —               | —                | —                                | —                                   | —                           | —                              | 8,425                    | 4,213             | 12,638            |
| FIXED ASSETS  | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | 736,054           | 736,054           |
| <b>CURRENT ASSETS</b>   | <b>315,837</b>     | <b>77,745</b>          | <b>5,213</b>    | <b>419,881</b>   | <b>1,062,770</b>                 | <b>703,873</b>                      | <b>435,762</b>              | <b>82,815</b>                  | <b>3,103,896</b>         | <b>259,660</b>    | <b>3,363,556</b>  |
| Cash and bank balances  | 448,787            | 78,077                 | 3,420           | 113,350          | 505,650                          | 453,477                             | 137,223                     | 154,876                        | 1,894,860                | 67,120            | 1,961,980         |
| Advances and other assets   | 296,741            | 796,587                | 66,932          | 182,250          | —                                | —                                   | —                           | —                              | 1,342,510                | 1,874,474         | 3,216,984         |
| Inter fund assets   | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | —                 | —                 |
| <b>Sub - total (A)</b>  | <b>1,061,365</b>   | <b>952,409</b>         | <b>75,565</b>   | <b>715,481</b>   | <b>1,568,420</b>                 | <b>1,157,350</b>                    | <b>572,985</b>              | <b>237,691</b>                 | <b>6,341,266</b>         | <b>2,201,254</b>  | <b>8,542,520</b>  |
| <b>CURRENT LIABILITIES</b>  |                    |                        |                 |                  |                                  |                                     |                             |                                |                          |                   |                   |
| Current liabilities and provisions  | 731,658            | 614,132                | 102,023         | 424,455          | 1,361,290                        | 339,843                             | 218,370                     | 83,573                         | 3,875,344                | 30,153            | 3,905,497         |
| Inter fund liabilities  | 19,166             | —                      | —               | —                | 684,412                          | 1,126,957                           | 794,621                     | 89,794                         | 2,714,950                | 502,034           | 3,216,984         |
| <b>Sub - Total (B)</b>  | <b>750,824</b>     | <b>614,132</b>         | <b>102,023</b>  | <b>424,455</b>   | <b>2,045,702</b>                 | <b>1,466,800</b>                    | <b>1,012,991</b>            | <b>173,367</b>                 | <b>6,590,294</b>         | <b>532,187</b>    | <b>7,122,481</b>  |
| <b>NET CURRENT ASSETS (C) = (A — B)</b>   | <b>310,541</b>     | <b>338,277</b>         | <b>(26,458)</b> | <b>291,026</b>   | <b>(477,282)</b>                 | <b>(309,450)</b>                    | <b>(440,006)</b>            | <b>64,324</b>                  | <b>(249,028)</b>         | <b>1,669,067</b>  | <b>1,420,039</b>  |
| <b>MISCELLANEOUS EXPENDITURE</b>  |                    |                        |                 |                  |                                  |                                     |                             |                                |                          |                   |                   |
| (to the extent not written off or adjusted)   | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | —                 | —                 |
| DEBIT BALANCE IN PROFIT AND LOSS ACCOUNT (Shareholders' account)                      | —                  | —                      | —               | —                | —                                | —                                   | —                           | —                              | —                        | 4,421,364         | 4,421,364         |
| <b>TOTAL</b>  | <b>10,179,957</b>  | <b>1,925,277</b>       | <b>90,451</b>   | <b>3,586,025</b> | <b>15,374,495</b>                | <b>9,748,838</b>                    | <b>3,699,673</b>            | <b>1,454,310</b>               | <b>46,059,026</b>        | <b>8,360,441</b>  | <b>54,419,467</b> |



## SEGMENTAL REPORTS

## REVENUE ACCOUNT FOR THE YEAR ENDED 31st March 2008

## Policyholders' Account (Technical Account)

| Particulars   | (Rs in '000)       |                        |               |                  |                               |                          |                             | Total Policyholders Fund |
|---|--------------------|------------------------|---------------|------------------|-------------------------------|--------------------------|-----------------------------|--------------------------|
|   | Participating Fund | Non Participating Fund | Annuity Fund  | Pension Fund     | Unit linked life - Individual | Unit linked life - Group | Unit linked Pension - Group |                          |
| <b>Premiums earned - net</b>  |                    |                        |               |                  |                               |                          |                             |                          |
| (a) Premium   | 4,117,288          | 648,685                | 12,845        | 797,789          | 23,506,135                    | 3,337,372                | 1,119,023                   | 48,585,616               |
| (d) Reinsurance ceded   | (35,833)           | (136,554)              | —             | —                | (237,063)                     | —                        | —                           | (409,450)                |
| (e) Reinsurance accepted  | —                  | —                      | —             | —                | —                             | —                        | —                           | —                        |
| <b>Sub Total</b>  | <b>4,081,455</b>   | <b>512,131</b>         | <b>12,845</b> | <b>797,789</b>   | <b>23,269,072</b>             | <b>3,337,372</b>         | <b>1,119,023</b>            | <b>48,176,166</b>        |
| <b>Income from Investments</b>  |                    |                        |               |                  |                               |                          |                             |                          |
| (a) Interest, Dividends & Rent - Gross  | 902,792            | 187,939                | 14,587        | 316,678          | 541,294                       | 299,251                  | 145,790                     | 2,769,363                |
| (b) Profit on sale / redemption of investments  | 149,153            | 13,320                 | 6             | 43,853           | 1,778,353                     | 265,337                  | 87,864                      | 3,415,246                |
| (c) (Loss on sale / redemption of investments)  | (42,676)           | (39)                   | —             | (14,550)         | (619,569)                     | (53,905)                 | (19,059)                    | (1,123,008)              |
| (d) Transfer / gain on revaluation / change in fair value                             | 117,144            | 8,918                  | 2,750         | 35,449           | 345,699                       | (11,120)                 | 5,617                       | 583,524                  |
| (e) Amortisation charge   | (35,510)           | 543                    | (2,410)       | (19,527)         | —                             | —                        | —                           | (56,904)                 |
| <b>Sub Total</b>  | <b>1,090,903</b>   | <b>210,681</b>         | <b>14,933</b> | <b>361,903</b>   | <b>2,045,777</b>              | <b>499,563</b>           | <b>220,212</b>              | <b>5,588,221</b>         |
| Other Income - Transfer from Shareholders' Account                                    | —                  | —                      | —             | —                | 1,001,656                     | 216,056                  | 312,383                     | 3,248,208                |
| Other Income  | 47,655             | 75,421                 | 8             | 3,146            | 157,759                       | 37                       | 11                          | 324,740                  |
| <b>TOTAL (A)</b>  | <b>5,220,013</b>   | <b>798,233</b>         | <b>27,786</b> | <b>1,162,838</b> | <b>26,474,264</b>             | <b>4,053,028</b>         | <b>1,651,629</b>            | <b>57,337,335</b>        |
| Commission  | 395,292            | 23,699                 | 170           | 15,640           | 2,476,123                     | 721                      | 200                         | 3,512,586                |
| Operating Expenses related to Insurance Business                                      | 396,920            | 275,635                | 864           | 68,409           | 5,301,138                     | 162,202                  | 97,874                      | 10,129,791               |
| Provisions for doubtful debts   | —                  | —                      | —             | —                | —                             | —                        | —                           | —                        |
| Bad debts written off   | —                  | —                      | —             | —                | —                             | —                        | —                           | —                        |
| Fringe Benefit Tax  | 2,452              | 1,702                  | 5             | 422              | 32,744                        | 1,002                    | 605                         | 62,569                   |
| Provisions (other than taxation)  | —                  | —                      | —             | —                | —                             | —                        | —                           | —                        |
| (a) For diminution in the value of investments (Net)                                  | —                  | —                      | —             | —                | —                             | —                        | —                           | —                        |
| (b) Others (to be specified)  | —                  | —                      | —             | —                | —                             | —                        | —                           | —                        |
| <b>TOTAL (B)</b>  | <b>794,664</b>     | <b>301,036</b>         | <b>1,039</b>  | <b>84,471</b>    | <b>7,810,005</b>              | <b>163,925</b>           | <b>98,679</b>               | <b>13,704,946</b>        |
| Benefits Paid (Net)   | 625,164            | 50,683                 | 9,690         | 181,775          | 1,983,511                     | 512,862                  | 273,809                     | 5,014,603                |
| Interim Bonuses Paid  | 565                | —                      | —             | 15               | —                             | —                        | —                           | 580                      |
| Terminal Bonuses Paid   | —                  | —                      | —             | 3,363            | —                             | —                        | —                           | 3,363                    |
| Change in valuation of liability against life policies in force                       | 3,438,957          | 206,783                | 7,541         | 893,214          | 16,520,434                    | 3,376,241                | 1,279,141                   | 37,807,169               |
| (a) Gross   | 276,458            | (182,889)              | —             | —                | 9,299                         | —                        | —                           | 102,868                  |
| (b) Amount ceded in Reinsurance   | —                  | —                      | —             | —                | —                             | —                        | —                           | —                        |
| (c) Amount accepted in Reinsurance  | —                  | —                      | —             | —                | —                             | —                        | —                           | —                        |
| <b>TOTAL (C)</b>  | <b>4,341,144</b>   | <b>74,577</b>          | <b>17,231</b> | <b>1,078,367</b> | <b>18,513,244</b>             | <b>3,889,103</b>         | <b>1,552,950</b>            | <b>42,928,583</b>        |
| <b>SURPLUS / (DEFICIT) (D) = (A)-(B)-(C)</b>  | <b>84,205</b>      | <b>422,620</b>         | <b>9,516</b>  | <b>—</b>         | <b>151,015</b>                | <b>36,450</b>            | <b>—</b>                    | <b>703,806</b>           |
| <b>APPROPRIATIONS</b>   |                    |                        |               |                  |                               |                          |                             |                          |
| Transfer to Shareholders' Account   | 84,205             | 422,620                | 9,516         | —                | —                             | —                        | —                           | 516,341                  |
| Transfer to Other Reserves  | —                  | —                      | —             | —                | —                             | —                        | —                           | —                        |
| Funds for future appropriation - Provision for lapsed policies unlikely to be revived | —                  | —                      | —             | —                | 151,015                       | —                        | —                           | 187,465                  |
| Balance being Funds For Future Appropriations   | —                  | —                      | —             | —                | —                             | —                        | —                           | —                        |
| <b>TOTAL (D)</b>  | <b>84,205</b>      | <b>422,620</b>         | <b>9,516</b>  | <b>—</b>         | <b>151,015</b>                | <b>36,450</b>            | <b>—</b>                    | <b>703,806</b>           |

## REVENUE ACCOUNT FOR THE YEAR ENDED 31st March 2007

| Policyholders' Account (Technical Account)  |                    | (Rs in '000)           |                    |                  |                   |                       |                       |                       |                       |                          |
|---|--------------------|------------------------|--------------------|------------------|-------------------|-----------------------|-----------------------|-----------------------|-----------------------|--------------------------|
| Particulars   | Participating Fund | Non Participating Fund | Participating Fund | Annuitiy Fund    | Pension Fund      | Unit linked ULIL Fund | Unit linked ULIP Fund | Unit linked ULGL Fund | Unit linked ULGP Fund | Total Policyholders Fund |
| <b>Premiums earned - net</b>  |                    |                        |                    |                  |                   |                       |                       |                       |                       |                          |
| (a) Premium   | 3,729,680          | 691,511                | 14,440             | 847,625          | 12,614,588        | 7,517,848             | 2,024,948             | 1,118,016             | 28,558,656            |                          |
| (b) Reinsurance ceded   | (33,810)           | (120,303)              | —                  | —                | (178,295)         | —                     | —                     | —                     | (332,408)             |                          |
| (c) Reinsurance accepted  | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| <b>Sub Total</b>  | <b>3,695,870</b>   | <b>571,208</b>         | <b>14,440</b>      | <b>847,625</b>   | <b>12,436,293</b> | <b>7,517,848</b>      | <b>2,024,948</b>      | <b>1,118,016</b>      | <b>28,226,248</b>     |                          |
| <b>Income from Investments</b>  |                    |                        |                    |                  |                   |                       |                       |                       |                       |                          |
| (a) Interest, Dividends & Rent - Gross  | 546,104            | 94,317                 | 9,152              | 195,168          | 330,369           | 207,029               | 153,836               | 53,522                | 1,589,497             |                          |
| (b) Profit on sale / redemption of investments  | 227,402            | 4,151                  | —                  | 56,989           | 451,688           | 240,107               | 50,058                | 13,020                | 1,043,415             |                          |
| (c) (Loss on sale / redemption of investments)  | (24,542)           | (783)                  | (1)                | (7,990)          | (207,796)         | (129,618)             | (36,903)              | (4,281)               | (411,914)             |                          |
| (d) Transfer / gain on revaluation / change in fair value                             | (163,537)          | (27,758)               | (2,598)            | (52,566)         | 246,423           | 137,004               | (9,724)               | (25,839)              | 101,405               |                          |
| (e) Amortisation charge   | (41,345)           | (1,233)                | (2,377)            | (20,807)         | —                 | —                     | —                     | —                     | (65,762)              |                          |
| <b>Sub Total</b>  | <b>544,082</b>     | <b>68,694</b>          | <b>4,176</b>       | <b>170,794</b>   | <b>820,684</b>    | <b>454,522</b>        | <b>157,267</b>        | <b>36,422</b>         | <b>2,256,641</b>      |                          |
| Other Income —  |                    |                        |                    |                  |                   |                       |                       |                       |                       |                          |
| Transfer from Shareholders' Account   | —                  | 509,528                | 7,108              | —                | 313,474           | 279,014               | 269,672               | 71,601                | 1,450,397             |                          |
| Other Income  | 38,881             | 79,425                 | 8                  | 3,190            | 91,317            | 20,157                | 16                    | 3                     | 232,997               |                          |
| <b>Sub Total</b>  | <b>38,881</b>      | <b>588,953</b>         | <b>7,116</b>       | <b>3,190</b>     | <b>404,791</b>    | <b>299,171</b>        | <b>269,688</b>        | <b>71,604</b>         | <b>1,683,394</b>      |                          |
| <b>TOTAL (A)</b>  | <b>4,278,833</b>   | <b>1,228,855</b>       | <b>25,732</b>      | <b>1,021,609</b> | <b>13,661,768</b> | <b>8,271,541</b>      | <b>2,451,903</b>      | <b>1,226,042</b>      | <b>32,166,283</b>     |                          |
| Commission  | 298,270            | 24,365                 | 168                | 18,403           | 1,454,947         | 302,772               | 277                   | 66                    | 2,099,268             |                          |
| Operating Expenses related to Insurance Business                                      | 291,485            | 200,918                | 852                | 30,508           | 3,274,152         | 1,843,044             | 75,241                | 51,203                | 5,767,403             |                          |
| Provisions for doubtful debts   | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| Bad debts written off   | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| Fringe Benefit Tax  | 1,809              | 1,246                  | 5                  | 189              | 20,315            | 11,435                | 467                   | 318                   | 35,784                |                          |
| Provisions (other than taxation)  | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| (a) For diminution in the value of investments (Net)                                  | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| (b) Others (to be specified)  | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| <b>TOTAL (B)</b>  | <b>591,564</b>     | <b>226,529</b>         | <b>1,025</b>       | <b>49,100</b>    | <b>4,749,414</b>  | <b>2,157,251</b>      | <b>75,985</b>         | <b>51,587</b>         | <b>7,902,455</b>      |                          |
| Benefits Paid (Net)   | 291,243            | 29,176                 | 8,610              | 69,152           | 576,881           | 379,519               | 379,297               | 11,472                | 1,745,350             |                          |
| Interim Bonuses Paid  | 296                | —                      | —                  | 4                | —                 | —                     | —                     | —                     | 300                   |                          |
| Change in valuation of liability against life policies in force                       | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| (a) Gross   | 3,700,752          | 846,720                | 16,097             | 903,353          | 8,273,491         | 5,725,245             | 1,996,621             | 1,162,983             | 22,625,262            |                          |
| (b) Amount ceded in Reinsurance   | (305,022)          | 1,26,430               | —                  | —                | 37,538            | —                     | —                     | —                     | (141,054)             |                          |
| (c) Amount accepted in Reinsurance  | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| <b>TOTAL (C)</b>  | <b>3,687,269</b>   | <b>1,002,326</b>       | <b>24,707</b>      | <b>972,509</b>   | <b>8,887,910</b>  | <b>6,104,764</b>      | <b>2,375,918</b>      | <b>1,174,455</b>      | <b>24,229,858</b>     |                          |
| <b>SURPLUS / (DEFICIT) (D) = (A)-(B)-(C)</b>  | <b>—</b>           | <b>—</b>               | <b>—</b>           | <b>—</b>         | <b>24,444</b>     | <b>9,526</b>          | <b>—</b>              | <b>—</b>              | <b>33,970</b>         |                          |
| <b>APPROPRIATIONS</b>   |                    |                        |                    |                  |                   |                       |                       |                       |                       |                          |
| Surplus Allocated to Shareholders   | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| Transfer to Shareholders Account  | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| Transfer to Other Reserves  | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| Funds for future appropriation - Provision for lapsed policies unlikely to be revived | —                  | —                      | —                  | —                | 24,444            | 9,526                 | —                     | —                     | —                     | 33,970                   |
| Balance being Funds For Future Appropriations   | —                  | —                      | —                  | —                | —                 | —                     | —                     | —                     | —                     |                          |
| <b>TOTAL (D)</b>  | <b>—</b>           | <b>—</b>               | <b>—</b>           | <b>—</b>         | <b>24,444</b>     | <b>9,526</b>          | <b>—</b>              | <b>—</b>              | <b>33,970</b>         |                          |

Annexure to Revenue Account - Break up of Unit Linked Business (UL)  
Revenue Account for the Year ended 31st March 2008

| Particulars                                      | Policyholders' Account (Technical Account) |                   |                        |                  |                   |                           |                |                   |                   |                |                      |                               |                   |      |       |
|--|--|-------------------|------------------------|------------------|-------------------|---------------------------|----------------|-------------------|-------------------|----------------|----------------------|-------------------------------|-------------------|------|-------|
|  | Schedule                                   |                   | Linked Individual Life |                  |                   | Linked Individual Pension |                |                   | Linked Group Life |                |                      | Linked Group Pension          |                   |      |       |
|  | Non-Unit                                   | Unit              | Total                  | Non-Unit         | Unit              | Total                     | Non-Unit       | Unit              | Total             | Non-Unit       | Unit                 | Total                         | Non-Unit          | Unit | Total |
| (1)  | (2)  | (3)=<br>(1) + (2) | (4)                    | (5)              | (6)=<br>(4) + (5) | (7)                       | (8)            | (9)=<br>(7) + (8) | (10)              | (11)           | (12)=<br>(10) + (11) | (13)=<br>(3)+(6)+<br>(9)+(12) |                   |      |       |
| <b>Premiums earned - net</b>                     |  |                   |                        |                  |                   |                           |                |                   |                   |                |                      |                               |                   |      |       |
| (a) Premium                                      | 6,688,732                                  | 16,817,403        | 23,506,135             | 3,305,206        | 11,741,273        | 15,046,479                | (83,835)       | 3,421,207         | 3,337,372         | 32,941         | 1,086,082            | 1,119,023                     | 43,009,009        |      |       |
| (b) Reinsurance ceded                            | (237,063)                                  | —                 | (237,063)              | —                | —                 | —                         | —              | —                 | —                 | —              | —                    | —                             | (237,063)         |      |       |
| <b>Income from investments</b>                   |  |                   |                        |                  |                   |                           |                |                   |                   |                |                      |                               |                   |      |       |
| (a) Interest, Dividend & Rent - Gross            | 45,789                                     | 495,505           | 541,294                | 27,359           | 333,673           | 361,032                   | 21,114         | 278,137           | 299,251           | 12,980         | 132,810              | 145,790                       | 1,347,367         |      |       |
| (b) Profit on sale/redemption of investments     | 182,433                                    | 1,595,920         | 1,778,353              | 79,334           | 998,026           | 1,077,360                 | 55,160         | 210,177           | 265,337           | 8,028          | 79,836               | 87,864                        | 3,208,914         |      |       |
| (c) Loss on sale/redemption of investments       | (191,242)                                  | (428,327)         | (619,569)              | (83,650)         | (289,560)         | (373,210)                 | (27,434)       | (26,471)          | (53,905)          | (5,920)        | (13,139)             | (19,059)                      | (1,065,743)       |      |       |
| (d) Unrealised gain/(loss)                       | (56,891)                                   | 402,590           | 345,699                | (11,698)         | 90,765            | 79,067                    | (742)          | (10,378)          | (11,120)          | 2,713          | 2,904                | 5,617                         | 419,263           |      |       |
| <b>Other income:</b>                             |  |                   |                        |                  |                   |                           |                |                   |                   |                |                      |                               |                   |      |       |
| (a) Linked Income                                | 1,268,449                                  | (1,268,449)       | —                      | 167,391          | (167,391)         | —                         | 30,103         | (30,103)          | —                 | 15,197         | (15,197)             | —                             | —                 |      |       |
| (b) Miscellaneous Income                         | 157,759                                    | —                 | 157,759                | 40,703           | —                 | 40,703                    | 37             | —                 | 37                | 11             | —                    | 11                            | 198,510           |      |       |
| (c) Contribution from the Shareholders' a/c      | 1,001,656                                  | —                 | 1,001,656              | 1,718,113        | —                 | 1,718,113                 | 216,056        | —                 | 216,056           | 312,383        | —                    | 312,383                       | 3,248,208         |      |       |
| <b>TOTAL (A)</b>                                 | <b>8,859,622</b>                           | <b>17,614,642</b> | <b>26,474,264</b>      | <b>5,242,758</b> | <b>12,706,786</b> | <b>17,949,544</b>         | <b>210,459</b> | <b>3,842,569</b>  | <b>4,053,028</b>  | <b>378,333</b> | <b>1,273,296</b>     | <b>1,651,629</b>              | <b>50,128,465</b> |      |       |
| Commission                                       | 2,476,123                                  | —                 | 2,476,123              | 600,741          | —                 | 600,741                   | 721            | —                 | 721               | 200            | —                    | 200                           | 3,077,785         |      |       |
| Operating Expenses related to Insurance Business | 5,307,107                                  | 26,775            | 5,333,882              | 3,831,724        | 18,662            | 3,850,386                 | 161,683        | 1,521             | 163,204           | 97,654         | 825                  | 98,479                        | 9,445,951         |      |       |
| Provision for Taxation                           | —  | —                 | —                      | —                | —                 | —                         | —              | —                 | —                 | —              | —                    | —                             | —                 |      |       |
| <b>TOTAL (B)</b>                                 | <b>7,783,230</b>                           | <b>26,775</b>     | <b>7,810,005</b>       | <b>4,432,465</b> | <b>18,662</b>     | <b>4,451,127</b>          | <b>162,404</b> | <b>1,521</b>      | <b>163,925</b>    | <b>97,854</b>  | <b>825</b>           | <b>98,679</b>                 | <b>12,523,736</b> |      |       |
| Benefits Paid (Net)                              | (183,025)                                  | 2,166,536         | 1,983,511              | (125,950)        | 1,503,059         | 1,377,109                 | 2,780          | 510,082           | 512,862           | (1,200)        | 275,009              | 273,809                       | 4,147,291         |      |       |
| Interim Bonus Paid                               | —  | —                 | —                      | —                | —                 | —                         | —              | —                 | —                 | —              | —                    | —                             | —                 |      |       |
| Terminal Bonus Paid                              | —  | —                 | —                      | —                | —                 | —                         | —              | —                 | —                 | —              | —                    | —                             | —                 |      |       |
| Change in Valuation Liability                    | 1,108,402                                  | 15,421,331        | 16,529,733             | 899,793          | 11,185,065        | 12,084,858                | 45,275         | 3,330,966         | 3,376,241         | 281,679        | 997,462              | 1,279,141                     | 33,269,973        |      |       |
| <b>TOTAL (C)</b>                                 | <b>925,377</b>                             | <b>17,587,867</b> | <b>18,513,244</b>      | <b>773,843</b>   | <b>12,688,124</b> | <b>13,461,967</b>         | <b>48,055</b>  | <b>3,841,048</b>  | <b>3,889,103</b>  | <b>280,479</b> | <b>1,272,471</b>     | <b>1,552,950</b>              | <b>37,417,264</b> |      |       |
| <b>SURPLUS / (DEFICIT) (D) = (A) - (B) - (C)</b> | <b>151,015</b>                             | <b>—</b>          | <b>151,015</b>         | <b>36,450</b>    | <b>—</b>          | <b>36,450</b>             | <b>—</b>       | <b>—</b>          | <b>—</b>          | <b>—</b>       | <b>—</b>             | <b>—</b>                      | <b>187,465</b>    |      |       |
| <b>APPROPRIATIONS</b>                            |  |                   |                        |                  |                   |                           |                |                   |                   |                |                      |                               |                   |      |       |
| Transfer to Shareholders' a/c                    | 151,015                                    | —                 | 151,015                | 36,450           | —                 | 36,450                    | —              | —                 | —                 | —              | —                    | —                             | 187,465           |      |       |
| Funds available for future appropriations        | —  | —                 | —                      | —                | —                 | —                         | —              | —                 | —                 | —              | —                    | —                             | —                 |      |       |
| <b>Total (D)</b>                                 | <b>—</b>                                   | <b>—</b>          | <b>—</b>               | <b>—</b>         | <b>—</b>          | <b>—</b>                  | <b>—</b>       | <b>—</b>          | <b>—</b>          | <b>—</b>       | <b>—</b>             | <b>—</b>                      | <b>—</b>          |      |       |

**Schedules to Annexure to Revenue Account (UL) forming part of Financial Statements**

**Schedule-UL1 for the year ended 31st March 2008**

**Linked Income (recovered from linked funds)\***

|  |                    |                    |                 |                 |                      | (Rs. In '000) |
|--|--------------------|--------------------|-----------------|-----------------|----------------------|---------------|
| Particulars  | Linked             | Linked             | Linked          | Linked          | Total                |               |
|  | Individual Life    | Individual Pension | Group Life      | Group Pension   |                      | Unit Linked   |
|  | (1)                | (2)                | (3)             | (4)             | (5)= (1)+(2)+(3)+(4) |               |
| Fund Administration charges  |                    |                    |                 |                 | —                    |               |
| Fund Management charge   | (189,803)          | (124,152)          | (29,899)        | (15,014)        | <b>(358,868)</b>     |               |
| Policy Administration charge   | (124,829)          | (39,949)           | —               | (167)           | <b>(164,945)</b>     |               |
| Set up charges   | —                  | —                  | —               | —               | —                    |               |
| Annual Charges   | —                  | —                  | (204)           | —               | <b>(204)</b>         |               |
| Surrender charge   | —                  | —                  | —               | —               | —                    |               |
| Switching charge   | —                  | —                  | —               | —               | —                    |               |
| Mortality charge   | (849,571)          | —                  | —               | —               | <b>(849,571)</b>     |               |
| Rider Premium charge   | —                  | —                  | —               | —               | —                    |               |
| Partial withdrawal charge  | —                  | —                  | —               | —               | —                    |               |
| Paid up charges  | —                  | —                  | —               | (16)            | <b>(16)</b>          |               |
| Miscellaneous charge<br>(Adhoc statement and Simplified<br>instructions, Prm reduction charge) | (482)              | (3,290)            | —               | —               | <b>(3,772)</b>       |               |
| Service tax  | (100,899)          | —                  | —               | —               | <b>(100,899)</b>     |               |
| Education cess   | (2,865)            | —                  | —               | —               | <b>(2,865)</b>       |               |
| <b>TOTAL (UL-1)</b>  | <b>(1,268,449)</b> | <b>(167,391)</b>   | <b>(30,103)</b> | <b>(15,197)</b> | <b>(1,481,140)</b>   |               |

\* (net of service tax, if any)

**Schedule-UL2 for the year ended 31st March 2008**  
**BENEFITS PAID [NET]**

| Sr. No. | Particulars                        | (Rs. In '000)          |                  |                  |                           |                  |                  |                   |                |                |                      |                           |                |                   |
|---------|------------------------------------|------------------------|------------------|------------------|---------------------------|------------------|------------------|-------------------|----------------|----------------|----------------------|---------------------------|----------------|-------------------|
|         |                                    | Linked Individual Life |                  |                  | Linked Individual Pension |                  |                  | Linked Group Life |                |                | Linked Group Pension |                           |                | Total Unit Linked |
|         |                                    | Non-Unit               | Unit             | Linked Life      | Non-Unit                  | Unit             | Linked Pension   | Non-Unit          | Unit           | Linked Group   | Non-Unit             | Unit                      | Linked Group   |                   |
| (1)     | (2)                                | (3)=<br>(1)+(2)        | (4)              | (5)              | (6)=<br>(4)+(5)           | (7)              | (8)              | (9)=<br>(7)+(8)   | (10)           | (11)           | (12)=<br>(10)+(11)   | (10)=(3)+<br>(6)+(9)+(12) |                |                   |
| 1       | Insurance Claims                   |                        |                  |                  |                           |                  |                  |                   |                |                |                      |                           |                |                   |
|         | (a) Claims by Death                | 106,445                | 6,339            | 112,784          | (238)                     | 30,766           | 30,528           | 58                | —              | —              | —                    | —                         | —              | 143,370           |
|         | (b) Claims by Maturity             | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | —                 |
|         | (c) Annuities / Pension payment    | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | —                 |
|         | (d) Other benefits                 | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | —                 |
|         | — Surrender                        | (232,181)              | 1,496,791        | 1,264,610        | (125,712)                 | 1,472,293        | 1,346,581        | 2                 | 39,561         | 39,563         | (1,200)              | 37,629                    | 36,429         | 2,687,183         |
|         | — Critical illness                 | 18,951                 | —                | 18,951           | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | 18,951            |
|         | — Waiver of Premium                | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | —                 |
|         | — Vesting of Pension policy        | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | 19                        | 19             | 19                |
|         | — Withdrawal                       | (2,100)                | 663,406          | 661,306          | —                         | —                | —                | 2,720             | 470,521        | 473,241        | —                    | 237,361                   | 237,361        | 1,371,908         |
|         | <b>Sub Total (A)</b>               | <b>(108,885)</b>       | <b>2,166,536</b> | <b>2,057,651</b> | <b>(125,950)</b>          | <b>1,503,059</b> | <b>1,377,109</b> | <b>2,780</b>      | <b>510,082</b> | <b>512,862</b> | <b>(1,200)</b>       | <b>275,009</b>            | <b>273,809</b> | <b>4,221,431</b>  |
| 2       | Amount Ceded in reinsurance        |                        |                  |                  |                           |                  |                  |                   |                |                |                      |                           |                |                   |
|         | (a) Claims by Death                | 74,140                 | —                | 74,140           | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | 74,140            |
|         | (b) Claims by Maturity             | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | —                 |
|         | (c) Annuities / Pension payment    | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | —                 |
|         | (d) Other benefits                 | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | —                 |
|         | — Surrender                        | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | —                 |
|         | — Survival                         | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | —                 |
|         | <b>Sub Total (B)</b>               | <b>(74,140)</b>        | <b>—</b>         | <b>(74,140)</b>  | <b>—</b>                  | <b>—</b>         | <b>—</b>         | <b>—</b>          | <b>—</b>       | <b>—</b>       | <b>—</b>             | <b>—</b>                  | <b>—</b>       | <b>(74,140)</b>   |
|         | <b>TOTAL (A) - (B)</b>             | <b>(183,025)</b>       | <b>2,166,536</b> | <b>1,983,511</b> | <b>(125,950)</b>          | <b>1,503,059</b> | <b>1,377,109</b> | <b>2,780</b>      | <b>510,082</b> | <b>512,862</b> | <b>(1,200)</b>       | <b>275,009</b>            | <b>273,809</b> | <b>4,147,291</b>  |
|         | <b>Benefits paid to claimants:</b> |                        |                  |                  |                           |                  |                  |                   |                |                |                      |                           |                |                   |
|         | In India                           | (183,025)              | 2,166,536        | 1,983,511        | (125,950)                 | 1,503,059        | 1,377,109        | 2,780             | 510,082        | 512,862        | (1,200)              | 275,009                   | 273,809        | 4,147,291         |
|         | Outside India                      | —                      | —                | —                | —                         | —                | —                | —                 | —              | —              | —                    | —                         | —              | —                 |
|         | <b>TOTAL (UL2)</b>                 | <b>(183,025)</b>       | <b>2,166,536</b> | <b>1,983,511</b> | <b>(125,950)</b>          | <b>1,503,059</b> | <b>1,377,109</b> | <b>2,780</b>      | <b>510,082</b> | <b>512,862</b> | <b>(1,200)</b>       | <b>275,009</b>            | <b>273,809</b> | <b>4,147,291</b>  |

**Annexure to Revenue Account - Break up of Unit Linked Business (UL)  
Revenue Account for the Year ended 31st March 2007  
Policyholders' Account (Technical Account)**

| Particulars                                      | Schedule | Linked Individual Life |                  |                   | Linked Individual Pension |                  |                   | Linked Group Life |                  |                   | Linked Group Pension |                  |                      | Total Unit                |        |
|--|----------|------------------------|------------------|-------------------|---------------------------|------------------|-------------------|-------------------|------------------|-------------------|----------------------|------------------|----------------------|---------------------------|--------|
|  |          | Non-Unit               | Unit             | Total             | Non-Unit                  | Unit             | Total             | Non-Unit          | Unit             | Total             | Non-Unit             | Unit             | Total                | Unit                      | Linked |
|  |          | (1)                    | (2)              | (3)=<br>(1) + (2) | (4)                       | (5)              | (6)=<br>(4) + (5) | (7)               | (8)              | (9)=<br>(7) + (8) | (10)                 | (11)             | (12)=<br>(10) + (11) | (13)=(3)+<br>(6)+(9)+(12) |        |
| <b>Premiums earned – net</b>                     |          |                        |                  |                   |                           |                  |                   |                   |                  |                   |                      |                  |                      |                           |        |
| (a) Premium                                      |          | 3,872,148              | 8,742,440        | 12,614,588        | 1,762,957                 | 5,754,891        | 7,517,848         | 3,561             | 2,021,387        | 2,024,948         | 8,370                | 1,109,646        | 1,118,016            | 23,275,400                |        |
| (b) Reinsurance ceded                            |          | (178,295)              | —                | (178,295)         | —                         | —                | —                 | —                 | —                | —                 | —                    | —                | —                    | (178,295)                 |        |
| <b>Income from Investments</b>                   |          |                        |                  |                   |                           |                  |                   |                   |                  |                   |                      |                  |                      |                           |        |
| (a) Interest, Dividend & Rent -Gross             |          | 51,144                 | 279,225          | 330,369           | 25,992                    | 181,037          | 207,029           | 20,682            | 133,154          | 153,836           | 9,475                | 44,047           | 53,522               | 744,756                   |        |
| (b) Profit on sale/redemption of investments     |          | 127,903                | 323,785          | 451,688           | 61,632                    | 178,475          | 240,107           | 14,916            | 35,142           | 50,058            | 883                  | 12,137           | 13,020               | 754,873                   |        |
| (c) Loss on sale/redemption of investments       |          | (120,112)              | (87,684)         | (207,796)         | (65,697)                  | (63,921)         | (129,618)         | (28,632)          | (8,271)          | (36,903)          | (660)                | (3,621)          | (4,281)              | (378,598)                 |        |
| (d) Unrealised gain/(loss)                       |          | 48,807                 | 197,616          | 246,423           | 25,775                    | 111,229          | 137,004           | (4,421)           | (5,303)          | (9,724)           | (2,054)              | (23,785)         | (25,839)             | 347,864                   |        |
| <b>Other income:</b>                             |          |                        |                  |                   |                           |                  |                   |                   |                  |                   |                      |                  |                      |                           |        |
| (a) Linked Income                                | UL1      | 602,293                | (602,293)        | —                 | 69,233                    | (69,233)         | —                 | 16,832            | (16,832)         | —                 | 5,831                | (5,831)          | —                    | —                         |        |
| (b) Miscellaneous Income                         |          | 91,317                 | —                | 91,317            | 20,157                    | —                | 20,157            | 16                | —                | 16                | 3                    | —                | 3                    | 111,493                   |        |
| (c) Contribution from the Shareholders' a/c      |          | 313,474                | —                | 313,474           | 279,014                   | —                | 279,014           | 269,672           | —                | 269,672           | 71,601               | —                | 71,601               | 933,761                   |        |
| <b>TOTAL (A)</b>                                 |          | <b>4,808,679</b>       | <b>8,853,089</b> | <b>13,661,768</b> | <b>2,179,063</b>          | <b>6,092,478</b> | <b>8,271,541</b>  | <b>292,626</b>    | <b>2,159,277</b> | <b>2,451,903</b>  | <b>93,449</b>        | <b>1,132,593</b> | <b>1,226,042</b>     | <b>25,611,254</b>         |        |
| Commission                                       |          | 1,454,947              | —                | 1,454,947         | 302,772                   | —                | 302,772           | 277               | —                | 277               | 66                   | —                | 66                   | 1,758,062                 |        |
| Operating Expenses related to Insurance Business |          | 3,286,783              | 7,684            | 3,294,467         | 1,849,866                 | 4,613            | 1,854,479         | 75,113            | 595              | 75,708            | 51,311               | 210              | 51,521               | 5,276,175                 |        |
| Provision for Taxation                           |          | —                      | —                | —                 | —                         | —                | —                 | —                 | —                | —                 | —                    | —                | —                    | —                         |        |
| <b>TOTAL (B)</b>                                 |          | <b>4,741,730</b>       | <b>7,684</b>     | <b>4,749,414</b>  | <b>2,152,638</b>          | <b>4,613</b>     | <b>2,157,251</b>  | <b>75,390</b>     | <b>595</b>       | <b>75,985</b>     | <b>51,377</b>        | <b>210</b>       | <b>51,587</b>        | <b>7,034,237</b>          |        |
| Benefits Paid (Net)                              | UL2      | (163,342)              | 740,223          | 576,881           | (132,304)                 | 511,823          | 379,519           | (840)             | 380,137          | 379,297           | (7)                  | 11,479           | 11,472               | 1,347,169                 |        |
| Interim Bonus Paid                               |          | —                      | —                | —                 | —                         | —                | —                 | —                 | —                | —                 | —                    | —                | —                    | —                         |        |
| Change in Valuation Liability                    |          | 205,847                | 8,105,182        | 8,311,029         | 149,203                   | 5,576,042        | 5,725,245         | 218,076           | 1,778,545        | 1,996,621         | 42,079               | 1,120,904        | 1,162,983            | 17,195,878                |        |
| <b>TOTAL (C)</b>                                 |          | <b>42,505</b>          | <b>8,845,405</b> | <b>8,887,910</b>  | <b>16,899</b>             | <b>6,087,865</b> | <b>6,104,764</b>  | <b>217,236</b>    | <b>2,158,682</b> | <b>2,375,918</b>  | <b>42,072</b>        | <b>1,132,383</b> | <b>1,174,455</b>     | <b>18,543,047</b>         |        |
| <b>SURPLUS/ (DEFICIT) (D)=(A)-(B)-(C)</b>        |          | <b>24,444</b>          | <b>—</b>         | <b>24,444</b>     | <b>9,526</b>              | <b>—</b>         | <b>9,526</b>      | <b>—</b>          | <b>—</b>         | <b>—</b>          | <b>—</b>             | <b>—</b>         | <b>—</b>             | <b>33,970</b>             |        |
| <b>APPROPRIATIONS</b>                            |          |                        |                  |                   |                           |                  |                   |                   |                  |                   |                      |                  |                      |                           |        |
| Transfer to Shareholders' a/c                    |          | —                      | —                | —                 | —                         | —                | —                 | —                 | —                | —                 | —                    | —                | —                    | —                         |        |
| Funds available for future appropriations        |          | —                      | —                | —                 | —                         | —                | —                 | —                 | —                | —                 | —                    | —                | —                    | —                         |        |
| <b>Total (D)</b>                                 |          | <b>—</b>               | <b>—</b>         | <b>—</b>          | <b>—</b>                  | <b>—</b>         | <b>—</b>          | <b>—</b>          | <b>—</b>         | <b>—</b>          | <b>—</b>             | <b>—</b>         | <b>—</b>             | <b>—</b>                  |        |

**Schedules to Annexure to Revenue Account (UL) forming part of Financial Statements****Schedule-UL1 for the year ended 31st March 2007****Linked Income (recovered from linked funds)\***

| Particulars  | (Rs. In '000)                    |                                     |                             |                                |  |
|--|----------------------------------|-------------------------------------|-----------------------------|--------------------------------|--|
|  | Linked<br>Individual Life<br>(1) | Linked<br>Individual Pension<br>(2) | Linked<br>Group Life<br>(3) | Linked<br>Group Pension<br>(4) | Total<br>Unit Linked<br>(5)= (1)+(2)+(3)+(4) |
| Fund Administration charges  | —                                | —                                   | —                           | —                              | —  |
| Fund Management charge   | (77,965)                         | (49,045)                            | (16,679)                    | (5,590)                        | (149,279)                                    |
| Policy Administration charge   | (47,148)                         | (20,188)                            | —                           | (122)                          | (67,458)                                     |
| Set up charges   | —                                | —                                   | —                           | —                              | —  |
| Annual Charges   | —                                | —                                   | (151)                       | —                              | (151)  |
| Surrender charge   | —                                | —                                   | (2)                         | —                              | (2)  |
| Switching charge   | —                                | —                                   | —                           | —                              | —  |
| Mortality charge   | (426,479)                        | —                                   | —                           | —                              | (426,479)                                    |
| Rider Premium charge   | —                                | —                                   | —                           | —                              | —  |
| Partial withdrawal charge  | —                                | —                                   | —                           | —                              | —  |
| Paid up charges  | —                                | —                                   | —                           | (97)                           | (97)   |
| Miscellaneous charge<br>(Adhoc statement and<br>Simplified instructions) | —                                | —                                   | —                           | (22)                           | (22)   |
| Service tax  | (49,707)                         | —                                   | —                           | —                              | (49,707)                                     |
| Education cess   | (994)                            | —                                   | —                           | —                              | (994)  |
|  | —                                | —                                   | —                           | —                              | —  |
| <b>TOTAL (UL-1)</b>  | <b>(602,293)</b>                 | <b>(69,233)</b>                     | <b>(16,832)</b>             | <b>(5,831)</b>                 | <b>(694,189)</b>                             |

\* (net of service tax, if any)

**Schedule-UL2 for the year ended 31st March 2007**  
**BENEFITS PAID [NET]**

(Rs. in '000)

| Sr. No. | Particulars                        | Linked Individual Life |                |                 | Linked Individual Pension |                |                 | Linked Group Life |                |                 | Linked Group Pension |               |                    | Total Unit Linked         |
|---------|------------------------------------|------------------------|----------------|-----------------|---------------------------|----------------|-----------------|-------------------|----------------|-----------------|----------------------|---------------|--------------------|---------------------------|
|         |                                    | Non-Unit               | Unit           | Linked Life     | Non-Unit                  | Unit           | Linked Pension  | Non-Unit          | Unit           | Linked Group    | Non-Unit             | Unit          | Linked Group       |                           |
|         |                                    | (1)                    | (2)            | (3)=<br>(1)+(2) | (4)                       | (5)            | (6)=<br>(4)+(5) | (7)               | (8)            | (9)=<br>(7)+(8) | (10)                 | (11)          | (12)=<br>(10)+(11) | (13)=(3)+<br>(6)+(9)+(12) |
| 1       | Insurance Claims                   |                        |                |                 |                           |                |                 |                   |                |                 |                      |               |                    |                           |
|         | (a) Claims by Death                | 45,102                 | 2,203          | 47,306          | 53                        | 10,879         | 10,932          | 43                | —              | 43              | —                    | —             | —                  | 58,280                    |
|         | (b) Claims by Maturity             | —                      | —              | —               | —                         | —              | —               | —                 | —              | —               | —                    | —             | —                  | —                         |
|         | (c) Annuities / Pension payment    | —                      | —              | —               | —                         | —              | —               | —                 | —              | —               | 175                  | 175           | 175                | 175                       |
|         | (d) Other benefits                 | (178,953)              | 505,114        | 326,161         | (132,357)                 | 500,944        | 368,587         | —                 | —              | —               | (7)                  | 10,666        | 10,659             | 705,408                   |
|         | — Surrender                        | —                      | —              | —               | —                         | —              | —               | —                 | —              | —               | —                    | —             | —                  | —                         |
|         | — Survival                         | —                      | —              | —               | —                         | —              | —               | —                 | —              | —               | —                    | —             | —                  | —                         |
|         | — Withdrawal                       | 3,000                  | 232,905        | 235,905         | —                         | —              | —               | (883)             | 380,137        | 379,254         | —                    | 638           | 638                | 615,797                   |
|         | <b>Sub Total (A)</b>               | <b>(130,851)</b>       | <b>740,223</b> | <b>609,372</b>  | <b>(132,304)</b>          | <b>511,823</b> | <b>379,519</b>  | <b>(840)</b>      | <b>380,137</b> | <b>379,297</b>  | <b>(7)</b>           | <b>11,479</b> | <b>11,472</b>      | <b>1,379,660</b>          |
| 2       | Amount Ceded in reinsurance        |                        |                |                 |                           |                |                 |                   |                |                 |                      |               |                    |                           |
|         | (a) Claims by Death                | (32,491)               | —              | (32,491)        | —                         | —              | —               | —                 | —              | —               | —                    | —             | —                  | (32,491)                  |
|         | (b) Claims by Maturity             | —                      | —              | —               | —                         | —              | —               | —                 | —              | —               | —                    | —             | —                  | —                         |
|         | (c) Annuities / Pension payment    | —                      | —              | —               | —                         | —              | —               | —                 | —              | —               | —                    | —             | —                  | —                         |
|         | (d) Other benefits                 | —                      | —              | —               | —                         | —              | —               | —                 | —              | —               | —                    | —             | —                  | —                         |
|         | — Surrender                        | —                      | —              | —               | —                         | —              | —               | —                 | —              | —               | —                    | —             | —                  | —                         |
|         | — Survival                         | —                      | —              | —               | —                         | —              | —               | —                 | —              | —               | —                    | —             | —                  | —                         |
|         | <b>Sub Total (B)</b>               | <b>(32,491)</b>        | <b>—</b>       | <b>(32,491)</b> | <b>—</b>                  | <b>—</b>       | <b>—</b>        | <b>—</b>          | <b>—</b>       | <b>—</b>        | <b>—</b>             | <b>—</b>      | <b>—</b>           | <b>(32,491)</b>           |
|         | <b>TOTAL (A) + (B)</b>             | <b>(163,342)</b>       | <b>740,223</b> | <b>576,881</b>  | <b>(132,304)</b>          | <b>511,823</b> | <b>379,519</b>  | <b>(840)</b>      | <b>380,137</b> | <b>379,297</b>  | <b>(7)</b>           | <b>11,479</b> | <b>11,472</b>      | <b>1,347,169</b>          |
|         | <b>Benefits paid to claimants:</b> |                        |                |                 |                           |                |                 |                   |                |                 |                      |               |                    |                           |
|         | In India                           | (163,342)              | 740,223        | 576,881         | (132,304)                 | 511,823        | 379,519         | (840)             | 380,137        | 379,297         | (7)                  | 11,479        | 11,472             | 1,347,169                 |
|         | Outside India                      | —                      | —              | —               | —                         | —              | —               | —                 | —              | —               | —                    | —             | —                  | —                         |
|         | <b>TOTAL (UL2)</b>                 | <b>(163,342)</b>       | <b>740,223</b> | <b>576,881</b>  | <b>(132,304)</b>          | <b>511,823</b> | <b>379,519</b>  | <b>(840)</b>      | <b>380,137</b> | <b>379,297</b>  | <b>(7)</b>           | <b>11,479</b> | <b>11,472</b>      | <b>1,347,169</b>          |



**FUND BALANCE SHEET AS AT 31st March 2008**

(Rs. In '000)

| Particulars                              | Schedule | Linked Individual Life |                   | Linked Individual Pension |                  | Linked Group Life |                  | Linked Group Pension |                  | Total Unit Linked |                   |
|--|----------|------------------------|-------------------|---------------------------|------------------|-------------------|------------------|----------------------|------------------|-------------------|-------------------|
|  |          | Current Year           | Previous Year     | Current Year              | Previous Year    | Current Year      | Previous Year    | Current Year         | Previous Year    | Current Year      | Previous Year     |
| <b>Sources of Funds</b>                  |          |                        |                   |                           |                  |                   |                  |                      |                  |                   |                   |
| <b>Policyholders' Funds:</b>             |          |                        |                   |                           |                  |                   |                  |                      |                  |                   |                   |
| Policyholder contribution                | F-1      | 27,685,991             | 13,035,125        | 18,477,042                | 8,238,828        | 6,018,715         | 3,107,590        | 2,151,646            | 1,340,574        | 54,333,394        | 25,722,117        |
| Revenue Account                          |          | 2,168,309              | 1,397,846         | 2,038,197                 | 1,091,347        | 675,882           | 256,041          | 235,802              | 49,412           | 5,118,190         | 2,794,646         |
| <b>Total</b>                             |          | <b>29,854,300</b>      | <b>14,432,971</b> | <b>20,515,239</b>         | <b>9,330,175</b> | <b>6,694,597</b>  | <b>3,363,631</b> | <b>2,387,448</b>     | <b>1,389,986</b> | <b>59,451,584</b> | <b>28,516,763</b> |
| <b>Application of Funds</b>              |          |                        |                   |                           |                  |                   |                  |                      |                  |                   |                   |
| Investments                              | F-2      | 29,616,815             | 14,434,231        | 20,421,318                | 9,409,751        | 6,517,927         | 3,287,511        | 2,334,087            | 1,358,344        | 58,890,147        | 28,489,837        |
| Current Assets                           | F-3      | 421,951                | 131,377           | 311,031                   | 85,796           | 206,353           | 82,196           | 75,511               | 32,641           | 1,014,846         | 332,010           |
| Less: Current Liabilities and Provisions | F-4      | 184,466                | 132,637           | 217,110                   | 165,372          | 29,683            | 6,076            | 22,150               | 999              | 453,409           | 305,084           |
| Net current assets                       | (F3-F4)  | 237,485                | (1,260)           | 93,921                    | (79,576)         | 176,670           | 76,120           | 53,361               | 31,642           | 561,437           | 26,926            |
| <b>Total</b>                             |          | <b>29,854,300</b>      | <b>14,432,971</b> | <b>20,515,239</b>         | <b>9,330,175</b> | <b>6,694,597</b>  | <b>3,363,631</b> | <b>2,387,448</b>     | <b>1,389,986</b> | <b>59,451,584</b> | <b>28,516,763</b> |

**Net Asset Value (NAV) per Unit:**

Please refer Annexure A for :

- (a) Net Asset as per Balance Sheet (Total Assets less Current Liabilities and Provisions) (Rs. In '000)
- (b) Number of Units outstanding
- (c) NAV per Unit (a)/(b) (Rs.)

Annexure A  
Net Asset Value (NAV) per Unit as at 31st March, 2008

| Funds                                 | Net Asset as per Balance Sheet (Total Assets less Current Liabilities and Provisions) |                   | Current Year                |         | NAV per unit                |                   | Previous Year |         | NAV per unit |
|---------------------------------------|---|-------------------|-----------------------------|---------|-----------------------------|-------------------|---------------|---------|--------------|
|                                       | (a)   | (b)               | Number of Units outstanding | (a)/(b) | Number of Units outstanding | (a)               | (b)           | (a)/(b) |              |
| <b>A) Linked Individual Life</b>      |   |                   |                             |         |                             |                   |               |         |              |
| Liquid                                | 300,644,311.98  | 11,598,588.57496  | 25.9208                     | 25.9208 | 242,587,881                 | 10257630.38415    | 23.6495       | 23.6495 |              |
| Stable Managed                        | 47,506,423.22   | 1,810,894.63842   | 26.2337                     | 26.2337 | —                           | —                 | —             | —       |              |
| Sovereign                             | —   | —                 | —                           | —       | —                           | —                 | —             | —       |              |
| Secured Managed                       | 1,232,649,914.40  | 51,211,917.74312  | 24.0696                     | 24.0696 | 468,553,098                 | 21329944.42835    | 21.9669       | 21.9669 |              |
| Defensive Managed                     | 826,690,749.67  | 26,394,171.90458  | 31.3210                     | 31.3210 | 676,458,564                 | 24273889.54454    | 27.8677       | 27.8677 |              |
| Balanced Managed                      | 3,778,263,043.77  | 95,124,765.74264  | 39.7190                     | 39.7190 | 2,629,186,558               | 75634790.44116    | 34.7616       | 34.7616 |              |
| Equity Managed                        | 4,443,474,866.07  | 86,815,053.79926  | 51.1832                     | 51.1832 | 1,933,423,078               | 4447881.960503    | 43.4684       | 43.4684 |              |
| Growth                                | 19,003,080,656.93   | 306,590,469.29484 | 61.9820                     | 61.9820 | 8,482,761,451               | 163700770.64086   | 51.8187       | 51.8187 |              |
| <b>Net asset as per Balance Sheet</b> | <b>29,632,309,966.04</b>  | —                 | —                           | —       | <b>14,432,970,630</b>       | —                 | —             | —       |              |
| <b>B) Linked Individual Pension</b>   |   |                   |                             |         |                             |                   |               |         |              |
| Liquid                                | 52,054,977.33   | 1,999,774.4687    | 26.0304                     | 26.0304 | 56,203,046                  | 2,378,644.81957   | 23.6282       | 23.6282 |              |
| Stable Managed                        | 37,740,852.89   | 1,439,619.3787    | 26.2159                     | 26.2159 | —                           | —                 | —             | —       |              |
| Sovereign                             | —   | —                 | 0.0000                      | 0.0000  | —                           | —                 | —             | —       |              |
| Secured Managed                       | 620,501,967.83  | 26,070,977.7840   | 23.8005                     | 23.8005 | 221,205,784                 | 10,277,708.50592  | 21.5229       | 21.5229 |              |
| Defensive Managed                     | 563,218,792.83  | 19,875,026.2795   | 28.3380                     | 28.3380 | 388,347,385                 | 15,234,878.00238  | 25.4907       | 25.4907 |              |
| Balanced Managed                      | 3,084,825,657.20  | 81,763,822.9212   | 37.7285                     | 37.7285 | 2,171,261,841               | 67,261,800.60258  | 32.2808       | 32.2808 |              |
| Equity Managed                        | 2,996,839,456.65  | 63,921,608.5137   | 46.8830                     | 46.8830 | 1,388,511,583               | 34,223,601.69857  | 40.5718       | 40.5718 |              |
| Growth                                | 13,160,057,593.40   | 221,094,351.6588  | 59.5224                     | 59.5224 | 5,104,645,154               | 102,363,322.40424 | 49.8679       | 49.8679 |              |
| <b>Net asset as per Balance Sheet</b> | <b>20,515,239,298.13</b>  | —                 | —                           | —       | <b>9,330,174,792</b>        | —                 | —             | —       |              |
| <b>C) Linked Group Life</b>           |   |                   |                             |         |                             |                   |               |         |              |
| Life Funds                            |   |                   |                             |         |                             |                   |               |         |              |
| Liquid                                | 88,209,834.97   | 340,036,513.50    | 25.9208                     | 25.9208 | 75,626,447                  | 3197802.51756     | 23.6495       | 23.6495 |              |
| Stable Managed                        | 387,373,326.61  | 14,766,261.75496  | 26.2337                     | 26.2337 | —                           | —                 | —             | —       |              |
| Sovereign                             | 29,818,900.21   | 1,316,260.17424   | 22.6543                     | 22.6543 | —                           | —                 | —             | —       |              |
| Secured Managed                       | 586,503,631.39  | 24,366,996.15655  | 24.0696                     | 24.0696 | 480,029,620                 | 21852390.20697    | 21.9669       | 21.9669 |              |
| Defensive Managed                     | 3,049,902,873.22  | 97,375,785.03242  | 31.3210                     | 31.3210 | 1,176,390,981               | 42,213,353.85875  | 27.8677       | 27.8677 |              |
| Balanced Managed                      | 885,934,884.53  | 22,305,050.59535  | 39.7190                     | 39.7190 | 388,448,035                 | 11,174,629.51329  | 34.7616       | 34.7616 |              |
| Equity Managed                        | 1,641,137.33  | 32,063,965.62     | 51.1832                     | 51.1832 | 17,032,071                  | 32,868,578.108    | 51.8187       | 51.8187 |              |
| Growth                                | 22,227,468.48   | 358,611,854.27    | 61.9820                     | 61.9820 | —                           | —                 | —             | —       |              |
| Gratuity and Leave encashment funds   |   |                   |                             |         |                             |                   |               |         |              |
| Liquid                                | 149,551,577.25  | 5,664,127.4594    | 26.4033                     | 26.4033 | 177,345,242                 | 7367714.80040     | 24.0706       | 24.0706 |              |
| Stable Managed                        | 9,733,439.78  | 371,373.8660      | 26.2093                     | 26.2093 | —                           | 0.00000           | 0.0000        | 0.0000  |              |
| Sovereign                             | —   | —                 | 0.0000                      | 0.0000  | —                           | 0.00000           | 0.0000        | 0.0000  |              |
| Secured Managed                       | 375,515,601.48  | 15,019,595.5174   | 25.0017                     | 25.0017 | 128,138,330                 | 5,634,193.86040   | 22.7430       | 22.7430 |              |
| Defensive Managed                     | 785,204,463.42  | 21,842,587.0950   | 35.9483                     | 35.9483 | 632,901,416                 | 19,855,279,705.00 | 31.8757       | 31.8757 |              |
| Balanced Managed                      | 322,931,026.54  | 6,140,796.7190    | 52.5878                     | 52.5878 | 287,677,759                 | 65,671,28,201.00  | 43.8057       | 43.8057 |              |
| Growth                                | 49,145.27   | 530,152.0         | 92.7003                     | 92.7003 | 41,334                      | 546,739.00        | 75.6006       | 75.6006 |              |
| <b>Net asset as per Balance Sheet</b> | <b>6,694,597,310.48</b>   | —                 | —                           | —       | <b>3,363,631,234</b>        | —                 | —             | —       |              |

**Annexure A**  
**Net Asset Value (NAV) per Unit as at 31st March, 2008 (Continued)**

| Funds                                 | Net Asset as per Balance Sheet (Total Assets less Current Liabilities and Provisions) |                   | Current Year      |          | NAV per unit |                      | Previous Year     |          | NAV per unit |
|---------------------------------------|---|-------------------|-------------------|----------|--------------|----------------------|-------------------|----------|--------------|
|                                       | (a)   | (b)               | (a)               | (b)      | (a)/(b)      | (a)/(b)              | (b)               | (a)/(b)  |              |
| <b>D)</b>                             |   |                   |                   |          |              |                      |                   |          |              |
| <b>Linked Group Pension</b>           |   |                   |                   |          |              |                      |                   |          |              |
| Group Defined Contribution            |   |                   |                   |          |              |                      |                   |          |              |
| Liquid                                | 4,395,946.55  | 168,877,254.90    | 168,877,254.90    | 26,030.4 | 26,030.4     | 8,912,658            | 377,204,612.06    | 23,628.2 | 23,628.2     |
| Stable Managed                        | 14,627,973.92   | 557,981,951.00    | 557,981,951.00    | 26,215.9 | 26,215.9     | —                    | —                 | —        | —            |
| Sovereign                             | —   | —                 | —                 | 0.0000   | 0.0000       | —                    | —                 | —        | —            |
| Secured Managed                       | 24,676,092.86   | 1,036,789,409.57  | 1,036,789,409.57  | 23,800.5 | 23,800.5     | 11,197,982           | 520,282,950.38    | 21,522.9 | 21,522.9     |
| Defensive Managed                     | 49,591,898.81   | 1,750,013,146.86  | 1,750,013,146.86  | 28,338.0 | 28,338.0     | 31,178,971           | 1,223,151,826.15  | 25,490.7 | 25,490.7     |
| Balanced Managed                      | 72,801,023.01   | 1,929,603,360.14  | 1,929,603,360.14  | 37,728.5 | 37,728.5     | 42,997,853           | 1,331,996,429.92  | 32,280.8 | 32,280.8     |
| Equity Managed                        | —   | —                 | —                 | 0.0000   | 0.0000       | 8,116,594            | 162,761,865.33    | 49,867.9 | 49,867.9     |
| Growth                                | 10,745,955.54   | 180,536,449.43    | 180,536,449.43    | 59,522.4 | 59,522.4     | —                    | —                 | —        | —            |
| Group Unit Linked Pension             |   |                   |                   |          |              |                      |                   |          |              |
| Liquid                                | 48,486,566.93   | 1,862,688,327.10  | 1,862,688,327.10  | 26,030.4 | 26,030.4     | 70,779,755           | 2,995,565,382.39  | 23,628.2 | 23,628.2     |
| Stable Managed                        | 277,439,813.69  | 10,582,901,594.89 | 10,582,901,594.89 | 26,215.9 | 26,215.9     | —                    | —                 | —        | —            |
| Sovereign                             | —   | —                 | —                 | 0.0000   | 0.0000       | —                    | —                 | —        | —            |
| Secured Managed                       | 129,586,392.56  | 5,444,694,999.81  | 5,444,694,999.81  | 23,800.5 | 23,800.5     | 116,095,091          | 5,394,033,915.18  | 21,522.9 | 21,522.9     |
| Defensive Managed                     | 900,239,559.19  | 31,767,911,732.30 | 31,767,911,732.30 | 28,338.0 | 28,338.0     | 631,939,477          | 24,791,002,105.78 | 25,490.7 | 25,490.7     |
| Balanced Managed                      | 537,607,496.16  | 14,249,377,112.81 | 14,249,377,112.81 | 37,728.5 | 37,728.5     | 215,462,675          | 667,464,527.20    | 32,280.8 | 32,280.8     |
| Equity Managed                        | —   | —                 | —                 | —        | —            | —                    | —                 | —        | —            |
| Growth                                | —   | —                 | —                 | —        | —            | —                    | —                 | —        | —            |
| Group Defined Benefit Pension         |   |                   |                   |          |              |                      |                   |          |              |
| Liquid                                | 41,176,986.84   | 1,670,119,100.8   | 1,670,119,100.8   | 24,655.1 | 24,655.1     | 51,640,116           | 2,306,215,849.12  | 22,391.7 | 22,391.7     |
| Stable Managed                        | 15,924,500.40   | 607,611,641.8     | 607,611,641.8     | 26,208.4 | 26,208.4     | —                    | —                 | —        | —            |
| Sovereign                             | —   | —                 | —                 | 0.0000   | 0.0000       | —                    | —                 | —        | —            |
| Secured Managed                       | —   | —                 | —                 | 0.0000   | 0.0000       | —                    | —                 | —        | —            |
| Defensive Managed                     | 235,799,405.95  | 8,020,153,354.3   | 8,020,153,354.3   | 29,400.9 | 29,400.9     | 181,911,654          | 7,083,268,580.32  | 25,681.9 | 25,681.9     |
| Balanced Managed                      | 24,347,842.45   | 732,665,918.9     | 732,665,918.9     | 33,231.8 | 33,231.8     | 19,753,055           | 683,204,133.61    | 28,912.4 | 28,912.4     |
| Growth                                | —   | —                 | —                 | —        | —            | —                    | —                 | —        | —            |
| <b>Net asset as per Balance Sheet</b> | <b>2,387,447,454.86</b>   | <b>—</b>          | <b>—</b>          | <b>—</b> | <b>—</b>     | <b>1,389,985,881</b> | <b>—</b>          | <b>—</b> | <b>—</b>     |
| <b>E)</b>                             |   |                   |                   |          |              |                      |                   |          |              |
| <b>Linked Individual Life—II</b>      |   |                   |                   |          |              |                      |                   |          |              |
| Liquid                                | 123,486.83  | 12,190,898.9      | 12,190,898.9      | 10,129.4 | 10,129.4     | —                    | —                 | —        | —            |
| Stable Managed                        | 933,940.94  | 92,171,276.3      | 92,171,276.3      | 10,132.7 | 10,132.7     | —                    | —                 | —        | —            |
| Secured Managed                       | 1,441,181.93  | 144,607,690.1     | 144,607,690.1     | 9,966.1  | 9,966.1      | —                    | —                 | —        | —            |
| Defensive Managed                     | 1,510,752.21  | 161,109,318.5     | 161,109,318.5     | 9,377.2  | 9,377.2      | —                    | —                 | —        | —            |
| Balanced Managed                      | 3,835,008.35  | 442,838,746.9     | 442,838,746.9     | 8,660.1  | 8,660.1      | —                    | —                 | —        | —            |
| Equity Managed                        | 10,888,279.73   | 1,357,191,061.6   | 1,357,191,061.6   | 8,022.7  | 8,022.7      | —                    | —                 | —        | —            |
| Growth                                | 203,257,700.53  | 25,994,842,212.2  | 25,994,842,212.2  | 7,819.2  | 7,819.2      | —                    | —                 | —        | —            |
| <b>Net asset as per Balance Sheet</b> | <b>221,990,350.52</b>   | <b>—</b>          | <b>—</b>          | <b>—</b> | <b>—</b>     | <b>—</b>             | <b>—</b>          | <b>—</b> | <b>—</b>     |

| Particulars  | Schedule | (Rs. In '000)          |                  |                           |                  |                   |                |                      |               |                   |                  |  |  |
|--|----------|------------------------|------------------|---------------------------|------------------|-------------------|----------------|----------------------|---------------|-------------------|------------------|--|--|
|  |          | Linked Individual Life |                  | Linked Individual Pension |                  | Linked Group Life |                | Linked Group Pension |               | Total Unit Linked |                  |  |  |
|  |          | Current Year           | Previous Year    | Current Year              | Previous Year    | Current Year      | Previous Year  | Current Year         | Previous Year | Current Year      | Previous Year    |  |  |
| <b>Income from investments</b>                           |          |                        |                  |                           |                  |                   |                |                      |               |                   |                  |  |  |
| Interest income<br>(includes discount income)            |          | 346,369                | 166,195          | 234,746                   | 110,567          | 269,397           | 125,237        | 128,932              | 41,508        | 979,444           | 443,507          |  |  |
| Dividend income  |          | 149,136                | 112,954          | 98,927                    | 70,470           | 8,740             | 7,898          | 3,878                | 2,531         | 260,681           | 193,853          |  |  |
| Profit/loss on sale of investment                        |          | 1,167,592              | 236,101          | 708,466                   | 114,555          | 183,706           | 26,871         | 66,698               | 8,515         | 2,126,462         | 386,042          |  |  |
| Miscellaneous Income                                     |          | —                      | 76               | —                         | —                | —                 | 20             | —                    | 7             | —                 | 103              |  |  |
| Unrealised Gain/loss*                                    |          | 402,590                | 197,616          | 90,765                    | 111,229          | (10,378)          | (5,303)        | 2,904                | (23,784)      | 485,881           | 279,758          |  |  |
| <b>Total (A)</b>   |          | <b>2,065,687</b>       | <b>712,942</b>   | <b>1,132,904</b>          | <b>406,821</b>   | <b>451,465</b>    | <b>154,723</b> | <b>202,412</b>       | <b>28,777</b> | <b>3,852,468</b>  | <b>1,303,263</b> |  |  |
| Fund management charges                                  |          | 189,803                | 77,965           | 124,152                   | 49,046           | 29,899            | 16,678         | 15,014               | 5,590         | 358,868           | 149,279          |  |  |
| Fund administration expenses                             |          | —                      | —                | —                         | —                | —                 | —              | —                    | —             | —                 | —                |  |  |
| Other expenses   | F-5      | 1,105,421              | 532,012          | 61,902                    | 24,799           | 1,725             | 749            | 1,008                | 453           | 1,170,056         | 558,013          |  |  |
| <b>Total (B)</b>   |          | <b>1,295,224</b>       | <b>609,977</b>   | <b>186,054</b>            | <b>73,845</b>    | <b>31,624</b>     | <b>17,427</b>  | <b>16,022</b>        | <b>6,043</b>  | <b>1,528,924</b>  | <b>707,292</b>   |  |  |
| <b>Net Income for the year (A-B)</b>                     |          | <b>770,463</b>         | <b>102,965</b>   | <b>946,850</b>            | <b>332,976</b>   | <b>419,841</b>    | <b>137,296</b> | <b>186,390</b>       | <b>22,734</b> | <b>2,323,544</b>  | <b>595,971</b>   |  |  |
| Add: Fund revenue account at the beginning of the year** |          | 1,397,846              | 1,294,881        | 1,091,347                 | 758,371          | 256,041           | 118,745        | 49,412               | 26,678        | 2,794,646         | 2,198,675        |  |  |
| <b>Fund revenue account at the end of the year</b>       |          | <b>2,168,309</b>       | <b>1,397,846</b> | <b>2,038,197</b>          | <b>1,091,347</b> | <b>675,882</b>    | <b>256,041</b> | <b>235,802</b>       | <b>49,412</b> | <b>5,118,190</b>  | <b>2,794,646</b> |  |  |

\* Net change in mark to market value of investments

\*\* The charges recovered from policyholders, by deallocation of units, upto the previous years, had been deducted from the opening balance of policyholder's contribution in Schedule F - I

These charges are now being deducted from the Fund revenue account at the beginning of the year appearing in Form A- RA(UL). The figures have been regrouped accordingly.

**Schedules to Fund Revenue Account  
Schedule: F-1**

| Particulars                       | (Rs. in '000)          |               |                           |               |                   |               |                      |               |                   |               |                   |               |
|-----------------------------------|------------------------|---------------|---------------------------|---------------|-------------------|---------------|----------------------|---------------|-------------------|---------------|-------------------|---------------|
|                                   | Linked Individual Life |               | Linked Individual Pension |               | Linked Group Life |               | Linked Group Pension |               | Total Unit Linked |               | Total Unit Linked |               |
|                                   | Current Year           | Previous Year | Current Year              | Previous Year | Current Year      | Previous Year | Current Year         | Previous Year | Current Year      | Previous Year | Current Year      | Previous Year |
| Opening balance **                | 13,035,125             | 5,032,907     | 8,238,828                 | 2,995,760     | 3,107,590         | 1,466,341     | 1,340,574            | 242,407       | 25,722,117        | 9,737,415     |                   |               |
| Add: Additions during the year*   | 28,309,060             | 13,050,371    | 17,290,327                | 7,299,292     | 4,819,253         | 3,212,456     | 4,430,199            | 2,655,787     | 54,848,839        | 26,217,906    |                   |               |
| Less: Deductions during the year* | (13,658,194)           | (5,048,153)   | (7,052,113)               | (2,056,224)   | (1,908,128)       | (1,571,207)   | (3,619,127)          | (1,557,620)   | (26,237,562)      | (10,233,204)  |                   |               |
| Closing balance                   | 27,685,991             | 13,035,125    | 18,477,042                | 8,238,828     | 6,018,715         | 3,107,590     | 2,151,646            | 1,340,574     | 54,333,394        | 25,722,117    |                   |               |

\* Additions represents units creation and deductions represent unit cancellations

\*\* The charges recovered from policyholders, by deallocation of units, upto the previous years, had been deducted from the opening balance of policyholder's contribution in Schedule F-1

These charges are now being deducted from the Fund revenue account at the beginning of the year appearing in Form A- RA(UL). The figures have been regrouped accordingly.

**Schedule: F-2  
INVESTMENTS**

| Particulars                               | (Rs. in '000)          |                   |                           |                  |                   |                  |                      |                  |                   |                   |                   |               |
|---|------------------------|-------------------|---------------------------|------------------|-------------------|------------------|----------------------|------------------|-------------------|-------------------|-------------------|---------------|
|   | Linked Individual Life |                   | Linked Individual Pension |                  | Linked Group Life |                  | Linked Group Pension |                  | Total Unit Linked |                   | Total Unit Linked |               |
|   | Current Year           | Previous Year     | Current Year              | Previous Year    | Current Year      | Previous Year    | Current Year         | Previous Year    | Current Year      | Previous Year     | Current Year      | Previous Year |
| <b>Approved Investments</b>               |                        |                   |                           |                  |                   |                  |                      |                  |                   |                   |                   |               |
| Government Bonds (G-Sec + T-Bill)         | 871,747                | 856,304           | 679,189                   | 612,192          | 967,351           | 861,491          | 389,348              | 353,121          | 2,907,635         | 2,683,108         |                   |               |
| Corporate Bonds                           | 1,656,642              | 693,260           | 1,190,958                 | 599,882          | 1,729,468         | 640,223          | 582,038              | 271,007          | 5,159,106         | 2,204,372         |                   |               |
| Infrastructure Bonds                      | 283,161                | 359,141           | 119,644                   | 143,920          | 295,043           | 305,010          | 41,695               | 93,421           | 739,543           | 901,492           |                   |               |
| Equity                                    | 22,338,133             | 10,413,802        | 15,392,273                | 6,664,678        | 1,416,637         | 751,748          | 562,812              | 331,405          | 39,709,855        | 18,161,633        |                   |               |
| Commercial Papers                         | 85,999                 | 130,944           | 47,534                    | 46,684           | 52,248            | 63,197           | 34,935               | 53,684           | 220,716           | 294,509           |                   |               |
| Certificate of Deposit                    | 203,252                | 14,807            | 165,005                   | 22,784           | 276,602           | 7,037            | 68,210               | 27,256           | 713,069           | 71,884            |                   |               |
| Money Market                              | —                      | —                 | —                         | —                | —                 | —                | —                    | —                | —                 | —                 |                   |               |
| Mutual Funds                              | —                      | —                 | —                         | —                | —                 | —                | —                    | —                | —                 | —                 |                   |               |
| Deep Discount Bonds                       | 123,160                | 45,093            | 29,179                    | 11,852           | 52,394            | 23,828           | 52,367               | 1,411            | 257,100           | 82,184            |                   |               |
| Repo investments                          | —                      | 21,751            | —                         | 79,553           | —                 | 31,253           | —                    | 12,328           | —                 | 144,885           |                   |               |
| Fixed Deposits                            | 1,087,753              | 402,319           | 697,119                   | 293,626          | 1,386,944         | 414,521          | 511,083              | 150,513          | 3,682,899         | 1,260,979         |                   |               |
| <b>Total</b>                              | <b>26,649,847</b>      | <b>12,937,421</b> | <b>18,320,901</b>         | <b>8,475,171</b> | <b>6,176,687</b>  | <b>3,098,308</b> | <b>2,242,488</b>     | <b>1,294,146</b> | <b>53,389,923</b> | <b>25,805,046</b> |                   |               |
| <b>Other Investments</b>                  |                        |                   |                           |                  |                   |                  |                      |                  |                   |                   |                   |               |
| Corporate Bonds                           | —                      | —                 | —                         | —                | —                 | —                | —                    | —                | —                 | —                 |                   |               |
| Infrastructure Bonds                      | —                      | —                 | —                         | —                | —                 | —                | —                    | —                | —                 | —                 |                   |               |
| Equity                                    | 1,825,658              | 745,451           | 1,285,297                 | 511,571          | 160,540           | 46,699           | 45,245               | 24,051           | 3,316,740         | 1,327,772         |                   |               |
| Money Market                              | —                      | —                 | —                         | —                | —                 | —                | —                    | —                | —                 | —                 |                   |               |
| Mutual Funds                              | 879,540                | 478,525           | 641,668                   | 315,005          | 28,541            | 725              | 421                  | 500              | 1,550,170         | 794,755           |                   |               |
| Pass through Certificates                 | 236,056                | 247,550           | 166,606                   | 101,500          | 139,961           | 132,693          | 38,356               | 32,705           | 580,979           | 514,448           |                   |               |
| Sub-ordinate Debt                         | 25,714                 | 25,284            | 6,846                     | 6,504            | 12,198            | 9,086            | 7,577                | 6,942            | 52,335            | 47,816            |                   |               |
| <b>Total</b>                              | <b>2,966,968</b>       | <b>1,496,810</b>  | <b>2,100,417</b>          | <b>934,580</b>   | <b>341,240</b>    | <b>189,203</b>   | <b>91,599</b>        | <b>64,198</b>    | <b>5,500,224</b>  | <b>2,684,791</b>  |                   |               |
| <b>GRAND TOTAL</b>                        | <b>29,616,815</b>      | <b>14,434,231</b> | <b>20,421,318</b>         | <b>9,409,751</b> | <b>6,517,927</b>  | <b>3,287,511</b> | <b>2,334,087</b>     | <b>1,358,344</b> | <b>58,890,147</b> | <b>28,489,837</b> |                   |               |
| <b>% of Approved Investments to Total</b> | <b>89.98%</b>          | <b>89.63%</b>     | <b>89.71%</b>             | <b>90.07%</b>    | <b>94.76%</b>     | <b>94.24%</b>    | <b>96.08%</b>        | <b>95.27%</b>    | <b>90.66%</b>     | <b>90.58%</b>     |                   |               |
| <b>% of Other Investments to Total</b>    | <b>10.02%</b>          | <b>10.37%</b>     | <b>10.29%</b>             | <b>9.93%</b>     | <b>5.24%</b>      | <b>5.76%</b>     | <b>3.92%</b>         | <b>4.73%</b>     | <b>9.34%</b>      | <b>9.42%</b>      |                   |               |

**Schedule: F - 3**  
**CURRENT ASSETS**

| Particulars   | (Rs. In '000)          |                |                           |               |                   |               |                      |               |                   |                |                   |               |
|---|------------------------|----------------|---------------------------|---------------|-------------------|---------------|----------------------|---------------|-------------------|----------------|-------------------|---------------|
|   | Linked Individual Life |                | Linked Individual Pension |               | Linked Group Life |               | Linked Group Pension |               | Total Unit Linked |                | Total Unit Linked |               |
|   | Current Year           | Previous Year  | Current Year              | Previous Year | Current Year      | Previous Year | Current Year         | Previous Year | Current Year      | Previous Year  | Current Year      | Previous Year |
| Accrued Interest (includes discount inc Receivable) | 198,181                | 90,797         | 132,946                   | 59,555        | 192,630           | 85,682        | 66,788               | 30,919        | 590,545           | 266,953        |                   |               |
| Cash & Bank Balance                                 | 5,306                  | 26,463         | 10,805                    | 17,531        | 8,374             | (4,487)       | 5,341                | 1,332         | 29,826            | 40,839         |                   |               |
| Dividend Receivable                                 | —                      | 14,117         | —                         | 8,710         | —                 | 1,001         | —                    | 390           | —                 | 24,218         |                   |               |
| Receivable for Sale of Investments                  | 218,464                | —              | 167,280                   | —             | 5,349             | —             | 3,382                | —             | 394,475           | —              |                   |               |
| Unit Collection A/c#                                | —                      | —              | —                         | —             | —                 | —             | —                    | —             | —                 | —              |                   |               |
| Other Current Assets (for Investments)              | —                      | —              | —                         | —             | —                 | —             | —                    | —             | —                 | —              |                   |               |
| <b>Total</b>  | <b>421,951</b>         | <b>131,377</b> | <b>311,031</b>            | <b>85,796</b> | <b>206,353</b>    | <b>82,196</b> | <b>75,511</b>        | <b>32,641</b> | <b>1,014,846</b>  | <b>332,010</b> |                   |               |

**Schedule: F - 4**  
**CURRENT LIABILITIES**

| Particulars                         | (Rs. In '000)          |                |                           |                |                   |               |                      |               |                   |                |                   |               |
|-------------------------------------|------------------------|----------------|---------------------------|----------------|-------------------|---------------|----------------------|---------------|-------------------|----------------|-------------------|---------------|
|                                     | Linked Individual Life |                | Linked Individual Pension |                | Linked Group Life |               | Linked Group Pension |               | Total Unit Linked |                | Total Unit Linked |               |
|                                     | Current Year           | Previous Year  | Current Year              | Previous Year  | Current Year      | Previous Year | Current Year         | Previous Year | Current Year      | Previous Year  | Current Year      | Previous Year |
| Payable for Purchase of Investments | 181,108                | 131,079        | 214,787                   | 113,986        | 28,981            | 5,825         | 21,883               | 819           | 446,759           | 251,709        |                   |               |
| Other Current Liabilities           | 3,358                  | 1,558          | 2,323                     | 51,386         | 702               | 251           | 267                  | 180           | 6,650             | 53,375         |                   |               |
| Unit Payable a/c#                   | —                      | —              | —                         | —              | —                 | —             | —                    | —             | —                 | —              |                   |               |
| <b>Total</b>                        | <b>184,466</b>         | <b>132,637</b> | <b>217,110</b>            | <b>165,372</b> | <b>29,683</b>     | <b>6,076</b>  | <b>22,150</b>        | <b>999</b>    | <b>453,409</b>    | <b>305,084</b> |                   |               |

**Schedule: F - 5**  
**BREAKUP OF OTHER EXPENSES UNDER ULIP\***

| Particulars   | (Rs. In '000)          |                |                           |               |                   |               |                      |               |                   |                |                   |               |
|---|------------------------|----------------|---------------------------|---------------|-------------------|---------------|----------------------|---------------|-------------------|----------------|-------------------|---------------|
|   | Linked Individual Life |                | Linked Individual Pension |               | Linked Group Life |               | Linked Group Pension |               | Total Unit Linked |                | Total Unit Linked |               |
|   | Current Year           | Previous Year  | Current Year              | Previous Year | Current Year      | Previous Year | Current Year         | Previous Year | Current Year      | Previous Year  | Current Year      | Previous Year |
| Policy Administration                                     | 124,830                | 47,149         | 39,949                    | 20,187        | —                 | —             | 166                  | 122           | 164,945           | 67,458         |                   |               |
| Surrender charge  | —                      | —              | —                         | —             | —                 | 3             | —                    | —             | —                 | —              |                   |               |
| Switching charge  | —                      | —              | —                         | —             | —                 | —             | —                    | —             | —                 | —              |                   |               |
| Mortality charge  | 849,571                | 426,479        | —                         | —             | —                 | —             | —                    | —             | 849,571           | 426,479        |                   |               |
| Rider Premium charge                                      | —                      | —              | —                         | —             | —                 | —             | —                    | —             | —                 | —              |                   |               |
| Partial withdrawal charge                                 | —                      | —              | —                         | —             | —                 | —             | —                    | —             | —                 | —              |                   |               |
| Miscellaneous charge                                      | 482                    | —              | 3,290                     | —             | —                 | —             | —                    | 22            | 3,772             | 22             |                   |               |
| Set up charge   | —                      | —              | —                         | —             | —                 | —             | —                    | —             | —                 | —              |                   |               |
| Annual charge   | —                      | —              | —                         | —             | 204               | 152           | —                    | —             | 204               | 152            |                   |               |
| Paid up charges   | —                      | —              | —                         | —             | —                 | —             | 16                   | 97            | 16                | 97             |                   |               |
| Service tax   | 100,899                | 49,707         | —                         | —             | —                 | —             | —                    | —             | 100,899           | 49,707         |                   |               |
| Education cess  | 2,865                  | 994            | —                         | —             | —                 | —             | —                    | —             | 2,865             | 994            |                   |               |
| Brokerage Expenses for purchase and sale of investments   | 15,723                 | 7,034          | 10,803                    | 4,230         | 902               | 520           | 473                  | 212           | 27,901            | 11,996         |                   |               |
| Safe custody charges for purchase and sale of investments | 833                    | 599            | 582                       | 354           | 47                | 61            | 26                   | —             | 1,488             | 1,014          |                   |               |
| CCIL charges  | 15                     | 50             | 17                        | 28            | 15                | 13            | 8                    | —             | 55                | 91             |                   |               |
| STT fee   | 10,203                 | —              | 7,261                     | —             | 557               | —             | 319                  | —             | 18,340            | —              |                   |               |
| <b>Total</b>  | <b>1,105,421</b>       | <b>532,012</b> | <b>61,902</b>             | <b>24,799</b> | <b>1,725</b>      | <b>749</b>    | <b>1,008</b>         | <b>453</b>    | <b>1,170,056</b>  | <b>558,013</b> |                   |               |

\* Any expense which is 1% of the total expenses incurred should be disclosed as a separate line item.

# Represents inter fund receivables or payables, if any

## Annexure 2

## DISCLOSURES FOR ULIP BUSINESS

## 1 Performance of the Fund ( Absolute Growth %)

| Fund Name   | Year of Inception | Year    |                   |                 | Since Inception |
|---|-------------------|---------|-------------------|-----------------|-----------------|
|   |                   | 2007-08 | 2006-07 ( X - 1 ) | 2005-06 ( X-2 ) |                 |
| <b>Individual Life and Group Life ( on or after 29.03.2006)</b>                         |                   |         |                   |                 |                 |
| Linked Life - Liquid Fund   | 2003-04           | 9.60%   | 17.31%            | 22.95%          | 29.60%          |
| Linked Life - Stable Managed Fund   | 2007-08           | 0.00%   | NA                | NA              | 7.08%           |
| Linked Life - Sovereign Fund  | 2007-08           | 0.00%   | NA                | NA              | 2.97%           |
| Linked Life - Secure Managed Fund   | 2003-04           | 9.57%   | 14.98%            | 20.56%          | 20.35%          |
| Linked Life - Defensive Managed Fund  | 2003-04           | 12.39%  | 19.53%            | 45.49%          | 56.61%          |
| Linked Life - Balanced Managed Fund   | 2003-04           | 14.26%  | 21.85%            | 71.25%          | 98.60%          |
| Linked Life - Equity Managed Fund   | 2005-06           | 17.75%  | 30.57%            | NA              | 46.24%          |
| Linked Life - Growth Fund   | 2003-04           | 19.61%  | 28.17%            | 139.32%         | 209.91%         |
| <b>Individual Pension, Group Pension and Group DB Pension ( on or after 29.03.2006)</b> |                   |         |                   |                 |                 |
| Linked Pension - Liquid Fund  | 2003-04           | 10.17%  | 17.81%            | 23.52%          | 30.15%          |
| Linked Pension - Stable Managed Fund  | 2007-08           | 0.00%   | NA                | NA              | 7.00%           |
| Linked Pension - Sovereign Fund   | 2007-08           | 0.00%   | NA                | NA              | 2.95%           |
| Linked Pension - Secure Managed Fund  | 2003-04           | 10.58%  | 15.07%            | 20.35%          | 19.00%          |
| Linked Pension - Defensive Managed Fund   | 2003-04           | 11.17%  | 17.56%            | 40.92%          | 41.69%          |
| Linked Pension - Balanced Managed Fund  | 2003-04           | 16.88%  | 24.44%            | 76.17%          | 88.64%          |
| Linked Pension - Equity Managed Fund  | 2005-06           | 15.56%  | 22.47%            | NA              | 37.89%          |
| Linked Pension - Growth Fund  | 2003-04           | 19.36%  | 26.15%            | 132.44%         | 197.61%         |
| <b>Group Life (Upto 28.03.2006)</b>   |                   |         |                   |                 |                 |
| Linked Group - Liquid Fund  | 2003-04           | 9.69%   | 17.00%            | 22.73%          | 32.02%          |
| Linked Group - Stable Managed Fund  | 2007-08           | 0.00%   | NA                | NA              | 6.98%           |
| Linked Group - Sovereign Fund   | 2007-08           | 0.00%   | NA                | NA              | 2.93%           |
| Linked Group - Secure Managed Fund  | 2003-04           | 9.93%   | 14.85%            | 20.19%          | 25.01%          |
| Linked Group - Defensive Managed Fund   | 2003-04           | 12.78%  | 18.88%            | 45.05%          | 79.74%          |
| Linked Group - Balanced Managed Fund  | 2003-04           | 20.05%  | 29.47%            | 87.30%          | 162.94%         |
| Linked Group - Growth Fund  | 2003-04           | 22.62%  | 26.82%            | 132.34%         | 363.50%         |
| <b>Group DB Pension ( Upto 28.03.2006)</b>  |                   |         |                   |                 |                 |
| Linked DB pension Liquid Fund   | 2004-05           | 10.11%  | 17.38%            | 23.03%          | 23.28%          |
| Linked DB - Stable Managed Fund   | 2007-08           | 0.00%   | NA                | NA              | 6.97%           |
| Linked DB Sovereign Fund  | 2007-08           | 0.00%   | NA                | NA              | 3.01%           |
| Linked DB Secure Managed Fund   | 2004-05           | 9.86%   | 17.47%            | 23.26%          | 23.45%          |
| Linked DB Defensive Managed Fund  | 2004-05           | 14.48%  | 20.88%            | 48.49%          | 47.00%          |
| Linked DB Balanced Managed Fund   | 2004-05           | 14.94%  | 19.96%            | 69.71%          | 66.16%          |
| Linked DB Growth Fund   | 2004-05           | 16.58%  | 20.00%            | 104.08%         | 102.18%         |
| <b>Individual Life - II ( on or after 20.02.2008)</b>                                   |                   |         |                   |                 |                 |
| Linked Life - Liquid Fund - II  | 2007-08           | 0.00%   | NA                | NA              | 1.29%           |
| Linked Life - Stable Managed Fund - II  | 2007-08           | 0.00%   | NA                | NA              | 1.33%           |
| Linked Life - Secure Managed Fund - II  | 2007-08           | 0.00%   | NA                | NA              | -0.34%          |
| Linked Life - Defensive Managed Fund - II   | 2007-08           | 0.00%   | NA                | NA              | -6.23%          |
| Linked Life - Balanced Managed Fund - II  | 2007-08           | 0.00%   | NA                | NA              | -13.40%         |
| Linked Life - Equity Managed Fund - II  | 2007-08           | 0.00%   | NA                | NA              | -19.77%         |
| Linked Life - Growth Fund - II  | 2007-08           | 0.00%   | NA                | NA              | -21.81%         |

## Annexure 2

### 2 Investment Management

- **Activities Outsourced**
  - a) Advisory services from HDFC Asset Management Company Limited
  - b) Custodial services from HDFC Bank Ltd. - Custody and Depository Services
- **Fees paid for various activities charged to the policyholders Account and shareholders account ( please refer statement of operations- Annexure 1)**
  - a) Policyholders Unit Fund - Transaction charges on sale and purchase of unit investments
  - b) Non-Unit Fund - Transaction charges on sale and purchase of non-unit investments, HDFC AMC Advisory fees (because this is a Non-Participating Fund, the advisory fees only impact the Shareholders and not the Policyholders)
  - c) Shareholders Fund - Transaction charges on sale and purchase of investments, HDFC AMC Advisory fees
- **Basis of payment of fees**
  - a) Apportionment of advisory fees is based on assets under management
  - b) Transaction charge is based on actuals

### 3 Related party transactions - Details to be furnished Fund- wise

- Brokerage , custodial fee or any other payments and receipts made to/from related parties ( as defined in AS 18 issued by ICAI)

( Amount in Rs.)

| FUND NAME   | Advisory Fees paid to<br>HDFC Asset Management Company Ltd. |                   |
|---|---|-------------------|
|   | 2007-08   | 2006-07           |
| <b>Individual Life and Group Life ( on or after 29.03.2006)</b>                         | 17,641,473  | 7,044,826         |
| <b>Individual Pension, Group Pension and Group DB Pension ( on or after 29.03.2006)</b> | 11,363,723  | 4,266,890         |
| <b>Group Life (Upto 28.03.2006)</b>   | 1,011,084   | 879,520           |
| <b>Group DB Pension ( Upto 28.03.2006)</b>  | 285,317   | 203,682           |
| <b>Individual Life -II ( on or after 20.02.2008)</b>                                    | 406,255   | NA                |
| <b>TOTAL</b>  | <b>30,707,851</b>   | <b>12,394,918</b> |

### 4 Company-wise details of investments held in the promoter Group along with its percentage to funds under management. This information is required to be given fund-wise and also for total funds under ULIPs.

(Amount in Rs.)

| Fund Name   | Security Name                      | Name of the Company                         | Units         | Market Value as on 31/03/2008 | AUM as on 31/03/2008     | 2007-08 % of Asset under Management | 2006-07 % of Asset under Management |
|---|------------------------------------|---|---------------|-------------------------------|--------------------------|-------------------------------------|-------------------------------------|
| <b>Individual Life and Group Life ( on or after 29.03.2006)</b>                                       | HDFC Liquid Fund - Premium Growth  | HDFC Asset Management Company Ltd.          | 11,619,796.05 | 188,246,505.98                | 35,287,017,130.75        | 0.53%                               | 1.68%                               |
|   | 0% HDFC Ltd DDB Mat 13/10/2008.    | Housing Development Finance Corporation Ltd | 100           | 95,383,876.10                 | 35,287,017,130.75        | 0.27%                               |                                     |
|   | 10.10% HDFC NCD Mat 13/09/2017     | Housing Development Finance Corporation Ltd | 55            | 57,215,226.28                 | 35,287,017,130.75        | 0.16%                               |                                     |
|   | 9.90% HDFC Ltd NCD Mat 04/09/2009  | Housing Development Finance Corporation Ltd | 39            | 38,968,120.82                 | 35,287,017,130.75        | 0.11%                               |                                     |
| <b>Individual Pension, Group Pension and Group DB Pension ( on or after 29.03.2006) - Growth Fund</b> | HDFC Liquid Fund - Premium Growth  | HDFC Asset Management Company Ltd.          | 7,102,021.17  | 115,056,293.85                | 23,150,452,572.71        | 0.50%                               | 0.95%                               |
|   | 10.10% HDFC Ltd NCD Mat 13/09/2017 | Housing Development Finance Corporation Ltd | 18            | 18724983.15                   | 23,150,452,572.71        | 0.08%                               |                                     |
|   | 9.90% HDFC Ltd NCD Mat 04/09/2009  | Housing Development Finance Corporation Ltd | 21            | 20982834.29                   | 23,150,452,572.71        | 0.09%                               |                                     |
| <b>Total Funds Under ULIP</b>   |                                    |   |               | <b>534,577,840.47</b>         | <b>61,688,803,116.30</b> | <b>0.87%</b>                        | <b>1.33%</b>                        |



## Annexure 2

5 Industry wise disclosure on investments (with exposure of 10% and above) segregated at scrip level. Investments in industries where exposure is below 10%, should be grouped under the head "others". Such disclosures are required to be made in

i) Amount in Rs. '000 and ii) Percentage of respective Funds

Please refer ANNEXURE 2a

6 Unclaimed redemptions of units : NIL

7 NAV : Highest, Lowest and closing at the end of the year

| Fund Name   | 2007-08  |         | 2006-07 |         | NAV as on<br>31/03/2008 |
|---|----------|---------|---------|---------|-------------------------|
|   | Highest  | Lowest  | Highest | Lowest  |                         |
| <b>Individual Life and Group Life<br/>( on or after 29.03.2006)</b>                         |          |         |         |         |                         |
| Liquid Fund   | 25.9208  | 23.6646 | 23.6380 | 22.1054 | 25.9208                 |
| Stable Managed Fund   | 26.2337  | 24.4948 | NA      | NA      | 26.2337                 |
| Sovereign Fund  | 23.3057  | 21.9894 | NA      | NA      | 22.6543                 |
| Secure Managed Fund   | 24.0892  | 21.9358 | 21.9621 | 20.9437 | 24.0696                 |
| Defensive Managed Fund  | 33.5759  | 27.6262 | 28.5962 | 24.6767 | 31.3210                 |
| Balanced Managed Fund   | 46.2203  | 34.2111 | 36.5644 | 28.8084 | 39.7190                 |
| Equity Managed Fund   | 65.0790  | 42.4233 | 46.7948 | 31.8282 | 51.1832                 |
| Growth Fund   | 82.3804  | 50.3005 | 57.6766 | 36.1268 | 61.9820                 |
| <b>Individual Pension, Group Pension and<br/>Group DB Pension ( on or after 29.03.2006)</b> |          |         |         |         |                         |
| Liquid Fund   | 26.0304  | 23.6447 | 23.6225 | 22.1058 | 26.0304                 |
| Stable Managed Fund   | 26.2159  | 24.4948 | NA      | NA      | 26.2159                 |
| Sovereign Fund  | 23.3059  | 21.9894 | NA      | NA      | 22.6497                 |
| Secure Managed Fund   | 23.8205  | 21.4909 | 21.5655 | 20.6862 | 23.8005                 |
| Defensive Managed Fund  | 30.3449  | 25.2409 | 26.1064 | 22.9153 | 28.3380                 |
| Balanced Managed Fund   | 43.4186  | 31.7494 | 34.1243 | 26.7280 | 37.7285                 |
| Equity Managed Fund   | 60.2093  | 39.6424 | 44.1221 | 30.5396 | 46.8830                 |
| Growth Fund   | 78.7303  | 48.3775 | 55.5210 | 35.3712 | 59.5224                 |
| <b>Group Life (Upto 28.03.2006)</b>   |          |         |         |         |                         |
| Liquid Fund   | 26.4033  | 24.0856 | 24.0654 | 22.5776 | 26.4033                 |
| Stable Managed Fund   | 26.2093  | 24.4940 | NA      | NA      | 26.2093                 |
| Sovereign Fund  | 23.3139  | 21.9894 | NA      | NA      | 22.6447                 |
| Secure Managed Fund   | 25.0551  | 22.6996 | 23.1730 | 21.6965 | 25.0017                 |
| Defensive Managed Fund  | 38.4691  | 31.5957 | 32.8618 | 28.5493 | 35.9483                 |
| Balanced Managed Fund   | 60.7909  | 43.1889 | 46.4555 | 36.0628 | 52.5878                 |
| Growth Fund   | 123.3384 | 73.4539 | 84.9968 | 41.2875 | 92.7003                 |
| <b>Group DB Pension ( Upto 28.03.2006)</b>  |          |         |         |         |                         |
| Liquid Fund   | 24.6551  | 22.4079 | 22.3863 | 21.0154 | 24.6551                 |
| Stable Managed Fund   | 26.2084  | 24.4943 | NA      | NA      | 26.2084                 |
| Sovereign Fund  | 23.3132  | 21.9894 | NA      | NA      | 22.6630                 |
| Secure Managed Fund   | 24.7061  | 22.4576 | 22.4703 | 21.0287 | 24.6905                 |
| Defensive Managed Fund  | 31.5204  | 25.4659 | 26.4405 | 23.0351 | 29.4009                 |
| Balanced Managed Fund   | 38.5892  | 28.5180 | 30.7530 | 24.1976 | 33.2318                 |
| Growth Fund   | 56.8511  | 33.7636 | 39.2457 | 22.0512 | 40.4367                 |
| <b>Individual Life - II ( on or after 20.02.08 )</b>  |          |         |         |         |                         |
| Liquid Fund   | 10.1294  | 9.9950  | NA      | NA      | 10.1294                 |
| Stable Managed Fund   | 10.1327  | 9.9881  | NA      | NA      | 10.1327                 |
| Secure Managed Fund   | 10.1132  | 9.9662  | NA      | NA      | 9.9662                  |
| Defensive Managed Fund  | 10.0114  | 9.2972  | NA      | NA      | 9.3772                  |
| Balanced Managed Fund   | 9.9984   | 8.5592  | NA      | NA      | 8.6601                  |
| Equity Managed Fund   | 10.0104  | 7.6056  | NA      | NA      | 8.0227                  |
| Growth Fund   | 10.0185  | 7.2855  | NA      | NA      | 7.8192                  |

**Annexure 2**

**8 Expenses charged to Fund (%)**

**\* Annualized expenses ratio to average daily assets of the Fund**

| <b>Fund Name</b>  | <b>2007-08</b> | <b>2006-07</b> |
|---|----------------|----------------|
| <b>Individual Life and Group Life ( on or after 29.03.2006)</b>                         |                |                |
| Linked Life - Liquid Fund   | 0.0000%        | 0.0015%        |
| Linked Life - Stable Managed Fund   | 0.0004%        | NA             |
| Linked Life - Sovereign Fund  | 0.0048%        | NA             |
| Linked Life - Secure Managed Fund   | 0.0010%        | 0.0046%        |
| Linked Life - Defensive Managed Fund  | 0.0410%        | 0.0415%        |
| Linked Life - Balanced Managed Fund   | 0.0773%        | 0.0716%        |
| Linked Life - Equity Managed Fund   | 0.1168%        | 0.0700%        |
| Linked Life - Growth Fund   | 0.1347%        | 0.0970%        |
| <b>Individual Pension, Group Pension and Group DB Pension ( on or after 29.03.2006)</b> |                |                |
| Linked Pension - Liquid Fund  | 0.0003%        | 0.0021%        |
| Linked Pension - Stable Managed Fund  | 0.0002%        | NA             |
| Linked Pension - Sovereign Fund   | 0.0048%        | NA             |
| Linked Pension - Secure Managed Fund  | 0.0017%        | 0.0050%        |
| Linked Pension - Defensive Managed Fund   | 0.0508%        | 0.0452%        |
| Linked Pension - Balanced Managed Fund  | 0.0837%        | 0.0584%        |
| Linked Pension - Equity Managed Fund  | 0.1339%        | 0.0589%        |
| Linked Pension - Growth Fund  | 0.1388%        | 0.0954%        |
| <b>Group Life (Upto 28.03.2006)</b>   |                |                |
| Linked Group - Liquid Fund  | 0.0005%        | 0.0009%        |
| Linked Group - Stable Managed Fund  | 0.0009%        | NA             |
| Linked Group - Sovereign Fund   | 0.0049%        | NA             |
| Linked Group - Secure Managed Fund  | 0.0011%        | 0.0017%        |
| Linked Group - Defensive Managed Fund   | 0.0390%        | 0.0204%        |
| Linked Group - Balanced Managed Fund  | 0.0634%        | 0.0450%        |
| Linked Group - Growth Fund  | 0.0923%        | 0.0801%        |
| <b>Group DB Pension ( Upto 28.03.2006)</b>  |                |                |
| Linked DB Liquid Fund   | 0.0000%        | 0.0016%        |
| Linked DB Stable Managed Fund   | 0.0009%        | NA             |
| Linked DB Sovereign Fund  | 0.0048%        | NA             |
| Linked DB Secure Managed Fund   | 0.0016%        | 0.0047%        |
| Linked DB Defensive Managed Fund  | 0.0259%        | 0.0345%        |
| Linked DB Balanced Managed Fund   | 0.0965%        | 0.0642%        |
| Linked DB Growth Fund   | 0.2184%        | 0.0721%        |
| <b>Individual Life - II ( on or after 20.02.08 )</b>                                    |                |                |
| Linked Life - Liquid Fund - II  | 0.0000%        | NA             |
| Linked Life - Stable Managed Fund - II  | 0.0000%        | NA             |
| Linked Life - Secure Managed Fund - II  | 0.0000%        | NA             |
| Linked Life - Defensive Managed Fund - II   | 0.0011%        | NA             |
| Linked Life - Balanced Managed Fund - II  | 0.0038%        | NA             |
| Linked Life - Equity Managed Fund - II  | 0.0077%        | NA             |
| Linked Life - Growth Fund - II  | 0.0034%        | NA             |

## Annexure 2

## 9 Ratio of gross income ( including unrealized gains) to average daily net assets

| Fund Name   | 2007-08   | 2006-07 |
|---|-----------|---------|
| <b>Individual Life and Group Life ( on or after 29.03.2006)</b>                         |           |         |
| Linked Life - Liquid Fund   | 9.98%     | 7.73%   |
| Linked Life - Stable Managed Fund   | 7.49%*    | NA      |
| Linked Life - Sovereign Fund  | 3.55%*    | NA      |
| Linked Life - Secure Managed Fund   | 9.07%     | 5.37%   |
| Linked Life - Defensive Managed Fund  | 10.68%    | 7.27%   |
| Linked Life - Balanced Managed Fund   | 11.56%    | 7.02%   |
| Linked Life - Equity Managed Fund   | 9.31%     | 12.22%  |
| Linked Life - Growth Fund   | 7.39%     | 7.26%   |
| <b>Individual Pension, Group Pension and Group DB Pension ( on or after 29.03.2006)</b> |           |         |
| Linked Pension - Liquid Fund  | 10.45%    | 7.80%   |
| Linked Pension - Stable Managed Fund  | 4.72%*    | NA      |
| Linked Pension - Sovereign Fund   | 3.47%*    | NA      |
| Linked Pension - Secure Managed Fund  | 10.60%    | 4.41%   |
| Linked Pension - Defensive Managed Fund   | 10.14%    | 4.91%   |
| Linked Pension - Balanced Managed Fund  | 13.60%    | 7.01%   |
| Linked Pension - Equity Managed Fund  | 7.23%     | 8.79%   |
| Linked Pension - Growth Fund  | 4.72%     | 6.77%   |
| <b>Group Life (Upto 28.03.2006)</b>   |           |         |
| Linked Group - Liquid Fund  | 10.01%    | 7.10%   |
| Linked Group - Stable Managed Fund  | 7.29%*    | NA      |
| Linked Group - Sovereign Fund   | 3.47%*    | NA      |
| Linked Group - Secure Managed Fund  | 9.13%     | 2.50%   |
| Linked Group - Defensive Managed Fund   | 13.14%    | 6.12%   |
| Linked Group - Balanced Managed Fund  | 19.01%    | 8.88%   |
| Linked Group - Growth Fund  | 18.19%    | 4.21%   |
| <b>Group DB Pension ( Upto 28.03.2006)</b>  |           |         |
| Linked DB Liquid Fund   | 10.37%    | 7.16%   |
| Linked DB - Stable Managed Fund   | 7.32%*    | NA      |
| Linked DB Sovereign Fund  | 3.55%*    | NA      |
| Linked DB Secure Managed Fund   | 10.49%    | 7.49%   |
| Linked DB Defensive Managed Fund  | 13.93%    | 5.03%   |
| Linked DB Balanced Managed Fund   | 12.29%    | 3.28%   |
| Linked DB Growth Fund   | 13.95%    | 3.74%   |
| <b>Individual Life - II ( on or after 20.02.08 )</b>                                    |           |         |
| Linked Life - Liquid Fund - II  | 1.66%**   | NA      |
| Linked Life - Stable Managed Fund - II  | 1.75%**   | NA      |
| Linked Life - Secure Managed Fund - II  | -0.05%**  | NA      |
| Linked Life - Defensive Managed Fund - II   | -6.40%**  | NA      |
| Linked Life - Balanced Managed Fund - II  | -15.41%** | NA      |
| Linked Life - Equity Managed Fund - II  | -20.92%** | NA      |
| Linked Life - Growth Fund - II  | -16.72%** | NA      |

\* For the Individual Life and Group Life ( on or after 29.03.2006) - Stable Managed Fund and Sovereign Fund , the Individual Pension, Group Pension , Group DB Pension ( on or after 29.03.2006) - Stable Managed Fund and Sovereign Fund , the Group Life (Upto 28.03.2006) - Stable Managed Fund and Sovereign Fund , the Group DB Pension ( Upto 28.03.2006) - Stable Managed Fund and Sovereign Fund the date of inception is 20 June 2007 and therefore, these funds were operational for only 285 days during the financial year 2007-08.

\*\* Individual Life - II ( on or after 15.02.2008)- Liquid Fund - II, Stable Managed Fund - II, Secure Managed Fund - II, Defensive Managed Fund - II, Balanced Managed Fund - II, Equity Managed Fund - II , Growth Fund - II the date of inception is 10 January 2008 and therefore, these funds were operational for only 81 days during the financial year 2007-08.

**Annexure 2**

10 Provision for doubtful debts on assets of the respective Fund : NIL

11 Fund- wise disclosure of appreciation and/ or depreciation in value of investments segregated class-wise

(Amount in Rs.)

| Funds Name  | Asset                      | Appreciation /<br>Depreciation<br>in value of<br>investments<br>31/03/2008 | Appreciation /<br>Depreciation<br>in value of<br>investments<br>31/03/2007 |
|---|----------------------------|--|--|
| <b>Individual Life and Group Life ( on or after 29.03.2006)<br/>Liquid Fund</b> | Gilt - Normal              | —  | 82,165.31  |
|   | Non Convertible Debentures | —  | 118.03   |
|   | <b>Total</b>               | <b>—</b>   | <b>82,283.34</b>   |
| <b>Secure Managed Fund</b>  | Gilt - Normal              | (2,618,971.28)   | (4,031,094.33)   |
|   | Mutual Fund Units          | 0.06   | —  |
|   | Non Convertible Debentures | 9,113,883.99   | (11,449,921.22)  |
|   | Oil Bond                   | (2,378,548.80)   | —  |
|   | Pass Through Certificate   | 243,599.28   | 267,201.59   |
| <b>Total</b>  | <b>4,359,963.25</b>        | <b>(15,213,813.96)</b>   |  |
| <b>Defensive Managed Fund</b>   | Deep Discount Bond -App.   | 3,421,257.11   | 460,193.82   |
|   | Equity                     | 25,036,720.91  | 12,853,909.31  |
|   | Gilt- Normal               | (4,659,744.12)   | (3,067,835.74)   |
|   | Non Convertible Debentures | 11,631,044.53  | (12,074,589.29)  |
|   | Pass Through Certificate   | 284,216.54   | 405,675.70   |
| <b>Total</b>  | <b>35,713,494.97</b>       | <b>(1,422,646.20)</b>  |  |
| <b>Balanced Managed Fund</b>  | Deep Discount Bond -App.   | 14,538,221.35  | 613,591.77   |
|   | Equity                     | 87,073,932.28  | 16,300,327.52  |
|   | Gilt- Normal               | 1,449,326.30   | (6,403,410.02)   |
|   | Mutual Fund Units          | 505,442.11   | —  |
|   | Non Convertible Debentures | 8,268,050.13   | (12,077,184.16)  |
|   | Oil Bond                   | (1,035,460.26)   | —  |
|   | Pass Through Certificate   | 1,287,828.79   | 364,370.08   |
|   | Subordinate Bond           | 2,406,414.40   | —  |
| <b>Total</b>  | <b>114,493,755.10</b>      | <b>(1,202,304.81)</b>  |  |
| <b>Equity Managed Fund</b>  | Deep Discount Bond -App.   | 154,084.56   | —  |
|   | Equity                     | 103,307,748.33   | 126,472,624.55   |
|   | Gilt - Normal              | (1,595,302.76)   | (2,019,590.76)   |
|   | Mutual Fund Units          | 472,450.32   | 32,135.39  |
|   | Non Convertible Debentures | 786,046.51   | (2,554,881.11)   |
|   | Oil Bond                   | (183,689.18)   | —  |
|   | Pass Through Certificate   | 1,374,935.78   | (2,436.65)   |
| <b>Total</b>  | <b>104,316,273.56</b>      | <b>121,927,851.42</b>  |  |
| <b>Growth Fund</b>  | Equity                     | 148,819,591.62   | 133,128,534.66   |
|   | Mutual Fund Units          | 4,742,128.73   | 70,503.22  |
|   | <b>Total</b>               | <b>153,561,720.35</b>  | <b>133,199,037.88</b>  |
| <b>Stable Managed Fund</b>  | Non Convertible Debentures | (34,883.35)  | NA   |
|   | <b>Total</b>               | <b>(34,883.35)</b>   | NA   |
| <b>Sovereign Fund</b>   | Gilt - Normal              | (691,284.51)   | NA   |
|   | <b>Total</b>               | <b>(691,284.51)</b>  | NA   |

## Annexure 2

(Amount in Rs.)

| Funds Name  | Asset                      | Appreciation / Depreciation in value of investments 31/03/2008 | Appreciation / Depreciation in value of investments 31/03/2007 |
|---|----------------------------|--|--|
| Individual Pension, Group Pension and Group DB Pension ( on or after 29.03.2006)<br>Liquid Fund | Gilt - Normal              | —  | 82,165.31  |
|   | Non Convertible Debentures | —  | 4,332.34   |
|   | <b>Total</b>               | <b>—</b>   | <b>86,497.65</b>   |
| Secure Managed Fund   | Deep Discount Bond -App.   | —  | —  |
|   | Gilt - Normal              | (1,469,317.48)   | (1,823,094.31)   |
|   | Mutual Fund Units          | 0.05   | —  |
|   | Non Convertible Debentures | 4,548,549.54   | (4,806,456.28)   |
|   | Pass Through Certificate   | 614,933.31   | (4,873.32)   |
|   | <b>Total</b>               | <b>3,694,165.42</b>  | <b>(6,634,423.91)</b>  |
| Defensive Managed Fund  | Equity                     | (6,499,954.61)   | (3,646,999.13)   |
|   | Gilt- Normal               | (2,860,212.76)   | (9,659,581.92)   |
|   | Non Convertible Debentures | 4,313,736.63   | (5,353,426.75)   |
|   | Oil Bond                   | (1,157,732.37)   | —  |
|   | Pass Through Certificate   | 121,807.22   | 79,690.16  |
|   | Subordinate Bond           | 882,351.95   | —  |
|   | <b>Total</b>               | <b>(5,200,003.94)</b>  | <b>(18,580,317.64)</b>   |
| Balanced Managed Fund   | Deep Discount Bond -App.   | 2,368,023.79   | 204,530.59   |
|   | Equity                     | 128,427,020.83   | 9,264,888.09   |
|   | Gilt- Normal               | (2,530,565.01)   | (8,964,031.73)   |
|   | Mutual Fund Units          | 0.03   | —  |
|   | Non Convertible Debentures | 8,240,543.31   | (10,398,092.06)  |
|   | Oil Bond                   | (161,646.44)   | —  |
|   | Pass Through Certificate   | 324,819.28   | 222,944.31   |
|   | Subordinate Bond           | 240,641.44   | —  |
|   | <b>Total</b>               | <b>136,908,837.23</b>  | <b>(9,669,760.80)</b>  |
| Equity Managed Fund   | Deep Discount Bond -App.   | 231,126.83   | —  |
|   | Equity                     | 36,020,174.34  | 52,184,821.63  |
|   | Gilt - Normal              | (1,302,386.10)   | (1,055,461.13)   |
|   | Mutual Fund Units          | 437,109.46   | —  |
|   | Non Convertible Debentures | 1,843,199.07   | (2,785,357.53)   |
|   | Oil Bond                   | (105,848.20)   | —  |
|   | Pass Through Certificate   | 1,374,935.78   | (2,436.65)   |
|   | <b>Total</b>               | <b>38,498,311.18</b>   | <b>48,341,566.32</b>   |
| Growth Fund   | Equity                     | (98,063,722.80)  | 101,029,726.19   |
|   | Mutual Fund Units          | 3,509,524.37   | 56,250.84  |
|   | <b>Total</b>               | <b>(94,554,198.43)</b>   | <b>101,085,977.03</b>  |
| Stable Managed Fund   | Deep Discount Bond -App.   | 349,999.05   | NA   |
|   | Non Convertible Debentures | (102,334.28)   | NA   |
|   | <b>Total</b>               | <b>247,664.77</b>  | NA   |
| Sovereign Fund  | Gilt - Normal              | (696,594.51)   | NA   |
|   | <b>Total</b>               | <b>(696,594.51)</b>  | NA   |

## Annexure 2

(Amount in Rs.)

| Funds Name                                  | Asset                      | Appreciation /<br>Depreciation<br>in value of<br>investments<br>31/03/2008 | Appreciation /<br>Depreciation<br>in value of<br>investments<br>31/03/2007 |
|---|----------------------------|--|--|
| Group Life (Upto 28.03.2006)<br>Liquid Fund | Gilt - Normal              | —  | 91,882.25  |
|   | <b>Total</b>               | <b>—</b>   | <b>91,882.25</b>   |
| Secure Managed Fund                         | Gilt - Normal              | (687,476.86)   | (973,548.71)   |
|   | Non Convertible Debentures | 1,379,268.29   | (1,027,413.86)   |
|   | Oil Bond                   | (161,590.45)   | —  |
|   | Pass Through Certificate   | 40,602.53  | (2,436.65)   |
|   | <b>Total</b>               | <b>570,803.51</b>  | <b>(2,003,399.22)</b>  |
| Defensive Managed Fund                      | Equity                     | (26,739,694.43)  | 3,484,069.21   |
|   | Gilt - Normal              | 845,617.96   | (2,671,383.27)   |
|   | Non Convertible Debentures | 4,482,165.44   | (5,289,842.03)   |
|   | Oil Bond                   | (1,298,951.28)   | —  |
|   | Pass Through Certificate   | 121,807.00   | 204,056.18   |
|   | <b>Total</b>               | <b>(22,589,055.31)</b>   | <b>(4,273,099.91)</b>  |
| Balanced Managed Fund                       | Equity                     | (2,050,876.75)   | 6,617,323.34   |
|   | Gilt - Normal              | 495,717.97   | (2,188,408.94)   |
|   | Non Convertible Debentures | 919,703.55   | (772,009.24)   |
|   | Subordinate Bond           | 481,282.88   | —  |
|   | <b>Total</b>               | <b>(154,172.35)</b>  | <b>3,656,905.16</b>  |
| Growth Fund                                 | Equity                     | 1,064,968.91   | (346,902.66)   |
|   | <b>Total</b>               | <b>1,064,968.91</b>  | <b>(346,902.66)</b>  |
| Stable Managed Fund                         | Non Convertible Debentures | (17,390.93)  | NA   |
|   | <b>Total</b>               | <b>(17,390.93)</b>   | NA   |
| Sovereign Fund                              | Gilt - Normal              | (356,604.98)   | NA   |
|   | <b>Total</b>               | <b>(356,604.98)</b>  | NA   |

## Annexure 2

(Amount in Rs.)

| Funds Name                                 | Asset                      | Appreciation /<br>Depreciation<br>in value of<br>investments<br>31/03/2008 | Appreciation /<br>Depreciation<br>in value of<br>investments<br>31/03/2007 |
|--|----------------------------|--|--|
| <b>Group DB Pension ( Upto 28.03.2006)</b> |                            |  |  |
| <b>Liquid Fund</b>                         | Gilt - Normal              | —  | 655,553.75   |
|  | <b>Total</b>               | <b>—</b>   | <b>655,553.75</b>  |
| <b>Secure Managed Fund</b>                 | Deep Discount Bond -App.   | 77,042.28  | —  |
|  | Gilt - Normal              | (206,471.92)   | 13,427.11  |
|  | Non Convertible Debentures | 302,111.51   | (150,047.90)   |
|  | Oil Bond                   | 4,709.85   | —  |
|  | Pass Through Certificate   | 40,602.53  | (2,436.65)   |
|  | <b>Total</b>               | <b>217,994.25</b>  | <b>(139,057.44)</b>  |
| <b>Defensive Managed Fund</b>              | Deep Discount Bond -App.   | 154,084.56   | —  |
|  | Equity                     | 3,703,973.34   | 538,550.41   |
|  | Gilt- Normal               | (482,588.59)   | (152,232.48)   |
|  | Mutual Fund Units          | 0.01   | —  |
|  | Non Convertible Debentures | 2,124,753.28   | (2,425,223.21)   |
|  | Oil Bond                   | (115,380.62)   | —  |
|  | <b>Total</b>               | <b>5,384,841.98</b>  | <b>(2,038,905.28)</b>  |
| <b>Balanced Managed Fund</b>               | Equity                     | 1,135,218.30   | (584,285.30)   |
|  | Gilt- Normal               | (46,781.20)  | (38,608.66)  |
|  | Mutual Fund Units          | 0.06   | —  |
|  | Non Convertible Debentures | 342,883.23   | (483,865.48)   |
|  | <b>Total</b>               | <b>1,431,320.39</b>  | <b>(1,106,759.44)</b>  |
| <b>Growth Fund</b>                         | Equity                     | (11,934.75)  | (2,142.03)   |
|  | <b>Total</b>               | <b>(11,934.75)</b>   | <b>(2,142.03)</b>  |
| <b>Stable Managed Fund</b>                 | Non Convertible Debentures | (17,390.93)  | NA   |
|  | <b>Total</b>               | <b>(17,390.93)</b>   | NA   |
| <b>Sovereign Fund</b>                      | Gilt - Normal              | (347,345.77)   | NA   |
|  | <b>Total</b>               | <b>(347,345.77)</b>  | NA   |

## Annexure 2

(Amount in Rs.)

| Funds Name   | Asset                      | Appreciation /<br>Depreciation<br>in value of<br>investments<br>31/03/2008 | Appreciation /<br>Depreciation<br>in value of<br>investments<br>31/03/2007 |
|--|----------------------------|--|--|
| Individual Life - II ( on or after 20.02.2008)<br>Liquid Fund - II | Gilt - Normal              | —  | NA   |
|  | Non Convertible Debentures | —  | NA   |
|  | <b>Total</b>               | —  | NA   |
| Secure Managed Fund - II   | Gilt - Normal              | (923,376.63)   | NA   |
|  | Non Convertible Debentures | (45,629.78)  | NA   |
|  | <b>Total</b>               | <b>(969,006.41)</b>  | NA   |
| Defensive Managed Fund - II  | Equity                     | (3,101,347.85)   | NA   |
|  | Gilt- Normal               | (745,191.26)   | NA   |
|  | <b>Total</b>               | <b>(3,846,539.11)</b>  | NA   |
| Balanced Managed Fund - II   | Equity                     | (7,201,094.85)   | NA   |
|  | Gilt- Normal               | (449,832.52)   | NA   |
|  | <b>Total</b>               | <b>(7,650,927.37)</b>  | NA   |
| Equity Managed Fund - II   | Equity                     | (9,789,919.85)   | NA   |
|  | Gilt - Normal              | (103,972.88)   | NA   |
|  | <b>Total</b>               | <b>(9,893,892.73)</b>  | NA   |
| Growth Fund - II   | Equity                     | (23,335,124.33)  | NA   |
|  | Gilt - Normal              | (11,000.00)  | NA   |
|  | <b>Total</b>               | <b>(23,346,124.33)</b>   | NA   |
| Stable Managed Fund - II   | Non Convertible Debentures | (187,527.42)   | NA   |
|  | <b>Total</b>               | <b>(187,527.42)</b>  | NA   |



## ANNEXURE 2a

INDUSTRY - WISE DISCLOSURE OF INVESTMENT  
CONSOLIDATED

MORE THAN 10%

2007 - 2008

| Industry Name                               | Script Name   | Market Value (' 000 ) | % to AUM |
|---|---|-----------------------|----------|
| Finance - Bank                              | 10.00% HDFC Bank FD Mat 19/07/08                                  | 49,900.00             | 0.08%    |
|   | 10.00% HDFC Bank FD Mat 23/07/08                                  | 45,300.22             | 0.07%    |
|   | 10.00% HDFC Bank FD Mat 28/07/08                                  | 49,900.00             | 0.08%    |
|   | 10.00% Saraswat Co-op Bank FD Mat 18/11/08                        | 130,590.55            | 0.21%    |
|   | 10.00% State Bank of Patiala FD Mat 21/07/08                      | 47,500.00             | 0.08%    |
|   | 10.00% State Bank of Patiala FD Mat 24/07/08                      | 26,850.81             | 0.04%    |
|   | 10.09% State Bank of Patiala FD Mat 07/07/08                      | 70,000.00             | 0.11%    |
|   | 10.10% HDFC Bank NCD Mat 13/09/07                                 | 75,940.21             | 0.12%    |
|   | 10.20% State Bank of Patiala Mat 03/07/08                         | 78,769.10             | 0.13%    |
|   | 10.20% UTI Bank FD Mat 24/07/08                                   | 50,000.00             | 0.08%    |
|   | 10.25% Development Credit Bank FD Mat 11/03/09                    | 99,999.89             | 0.16%    |
|   | 10.25% HDFC Bank FD Mat 14/07/08                                  | 99,800.00             | 0.16%    |
|   | 10.25% HDFC Bank FD Mat 15/07/08                                  | 49,900.00             | 0.08%    |
|   | 10.25% HDFC Bank FD Mat 16/07/08                                  | 10,000.00             | 0.02%    |
|   | 10.25% HDFC Bank FD Mat. 13/07/08                                 | 49,900.00             | 0.08%    |
|   | 10.25% State Bank of Patiala Mat 02/07/08                         | 50,000.00             | 0.08%    |
|   | 10.30% Development Credit Bank FD Mat 16/12/08                    | 60,000.00             | 0.10%    |
|   | 10.30% UTI Bank FD Mat 29/07/08                                   | 100,000.00            | 0.16%    |
|   | 10.30% Yes Bank FD Mat 18/03/09                                   | 130,000.00            | 0.21%    |
|   | 10.30% Yes Bank FD Mat 24/03/09                                   | 100,000.00            | 0.16%    |
|   | 10.40% ICICI Bank FD Mat 26/12/08                                 | 100,000.00            | 0.16%    |
|   | 10.40% Punjab National Bank NCD Perpetual<br>Bond Mat 20/07/2017. | 103,758.66            | 0.17%    |
|   | 10.50% ICICI Bank FD Mat 02/06/08                                 | 100,000.00            | 0.16%    |
|   | 10.50% ICICI Bank FD Mat 03/06/08                                 | 150,000.00            | 0.25%    |
|   | 10.50% State Bank of Bikaner & Jaipur FD Mat 02/06/08             | 2,500.00              | 0.00%    |
|   | 10.60% State Bank of Bikaner & Jaipur FD Mat 29/05/08             | 73,448.46             | 0.12%    |
|   | 11% Yes Bank FD Mat 28/05/08                                      | 100,000.00            | 0.16%    |
|   | 11.00% Development Credit Bank FD Mat 23/05/08                    | 100,000.00            | 0.16%    |
|   | 11.25% Canara Bank FD Mat 12/06/08                                | 100,000.00            | 0.16%    |
|   | 11.50% Canara Bank FD Mat 20/06/08                                | 250,000.00            | 0.41%    |
|   | 11.50% Punjab National Bank FD Mat 16/06/08                       | 150,000.00            | 0.25%    |
|   | 8.25% HDFC Bank FD Mat 15/04/08                                   | 90,000.00             | 0.15%    |
|   | 9.40% Development Credit Bank FD Mat 05/01/09                     | 100,000.00            | 0.16%    |
|   | 9.40% Development Credit Bank FD Mat 07/01/09                     | 50,000.00             | 0.08%    |
|   | 9.5% Bank of Baroda FD Mat 29/09/08                               | 100,000.00            | 0.16%    |
|   | 9.50% Development Credit Bank FD Mat 06/04/09                     | 50,000.00             | 0.08%    |
|   | 9.50% Development Credit Bank FD Mat 31/08/09                     | 200,000.00            | 0.33%    |
|   | 9.50% Federal Bank FD Mat 01/08/08                                | 50,000.00             | 0.08%    |
|   | 9.50% Federal Bank FD Mat 30/07/08                                | 100,000.00            | 0.16%    |
|   | 9.50% Federal Bank FD Mat 31/03/09                                | 100,000.00            | 0.16%    |
| 9.50% State Bank of Patiala FD Mat 08/08/08 | 46,968.50   | 0.08%                 |          |

## ANNEXURE 2a

INDUSTRY - WISE DISCLOSURE OF INVESTMENT  
CONSOLIDATED

MORE THAN 10%

2007 - 2008

| Industry Name          | Script Name  | Market Value ( ' 000 ) | % to AUM      |
|------------------------|--|------------------------|---------------|
|                        | 9.50% State Bank of Patiala FD Mat 28/07/08        | 100,000.00             | 0.16%         |
|                        | 9.60% Development Credit Bank FD Mat 08/04/09      | 99,959.07              | 0.16%         |
|                        | 9.60% Development Credit Bank FD Mat 09/03/09      | 70,000.00              | 0.11%         |
|                        | 9.60% Development Credit Bank FD Mat 31/08/09      | 300,000.00             | 0.49%         |
|                        | 9.80% State Bank of Mysore (Per Bond) Mat 30/11/36 | 50,150.35              | 0.08%         |
|                        | 9.81% Canara Bank FD Mat 27/08/09                  | 139,681.00             | 0.23%         |
|                        | 9.90% Development Credit Bank FD Mat 27/08/09      | 150,000.00             | 0.25%         |
|                        | 9.92% HDFC Bank Mat 08/09/36(Estimated)            | 51,935.39              | 0.09%         |
|                        | AXIS Bank Limited                                  | 453,140.10             | 0.74%         |
|                        | AXIS Bank LTD CD Mat 28/08/08                      | 25,469.62              | 0.04%         |
|                        | HSBC Bank CD Mat 07/05/08                          | 49,552.76              | 0.08%         |
|                        | ICICI Bank CD Mat 17/02/09                         | 45,915.76              | 0.08%         |
|                        | ICICI Bank CD Mat 27/08/08                         | 133,417.79             | 0.22%         |
|                        | ICICI Bank Ltd                                     | 2,215,259.56           | 3.63%         |
|                        | IDBI Bank CD Mat 19/05/08                          | 98,769.02              | 0.16%         |
|                        | IDBI Bank CD Mat 28/08/08                          | 96,519.93              | 0.16%         |
|                        | Indian Bank Ltd                                    | 30,428.14              | 0.05%         |
|                        | Kotak Mahindra Bank CD Mat 06/10/08                | 82,618.99              | 0.14%         |
|                        | Punjab National Bank                               | 871,996.33             | 1.43%         |
|                        | State Bank of India                                | 2,790,240.71           | 4.57%         |
|                        | State Bank of Saurashtra CD Mat 12/05/08           | 99,110.02              | 0.16%         |
|                        | UCO Bank CD Mat 20/11/08                           | 67,075.03              | 0.11%         |
|                        | Yes Bank CD Mat 26/03/09                           | 91,033.98              | 0.15%         |
|                        | Yes Bank CD Mat 27/10/08                           | 47,539.20              | 0.08%         |
| <b>Sub Total ( A )</b> |  | <b>11,650,839.13</b>   | <b>19.08%</b> |

## ANNEXURE 2a

INDUSTRY - WISE DISCLOSURE OF INVESTMENT  
CONSOLIDATED

## OTHERS ( LESS THAN 10%)

2007 - 2008

| Industry Name                            | Market Value ( ' 000) | % to AUM       |
|--|-----------------------|----------------|
| Agro Chemicals                           | 663,172.91            | 1.09%          |
| Air-Conditioning & Refrigeration         | 1,375,847.18          | 2.25%          |
| Automobiles - Ancillaries                | 1,759,409.18          | 2.88%          |
| Automobiles - Others                     | 267,403.02            | 0.44%          |
| Automobiles-4 Wheeler Passenger Vehicles | 1,121,823.85          | 1.84%          |
| Capital Goods - Engineering              | 3,483,319.49          | 5.70%          |
| Capital Goods - Others                   | 3,118,043.30          | 5.11%          |
| Central Government Loans                 | 3,149,403.17          | 5.16%          |
| Construction - Civil / Turnkey           | 822,712.68            | 1.35%          |
| Construction - Others                    | 699,811.23            | 1.15%          |
| Consumer - Fast Moving                   | 2,806,839.66          | 4.60%          |
| Consumer - Food & Beverages              | 1,070,867.87          | 1.75%          |
| Diversified - Mega                       | 3,913,436.22          | 6.41%          |
| Diversified - Others                     | 817,630.26            | 1.34%          |
| Electronics                              | 1,046,114.98          | 1.71%          |
| Finance - FI                             | 1,265,536.30          | 2.07%          |
| Finance - NBFC                           | 5,563,950.65          | 9.11%          |
| Hotels,Resorts & Restaurants             | 157,092.02            | 0.26%          |
| Info Tech - Software                     | 2,211,563.03          | 3.62%          |
| Infrastructure                           | 35,995.36             | 0.06%          |
| Media - Entertainment                    | 985,508.99            | 1.61%          |
| Media - Others                           | 487,262.87            | 0.80%          |
| Metals - Others                          | 1,659,772.84          | 2.72%          |
| Metals - Steel                           | 991,286.00            | 1.62%          |
| Mutual Funds                             | 1,561,968.68          | 2.56%          |
| Oil & Gas - Marketing                    | 763,794.85            | 1.25%          |
| Oil & Gas - Production                   | 1,638,191.16          | 2.68%          |
| Paints and Varnishing                    | 579,933.27            | 0.95%          |
| Petrochemicals - Refining & Marketing    | 687,404.74            | 1.13%          |
| Pharmaceuticals & Drugs                  | 2,989,448.75          | 4.90%          |
| Telecom - Service Providers              | 848,774.40            | 1.39%          |
| Tyres                                    | 868,015.15            | 1.42%          |
| Utilities - Power                        | 416.79                | 0.00%          |
| <b>Sub Total ( B )</b>                   | <b>49,411,750.84</b>  | <b>80.92%</b>  |
| <b>TOTAL MARKET VALUE ( A + B )</b>      | <b>61,062,589.96</b>  | <b>100.00%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Individual Life and Group Life ( on or after 29.03.2006)**

MORE THAN 10%

2007 - 2008

| Industry Name         | Script Name  | Market Value (' 000 ) | % to AUM |
|-----------------------|--|-----------------------|----------|
| <b>Finance - Bank</b> | 10.00% HDFC Bank FD Mat 19/07/08                               | 14,837.85             | 0.04%    |
|                       | 10.00% HDFC Bank FD Mat 23/07/08                               | 14,776.29             | 0.04%    |
|                       | 10.00% Saraswat Co-Op Bank FD Mat 18/11/08                     | 69,759.65             | 0.20%    |
|                       | 10.00% State Bank of Patiala FD Mat 21/07/08                   | 41,873.61             | 0.12%    |
|                       | 10.00% State Bank of Patiala FD Mat 24/07/08                   | 18,384.15             | 0.05%    |
|                       | 10.09% State Bank of Patiala FD Mat 07/07/08                   | 32,760.00             | 0.09%    |
|                       | 10.10% HDFC Bank NCD Mat 13/09/17                              | 57,215.23             | 0.16%    |
|                       | 10.20% State Bank of Patiala Mat 03/07/08                      | 38,067.21             | 0.11%    |
|                       | 10.20% UTI Bank FD Mat 24/07/08                                | 10,900.00             | 0.03%    |
|                       | 10.25% Development Credit Bank FD Mat 11/03/09                 | 45,649.61             | 0.13%    |
|                       | 10.25% HDFC Bank FD Mat 14/07/08                               | 84,227.19             | 0.24%    |
|                       | 10.25% HDFC Bank FD Mat 15/07/08                               | 32,094.64             | 0.09%    |
|                       | 10.25% HDFC Bank FD Mat. 13/07/08                              | 29,900.00             | 0.09%    |
|                       | 10.25% State Bank of Patiala Mat 02/07/08                      | 11,095.60             | 0.03%    |
|                       | 10.30% Development Credit Bank FD Mat 16/12/08                 | 36,400.00             | 0.10%    |
|                       | 10.30% UTI Bank FD Mat 29/07/08                                | 85,693.03             | 0.25%    |
|                       | 10.30% Yes Bank FD Mat 18/03/09                                | 63,107.67             | 0.18%    |
|                       | 10.30% Yes Bank FD Mat 24/03/09                                | 90,300.00             | 0.26%    |
|                       | 10.40% ICICI Bank FD Mat 26/12/08                              | 100,000.00            | 0.29%    |
|                       | 10.40% Punjab National Bank NCD Perpetual Bond Mat 20/07/2017. | 103,758.66            | 0.30%    |
|                       | 10.50% ICICI Bank FD Mat 02/06/08                              | 30,026.98             | 0.09%    |
|                       | 10.50% ICICI Bank FD Mat 03/06/08                              | 122,152.02            | 0.35%    |
|                       | 10.60% State Bank of Bikaner & Jaipur FD Mat 29/05/08          | 48,364.07             | 0.14%    |
|                       | 11% Yes Bank FD Mat 28/05/08                                   | 41,496.75             | 0.12%    |
|                       | 11.00% Development Credit Bank FD Mat 23/05/08                 | 99,957.41             | 0.29%    |
|                       | 11.25% Canara Bank FD Mat 12/06/08                             | 70,783.45             | 0.20%    |
|                       | 11.50% Canara Bank FD Mat 20/06/08                             | 93,113.03             | 0.27%    |
|                       | 11.50% Punjab National Bank FD Mat 16/06/08                    | 99,996.61             | 0.29%    |
|                       | 9.40% Development Credit Bank FD Mat 05/01/09                  | 77,644.00             | 0.22%    |
|                       | 9.5% Bank of Baroda FD Mat 29/09/08                            | 75,108.07             | 0.22%    |
|                       | 9.50% Development Credit Bank FD Mat 06/04/09                  | 50,000.00             | 0.14%    |
|                       | 9.50% Development Credit Bank FD Mat 31/08/09                  | 193,900.00            | 0.56%    |
|                       | 9.50% Federal Bank FD Mat 01/08/08                             | 13,530.80             | 0.04%    |
|                       | 9.50% Federal Bank FD Mat 30/07/08                             | 56,483.35             | 0.16%    |
|                       | 9.50% State Bank of Patiala FD Mat 08/08/08                    | 17,238.50             | 0.05%    |
|                       | 9.50% State Bank of Patiala FD Mat 28/07/08                    | 22,447.40             | 0.06%    |
|                       | 9.60% Development Credit Bank FD Mat 08/04/09                  | 14,996.07             | 0.04%    |
|                       | 9.60% Development Credit Bank FD Mat 31/08/09                  | 262,300.00            | 0.75%    |
|                       | 9.80% State Bank of Mysore (Per Bond) Mat 30/11/36             | 50,150.35             | 0.14%    |
|                       | 9.81% Canara Bank FD Mat 27/08/09                              | 4,681.00              | 0.01%    |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Individual Life and Group Life ( on or after 29.03.2006)**

MORE THAN 10%

2007 - 2008

| Industry Name          | Script Name                                   | Market Value ( ' 000 ) | % to AUM      |
|------------------------|---|------------------------|---------------|
|                        | 9.90% Development Credit Bank FD Mat 27/08/09 | 98,669.00              | 0.28%         |
|                        | 9.92% HDFC Bank Mat 08/09/36(Estimated)       | 43,625.73              | 0.12%         |
|                        | AXIS Bank Limited                             | 262,896.04             | 0.75%         |
|                        | AXIS Bank LTD CD Mat 28/08/08                 | 25,469.62              | 0.07%         |
|                        | HSBC Bank CD Mat 07/05/08                     | 7,732.37               | 0.02%         |
|                        | ICICI Bank CD Mat 27/08/08                    | 75,600.40              | 0.22%         |
|                        | ICICI Bank Ltd                                | 1,249,045.50           | 3.58%         |
|                        | IDBI Bank CD Mat 19/05/08                     | 58,761.78              | 0.17%         |
|                        | IDBI Bank CD Mat 28/08/08                     | 29,245.54              | 0.08%         |
|                        | Indian Bank Ltd                               | 18,843.43              | 0.05%         |
|                        | Kotak Mahindra Bank CD Mat 06/10/08           | 78,778.81              | 0.23%         |
|                        | Punjab National Bank                          | 493,152.03             | 1.41%         |
|                        | State Bank of India                           | 1,574,135.52           | 4.51%         |
|                        | State Bank of Saurashtra CD Mat 12/05/08      | 31,696.64              | 0.09%         |
|                        | UCO Bank CD Mat 20/11/08                      | 26,147.89              | 0.07%         |
|                        | Yes Bank CD Mat 26/03/09                      | 91,033.98              | 0.26%         |
|                        | Yes Bank CD Mat 27/10/08                      | 30,802.44              | 0.09%         |
| <b>Sub Total ( A )</b> |   | <b>6,620,806.94</b>    | <b>18.96%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Individual Life and Group Life ( on or after 29.03.2006)**

**OTHERS ( LESS THAN 10% )****2007 - 2008**

| Industry Name                            | MARKET VALUE (Rs ' 000 ) | % TO AUM       |
|--|--------------------------|----------------|
| Agro Chemicals                           | 347,520.72               | 0.99%          |
| Air-Conditioning & Refrigeration         | 785,040.59               | 2.25%          |
| Automobiles - Ancillaries                | 1,006,806.03             | 2.88%          |
| Automobiles - Others                     | 179,661.15               | 0.51%          |
| Automobiles-4 Wheeler Passenger Vehicles | 675,682.16               | 1.93%          |
| Capital Goods - Engineering              | 1,987,215.31             | 5.69%          |
| Capital Goods - Others                   | 1,876,690.45             | 5.37%          |
| Central Government Loans                 | 1,440,241.99             | 4.12%          |
| Construction - Civil / Turnkey           | 497,854.45               | 1.43%          |
| Construction - Others                    | 409,811.93               | 1.17%          |
| Consumer - Fast Moving                   | 1,625,069.01             | 4.65%          |
| Consumer - Food & Beverages              | 626,073.90               | 1.79%          |
| Diversified - Mega                       | 2,250,270.54             | 6.44%          |
| Diversified - Others                     | 464,671.62               | 1.33%          |
| Electronics                              | 610,383.08               | 1.75%          |
| Finance - FI                             | 824,310.45               | 2.36%          |
| Finance - NBFC                           | 3,178,543.73             | 9.10%          |
| Hotels,Resorts & Restaurants             | 98,387.51                | 0.28%          |
| Info Tech - Software                     | 1,261,474.97             | 3.61%          |
| Infrastructure                           | 15,697.44                | 0.04%          |
| Media - Entertainment                    | 559,671.48               | 1.60%          |
| Media - Others                           | 306,947.78               | 0.88%          |
| Metals - Others                          | 947,918.68               | 2.71%          |
| Metals - Steel                           | 577,746.42               | 1.65%          |
| Mutual Funds                             | 913,455.13               | 2.62%          |
| Oil & Gas - Marketing                    | 441,618.45               | 1.26%          |
| Oil & Gas - Production                   | 968,870.67               | 2.77%          |
| Paints and Varnishing                    | 349,077.31               | 1.00%          |
| Petrochemicals - Refining & Marketing    | 388,510.59               | 1.11%          |
| Pharmaceuticals & Drugs                  | 1,678,515.38             | 4.81%          |
| Telecom - Service Providers              | 487,954.33               | 1.40%          |
| Tyres                                    | 525,655.99               | 1.50%          |
| Utilities - Power                        | 133.37                   | 0.00%          |
| <b>Sub Total ( B )</b>                   | <b>28,307,482.60</b>     | <b>81.04%</b>  |
| <b>TOTAL MARKET VALUE ( A + B )</b>      | <b>34,928,289.54</b>     | <b>100.00%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Individual Pension, Group Pension and Group DB Pension ( on or after 29.03.2006)**

MORE THAN 10%

2007 - 2008

| Industry Name                            | Script Name   | Market Value (' 000 ) | % to AUM      |
|--|---|-----------------------|---------------|
| Finance - Bank                           | 10.00% HDFC Bank FD Mat 19/07/08                      | 35,062.15             | 0.15%         |
|  | 10.00% HDFC Bank FD Mat 23/07/08                      | 20,357.13             | 0.09%         |
|  | 10.00% Saraswat Co-op Bank FD Mat 18/11/08            | 15,372.36             | 0.07%         |
|  | 10.00% State Bank of Patiala FD Mat 21/07/08          | 5,626.39              | 0.02%         |
|  | 10.10% HDFC Bank NCD Mat 13/09/17                     | 18,724.98             | 0.08%         |
|  | 10.20% State Bank of Patiala Mat 03/07/08             | 36,646.99             | 0.16%         |
|  | 10.25% Development Credit Bank FD Mat 11/03/09        | 33,437.14             | 0.15%         |
|  | 10.25% HDFC Bank FD Mat 14/07/08                      | 12,521.52             | 0.05%         |
|  | 10.25% HDFC Bank FD Mat 15/07/08                      | 16,205.95             | 0.07%         |
|  | 10.25% HDFC Bank FD Mat. 13/07/08                     | 20,000.00             | 0.09%         |
|  | 10.25% State Bank of Patiala Mat 02/07/08             | 17,198.30             | 0.07%         |
|  | 10.30% Development Credit Bank FD Mat 16/12/08        | 23,600.00             | 0.10%         |
|  | 10.30% UTI Bank FD Mat 29/07/08                       | 12,439.05             | 0.05%         |
|  | 10.30% Yes Bank FD Mat 18/03/09                       | 58,675.36             | 0.26%         |
|  | 10.50% ICICI Bank FD Mat 02/06/08                     | 31,373.92             | 0.14%         |
|  | 10.50% ICICI Bank FD Mat 03/06/08                     | 26,972.74             | 0.12%         |
|  | 10.60% State Bank of Bikaner & Jaipur FD Mat 29/05/08 | 9,759.74              | 0.04%         |
|  | 11% Yes Bank FD Mat 28/05/08                          | 42,976.44             | 0.19%         |
|  | 11.25% Canara Bank FD Mat 12/06/08                    | 20,627.62             | 0.09%         |
|  | 11.50% Canara Bank FD Mat 20/06/08                    | 118,051.04            | 0.51%         |
|  | 11.50% Punjab National Bank FD Mat 16/06/08           | 45,003.39             | 0.20%         |
|  | 8.25% HDFC Bank FD Mat 15/04/08                       | 90,000.00             | 0.39%         |
|  | 9.40% Development Credit Bank FD Mat 05/01/09         | 22,356.00             | 0.10%         |
|  | 9.40% Development Credit Bank FD Mat 07/01/09         | 50,000.00             | 0.22%         |
|  | 9.5% Bank Of Baroda FD Mat 29/09/08                   | 17,866.64             | 0.08%         |
|  | 9.50% Federal Bank FD Mat 01/08/08                    | 36,341.20             | 0.16%         |
|  | 9.50% Federal Bank FD Mat 30/07/08                    | 39,535.02             | 0.17%         |
|  | 9.50% State Bank of Patiala FD Mat 08/08/08           | 29,730.00             | 0.13%         |
|  | 9.50% State Bank of Patiala FD Mat 28/07/08           | 50,000.00             | 0.22%         |
|  | 9.60% Development Credit Bank FD Mat 08/04/09         | 52,663.00             | 0.23%         |
|  | 9.60% Development Credit Bank FD Mat 09/03/09         | 70,000.00             | 0.30%         |
|  | 9.81% Canara Bank FD Mat 27/08/09                     | 120,000.00            | 0.52%         |
|  | 9.90% Development Credit Bank FD Mat 27/08/09         | 51,331.00             | 0.22%         |
|  | 9.92% HDFC Bank Mat 08/09/36(Estimated)               | 8,309.66              | 0.04%         |
|  | AXIS Bank Limited                                     | 185,866.71            | 0.81%         |
|  | HSBC Bank CD Mat 07/05/08                             | 7,830.50              | 0.03%         |
|  | ICICI Bank CD Mat 27/08/08                            | 50,388.72             | 0.22%         |
|  | ICICI Bank Ltd  | 872,621.93            | 3.80%         |
|  | IDBI Bank CD Mat 19/05/08                             | 18,268.70             | 0.08%         |
|  | IDBI Bank CD Mat 28/08/08                             | 67,274.39             | 0.29%         |
| Indian Bank Ltd                          | 11,584.71   | 0.05%                 |               |
| Kotak Mahindra Bank CD Mat 06/10/08      | 3,840.18  | 0.02%                 |               |
| Punjab National Bank                     | 368,880.65  | 1.61%                 |               |
| State Bank of India                      | 1,120,077.38  | 4.88%                 |               |
| State Bank of Saurashtra CD Mat 12/05/08 | 66,421.99   | 0.29%                 |               |
| UCO Bank CD Mat 20/11/08                 | 17,716.14   | 0.08%                 |               |
| Yes Bank CD Mat 27/10/08                 | 16,736.76   | 0.07%                 |               |
| <b>Sub Total ( A )</b>                   |   | <b>4,066,273.52</b>   | <b>17.70%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Individual Pension, Group Pension and Group DB Pension ( on or after 29.03.2006)**

**OTHERS ( LESS THAN 10% )****2007 - 2008**

| Industry Name                            | MARKET VALUE (Rs ' 000 ) | % TO AUM       |
|--|--------------------------|----------------|
| Agro Chemicals                           | 290,530.36               | 1.26%          |
| Air-Conditioning & Refrigeration         | 556,116.06               | 2.42%          |
| Automobiles - Ancillaries                | 690,036.48               | 3.00%          |
| Automobiles - Others                     | 87,727.92                | 0.38%          |
| Automobiles-4 Wheeler Passenger Vehicles | 433,008.10               | 1.89%          |
| Capital Goods - Engineering              | 1,314,118.18             | 5.72%          |
| Capital Goods - Others                   | 1,183,777.48             | 5.15%          |
| Central Government Loans                 | 1,098,019.17             | 4.78%          |
| Construction - Civil / Turnkey           | 309,803.69               | 1.35%          |
| Construction - Others                    | 236,463.56               | 1.03%          |
| Consumer - Fast Moving                   | 1,130,817.89             | 4.92%          |
| Consumer - Food & Beverages              | 427,975.42               | 1.86%          |
| Diversified - Mega                       | 1,529,353.81             | 6.66%          |
| Diversified - Others                     | 335,418.88               | 1.46%          |
| Electronics                              | 418,776.24               | 1.82%          |
| Finance - FI                             | 321,888.09               | 1.40%          |
| Finance - NBFC                           | 1,868,067.82             | 8.13%          |
| Hotels, Resorts & Restaurants            | 58,704.52                | 0.26%          |
| Info Tech - Software                     | 906,974.75               | 3.95%          |
| Infrastructure                           | 15,696.86                | 0.07%          |
| Media - Entertainment                    | 407,428.29               | 1.77%          |
| Media - Others                           | 178,778.96               | 0.78%          |
| Metals - Others                          | 673,836.30               | 2.93%          |
| Metals - Steel                           | 394,951.83               | 1.72%          |
| Mutual Funds                             | 648,513.55               | 2.82%          |
| Oil & Gas - Marketing                    | 315,901.07               | 1.38%          |
| Oil & Gas - Production                   | 644,294.89               | 2.81%          |
| Paints and Varnishing                    | 221,521.94               | 0.96%          |
| Petrochemicals - Refining & Marketing    | 293,829.34               | 1.28%          |
| Pharmaceuticals & Drugs                  | 1,237,538.40             | 5.39%          |
| Telecom - Service Providers              | 336,266.40               | 1.46%          |
| Tyres                                    | 335,451.20               | 1.46%          |
| Utilities - Power                        | 133.37                   | 0.00%          |
| <b>Sub Total ( B )</b>                   | <b>18,901,720.83</b>     | <b>82.30%</b>  |
| <b>TOTAL MARKET VALUE ( A + B )</b>      | <b>22,967,994.36</b>     | <b>100.00%</b> |



## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group Life (Upto 28.03.2006)**

MORE THAN 10%

2007 - 2008

| Industry Name                   | Script Name   | Market Value (' 000 ) | % to AUM          |
|---------------------------------|---|-----------------------|-------------------|
| <b>Finance - Bank</b>           | 10.00% HDFC Bank FD Mat 23/07/08                      | 2,036.18              | 0.12%             |
|                                 | 10.00% HDFC Bank FD Mat 28/07/08                      | 49,900.00             | 2.87%             |
|                                 | 10.00% Saraswat Co-op Bank FD Mat 18/11/08            | 32,572.41             | 1.87%             |
|                                 | 10.00% State Bank of Patiala FD Mat 24/07/08          | 6,573.41              | 0.38%             |
|                                 | 10.09% State Bank of Patiala FD Mat 07/07/08          | 37,240.00             | 2.14%             |
|                                 | 10.20% State Bank of Patiala Mat 03/07/08             | 4,054.90              | 0.23%             |
|                                 | 10.25% Development Credit Bank FD Mat 11/03/09        | 11,600.00             | 0.67%             |
|                                 | 10.25% State Bank of Patiala Mat 02/07/08             | 21,706.11             | 1.25%             |
|                                 | 10.30% Yes Bank FD Mat 24/03/09                       | 9,700.00              | 0.56%             |
|                                 | 10.50% ICICI Bank FD Mat 02/06/08                     | 38,599.10             | 2.22%             |
|                                 | 10.60% State Bank of Bikaner & Jaipur FD Mat 29/05/08 | 7,841.44              | 0.45%             |
|                                 | 11% Yes Bank FD Mat 28/05/08                          | 15,526.81             | 0.89%             |
|                                 | 11.25% Canara Bank FD Mat 12/06/08                    | 7,742.70              | 0.45%             |
|                                 | 11.50% Canara Bank FD Mat 20/06/08                    | 24,962.89             | 1.44%             |
|                                 | 9.5% Bank of Baroda FD Mat 29/09/08                   | 4,823.09              | 0.28%             |
|                                 | 9.50% Federal Bank FD Mat 31/03/09                    | 100,000.00            | 5.75%             |
|                                 | 9.50% State Bank of Patiala FD Mat 28/07/08           | 27,552.60             | 1.59%             |
|                                 | AXIS Bank Limited                                     | 181.67                | 0.01%             |
|                                 | HSBC Bank CD Mat 07/05/08                             | 33,494.11             | 1.93%             |
|                                 | ICICI Bank Ltd  | 3,948.56              | 0.23%             |
|                                 | IDBI Bank CD Mat 19/05/08                             | 19,961.04             | 1.15%             |
| Punjab National Bank            | 980.70  | 0.06%                 |                   |
| State Bank of India             | 60,390.23   | 3.48%                 |                   |
| UCO Bank CD Mat 20/11/08        | 20,463.57   | 1.18%                 |                   |
|                                 | <b>Total</b>  | <b>541,851.50</b>     | <b>31.18%</b>     |
| <b>Central Government Loans</b> | 10.71% GOI Mat 19/04/16                               | 12,251.41             | 0.71%             |
|                                 | 11.03% GOI Mat 18/07/12                               | 1,126.46              | 0.06%             |
|                                 | 11.30% GOI Mat 28/07/10                               | 3,778.65              | 0.22%             |
|                                 | 11.50% GOI Mat 24/11/11                               | 260.88                | 0.02%             |
|                                 | 7.40% GOI Mat 03/05/12                                | 74,895.79             | 4.31%             |
|                                 | 7.44% Oil Bonds Mat 23/03/12                          | 74,048.07             | 4.26%             |
|                                 | 7.85% GOI Mat 10/09/13 (Floater)                      | 19,347.05             | 1.11%             |
|                                 | 7.99% GOI Mat 09/07/17                                | 51,682.68             | 2.97%             |
|                                 | 8.07% GOI Mat 15/01/17                                | 5,130.47              | 0.30%             |
|                                 | 8.20% GOI Mat 15/02/22                                | 69,427.90             | 4.00%             |
|                                 | 8.33% GOI Mat 07/06/36                                | 123,380.24            | 7.10%             |
|                                 | 9.39% GOI Mat 02/07/11                                | 18,628.92             | 1.07%             |
|                                 |   | <b>Total</b>          | <b>453,958.52</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group Life (Upto 28.03.2006)**

MORE THAN 10%

2007 - 2008

| Industry Name         | Script Name  | Market Value (' 000 ) | % to AUM            |               |
|-----------------------|--|-----------------------|---------------------|---------------|
| <b>Finance - NBFC</b> | 10.27% Sundaram Finance Co Ltd NCD Mat 03/09/10                          | 14,169.97             | 0.82%               |               |
|                       | 10.80% Larsen & Toubro Finance NCD Mat 05/06/09                          | 10,153.88             | 0.58%               |               |
|                       | 11.03% TML Financial Services Mat 21/05/09                               | 19,304.17             | 1.11%               |               |
|                       | 11.10% Shriram Transport Finance Co. Ltd NCD Mat 09/07/10                | 3,075.22              | 0.18%               |               |
|                       | 11.10% Sundaram Finance Co Ltd NCD Mat 18/05/09                          | 1,016.30              | 0.06%               |               |
|                       | 11.25% Citi Financial Consumer India Ltd NCD Mat 15/12/09                | 10,283.70             | 0.59%               |               |
|                       | 12.00% Cholamandlam Finance & Investment Co Ltd Sub<br>Debt Mat 05/06/12 | 6,481.28              | 0.37%               |               |
|                       | 6% Bajaj Auto Finance Ltd NCD Mat 09/02/10                               | 2,250.02              | 0.13%               |               |
|                       | 8.35% Sundaram Finance Co Ltd NCD Mat 09/06/08                           | 53,109.91             | 3.06%               |               |
|                       | 8.40% Mahindra Finance Ltd. NCD Mat 05/06/08                             | 16,188.87             | 0.93%               |               |
|                       | 8.47% DSP Merrill Lynch NCD Mat 28/09/08                                 | 9,947.62              | 0.57%               |               |
|                       | 8.50% DSP Merrill Lynch NCD Mat 02/05/08                                 | 9,001.68              | 0.52%               |               |
|                       | 8.60% Citicorp Finance India NCD Mat 24/07/08                            | 6,994.01              | 0.40%               |               |
|                       | 8.60% Mahindra Finance Ltd NCD Mat 18/05/09.                             | 4,543.11              | 0.26%               |               |
|                       | 8.60% Sundaram Finance Ltd NCD Mat 30/06/09                              | 11,905.75             | 0.69%               |               |
|                       | 8.65% Kotak Mahindra Primus NCD Mat 03/06/08                             | 5,494.00              | 0.32%               |               |
|                       | 8.70% Citi Finance NCD Mat 16/07/08                                      | 11,991.39             | 0.69%               |               |
|                       | 9.30% DSP Merrill Lynch Capital Ltd NCD Mat 27/05/09                     | 19,991.64             | 1.15%               |               |
|                       | 9.35% Citi Financial Consumer Finance India Ltd<br>NCD Mat 12/10/09.     | 2,994.10              | 0.17%               |               |
|                       | 9.35% Citi Financial Consumer Finance India Ltd<br>NCD Mat 15/12/09      | 3,992.63              | 0.23%               |               |
|                       | 9.45% Citi Financial Consumer Finance India Ltd<br>NCD Mat 03/12/10      | 3,999.82              | 0.23%               |               |
|                       | 9.80% GE Money Finance Services NCD Mat 25/04/11                         | 7,067.91              | 0.41%               |               |
|                       | Cholamandlam Finance & Investment Co Ltd<br>CP Mat 09/04/08              | 5,489.03              | 0.32%               |               |
|                       | Cholamandlam Finance & Investment Co Ltd<br>CP Mat 21/04/08              | 15,433.83             | 0.89%               |               |
|                       | Rabo India Finance FRN Mibor + 200 BPS Mat 30/03/09                      | 9,000.00              | 0.52%               |               |
|                       | 8.25% Citi Finance Ltd NCD Mat 02/06/09 P/C 02/06/08                     | 6,989.96              | 0.40%               |               |
|                       | 8.60% Citi Finance Ltd NCD Mat 02/06/09                                  | 8,925.92              | 0.51%               |               |
|                       |  | <b>Total</b>          | <b>279,795.70</b>   | <b>16.10%</b> |
|                       | <b>Sub Total ( A )</b>   |                       | <b>1,275,605.72</b> | <b>73.41%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group Life (Upto 28.03.2006)**

**OTHERS ( LESS THAN 10% )****2007 - 2008**

| Industry Name                            | MARKET VALUE (Rs' 000 ) | % TO AUM       |
|--|-------------------------|----------------|
| Agro Chemicals                           | 3,569.43                | 0.21%          |
| Air-Conditioning & Refrigeration         | 25,729.16               | 1.48%          |
| Automobiles - Ancillaries                | 10,128.21               | 0.58%          |
| Automobiles-4 Wheeler Passenger Vehicles | 6,605.25                | 0.38%          |
| Capital Goods - Engineering              | 48,966.21               | 2.82%          |
| Capital Goods - Others                   | 28,046.61               | 1.61%          |
| Construction - Civil / Turnkey           | 3,324.70                | 0.19%          |
| Construction - Others                    | 42,809.19               | 2.46%          |
| Consumer - Fast Moving                   | 26,238.06               | 1.51%          |
| Consumer - Food & Beverages              | 11,271.82               | 0.65%          |
| Diversified - Mega                       | 41,396.47               | 2.38%          |
| Diversified - Others                     | 6,238.55                | 0.36%          |
| Electronics                              | 10,884.28               | 0.63%          |
| Finance - FI                             | 88,572.27               | 5.10%          |
| Info Tech - Software                     | 28,868.26               | 1.66%          |
| Media - Entertainment                    | 136.31                  | 0.01%          |
| Metals - Others                          | 29,629.87               | 1.71%          |
| Metals - Steel                           | 8,237.07                | 0.47%          |
| Oil & Gas - Marketing                    | 2,842.28                | 0.16%          |
| Oil & Gas - Production                   | 14,054.22               | 0.81%          |
| Paints and Varnishing                    | 5,668.33                | 0.33%          |
| Petrochemicals - Refining & Marketing    | 1,477.20                | 0.09%          |
| Pharmaceuticals & Drugs                  | 16,422.72               | 0.95%          |
| Telecom - Service Providers              | 657.70                  | 0.04%          |
| Tyres                                    | 232.52                  | 0.01%          |
| Utilities - Power                        | 150.05                  | 0.01%          |
| <b>Sub Total ( B )</b>                   | <b>462,156.72</b>       | <b>26.59%</b>  |
| <b>TOTAL MARKET VALUE ( A + B )</b>      | <b>1,737,762.44</b>     | <b>100.00%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group DB Pension ( Upto 28.03.2006)**

MORE THAN 10%

2007 - 2008

| Industry Name                                       | Script Name   | Market Value ( ' 000 ) | % to AUM      |
|---|---|------------------------|---------------|
| <b>Finance - NBFC</b>                               | 0% Citi Consumer Finance Ltd DDB Mat 18/06/09                               | 2,689.42               | 0.53%         |
|   | 10.27% Sundaram Finance Co Ltd NCD Mat 03/09/10                             | 3,036.42               | 0.60%         |
|   | 10.75% Infrastructure Leasing & Financial Services Ltd<br>NCD Mat 29/03/ 09 | 4,454.54               | 0.87%         |
|   | 11.03% TML Financial Services Mat 21/05/09                                  | 3,048.03               | 0.60%         |
|   | 11.10% Sundaram Finance Co Ltd NCD Mat 18/05/09                             | 1,016.30               | 0.20%         |
|   | 11.25% Citi Financial Consumer India Ltd NCD Mat 15/12/09                   | 5,141.85               | 1.01%         |
|   | 11.26% Sundaram Finance Co Ltd Mat 28/05/10                                 | 3,090.14               | 0.61%         |
|   | 6% Bajaj Auto Finance Ltd NCD Mat 09/02/10                                  | 799.08                 | 0.16%         |
|   | 8.35% Sundaram Finance Co Ltd NCD Mat 09/06/08                              | 3,916.94               | 0.77%         |
|   | 8.40% Mahindra Finance Ltd. NCD Mat 05/06/08                                | 8,211.53               | 1.61%         |
|   | 8.47% DSP Merrill Lynch NCD Mat 28/09/08                                    | 25,863.81              | 5.07%         |
|   | 8.50% DSP Merrill Lynch NCD Mat 02/05/08                                    | 61,011.39              | 11.96%        |
|   | 8.60% Citicorp Finance India NCD Mat 24/07/08                               | 5,994.86               | 1.18%         |
|   | 8.60% Mahindra Finance Ltd NCD Mat18/05/09.                                 | 7,862.65               | 1.54%         |
|   | 8.65% Kotak Mahindra Primus NCD Mat 03/06/08                                | 498.69                 | 0.10%         |
|   | 9.30% DSP Merrill Lynch Capital Ltd NCD Mat 27/05/09                        | 19,991.64              | 3.92%         |
|   | 9.35% Citi Financial Consumer Finance India Ltd<br>NCD Mat 12/10/09.        | 13,972.46              | 2.74%         |
|   | 9.40% Sundaram Finance Co Ltd NCD Mat 12/10/10                              | 993.37                 | 0.19%         |
|   | 9.45% Citi Financial Consumer Finance India Ltd<br>NCD Mat 03/12/10         | 1,999.91               | 0.39%         |
|   | 9.80% Citi Financial Consumer Finance Ltd<br>NCD Mat 28/05/10               | 3,020.84               | 0.59%         |
|   | Cholamandlam Finance & Investment Co Ltd<br>CP Mat 09/04/08                 | 997.84                 | 0.20%         |
| Rabo India Finance FRN Mibor + 200 BPS Mat 30/03/09 | 3,000.00  | 0.59%                  |               |
| Religare Enterprises Ltd CP Mat 08/12/08            | 12,092.15   | 2.37%                  |               |
|   | <b>Total</b>  | <b>192,703.87</b>      | <b>37.79%</b> |
| <b>Finance - Bank</b>                               | 10.00% HDFC Bank FD Mat 23/07/08  | 8,130.62               | 1.59%         |
|   | 10.00% Saraswat Co-op Bank FD Mat 18/11/08                                  | 12,886.12              | 2.53%         |
|   | 10.00% State Bank of Patiala FD Mat 24/07/08                                | 1,893.25               | 0.37%         |
|   | 10.20% UTI Bank FD Mat 24/07/08   | 39,100.00              | 7.67%         |
|   | 10.25% Development Credit Bank FD Mat 11/03/09                              | 9,313.15               | 1.83%         |
|   | 10.25% HDFC Bank FD Mat 14/07/08  | 3,051.29               | 0.60%         |
|   | 10.25% HDFC Bank FD Mat 15/07/08  | 1,599.41               | 0.31%         |
|   | 10.30% UTI Bank FD Mat 29/07/08   | 1,867.92               | 0.37%         |
|   | 10.30% Yes Bank FD Mat 18/03/09   | 4,311.98               | 0.85%         |
|   | 10.50% ICICI Bank FD Mat 03/06/08   | 875.24                 | 0.17%         |
|   | 10.60% State Bank of Bikaner & Jaipur FD Mat 29/05/08                       | 7,483.21               | 1.47%         |
| 11.00% Development Credit Bank FD Mat 23/05/08      | 42.60   | 0.01%                  |               |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group DB Pension (Upto 28.03.2006)**

MORE THAN 10%

2007 - 2008

| Industry Name                   | Script Name                                 | Market Value ( ' 000 ) | % to AUM      |
|---------------------------------|---|------------------------|---------------|
|                                 | 11.25% Canara Bank FD Mat 12/06/08          | 846.24                 | 0.17%         |
|                                 | 11.50% Canara Bank FD Mat 20/06/08          | 13,873.04              | 2.72%         |
|                                 | 11.50% Punjab National Bank FD Mat 16/06/08 | 5,000.00               | 0.98%         |
|                                 | 9.5% Bank of Baroda FD Mat 29/09/08         | 2,202.20               | 0.43%         |
|                                 | 9.50% Federal Bank FD Mat 01/08/08          | 128.00                 | 0.03%         |
|                                 | 9.50% Federal Bank FD Mat 30/07/08          | 3,981.64               | 0.78%         |
|                                 | 9.81% Canara Bank FD Mat 27/08/09           | 10,000.00              | 1.96%         |
|                                 | AXIS Bank Limited                           | 895.69                 | 0.18%         |
|                                 | HSBC Bank CD Mat 07/05/08                   | 495.78                 | 0.10%         |
|                                 | ICICI Bank CD Mat 27/08/08                  | 7,428.67               | 1.46%         |
|                                 | ICICI Bank Ltd                              | 9,936.03               | 1.95%         |
|                                 | IDBI Bank CD Mat 19/05/08                   | 1,777.50               | 0.35%         |
|                                 | Punjab National Bank                        | 1,550.14               | 0.30%         |
|                                 | State Bank Of India                         | 8,062.06               | 1.58%         |
|                                 | State Bank of Saurashtra CD Mat 12/05/08    | 991.39                 | 0.19%         |
|                                 | UCO Bank CD Mat 20/11/08                    | 2,747.42               | 0.54%         |
|                                 | <b>Total</b>                                | <b>160,470.56</b>      | <b>31.47%</b> |
| <b>Central Government Loans</b> | 10.71% GOI Mat 19/04/16                     | 20.68                  | 0.00%         |
|                                 | 11.03% GOI Mat 18/07/12                     | 10.82                  | 0.00%         |
|                                 | 11.40% GOI Mat 31/08/08                     | 709.12                 | 0.14%         |
|                                 | 7.40% GOI Mat 03/05/12                      | 4,452.61               | 0.87%         |
|                                 | 7.44% Oil Bonds Mat 23/03/12                | 7,459.11               | 1.46%         |
|                                 | 7.99% GOI Mat 09/07/17                      | 10,030.00              | 1.97%         |
|                                 | 8.07% GOI Mat 15/01/17                      | 215.21                 | 0.04%         |
|                                 | 8.20% GOI Mat 15/02/22                      | 2,711.93               | 0.53%         |
|                                 | 8.33% GOI Mat 07/06/36                      | 28,628.23              | 5.61%         |
|                                 | 9.39% GOI Mat 02/07/11                      | 3,945.07               | 0.77%         |
|                                 | <b>Total</b>                                | <b>58,182.78</b>       | <b>11.41%</b> |
| <b>Sub Total ( A )</b>          |   | <b>411,357.21</b>      | <b>80.66%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group DB Pension ( Upto 28.03.2006)**

**OTHERS ( LESS THAN 10% )****2007 - 2008**

| Industry Name                            | MARKET VALUE (Rs ' 000 ) | % TO AUM       |
|--|--------------------------|----------------|
| Agro Chemicals                           | 1,443.14                 | 0.28%          |
| Air-Conditioning & Refrigeration         | 4,041.38                 | 0.79%          |
| Automobiles - Ancillaries                | 2,270.16                 | 0.45%          |
| Automobiles - Others                     | 13.94                    | 0.00%          |
| Automobiles-4 Wheeler Passenger Vehicles | 2,045.17                 | 0.40%          |
| Capital Goods - Engineering              | 16,328.24                | 3.20%          |
| Capital Goods - Others                   | 5,585.41                 | 1.10%          |
| Construction - Civil / Turnkey           | 310.48                   | 0.06%          |
| Construction - Others                    | 10,726.56                | 2.10%          |
| Consumer - Fast Moving                   | 5,292.40                 | 1.04%          |
| Consumer - Food & Beverages              | 2,368.72                 | 0.46%          |
| Diversified - Mega                       | 15,047.89                | 2.95%          |
| Diversified - Others                     | 2,101.66                 | 0.41%          |
| Electronics                              | 2,580.97                 | 0.51%          |
| Finance - FI                             | 10,318.71                | 2.02%          |
| Info Tech - Software                     | 4,365.29                 | 0.86%          |
| Media - Entertainment                    | 22.14                    | 0.00%          |
| Media - Others                           | 85.95                    | 0.02%          |
| Metals - Others                          | 3,014.15                 | 0.59%          |
| Metals - Steel                           | 1,450.50                 | 0.28%          |
| Oil & Gas - Marketing                    | 673.29                   | 0.13%          |
| Oil & Gas - Production                   | 1,252.16                 | 0.25%          |
| Paints and Varnishing                    | 1,180.70                 | 0.23%          |
| Petrochemicals - Refining & Marketing    | 895.71                   | 0.18%          |
| Pharmaceuticals & Drugs                  | 4,237.83                 | 0.83%          |
| Telecom - Service Providers              | 981.59                   | 0.19%          |
| Tyres                                    | 1.65                     | 0.00%          |
| <b>Sub Total ( B )</b>                   | <b>98,635.79</b>         | <b>19.34%</b>  |
| <b>TOTAL MARKET VALUE ( A + B )</b>      | <b>509,993.00</b>        | <b>100.00%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Individual Life - II ( on or after 20.02.08 )**

MORE THAN 10%

2007 - 2008

| Industry Name                      | Script Name   | Market Value ( ' 000 ) | % to AUM          |
|------------------------------------|---|------------------------|-------------------|
| <b>Finance - Bank</b>              | 10.25% HDFC Bank FD Mat 16/07/08                      | 10,000.00              | 1.09%             |
|                                    | 10.30% Yes Bank FD Mat 18/03/09                       | 3,905.00               | 0.43%             |
|                                    | 10.50% State Bank of Bikaner & Jaipur FD Mat 02/06/08 | 2,500.00               | 0.27%             |
|                                    | 9.50% Development Credit Bank FD Mat 31/08/09         | 6,100.00               | 0.66%             |
|                                    | 9.60% Development Credit Bank FD Mat 08/04/09         | 32,300.00              | 3.52%             |
|                                    | 9.60% Development Credit Bank FD Mat 31/08/09         | 37,700.00              | 4.10%             |
|                                    | 9.81% Canara Bank FD Mat 27/08/09                     | 5,000.00               | 0.54%             |
|                                    | AXIS Bank Limited                                     | 3,299.99               | 0.36%             |
|                                    | ICICI Bank CD Mat 17/02/09                            | 45,915.76              | 5.00%             |
|                                    | ICICI Bank Ltd  | 79,707.53              | 8.68%             |
|                                    | Punjab National Bank                                  | 7,432.81               | 0.81%             |
|                                    | State Bank of India                                   | 27,575.51              | 3.00%             |
|                                    |   | <b>Total</b>           | <b>261,436.60</b> |
| <b>Capital Goods - Engineering</b> | Bharat Heavy Electricals Ltd                          | 93,045.22              | 10.13%            |
|                                    | Shanthy Gears Ltd                                     | 1,073.22               | 0.12%             |
|                                    | Thermax Ltd   | 22,573.12              | 2.46%             |
|                                    | <b>Total</b>  | <b>116,691.56</b>      | <b>12.70%</b>     |
| <b>Central Government Loans</b>    | 7.99% GOI Mat 09/07/17                                | 95,998.63              | 10.45%            |
|                                    | 8.33% GOI Mat 07/06/36                                | 3,002.08               | 0.33%             |
|                                    | <b>Total</b>  | <b>99,000.71</b>       | <b>10.78%</b>     |
| <b>Sub Total ( A )</b>             |   | <b>477,128.87</b>      | <b>51.94%</b>     |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Individual Life - II ( on or after 20.02.08 )**

**OTHERS ( LESS THAN 10% )****2007 - 2008**

| Industry Name                            | MARKET VALUE (Rs' 000 ) | % TO AUM       |
|--|-------------------------|----------------|
| Agro Chemicals                           | 20,109.26               | 2.19%          |
| Air-Conditioning & Refrigeration         | 4,919.98                | 0.54%          |
| Automobiles - Ancillaries                | 50,168.29               | 5.46%          |
| Automobiles-4 Wheeler Passenger Vehicles | 4,483.17                | 0.49%          |
| Capital Goods - Others                   | 23,943.35               | 2.61%          |
| Construction - Civil / Turnkey           | 11,419.37               | 1.24%          |
| Consumer - Fast Moving                   | 19,422.31               | 2.11%          |
| Consumer - Food & Beverages              | 3,178.01                | 0.35%          |
| Diversified - Mega                       | 77,367.51               | 8.42%          |
| Diversified - Others                     | 9,199.55                | 1.00%          |
| Electronics                              | 3,490.40                | 0.38%          |
| Finance - FI                             | 20,446.77               | 2.23%          |
| Finance - NBFC                           | 44,839.54               | 4.88%          |
| Info Tech - Software                     | 9,879.77                | 1.08%          |
| Infrastructure                           | 4,601.06                | 0.50%          |
| Media - Entertainment                    | 18,250.76               | 1.99%          |
| Media - Others                           | 1,450.17                | 0.16%          |
| Metals - Others                          | 5,373.84                | 0.59%          |
| Metals - Steel                           | 8,900.18                | 0.97%          |
| Oil & Gas - Marketing                    | 2,759.76                | 0.30%          |
| Oil & Gas - Production                   | 9,719.21                | 1.06%          |
| Paints and Varnishing                    | 2,484.99                | 0.27%          |
| Petrochemicals - Refining & Marketing    | 2,691.90                | 0.29%          |
| Pharmaceuticals & Drugs                  | 52,734.42               | 5.74%          |
| Telecom - Service Providers              | 22,914.39               | 2.49%          |
| Tyres                                    | 6,673.79                | 0.73%          |
| <b>Sub Total ( B )</b>                   | <b>441,421.75</b>       | <b>48.06%</b>  |
| <b>TOTAL MARKET VALUE ( A + B )</b>      | <b>918,550.62</b>       | <b>100.00%</b> |



## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT  
CONSOLIDATED**

MORE THAN 10%

2006 - 2007

| Industry Name              | Script Name   | MARKET VALUE (Rs. ' 000 ) | % TO AUM      |
|----------------------------|---|---------------------------|---------------|
| <b>Finance - Bank</b>      | 10.00% HDFC Bank FD Mat 27.04.2007                  | 2,341                     | 0.01%         |
|                            | 11.05% State Bank of Patiala 04.09.2007             | 61,478                    | 0.20%         |
|                            | 11.08% ICICI Bank FD Mat. 10.03.08                  | 54,505                    | 0.18%         |
|                            | 11.10% ICICI Bank FD Mat. 07.03.08                  | 75,978                    | 0.25%         |
|                            | 11.30% UTI Bank FD Mat 13.09.2007                   | 100,000                   | 0.33%         |
|                            | 11.40% Punjab National Bank FD Mat 21.03.2008       | 171,666                   | 0.57%         |
|                            | 11.50% Canara Bank FD Mat 20/06/08                  | 169,389                   | 0.56%         |
|                            | 11.50% Punjab National Bank FD Mat 16.06.2008       | 149,968                   | 0.50%         |
|                            | 8.00% Kotak Mahindra Bank Mat. 30/06/07             | 30,000                    | 0.10%         |
|                            | 8.20% Kotak Mahindra Bank FD Mat 20/07/07           | 45,166                    | 0.15%         |
|                            | 8.25% Federal Bank FD Mat 06/07/07                  | 70,000                    | 0.23%         |
|                            | 8.30% Kotak Mah FD Mat. 08/08/07                    | 31,416                    | 0.10%         |
|                            | 8.50% Saraswat Co-Operative Bank Mat 16/08/07       | 96,133                    | 0.32%         |
|                            | 8.80% ICICI Bank Mat. 02/04/07                      | 200,000                   | 0.66%         |
|                            | 8.80% Yes Bank Mat. 14/06/2007                      | 20,000                    | 0.07%         |
|                            | 9.65% State Bank Of Bikaner & Jaipur Mat 14/05/2007 | 44,000                    | 0.15%         |
|                            | Canara Bank FD Mat 12/6/2008                        | 100,000                   | 0.33%         |
|                            | ICICI Bank FD Mat. 30/07/07                         | 19,995                    | 0.07%         |
|                            | Indian Bank   | 16,741                    | 0.06%         |
|                            | Punjab National Bank                                | 561,364                   | 1.86%         |
| State Bank of India        | 1,025,129   | 3.39%                     |               |
| Yes Bank CD Mat 14/03/2008 | 86,136  | 0.29%                     |               |
| <b>Sub Total (A)</b>       |   | <b>3,131,403</b>          | <b>10.36%</b> |

## ANNEXURE 2a

INDUSTRY - WISE DISCLOSURE OF INVESTMENT  
CONSOLIDATED

OTHERS ( LESS THAN 10% )

2006 - 2007

| Industry Name                            | MARKET VALUE (Rs' 000) | % TO AUM       |
|--|------------------------|----------------|
| Agro Chemicals                           | 476,157                | 1.58%          |
| Air-Conditioning & Refrigeration         | 386,496                | 1.28%          |
| Automobiles - Ancillaries                | 1,177,444              | 3.90%          |
| Automobiles - Commercial Vehicle         | 525,866                | 1.74%          |
| Automobiles - Others                     | 203,568                | 0.67%          |
| Automobiles-4 Wheeler Passenger Vehicles | 729,540                | 2.41%          |
| Capital Goods - Engineering              | 1,428,955              | 4.73%          |
| Capital Goods - Others                   | 1,483,492              | 4.91%          |
| Central Government Loans                 | 2,900,056              | 9.60%          |
| Construction - Cement                    | 192,375                | 0.64%          |
| Construction - Others                    | 683,377                | 2.26%          |
| Consumer - Fast Moving                   | 1,493,286              | 4.94%          |
| Consumer - Food & Beverages              | 526,289                | 1.74%          |
| Diversified - Mega                       | 1,955,571              | 6.47%          |
| Diversified - Others                     | 479,307                | 1.59%          |
| Electronics                              | 624,119                | 2.07%          |
| Finance - FI                             | 1,199,974              | 3.97%          |
| Finance - Housing Finance                | 46,340                 | 0.15%          |
| Finance - NBFC                           | 2,334,362              | 7.72%          |
| Healthcare - Bulk Drugs                  | 1,028,348              | 3.40%          |
| Info Tech - Software                     | 2,778,177              | 9.19%          |
| Media - Others                           | 216,931                | 0.72%          |
| Metals - Others                          | 676,550                | 2.24%          |
| Mutual Funds                             | 834,051                | 2.76%          |
| Oil & Gas - Production                   | 598,946                | 1.98%          |
| Paints and Varnishing                    | 324,489                | 1.07%          |
| Petrochemicals - Refining & Marketing    | 603,325                | 2.00%          |
| Pharmaceuticals & Drugs                  | 418,440                | 1.38%          |
| Shipping                                 | 63,353                 | 0.21%          |
| Telecom - Service Providers              | 26,700                 | 0.09%          |
| Transportation - Roadway                 | 445,646                | 1.47%          |
| Tyres                                    | 30,835                 | 0.10%          |
| Utilities - Power                        | 462                    | 0.00%          |
| Net Current Assets                       | 196,160                | 0.65%          |
| <b>Sub Total (B)</b>                     | <b>27,088,986</b>      | <b>89.64%</b>  |
| <b>TOTAL MARKET VALUE (A+B)</b>          | <b>30,220,389</b>      | <b>100.00%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Individual Life and Group Life ( on or after 29.03.2006)**

MORE THAN 10% : - NIL

OTHERS (LESS THAN 10%)

2006 - 2007

| Industry Name                            | MARKET VALUE (Rs ' 000 ) | % to AUM       |
|--|--------------------------|----------------|
| Agro Chemicals                           | 314,863                  | 1.80%          |
| Air-Conditioning & Refrigeration         | 233,338                  | 1.33%          |
| Automobiles - Ancillaries                | 702,746                  | 4.02%          |
| Automobiles - Commercial Vehicle         | 282,162                  | 1.61%          |
| Automobiles - Others                     | 125,857                  | 0.72%          |
| Automobiles-4 Wheeler Passenger Vehicles | 457,113                  | 2.61%          |
| Capital Goods - Engineering              | 830,880                  | 4.75%          |
| Capital Goods - Others                   | 886,356                  | 5.07%          |
| Central Government Loans                 | 1,493,606                | 8.54%          |
| Construction - Cement                    | 133,104                  | 0.76%          |
| Construction - Others                    | 437,110                  | 2.50%          |
| Consumer - Fast Moving                   | 898,128                  | 5.13%          |
| Consumer - Food & Beverages              | 285,604                  | 1.63%          |
| Diversified - Mega                       | 1,163,901                | 6.65%          |
| Diversified - Others                     | 291,102                  | 1.66%          |
| Electronics                              | 402,586                  | 2.30%          |
| Finance - Bank                           | 1,564,835                | 8.94%          |
| Finance - FI                             | 665,974                  | 3.81%          |
| Finance - Housing Finance                | 46,340                   | 0.26%          |
| Finance - NBFC                           | 1,250,009                | 7.15%          |
| Healthcare - Bulk Drugs                  | 605,071                  | 3.46%          |
| Info Tech - Software                     | 1,735,800                | 9.92%          |
| Media - Others                           | 120,117                  | 0.69%          |
| Metals - Others                          | 425,182                  | 2.43%          |
| Mutual Funds                             | 508,616                  | 2.91%          |
| Oil & Gas - Production                   | 388,497                  | 2.22%          |
| Paints and Varnishing                    | 209,460                  | 1.20%          |
| Petrochemicals - Refining & Marketing    | 339,917                  | 1.94%          |
| Pharmaceuticals & Drugs                  | 273,313                  | 1.56%          |
| Shipping                                 | 24,365                   | 0.14%          |
| Telecom - Service Providers              | 16,282                   | 0.09%          |
| Transportation - Roadway                 | 262,020                  | 1.50%          |
| Tyres                                    | 27,499                   | 0.16%          |
| Utilities - Power                        | 148                      | 0.00%          |
| <b>Net Current Assets</b>                | 92,252                   | 0.53%          |
| <b>TOTAL MARKET VALUE</b>                | <b>17,494,152</b>        | <b>100.00%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Individual Pension, Group Pension and Group DB Pension ( on or after 29.03.2006)**

MORE THAN 10%

2006 - 2007

| Industry Name              | Script Name                                     | MARKET VALUE (Rs' 000 ) | % to AUM      |
|----------------------------|---|-------------------------|---------------|
| <b>Finance - Bank</b>      | 11.05% State Bank of Patiala 04/09/2007         | 33,153                  | 0.31%         |
|                            | 11.08% ICICI Bank FD Mat. 10/03/2008            | 37,777                  | 0.35%         |
|                            | 11.10% ICICI Bank FD Mat. 07/03/2008            | 13,403                  | 0.12%         |
|                            | 11.30% UTI Bank FD Mat 13/09/2007               | 19,972                  | 0.18%         |
|                            | 11.40% Punjab National Bank FD Mat 21/03/2008   | 80,625                  | 0.74%         |
|                            | 11.50% Canara Bank FD Mat 20/06/2008            | 90,859                  | 0.84%         |
|                            | 11.50% Punjab National Bank FD Mat 16/06/2008   | 44,972                  | 0.41%         |
|                            | 8.00% Kotak Mahindra Bank Mat. 30/06/2007       | 2,217                   | 0.02%         |
|                            | 8.20% Kotak Mahindra Bank FD Mat 20/07/2007     | 18,450                  | 0.17%         |
|                            | 8.30% Kotak Mahindra Bank FD Mat. 08/08/2007    | 1,354                   | 0.01%         |
|                            | 8.50% Saraswat Co-Operative Bank Mat 16/08/2007 | 19,581                  | 0.18%         |
|                            | 8.80% ICICI Bank Mat. 02/04/2007                | 37,801                  | 0.35%         |
|                            | Canara Bank FD Mat 12/06/2008                   | 20,628                  | 0.19%         |
|                            | Indian Bank                                     | 6,374                   | 0.06%         |
|                            | Punjab National Bank                            | 242,217                 | 2.23%         |
|                            | State Bank of India                             | 404,902                 | 3.73%         |
| Yes Bank CD Mat 14/03/2008 | 52,985  | 0.49%                   |               |
| <b>Sub Total (A)</b>       |   | <b>1,127,269</b>        | <b>10.38%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Individual Pension, Group Pension and Group DB Pension ( on or after 29.03.2006)**

**OTHERS ( LESS THAN 10% )****2006 - 2007**

| Industry Name                            | MARKET VALUE (Rs ' 000 ) | % to AUM       |
|--|--------------------------|----------------|
| Agro Chemicals                           | 154,938                  | 1.43%          |
| Air-Conditioning & Refrigeration         | 137,287                  | 1.26%          |
| Automobiles - Ancillaries                | 436,429                  | 4.02%          |
| Automobiles - Commercial Vehicle         | 238,035                  | 2.19%          |
| Automobiles - Others                     | 77,695                   | 0.72%          |
| Automobiles-4 Wheeler Passenger Vehicles | 264,863                  | 2.44%          |
| Capital Goods - Engineering              | 554,515                  | 5.10%          |
| Capital Goods - Others                   | 571,853                  | 5.26%          |
| Central Government Loans                 | 978,802                  | 9.01%          |
| Construction - Cement                    | 49,178                   | 0.45%          |
| Construction - Others                    | 188,320                  | 1.73%          |
| Consumer - Fast Moving                   | 557,650                  | 5.13%          |
| Consumer - Food & Beverages              | 229,551                  | 2.11%          |
| Diversified - Mega                       | 735,293                  | 6.77%          |
| Diversified - Others                     | 185,311                  | 1.71%          |
| Electronics                              | 203,100                  | 1.87%          |
| Finance - FI                             | 364,245                  | 3.35%          |
| Finance - NBFC                           | 811,892                  | 7.47%          |
| Healthcare - Bulk Drugs                  | 416,171                  | 3.83%          |
| Info Tech - Software                     | 984,215                  | 9.06%          |
| Media - Others                           | 96,814                   | 0.89%          |
| Metals - Others                          | 226,340                  | 2.08%          |
| Mutual Funds                             | 325,434                  | 3.00%          |
| Oil & Gas - Production                   | 196,809                  | 1.81%          |
| Paints and Varnishing                    | 104,848                  | 0.97%          |
| Petrochemicals - Refining & Marketing    | 259,717                  | 2.39%          |
| Pharmaceuticals & Drugs                  | 130,402                  | 1.20%          |
| Shipping                                 | 37,833                   | 0.35%          |
| Telecom - Service Providers              | 10,418                   | 0.10%          |
| Transportation - Roadway                 | 170,559                  | 1.57%          |
| Tyres                                    | 3,336                    | 0.03%          |
| Utilities - Power                        | 148                      | 0.00%          |
| Net Current Assets                       | 35,543                   | 0.33%          |
| <b>Sub Total (B)</b>                     | <b>9,737,547</b>         | <b>89.62%</b>  |
| <b>TOTAL MARKET VALUE (A+B)</b>          | <b>10,864,816</b>        | <b>100.00%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group Life (Upto 28.03.2006)**

MORE THAN 10%

2006 - 2007

| Industry Name                   | Script Name  | MARKET VALUE (Rs ' 000 ) | % to AUM      |
|---------------------------------|--|--------------------------|---------------|
| <b>Central Government Loans</b> | 10.71% GOI 19/04/2016                              | 12,318                   | 0.85%         |
|                                 | 11.03% GOI 18/07/2012                              | 1,122                    | 0.08%         |
|                                 | 11.30% GOI 28/07/2010                              | 3,826                    | 0.26%         |
|                                 | 11.50% GOI 24/11/2011                              | 264                      | 0.02%         |
|                                 | 182 Days T-Bill Mat 20 /04/2007                    | 8,612                    | 0.60%         |
|                                 | 364 Day T-Bill Mat Dt 21/12/2007                   | 40,689                   | 2.81%         |
|                                 | 364 Day T-Bill Mat Dt 31/08/2007                   | 20                       | 0.00%         |
|                                 | 364 Days T-Bill Mat 20/ 07/2007                    | 12,032                   | 0.83%         |
|                                 | 364 Days T-Bill GOI Mat 26/10/ 2007                | 36,971                   | 2.55%         |
|                                 | 364 Days T-Bill Mat. 14/09/07                      | 3,694                    | 0.26%         |
|                                 | 7.39% GOI 10/09/2013 (Floater)                     | 19,347                   | 1.34%         |
|                                 | 7.40% GOI 03/05/2012                               | 88,764                   | 6.13%         |
|                                 | 7.44% Oil Bonds Mat 23/03/2012                     | 66,184                   | 4.57%         |
|                                 | 7.55%GOI Mat 14/05/2010                            | 18,336                   | 1.27%         |
|                                 | 9.39% GOI Mat 02/07/2011                           | 45,593                   | 3.15%         |
| <b>Total</b>                    |  | <b>357,773</b>           | <b>24.72%</b> |
| <b>Finance - Bank</b>           | 11.05% State Bank of Patiala 04/09/2007            | 12,779                   | 0.88%         |
|                                 | 11.10% ICICI Bank FD Mat. 07/03/2008               | 8,014                    | 0.55%         |
|                                 | 11.40% Punjab National Bank FD Mat 21/03/2008      | 25,068                   | 1.73%         |
|                                 | 11.50% Canara Bank FD Mat 20/06/2008               | 24,963                   | 1.72%         |
|                                 | 8.00% Kotak Mahindra Bank Mat. 30/06/2007          | 22,400                   | 1.55%         |
|                                 | 8.20% Kotak Mah Bank FD Mat 20/07/2007             | 2,040                    | 0.14%         |
|                                 | 8.25% Federal Bank FD Mat 06/07/2007               | 37,240                   | 2.57%         |
|                                 | 8.50% Saraswat Co-Operative Bank Mat 16/08/07      | 29,931                   | 2.07%         |
|                                 | 8.80% ICICI Bank Mat. 02/04/2007                   | 57,363                   | 3.96%         |
|                                 | 8.80% Yes Bank Mat. 14/06/2007                     | 20,000                   | 1.38%         |
|                                 | 9.65% State Bank Of Bikner & Jaipur Mat 14/05/2007 | 40,562                   | 2.80%         |
|                                 | Canara Bank FD Mat 12 / 06/ 2008                   | 7,743                    | 0.53%         |
|                                 | Punjab National Bank                               | 911                      | 0.06%         |
|                                 | State Bank of India                                | 25,385                   | 1.75%         |
|                                 | Yes Bank Cd Mat 14/03/2008                         | 4,875                    | 0.34%         |
| <b>Total</b>                    |  | <b>319,276</b>           | <b>22.06%</b> |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group Life (Upto 28.03.2006)**

MORE THAN 10%

2006 - 2007

| Industry Name         | Script Name   | MARKET VALUE (Rs' 000 ) | % to AUM       |
|-----------------------|---|-------------------------|----------------|
| <b>Finance - NBFC</b> | 10.75% DSP Merrill Lynch NCD Mat 07/05/2007         | 6,000                   | 0.41%          |
|                       | 12.00% Cholamandalm Subordinate Debt Mat 05/06/2012 | 6,000                   | 0.41%          |
|                       | 8.23% Citicorp Maruti Finance Limited.              | 52,474                  | 3.63%          |
|                       | 8.35% Sundaram Finance Limited.                     | 51,947                  | 3.59%          |
|                       | 8.40% Mahindra Finance Limited 05/06/2008           | 15,842                  | 1.09%          |
|                       | 8.47% DSP Merrill Lynch NCD Mat. 28/09/2008         | 9,758                   | 0.67%          |
|                       | 8.50% DSP Merrill Lynch NCD Mat 02/05/2008          | 8,836                   | 0.61%          |
|                       | 8.60% Citi Corporation India NCD Mat 24/07/2008     | 6,867                   | 0.47%          |
|                       | 8.60% Mahindra Finance Limited 18/05/2009           | 4,433                   | 0.31%          |
|                       | 8.60% Sundram Finance NCD 30/06/2009                | 11,620                  | 0.80%          |
|                       | 8.65% Kotak Mahindra Prime Limited                  | 5,381                   | 0.37%          |
|                       | 8.70% Citi Finance NCD Mat 16/07/2008               | 11,781                  | 0.81%          |
|                       | 8.25% Citi Finance Limited NCD 02/06/2009           | 6,843                   | 0.47%          |
|                       | 8.60% Citi Finance Limited NCD Mat 02/06/2009       | 8,724                   | 0.60%          |
|                       | <b>Total</b>  |                         | <b>206,507</b> |
| <b>Sub Total (A)</b>  |   | <b>883,555</b>          | <b>61.05%</b>  |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group Life (Upto 28.03.2006)**

**OTHERS ( LESS THAN 10% )****2006 - 2007**

| Industry Name                            | MARKET VALUE (Rs ' 000 ) | % TO AUM       |
|--|--------------------------|----------------|
| Agro Chemicals                           | 1,935                    | 0.13%          |
| Air-Conditioning & Refrigeration         | 14,249                   | 0.98%          |
| Automobiles - Ancillaries                | 29,636                   | 2.05%          |
| Automobiles - Commercial Vehicle         | 4,910                    | 0.34%          |
| Automobiles-4 Wheeler Passenger Vehicles | 5,055                    | 0.35%          |
| Capital Goods - Engineering              | 36,682                   | 2.53%          |
| Capital Goods - Others                   | 19,704                   | 1.36%          |
| Construction - Cement                    | 8,302                    | 0.57%          |
| Construction - Others                    | 46,794                   | 3.23%          |
| Consumer - Fast Moving                   | 31,708                   | 2.19%          |
| Consumer - Food & Beverages              | 7,886                    | 0.54%          |
| Diversified - Mega                       | 31,764                   | 2.19%          |
| Diversified - Others                     | 385                      | 0.03%          |
| Electronics                              | 16,099                   | 1.11%          |
| Finance - FI                             | 134,513                  | 9.29%          |
| Healthcare - Bulk Drugs                  | 5,306                    | 0.37%          |
| Info Tech - Software                     | 49,726                   | 3.44%          |
| Metals - Others                          | 23,490                   | 1.62%          |
| Oil & Gas - Production                   | 12,964                   | 0.90%          |
| Paints and Varnishing                    | 8,164                    | 0.56%          |
| Petrochemicals - Refining & Marketing    | 2,126                    | 0.15%          |
| Pharmaceuticals & Drugs                  | 12,465                   | 0.86%          |
| Shipping                                 | 1,086                    | 0.08%          |
| Transportation - Roadway                 | 11,086                   | 0.77%          |
| Utilities - Power                        | 166                      | 0.01%          |
| Net Current Assets                       | 47,593                   | 3.29%          |
| <b>Sub Total (B)</b>                     | <b>563,795</b>           | <b>38.95%</b>  |
| <b>TOTAL MARKET VALUE (A+B)</b>          | <b>1,447,350</b>         | <b>100.00%</b> |



## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group DB Pension ( Upto 28.03.2006)**

MORE THAN 10%

2006 - 2007

| Industry Name                   | Script Name  | MARKET VALUE (Rs ' 000) | % to AUM       |
|---------------------------------|--|-------------------------|----------------|
| <b>Central Government Loans</b> | 10.71% GOI 19/04/2016                                | 21                      | 0.01%          |
|                                 | 11.03% GOI 18/07/2012                                | 11                      | 0.00%          |
|                                 | 11.40% GOI Mat 31/08/2008                            | 731                     | 0.18%          |
|                                 | 364 Days T-Bill Mat 09/11/2007                       | 1,593                   | 0.38%          |
|                                 | 364 Days T-Bill Mat 21/12/2007                       | 4,212                   | 1.02%          |
|                                 | 364 Days T-Bill GOI MD 26/10/2007                    | 8,954                   | 2.16%          |
|                                 | 364 Days T-Bill Mat. 14/09/07                        | 3,789                   | 0.92%          |
|                                 | 7.40% GOI 03/05/2012                                 | 4,350                   | 1.05%          |
|                                 | 7.44% Oil Bonds Mat 23/03/2012                       | 21,741                  | 5.25%          |
|                                 | 7.55% GOI Mat 14/05/2010                             | 1,973                   | 0.48%          |
|                                 | 91 Days T- Bill Mat 19/05/2007                       | 22,500                  | 5.43%          |
| <b>Total</b>                    |  | <b>69,874</b>           | <b>16.87%</b>  |
| <b>Finance - Bank</b>           | 11.05% State Bank of Patiala 04/09/2007              | 3,570                   | 0.86%          |
|                                 | 11.10% ICICI Bank FD Mat. 07/03/2008                 | 7,947                   | 1.92%          |
|                                 | 11.30% UTI Bank FD Mat 13/09/2007                    | 7,961                   | 1.92%          |
|                                 | 11.40% Punjab National Bank FD Mat 21/03/2008        | 13,841                  | 3.34%          |
|                                 | 11.50% Canara Bank FD Mat 20/06/2008                 | 13,873                  | 3.35%          |
|                                 | 11.50% Punjab National Bank FD Mat 16/06/2008        | 5,000                   | 1.21%          |
|                                 | 8.20% Kotak Mahindra Bank FD Mat 20/07/2007          | 8,147                   | 1.97%          |
|                                 | 8.50% Saraswat Co-Operative Bank Mat 16/08/2007      | 11,841                  | 2.86%          |
|                                 | 8.80% ICICI Bank Mat. 02/04/2007                     | 29,798                  | 7.20%          |
|                                 | 9.65% Stae Bank of Bikaner and Jaipur Mat 14/05/2007 | 126                     | 0.03%          |
|                                 | Canara Bank FD Mat 12/06/ 2008                       | 939                     | 0.23%          |
|                                 | Punjab National Bank                                 | 2,147                   | 0.52%          |
|                                 | State Bank of India                                  | 4,882                   | 1.18%          |
|                                 | Yes Bank CD Mat 14/03/2008                           | 9,953                   | 2.40%          |
|                                 | <b>Total</b>   |                         | <b>120,023</b> |
| <b>Finance - NBFC</b>           | 8.23% Citicorp Maruti Finance Limited.               | 3,870                   | 0.93%          |
|                                 | 8.35% Sundaram Finance Limited.                      | 3,831                   | 0.93%          |
|                                 | 8.40% Mahindra Finance Limited 05/06/2008            | 8,036                   | 1.94%          |
|                                 | 8.47% DSP Merrill Lynch NCD Mat. 28/09/2008          | 25,370                  | 6.13%          |
|                                 | 8.50% DSP Merrill Lynch NCD Mat 02/05/2008           | 10,800                  | 2.61%          |
|                                 | 8.60% Citi Corporation India NCD Mat 24/07/2008      | 5,886                   | 1.42%          |
|                                 | 8.60% Mahindra Finance Limited 18/05/09              | 7,672                   | 1.85%          |
|                                 | 8.65% Kotak Mahindra Prime Limited                   | 488                     | 0.12%          |
| <b>Total</b>                    |  | <b>65,954</b>           | <b>15.93%</b>  |
| <b>Sub Total (A)</b>            |  | <b>255,851</b>          | <b>61.79%</b>  |

## ANNEXURE 2a

**INDUSTRY - WISE DISCLOSURE OF INVESTMENT**  
**Group DB Pension ( Upto 28.03.2006)**

**OTHERS ( LESS THAN 10%)****2006 - 2007**

| Industry Name                            | MARKET VALUE (Rs' 000) | % to AUM       |
|--|------------------------|----------------|
| Air-Conditioning & Refrigeration         | 1,623                  | 0.39%          |
| Automobiles - Ancillaries                | 8,632                  | 2.08%          |
| Automobiles - Commercial Vehicle         | 759                    | 0.18%          |
| Automobiles - Others                     | 16                     | 0.00%          |
| Automobiles-4 Wheeler Passenger Vehicles | 2,509                  | 0.61%          |
| Capital Goods - Engineering              | 6,878                  | 1.66%          |
| Capital Goods - Others                   | 5,580                  | 1.35%          |
| Construction - Cement                    | 1,792                  | 0.43%          |
| Construction - Others                    | 11,152                 | 2.69%          |
| Consumer - Fast Moving                   | 5,799                  | 1.40%          |
| Consumer - Food & Beverages              | 3,248                  | 0.78%          |
| Diversified - Mega                       | 24,614                 | 5.94%          |
| Diversified - Others                     | 2,508                  | 0.61%          |
| Electronics                              | 2,334                  | 0.56%          |
| Finance - FI                             | 35,243                 | 8.51%          |
| Healthcare - Bulk Drugs                  | 1,800                  | 0.43%          |
| Info Tech - Software                     | 8,436                  | 2.04%          |
| Metals - Others                          | 1,538                  | 0.37%          |
| Agro Chemicals                           | 4,421                  | 1.07%          |
| Oil & Gas - Production                   | 675                    | 0.16%          |
| Paints and Varnishing                    | 2,017                  | 0.49%          |
| Petrochemicals - Refining & Marketing    | 1,565                  | 0.38%          |
| Pharmaceuticals & Drugs                  | 2,260                  | 0.55%          |
| Shipping                                 | 68                     | 0.02%          |
| Transportation - Roadway                 | 1,981                  | 0.48%          |
| Net Current Assets                       | 20,772                 | 5.02%          |
| <b>Sub Total (B)</b>                     | <b>158,220</b>         | <b>38.21%</b>  |
| <b>TOTAL MARKET VALUE (A+B)</b>          | <b>414,071</b>         | <b>100.00%</b> |

**BALANCE SHEET ABSTRACT AND COMPANY'S GENERAL BUSINESS PROFILE**

(Submitted in terms of Part IV of Schedule VI to the Companies Act, 1956)

**I Registration Details**Registration No. 

|  |   |   |   |   |   |   |
|--|---|---|---|---|---|---|
|  | 1 | 2 | 8 | 2 | 4 | 5 |
|--|---|---|---|---|---|---|

State Code 

|   |   |
|---|---|
| 1 | 1 |
|---|---|

Balance Sheet Date 

|   |   |
|---|---|
| 3 | 1 |
|---|---|

|   |
|---|
| 3 |
|---|

|   |   |   |   |
|---|---|---|---|
| 2 | 0 | 0 | 8 |
|---|---|---|---|

**II Capital Raised during the year (Amount in Rs. '000)**

Public Issue

|  |  |  |  |  |  |   |   |   |
|--|--|--|--|--|--|---|---|---|
|  |  |  |  |  |  | N | I | L |
|--|--|--|--|--|--|---|---|---|

Rights Issue

|  |  |  |  |  |  |   |   |   |
|--|--|--|--|--|--|---|---|---|
|  |  |  |  |  |  | N | I | L |
|--|--|--|--|--|--|---|---|---|

Bonus Issue

|  |  |  |  |  |  |   |   |   |
|--|--|--|--|--|--|---|---|---|
|  |  |  |  |  |  | N | I | L |
|--|--|--|--|--|--|---|---|---|

Private Placement

|  |  |   |   |   |   |   |   |   |
|--|--|---|---|---|---|---|---|---|
|  |  | 4 | 6 | 9 | 7 | 3 | 9 | 1 |
|--|--|---|---|---|---|---|---|---|

**III Position of Mobilisation and Deployment of Funds (Amount in Rs. '000)**

Total Liabilities

|  |   |   |   |   |   |   |   |   |
|--|---|---|---|---|---|---|---|---|
|  | 9 | 7 | 5 | 2 | 2 | 1 | 5 | 9 |
|--|---|---|---|---|---|---|---|---|

Total Assets

|  |   |   |   |   |   |   |   |   |
|--|---|---|---|---|---|---|---|---|
|  | 9 | 7 | 5 | 2 | 2 | 1 | 5 | 9 |
|--|---|---|---|---|---|---|---|---|

**SOURCES OF FUNDS**

Paid-up Capital

|  |   |   |   |   |   |   |   |   |
|--|---|---|---|---|---|---|---|---|
|  | 1 | 2 | 7 | 1 | 0 | 0 | 0 | 0 |
|--|---|---|---|---|---|---|---|---|

Reserves and Surplus

|  |  |  |   |   |   |   |   |   |
|--|--|--|---|---|---|---|---|---|
|  |  |  | 5 | 5 | 2 | 8 | 9 | 2 |
|--|--|--|---|---|---|---|---|---|

Secured Loans

|  |  |  |  |  |  |   |   |   |
|--|--|--|--|--|--|---|---|---|
|  |  |  |  |  |  | N | I | L |
|--|--|--|--|--|--|---|---|---|

Unsecured Loans

|  |  |  |  |  |  |   |   |   |
|--|--|--|--|--|--|---|---|---|
|  |  |  |  |  |  | N | I | L |
|--|--|--|--|--|--|---|---|---|

**APPLICATION OF FUNDS**

Net Fixed Assets

|  |  |   |   |   |   |   |   |   |
|--|--|---|---|---|---|---|---|---|
|  |  | 1 | 3 | 3 | 1 | 8 | 0 | 0 |
|--|--|---|---|---|---|---|---|---|

Investments

|  |  |   |   |   |   |   |   |   |   |
|--|--|---|---|---|---|---|---|---|---|
|  |  | 8 | 6 | 9 | 6 | 3 | 6 | 9 | 1 |
|--|--|---|---|---|---|---|---|---|---|

Net Current Assets

|  |  |   |   |   |   |   |   |   |
|--|--|---|---|---|---|---|---|---|
|  |  | 2 | 3 | 2 | 4 | 5 | 5 | 9 |
|--|--|---|---|---|---|---|---|---|

Accumulated Losses

|  |  |   |   |   |   |   |   |   |
|--|--|---|---|---|---|---|---|---|
|  |  | 6 | 8 | 8 | 3 | 4 | 9 | 1 |
|--|--|---|---|---|---|---|---|---|

Miscellaneous Expenditure

|  |  |  |  |  |  |   |   |   |
|--|--|--|--|--|--|---|---|---|
|  |  |  |  |  |  | N | I | L |
|--|--|--|--|--|--|---|---|---|

**IV Performance of the Company (Amount in Rs. '000)**

Total Income

|  |   |   |   |   |   |   |   |   |
|--|---|---|---|---|---|---|---|---|
|  | 5 | 4 | 3 | 9 | 8 | 4 | 9 | 6 |
|--|---|---|---|---|---|---|---|---|

Total Expenditure

|  |   |   |   |   |   |   |   |   |
|--|---|---|---|---|---|---|---|---|
|  | 5 | 6 | 8 | 3 | 3 | 5 | 9 | 0 |
|--|---|---|---|---|---|---|---|---|

Profit/Loss Before Tax

|  |   |   |   |   |   |   |   |   |
|--|---|---|---|---|---|---|---|---|
|  | - | 2 | 4 | 3 | 5 | 0 | 9 | 4 |
|--|---|---|---|---|---|---|---|---|

Profit/Loss After Tax

|  |   |   |   |   |   |   |   |   |
|--|---|---|---|---|---|---|---|---|
|  | - | 2 | 4 | 3 | 5 | 0 | 9 | 4 |
|--|---|---|---|---|---|---|---|---|

Earnings Per Share (in Rs.)

|  |  |  |   |   |   |   |   |
|--|--|--|---|---|---|---|---|
|  |  |  | - | 2 | . | 4 | 2 |
|--|--|--|---|---|---|---|---|

Dividend %

|  |  |  |  |  |  |   |   |   |
|--|--|--|--|--|--|---|---|---|
|  |  |  |  |  |  | N | I | L |
|--|--|--|--|--|--|---|---|---|

**V Generic Names of Three Principal Services of the Company (as per Monetary terms)**Item Code No. (ITC Code) 

|   |   |   |
|---|---|---|
| N | I | L |
|---|---|---|

Product Description 

|   |   |   |   |  |   |   |   |   |   |   |   |   |   |  |  |  |  |
|---|---|---|---|--|---|---|---|---|---|---|---|---|---|--|--|--|--|
| L | I | F | E |  | I | N | S | U | R | A | N | C | E |  |  |  |  |
|---|---|---|---|--|---|---|---|---|---|---|---|---|---|--|--|--|--|