

FOCUS. COMMITMENT.

**GROWTH.**

ANNUAL REPORT 2016-17





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# EXPLORING NEWER OPPORTUNITIES, BUILDING STRONGER RELATIONSHIPS



## DIRECTORS' REPORT – FUTURE GENERALI INDIA LIFE INSURANCE COMPANY LIMITED (2016-2017)

Dear **Shareholders**,

Your Directors are pleased to present the Eleventh Annual Report of Future Generali India Life Insurance Company Limited along with the audited statement of the accounts for the year ended March 31, 2017.

### KEY FINANCIAL PARAMETERS

The summarized financial results of your Company for the Financial Year ended March 31, 2017, are as under:

(₹ in 000)		
Particulars of Policyholders' Fund	Financial Year ended March 31, 2017	Financial Year ended March 31, 2016
<b>New Business Premium written</b>		
Individual	18,56,722	12,80,643
Group	21,42,014	12,75,231
Renewal Premium	33,99,735	33,69,118
<b>Total</b>	<b>73,98,472</b>	<b>59,24,992</b>
Income from Investment	28,76,145	15,91,802
Claims during the Year (Net)	40,26,142	42,48,752
Contribution to Policyholders A/c	10,66,442	6,46,824
<b>Profit/Loss After Tax</b>	<b>(8,70,137)</b>	<b>(3,56,821)</b>

## BUSINESS REVIEW

### A) Company Performance

Your Directors wish to inform you that during the year under review, your Company has written a gross premium of ₹7,398.47 million against ₹5,925 million in the previous year, registering a growth of 24.87% over the previous year.

### B) Future Outlook

The life insurance industry, which has seen some tough times during the last few years, is expected to grow 10-15 per cent in the coming years. A stable government and clear indications of expediting reforms have laid the foundation for India to regain the growth momentum, and the insurance industry is expected to benefit from the same and provide social security, employment as well as the means to deepen financial markets in India. In the current phase of development, we see significant thrust around consumer awareness, advocacy, and trust. This augurs well for the industry as we will see innovative products, innovation in distribution, digitizing and simplification of processes. Technology will play a vital role in enabling value not only for customers but

also for distributors and employees. The shift in favor of profitable growth as against only growth is already happening in the industry and that, we believe, will be a great outcome to expect.

Your Company is taking steps to increase our agency footprint, working on multiple direct models primarily with 'Big Bazaar' to grow its mall assurance channel, significantly growing its corporate business, entering new lines of business with online and credit life business and building good quality third-party distribution. The Company is also seeing lots of green shoots in the quality of its business with significantly improving persistency and increasing productivity across channels.

## DIVIDEND

In view of loss incurred during the year under review, your Directors do not recommend any dividend during the year under review.

## TRANSFER TO GENERAL RESERVE

The Company has not transferred any amount to the general reserve for the financial year under review.

## BONUS TO POLICYHOLDERS

During the year under review bonus sustainability was performed by projecting the Asset shares at maturity of the contract. The Asset Share at valuation date (February 28, 2017) is also compared with the Reserves at an aggregate level to ensure that reserves are close to the Asset Share.

The Directors wish to inform you that the policyholder IRR was computed using bonus rates declared till date and keeping the future bonus rates the same as the current bonus rate. If the IRR was found to be within reasonable ranges against illustrated at the time of sale in the benefit illustration, the bonus rates were assumed to be reasonable and sustainable.

## COMPANY SYSTEMS

### A) IRDAI Registration

The Certificate of Registration granted by the Insurance Regulatory and Development Authority of India to enable the Company to transact life insurance business continues to stand valid as at March 31, 2017. The Certificate of Registration renewed in 2014, shall continue to be in force subject to the provision of Section 3A of the Insurance Laws (Amendment) Act 2015 read with Section 3 of the Insurance Act, 1938.

## B) Products Launched

In order to have a balanced portfolio mix, your Company has filed several products as per the new product guidelines catering to both the Corporate and Retail segments to widen the products bouquet. Further, your Company is working on various innovative product offerings, keeping in mind the customer's requirements and to target niche segments. The list of products launched during the financial year is as follows:

Sr. No.	Plan / Rider	Category	Date of Launch	UINs
1	Future Generali Loan Suraksha	Group	April 22, 2016	133N053V02
2	Future Generali Easy Invest Online Plan	Individual	May 04, 2016	133L061V01
3	Future Generali Cancer Protect Plan	Individual	October 19, 2016	133N063V01
4	Future Generali Flexi Online Term Plan	Individual	March 08, 2017	133N058V02
5	Future Generali Accidental Benefit Rider	Individual Rider	March 08, 2017	133B027V01
6	Future Generali Big Income Multiplier	Individual	March 10, 2017	133N064V01

Future Generali New Assure Plus was filed with IRDAI on December 10, 2016.

## C) Claims

Claims activity in an insurance life cycle is rightly perceived to be the 'end of the spectrum' activity, which your Company believes is the 'moment of truth', wherein your Company delivers the promise made to its customers at the time they bought our policies.

The claims settlement ratio stands at 89.88%. Claims settlement TAT for the year is 22.31 days, as compared to 39 days in the previous year. Your Company ended the year with one claim aging for more than 180 days out of initial period.

Your Company has implemented new Claims System in this financial year to achieve excellence in service to the customers. The new system enables automated claim communications, instant claims acknowledgment and SMS communication with claimants at every step.

### Details on the number of claims intimated disposed off and pending with details of duration:

Particulars	Individual	Group
Opening as on April 1, 2016	17	12,428
Intimated during the year	1,465	405
Disposed of during the year	1,465	12,758
Pending as on March 31, 2017	17	75

Your Company during the period under review settled the claims from Share Micro Finance which were outstanding due to litigation. This has resulted in significant reduction in pending group claims.

## D) Branch Office Network

In accordance with the business objective of steady and focused growth as well as the Business Plan for the year 2016-17, your Company with a prudent business approach continuously monitors the performance of its various Branch locations.

Your Company has a physical presence in 75 locations as on March 31, 2017 vis-à-vis 82 locations as on March 31, 2016. Your Company had received an approval from the Authority for opening of 11 new places of business.

Your Company during the year under review has opened two new place of business in Kolkata-Garihat and Ghatkopar and closed 9 non-productive branches.

## E) Capital Structure

The Authorised Share Capital of your Company stands at ₹20,000 million.

Your Company during the year under review made a capital call of ₹55.50 crore in two tranches by way of right issue as per details below:

Sr. No.	Date of Allotment	Number of shares allotted	Amount
1	August 30, 2016	2,99,41,416	29,94,14,160
2	December 31, 2016	2,55,08,850	25,50,88,500
	<b>Total</b>	<b>5,54,50,266</b>	<b>55,45,02,660</b>

The Capital Structure as at March 31, 2017 is as follows:

No. of Shares Issued	150,74,50,266
Face Value	₹10/- per share
Paid-up Capital	₹1,507.45 crore

## F) Solvency Ratio

Your Company has been continuously monitoring its solvency margins, in keeping with the requirements of IRDAI (Assets, Liabilities and Solvency Margin of Insurers) Regulations, 2016; and has ensured at all times that the solvency ratio of your Company is above the minimum solvency margin prescribed by the IRDAI, which is 150%. The solvency ratio as on March 31, 2017 has been 161%.

### Actual Solvency Margin details vis-a-vis the required margin:

Particulars	In million
Admissible Fixed Assets	168
Other Assets <sup>#</sup>	29,211
Total Assets	32,762
Liabilities <sup>*</sup>	27,060
Available Solvency Margin	2,003
Minimum Solvency Margin	1,247
Solvency Margin Ratio	161%

<sup>#</sup>Other assets shown are net of current liabilities

<sup>\*</sup>Policyholders' liabilities

## G) Human Capital

Employee connect was measured through employee satisfaction surveys and action plans were drawn and implemented. Several employee engagement initiatives have been drawn up like the **CEO and HOD Awards, Ideas for success (suggestion box) and Long Service Awards**.

The HR agenda for 2016-17 was to partner with business for growth, build a team by infusing talent from outside and capability development within the organization.

### 1. Talent Acquisition

The company focussed on building the team at multiple levels. Various sourcing channels were explored and innovative methods of hiring were introduced. Multiple large scale hiring initiatives were undertaken for the sales channel to build front line sales teams. Simultaneously, the company continued to assess internal talent and positioned them in managerial roles.

### 2. Performance Management

The performance management system and philosophy of the organization was strengthened with renewed focus on meritocracy, fairness and transparency. The performance management system was branded as P3 – Plan, Perform and Progress. The company introduced mid-year feedback, calibration, leadership reviews and such practices to ensure transparency and generate ownership of goals across all levels. The annual performance management cycle for 616 employees was completed on time on April 10, 2017. Your Company introduced the Long Term Incentive Plan for select leaders.

### 3. Organization Development & Talent Management

The objective was to build and implement a framework for capability enhancement for different segments of employee groups. The Company has started the implementation of a training and development architecture integrated with organization's strategic goals. Talent profiling and talent reviews were conducted for middle and senior level employees. A focused intervention for CEO-2 levels was rolled out to build strategic thinking and business acumen competencies. The Company will continue to assess capabilities and develop competencies for multiple levels and critical roles.

### 4. Employee Engagement

The Company reinforced the employee engagement framework with focus on creating awareness on values, building multiple rewards & recognition platforms and implementing initiatives to garner joy at the workplace. Various initiatives were implemented to build a culture of appreciation, collaboration, enabling employees to ideate, express, excel and share their learnings and joys. A Company wide sales recognition program was launched to applaud superlative performance and outstanding achievers through a quarterly and annual recognition platform and instill a culture of consistent and profitable growth. The Vijeta Awards platform was strengthened – in the year more than 200 people were recognized and awarded in the HoD and CEO categories. Vijeta is a platform to recognize team and individual excellence towards making a difference in customer / operation / people processes and initiatives.

## H) Reinsurance

The Reinsurance arrangement of your Company has been tailored in accordance with the Insurance Regulatory and Development Authority (Life Insurance – Reinsurance) Regulations, 2013 to cater

to the business plans, reinsurance needs and risk philosophy.

### I) Investments

Investments by insurance companies are governed under Insurance Regulatory and Development Authority (Investment) Regulations, 2000, as amended from time to time. Your Company has complied with all the applicable requirements under the said Regulations during the year under review.

The total investments as on March 31, 2017 of Shareholders is ₹2,119.13 million, for Non-ULIP Policyholders is ₹19,812.88 million and for ULIP Policyholders is ₹6,983.10 million aggregating to ₹28,915.11 million.

As per the IRDAI Circular Ref. IRDA/INV/CIR/008/2008-09 dated August 22, 2008 on IRDA (Investment) (Fourth Amendment) Regulation, 2008, your Company has appointed M/s Maheshwari & Co, Chartered Accountants to carry out the Concurrent Audit of the Investment function of your Company for Financial Year 2016-17.

### J) Rural and Social Business

Your Company has fulfilled its rural and social sector obligations for the year under review. As against the minimum requirement of 19% of total policies written direct in that year in its Ninth year of operations, from the rural sector, your Company has issued more than 8,632 policies in rural areas constituting over 19% of total policy issuances, which testifies your Company's approach towards life insurance inclusion.

Additionally, in the social sector, your Company also covered 17,870 lives i.e 5.51% of the summation of total number of lives covered and total number of policies issued in the previous year, falling within the norm of 'social sector' business as against the regulatory requirement of 4.50% of the total number of lives covered and total number of policies issued in the previous year.

### K) Implementation of IND AS

The Company has taken steps to implement IND AS in an orderly manner. In line with the circular no. IRDA/F&A/CIR/IFRS/038/03/2016 dated March 1, 2016 issued by the Insurance Regulatory and Development Authority of India (IRDAI), the Company had formed a group comprising members from the finance, actuarial and investment teams under the overall supervision of the Chief Financial Officer to

prepare the proforma financials for December 31, 2016. The Company has taken professional advice in the preparation of the proforma financials. The financials were sent to the Authority on March 26, 2017. The Board of Directors was informed about the progress of the implementation in their meeting held on February 21, 2017. The impact analysis of the IND AS accounts has been shared with the Audit Committee.

### DIRECTORS & KEY MANAGERIAL PERSONNEL

As on the date of the report, your Company's Board comprises of 09 Directors, with Chief Executive Officer being the only Executive Director. The Chairman of the Board holds a Non-Executive position.

The Details of the Directors and Key Managerial Personnel Appointed / Resigned during the Year under review.

#### A) Appointment and Resignation of Directors

During the year under review the following Directors were appointed on and resigned from the Board of your Company:-

- ▶ Mr. Jack Howell stepped down from the management position of the promoter shareholder (Assicurazioni Generali) and being the representative Director on the Board of the Company, he ceased to be a Director of your Company pursuant to the provisions of section 168 of the Companies Act, 2013 w.e.f. August 31, 2016.
- ▶ Mr. Kevin Wright was appointed as an Additional Director the representative Director on the Board of your Company pursuant to the provisions of Section 152, Section 161 of the Companies Act, 2013 w.e.f. September 19, 2016. Due to other professional commitments he resigned from the Board of the Company w.e.f March 31, 2017.
- ▶ Mr. Roberto Leonardi was appointed as an Additional Director by the Board of Directors as the representative Director on the Board of your Company pursuant to provisions of Section 160 of the Companies Act, 2013 w.e.f. April 01, 2017, his term of office expires at the ensuing Annual General Meeting and, being eligible, one of the members has recommended his name for the candidature for the post of directorship along with the requisite deposit. The Board proposed his appointment as Director in the ensuing Annual General Meeting.

## B) Retirement by Rotation

In accordance with the provisions of Section 152(6) of the Companies Act, 2013 Mr. G. N. Bajpai (DIN: 00946138) and Mr. Krishan Kant Rathi (DIN: 00040094) shall retire at the ensuing Annual General Meeting of your Company and, being eligible for reappointment, offers themselves for re-appointment.

The Board of Directors recommends their re-appointment to the members of the Company.

## C) Appointment of Independent Director

The Companies Act, 2013 requires every company to appoint at least one Woman Director on their Board as per Section 149(1), 149(10) and Section 161 of the Companies Act, 2013 read with Rule 3 of Companies (Appointment and Qualification of Directors) Rules, 2014.

In light of the above Ms. Bhavna Doshi (DIN: 00400508) and Dr. Devi Singh (DIN: 00015681) continue to be the Independent Directors of your Company and necessary declarations have been duly taken from them under section 149(7) of the Companies Act, 2013 during the period under review.

## E) Appointment / Resignation of Key Managerial Personnel

Mr. Munish Sharda – Managing Director and CEO, Mr. Miranjit Mukherjee – Chief Financial Officer, Mr. Madangopal Jalan – Company Secretary of the Company are the Key Managerial Persons as per the provisions of the Companies Act, 2013 and rules made thereunder.

### I) Appointment

During the period under review the following changes in Key Managerial Personnel of the company as per Companies Act, 2013 and Insurance Regulatory and Development Authority of India (IRDAI) Guidelines on reporting of Key Persons dated October 09, 2013, were effected:

<b>Full Name</b>	Mr. Miranjit Mukherjee	Mr. Dinesh Arora
<b>Date of joining</b>	July 19, 2016	August 16, 2016
<b>Location</b>	HO - Mumbai	Thane Hub
<b>Designation</b>	Chief Financial Officer	Senior Vice President – Internal Audit
<b>Grade</b>	M - 10	M - 9
<b>Function</b>	Finance	Internal Audit

## II) Resignation

<b>Full Name</b>	Mr. Anup Chandak
<b>Date of joining</b>	April 05, 2007
<b>Location</b>	HO - Mumbai
<b>Designation</b>	Chief Financial Officer
<b>Grade</b>	M - 11
<b>Function</b>	Finance
<b>Last Working Day</b>	July 30, 2016

## POLICY FOR SELECTION AND APPOINTMENT OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

The Nomination and Remuneration Policy duly approved by the Board, inter alia, deals with the nomination, remuneration and evaluation of the Directors, Key Managerial Personnel and officials comprising the senior management of your Company.

### I) Criteria for selection of Non-Executive Directors

- The Non-Executive Directors should be of high standards of ethics, personal integrity, and probity with relevant expertise and experience in accounting and finance, administration, corporate and strategic planning for fund management so as to have a diverse Board of Directors.
- In case of appointment of Independent Directors, the Nomination and Remuneration Committee should satisfy itself with regard to the Independent nature of the Directors vis-à-vis your Company so as to enable the Board to discharge its function and duties effectively.
- The Nomination and Remuneration Committee should ensure that the candidate identified for appointment as a Director is not disqualified for appointment under Section 164 of the Companies Act, 2013.
- The Nomination and Remuneration Committee should consider the following attributes/criteria, whilst recommending to the Board the candidature for appointment as Director:
  - ▶ Qualifications, expertise and experience of the Directors in their respective fields;
  - ▶ Personal, Professional or business standing;
  - ▶ Diversity of the Board.

- e. In case of re-appointment of Non-Executive Directors, the Board should take into consideration the performance evaluation of the Director and his engagement level.

## II) Criteria for selection / appointment of Managing Director and/or Chief Executive Officer / Chief Financial Officer / Company Secretary

The Nomination and Remuneration Committee should identify persons of integrity who possess relevant expertise, experience and leadership qualities required for the position of Managing Director and/or Chief Executive Officer / Chief Financial Officer, Company Secretary and shall take into consideration recommendation, if any, received from any member of the Board.

The Nomination and Remuneration Committee will also ensure that the incumbent fulfills such other criteria with regard to age and other qualifications as laid down under the Companies Act, 2013 or other applicable laws.

## PAYMENT OF REMUNERATION TO DIRECTORS & KEY MANAGERIAL PERSONNEL

### I) Remuneration Paid to Non-Executive Directors including Managing Director & CEO of the Company

#### Introduction

The Remuneration paid to Non-Executive Directors and Managing Director & CEO is in terms of the Remuneration Policy for Non-Executive Directors and Managing Director / Chief Executive Officer / Whole-Time Directors which was duly approved by the Board of Directors at their meeting held on November 25, 2016.

#### Objectives of the Remuneration Policy

The overall objectives for laying down the Remuneration Policy for Non-Executive Directors and Managing Director & CEO is to offer compensation systems that make it possible to attract, retain and motivate the most outstanding professionals in order to enable the organization to attain its strategic objectives, sustainable growth and long-term goals within the increasingly competitive context in which it operates.

Further, the remuneration system is in line with the various regulatory frameworks existing in the Insurance environment and the compensation

system is aligned to the IRDAI's guidelines for sound compensation practices and follow the general principles of:

- ▶ Effective and independent governance and monitoring of compensation.
- ▶ Alignment of compensation with profitability and growth of the Company in terms of the strategic plan of the Company.
- ▶ Prudent risk-taking through well designed and consistent compensation structures.
- ▶ Clear and timely disclosure to facilitate supervisory oversight by all stakeholders.

#### Design and structure of Remuneration processes

The remuneration paid to Managing Director & CEO is derived at keeping all aspects of the remuneration structure such as fixed pay, perquisites, bonus, guaranteed pay, severance package, stock, pension plan, gratuity, etc. and also a long-term performance-based deferred cash plan and the remuneration structure leads to a proper balance between fixed and variable pay and is based on the performance and various other parameters as per the matrix.

#### A) Remuneration of the Managing Director & CEO

During the period under review, Mr. Munish Sharda was re-appointed as the Managing Director & CEO of the Company by the Board of Directors at their meeting held on November 25, 2016, for a period of 3 years w.e.f. from January 01, 2017.

The re-appointment was duly approved by the members of the Company at an Extra-ordinary General Meeting held on January 06, 2017. There was no change in the remuneration paid to Mr. Munish Sharda on his re-appointment.

Looking at the overall performance of the Company under the supervision of Mr. Munish Sharda, the Managing Director & CEO of your Company, the Nomination & Remuneration Committee and the Board approved the payment of variable performance bonus for the period January 01, 2016 to December 31, 2016.

The details of the remuneration paid to Mr. Munish Sharda are enumerated in the Annual Return attached in **Annexure – II**.

The variable performance bonus to be paid to

Mr. Munish Sharda is subject to the approval of the Members of the Company.

#### B) Remuneration to Non-Executive Directors

The Non-executive Directors are not paid any remuneration other the sitting fees for attending Board and Committee meetings of such sum as may be approved by the Board of Directors within the overall limits prescribed under the Companies Act, 2013 read with The Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014.

#### II) Remuneration of Key Managerial Personnel (KMPs) and Senior Management

The level and composition of remuneration shall be the guiding principle for fixing the remuneration for Key Managerial Personnel and Senior Management which shall be reasonable and sufficient to attract, retain and motivate Key Management Personnel and other senior officials.

The Key Management Personnel and other senior official's salary shall be based and determined on the individual person's responsibilities and performance and in accordance with the limits as prescribed statutorily, if any.

The Nominations and Remuneration Committee determines individual remuneration packages for KMPs and Senior Officials of your Company taking into account factors it deems relevant, including but not limited to market, business performance and practices of comparable companies, having due regard to financial and commercial health of your Company as well as prevailing laws and government/ other guidelines. The Nominations and Remuneration Committee may consult the Chairman of the Board in appropriate cases if it deems necessary.

#### ANNUAL PERFORMANCE EVALUATION

Pursuant to the applicable provisions of the Companies Act, 2013, the Board had carried out the annual performance evaluation of its own performance, the Directors individually as well as the evaluation of the working of the Committees. A structured questionnaire was prepared, covering various aspects of the Board's functioning.

A separate exercise was carried out to evaluate the performance of individual Directors, including the Chairman of the Board, who were evaluated on the parameters as defined by the Nomination and Remuneration Committee.

The performance evaluation of the Independent Directors was carried out by the entire Board. The performance evaluation of the Chairman and the Non-Independent Directors was carried out by the Independent Directors.

The Directors expressed their satisfaction with the evaluation process, which reflected the overall engagement of the Board and its Committees with your Company.

#### DECLARATION BY INDEPENDENT DIRECTORS UNDER SECTION 149(6) OF THE COMPANIES ACT, 2013

Independent Directors appointed by your Company during the year under review had provided the declarations pursuant to Section 149(7) at the first meeting of the Board in which he / she participated as a Director of the Company that they met the criteria of independence as provided in section 149(6) of the Act.

#### COMMITTEES OF THE BOARD

The Company has several committees which have been established as a part of the best corporate governance practices and are in compliance with the requirements of the relevant provisions of applicable laws and statutes.

Your Directors wish to inform you that as permitted under the clause 7.8.2 of the new Corporate Governance Guidelines the Asset Liability Management Committee has been merged with the Risk Management Committee vide w.e.f. November 25, 2016.

The Committees and their compositions are as follows:

#### A) Audit Committee

Sr. No.	Name of Members	Designation
1	Ms. Bhavna Doshi	Chairperson
2	Mr. G. N. Bajpai	Member
3	Dr. Devi Singh	Member
<b>Permanent Invitees</b>		
1	Mr. Krishan Kant Rathi, Director	Invitee
2	Dr. Bidhubhusan Samal, Director	Invitee

#### B) Nomination and Remuneration Committee

Sr. No.	Name of Members	Designation
1	Ms. Bhavna Doshi	Chairperson
2	Mr. G. N. Bajpai	Member
3	Mr. Devi Singh	Member

Sr. No.	Name of Members	Designation
4	Mr. Krishan Kant Rathi	Member
	<b>Permanent Invitee</b>	
1	Dr. Bidhubhusan Samal, Director	Invitee

### C) Risk Management Committee

Sr. No.	Name of Members	Designation
1	Mr. G. N. Bajpai	Chairman
2	Mr. Krishan Kant Rathi	Member
3	Dr. Bidhubhusan Samal	Member
4	Ms. Jennifer Sparks	Member

### D) Investment Committee

Sr. No.	Name of Members	Designation
1	Mr. G. N. Bajpai	Chairman
2	Mr. Krishan Kant Rathi	Member
3	Dr. Bidhubhusan Samal	Member
4	Ms. Jennifer Sparks	Member
5	Mr. Munish Sharda – Managing Director & Chief Executive Officer	Member
6	Ms. Jyoti Vaswani – Chief Investment Officer	Member
7	Mr. Miranjit Mukherjee – Chief Financial Officer	Member
8	Mr. Bikash Choudhary – Appointed Actuary & Chief Risk Officer	Member

The details with respect to the powers, roles, and terms of reference etc. of the relevant committees of the Board are given in detail in the Corporate Governance Report of the Company, which forms part of this Report.

## INTERNAL FINANCIAL CONTROLS AND COMPLIANCE SYSTEM

Based on the framework of internal financial controls and compliance systems established and maintained by your Company (with its inherent weaknesses), work performed by the internal, statutory and secretarial auditors and external consultants specially appointed for this purpose, including audit of internal financial controls over financial reporting by the statutory auditors, and the reviews performed by management and the relevant Board committees, including the Audit Committee, the Board is of the opinion that your Company's internal financial controls were adequate and effective during the year ended March 31, 2017.

## MANAGEMENT REPORT

Pursuant to the provisions of Regulations 3 of the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulations 2000, the Management Report as **Annexure – I** forms part of this report.

## AUDITORS

### A) Statutory Auditors and their Report

The Auditors Report to the Shareholders for the year under review does not contain any qualifications.

In accordance with the IRDA Regulations/Guidelines, pursuant to section 139 of the Companies Act, 2013 and post the approval of the shareholders at the Tenth Annual General Meeting of the Company, M/s. CNK & Associates LLP, (FRN: 101961W) was appointed for a period of Five (5) years and M/s. Mukund M. Chitale & Co., Chartered Accountants (FRN: 106655W) was appointed for a period of Four (4) years.

However, the appointment of M/s. CNK & Associates LLP (FRN: 101961W) and M/s. Mukund M. Chitale & Co., Chartered Accountants (FRN: 106655W) as Joint Statutory Auditors of the Company shall be required to be ratified by the Members at the ensuing Annual General Meeting.

The Company has received a confirmation from the said Auditors that they are not disqualified to act as the Auditors and are eligible to hold the office as Auditors of the Company.

The Members are requested to ratify the appointment of M/s. CNK & Associates, LLP, (FRN: 101961W) and M/s. Mukund M. Chitale and Co. (FRN: 106655W) as Joint Statutory Auditors of the Company at the ensuing Annual General Meeting of the Company.

### B) Secretarial Auditor and Secretarial Audit Report

The Secretarial Audit Report is annexed to this report as **Annexure – IV**.

The Report for the year under review does not contain any qualifications.

The Board had appointed M/s. Anish Gupta & Associates, Company Secretaries in Whole Time Practice, to carry out the Secretarial Audit under the Provisions of Section 204 of the Companies Act,

2013 for the Financial Year 2016-17.

The Board of Directors based on the recommendations of the Audit Committee, reappointed M/s. Anish Gupta & Associates, Company Secretaries in Whole Time Practice to carry out the Secretarial Audit under the provisions of Section 204 of the Companies Act, 2013 for the Financial Year 2017-18.

### C) Internal Auditors

During the year under review, Mr. Dinesh Arora was appointed as the Head – Internal Audit of your Company w.e.f. August 16, 2016.

Your Company as per the requirements of the Insurance Regulatory and Development Authority of India Guidelines on the reporting of Key Persons dated October 9, 2013, has made the necessary intimation to the Authority.

### NUMBER OF BOARD MEETINGS

During the year under review, the Board of Directors met Five (5) times with a proper intervening gap between the meetings as prescribed under the Companies Act, 2013.

The details of the Board Meeting and the attendance of the Directors for the meetings are provided in the Corporate Governance Report.

### DIRECTORS' RESPONSIBILITY STATEMENT

Pursuant to the provisions of Section 134(3)(c) and Section 134(5) of the Companies Act, 2013, the Directors confirm that:

- (a) In preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures;
- (b) Appropriate accounting policies have been selected and applied consistently and judgments and estimates made are reasonable and prudent so as to give a true and fair view of the state of affairs of your Company at the end of the financial year and of the profit and loss of your Company for that period;
- (c) Proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the assets of your Company and for preventing and detecting fraud and other irregularities;

- (d) The Financial Statements have been prepared on a going concern basis;
- (e) The Directors have devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.

### EXTRACT OF THE ANNUAL RETURN

Pursuant to Section 92(3) of the Companies Act, 2013, an extract of the Annual return of your Company in Form MGT-9 is provided as **Annexure – II** and forms part of this report.

### POLICY ON CORPORATE SOCIAL RESPONSIBILITY

In line with the requirements of Section 135 of the Companies Act, 2013 read with the provisions of Companies (Corporate Social Responsibility Policy) Rules 2014, your Company has constituted a Corporate Social Responsibility Committee at its Board comprising of:

1. Dr. Devi Singh – Chairman
2. Mr. K. K. Rathi – Member
3. Dr. Bidhubhusan Samal – Member
4. Ms. Jennifer Sparks – Member

The Corporate Social Responsibility Committee had formulated a duly approved Corporate Social Responsibility Policy which was published on your Company's website. The Corporate Social Responsibility Policy ensures compliance with Schedule VII of the Companies Act, 2013 and details the activities to be undertaken by your Company and the expenditure thereon. The Policy at large specifies the CSR objectives of your Company, including the composition of the CSR Committee, the role of the Board of Directors in supporting the CSR activities and the process of monitoring the CSR activities undertaken.

The Annual Report on Corporate Social Responsibility (CSR) activities is annexed to the report in **Annexure – V**.

### MANAGING THE RISK OF FRAUD, CORRUPTION AND UNETHICAL PRACTICES

#### A) Whistle Blower Policy

Fraud-free and corruption-free work culture has been the core of your Company. In view of the potential risk of fraud and corruption due to rapid growth and geographical spread of operations, your Company has put an even greater emphasis on addressing this risk.

To meet this objective, a Whistle Blower Policy has been formulated and published on the website of your Company.

**B) Code of Conduct**

Your Company adopted the ethical code of conduct for the Directors, Senior Management, and all the staff members. The code has been published on your Company's website <https://life.futuregenerali.in> and also has been shared with all the employees of your Company via the intranet.

**C) Governance Policy**

Your Company adopted a Governance Policy which shall ensure higher ethical standards or professional conduct are followed and upheld by all employees at all times. If any employee conducts a breach of the ethical code or any other breaches under the Governance Policy, they are viewed seriously.

**D) Anti-Fraud Policy**

Your Company adopted an Anti-Fraud Policy to ensure consistent and effective investigation, reporting and disclosure of fraud occurrences and to provide a clear guidance to the employees and others dealing with your Company, forbidding them from involvement in any fraudulent activity and the action to be taken by them when they suspect any fraudulent activity.

**E) Internal Control and Risk Management Architecture is as follows:**

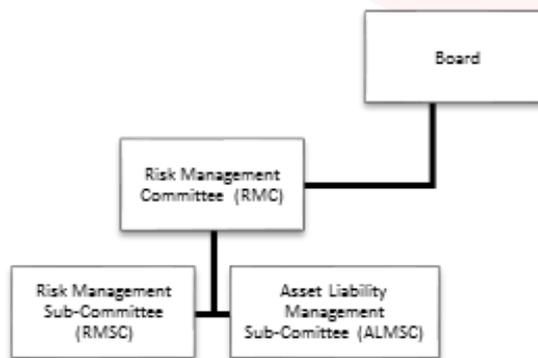
Future Generali Life Enterprise Risk Management Framework shows how risk management is governed across the Company, and where responsibilities reside by following the concept of the "three lines of defense" for managing risk as illustrated below:

- ▶ 1<sup>st</sup> line of defense – Management and staff: Line management and staff are responsible for day-to-day risk-taking management and decision making and have primary responsibility for establishing and maintaining an effective control environment. This involves day-to-day risk and internal control management at the operational level. In this level, Top Management and Business Units have direct responsibility for the implementation of internal controls and the identification, management, and control of risks.
- ▶ 2<sup>nd</sup> line of defense – Risk & Compliance: These functions are responsible for developing, facilitating and monitoring effective risk and control frameworks and strategies. Risk oversight,

development of risk policies, methodologies and tools; training of staff on risk matters; and the provision of advice and guidance to management on risk and internal control matters come under the purview of the Second Line of Defense. The Enterprise Risk Management department coordinates facilitates and oversees the effectiveness and integrity of the Internal Control & Risk Management Framework. The ultimate responsibility for this level lies with the Risk Management Committee and Asset Liability Management Committee of the Board.

- ▶ 3<sup>rd</sup> line of defense – Audit: Audit provides independent assurance on the adequacy, effectiveness, and soundness of the Internal Control and Enterprise Risk Management System of the Company. Internal and External Audit has the responsibility for this level along with the Audit Committee and Risk Management Committee of the Company.

Your Company has a Risk Management Committee reporting to the Board of Directors. Risk Management Committee oversees all the risks to provide Board and management with a holistic, comprehensive and consolidated view of the risks the entity faces. Day-to-day management of risk is delegated through the CEO to management for risk management in their respective business. Management is supported by the risk functions and the Chief Risk Officer.



The Company has established the Risk Management Committee and the Risk Management Subcommittee, which meet at least once in a quarter. The Charters of the Committees have been established to regulate the operations and meetings, which are reviewed on a periodic basis.

The Asset Liability Management Sub-Committee provides advice to the Management in relation to the asset liability management of the Company and meets at least once in a quarter.

Risk Management Committee outlines the risk

profile of the Company; monitors its risk exposures and supports in the creation of any corrective strategies.

The Risk Management System relies on the following building blocks:

- ▶ **Risk Governance:** To establish an effective risk management organizational structure based on a clear definition of risk roles and responsibilities and on a set of policies and guidelines.
- ▶ **Risk Management Process:** To allow the ongoing identification, assessment, addressing, taking, monitoring and reporting of all risks.
- ▶ **Business Support:** To promote and spread the risk management culture, through shared values, with the aim of raising the efficiency of the risk management system and also ensuring value creation for shareholders. All risk factors present in the ordinary business activity are considered in management decisions: a risk-based approach is applied by the Company to capital management, reinsurance, asset allocation and new product development processes, in order to optimize the risk and rewards.

### Risk Coverage

The risk is defined as the possibility of a negative impact to the Company's financial position, performance, and/or reputation. The risks are broadly segregated into Financial risk, Credit Risk, Insurance risk, Operational Risk and Other Risks.

Risk Chapter	Definition
<b>Financial Risks</b>	<p>This includes market risk, credit risk, and liquidity risk.</p> <p>Market risk reflects the exposure of the business to the performance of the financial markets. Market movements impact the level of fees on unit-linked business, returns earned by policyholders and investment earnings on shareholder capital.</p> <p>Liquidity risk includes both the risk that assets may not be realized at their fair value in a short period of time and the risk that the company may not have access to enough liquid assets to meet its cash outgo obligations.</p>
<b>Credit Risk</b>	<p>Credit risk is the risk that the value of a debt security, or a commitment provided by a reinsurer or derivative counterparty, may change due to the counterparty defaulting, or a change in the likelihood of a future default.</p>

Risk Chapter	Definition
<b>Insurance Risks - Life</b>	<p>Life insurance risk relates to uncertainty regarding the level and timing of claims (i.e., claims experience) and the associated expenses. The main risks relate to mortality, longevity, morbidity, expenses, and persistency. Life insurance risk also includes the risk of products being priced inappropriately or mis-sold to customers, and the risk of the company not being adequately insured.</p>
<b>Operational Risks</b>	<p>Operational risk refers to the risk of loss arising from inadequate or failed internal processes, personnel or systems or from external events.</p>
<b>Other risks/ Non-Pillar I Risk</b>	<p>This includes strategic and regulatory risk, as well as reputation risk.</p> <p>Strategic and regulatory risk arises from an inability to adapt to changes in the business environment, such as economic changes, changes in competition, social and regulatory changes.</p> <p>Reputation risk relates to uncertainties in regard to events that will have an impact, either positive or negative, on the company's reputation.</p> <p>Emerging risks are risks which may emerge in the next financial years.</p>

All risks are being tracked and monitored on a continuous basis. There is a process of Top-Down Risk Assessment being followed at a yearly frequency which is a forward-looking exercise to identify the key risks for the Company for the next year of operations with its impact, probability, and preparedness of the Company to manage these risks.

### Risk metrics addressed through the ERM Framework

At the company, under guidance from Chief Risk Officer and Risk Management Sub-Committee; Enterprise Risk Management Team has documented top parameters that required continuous monitoring. Following are considered as top key risk metrics by the Risk Management Sub-Committee, and are being monitored by Enterprise Risk Management Team in coordination with various departments:

Covered under Risk Management Sub-Committee:

- ▶ **Persistency Risk** – Risk of customers with due policies not paying a premium, resulting in Low product and overall profitability, Lower return to shareholders, Adverse expense gap and second

order impact on the selection of life.

- ▶ **Mortality Risk** – Risk of higher claims than expected, resulting in Low product and overall profitability, lower return to shareholders, adverse expense gap and adverse life experience in the market.
- ▶ **Distribution Efficiency Risk** – Risk of non-achievement of new business premium and renewal business premium targets resulting in expenses higher than budget.
- ▶ **Expense Overrun Risk** – Risk of higher expenses than business volume generated resulting in low profitability, delayed break even and early consumption of capital.
- ▶ **People Risk** – Risk of loss of talent pool, knowledge staff, key management and administrative personnel.
- ▶ **Operational Risk** – Risk of loss resulting from inadequate or failed internal processes, people, systems or external events including legal risk. The Company develops and monitors mitigation plans for high-risk items identified through the Risk Control Self-Assessment (RCSA) done by each business function, loss events and/or audit findings.
- ▶ **Sales Practice, Market Conduct Risk** – Higher lapsation, surrender of policies impacting product profitability, reputation risks due to increased customer complaints, regulatory intervention, litigations, etc. and issues related to mis-selling.
- ▶ **Legal & Regulatory Risk** – Risk of non-compliance to laws and/or regulations may lead to fines/penalties and cancellation of license.
- ▶ **Information Security Risk** – Risk of internal and/or external IT incidents/security breaches rendering customer data vulnerable.
- ▶ **Outsourcing Risk:** Risk emanating from outsourcing of Processes of the Company to external entities. The Company has developed two-level due-diligence process for outsourcing of any activity or vendor empanelment.

## DEPOSITS

During the year under review, your Company has not accepted any deposits from the public within the meaning of Section 73 of the Companies Act, 2013 read with the Companies (Acceptance of

Deposits) Rules, 2014, hence there are no details to disclose as required under Rule 8(5)(v) and (vi) of the Companies (Accounts) Rules, 2014.

## DETAILS OF SUBSIDIARY COMPANIES / JOINT VENTURE / ASSOCIATE COMPANIES

During the year under review, no company has become or ceased to be a subsidiary / joint venture / associate company of your Company.

## PARTICULARS OF EMPLOYEES

The Statement containing Particular of Employees as required under Section 197(12) of the Companies Act, 2013, read with Rule 5(2) and (3) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules 2014, forms part of this report as **Annexure – III**.

## CORPORATE GOVERNANCE

A report on compliance with the Corporate Governance Guidelines for insurance companies issued by IRDAI is given as **Annexure VI** along with a certificate from the EVP – Legal & Compliance and Company Secretary.

## LOANS, GUARANTEES OR INVESTMENTS UNDER SECTION 186 OF THE COMPANIES ACT, 2013

During the year under review, your Company has not advanced any loans / given guarantees / provided securities or made any investments under Section 186 of the Companies Act, 2013.

## RELATED PARTY TRANSACTIONS

During the year under review, there were no material Related Party Transactions entered into by your Company with the Promoters, Directors, Key Managerial Personnel or any other designated persons which may have a potential conflict with the interest of your Company at large.

All Related Party Transactions are placed before the Audit Committee for their approval and recommended the transaction to the Board for their approval or ratification.

Your Directors draw the attention of the members to Note 25 of Schedule 16 to the financial statement which sets out related party disclosures.

## MATERIAL CHANGES AND COMMITMENTS

There are no material changes and commitments

which have occurred between the end of the financial year of your Company to which the financial statements relate and the date of the report.

### ORDERS PASSED BY THE REGULATORS OR COURTS

There are no significant orders passed by the regulator or courts or tribunals against your Company impacting its status as going concern and on its operations.

### TRANSFER TO INVESTOR EDUCATION AND PROTECTION FUND

The Company does not have any unpaid / unclaimed amount which is required to be transferred, under the provisions of Companies Act, 2013 into the Investor Education and Protection Fund (IEPF) of the Government of India.

### DISCLOSURE OF UNCLAIMED AMOUNT ON WEBSITE

Your Company has provided a facility to the policyholders enabling them to find out whether any amount due to them is lying unclaimed with your Company for any reason whatsoever. This information is regularly updated on the website of your Company.

### CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION, FOREIGN EXCHANGE EARNINGS AND OUTGO

#### (A) Conservation of energy

##### (I) Steps taken or impact on conservation of energy:

Currently, we are using LED lights in all our upcoming new offices to conserve energy. We had initiated a pilot project on power saving equipment in the air-conditioning system and the outcome was not beneficial and hence did not proceed further.

##### (II) The steps taken by your company for utilizing alternate sources of energy:

We explored utilizing solar energy, but the initial investment in this source of energy is very high and hence not feasible for small offices.

##### (III) The capital investment in energy conservation equipment:

Currently, we do not use any energy conservation equipment, except LED lights across upcoming new offices.

#### (B) Technology absorption

Consolidation of servers using VM Ware technology helped reduce footprint and energy requirement at the Data Centre. We also have Implemented Citrix Solutions which gives us powerful ways to address key security and compliance priorities by ensuring the right level of secure access for every external partner working with us and using applications for processing business transactions.

As we move across locations, networks and devices, we have now the visibility and control it needs to protect and guard sensitive information and assets without having to compromise on workforce freedom or productivity.

#### (C) Foreign Exchange Earnings and Outgo

(₹ in million)		
	Financial Year ended March 31, 2017	Financial Year ended March 31, 2016
Foreign Exchange Earnings	83.14	64.91
Foreign Exchange Expenditure	99.23	87.81

### POLICY ON PREVENTION OF SEXUAL HARASSMENT OF WOMAN EMPLOYEES AT WORKPLACE

Your Company is committed to maintain a healthy working environment in which all employees can work together free from sexual harassment.

Your Company has formulated a Policy on Prevention of Sexual Harassment of Woman Employees at the workplace and provides a healthy working environment. Your Company believes that all employees and other persons dealing with your Company have a right to be treated with dignity. Sexual harassment is an offense and is punishable.

Details of sexual harassment cases during the year under review:

No. of complaints received	2
No. of complaints disposed off	2

### CHANGE IN THE NATURE OF BUSINESS

During the year under review, there was no change in the nature of the Business of your Company.

### APPRECIATION AND ACKNOWLEDGMENT

The Board is grateful to the Insurance Regulatory

and Development Authority of India and other regulatory bodies for their continued support and guidance.

Your Directors would also like to take this opportunity to express their sincere thanks to the valued customers for their continued patronage.

Your Directors also wish to place on record their appreciation and acknowledge with gratitude the support and cooperation extended by the policyholders, government, clients, bankers,

investors, distributors and other agencies and look forward to their continued patronage.

The Board of Directors wish to express sincere appreciation of hard work and commitment of the employees of your Company and also want to thank the employees of the Future and Generali Groups for their valuable contribution.

Finally, on behalf of the Board of Directors we wish to express our gratitude to Future Group and Generali Group for their continued support and trust.

**For and on behalf of the Board of Directors of  
Future Generali India Life Insurance Company Limited**

**Sd/-  
G. N. Bajpai  
Chairman  
(DIN: 00946138)**

**Date: May 12, 2017**

## ANNEXURE I

**Future Generali India Life Insurance Company Limited**  
**IRDA Registration No: 133**

**Date of Registration: 4<sup>th</sup> September 2007**

**Management Report**

In accordance with the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002, with respect to the operation of the Company for the year ended March 31, 2017, the Management of the Company confirms, certifies and declares as below:

**1. Certificate of Registration**

The Certificate of Registration granted by the Insurance Regulatory and Development Authority of India to enable the Company to transact life insurance business continues to stand valid as at March 31, 2017. As per the circular reference number IRDA/F&A/CIR/GLD/062/04/2015 dated April 07, 2015 read with Section 3A of the Insurance Laws (Amendment) Act 2015, the Authority has removed the process of annual renewal of Certificate of Registration by insurers required under Section 3 of the Insurance Act 1938.

The Certificate of Registration renewed in 2014 shall continue to be in force subject to the provision of Section 3A of the Insurance Laws (Amendment) Act 2015 read with Section 3 of the Insurance Act, 1938.

**2. Statutory Dues**

All relevant statutory dues payable by the Company for the year ended March 31, 2017, have been generally deposited on time as on the date of this Report.

**3. Shareholding Pattern**

The Company's shareholding pattern is in accordance with the requirements of the Insurance Act, 1938 and the Insurance Regulatory and Development Authority (Registration of Indian Insurance Companies) Regulations, 2000.

**4. Investment of Funds**

Investment of funds is done prudently and in a disciplined and structured manner and as per the extant regulatory guidelines. This department follows the prudent portfolio management processes with

the focus to build long-term quality portfolios which will generate steady returns for our customers. The portfolio is invested in top quality paper with 75-100% investment in Government Securities and AAA-rated papers for in Fixed Income funds portfolios and 70-100% investment in Nifty stocks for Equity funds portfolios and that the management has not directly or indirectly invested outside India the funds of the holders of policies issued in India. Your Company strives to employ industry best practices, processes and standards and generate a stable investment performance over medium to long term without compromising the portfolio quality.

**5. Solvency Margin**

The Company has adequate assets to cover both its liabilities and the minimum solvency margin as stipulated in Section 64(VA) of the Insurance Act, 1938 as amended from time to time and as per IRDAI (Assets, Liabilities and Solvency Margin of Life Insurance Business) Regulations, 2016 issued by IRDAI.

**6. Valuation of Assets**

We certify that the values of all the assets have been reviewed on the date of the Balance Sheet and to the best of our knowledge and belief the amounts reflected in the Balance Sheet are shown in the aggregate at amounts not exceeding their realizable or market value under the several headings, "Loans", "Investments", "Agents balances", "Outstanding Premium", "Interest, Dividend and Rents outstanding", "Interest, Dividends, and Rents accruing but not due", "Amount due from other persons or Bodies carrying on insurance business", "Sundry Debtors", "Bills Receivable", "Cash" and the several items specified under "Other Accounts" except in the case of fixed income securities held in the Shareholders' account which are carried at amortized cost.

**7. Application of Life Insurance Funds**

We certify that no part of the life insurance fund has been directly or indirectly applied in contravention of the Insurance Act, 1938 (4 of 1938) relating to the

application and investment of life insurance fund.

## 8. Risk Minimization Strategies

Underwriting procedures have been enhanced and rules have been structured to enable the Company to strike a balance between mitigating risk, ensuring control and providing better service. The key risks affecting the operations of the Company are underwriting and investment risks. The underwriting risk is managed by adopting prudent underwriting policies and procedures. The Company seeks to reduce its risk exposure by reinsuring certain levels of risks with re-insurers.

The Investment Philosophy of the Company is Safety, Liquidity and Sustainable Return. The Company has a prudent Policy for Asset Liability Management approved by the Board and reviewed at a yearly interval or earlier. It lays down guidelines for monitoring and managing Investment risks encompassing Asset Liability Management Risk, Liquidity Risk, Credit Risk and Market Risk.

## 9. Operations in other Countries

The Company does not have any operation outside India, hence there are no exposures to either other Country risks or currency fluctuation risks.

## 10. Aging of Claims

Claims are settled on the receipt of all relevant papers. Where clarification / documents are pending, follow-up activities are undertaken.

Claims registered and not settled are as follows:

(₹ in lakhs)				
Period	No of Claims (Individual)	Amount Involved (Individual)	No of Claims (Group)	Amount Involved (Group)
30 days	15	83.73	14	268.91
30 days to 6 months	1	12.15	16	268.97
6 months to 1 year	1	1.60	04	86.52
1 year to 5 years	0		09	158.72
5 years and above	0		32	124.05

Aging of claims indicating the trends in average claim settlement time (i.e. the average time required

between intimation of claim till the decision of claim):

Average claim settlement time in days	2016 -17	2015 -16	2014 -15	2013 -14	2012 -13	2011 -12	2010 -11
	22.31	29.97	51.33	43.01	40.56	75.38	109.71

Details of number of claims intimated, disposed of and pending with details of duration:

The Company in this financial year closed the claim from Share Micro Finance which was outstanding

Particulars	Individual	Group
Opening as on April 01, 2016	17	12,428
Intimated during the year	1,465	405
Disposed of during the year	1,465	12,758
Pending as on March 31, 2017	17	75

due to litigation. This has resulted in significant reduction in pending group claims.

The Company has implemented Claims System in this financial year to achieve excellence in service to the customers. The new system enables automated claim communications, instant claims acknowledgment and SMS communication with claimants at every step.

## 11. Valuation of Investments

Investments are made in accordance with the Insurance Act, 1938, the Insurance Regulatory and Development Authority (Investment) Regulations, 2000, as amended and circulars / notifications issued by the IRDAI from time to time.

Investments are recorded on the trade date at cost, which includes brokerage, statutory levies, if any, and excludes interest paid, if any, on Purchase.

### Classification:

Investments intended to be held for a period of less than twelve months or those maturing 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".

### Valuation:

Shareholders' investments and Non-Linked Policyholders' investments Debt securities, including Government Securities are considered as "held to maturity" and are stated at amortized cost.

The premium or discount, which is paid or availed respectively, at the time of purchase of a fixed income security, is amortized over the life of the instrument on the Constant Yield basis.

Fixed deposits are valued at cost till the date of maturity.

Investments in mutual funds are stated at the previous day's Net Asset Value (NAV) as at the Balance Sheet date.

Listed equity securities are measured at fair value on the Balance Sheet date. For the purpose of determining fair value, listed equity shares and ETF are valued at the last quoted price on NSE and in case the equity shares are not listed or traded on NSE then they are valued at last quoted price on BSE. Unlisted equity securities are measured at historical cost. In respect of investment in equity shares and mutual funds, the corresponding unrealized investment gain or losses are reported in the Balance Sheet under "Fair Value Change Account". In the case of diminution, other than temporary, in the market value of investments as on the Balance Sheet date, the amount of diminution is recognized as an expense in the Revenue / Profit and Loss Account as the case may be.

#### **Valuation-Linked Business:**

Government Securities and other Debt Securities with remaining maturity more than 182 days are valued based on a market value obtained from Fixed Income Money Market & Derivatives Association of India ('FIMMDA') and CRISIL Bond Valuer respectively. Government and other debt securities with a remaining maturity of up to 182 days are valued at amortized cost spread uniformly over the remaining life of the securities.

Listed equity securities are measured at fair value on the Balance Sheet date. For the purpose of calculating NAV, listed equity shares and ETF are valued at the last quoted closing price at the NSE and in case the equity shares are not listed or traded on NSE then they are valued at the last quoted closing price on the BSE is considered. Unlisted equity securities are measured at historical cost. Unrealized gain or losses are recognized in the scheme's Revenue account.

Fixed Deposits are valued at cost till the date of maturity.

Mutual fund units are valued at previous day's Net Asset Value.

#### **Transfer of Investments:**

Transfer of debt securities from shareholders' to

policyholders' is done at the lower of net amortized cost and market value on the date of transfer. In the case of equity securities, such transfers are affected at lower of cost and market value on the date of transfer. In the case of unit-linked fund, such transfers are affected by market value on the date of transfer.

## **12. Review of Asset Quality and Performance of Investment**

All investments as at the year-end are performing investments. The Company invests largely in high credit quality instruments, like Government of India Bonds and AAA-rated papers.

## **13. Management's Responsibility Statement**

The Financial Statements of Future Generali India Life Insurance Company Limited and the information disclosed in this report are the responsibility of the Company's Management and have been reviewed and approved by the Board of Directors.

Further:

- (a) In the preparation of the Financial Statements, the applicable accounting standards, principles and policies have been followed along with proper explanations relating to material departures;
- (b) The Management has adopted such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year and of the profit and loss of the Company for that year;
- (c) The Management has taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Insurance Act, 1938 and the Companies Act, 2013, for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- (d) The Management has prepared the Financial Statements on a going concern basis;
- (e) The Management has ensured that an internal audit system commensurate with the size and nature of the business exists and is operating effectively.

#### 14. Schedule of Payments made to Individuals, Firms, Companies and Organizations in which the Directors are interested

Sr. No.	Entity in which Director is interested	Name of the Director	Interested as	Nature of Payment	Amount of payment during the financial year (in Lakhs)
1	Future Enterprises Limited (Formerly known as Future Retail Limited)	Mr. Kishore Biyani	Director	Claims paid	4.70

For and on behalf of the Board of Directors

Sd/-  
Chairman

Sd/-  
Managing Director & CEO

Sd/-  
Director

Sd/-  
Chief Financial Officer

Sd/-  
Appointed Actuary

Sd/-  
EVP – Legal & Compliance and  
Company Secretary

Place: Mumbai  
Date: May 12, 2017

## ANNEXURE II

**Form No. MGT-9**  
**EXTRACT OF ANNUAL RETURN**  
as on the financial year ended March 31, 2017

*[Pursuant to section 92(3) of the Companies Act, 2013 read with rule 12(1) of the Companies (Management and Administration) Rules, 2014]*

**I. REGISTRATION AND OTHER DETAILS**

i)	<b>CIN</b>	U66010MH2006PLC165288
ii)	<b>Registration Date</b>	October 30, 2006
iii)	<b>Name of your Company</b>	Future Generali India Life Insurance Company Limited
iv)	<b>Category / Sub-Category of your Company</b>	Public Company Limited by shares
v)	<b>Address of the Registered office and contact details</b>	Future Generali India Life Insurance Company Limited  <b>Address:</b> 6 <sup>th</sup> Floor, Tower 3, Indiabulls Finance Centre, Senapati Bapat Marg, Elphinstone Road (West), Mumbai 400013  <b>Telephone:</b> +91-22-4097 6666 <b>Fax:</b> +91-22-4097 6600 <b>Email:</b> care@futuregenerali.in
vi)	<b>Whether listed company (Yes/No)</b>	No
vii)	<b>Name, Address and Contact details of Registrar and Transfer Agent, if any</b>	<b>Name:</b> Link Intime India Pvt Ltd  <b>Address:</b> C-13, Pannalal Silk Mills Compound, L.B.S.Marg, Bhandup (West), Mumbai 400078.  <b>Tel:</b> +91-22-6171 5400 <b>FAX:</b> +91-22-2594 6969

**II. PRINCIPAL BUSINESS ACTIVITIES OF YOUR COMPANY**

All the business activities contributing 10% or more of the total turnover of your Company shall be stated

Sr. No.	Name and Description of main products / services	NIC Code of the Product / service	% of total turnover of your Company
1.	Life Insurance	811	100%

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

Sr. No.	Name and Address of the Company	CIN/GLN	Holding / Subsidiary / Associate	% of shares held	Applicable Section
1	Sprint Advisory Services Private Limited  <b>Address:</b> Knowledge House, Shyam Nagar, JVLR Road, Jogeshwari (E), Mumbai 400060	U51909MH2005PTC151869	Associate	49.00	2(6)
2	Participatie Maatschappij Graafschap Holland NV  <b>Address:</b> t.a.v.de heer J.de Vries, Postbus 1888 1110 CL Diemen	Foreign Company	Associate	25.50	2(6)
3	Industrial Investment Trust Limited  <b>Address:</b> Rajabhadur Mansion, 2nd Floor, 28, Bombay Samachar Marg, Mumbai 400 001	L65990MH1933PLC001998	Associate	21.67	2(6)
4	Future Enterprises Limited (Formerly known as Future Retail Limited)  <b>Address:</b> Knowledge House, Shyam Nagar, JVLR Road, Jogeshwari (E), Mumbai 400060	L52399MH1987PLC044954	Associate	3.83	2(6)

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

##### i) Category-wise Shareholding:

Category of Shareholders	No. of Shares held at the beginning of the year				No. of Shares held at the end of the year				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
<b>A. Promoters</b>									
<b>(1) Indian</b>									
a) Individual / HUF	-	-	-	-	-	-	-	-	-
b) Central Govt	-	-	-	-	-	-	-	-	-
c) State Govt(s)	-	-	-	-	-	-	-	-	-
d) Bodies Corp.	370260000	711480000	1081740000	74.5	384415020	738620236	1123035256	74.5	-
e) Banks / FI	-	-	-	-	-	-	-	-	-
f) Any Other	-	-	-	-	-	-	-	-	-
<b>Sub-total (A) (1):-</b>	<b>370260000</b>	<b>711480000</b>	<b>1081740000</b>	<b>74.5</b>	<b>384415020</b>	<b>738620236</b>	<b>1123035256</b>	<b>74.5</b>	<b>-</b>
<b>(2) Foreign</b>									
a) NRIs – Individuals	-	-	-	-	-	-	-	-	-
b) Other – Individuals	-	-	-	-	-	-	-	-	-
c) Bodies Corp.		370260000	370260000	25.5		384415010	384415010	25.5	-
d) Banks / FI	-	-	-	-	-	-	-	-	-
e) Any Other	-	-	-	-	-	-	-	-	-
<b>Sub-total (A) (2)</b>		<b>370260000</b>	<b>370260000</b>	<b>25.5</b>		<b>384415010</b>	<b>384415010</b>	<b>25.5</b>	<b>-</b>
<b>Total shareholding of Promoter (A) = (A)(1)+(A) (2)</b>	<b>370260000</b>	<b>1081740000</b>	<b>1452000000</b>	<b>100</b>	<b>384415020</b>	<b>1123035246</b>	<b>1507450266</b>	<b>100</b>	<b>-</b>
<b>B. Public Shareholding</b>									
<b>1. Institutions</b>									
a) Mutual Funds	-	-	-	-	-	-	-	-	-
b) Banks / FI	-	-	-	-	-	-	-	-	-
c) Central Govt	-	-	-	-	-	-	-	-	-
d) State Govt(s)	-	-	-	-	-	-	-	-	-
e) Venture Capital Funds	-	-	-	-	-	-	-	-	-
f) Insurance Companies	-	-	-	-	-	-	-	-	-
g) FIs	-	-	-	-	-	-	-	-	-
h) Foreign Venture Capital Funds	-	-	-	-	-	-	-	-	-
i) Others (specify)	-	-	-	-	-	-	-	-	-
<b>Sub-total (B) (1)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Category of Shareholders	No. of Shares held at the beginning of the year				No. of Shares held at the end of the year				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
<b>2. Non-Institutions</b>									
a) Bodies Corp.	-	-	-	-	-	-	-	-	-
i) Indian	-	-	-	-	-	-	-	-	-
ii) Overseas	-	-	-	-	-	-	-	-	-
b) Individuals	-	-	-	-	-	-	-	-	-
i) Individual shareholders holding nominal share capital upto ₹1 lakh	-	-	-	-	-	-	-	-	-
ii) Individual shareholders holding nominal share capital in excess of ₹1 lakh	-	-	-	-	-	-	-	-	-
c) Others (specify)	-	-	-	-	-	-	-	-	-
<b>Sub-total (B)(2)</b>	-	-	-	-	-	-	-	-	-
<b>Total Public Shareholding (B)=(B)(1)+ (B)(2)</b>	-	-	-	-	-	-	-	-	-
<b>C. Shares held by Custodian for GDRs &amp; ADRs</b>	-	-	-	-	-	-	-	-	-
<b>Grand Total (A+B+C)</b>	<b>370260000</b>	<b>1081740000</b>	<b>1452000000</b>	<b>100</b>	<b>384415020</b>	<b>1123035246</b>	<b>1507450266</b>	<b>100</b>	<b>-</b>

ii) Shareholding of Promoters

Sr. No.	Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			% change in share holding during the year
		No. of Shares	% of total Shares of the Company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of total Shares of the Company	% of Shares Pledged / encumbered to total shares	
1	Future Enterprises Limited (formerly known as Future Retail Limited)	43560000	3.00	-	57715020	3.83	-	0.83
2	Sprint Advisory Services Private Limited	711480000	49.00	-	738620236	49.00	-	-
3	Industrial Investment Trust Limited	326700000	22.50	-	326700000	21.67	-	(0.83)
4	Participatie Maatschappij Graafsschap Holland NV	370260000	25.50	-	384415010	25.50	-	-
	<b>TOTAL</b>	<b>1452000000</b>	<b>100</b>	<b>-</b>	<b>1507450266</b>	<b>100</b>	<b>-</b>	<b>-</b>

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

Sr. No.		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of shares	% of total shares of the Company	No. of shares	% of total shares of the Company
	At the beginning of the year	-	-	-	-
	Date wise Increase / Decrease in Promoters Shareholding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc):	-	-	-	-
	At the End of the year	-	-	-	-

There is no change in the shareholding of the Promoter Group

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

Sr. No.		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of shares	% of total shares of the Company	No. of shares	% of total shares of the Company
	At the beginning of the year	-	-	-	-
	Date wise Increase / Decrease in Promoters Shareholding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc):	-	-	-	-
	At the End of the year	-	-	-	-

## v) Shareholding of Directors and Key Managerial Personnel

Sr. No.	For each of the Directors and Key Managerial Personnel	Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of shares	% of total shares of the Company	No. of shares	% of total shares of the Company
1	Future Enterprises Limited (Jointly with Mr. Krishan Kant Rathi)				
	At the beginning of the year	1	-	1	-
	Date wise Increase / Decrease in Shareholding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus / sweat equity etc.)	-	-	-	-
	At the End of the year	1	-	1	-

## V. INDEBTEDNESS

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

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
<b>Indebtedness at the beginning of the financial year</b>				
i) Principal Amount	-	-	-	-
ii) Interest due but not paid	-	-	-	-
iii) Interest accrued but not due	-	-	-	-
<b>Total (i+ii+iii)</b>	-	-	-	-

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
<b>Change in Indebtedness during the financial year</b>				
Addition	-	-	-	-
Reduction	-	-	-	-
<b>Net Change</b>	-	-	-	-
<b>Indebtedness at the end of the financial year</b>				
i) Principal Amount	-	-	-	-
ii) Interest due but not paid	-	-	-	-
iii) Interest accrued but not due	-	-	-	-
<b>Total (i+ii+iii)</b>	-	-	-	-

## VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

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

Sr. No.	Particulars of Remuneration	Name of Manager/MD/WTD	Total Amount
		*Mr. Munish Sharda (Managing Director & CEO)	
1	Gross salary		
	(a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	2,67,20,364	2,67,20,364
	(b) Value of perquisites u/s 17(2) of Income-tax Act, 1961	39,600	39,600
	(c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	-	-
2	Stock Option	-	-
3	Sweat Equity	-	-
4	Commission	-	-
	- As % of profit	-	-
	- Others, specify	-	-
5	Others, please specify	-	-
	<b>Total (A)</b>	<b>2,67,59,964</b>	<b>2,67,59,964</b>
	Ceiling as per the Act	NA**	NA**

### B. Remuneration to other Directors:

Sr. No.	Particulars of Remuneration	Name of Directors									Total Amount
		Mr. G. N. Bajpai	Mr. Kishore Biyani	Mr. Krishna Kant Rathi	Dr. Devi Singh	Dr. Bidhubhusan Samal	Mr. Kevin Wright	Mr. Jack Inniss Howell	Ms. Jennifer Sparks	Ms. Bhavna Doshi	
1	Independent Directors										
	Fee for attending Board / Committee Meetings	NA	NA	NA	2,61,000	NA	NA	NA	NA	2,52,000	
	Commission	NA	NA	NA	NA	NA	NA	NA	NA	NA	
	Others, please specify	NA	NA	NA	NA	NA	NA	NA	NA	NA	
	<b>Total (1)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>2,61,000</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>2,52,000</b>	<b>5,13,000</b>

Sr. No.	Particulars of Remuneration	Name of Directors									Total Amount
2	Other Non-Executive Directors										
	Fee for attending Board / Committee Meetings	4,95,000	45,000	4,59,000	NA	4,23,000	NA	NA	NA	NA	
	Commission	-	-	-	NA	-	NA	NA	NA	NA	
	Others, please specify	-	-	-	NA	-	N.A.	NA	NA	NA	
	<b>Total (2)</b>	<b>4,95,000</b>	<b>45,000</b>	<b>4,59,000</b>	<b>NA</b>	<b>4,23,000</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>14,22,000</b>
	<b>Total (B)=(1+2)</b>										<b>19,35,000</b>
	Total Managerial Remuneration										
	**Overall Ceiling as per the Act	N.A									

**\*\*As your Company has not made any profits in the FY 2016-17 and has not made any payment to Directors, except sitting fees as specified under section 197(5) of the Companies Act, 2013, the Ceiling as per Act is Not Applicable. Further, the Sitting fee paid to the Directors for the period under review is disclosed in the Corporate Governance Report attached as an Annexure and is in accordance with the provisions of Rule 4 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014.**

**Note: The Sitting Fees is calculated on an accrual basis.**

#### C. Remuneration to Key Managerial Personnel Other Than MD / Manager / WTD

Sr. No.	Particulars of Remuneration	Key Managerial Personnel				Total
		Mr. Munish Sharda	Mr. Madangopal Jalan	Mr. Anup Chandak	Mr. Miranjit Mukherjee	
		CEO	Company Secretary	CFO	CFO	
		1119310	880142	880035	1122962	
1	Gross salary					
	(a) Salary as per provisions contained in section 17(1) of the Income Tax Act, 1961	2,67,20,364	48,07,534	41,86,630	98,84,082	<b>4,55,98,610</b>
	(b) Value of perquisites u/s 17(2) of the Income Tax Act, 1961	39,600	70,240	13,094	-	<b>1,22,934</b>
	(c) Profits in lieu of salary under section 17(3) of the Income tax Act, 1961	-	-	-	-	-
2	Stock Option	-	-	-	-	-
3	Sweat Equity	-	-	-	-	-
4	Commission	-	-	-	-	-
	- As % of profit	-	-	-	-	-
	- Others, please specify	-	-	-	-	-
5	Others, please specify	-	-	-	-	-
	<b>Total</b>	<b>2,67,59,964</b>	<b>48,77,774</b>	<b>41,99,724</b>	<b>98,84,082</b>	<b>3,72,67,062</b>

## VII. PENALTIES / PUNISHMENT / COMPOUNDING OF OFFENCES

Type	Section of The Companies Act, 2013	Brief Description	Details of Penalty / Punishment / Compounding fees imposed	Authority [RD / NCLT / COURT]	Appeal made, if any (give Details)
Penalty	-	-	-	-	-
Punishment	-	-	-	-	-
Compounding	-	-	-	-	-
<b>C. OTHER OFFICERS IN DEFAULT</b>					
Penalty	-	-	-	-	-
Punishment	-	-	-	-	-
Compounding	-	-	-	-	-

For and on behalf of the Board of Directors of  
Future Generali India Life Insurance Company Limited

Sd/-  
G. N. Bajpai  
Chairman  
(DIN: 00946138)

Date: May 12, 2017

## ANNEXURE III

STATEMENT OF PARTICULARS OF EMPLOYEES PURSUANT TO THE COMPANIES  
(APPOINTMENT AND REMUNERATION OF MANAGERIAL PERSONNEL) RULES, 2014

Employee Name	Designation	Remuneration	Qualification	Age in years	Date of Employment	Exp in years	Last employment held
Mr. Rakesh Wadhwa	Executive VP – Strategy & Special Projects	10280963	PGPBM	41	Feb 18, 2014	14	Aviva Life Ins

**Notes:**

1. Remuneration as shown above comprises of Salary, Leave Salary, Bonus, Gratuity paid, Leave Travel Assistance, Medical Benefits, House Rent Allowance, Perquisites and Company's Contribution to Provident Fund and Superannuation Fund. Remuneration on Cash basis.
2. None of the above employees are related to any Director of your Company.
3. None of the above employees hold any shares of your Company.
4. Nature of employment of the above mentioned employees is Permanent.

**For and on behalf of the Board of Directors of  
Future Generali India Life Insurance Company Limited**

Sd/-  
G. N. Bajpai  
Chairman  
(DIN: 00946138)

Date: May 12, 2017

## ANNEXURE IV

**FORM NO. MR. 3  
SECRETARIAL AUDIT REPORT  
FOR THE FINANCIAL YEAR ENDED MARCH 31, 2017**

*[Pursuant to section 204(1) of the Companies Act, 2013 and rule No. 9 of the Companies (Appointment and Remuneration Personnel) Rules, 2014]*

To,  
The Members,  
**Future Generali India Life Insurance Company Limited**  
Mumbai

Dear Sir(s) / Madam(s),

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

Based on our verification of the Company's books, papers, minute books, forms and returns filed and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorised representatives during the conduct of secretarial audit, we hereby report that in our opinion, the Company has, during the audit period covering the financial year ended March 31, 2017, complied with the statutory provisions listed hereunder and also that the Company has proper Board processes and compliance mechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

We have examined the books, papers, minute books, forms and returns filed and other records maintained by Future Generali India Life Insurance Company Limited ("the Company") as given in "Annexure A", for the financial year ended March 31, 2017 according to the provisions of:

- (i) The Companies Act, 2013 (the Act) and the rules made thereunder, as may be applicable;
- (ii) The Depositories Act, 1996 and the Regulations and Byelaws framed thereunder;
- (iii) Foreign Exchange Management Act, 1999 and the rules and regulations made thereunder to the extent of Foreign Direct Investment; and
- (iv) Based on the representation made by the Company and its officers, the Company has adequate systems and processes in place for

compliance under the other applicable Laws, Acts, Rules, Regulations, Guidelines and Standards including the following:

- (i) Insurance Act, 1938; and
- (ii) Insurance Regulatory and Development Authority Act, 1999 ("IRDA") and the rules, regulations, circulars, guidelines, instructions etc. issued by IRDAI;

Other major Statutes, Acts, Laws, Rules, Regulations, Guidelines and Standards, etc., applicable to the Company, as per the details provided by the Management of the Company, are given below:

- (i) Shops and Establishments Act.;
- (ii) Labour Welfare Fund;
- (iii) Trade License Act;
- (iv) The Minimum Wages Act;
- (v) Payment of Wages Act;
- (vi) The Equal Remuneration Act;
- (vii) The Maternity Benefits Act;
- (viii) Contract Labour (Regulation and Abolition) Act, (for branches where ever applicable);
- (ix) Payment of Bonus Act;
- (x) Professional Tax Act;
- (xi) Payment of Gratuity Act,
- (xii) The Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal), Act, 2013
- (xiii) The Provident Fund Act

Provisions of the following Regulations and Guidelines prescribed are not applicable to the Company, since the Company is not listed on any of the Stock Exchange(s) in India, for the financial year ended March 31, 2017 under report:

- (i) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992;
- (ii) The Securities Contracts (Regulation) Act, 1956

- (iii) ('SCRA') and the rules made thereunder;  
The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'):
- (a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;
  - (b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992;
  - (c) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;
  - (d) The Securities and Exchange Board of India (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999;
  - (e) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008;
  - (f) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 regarding the Companies Act and dealing with client;
  - (g) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009; and
  - (h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998;

The Company is an unlisted Company and therefore compliance with the listing agreement is not applicable.

The Institute of Company Secretaries of India has prescribed Secretarial Standards on Meeting of Board and Committees (SS-1) and on General Meetings (SS-2) which are mandatory for the financial year 2016-17.

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

above.

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

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

Majority decisions are carried through and recorded in the minutes and there were no dissenting members' for any decisions in the Board and Committee Meetings during the period under review.

We further report that there are adequate systems and processes in the Company commensurate with the size and operations of the Company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

We further report that during the audit period there are no specific or material corporate events/actions undertaken by the Company which have a major bearing on the Company's affairs in respect to the above referred laws, rules, regulations, guidelines, standards, except as below:

1. Issue of share capital on right basis under section 62(1) of the Companies Act, 2013 as below:
  - (a) Allotted 2,99,41,416 shares at ₹10/- per share on 31<sup>st</sup> August, 2016
  - (b) Allotted 2,55,08,850 shares at ₹10/- per share on 31<sup>st</sup> December, 2016

**For Anish Gupta & Associates  
Company Secretaries**

**Sd/-  
Anish Gupta  
Proprietor  
FCS: 5733, CP No. 4092**

**Place: Mumbai  
Date: May 12, 2017**

Note: This report is to be read with our letter of even date which is annexed as "Annexure B" herewith and forms an integral part of this report.

## Annexure "A"

## List of documents verified under Companies Act, 2013:

1. Memorandum & Articles of Association of the Company.
2. Annual Report for the financial year ended 31st March, 2017.
3. Minutes of the meetings of the Board of Directors, Audit Committee, Nomination & Remuneration Committee, Share Transfer and Allotment Committee, and Corporate Social Responsibility Committee, along with Attendance Register held during the financial year under report.
4. Minutes of General Body Meetings held during the financial year ended March 31, 2017 under the report.
5. Statutory Registers as per Companies Act 2013 viz.
  - ▶ Register of Directors and Key Managerial Personnel
  - ▶ Register of Directors' Shareholding
  - ▶ Register of loans, guarantees and security
  - ▶ Register of Contracts with related parties
  - ▶ Register of Members
6. Agenda papers submitted to all the Directors / Members for the Board Meetings and Committee Meetings.
7. Declarations received from the Directors of the Company pursuant to the provisions of Section 184 of the Companies Act, 2013.
8. E-Forms filed by the Company, from time-to-time, under applicable provisions of the Companies Act, 2013 and attachments thereof during the financial year under report.
9. Video Conferencing recording.
10. Various Policies framed by the Company required under the Companies Act, 2013 viz. Nomination & Remuneration Policy, Corporate Social Responsibility Policy, Board Evaluation Policy etc.
11. Documents pertaining to the Appointment, Resignation of Directors and KMP and approvals received from IRDAI.
12. Other relevant documents as required to be maintained and published on the website by the Company.

**Under Insurance Act, 1938 and Insurance Regulatory and Development Authority of India Act (IRDAI) 1999:**

1. Minutes of Investment Committee, Policyholders Protection Committee, Risk Management Committee, Asset and Liability Management Committee and Ethics & Compliance Committee required as per IRDAI Corporate Governance Guidelines along with Attendance Register, held during the financial year under report.
2. Deed of Covenants at the time of appointment.
3. Declaration and undertakings from Directors.
4. Compliance / Correspondence with IRDAI i.e. Monthly, Quarterly, Half yearly, Annually etc.

**Under Foreign Exchange Management Act, 1999**

1. Intimation of FDI and FCGPR forms filed under FEMA Guidelines.
2. Annual Return on Foreign Liabilities and Assets submitted to Reserve Bank of India.

## Annexure "B"

To,  
The Members,  
**Future Generali India Life Insurance Company Limited**  
Mumbai

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

1. Maintenance of Secretarial record is the responsibility of the management of the Company. Our responsibility is to express an opinion on these Secretarial records based on our audit.
2. We have followed the audit practices and processes as were appropriate to obtain reasonable assurance about the correctness of the contents of the Secretarial records. The verification was done on a test basis to ensure that correct facts are reflected in Secretarial records. We believe that the processes and practices followed provide a reasonable basis for our opinion.
3. We have not verified the correctness and

appropriateness of financial records and Books of Accounts of the Company.

4. Wherever required, we have obtained the Management's representation about the compliance of laws, rules and regulations and happening of events etc.
5. The compliance of the Corporate and other applicable laws, rules, regulations, standards is the responsibility of the management. Our examination was limited to the verification of the procedures and system on a test basis.
6. The Secretarial Audit Report is neither an assurance as to the future viability of your Company nor of the efficacy or effectiveness with which the management has conducted the affairs of the Company.

**For Anish Gupta & Associates  
Company Secretaries**

**Place: Mumbai  
Date: May 12, 2017**

**Sd/-  
Anish Gupta  
Proprietor  
FCS: 5733, CP No. 4092**

## ANNEXURE V

## ANNUAL REPORT ON CORPORATE SOCIAL RESPONSIBILITY (CSR) ACTIVITIES

**1) A brief outline of your Company's CSR policy, including an overview of projects or programmes proposed to be undertaken and a reference to the web-link to the CSR policy and projects or programmes**

The CSR Policy at large specifies the CSR objectives of your Company, Composition of CSR Committee, the Role of the Board of Directors in supporting the CSR Activities and the process of monitoring the CSR activities undertaken.

CSR Policy is stated herein below:

**Weblink:** <https://life.futuregenerali.in/media/1418/csr-life.pdf>

**2) The Composition of the CSR Committee**

In compliance with the provisions of Section 135 of the Companies Act, 2013 and rules made thereunder the CSR Committee was constituted by the Board at its meeting held on January 21, 2015. The Composition of the CSR Committee is as under:

- ▶ Dr. Devi Singh – Chairman (Independent Director)
- ▶ Mr. K. K. Rathi – Member;
- ▶ Dr. B. Samal – Member;
- ▶ Ms. Jennifer Sparks – Member.

**3) Average net profit of your Company for last three financial years**

The year wise profit/loss of your Company for the last three years are as follows:

(₹ in '000')		
FY 2013-14	FY 2014-15	FY 2015-16
(3,86,754)	9,881	(3,56,820)
<b>Average net average net profits of the company in the immediately preceding three financial years</b>		(2,44,568)

**4) Prescribed CSR Expenditure (two per cent of the amount as in item 3 above)**

As average net profit of your Company for the three preceding Financial Years is negative, therefore your Company does not have any obligation to incur CSR expenditure under Section 135(5) of the Companies Act, 2013 for the FY 2015-2016. However, your Company has initiated its first CSR project in Maharashtra for FY 2015-2016.

**5) Details of CSR spend during the financial year**

The Directors wish to inform you that the Company had disclosed the contribution of ₹5,00,000/- for the FY 2015-16 towards Solar Project named – “**Light a Billion Lives (LaBL)**” in Jalgaon and Buldhana district in Maharashtra, out of which ₹1,00,000/- was spent during the financial year under review.

Your Company is not required to contribute towards CSR activities for the year under review. However, with the objective of making a positive and long-term sustainable impact on the community, your Company had donated ₹2,90,000 in the month of May 2016 for providing water in Latur district of Maharashtra.

The details of the activity are as under:

Vendor Name	Order Description	Invoice No.	Amount	Location	STATUS - Chq no. / Fund Trf / Rejected	STATUS - Payment Date
TERI - The Energy and Resource Institute	Final Installment of 20% to be paid against CSR activity - Lighting a Billion Lives	2016-NS-00231	1,00,000	Corporate HO - Mumbai	-	Aug 16
Sr. Divisional Finance Manager Pune Division	CSR donation for providing water in Latur	42491	2,90,000	Corporate HO - Mumbai	490628	20/05/2016

**(a) Total amount to be spent for the financial year;**

Considering the fact that the average net profit of your Company for three preceding Financial Years is negative, your Company has no obligation to spend any amount during the financial year. However, a financial contribution of ₹2,90,000 for providing water in Latur district of Maharashtra as per your Company's policy to make a contribution towards a social cause.

**(b) Amount unspent, if any;**

NA

**(c) Manner in which the amount spent during the financial year is detailed below.**

The details of the project are as under:

(1) Sr. No.	(2) CSR project or activity identified	(3) Sector in which the Project is covered.	(4) Projects or programs (1) Local area or other (2) Specify the State and district where projects or programs was undertaken	(5) Amount outlay (budget) project or programs wise	(6) Amount spent on the projects or programs Sub-heads: (1) Direct expenditure on projects or programs. (2) Overheads:	(7) Cumulative expenditure upto the reporting period.	(8) Amount spent: Direct or through implementing agency
1	Solar Project named – "Light a Billion Lives (LaBL)"	Rural Development sector	(1) Jalgaon (2) Buldhana district in Maharashtra	1,00,000	1,00,000	(1) Direct Expenditure of ₹1,00,000 (2) Overheads: Nil	Direct
2	CSR donation for providing water in Latur	-	-	2,90,000	2,90,000	2,90,000	Direct
<b>TOTAL</b>				2,90,000	2,90,000	2,90,000	

\*Give details of implementing agency

**6) In case your Company has failed to spend two per cent of the average net profit of the last three financial years or any part thereof, your Company shall provide the reasons for not spending the amount in its Board report**

NA

**7) A responsibility statement of the CSR Committee that the implementation and monitoring of CSR Policy, is in compliance with CSR objectives and the Policy of your Company**

The CSR Committee has ensured that the CSR policy has been framed in compliance with all the requirements prescribed by the Companies Act, 2013 and rules made thereunder. The Committee monitors and overviews the implementation of the CSR Policy to ensure that the CSR objectives enshrined therein are met with.

		NA
Sd/- Mr. Munish Sharda Chief Executive Officer & Managing Director	Sd/- Dr. Devi Singh Chairman, CSR Committee	(Person specified under clause (d) of sub-section (1) of section 380 of the Act) (wherever applicable)

## ANNEXURE VI

ANNEXURE TO DIRECTORS' REPORT  
REPORT ON CORPORATE GOVERNANCE**1. INTRODUCTION**

Corporate Governance is about commitment to values and ethical business conduct. It is also about how an organisation is managed viz; its corporate and business structures, its culture, policies and a manner in which it deals with various stakeholders. Timely and accurate disclosure of information regarding the financial position of your Company, its performance and ownership forms part of effective corporate governance.

**2. PHILOSOPHY ON CORPORATE GOVERNANCE**

Good governance practices stem from the culture and mindset of the organisation. It is therefore not merely about enacting regulations and procedures, but also about establishing an environment of trust and confidence among various stakeholders. It is about demonstrating a high level of integrity, transparency, accountability and disclosures across your Company's operations and in its interaction with its stakeholders, including shareholders, customers, employees, the government, lenders and the society.

The Corporate Governance philosophy of your Company is driven by the following fundamental principles:

1. Conduct the affairs of your Company in an ethical manner.
2. Ensure transparency in all dealings.
3. Ensure highest level of responsibility and accountability.
4. Ensure compliance with all laws and regulations.
5. Ensure timely dissemination of material information and matters of interest to stakeholders.

Your Company, through effective dissemination of information to the Directors and active interaction of the Board Members with Senior Management ensures effective oversight of your Company's businesses and activities.

Through the Governance mechanism in your Company, the Board along with its Committees endeavours to strike the right balance with various stakeholders' interests.

**3. BOARD OF DIRECTORS ("BOARD")**

The Board has been constituted in a manner, which results in an appropriate mix of Executive, Non-Executive and Independent Directors to ensure proper governance and management.

The Corporate Governance principles of your Company ensure that the Board remains informed, independent and involved and that there are on-going efforts towards better Corporate Governance to mitigate "non-business" risks.

The Directors of your Company possess the highest personal and professional ethics, integrity and values and are committed to representing the long-term interest of the stakeholders. Your Company's business is conducted by its employees under the direction of the Managing Director and Chief Executive Officer and the overall supervision of the Board.

Your Company's commitment to ethical and lawful business conduct is a fundamentally shared value of the Board of Directors, the Senior Management and all other employees of your Company.

**3.1 Composition of the Board**

As on March 31, 2017, the Board of Directors of your Company consisted of nine (9) Directors comprising of two (2) Non-Executive Independent Directors, six (6) Non-Executive Directors and one (1) Managing Director and Chief Executive Officer. The Directors are elected based on their qualifications and experience in related fields of your Company's business needs and/or having expertise in Marketing, Management & Finance etc.

Mr. Jack Inniss Howell (DIN: 07312740) had resigned as the Director of your Company w.e.f. August 31, 2016; Mr. Kevin Wright (DIN: 05351419) had resigned as the Director of your Company w.e.f. March 31, 2017.

Mr. Kevin Wright (DIN: 05351419) was appointed as an Additional Nominee Director of your Company w.e.f. September 19, 2016.

Further, Mrs. Bhavna Doshi and Dr. Devi Singh

continue to be Independent Directors of your Company. Pursuant to the Guidelines of Corporate Governance for Insurance Companies issued by the Insurance Regulatory and Development Authority of India on May 18, 2016, the Company is in the process of appointing one more Independent Director on the Board.

## INFORMATION ON DIRECTORS

### 1) Mr. G. N. Bajpai (DIN: 00946138) – Chairman

Mr. Ghyanendra Nath Bajpai is Chairman of the Board of Directors of your Company. Mr. Bajpai is a distinguished leader in Indian business, and has been the Chairman of the Securities and Exchange Board of India (SEBI) and Chairman of the Life Insurance Corporation of India (LIC).

Mr. Bajpai is known for his visionary leadership and exemplary integrity. He has served as Non-Executive Chairman and a Director on Corporate Boards in India and other Countries. He has also received awards for contribution to business and authored several books. Mr. Bajpai has been Chairman of the Corporate Governance Task Force of International Organization of Securities Commissions, Insurance Institute of India and served on the Governing Boards of the Indian Institute of Management, Lucknow and National Insurance Academy.

He has delivered lectures at the London School of Economics (LSE), Harvard University and MIT and also addressed Stanford University, OECD and IMF seminars. He has received among others the Outstanding Contribution to the Development of Finance award from earlier Prime Minister Dr. Manmohan Singh.

Mr. Bajpai holds a degree in law and masters in commerce. Mr. Bajpai was appointed as Director on March 16, 2007 and was further appointed as Chairman of your Company in the Board meeting held on October 24, 2007.

#### Details of Other Directorships:

1. Future Generali India Insurance Company Limited – Director
2. Nitesh Estates Limited
3. Future Consumer Limited
4. Walchandnagar Industries Limited
5. Dalmia Cement (Bharat) Limited
6. Usha Martin Limited
7. Micromax Informatics Limited
8. Indianivesh Fund Managers Private Limited
9. Invent Assets Securitisation And Reconstruction Private Limited

10. Intuit Consulting Private Limited
11. Invent Arc Private Limited
12. International Development Enterprises (India)

### 2) Mr. Kishore Biyani (DIN: 00005740) – Non-Executive Director

Mr. Kishore Biyani is a Non-Executive Director on the Board of your Company. Mr. Kishore Biyani founded Pantaloons in 1997, followed by a number of popular retail formats including Big Bazaar, Central, Food Bazaar, Brand Factory and Home Town that now caters to almost the entire basket of a wide cross-section of Indian consumers. In recent years, Mr. Kishore Biyani has led the group's transformation into one of India's leading business houses with a presence in the capital, consumer finance, insurance, brand development, retail real estate development and logistics markets.

A staunch believer in the group's corporate credo, 'Rewrite Rules, Retain Values,' Mr. Kishore Biyani considers "Indianness" as the core value driving the group. He was awarded the Ernst & Young Entrepreneur of the Year 2006 in the Services Sector and the LakshmiPat Singhania - IIM Lucknow Young Business Leader Award from Prime Minister, Dr. Manmohan Singh in 2006. He was also awarded the CNBC First Generation Entrepreneur of the Year 2006.

Mr. Kishore Biyani holds a Bachelor's Degree in Commerce and has also done Post Graduate Diploma in Marketing.

#### Details of Other Directorships:

1. Future Enterprises Limited
2. Future Retail Limited
3. Future Lifestyle Fashions Limited
4. Future Generali India Insurance Company Limited
5. Future Consumer Limited
6. Future Media (India) Limited
7. Future Corporate Resources Limited
8. INOX Leisure Limited
9. BLB Trading & Investment Consultants
10. Samreen Multitrading LLP
11. Taraka Infrastructure LLP
12. Tanushri Infrastructure LLP
13. Liquid Foot Infraprojects LLP
14. Oviya Multitrading LLP
15. White Knight Mercantile LLP
16. Radha Multitrading LLP
17. Saachi Mutitrading LLP
18. Raja Infrastructure LLP
19. Raaka Multitrading LLP
20. Salarjung Multitrading LLP
21. Silver Base Infrastructure LLP

22. Kavi Sales Agency LLP
23. Brahmabrata Trading LLP
24. One India Capital Advisors LLP
25. KLB Capital Advisors LLP
26. Retailers Association of India
27. Consumer Goods Trust
28. Infra Trust
29. Retail Trust
30. Lifestyle Trust

### **3) Mr. Krishan Kant Rathi (DIN: 00040094) – Non-Executive Director**

Mr. Krishan Kant Rathi, holds a bachelor's degree in commerce and is a qualified chartered accountant and company secretary with over 28 years of professional experience. He has prior experience in corporate finance, strategic business planning and investment advisory, which has been acquired in reputed organizations such as KEC International Limited, H&R Johnson (India) Limited, Future Retail Limited (formerly known as Pantaloon Retail (India) Limited) and Motilal Oswal Private Equity Advisors Private Limited. He has previously worked as Group CFO with Future Retail Limited (formerly known as Pantaloon Retail (India) Limited) where he was responsible for strategic planning, mergers and acquisitions, treasury management and corporate governance.

#### **Details of Other Directorships:**

1. Future Consumer Limited
2. Future Capital Financial Services Limited
3. Future Generali India Insurance Company Limited
4. Capital Foods Limited
5. Au Housing Finance Limited
6. Au Financiers (India) Limited
7. Future Consumer Limited
8. Future Consumer Enterprise Limited
9. Future Consumer Products Limited
10. Future Food and Products Limited
11. Star and Sitara Wellness Limited
12. Future Agrovet Limited
13. ACK Edutainment Limited
14. ACK Media Direct Limited
15. IBH Books & Magazines Distributors Limited
16. Ideas Box Entertainment Limited
17. Tea Post Private Limited
18. First Bridge Finance & Investments Private Limited
19. Indianivesh Fund Managers Private Limited
20. Shendra Advisory Services Private Limited
21. Treo Engineering Private Limited
22. Sprint Advisory Services Private Limited
23. Omega Designs Private Limited
24. ACK Eaglemoss Collectibles Publishing Pvt Ltd
25. First Bridge Capital Partners LLP

26. First Bridge Fincap Services LLP

### **4) Dr. Devi Singh (DIN: 00015681) – Independent Director**

Dr. Devi Singh is an Independent Director on the Board of your Company. Dr. Devi Singh, is currently serving as Director of the Indian Institute of Management, Lucknow, and is a well-known Professor in the area of International Finance & Management. Before joining IIML, he was director of Management Development Institute (MDI) Gurgaon for four and a half years. Before joining MDI, Dr. Singh was a visiting professor at the Faculty of Management, McGill University, Canada for five years. He has been a visiting faculty at the International Centre for Public Enterprises, Slovenia, ESCAP Europe and SKK Graduate School of Business, Seoul. He is an alumni fellow of the Institute of World Affairs, Connecticut. He has taught at leading Business Schools in India.

He has published and presented research papers at various national / international conferences. Dr. Devi Singh is the author of three books on Finance & Management. He has been a consultant to leading public and private sector and multinational organizations in India.

He has received several awards, including the ISTE National Fellow 2007, UP Ratan 2008 and the Ishan National Award for Best Director of a Business School in 1999. He is a member of the MHRD Task Force on Faculty Shortage and Design of Performance Appraisal System, UPSC Committee on Designing Civil Services Aptitude Test and the founding Society for National Board of Accreditation.

Dr. Devi Singh holds a Ph.D. in International Finance from Indian Institute of Management (Ahmedabad).

#### **Details of Other Directorships:**

1. Future Generali India Insurance Company Limited
2. Munjal Showa Limited
3. Mahindra Telephonics Integrated Systems Limited
4. Mahindra Aerospace Private Limited
5. Mahindra Defence Naval Systems Private Limited
6. Intuit Consulting Private Limited
7. Energy Infratech Private Limited
8. National Institute Of Food Technology Entrepreneurship & Management

### **5) Dr. Bidhubhusan Samal (DIN: 00007256) – Non-Executive Director**

Dr. Bidhubhusan Samal is currently the Executive

Chairman of Industrial Investment Trust Limited, a public listed company with BSE and NSE and is also the Chairman of its other group companies.

Dr. Samal holds a Ph. D. in Economics from Kalyani University, West Bengal. He had stood First Class in M.Sc. Agriculture from Orissa University of Agriculture & Technology and is a recipient of the Gold Medal. He also holds a Post Graduate Diploma in Bank Management conducted by NIBM, Pune.

He has held many important posts during his vast career of over 37 years in Banking and Finance. He began his banking career with Union Bank of India and got elevated as General Manager. On being promoted, he was posted as Executive Director in Allahabad Bank and subsequently became Chairman and Managing Director of that Bank. He held concurrently the post of Chairman of Industrial Investment Bank of India and All Bank Finance Limited, Kolkata.

He was a Member of Securities Appellate Tribunal, Ministry of Finance, Government of India, Department of Economic Affairs (Equivalent to the post of Secretary to Government of India).

#### Details of Other Directorships:

1. Reliance Capital Limited
2. Industrial Investment Trust Limited
3. IITL Projects Limited
4. Mayfair Hotel & resorts Limited
5. Vipul Limited
6. World Resorts Limited
7. T. K. International Limited
8. Capital Infraprojects Private Limited  
MRG Hotels Private Limited

#### 6) Ms. Jennifer Sparks (DIN: 07111138) – Non-Executive Director

Ms. Jennifer Sparks is a Director on the Board of your Company and Chief Financial Officer for Generali Asia. She is responsible for driving the regional financial and accounting operations as well as monitoring the financial management of Generali's businesses in Asia.

Ms. Sparks has over 31 years of international experience in insurance and financial services across Australia, Japan and Korea. Prior to joining Generali, she was CEO of Hartford Life Insurance KK. Between 2003 and 2011, she held various senior management positions within AIG, including Chief Financial Officer for AIG Edison Life in Japan and Regional Controller for AIG Life companies in Japan and Korea. Ms. Sparks started her career with AMP in Australia before moving to Japan in 1997.

Ms. Sparks is a graduate of the University of Adelaide and holds a Bachelor of Science with First Class Honours in Applied Mathematics. She is also a Fellow of the Institute of Actuaries of Australia.

#### Details of Other Directorships:

1. Future Generali India Insurance Company Limited
2. Sprint Advisory Services Private Limited
3. Shendra Advisory Services Private Limited

#### 7) Mr. Kevin Wright (DIN: 05351419) – Additional Nominee Director

Mr. Kevin Wright is the Regional Officer for Generali Asia and is responsible for insurance operations in both Life and Property & Casualty businesses. Prior to assuming this role, he was an external consultant to Generali Asia advising its businesses to identify areas of further growth and improvement.

Mr. Wright is an industry veteran with almost 40 years of experience across Australia, Hong Kong, India, Japan, Singapore and Southeast Asia. He was earlier the CEO at Prudential and was the Regional CEO for AXA Life businesses in Asia excluding China. Mr. Wright was also a board member of the AXA Life businesses.

Originally from Sydney, he was a semi-professional cricketer, having played for the Australian Test Cricket team on 10 occasions.

Mr. Wright does not hold any directorships in other Companies.

#### 8) Mrs. Bhavna Doshi (DIN: 00400508) – Independent Woman Director

Mrs. Bhavna Doshi is the first Independent Woman Director of your Company. She is a qualified Chartered Accountant and was recognised as the best lady candidate. She brings with her over 27 years of experience and was earlier a partner with a full member firm of KPMG in India. She has been on the Board of several listed companies and has served as Chairperson of the Accounting Standards Board as well as the Research Committee of ICAI. In these capacities, Mrs. Doshi has been actively involved in the formulation of accounting standards as well as research on accounting interpretation and application guidance.

She was the only person from India to serve as a Member of the Compliance Advisory Panel of the International Federation of Accountants headquartered in New York during 2007-09. Mrs. Doshi has been a member of the Technical

Committee advising the Government Accounting Standards Board (GASAB) where she was instrumental in advising on the formulation of accounting standards for the Central and State Government of India.

Mrs. Doshi was the President of the Indian Merchants' Chamber (IMC), a leading trade and industry Chamber in 2011-12. She also served as President of Ladies' Wing of the Chamber which works towards women empowerment. She has served as a member of committees of CII and ASSOCHAM and was also a member of the Group constituted by the Tax Administration Reforms Commission chaired by Dr. Parthasarathy Shome. She is also associated with various social sector projects.

#### Details of Other Directorships:

1. Connect Capital Private Limited
2. Indian Merchants Chamber
3. Peninsula Land Limited
4. LIC Pension Fund Limited
5. Connect Infotain LLP
6. Everest Industries Limited
7. Walchandnagar Industries Limited
8. Sun Pharma Advanced Research Limited
9. Gujarat Guardian Limited
10. Future Generali India Insurance Company Limited
11. Bhavna Doshi Associates LLP
12. Torrent Power Limited
13. Nuvoco Vistas Corporation Limited

#### 9) Mr. Munish Sharda (DIN: 06796060) – Managing Director and Chief Executive Officer

Mr. Munish Sharda has over two decades of experience in the financial services sector with extensive knowledge of product distribution, portfolio and balance sheet management together with a deep understanding of consumer behavior in the financial services sector. Prior to his current role, he was working with Aviva India Life Insurance as Director – Sales & Distribution for the past five years. At Aviva, he was responsible for managing the Tied Agency, Group Employee Benefit Business and Direct channels for the Company. Mr. Sharda began his Financial Services career with Citibank India, where he spent over a decade in consumer lending (mortgages and personal loans) and he was last working as Business Manager – Personal Loans for Citibank India.

Mr. Sharda holds a masters in Business Administration (PGDM) from Indian Institute of Management, Lucknow and a bachelor's degree in

Mechanical Engineering from Punjab Engineering College, Chandigarh.

Mr. Munish Sharda does not hold any directorships in other Companies.

#### 4. DETAILS OF THE SITTING FEES PAID TO THE DIRECTORS OF YOUR COMPANY FOR YEAR UNDER REVIEW ARE AS BELOW

Name of the Director	Amount (in ₹)
Mr. G. N. Bajpai	4,95,000/-
Mr. Kishore Biyani	45,000/-
Mr. Krishan Kant Rathi	4,59,000/-
Dr. Devi Singh	2,61,000/-
Dr. Bidhubhusan Samal	4,23,000/-
Dr. Kim Chai Ooi	NA
Mr. Ooi Teik Chong	NA
Mr. Jack Inniss Howell	NA
Ms. Jennifer Sparks	NA
Mrs. Bhavna Doshi	2,52,000/-
Mr. Munish Sharda	NA

Besides payment of sitting fees to the Independent Directors, there has been no other pecuniary relationship either with the Non-Executive Directors or with Independent Directors.

#### 5. ATTENDANCE RECORD OF THE DIRECTORS

During the year under review, five meetings of the Board of Directors were held on April 18, 2016, May 05, 2016, August 11, 2016, November 25, 2016, and February 21, 2017. The maximum time gap between any two meetings during this period did not exceed four months.

The details of the Board Meetings held and attended by the respective Directors are given below:

Name of Director	Category	Attendance Particulars	
		Meetings held during the tenure of Director	Board Meetings attended
Mr. G. N. Bajpai – Chairman	Non-Executive Director	5	5
Mr. Kishore Biyani	Non-Executive Director	5	1
Mr. Krishan Kant Rathi	Non-Executive Director	5	5
Dr. Bidhubhusan Samal	Non-Executive Director	5	5

Name of Director	Category	Attendance Particulars	
		Meetings held during the tenure of Director	Board Meetings attended
Dr. Devi Singh	Non-Executive Independent Director	5	4
Ms. Bhavna Doshi	Non-Executive Independent Director	5	4
Mr. Munish Sharda	Managing Director & CEO	5	5
*Mr. Jack Inniss Howell	Non-Executive Director	2	1
Ms. Jennifer Sparks	Non-Executive Additional Director	5	4
**Mr. Kevin Wright	Additional Nominee Director of your Company w.e.f. September 19, 2016	2	1

\*Resigned w.e.f. August 31, 2016

\*\*Appointed as an Additional Nominee Director w.e.f. September 19, 2016 and Resigned from the Board of the Company w.e.f. March 31, 2017.

The Appointed Actuary is invited to attend all the meetings of the Board of Directors

## 6. REPORT ON SECRETARIAL AUDIT

The Report on Secretarial Audit is given as **Annexure – III** of Directors' Report and forms part of this report.

## 7. WHISTLEBLOWER POLICY / VIGIL MECHANISM

The Whistleblower policy is a mechanism for employees to raise concerns about matters that could have a grave impact on the performance of your Company. The policy aims to encourage employees to report to the Board about any misconduct or any legal or regulatory violation etc.

The whistle blower policy covers inter alia the following:

- Fraud;
- Criminal offences, non-compliance with legal obligations or miscarriage of justice;
- Illegal or unethical accounting practices and/or controls and accounting irregularities (such as falsification of documents; audit issues; inflated assets or accounting records; underestimated liabilities; etc.);
- Safety and security issues (such as environmental and health issues; threats or reference of physical threats to employees, customers or facilities; I.T.

- security issues or breaches; etc.);
- Unethical or illegal behavior (such as bribery; corruption; inappropriate giving or receiving of gifts; theft of cash, goods and services; illegal use of proprietary information; noncompliance with the laws or regulatory policies; etc.);
- Conflicts of interest and issues that could harm the reputation of your Company; and
- Any deliberate cover-up of the above.

## 8. NOMINATION AND REMUNERATION POLICY

Your Company has adopted a Nomination and Remuneration policy which has been formulated by the Nomination and Remuneration Committee and approved by the Board. The primary objective of the Policy is to provide a framework and set standards for the nomination, remuneration and performance evaluation of the Directors, Key Managerial Personnel (KMP) and officials comprising the senior management of your Company.

### 8.1 Appointment

- The Committee assesses the appointee against a range of criteria which includes but is not limited to qualifications, skills, regional and industry experience, background and other qualities required to operate successfully in the position, with due regard for the benefits from diversifying the Board.
- The Committee takes into consideration, the extent to which the appointee is likely to contribute to the overall effectiveness of the Board, work constructively with the existing Directors and enhance the efficiencies of your Company.
- The Committee examines the skills and experience that the appointee brings to the role of Key Managerial Personnel or a Senior Personnel and how an appointee will enhance the skill sets and experience of the Board as a whole.
- The nature of existing positions held by the appointee, including directorships or other relationships and the impact they may have on the appointee's ability to exercise independent judgment are also studied.

### 8.2 Remuneration

- The level and composition of remuneration shall be reasonable and sufficient to attract, retain and motivate Directors, Key Management Personnel and other senior officials.

2. The Directors, Key Management Personnel and other senior official's salary shall be based and determined on the individual person's responsibilities and performance and in accordance with the limits as prescribed statutorily, if any.
3. The Committee determines individual remuneration packages for Directors, KMPs and senior officials of your Company by taking into consideration, factors like market, business performance and practices in comparable companies, having due regard to financial and commercial health of your Company as well as prevailing laws and government/other guidelines.

## 9. AUDIT COMMITTEE

The Audit Committee of the Board of Directors of your Company, inter alia, provides assurance to the Board on the adequacy of the internal control systems and financial disclosures.

Apart from the requirements of Section 177 and/or other relevant provisions of the Companies Act, 2013 and any guideline, rule or regulation prescribed by the Insurance Regulatory & Development Authority of India or any other Statutory Body/Authority, the Committee assists and provides advice to the Board of Directors in relation to the internal control and risk management system of your Company.

The terms of reference of the Audit Committee, inter alia, includes following:

1. Define the guidelines of the internal control and risk management system of your Company;
2. Assess the adequacy and effectiveness of the internal control and risk management system of your Company on a regular basis;
3. Assess the reliability of the financial statements and disclosures of your Company;
4. Oversee the independence, qualifications and performance of the appointed joint statutory auditors and the performance of the internal audit activity;
5. Oversee the identification and management of main corporate risks faced by your Company; and
6. Make recommendations and proposals for upgrading and further strengthening of the enterprise risk management, internal control and governance processes of your Company.

## 9.1 Composition and Attendance at Audit Committee Meetings

As per Section 177 of the Companies Act, 2013, every listed Company and such class of companies are required to constitute an Audit Committee consisting of minimum 3 Directors with Independent Directors forming a majority. The Board of Directors, at their meeting held on March 24, 2015, reconstituted the Audit Committee in order to align it with the provisions of the Companies Act, 2013.

The new Audit Committee comprises of three (3) members, all of whom are Non-Executive Directors, two (2) of them being Independent Directors. All the members of the Committee have good experience and knowledge of finance, accounts and company law. Mrs. Bhavna Doshi, who has served as Chairperson and member of the Research Committee of the Institute of Chartered Accountants of India was elected to Chair the Audit Committee.

The details of the composition, categories and attendance during the year are as under:

Name	Category	Audit Committee meeting held on			
		May 4, 2016	Aug 10, 2016	Nov 24, 2016	Feb 20, 2017
Ms. Bhavna Doshi	Chairperson	Present	Present	Present	Present
Mr. Devi Singh	Member	Present	Present	Leave of absence	Present
Mr. G. N. Bajpai	Member	Present	Present	Present	Present

Mr. K.K. Rathi and Dr. Bidhubhusan Samal are the permanent invitees to the Audit Committee.

The joint statutory auditors, internal auditors and senior management are invited to attend all the meetings of the Audit Committee. The minutes of the Audit Committee meetings form part of the documents placed before the meetings of the Board of Directors. In addition, the Chairperson of the Audit Committee appraises the Board members about the significant discussions at Audit Committee meetings.

## 10. INVESTMENT COMMITTEE

The Investment Committee has been constituted to assist the Board of Directors in discharging its duties with respect to investment matters. The primary responsibility of the Investment Committee is to provide general direction for managing the investment of the funds of your Company and other related responsibilities as may be delegated by the Board of Directors.

The Investment Committee constituted by the

Board of Directors is responsible for laying down an overall investment policy and operational framework for the investment operations of your Company. The decisions of the Investment Committee shall constitute recommendations to the Board of Directors and top management.

The terms of reference of the Investment Committee, inter alia, includes following:

1. The general direction for the management of the investment funds and investment strategies;
2. The overall investment policy, guidelines and operational framework for the portfolio and the investment operations of your Company;
3. The internal control system supporting the investment policy of your Company, including but not limited to investment mandates, schedules of delegations to management, allowable investments, investment benchmarks, empanelment of brokers, the appointment of the custodian and investment managers and risk control limits;
4. Policies and guidelines involving the use of derivatives and structured products;
5. Any large and/or non-standard investment transactions upon completion of the review and comments by the Risk Management department and the Investment department;
6. The degree of attention given to a prudential asset liability management (ALM) in the investment policy and the models used to steer efficiently in the direction pointed out by the Board;
7. The risks that the investment activity brings to the portfolios of your Company;
8. The performance of investments made by or on behalf of your Company or the policyholders and its impact on your Company's products;
9. The evaluation of dynamic market conditions, including the future outlook and its impact on the investment policy of your Company;
10. The quality of investment-related assessments by the Investment department and the advice of third parties supported by the findings of the due diligence process and the credit ratings provided by external agencies;
11. The quality and performance of the financial

intermediaries and other financial service providers that your Company employs to carry out its investment operations; and

12. Effective standalone reporting systems (i.e. independent from any audit mechanisms, either internal or concurrent) to ensure compliance with the investment policy for a sustained and ongoing monitoring of investment operations.

### 10.1 Composition and Attendance at Investment Committee Meetings

The Investment Committee consists of Ten (9) members. Chairman, three (3) Non-Executive Directors, Managing Director & CEO, Chief of Finance, Chief of Investments, Chief Actuary and Appointed Actuary, which is in compliance with IRDA (Investment Regulations) and Corporate Governance Guidelines issued by Insurance Regulatory and Development Authority.

The details of the Composition, categories and attendance during the year are as under:

Name	Category	Investment Committee meeting held on			
		May 4, 2016	Aug 10, 2016	Nov 24, 2016	Feb 20, 2017
Mr. G. N. Bajpai	Chairman	Present	Present	Present	Present
Mr. Krishan Kant Rathi	Director	Present	Present	Present	Present
Dr. Bidhubhusan Samal	Director	Present	Present	Leave of absence	Present
*Mr. Jack Inniss Howell	Director	Present	Leave of absence	NA	NA
Ms. Jennifer Sparks	Director	Present	Present	Present	Present
Mr. Gorakhnath Agarwal	Chief Actuary	Present	Present	Present	Present
**Mr. Anup Chandak	Chief Financial Officer	Present	NA	NA	NA
*Mr. Miranjit Mukherjee	Chief Financial Officer	NA	Present as an invitee	Present	Present
Ms. Jyoti Vaswani	Chief Investment Officer	Present	Present	Present	Present
Mr. Bikash Choudhary	Appointed Actuary and Chief Risk Officer	Present	Present	Present	Present
Mr. Munish Sharda	MD & CEO	Present	Present	Present	Present

\*Resigned w.e.f. August 31, 2016

\*\*Resigned w.e.f. July 30, 2016

#Appointed w.e.f. August 11, 2016

### 11. POLICYHOLDER PROTECTION COMMITTEE

The Policyholder Protection Committee assists and provides advice to the Board of Directors in relation to the protection of the interests of policyholders. The Policyholder Protection Committee puts in place systems to ensure that policyholders have access to redressal mechanisms and establish policies and procedures to deal with customer complaints and

resolve disputes expeditiously.

The Policyholder Protection Committee lays special emphasis on the protection of policyholder's interests and on the adoption of sound and healthy market conduct practices.

The terms of reference of the Policyholder Protection Committee, inter-alia, includes the following:

1. Putting in place proper procedures and effective mechanism to address complaints and grievances of policyholders including misselling by intermediaries.
2. Ensure compliance with the statutory requirements as laid down in the regulatory framework.
3. Review of the mechanism at periodic intervals.
4. Ensure adequacy of disclosure of "material information" to the policyholders. These disclosures shall, for the present, comply with the requirements laid down by the Authority both at the point of sale and at periodic intervals.
5. Review the status of complaints at periodic intervals of the policyholders.
6. Provide the details of grievances at periodic intervals in such formats as may be prescribed by the Authority.
7. Provide details of insurance ombudsman to the policyholders.

### 11.1 Composition and Attendance at Policyholder Protection Committee Meetings

The Policyholder's Protection Committee consists of Four (4) members. It consists of the Chairman and three (3) Non-Executive Directors.

The details of the Composition, categories and attendance during the year are as under:

Name	Category	Policyholder Protection Committee meeting held on			
		May 4, 2016	Aug 10, 2016	Nov 24, 2016	Feb 20, 2017
Mr. G. N. Bajpai	Chairman	Present	Present	Present	Present
Mr. Krishan Kant Rathi	Non-Executive Director	Present	Present	Present	Present
*Mr. Jack Inniss Howell	Non-Executive Director	Present	Leave of absence	NA	NA
Ms. Jennifer Sparks	Non-Executive Director	Present	Present	Present	Present
Dr. Bidhubusan Samal	Non-Executive Director	Present	Present	Present	Present

\*Resigned w.e.f. August 31, 2016

## 12. ETHICS & COMPLIANCE COMMITTEE

The Ethics & Compliance Committee assists and advises the Board of Directors in relation to ethical and compliance matters and monitors the risk profile of your Company related to compliance of external laws and regulations and internal policies.

The ultimate responsibility for ethics and compliance matters rests with the Board of Directors and top management.

The terms of reference of the Ethics & Compliance Committee, inter alia, includes the following:

1. Review and recommend to the Board of Directors for approval of the codes and standards of conduct that apply to the directors, officers and employees of your Company;
2. Review the procedures established by the Board of Directors to resolve conflicts of interest and handle related party transactions, including techniques for the identification of potential conflict situations and for restricting the use of confidential information;
3. Periodically (at least annually) assess the adequacy and effectiveness of the Compliance Function of your Company and its compliance risk management system;
4. Review and recommend the appointment, removal, evaluation and compensation of the Principal Compliance Officer with the approval of the Board of Directors. For this purpose, the Ethics & Compliance Committee shall examine the curriculum vitae, professional and educational background and qualifications of the candidate. In addition, the Ethics & Compliance Committee shall periodically review and evaluate the performance of the Principal Compliance Officer (at least once a year) and propose any salary increase and/or adjustment that is deemed appropriate;
5. Review the Annual Compliance Activity Plan prepared and proposed by the Compliance Function, before it is submitted to the Board of Directors for final approval;
6. Review and recommend for approval of the Board of Directors the compliance programs of your Company which are intended to foster compliance with applicable laws and regulations, review their effectiveness on a regular basis and sign off on any material compliance issues or matters;

- Receive and review periodic reports from the Compliance Function in respect of compliance with external laws and regulations and internal policies and on compliance risks, identified weaknesses, lapses, breaches or violations and the corrective controls and other measures which have been put in place to help detect and address the same;

The Ethics & Compliance Committee shall also undertake and carry out any additional duties and responsibilities as the Board of Directors may from time to time prescribe.

### 12.1 Composition and Attendance at Ethics & Compliance Committee Meetings

The Ethics & Compliance Committee consist of Four (4) members. It consists of the Chairman and three (3) Non-Executive Directors.

The details of the composition, categories and attendance during the year are as under:

Name	Category	Ethics & Compliance Committee meeting held on			
		May 4, 2016	Aug 10, 2016	Nov 24, 2016	Feb 20, 2017
Mr. G. N. Bajpai	Chairman	Present	Present	Present	Present
Mr. Krishan Kant Rathi	Non-Executive Director	Present	Present	Present	Present
*Mr. Jack Inniss Howell	Non-Executive Director	Present	leave of absence	NA	NA
Ms. Jennifer Sparks	Non-Executive Director	Present	Present	Present	Present
Dr. Bidhubhusan Samal	Non-Executive Director	Present	Present	Present	Present

\*Resigned w.e.f. August 31, 2016

## 13. RISK MANAGEMENT COMMITTEE

The Risk Management Committee assists and provides advice to the Board of Directors in relation to the risk management system of your Company. The ultimate responsibility for enacting and implementing an adequate and effective risk management and asset liability management system rests with the Board of Directors and top management.

The terms of reference of the Risk Management Committee are as follows:

- To assist the Board in effective operation of the risk management system by performing specialised analyses and quality reviews;
- To maintain a group wide and aggregated view on the risk profile of your Company in addition to the solo and individual risk profile;

- To report to the Board details on the risk exposures and the actions taken to manage the exposures;
- To advise the Board with regard to risk management decisions in relation to strategic and operational matters such as corporate strategy, mergers and acquisitions and related matters.

The Risk Management Committee also discusses reviews and makes recommendations on:

- The existing risk profile of your Company with special regard to solvency, capital allocation, asset allocation, insurance risks, operational risks and products;
- The enterprise risk management policies, guidelines and limits of your Company;
- The risk taking criteria to be adopted by management within your Company; and
- Any proposal to alter the risk reward profile of your Company.

### 13.1 Composition and Attendance at Risk Management Committee Meetings

The Risk Management Committee consists of Four (4) members. It consists of the Chairman and three (3) Non-Executive Directors.

The details of the Composition, categories and attendance during the year are as under:

Name	Category	Risk Management Committee meeting held on			
		May 4, 2016	Aug 10, 2016	Nov 24, 2016	Feb 20, 2017
Mr. G. N. Bajpai	Chairman	Present	Present	Present	Present
Mr. Krishan Kant Rathi	Non-Executive Director	Present	Present	Present	Present
*Mr. Jack Inniss Howell	Non-Executive Director	Present	Leave of absence	NA	NA
Ms. Jennifer Sparks	Non-Executive Director	Present	Present	Present	Present
Dr. Bidhubhusan Samal	Non-Executive Director	Present	Present	Present	Present

\*Resigned w.e.f. August 31, 2016

## 14. BANKING AFFAIRS COMMITTEE

The Committee was constituted to have oversight of the operations and processes of your Company's banking and financial relationships and also consider approval of opening\closure\operations of bank accounts and change in authorised signatories, due to the increase in business activities.

The terms of reference of the Committee are as follows:

1. Exercise oversight of the operations and processes of your Company's banking and financial relationships; and
2. Approve the proposals presented by the Management for opening/closure/operations of bank accounts and change in authorised signatories, due to the increase in business activities.; and
3. Recommend and set authority limits for operations of your Company's Bank Accounts and modify them, from time to time.

#### 14.1 Composition and Attendance at Banking Affairs Committee Meetings

The Banking Affairs Committee consists of Four (4) members. It consists of the Chairman and three (3) Non-Executive Directors.

The details of the Composition and Categories during the year are as under:

Name	Category
Mr. G. N. Bajpai	Chairman
Mr. Krishan Kant Rathi	Non-Executive Director
*Mr. Jack Inniss Howell	Non-Executive Director
Ms. Jennifer Sparks	Non-Executive Director
Dr. Bidhubhusan Samal	Non-Executive Director

\*Resigned w.e.f. August 31, 2016

There was one meeting of the Banking Affairs Committee held on May 04, 2016 and all the Members of the Committee were present for the meeting.

#### 15. SHARE TRANSFER AND ALLOTMENT COMMITTEE

The Share Transfer and Allotment Committee was constituted by the Board Members of your Company to oversee and approve the allotment, transfer and issuance of duplicate certificates of your Company.

The terms of reference of the Committee are as follows:

1. To approve issuance of duplicate certificates of securities of the Company;
2. To approve transfer, transmission of the securities of the Company;

3. To approve allotment of the securities of the Company.

The above mentioned term of reference of the Committee is subject to due compliance with the provisions of the Companies Act, 2013, the Insurance Act, 1938 and the Rules & Regulations framed thereunder.

#### 15.1 Composition of Share Transfer and Allotment Committee

The Share Transfer and Allotment Committee consist of Four (4) members. It consists of the Chairman and three (3) Non-Executive Directors.

The details of the Composition and Categories during the year are as under:

Name	Category
Mr. G. N. Bajpai	Chairman
Mr. Krishan Kant Rathi	Non-Executive Director
*Mr. Jack Inniss Howell	Non-Executive Director
Ms. Jennifer Sparks	Non-Executive Director
Dr. Bidhubhusan Samal	Non-Executive Director

\*Resigned w.e.f. August 31, 2016

There were two meetings of the Share Transfer and Allotment Committee held on August 31, 2016 and December 31, 2016 respectively. Both the times the meetings were called on shorter notice due to constraint of time.

#### 15.2 Attendance at Share Transfer and Allotment Committee Meetings

The details of the attendance during the year are as under:

Name	Category	Share Transfer and Allotment Committee Meetings held on	
		Aug 31, 2016	Dec 31, 2016
Mr. G. N. Bajpai	Chairman	Present	Present
Mr. Krishan Kant Rathi	Non-Executive Director	Present	Present
*Mr. Jack Inniss Howell	Non-Executive Director	Leave of absence	N.A.
Ms. Jennifer Sparks	Non-Executive Director	Leave of absence	Leave of absence
Dr. Bidhubhusan Samal	Non-Executive Director	Present	Present

\*Resigned w.e.f. August 31, 2016

#### 16. NOMINATION AND REMUNERATION COMMITTEE

The Nomination and Remuneration Committee

of your Company was constituted with the Board Members of your Company to review and fix the remuneration of the Executive Directors of your Company as pursuant to the provisions of Schedule XIII of the Companies Act 1956.

The terms of reference of the Committee are as follows:

1. To approve the Company's Policy with specific remuneration to the Executive Directors of the Company;
2. To approve the Perquisites and pension payments.
3. To approve the Variable Bonus and compensation payments.
4. To approve the appointment of Director of the Company.

The above mentioned term of reference of the Committee is subject to due compliance with the provisions of the Companies Act, 2013, the Insurance Act, 1938 and the Rules and Regulations framed thereunder.

### 16.1 Composition and Attendance at Nomination and Remuneration Committee Meetings

The Nomination and Remuneration Committee consist of Four (4) members, all being Non-Executive Directors.

The details of the Composition, Categories and Attendance during the year are as under:

Name of the Member	Category	Nomination and Remuneration Committee meeting held on			
		May 5, 2016	Aug 11, 2016	Nov 25, 2016	Feb 21, 2017
Ms. Bhavna Doshi	Chairperson	Present	Leave of absence	Present	Present
Mr. Devi Singh	Member	Present	Present	Present	Present
Mr. G. N. Bajpai	Member	Present	Present	Present	Present
Mr. K. K. Rathi	Member	Present	Present	Present	Present

### 17. ASSET LIABILITY MANAGEMENT COMMITTEE

The Asset Liability Management Committee consists of four (4) members. It consists of the Chairman and three (3) Non-Executive Directors.

The details of the Composition, categories and attendance during the year are as under:

Name	Category	Asset Liability Management Committee meeting held on			
		May 4, 2016	Aug 10, 2016	Nov 24, 2016	Feb 20, 2017
Mr. G. N. Bajpai	Chairman	Present	Present	Present	Present
Mr. Krishan Kant Rathi	Non-Executive Director	Present	Present	Present	Present
*Mr. Jack Inniss Howell	Non-Executive Director	Present	leave of absence	NA	NA
Ms. Jennifer Sparks	Non-Executive Director	Present	Present	Present	Present
Dr. Bidhubhusan Samal	Non-Executive Director	Present	Present	Present	Present

\*Resigned w.e.f. August 31, 2016

During the year under review, the Asset Liability Management Committee was merged with the Risk Management Committee of the Board. The Asset Liability Management of the Company shall now be monitored by the Risk Management Committee.

### 18. WITH PROFIT COMMITTEE

The Board of Directors at its meeting held on February 25, 2014, has formed the With Profit Committee as per Section 45 c, d and e under Chapter XII of Insurance Regulatory and Development Authority (Non-Linked Insurance Products) Regulations, 2013.

One meeting of With Profit Committee was held during the previous year, namely on March 14, 2016.

#### 18.1 Composition and Attendance at With Profit Committee Meetings

Name	Category	Attendance
Ms. Bhavna Doshi	Independent Director	Present
Ms. Padmaja R	Independent Actuary	Present
Mr. Munish Sharda	Chief Executive Officer	Present
Mr. Bikash Choudhary	Appointed Actuary	Present

### 19. GOVERNANCE POLICY

This policy has been adopted by your Company and shall ensure our set of ethical standards or professional conduct is followed and upheld by all employees at all times. If any employee conducts breach of our ethical code or any other Governance Policies, it shall be viewed seriously.

### 20. GENERAL BODY MEETINGS

The details of last three Annual General Meetings held are as follows:

Year	No. of AGM	Date and Time of AGM	Venue
2014-15	8 <sup>th</sup>	25 <sup>th</sup> Day of July, 2014 at 04:00 p.m.	Indiabulls Finance Centre, Tower 3, 6 <sup>th</sup> Floor, Senapati Bapat Marg, Elphinstone Road (West), Mumbai 400 013.
2015-16	9 <sup>th</sup>	06 <sup>th</sup> Day of August, 2015 at 03:00 p.m.	Indiabulls Finance Centre, Tower 3, 6 <sup>th</sup> Floor, Senapati Bapat Marg, Elphinstone Road (West), Mumbai 400 013.
2016-17	10 <sup>th</sup>	03 <sup>rd</sup> Day of June, 2016 at 03:00 p.m.	Indiabulls Finance Centre, Tower 3, 6 <sup>th</sup> Floor, Senapati Bapat Marg, Elphinstone Road (West), Mumbai 400 013.

## 20.1 Extraordinary General Meeting

During the Financial Year 2016-17, two Extraordinary General Meetings of the members of your Company were held on Monday, April 18, 2016 and Friday, January 06, 2017 respectively.

## DISCLOSURES

### ii) Related Party Transactions

As per the Corporate Governance Guidelines issued by the Insurance Regulatory and Development Authority of India, your Company is required to put in place adequate systems, policies and procedures to address actual and/or potential conflicts of interest with Related Parties, including Board level review of key transactions and disclosures of any conflicts of interest to manage and control such issues.

All the Related Party Transactions have been disclosed and form part of the Financial Statements.

### iii) Penalty or strictures

There was no Penalty levied by the authority on your Company during the year under review.

### iv) Disclosure of accounting treatment

In the preparation of the financial statements, your Company has followed the Accounting Standards issued by the Institute of Chartered Accountants of India to the extent applicable.

### v) Disclosures on Risk Management

Your Company has implemented the Internal Control and Risk management Framework, which is periodically reviewed by the Risk Management Committee and the Board.

### vi) Code of Conduct

Your Company adopted the ethical code of conduct for the Directors, Senior Management and all the staff members. The code has been put on your Company's website <http://www.futuregenerali.in/> and also has been shared with all the employees of your Company via intranet.

### vii) Appointment / Re-appointment of Directors

The details with respect to the Director proposed to be appointed / re-appointed are provided and are part of the Notice convening the forthcoming Annual General Meeting.

## viii) Financial and Operating Ratios

Your Company's Financial and Operating Ratios, namely Claims, Commission and expenses ratios are as follows:

Financial and Operating ratios	% (Percentage)	
	FY 2016-17	FY 2015-16
Claims to Net Premium Ratios	56.88%	74.63%
Commissions to Gross Premium Ratio	4.62%	4.45%
Operating Expenses to Gross Premium Ratios	49.92%	48.83%

## ix) Actual Solvency Margin details vis-a vis the Required Margin

Particulars	In million
Admissible Fixed Assets	168
Other Assets*	29,211
Total Assets	32,762
Liabilities*	27,060
Available Solvency Margin	2,003
Minimum Solvency Margin	1,247
Solvency Margin Ratio	161%

\*Policyholders' liabilities

#Other assets shown are net of current liabilities

## x) Policy Lapse Ratio i.e. Persistency

As at March 2017	Number of Policy wise	Annualised premium
13 <sup>th</sup> Month Persistency ratio	51.31%	47.65%
25 <sup>th</sup> Month Persistency ratio	32.27%	29.67%

13<sup>th</sup> Month Persistency rates are for new business written from April 01, 2015 to March 31, 2016 allowing for one month grace period.

25<sup>th</sup> Month Persistency rates are for new business written from April 01, 2014 to March 31, 2015 allowing for one month grace period.

## xi) Financial performance, including growth rate and current financial position of your Company

Your Directors wish to inform you that during the year, your Company has written gross premium of ₹7,398.47 million against ₹5,925 million in the previous year, registering a growth of 24.87% over the previous year.

During the period under review, your Company raised a capital of ₹55.45 crore. Accordingly, paid up share capital of your Company as on March 31, 2017 is ₹15,075 million.

**xii) Description of the Internal Control and Risk Management Architecture is as follows**

Future Generali Life Enterprise Risk Management Framework shows how risk management is governed across the Company, and where responsibilities reside by following the concept of the “three lines of defense” for managing risk as illustrated below:

- ▶ **1<sup>st</sup> line of defense** – Management and staff: Line management and staff are responsible for day-to-day risk taking management and decision making and have primary responsibility for establishing and maintaining an effective control environment. This involves day-to-day risk and internal control management at the operational level. In this level, Top Management and Business Units have direct responsibility for the implementation of internal controls and the identification, management and control of risks.
- ▶ **2<sup>nd</sup> line of defense** – Risk & Compliance: These functions are responsible for developing, facilitating and monitoring effective risk and control frameworks and strategies. Risk oversight, development of risk policies, methodologies and tools; training of staff on risk matters; and the provision of advice and guidance to management on risk and internal control matters come under the purview of the Second Line of Defense. The Enterprise Risk Management department coordinates, facilitates and oversees the effectiveness and integrity of the Internal Control and Risk Management Framework. The ultimate responsibility for this level lies with the Risk Management Committee and Asset Liability Management Committee of the Board.
- ▶ **3<sup>rd</sup> line of defense** – Audit: Audit provides independent assurance on the adequacy, effectiveness and soundness of the internal control and enterprise risk management system of the Company. Internal and External Audit has the responsibility for this level along with the Audit Committee and Risk Management Committee of the Company.

Your Company has a Risk Management Committee reporting to the Board of Directors. Risk Management Committee oversees all the risks to provide the Board and management with a holistic, comprehensive and consolidated view of the risks the entity faces. Day-to-day management of risk is delegated through the CEO to Management for risk management in their respective business. Management is supported by the risk functions and the Chief Risk Officer.



The Company has established the Risk Management Committee and the Risk Management Sub-Committee, which meet at least once in a quarter. The Charters of the Committees have been established to regulate the operations and meetings, which are reviewed on periodic basis.

The Asset Liability Management Sub-Committee provides advice to the Management in relation to the asset liability management of the Company and meets at least once in a quarter.

Risk Management Committee outlines the risk profile of the Company; monitor its risk exposures and supports in the creation of any corrective strategies.

The Risk Management System relies on the following building blocks:

- ▶ **Risk Governance:** To establish an effective risk management organizational structure based on a clear definition of risk roles and responsibilities and on a set of policies and guidelines.
- ▶ **Risk Management Process:** To allow the ongoing identification, assessment, addressing, taking, monitoring and reporting of all risks.
- ▶ **Business Support:** To promote and spread the risk management culture, through shared values, with the aim of raising efficiency of the risk management system and also ensuring value creation for shareholders. All risk factors present in the ordinary business activity are considered in management decisions: a risk based approach is applied by the Company to capital management, reinsurance, asset allocation and new product development processes, in order to optimize the risk and rewards.

**Risk Coverage**

Risk is defined as the possibility of a negative impact to the company’s financial position, performance, and/or reputation. The risks are broadly segregated

into Financial risk, Credit risk, Insurance risk, Operational risk and other risks.

Risk Chapter	Definition
<b>Financial Risks</b>	<p>This includes market risk, credit risk and liquidity risk.</p> <p>Market risk reflects the exposure of the business to the performance of the financial markets. Market movements impact the level of fees on unit-linked business, returns earned by policyholders and investment earnings on shareholder capital.</p> <p>Liquidity risk includes both the risk that assets may not be realized at their fair value in a short period of time, and the risk that the company may not have access to enough liquid assets to meet its cash outgo obligations.</p>
<b>Credit Risk</b>	Credit risk is the risk that the value of a debt security, or a commitment provided by a reinsurer or derivative counterparty, may change due to the counterparty defaulting, or a change in the likelihood of a future default.
<b>Insurance Risks – Life</b>	Life insurance risk relates to uncertainty regarding the level and timing of claims (i.e., claims experience) and the associated expenses. The main risks relate to mortality, longevity, morbidity, expenses and persistency. Life insurance risk also includes the risk of products being priced inappropriately or mis-sold to customers, and the risk of the company not being adequately insured.
<b>Operational Risks</b>	Operational risk refers to the risk of loss arising from inadequate or failed internal processes, personnel or systems or from external events.
<b>Other risks / Non-Pillar I Risk</b>	<p>This includes strategic and regulatory risk, as well as reputation risk.</p> <p>Strategic and regulatory risk arises from an inability to adapt to changes in the business environment, such as economic changes, changes in competition, social and regulatory changes.</p> <p>Reputation risk relates to uncertainties in regards to events that will have an impact, either positive or negative, on the company's reputation.</p> <p>Emerging risks are risks which may emerge in the next financial years.</p>

All risks are being tracked and monitored on a continuous basis. There is a process of Top-Down Risk Assessment being followed at a yearly frequency which is a forward-looking exercise to identify the key risks for the Company for the next year of operations with its impact, probability and preparedness of the Company to manage these risks.

**Risk metrics addressed through the ERM Framework**

At the company, under guidance from Chief Risk Officer and Risk Management Sub-Committee; Enterprise Risk Management Team has documented top parameters that required continuous monitoring. Following are considered as top key risk metrics by the Risk Management Sub-Committee, and are being monitored by Enterprise Risk Management Team in co-ordination with various departments:

**Covered under Risk Management Sub-Committee**

- ▶ **Persistency Risk** – Risk of customers with due policies not paying premium, resulting low product and overall profitability, lower return to shareholders, adverse expense gap and second order impact on selection of life.
- ▶ **Mortality Risk** – Risk of higher claims than expected, resulting low product and overall profitability, lower return to shareholders,

adverse expense gap and adverse life experience in the market.

- ▶ **Distribution Efficiency Risk** – Risk of Non-achievement of new business premium and renewal business premium targets resulting in expenses higher than budget.
- ▶ **Expense Overrun Risk** – Risk of higher expenses than business volume generated resulting in low profitability, delayed break even and early consumption of capital.
- ▶ **People Risk** – Risk of loss of talent pool, knowledge staff, key management and administrative personnel.
- ▶ **Operational Risk** – Risk of loss resulting from inadequate or failed internal processes, people, systems or external events including legal risk. The Company develops and monitors mitigation plans for high risk items identified through the Risk Control Self-Assessment (RCSA) done by each business function, loss events and/or aud it findings.
- ▶ **Sales Practice, Market Conduct Risk** – Higher lapsation, surrender of policies impacting product profitability, reputation risks due to increased customer complaints, regulatory intervention, litigations, etc. and issues related to Mis-selling.
- ▶ **Legal & Regulatory Risk** – Risk of Non-compliance to Laws and/or Regulations may lead to fines/penalties and Cancellation of License.
- ▶ **Information Security Risk** – Risk of internal and/or external IT incidents / security breaches rendering customer data vulnerable.
- ▶ **Outsourcing Risk** – Risk emanating from outsourcing of Processes of the Company to external entities. The company has developed two-level due-diligence process for outsourcing of any activity or vendor empanelment.

**xiii) Details of a number of claims intimated, disposed of and pending with details of duration**

Particulars	Individual	Group
Opening as on April 1, 2016	17	12,428
Intimated during the year	1,465	405
Disposed during the year	1,465	12,758
Pending as on March 31, 2017	17	75

\*Majority of the group claims pending pertain to two micro finance group policies of BSS Microfinance and Share Micro Finance. The same has been kept hold on account of non-submission of certain documents that your Company has demanded post IRDAI observation in the inspection carried out at Share Micro Finance.

Your Company has informed the Authority about the reasons for pendency as well. Further, BSS Microfinance has recently approached the Karnataka

State Consumer Disputes Redressal Forum in Bangalore for redressal of their disputes with your Company.

**xiv) Details of all pecuniary relationships or transactions of the Non-Executive Directors vis-à-vis your Company**

During the year under review, there had been no pecuniary relationships or transactions of the Non-Executive Directors vis-à-vis your Company.

**For Future Generali India Life Insurance Company Limited,**

**Date: May 12, 2017**  
**Place: Mumbai**

**Sd/-**  
**Madangopal Jalan**  
**Principal Compliance Officer**

**Certification for compliance of the Corporate Governance Guidelines**

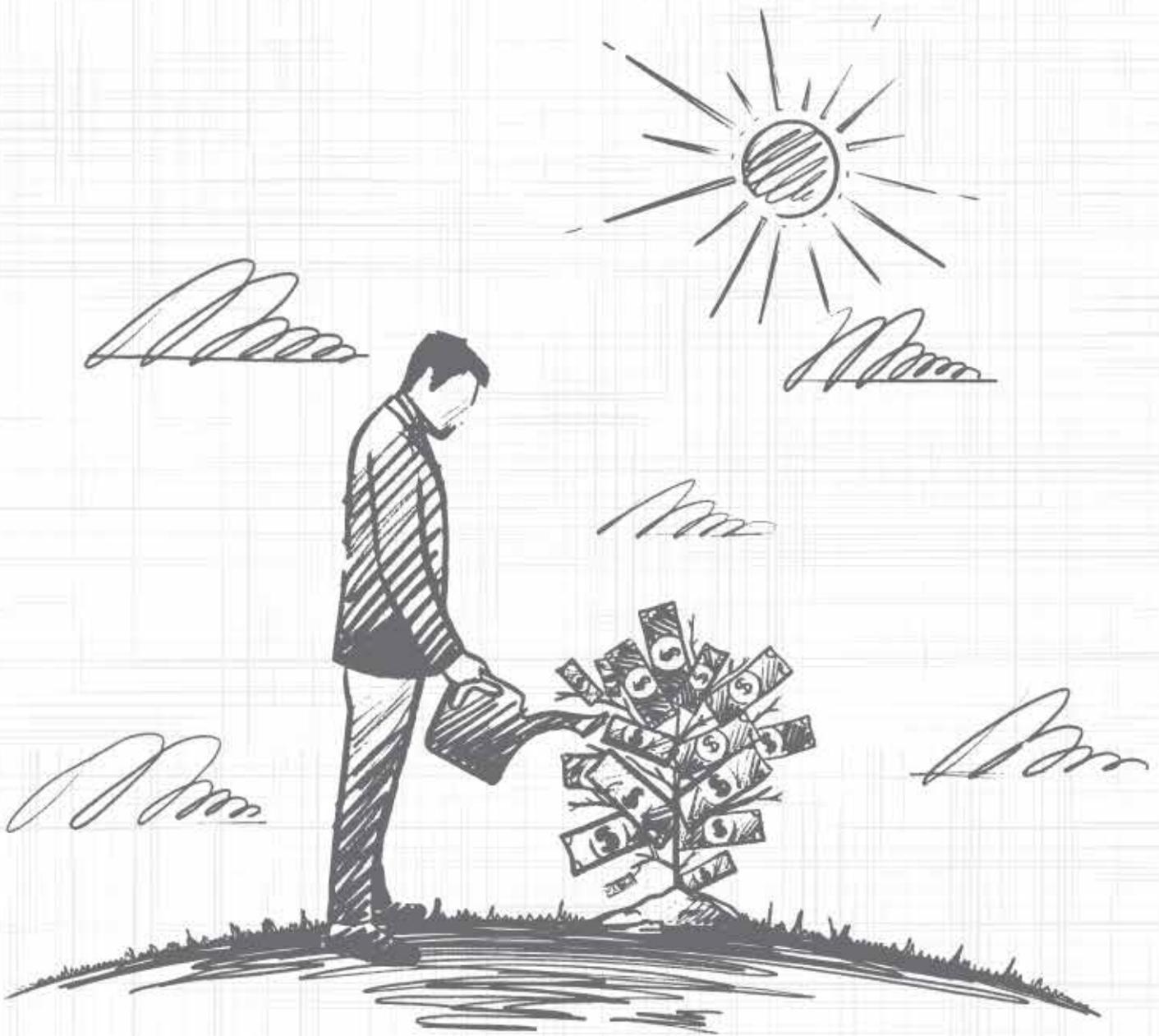
I, **Madangopal Jalan**, hereby certify that the Company has complied with the Corporate Governance Guidelines for Insurance Companies as amended from time to time for the Financial Year 2016-17 and that nothing has been concealed or suppressed.

**For Future Generali India Life Insurance Company Limited,**

**Date: May 12, 2017**  
**Place: Mumbai**

**Sd/-**  
**Madangopal Jalan**  
**Principal Compliance Officer**

FOCUSSED ON INNOVATION,  
DELIVERING CUSTOMER VALUE



**FORM A-RA**  
**Future Generali India Life Insurance Company Limited**  
**IRDAI Registration Number: 133**  
**Date of Registration: 4<sup>th</sup> September 2007**  
**Revenue Account for the Year Ended March 31, 2017**  
**Policyholders' Account (Technical Account)**

			(₹ in '000)	
Particulars	Schedule	Year ended March 31, 2017	Year ended March 31, 2016	
Premiums Earned - Net				
(a) Premium	1	73,98,471	59,24,993	
(b) Reinsurance Ceded		(3,19,743)	(2,32,154)	
[Refer Note 2(d) of Schedule 16]				
(c) Reinsurance Accepted		-	-	
		70,78,728	56,92,839	
Income from Investments				
[Refer Notes 2(c) and 2(m) of Schedule 16]				
(a) Interest, Dividend and Rent - Gross		1,8,15,330	17,43,737	
(b) Profit on Sale / Redemption of Investments		8,75,147	4,53,835	
(c) (Loss on Sale / Redemption of Investments)		(1,28,854)	(3,34,964)	
(d) Transfer / Gain on revaluation / Change in Fair value*		1,26,247	(4,96,796)	
Other Income				
(a) Contribution from the Shareholders' Account		10,66,442	6,46,824	
[Refer Note 24 of Schedule 16]				
(b) Profit / (Loss) on Sale of Fixed Assets		(47)	-	
(c) Appropriation / (Expropriation) Adjustment		-	-	
(d) Miscellaneous Income		32,941	44,804	
<b>Total (A)</b>		<b>1,08,65,934</b>	<b>77,50,279</b>	
Commission	2	3,42,151	2,63,781	
Operating Expenses Related to Insurance Business	3	36,46,846	28,37,518	
Service Tax		41,649	55,814	
Provision for Doubtful Debts		12,349	-	
Bad Debts Written Off		12,151	-	
Provision for Tax		-	-	
[Refer Notes 2(q) and 22 of Schedule 16]				
Provision (Other Than Taxation)				
(a) For Diminution in the value of investment (Net)		-	-	
(b) Others		-	-	
<b>Total (B)</b>		<b>40,55,146</b>	<b>31,57,113</b>	
Benefits Paid (Net)	4	40,24,985	42,47,490	
Interim Bonuses Paid		1,157	1,263	
Change in Valuation of Liability in respect of Life Policies				
(a) Gross **		23,48,800	4,23,504	
(b) Amount ceded in Reinsurance		1,15,691	(1,65,146)	
(c) Amount accepted in Reinsurance		-	-	
<b>Total (C)</b>		<b>64,90,633</b>	<b>45,07,111</b>	
<b>Surplus/ (Deficit ) (D) = (A) - (B) - (C)</b>		<b>3,20,155</b>	<b>86,055</b>	

(₹ in '000)			
Particulars	Schedule	Year ended March 31, 2017	Year ended March 31, 2016
<b>Appropriations</b>			
Transfer to Shareholders' Account		54,552	85,972
Transfer to Other Reserves		-	-
Balance being Funds for Future Appropriations		2,65,603	83
Surplus transferred to balance sheet		-	-
<b>Total (E)</b>		<b>3,20,155</b>	<b>86,055</b>
* Represents the deemed realised gain as per norms specified by the Authority			
** Represents Mathematical Reserves after allocation of bonus			
The break up of total surplus is as under:			
(a) Interim Bonuses paid		1,157	1,263
(b) Terminal Bonuses paid		3,336	-
(c) Allocation of Bonus to Policyholders		4,32,487	3,09,451
(d) Surplus shown in the Revenue Account		3,20,155	86,055
(e) Total Surplus: [(a)+(b)+(c)+(d)]		<b>7,57,135</b>	<b>3,96,769</b>
<b>Significant Accounting Policies and Notes to the Accounts</b>	16		

Schedules referred to above form an integral part of the Revenue Account

This is the Revenue Account referred to in our report of even date

For C N K & Associates LLP  
Firm Registration  
No.101961W/W-100036  
Chartered Accountants

For Mukund M. Chitale & Co.  
Firm Registration  
No.106655W  
Chartered Accountants

We hereby certify that all expenses incurred by the Company in respect of life insurance business transacted in India have been fully debited in Revenue Account.

For and on behalf of the Board of Directors

Chairman

Director

Hiren Shah  
Partner  
Membership No.100052

Saurabh Chitale  
Partner  
Membership No.111383

CEO & MD

Appointed Actuary

Chief Financial Officer

Company Secretary &  
EVP - Legal & Compliance

Place: Mumbai  
Date:

Place: Mumbai  
Date:

## FORM A-PL

## Future Generali India Life Insurance Company Limited

IRDAI Registration Number: 133

Date of Registration: 4<sup>th</sup> September 2007

## Profit and Loss Account for the Year Ended March 31, 2017

## Shareholders' Account (Non-Technical Account)

(₹ in '000')			
Particulars	Schedule	Year ended March 31, 2017	Year ended March 31, 2016
Amount transferred from Policyholders' Account (Technical Account)		54,552	85,972
Income from Investments			
[Refer Notes 2(c) and 2(m) of Schedule 16]			
(a) Interest, Dividend and Rent - Gross		1,48,194	1,86,720
(b) Profit on Sale / Redemption of Investments		45,920	51,510
(c) (Loss on Sale / Redemption of Investments)		(5,839)	(12,240)
Other Income		-	10
<b>Total (A)</b>		<b>2,42,827</b>	<b>3,11,972</b>
Expenses other than those directly related to the insurance business			
(a) Employees' Remuneration and Welfare Benefits		15,697	8,464
(b) Rent, Rates and Taxes		-	-
(c) Other Expenses		30,826	13,504
Bad Debts Written Off		-	-
Provision (other than taxation)			
(a) For Diminution in the Value of Investment (Net)		-	-
(b) Provision for Doubtful Debts		-	-
(c) Others		-	-
Contribution to Policy holders' Account (Technical Account)		10,66,442	6,46,824
[Refer Note 24 of Schedule 16]			
<b>Total (B)</b>		<b>11,12,965</b>	<b>6,68,792</b>
Profit / (Loss) before Tax		(8,70,138)	(3,56,820)
Provision for Taxation		-	-
[Refer Notes 2(q) and 22 of Schedule 16]			
(a) Income Tax for earlier years		-	-
(b) Wealth Tax		-	-
(c) Fringe Benefit Tax		-	-
Profit / (Loss) after Tax		(8,70,138)	(3,56,820)
<b>Appropriations</b>			
(a) Balance at the beginning of the Year		(1,23,78,969)	(1,20,22,149)
(b) Interim Dividends Paid during the year		-	-
(c) Proposed Final Dividend		-	-
(d) Dividend Distribution on Tax		-	-
(e) Transfer to Reserves / Other Accounts		-	-
Profit / (Loss) carried to the Balance Sheet		(1,32,49,107)	(1,23,78,969)
Earnings Per Share (in ₹)		(0.59)	(0.25)
[Refer Note 29 of Schedule 16]			
(Face Value ₹10 per share)			
Basic and Diluted			
<b>Significant Accounting Policies and Notes to the Accounts</b>	<b>16</b>		

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

This is the Profit and Loss Account referred to in our report of even date

For C N K & Associates LLP  
 Firm Registration  
 No.101961W/W-100036  
 Chartered Accountants

For Mukund M. Chitale & Co.  
 Firm Registration  
 No.106655W  
 Chartered Accountants

For and on behalf of the Board of Directors

Chairman

Director

Hiren Shah  
 Partner  
 Membership No.100052

Saurabh Chitale  
 Partner  
 Membership No.111383

CEO & MD

Appointed Actuary

Chief Financial Officer

Company Secretary &  
 EVP - Legal & Compliance

Place: Mumbai  
 Date:

Place: Mumbai  
 Date:

**FORM A-BS**  
**Future Generali India Life Insurance Company Limited**  
**Registration Number: 133**  
**Date of Registration: 4<sup>th</sup> September 2007**  
**Balance Sheet as at March 31, 2017**

(₹ in '000)			
Particulars	Schedule	As at March 31, 2017	As at March 31, 2016
Sources of Funds			
Shareholders' Funds:			
Share Capital	5	1,50,74,503	1,45,20,000
Share Application Money Pending Allotment		-	-
Reserves and Surplus	6	-	-
Credit / (Debit) / Fair Value Change Account		9,544	(16,501)
[Refer Note 2(m) of Schedule 16]			
<b>Sub-Total</b>		<b>1,50,84,047</b>	<b>1,45,03,499</b>
Borrowings	7	-	-
Policyholders' Funds:			
Credit / (Debit) / Fair Value Change Account		51,598	(63,457)
[Refer Note 2(m) of Schedule 16]			
Policy Liabilities		2,05,31,288	1,76,75,014
[Refer Note 2(i) and 3 of Schedule 16]			
Insurance Reserves		-	-
Provision for Linked Liabilities		60,06,520	63,75,614
[Refer Note 2(i) and 3 of Schedule 16]			
<b>Sub-Total</b>		<b>2,65,89,406</b>	<b>2,39,87,171</b>
Funds for Future Appropriations		2,65,686	83
Funds for Discontinued Policies			
(i) Discontinued on Account of Non-Payment of Premium		5,21,914	5,44,603
(ii) Others		-	-
<b>Total</b>		<b>4,24,61,053</b>	<b>3,90,35,356</b>
<b>Application of Funds</b>			
Investments			
Shareholders'	8	21,19,133	19,02,489
Policyholders'	8A	1,98,12,884	1,77,17,957
Assets held to cover Linked Liabilities	8B	65,28,434	69,20,217
Loans	9	37,077	26,721
Fixed Assets	10	2,33,707	1,79,814
Current Assets			
Cash and Bank Balances	11	4,68,999	3,51,078
Advances and Other Assets	12	20,00,672	12,56,551
<b>Sub-Total (A)</b>		<b>24,69,671</b>	<b>1,607,629</b>
Current Liabilities	13	19,43,188	1,661,907
Provisions	14	45,772	36,533
<b>Sub-Total (B)</b>		<b>19,88,960</b>	<b>16,98,440</b>
Net Current Assets (C) = (A - B)		4,80,711	(90,811)
Miscellaneous Expenditure (To the extent not written off or adjusted)	15	-	-
Debit Balance in Profit and Loss Account (Shareholders' Account)		1,32,49,107	1,23,78,969
<b>Total</b>		<b>4,24,61,053</b>	<b>3,90,35,356</b>
<b>Significant Accounting Policies and Notes to the Accounts</b>	<b>16</b>		

Schedules referred to above form an integral part of the Balance Sheet

This is the Balance Sheet referred to in our report of even date

For C N K & Associates LLP  
 Firm Registration  
 No.101961W/W-100036  
 Chartered Accountants

For Mukund M. Chitale & Co.  
 Firm Registration  
 No.106655W  
 Chartered Accountants

For and on behalf of the Board of Directors

Chairman

Director

Hiren Shah  
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Saurabh Chitale  
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Appointed Actuary

Chief Financial Officer

Company Secretary &  
 EVP - Legal & Compliance

Place: Mumbai  
 Date:

Place: Mumbai  
 Date:

## Future Generali India Life Insurance Company Limited

IRDAI Registration No: 133

Date of Registration: 4<sup>th</sup> September 2007

## Receipts and Payments Account for the Year Ended March 31, 2017

(₹ '000)		
Particulars	Year Ended March 31, 2017	Year Ended March 31, 2016
<b>Cash Flow from Operating Activities</b>		
Premium Collection	77,73,860	61,54,984
(Including Service Tax)		
Other Income	86,096	1,00,835
Reinsurance (payments) / receipts	7,061	(13,914)
Operating Expenses	(37,04,498)	(28,28,776)
Commission and Brokerage paid	(3,25,426)	(2,73,117)
Claims paid	(45,01,333)	(42,37,382)
Taxes paid (Fringe Benefits Tax and Service Tax)	(2,10,542)	(72,557)
Net Cash used in Operating activities	<b>(8,74,782)</b>	<b>(11,69,927)</b>
<b>Cash Flow from Investing Activities</b>		
Cost of purchase of Investments	(15,60,83,396)	(16,85,963)
Proceeds from sale of Investments	15,52,45,187	7,55,197
Interest and Dividend received	15,98,611	19,53,493
Purchase of Fixed Assets	(1,30,007)	(1,12,784)
Loan to Policy Holders	(37,077)	(13,605)
Net Cash from Investing activities	<b>5,93,318</b>	<b>8,96,338</b>
<b>Cash Flow from Financing Activities</b>		
Proceeds from issue of Share Capital	5,54,503	-
Net Cash from Financing activities	<b>5,54,503</b>	-
<b>Net increase / (decrease) in cash and cash equivalents</b>	2,73,039	(2,73,589)
<b>Cash and cash equivalents at the beginning of the year</b>	6,30,792	9,04,381
<b>Cash and cash equivalents at the end of the year</b>	9,03,831	6,30,792
<b>Components of Cash and cash equivalents at end of the year:</b>		
Cash (including cheques, drafts and stamps)	4,68,999	3,51,078
Bank balances includes Last Day Collection and Citi Bank Balance	1,59,921	18,868
Money Market instruments	2,74,911	2,60,846
<b>Total cash and cash equivalents</b>	<b>9,03,831</b>	<b>6,30,792</b>
<b>Reconciliation of cash &amp; cash equivalents with cash &amp; bank balance:</b>		
Cash & cash equivalents	9,03,831	6,30,792
Less: Bank balances includes Last Day Collection and Citi Bank Balance	1,59,921	18,868
Less: Money Market instruments	2,74,911	2,60,846
<b>Cash &amp; Bank Balances as per Schedule 11</b>	<b>4,68,999</b>	<b>3,51,078</b>

**Notes:**

The above Receipts and Payments Account has been prepared as prescribed by Insurance Regulatory and Development Authority (Preparation of financial statements and Auditor's Report of Insurance Companies) Regulations, 2002 under the "Direct Method" laid out in Accounting Standard - 3 on Cash Flow Statements issued by the Institute of Chartered Accountants of India.

For C N K & Associates LLP  
 Firm Registration  
 No.101961W/W-100036  
 Chartered Accountants

For Mukund M. Chitale & Co.  
 Firm Registration  
 No.106655W  
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For and on behalf of the Board of Directors

Chairman

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CEO & MD

Appointed Actuary

Chief Financial Officer

Company Secretary &  
 EVP - Legal & Compliance

Place: Mumbai  
 Date:

Place: Mumbai  
 Date:

**Future Generali India Life Insurance Company Limited**  
**Schedules forming part of the Revenue Account for the Year ended March 31, 2017**

**Schedule – 1****Premium\***

[Refer Note 2(c) of Schedule 16]

(₹ in '000)		
Particulars	Year ended March 31, 2017	Year ended March 31, 2016
First Year Premiums	37,21,707	24,90,544
Renewal Premiums	33,99,735	33,69,119
Single Premiums	2,77,029	65,330
<b>Total</b>	<b>73,98,471</b>	<b>59,24,993</b>
<b>Premium Income from Business Written:</b>		
– In India	73,98,471	59,24,993
– Outside India	-	-

\* Premium is net of Service Tax

**Schedule – 2****Commission Expenses**

[Refer Note 2(h) of Schedule 16]

(₹ '000)		
Particulars	Year ended March 31, 2017	Year ended March 31, 2016
Commission Paid		
Direct – First Year Premiums	2,95,067	2,06,194
– Renewal Premiums	46,800	57,381
– Single Premiums	284	206
Add: Commission on Reinsurance Accepted	-	-
Less: Commission on Reinsurance Ceded	-	-
<b>Net commission</b>	<b>3,42,151</b>	<b>2,63,781</b>
<b>Breakup of Commission Expenses (Gross) incurred to procure business</b>		
Agents	1,83,406	1,59,762
Brokers	1,15,020	88,996
Corporate Agency	43,697	15,023
Referral	28	-
<b>Total</b>	<b>3,42,151</b>	<b>2,63,781</b>

**Future Generali India Life Insurance Company Limited**  
**Schedules forming part of the Revenue Account for the Year ended March 31, 2017**

**Schedule – 3**  
**Operating Expenses Related to Insurance Business**

Particulars	Year ended March 31, 2017	Year ended March 31, 2016
		(₹ '000)
Employees' Remuneration and Welfare Benefits	16,28,868	13,39,179
[Refer Notes 2(o), 12 and 21 of Schedule 16]		
Travel, Conveyance and Vehicle Running Expenses	51,172	56,708
Training Expenses (including Staff Training) (Net of Recovery)	8,365	22,361
Rent, Rates and Taxes	3,16,242	2,70,714
Repairs	88,113	88,472
Printing and Stationery	22,773	17,973
Communication Expenses	51,014	57,654
Legal and Professional Charges	4,72,921	78,497
Medical Fees	9,453	9,106
Auditors' Fees, Expenses etc.		
(a) as Auditor	2,200	3,103
(b) as Adviser or in any other capacity, in respect of		
(i) Taxation Matters	-	-
(ii) Insurance Matters	-	-
(iii) Management Services; and	-	-
(c) in any other capacity	572	532
Advertisement and Publicity	7,66,545	6,51,525
Interest and Bank Charges	13,003	15,156
Depreciation	99,994	87,131
[Refer Note 2(k) of Schedule 16]		
Others:		
Service Tax	8,214	18,821
Membership and Subscriptions	9,944	8,943
Information Technology and related Expenses	42,492	56,256
Outsourcing Expenses	45,242	42,534
Other Expenses	9,719	12,853
<b>Total</b>	<b>36,46,846</b>	<b>28,37,518</b>

**Future Generali India Life Insurance Company Limited**  
**Schedules forming part of the Revenue Account for the Year ended March 31, 2017**

**Schedule – 4****Benefits Paid [Net]**

[Refer Note 2(f) of Schedule 16]

Particulars	(₹ '000)	
	Year ended March 31, 2017	Year ended March 31, 2016
Insurance Claims:		
(a) Claims by Death	8,31,615	5,86,071
(b) Claims by Maturity	4,61,863	2,53,977
(c) Annuities / Pension Payment	2,663	2,155
(d) Other Benefits		
Surrender	29,13,867	33,59,014
Partial Withdrawal	-	-
Critical Illness	175	500
Gratuity and Leave Encashment	1,83,961	1,68,407
Superannuation	13,503	57,474
Other Benefits	4,602	9,710
Claims related Expenses	854	7,038
(Amount Ceded in Reinsurance):		
(a) Claims by Death	(3,88,118)	(1,96,856)
(b) Claims by Maturity	-	-
(c) Annuities / Pension Payment	-	-
(d) Other Benefits	-	-
(e) Critical Illness	-	-
Amount Accepted in Reinsurance:		
(a) Claims by Death	-	-
(b) Claims by Maturity	-	-
(c) Annuities / Pension Payment	-	-
(d) Other Benefits	-	-
<b>Total</b>	<b>40,24,985</b>	<b>42,47,490</b>

**Future Generali India Life Insurance Company Limited**  
Schedules forming part of the Balance Sheet as at March 31, 2017

**Schedule – 5**  
**Share Capital**

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
Authorised Capital		
2,00,00,00,000 (Previous Year - 20,00,00,000) Equity Shares of ₹10 each	2,00,00,000	2,00,00,000
Issued Capital		
1,50,75,08,850 (Previous Year - 1,45,20,00,000) Equity Shares of ₹10 each	1,50,75,089	1,45,20,000
Subscribed Capital		
1,50,74,50,266 (Previous Year - 1,45,20,00,000) Equity Shares of ₹10 each	1,50,74,503	1,45,20,000
Called-up Capital		
1,50,74,50,266 (Previous Year - 1,45,20,00,000) Equity Shares of ₹10 each	1,50,74,503	1,45,20,000
Less : Calls unpaid	-	-
Add : Shares forfeited (Amount originally paid up)	-	-
Less : Par value of Equity Shares bought back	-	-
Less : Preliminary Expenses	-	-
Expenses including commission or brokerage on	-	-
Underwriting or subscription of shares	-	-
<b>Total</b>	<b>1,50,74,503</b>	<b>1,45,20,000</b>

**Schedule – 5A**  
**Pattern of Shareholding**  
[As certified by the Management]

(₹ '000)				
Particulars	As at March 31, 2017		As at March 31, 2016	
	Number of Shares	% of Holding	Number of Shares	% of Holding
Promoters:				
Indian				
Future Enterprises Limited * (formerly known as Future Retail Limited)	5,77,15,020	3.83	4,35,60,000	3.00
Sprint Advisory Services Private Limited (formerly known as Sain Advisory Services Private Limited)	73,86,20,236	49.00	71,14,80,000	49.00
Industrial Investment Trust Limited	32,67,00,000	21.67	32,67,00,000	22.50
Foreign				
Participatie Maatschappij Graafschap Holland NV	38,44,15,010	25.50	37,02,60,000	25.50
Other:	-	-	-	-
<b>Total</b>	<b>1,50,74,50,266</b>	<b>100.00</b>	<b>1,45,20,00,000</b>	<b>100.00</b>

\* Shares held by Future Enterprises Limited and its nominees

**Future Generali India Life Insurance Company Limited**  
Schedules forming part of the Balance Sheet as at March 31, 2017

**Schedule – 6**  
**Reserves and Surplus**

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
Capital Reserve	-	-
Capital Redemption Reserve	-	-
Share Premium	-	-
Revaluation Reserve	-	-
General Reserves	-	-
Less: Debit Balance in Profit and Loss Account, If any	-	-
Less: Amount utilised for Buy-back	-	-
Catastrophe Reserve	-	-
Other Reserves	-	-
Balance of Profit in Profit and Loss Account	-	-
<b>Total</b>	-	-

**Schedule – 7**  
**Borrowings**

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
Debentures / Bonds	-	-
Banks	-	-
Financial Institutions	-	-
Others	-	-
<b>Total</b>	-	-

**Future Generali India Life Insurance Company Limited**  
**Schedules forming part of the Balance Sheet as at March 31, 2017**

**Schedule – 8**  
**Investments – Shareholders’**  
 [Refer Note 2(m) of Schedule 16]

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
<b>Long Term Investments</b>		
Government Securities and Government Guaranteed Bonds including Treasury Bills*	5,69,483	4,57,639
Other Approved Securities	1,32,571	1,94,714
Other Approved Investments		
(a) Shares		
(aa) Equity	1,47,946	1,21,316
(bb) Preference	-	-
(b) Mutual Funds	-	-
(c) Derivative Instruments	-	-
(d) Debentures / Bonds	5,44,914	4,11,805
(e) Other Securities	-	-
(f) Subsidiaries	-	-
(g) Investment Properties – Real Estate	-	-
Investment in Infrastructure and Social Sector	4,22,615	3,86,955
Other than Approved Investments	10,385	-
	<b>18,27,914</b>	<b>15,72,429</b>
<b>Short Term Investments</b>		
Government Securities and Government Guaranteed Bonds including Treasury Bills	-	-
Other Approved Securities	-	-
Other Approved Investments		
(a) Shares		
(aa) Equity	-	-
(bb) Preference	-	-
(b) Mutual Funds	2,71,814	1,49,233
(c) Derivative Instruments	-	-
(d) Debentures / Bonds	-	-
(e) Other Securities	5,407	1,55,000
(f) Subsidiaries	-	-
(g) Investment Properties – Real Estate	-	-
Investments in Infrastructure and Social Sector	13,998	-
Other than Approved Investments	-	25,827
	<b>2,91,219</b>	<b>3,30,060</b>
<b>Total</b>	<b>21,19,133</b>	<b>19,02,489</b>

**Notes:**

- (i) Aggregate book value and market value of Long Term investment other than equity shares is ₹16,60,894(000) (Previous Year ₹14,36,348(000)) and ₹17,56,914(000) (Previous Year ₹15,03,701(000)) respectively.
- (ii) Aggregate book value and market value of Short Term investment other than equity shares is ₹2,91,219(000) (Previous Year ₹3,30,060(000)) and ₹2,91,219(000) (Previous Year ₹3,30,060(000)) respectively.

**Future Generali India Life Insurance Company Limited**  
Schedules forming part of the Balance Sheet as at March 31, 2017

**Schedule – 8A**  
**Investments – Policyholders'**  
[Refer Note 2(m) of Schedule 16]

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
<b>Long Term Investments</b>		
Government Securities and Government Guaranteed Bonds including Treasury Bills	94,25,479	73,12,558
Other Approved Securities	19,44,703	24,21,406
Other Approved Investments		
(a) Shares		
(aa) Equity	6,12,839	5,82,630
(bb) Preference	-	-
(b) Mutual Funds	10,055	-
(c) Derivative Instruments	-	-
(d) Debentures / Bonds	29,01,629	25,43,882
(e) Other Securities	-	-
(f) Subsidiaries	-	-
(g) Investment Properties – Real Estate	-	-
Investments in Infrastructure and Social Sector	36,27,121	36,35,414
Other than Approved Investments	1,35,574	1,48,102
	<b>1,86,57,400</b>	<b>1,66,43,992</b>
<b>Short Term Investments</b>		
Government Securities and Government Guaranteed Bonds including Treasury Bills	49,963	-
Other Approved Securities	6,562	-
Other Approved Investments		
(a) Shares		
(aa) Equity	-	-
(bb) Preference	-	-
(b) Mutual Funds	5,17,786	6,15,120
(c) Derivative Instruments	-	-
(d) Debentures / Bonds	-	-
(e) Other Securities	1,66,238	3,89,854
(f) Subsidiaries	-	-
(g) Investment Properties – Real Estate	-	-
Investments in Infrastructure and Social Sector	4,14,935	-
Other than Approved Investments	-	68,991
	<b>11,55,484</b>	<b>10,73,965</b>
<b>Total</b>	<b>1,98,12,884</b>	<b>1,77,17,957</b>

**Notes:**

- (i) Aggregate book value and market value of Long Term investment other than equity shares is ₹1,79,68,178(000) (Previous Year ₹1,59,88,220(000)) and ₹1,89,89,407(000) (Previous Year ₹1,65,27,745(000)) respectively.
- (ii) Aggregate book value and market value of Short Term investment other than equity shares is ₹11,55,484(000) (Previous Year ₹1,073,965(000)) and ₹11,55,949(000) (Previous Year ₹10,73,965(000)) respectively.

**Future Generali India Life Insurance Company Limited**  
Schedules forming part of the Balance Sheet as at March 31, 2017

**Schedule – 8B**  
**Assets held to cover Linked Liabilities**  
[Refer Note 2(m) of Schedule 16]

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
<b>Long Term Investments</b>		
Government Securities and Government Guaranteed Bonds including Treasury Bills	4,31,751	4,37,841
Other Approved Securities	7,24,757	10,32,207
Other Approved Investments		
(a) Shares		
(aa) Equity	24,13,867	28,05,664
(bb) Preference	-	-
(b) Mutual Funds	-	-
(c) Debenture Instruments	-	-
(c) Debentures / Bonds	4,20,261	6,59,681
(e) Other Securities	-	-
(f) Subsidiaries	-	-
(g) Investment Properties - Real Estate	-	-
Investments in Infrastructure and Social Sector	11,06,874	10,86,421
Other than Approved Investments	2,18,268	17,128
	<b>53,15,778</b>	<b>60,38,942</b>
<b>Short Term Investments</b>		
Government Securities and Government Guaranteed Bonds including Treasury Bills	3,44,552	1,43,974
Other Approved Securities	2,633	1,009
Other Approved Investments		
(a) Shares		
(aa) Equity	-	-
(bb) Preference	-	-
(b) Mutual Funds	-	2,89,882
(c) Derivative Instruments	-	-
(d) Debentures / Bonds	-	-
(e) Other Securities	4,92,592	10,991
(f) Subsidiaries	-	-
(g) Investment Properties - Real Estate	-	-
Investments in Infrastructure and Social Sector	43,739	50,251
Other than Approved Investments	-	2,87,537
Net Current Assets	3,29,140	97,631
	<b>12,12,656</b>	<b>8,81,275</b>
<b>Total</b>	<b>65,28,434</b>	<b>69,20,217</b>

**Future Generali India Life Insurance Company Limited**  
**Schedules forming part of the Balance Sheet as at March 31, 2016**

**Schedule – 8B****Assets held to cover Linked Liabilities**

[Refer Note 2(m) of Schedule 16]

- (i) Aggregate book value and market value of Long Term investment other than equity shares is ₹25,18,105(000) (Previous Year ₹28,89,760(000)) and ₹25,18,105(000) (Previous Year ₹28,89,760(000)) respectively.
- (ii) Aggregate book value and market value of Short Term investment other than equity shares is ₹8,83,516(000) (Previous Year ₹7,83,644(000)) and ₹8,83,516(000) (Previous Year ₹7,83,644(000)) respectively.
- (iii) Break-up of Net Current Assets is as under

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
Cash and Bank Balance	1,59,921	18,868
Interest accrued & not due	74,478	86,539
O/S Payable / Receivable (net)	93,831	(7,220)
Others	910	(556)
<b>Total</b>	<b>3,29,140</b>	<b>97,631</b>

**Future Generali India Life Insurance Company Limited**  
Schedules forming part of the Balance Sheet as at March 31, 2017

**Schedule – 9**  
**Loans**

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
<b>Security-wise Classification</b>		
<b>Secured</b>		
(a) On mortgage of Property		
(aa) In India	-	-
(bb) Outside India	-	-
(b) On Shares, Bonds, Government Securities etc.	-	-
(c) Loan against Policies	37,077	26,721
(d) Others	-	-
<b>Unsecured</b>		
(a) Loans against Policies	-	-
(b) Others	-	-
<b>Total</b>	<b>37,077</b>	<b>26,721</b>
<b>Borrower-wise Classification</b>		
(a) Central and State Governments	-	-
(b) Banks and Financial Institutions	-	-
(c) Subsidiaries	-	-
(d) Companies	-	-
(e) Loans against Policies	37,077	26,721
(f) Others	-	-
<b>Total</b>	<b>37,077</b>	<b>26,721</b>
<b>Performance-wise Classification</b>		
(a) Loans classified as Standard		
(aa) In India	37,077	26,721
(bb) Outside India	-	-
(b) Non Standard Loans less Provisions		
(aa) In India	-	-
(bb) Outside India	-	-
<b>Total</b>	<b>37,077</b>	<b>26,721</b>
<b>Maturity-wise Classification</b>		
(a) Short-Term	-	-
(b) Long-Term	37,077	26,721
<b>Total</b>	<b>37,077</b>	<b>26,721</b>

**Future Generali India Life Insurance Company Limited**  
Schedules forming part of the Balance Sheet as at March 31, 2017

**Schedule – 10**  
**Fixed Assets**  
[Refer Notes 2(i) and 2(k) of Schedule 16]

Particulars	Gross Block (at cost)				Depreciation			Net Block		(₹ '000)
	As at April 1, 2016	Additions	Deductions	As at March 31, 2017	As at April 1, 2016	For the Year	On Sales / Adjustments	As at March 31, 2017	As at March 31, 2016	
	Goodwill	-	-	-	-	-	-	-	-	
<b>Intangible Assets</b>										
Software	3,25,531	77,259	-	4,02,790	2,69,421	46,633	-	3,16,054	86,736	56,110
<b>Tangible Assets</b>										
Land-Freehold	-	-	-	-	-	-	-	-	-	-
Leasehold Improvements	46,424	4,431	-	50,855	11,118	10,547	-	21,665	29,190	35,306
Buildings	-	-	-	-	-	-	-	-	-	-
Furniture and Fittings	45,275	1,420	-	46,695	12,287	8,676	-	20,963	25,732	32,988
Information Technology Equipment	42,545	45,345	64	87,826	19,398	21,438	17	40,819	47,007	23,147
Vehicles	8,005	-	-	8,005	3,385	777	-	4,162	3,843	4,620
Office Equipment	36,278	1,549	-	37,827	18,336	11,940	-	30,276	7,551	17,942
Capital Work in Progress	5,04,058	1,30,004	64	6,33,998	3,33,945	1,00,011	17	4,33,939	2,00,059	1,70,113
<b>Grand Total</b>	<b>5,04,058</b>	<b>1,30,004</b>	<b>64</b>	<b>6,33,998</b>	<b>3,33,945</b>	<b>1,00,011</b>	<b>17</b>	<b>4,33,939</b>	<b>2,33,707</b>	<b>1,79,814</b>
Previous Year	2,91,439	2,12,619	-	5,04,058	2,46,814	87,131	-	3,33,945	1,79,814	-

**Future Generali India Life Insurance Company Limited**  
Schedules forming part of the Balance Sheet as at March 31, 2017

**Schedule – 11**  
**Cash and Bank Balances**

		(₹ '000)	
	Particulars	As at March 31, 2017	As at March 31, 2016
<b>1.</b>	<b>Cash (including Cheques, Drafts and Stamps)</b>	<b>2,49,974</b>	<b>1,74,590</b>
<b>2.</b>	<b>Bank Balances</b>		
	(a) Deposit Accounts		
	(aa) Short-term (Due within 12 months of the date of Balance Sheet)	-	-
	(bb) Others	-	-
	(b) Current Accounts	2,19,025	1,76,488
	(c) Others	-	-
<b>3.</b>	<b>Money at Call and Short Notice</b>		
	(a) With Banks	-	-
	(b) With other Institutions	-	-
<b>4.</b>	<b>Others</b>		
	<b>Total</b>	<b>4,68,999</b>	<b>3,51,078</b>
	Balances with Non-Scheduled Banks included in 2 and 3 above	-	-
	Cash and Bank Balances		
	In India	4,68,999	3,51,078
	Outside India	-	-
	<b>Total</b>	<b>4,68,999</b>	<b>3,51,078</b>

**Future Generali India Life Insurance Company Limited**  
Schedules forming part of the Balance Sheet as at March 31, 2017

**Schedule – 12**  
**Advances and Other Assets**

(₹ '000)			
Particulars		As at March 31, 2017	As at March 31, 2016
<b>Advances</b>			
Reserve Deposits with Ceding Companies		-	-
Application Money for Investments		-	-
Prepayments		29,146	28,928
Advances to Directors / Officers		-	-
Advance Tax Paid and Taxes Deducted at Source (Net of Provision for Taxation)		-	-
Others:			
Advances to Suppliers		1,31,930	53,682
Advances to Employees		5,172	1,897
<b>Total (A)</b>		<b>1,66,248</b>	<b>84,507</b>
<b>Other Assets</b>			
Income Accrued on Investments			
(a) Shareholders'		61,035	54,848
(b) Policyholders'		6,19,354	5,29,831
Outstanding Premiums		3,55,724	3,86,711
Agents' Balances			
Gross	28,355		
Less: Provision for doubtful agent balances (Previous Year NIL)	9,955	18,400	15,662
Foreign Agencies Balances		-	-
Due from other Entities carrying on Insurance Business (including Reinsurers)		1,21,778	45,259
Due from Subsidiaries / Holding Company		-	-
Deposit with Reserve Bank of India		-	-
[Pursuant to Section 7 of Insurance Act, 1938]			
Others:			
Refundable Security Deposits		1,09,959	1,05,230
Service Tax Unutilised Credit		88,462	30,318
Other Receivables		5,044	4,185
Investment of Unclaimed Amounts of Policyholders*		4,54,668	-
<b>Total (B)</b>		<b>18,34,424</b>	<b>11,72,044</b>
<b>Total (A + B)</b>		<b>20,00,672</b>	<b>12,56,551</b>

\*Unclaimed Amounts of Policyholders Fund for Mar'16 was included in schedule 8A

**Future Generali India Life Insurance Company Limited**  
Schedules forming part of the Balance Sheet as at March 31, 2017

**Schedule – 13**  
**Current Liabilities**

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
Agents' Balances	83,692	43,833
Balances due to Other Insurance Companies	6	1,906
Deposits held on Reinsurance Ceded	-	-
Premiums Received in Advance	17,930	14,314
Unallocated Premium	2,26,455	2,21,020
Sundry Creditors	7,77,016	4,99,588
Due to Subsidiaries / Holding Companies	-	-
Claims Outstanding	3,02,677	4,56,212
Annuities Due	-	-
Due to Officers / Directors	-	-
Unclaimed Amounts of Policyholders	4,90,538	3,95,525
Others:		
Statutory Dues	25,809	24,241
Dues to Employees	18,103	3,074
Retention Money Payable	962	2,194
<b>Total</b>	<b>19,43,188</b>	<b>16,61,907</b>

**Schedule – 14**  
**Provisions**

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
For Taxation (Less Payments and Taxes Deducted at Source) (Net)	-	-
For Proposal Dividends	-	-
For Dividend Distribution Tax	-	-
Others:	-	-
Gratuity	16,875	9,660
Leave Encashment	28,897	26,873
<b>Total</b>	<b>45,772</b>	<b>36,533</b>

**Schedule – 15**  
**Miscellaneous Expenditure (To the extent not written off or Adjusted)**

(₹ '000)		
Particulars	As at March 31, 2017	As at March 31, 2016
Discount allowed in Issue of Shares/ Debentures	-	-
Others	-	-
<b>Total</b>	<b>-</b>	<b>-</b>

## FUTURE GENERALI INDIA LIFE INSURANCE COMPANY LIMITED

### Schedule – 16

Significant Accounting Policies and Notes to the Balance Sheet as at March 31, 2017, Revenue Account and Profit and Loss Account for the year ended March 31, 2017

#### 1. Background

Future Generali India Life Insurance Company Limited was incorporated on October 30, 2006 as a Company under the Companies Act, 1956 to undertake and carry on the business of life insurance. On April 18, 2007, the name was changed to Future Generali India Life Insurance Company Limited (Formerly Future Generali India Life Assurance Company Limited) ('the Company'). The Company has obtained a license from the Insurance Regulatory and Development Authority of India ('IRDAI') on September 4, 2007 for carrying on the business of life insurance. The license is in force as at March 31, 2017.

The Company's life insurance business comprises of individual life and group business including participating, non-participating, pension, annuity, group gratuity, superannuation, leave encashment, variable insurance products and unit linked insurance products. The Company distributes these products through individual agents, corporate agents, banks, brokers, direct sales channels across the country and online through the Company's website.

#### 2. Significant Accounting Policies

##### a) Basis of preparation of financial statements

The financial statements are prepared and presented under the historical cost convention, unless otherwise stated, and on the accrual basis of accounting, in accordance with accounting principles generally accepted in India (Indian GAAP). The Company has prepared the financial statements in compliance with the accounting standards notified under section 133 of the Companies Act, 2013 further amended by Companies (Accounting Standards) Amendment Rules, 2016 read with paragraph 7 of the Companies (Accounts) Rules, 2014 and in accordance with the provisions of the Insurance Act, 1938 as amended from time to time, including amendment brought by Insurance Laws (Amendment) Act, 2015, the Insurance Regulatory and Development Authority Act, 1999 as amended from time to time, and the regulations framed

thereunder, various circulars issued by the IRDAI from time to time and the practices prevailing within the insurance industry in India.

The accounting policies have been consistently applied by the Company. The management evaluates all newly issued or revised accounting pronouncements on an ongoing basis to ensure due compliance.

##### b) Use of Estimates

The preparation of the financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets, liabilities, revenues and expenses and disclosure of contingent liabilities as on the date of the financial statements. The estimates and assumptions used in the financial statements are based upon management's evaluation of the relevant facts and circumstances as on the date of financial statements. Actual results may differ from the estimates and assumptions used in preparing the accompanying financial statements. Differences between the actual and estimates are recognised in the period in which the actual materializes or are known. Any revision to the accounting estimates is recognised prospectively.

##### c) Revenue Recognition

###### Life Insurance Premium

- i. Premium (net of service tax) is recognised as income when due from policyholders. Premium on lapsed policies is recognised as income on receipt basis on reinstatement or revival of these policies. In respect of linked business, premium income (net of service tax) is recognised when the associated units are allotted.
- ii. Top up premiums paid by unit linked policyholders' are considered as single premium and recognised as income when the associated units are created.

###### Income from Investments

- iii. Interest on investments and loans are recognised on accrual basis. Accretion of discount and amortization of premium in respect of debt securities is recognised over the remaining term of such instruments on constant yield basis. In case of Treasury Bills / Commercial Papers / Certificate of Deposits / CBLO, accretion of discount is

effected over the remaining period of instruments on Straight Line Basis.

- iv. Dividend income is recognised when the right to receive dividend is established and is accounted on Ex-Dividend Date.
- v. Bonus shares are recognised when the right to receive bonus shares is established and are accounted on Ex-Bonus Date.
- vi. In case of unit linked business, fund management charges, administration charges and mortality charges are recognised in accordance with the terms and conditions of the policy.
- vii. Realized gains and losses in respect of equity shares and units of mutual funds are calculated as the difference between the net sales proceeds and their weighted average cost.
- viii. In respect of debt securities held on account of Shareholders and Non-Linked Policyholders Funds, the realized gains and losses are calculated as difference between net sales proceeds or redemption proceeds and amortized cost. Cost in respect of these securities is computed using weighted average method. In case of unit linked Funds, realized profit/loss on Debt securities are calculated as the difference between the net sales proceeds and their weighted average cost.

In case of Treasury Bills / Commercial Papers / Certificate of Deposits / CBLO, the same is calculated as difference between Net sales proceeds and amortized cost.

#### Income from linked policies

- viii. Income from linked policies, which include fund management charges, policy administration charges, mortality charges and other charges, wherever applicable, is recovered from the linked funds in accordance with the terms and conditions of the insurance contracts and is accounted for as income when due.

#### Income from loans

- ix. Interest income on loans is accounted for on an accrual basis.

#### d) Reinsurance premium

Premium ceded on reinsurance is accounted in accordance with the terms of the treaty.

#### e) Loans against policies

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

#### f) Benefits Paid (including Claims)

- i) Claims by death are accounted when intimated.
- ii) Claims by maturity are accounted on the maturity date.
- iii) Annuity benefits are accounted when due.
- iv) Surrenders are accounted as and when notified.
- v) Claims cost consist of the policy benefit amounts and claims settlement costs, where applicable.
- vi) Claims recovered or recoverable from reinsurer are accounted in the same period as that of the related claims.
- vii) Withdrawals and surrender under unit linked policies are accounted in respective schemes when the associated units are cancelled.

#### g) Expense Recognition

Expenses are recognised on accrual basis. Expenses other than those directly related to Insurance business are recognised in the Profit and Loss Account and operating expenses related to Insurance business are recognised in the Revenue Account.

#### h) Acquisition costs

Acquisition costs are costs that vary with and are primarily related to acquisition of new insurance contracts. Acquisition cost mainly consists of commission, medical costs, stamp duty and other related expenses. These costs are expensed out in the year in which they are incurred.

#### i) Policy Liabilities

Liabilities on life policies are determined by the Appointed Actuary using generally accepted actuarial practice in accordance with the Standards and Guidance Notes established by the Institute of Actuaries of India, the requirement of the Insurance Act, 1938 as amended by the Insurance Laws (Amendment Act), 2016 and the regulations issued by the IRDAI.

The Liabilities are calculated in the manner that

together with estimated future premium income and investment income, the company can meet estimated future claims (including bonus entitlement to the policyholders) and expenses.

The actuarial method and assumptions are given in Note 3 below.

#### j) Fixed Assets

Fixed Assets are stated at cost, less accumulated depreciation. Cost includes the purchase price and any other cost which can be directly attributed to bringing the asset to its present location and working condition for its intended use. Subsequent expenditure incurred on existing fixed assets is expensed out except where such expenditure increases the future economic benefits from the existing assets. Cost of assets as at the Balance Sheet date not ready for its intended use as at such date are disclosed as capital work in progress. Advances given towards acquisition of fixed assets are disclosed in 'Advance and other assets' in Balance Sheet. In respect of expenditure incurred on acquisition of fixed assets in foreign exchange, the net gain or loss arising on conversion/settlement is recognised in the Revenue Account.

#### Intangibles

Expenditure incurred on major application software and their customization or further development/ enhancement is recognised as an intangible asset. The same is capitalized under fixed assets if such expenditure results in a benefit of enduring nature. Other software expenses are expensed in the period in which they are incurred. Intangible assets are stated at cost less accumulated depreciation/ amortization.

#### Leasehold Improvements

Improvements to leasehold premises are capitalized as Leasehold Improvements.

#### k) Depreciation

Depreciation is provided on a pro-rata basis on a Straight Line Method over the estimated useful life of the assets as prescribed under Schedule II of the Companies Act, 2013.

The useful life of various assets as estimated by Management and as prescribed by Schedule II is as under:

Nature of Asset	Useful Life (Months)
Software	36
Furniture and Fittings	120
Information Technology Equipment (incl. Servers & networks)	36
Office Equipment	60
Motor Cars	96
Mobile Phones *	24

\* Mobile phones are part of office equipment in schedule 10 of the financials

Leasehold Improvements are amortised over the period of respective leases or 60 months, whichever is lower.

Any additions to the original fixed assets are depreciated over the remaining useful life of the original asset. Depreciation/ amortisation is charged on pro-rata basis from the date on which the asset is put to use and in case of asset sold, up to the previous date of sale.

Assets individually costing less than ₹5,000 are fully depreciated in the year of acquisition.

#### l) Impairment of Assets

The Company assesses at each Balance Sheet date whether there is any indication that an asset may be impaired. If any such indication exists, the Company estimates the recoverable amount of the asset. If such recoverable amount of the asset is less than its carrying amount, the carrying amount is reduced to its recoverable amount. The reduction is treated as an impairment loss and is recognised in the Revenue Account.

#### m) Investments

Investments are made in accordance with the Insurance Act, 1938 as amended by the Insurance Laws (Amendment Act), 2016, the Insurance Regulatory and Development Authority (Investment) Regulations, 2000, as amended and circulars / notifications issued by the IRDAI from time to time.

Investments are recorded on the trade date at cost, which includes brokerage, statutory levies, if any and excludes interest paid, if any, on Purchase.

#### Classification

Investments intended to be held for a period of less

than twelve months or those maturing 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”.

#### **Valuation – Shareholders’ investments and Non-Linked Policyholders’ investments**

Debt securities including government securities are considered as “held to maturity” and are stated at amortized cost.

The premium or discount, which is paid or availed respectively, at the time of purchase of a fixed income security, is amortized over the life of the instrument on Constant Yield basis.

Fixed deposits are valued at cost till the date of maturity.

Investments in mutual funds are stated at previous day’s Net Asset Value (NAV) per unit.

Listed equity securities and ETFs are measured at fair value on the balance sheet date. For the purpose of determining fair value, these are valued at last quoted closing price on the NSE and in case the equity shares are not listed or traded on NSE then they are valued on the last quoted closing price on the BSE. Unlisted equity securities are measured at historic cost. Reverse Repo is valued at cost. In respect of investment in equity shares, ETFs and mutual funds, the corresponding unrealized investment gain or losses are reported in the Balance Sheet under “Fair Value Change Account”. In case of diminution, other than temporary, in the market value of investments as on the Balance Sheet date, the amount of diminution is recognised as an expense in the Revenue/Profit and Loss Account as the case may be.

All assets where the interest and/ or installment of principal repayment remain overdue for more than 90 days at the Balance Sheet date are classified as Non-Performing Assets (NPA).

#### **Valuation – Linked Business**

Government Securities and other Debt Securities with remaining maturity more than 182 days are valued based on market value obtained from Fixed Income Money Market & Derivatives Association of India (‘FIMMDA’) and CRISIL Bond Valuer respectively. Government and other debt securities with remaining maturity of up to 182 days are valued at amortized cost spread uniformly over the remaining life of the securities.

Listed equity securities and ETFs are measured at fair

value on the Balance Sheet date. For the purpose of determining fair value, these are valued at last quoted closing price on the NSE and in case the equity shares are not listed or traded on NSE then they are valued on the last quoted closing price on the BSE. Unrealized gains or losses are recognised in the scheme’s Revenue account. Reverse Repo is valued at cost.

Fixed Deposits are valued at cost till the date of maturity.

Mutual fund units are valued at previous day’s Net Asset Value per unit.

All assets where the interest and/ or installment of principal repayment remain overdue for more than 90 days at the Balance Sheet date are classified as Non-Performing Assets (NPA).

#### **Transfer of Investments**

- 1) Transfer of debt securities from shareholders’ to policyholders’ is done at the lower of net amortized cost and market value on the date of transfer.
- 2) In the case of equity securities, such transfers are affected at lower of cost and market value on the date of transfer.
- 3) In case of unit linked fund-
  - a) For Equity, Preference Shares, ETFs and Government Securities, market price of the latest trade. In such case, deal is entered into the system within one hour of taking such quote or price
  - b) In case of securities mentioned in (a) if the trade has not taken place on the day of transfer and for all other securities not part of (a) previous day valuation price

No transfer of investments is made between non linked Policyholder’s funds.

#### **n) Operating Leases**

Leases where the lessor effectively retains substantially all the risks and benefits of ownership over the lease term are classified as Operating Leases. Operating lease rentals are recognised as an expense over the lease period on straight line basis.

#### **o) Employee Benefits**

#### **(i) Long term benefits**

**(i-a) Defined-contribution plans**

These are plans in which the Company pays pre-defined amounts to separate funds and does not have any legal or informal obligation to pay additional sums. These comprise of contributions to the employees' provident fund and employees' pension fund. The Company's payments to the defined contribution plans are reported as expenses during the period in which the employees perform the services that the payment covers.

**(i-b) Defined-benefit plans**

Expenses for defined-benefit gratuity plans are calculated as at the balance sheet date by independent actuaries using Projected Unit Credit method. The commitments are valued at the present value of expected future payments, with consideration for calculated future salary increases, utilizing a discount rate corresponding to the interest rate estimated by the actuary having regard to the interest rate on government bonds with a term based on the expected average remaining working lives of employees.

**(ii) Short term benefits**

All employee benefits payable within twelve months of rendering the service are classified as short-term employee benefits. Benefits such as salaries, bonuses and other non-monetary benefits are recognised in the period in which the employee renders the related service. All short term employee benefits are accounted on undiscounted basis.

**(iii) Compensated absences**

The employees of the Company are entitled to compensated absences. The employees can carry forward a portion of unutilized accumulating compensated absences and utilize it in the future periods or receive cash compensation on the retirement or termination of employment. The Company records an obligation for compensated absences in the period in which the employee renders services that increase the entitlement. The Company measures the expected cost of compensated absences as an additional amount that the Company expects to pay as a result of the unused entitlement that has accumulated at the Balance Sheet date. The Company recognises accumulated compensated absences based on the actuarial valuation using the projected unit credit method. Actuarial gains and losses are recognised immediately in the Revenue Accounts as income or expense, as the case may be.

**p) Foreign Currency Transactions**

Foreign currency transactions are recorded at the exchange rates prevailing on the date of the transaction. Gains and losses arising out of subsequent fluctuations are accounted on actual payment or realization. Monetary items denominated in foreign currency as at the Balance Sheet are converted at the exchange rates prevailing on that date. Exchange differences are recognised in the Revenue Account or Profit and Loss Account as applicable.

**q) Provision for Taxation**

Tax expense comprises of income tax and deferred tax.

**Income Tax**

Provision for current income tax, if any, is made on an accrual basis. Current Income Tax is measured at the amount expected to be paid to the tax authorities in accordance with the Income Tax Act, 1961.

**Deferred Tax**

Deferred Tax is recognised subject to the consideration of prudence in respect of deferred tax assets on timing difference, being the difference between taxable income and accounting income that originate in one period and are capable of reversal in one or more subsequent period. The effect of deferred tax asset / liability of a change in the tax rates is recognised using the tax rates and tax laws that have been enacted or substantively enacted by the Balance Sheet date.

Deferred tax assets are recognised only to the extent there is reasonable certainty that the assets can be realized in future, however, where there is unabsorbed depreciation or carried forward loss under taxation laws, deferred tax assets are recognised only if there is virtual certainty of realization of such assets.

**r) Service Tax**

Service tax and Krishi Kalyan Cess (KKC) liability on output service is set-off against available input service tax credit from payment of service tax under Insurance Auxiliary services, Repairs & Maintenance services and other eligible services. Unutilized credit, if any, are carried forward as "Service Tax Unutilized credit" under "Advances and other asset" for set-off against output service tax and Krishi Kalyan Cess (KKC) liability of subsequent periods.

### s) Provisions and contingent liabilities

The Company recognises a provision when there is a present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation.

A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resource is remote, no provision or disclosure is made.

### t) Funds for Future Appropriation

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 Policyholders' fund. In respect of Participating policies any allocation to the policyholder would also give rise to a shareholder transfer in the required proportion.

### u) Cash and Cash Equivalents

Cash and cash equivalents for the purposes of Receipts and Payments Account comprise of cash and cheques in hand, bank balances, fixed deposits with original maturity of three months or less, CBLO, Reverse Repo, highly liquid mutual funds and highly liquid investments that are readily convertible into measurable amounts of cash and which are subject to insignificant risk of change in value.

### v) Cash Flow Statements

Cash Flow Statement is prepared and reported using the Direct Method, in conformity with para 1.1 (i) of the Master Circular on Preparation of Financial Statements and Filing Returns of Life Insurance Business dated December 11, 2013 issued by the IRDAI.

### w) Earnings per Share

Basic Earnings per share are calculated by dividing the net profit or loss for the period attributable to equity shareholders by the weighted average number of equity shares outstanding during the period. For the purpose of calculating Diluted Earnings per Share, the net profit or loss for the

period attributable to equity shareholders and weighted average number of shares outstanding during the period is adjusted for the effects of all dilutive potential equity shares.

### x) Provision for doubtful debts

The Company regularly evaluates the probability of recovery and provides for doubtful deposits, advances and others receivables.

### y) Segmental reporting

#### Identification of segments

Based on the primary segments identified under IRDAI (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulations 2002 ('the Regulations') read with AS 17 on "Segmental Reporting" prescribed in the Companies Act, 2013 and rules thereunder, the Company has classified and disclosed segmental information separately for Shareholders' and Policyholders'. Within Policyholders', the businesses are further segmented into Participating (Individual), Non-Participating (Individual and Group), Linked (Life, Pension and Group), Accumulation Group, Superannuation Group, VIP (Accumulation and Superannuation), Pension Individual, Annuity Individual and Health Individual. Since all business is written in India, there are no reportable geographical segments.

#### Allocation and apportionment methodology

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

- a) Revenue, expenses, assets and liabilities, which are directly attributable and identifiable to the respective regulatory segments, are directly allocated in that respective segment
- b) The principle followed for apportioning of those expenses that cannot be directly attributable to the regulatory segments is to initially apportion these expenses to the Company's internal operating segments and then further apportion into the regulatory segments. All indirect regulatory expenses are segregated into direct expenses and indirect expenses

Direct expenses are those expenses which can be identified with the operating segments of the Company. Indirect expenses are those expenses which cannot be identified with the operating segments of the Company.

These expenses are then apportioned to the regulatory segments based on one or combination of some of the following parameters, as considered appropriate:

- i) Number of policies sold
- ii) New business premium
- iii) In Force policies
- iv) Gross Written Premium for In Force policies
- v) Number of employees
- vi) Man hours utilized

### 3. Actuarial Method and Assumptions

Liabilities on life policies are determined by the Appointed Actuary as per the provision of Insurance Regulatory and Development Authority of India (IRDAI) on Assets Liabilities and Solvency Margin of Insurers Regulations, 2016, other relevant regulations and circulars issued by the IRDAI from time to time, Insurance Act 1938 as amended from time to time, generally accepted actuarial principles and in accordance with the Standards and Guidance Notes issued by the Institute of Actuaries of India with the concurrence of IRDAI;

Actuarial Methods and the assumptions used in the valuation as at March 31, 2017 are stated below.

#### A. For Non-linked Individual Business (other than Guarantee Advantage Plan)

Gross Premium Valuation Reserve Method is used to calculate the liabilities with respect to expenses, mortality and other claims including bonus if any; negative reserves are eliminated at policy level. The reserves are floored to the higher of guaranteed surrender value (GSV) and the special surrender value (SSV) at a policy level. For term products, the reserves are also floored to the unearned premium reserve (UPR). For non-linked pension product (Future Generali Pension), liability is floored to the policyholder pension fund account (PPFA) which is calculated using the premiums accumulated with past declared bonuses.

#### B. For the Non-Linked Non-Participating "Guarantee Advantage" Plan

The accumulated balance in Policy Account, net of charges, accumulated at the rate of crediting interest declared in advance on a quarterly basis as on valuation date at a policy level akin to fund value. Additional reserve equivalent to, present value of expenses and benefits less present value of fees (Allocation fees, Insurance fees, Policy administration fees and investment fees) discounted at valuation rate of interest, akin to non-unit reserves. Reserve

for loyalty addition is calculated as Present value of loyalty addition payable at maturity/death calculated for all in-force policies discounted at valuation rate of interest.

#### C. For Linked business

Unit value as on the valuation date is kept as unit reserve. Discounted cash flow approach is used to determine non-unit reserves as per IRDAI guidelines subject to minimum of half a month's mortality and policy administration charges.

#### D. For Riders reserves

For individual business, the rider reserve has been calculated as higher of Gross Premium Valuation method and Unearned Premium Reserve method. For group business, the rider reserve is computed by the Unearned Premium Reserve method.

#### E. For Group Term Insurance

The reserves are calculated using the Unexpired Premium Reserve (UPR) methodology. Credit for reinsurance is taken in the calculation of this reserve.

#### F. For Group Credit Suraksha

Gross Premium Valuation Reserve method has been used similar to individual business as outlined earlier.

#### G. For Non Linked Group Traditional Fund Products (Non VIP)

The contributions net of withdrawals are being accumulated using the crediting rate which is calculated as yield less expenses, if any. The Crediting rate is declared annually in arrears.

#### H. For the Non Linked Group Traditional Fund Products (VIP) – Gratuity and Leave Encashment

The fund along with the net contributions are credited with the minimum guaranteed floor rate of 1% and then accumulated at the interest rate which is declared quarterly in advance.

#### I. For Non Linked Group Traditional Fund Products (VIP) – Group Superannuation

The contributions net of withdrawals are being accumulated at a minimum floor rate (guaranteed rate of return) of 1% pa. Additional earnings over and above the minimum floor rate, if any, is shared through annual bonus at the end of the financial year. The annual declared bonus amount is credited to the fund reserve.

#### J. For Linked Saving Suraksha products

Reserves consists of Unit reserves which is higher of Fund value as on Valuation date or number of units multiplied by the published unit prices or NAV as on Valuation date. Additional reserves are provided at member level by taking mortality charge and policy admin charge based on unexpired period.

In addition to the above mentioned reserves, other additional global provisions are made which include the following:

- a. Maintenance expense overrun reserve
- b. Closure to new business reserve
- c. Cost of guarantee reserve
- d. Freelook cancellation reserve
- e. Reserves for paid up policies eligible for revivals
- f. Reserves for lapsed policies eligible for revivals
- g. Reserve for incurred but not reported claims
- h. Discontinued Penalty
- i. Group Resilience Reserve

Valuation assumptions are based on mix of pricing assumptions which are derived from industry experience and based on own projection and assessment duly adjusted for Margin for Adverse Deviation as per relevant Standards and Guidance Notes issued by the Institute of Actuaries of India.

Following are basis for Gross Premium Reserve method for Individual Non-linked business.

#### A. Valuation rate of Interest

6.55% (previous year 6.70%) per annum for 1st five years and 5.85% (previous year 5.90%) thereafter for participating business, annuity business and group credit suraksha.

5.55% (previous year 5.70%) per annum for 1st five years and 4.85% (previous year 4.90%) thereafter for non-participating business and non-unit reserves under unit linked business.

#### B. Mortality Assumptions

Based on published mortality table - Indian Lives Mortality 2006-08 suitably adjusted to reflect actual experience along with margins for adverse deviation in compliance with Actuarial practice standards issued by the Institute of Actuaries of India.

#### C. Morbidity Assumptions

For critical illness and health products it is based on CIBT-93 table with adjustment to reflect expected experience along with margins for adverse deviation in compliance with Actuarial practice standards

issued by the Institute of Actuaries of India. For accidental riders, it is a flat rate independent of age.

#### D. Lapse / Surrender / Withdrawal

A prudent lapse/surrender/withdrawal assumption is used in the calculation of reserves incorporating margins for adverse deviation in compliance with Actuarial practice standards issued by the Institute of Actuaries of India.

#### E. Expense inflation

4% (previous year 4% p.a.) per annum applied monthly on fixed renewal expenses

#### F. Commission

As per the provision under the relevant plan approved by IRDAI.

#### G. Renewal Expenses

Appropriate assumptions are made based on the long term expenses projected in the business plan with allowance for adverse deviation.

Currently, we are using Maintenance Expenses as ₹568 per annum during Premium Payment Term and ₹284 per annum after Premium Payment Term. For single premium and paid-up policies, an expenses assumption of ₹284 per policy is used for valuation. Expense assumptions used for Group business are aligned to the file & use of the product.

#### H. Future Bonus rates

For participating business, future bonus rate assumptions are consistent with the Bonus earning capacity and Policyholders' Reasonable Expectations.

#### I. Unit Growth Rate

7% per annum (previous year 7% per annum)

#### J. Tax Rate

The tax rate applicable for valuation at March 31, 2017 is 14.42% p.a. (March 31, 2016 was 14.42%).

### 4. Contingent Liabilities

(₹ '000)			
Sr. No.	Particulars	As at March 31, 2017	As at March 31, 2016
i.	Partly paid – up investments	-	-

(₹ '000)			
Sr No	Particulars	As at March 31, 2017	As at March 31, 2016
ii.	Claims, other than against policies, not acknowledged as debts by the Company	-	-
iii.	Underwriting commitments outstanding (in respect of shares and securities)	-	-
iv.	Guarantees given by or on behalf of the Company	-	-
v.	Statutory demands / liabilities in dispute, not provided for	1,467	1,467
vi.	Reinsurance obligations to the extent not provided for in accounts	-	-
vii.	Insurance claims disputed by the Company, to the extent not provided / reserved	2,230	8,146
	<b>Total</b>	<b>3,697</b>	<b>9,613</b>

Show cause notices issued by various Government Authorities are not included under contingent liabilities as it is not considered as an obligation until demand is raised.

### 5. Pending litigations

The Company's pending litigations comprise of claims against the Company primarily by the customers and proceedings pending with Tax authorities. The Company has reviewed all its pending litigations and proceedings and has adequately provided for where provisions are required and disclosed the contingent liabilities where applicable, in its financial statements. The Company does not expect the outcome of these proceedings to have a material adverse effect on its financial results at March 31, 2017. Refer note 4 for details on contingent liabilities. In respect of litigations, where the management assessment of a financial outflow is probable, the Company has made a provision of ₹75,035('000) (Previous year ₹59,477('000)) at March 31, 2017.

(₹ '000)		
Particulars	FY 2016-17	FY 2015-16
Opening Balance	59,477	41,479
Less : Settled during the year	11,490	7,885
Add : Newly added contingencies	27,048	25,883
Closing Balance	75,035	59,477

During the current financial year (FY 2016-17) the Company had an out of court settlement with Share Microfin Ltd a microfinance Company headquartered in Hyderabad. Share Microfin had taken group term life insurance policies for the purposes of covering the life of some of its borrowers in financial years 2009-10 and 2010-11. The Company had disputed the claims raised by Share Microfin owing to the discrepancy in the

documentation. Share Microfin had approached the Bombay High Court for redressal. The High Court had ordered production of claim and all other necessary documents for inspection by lawyers of both Companies. Considering the time and effort in settling the matter through the process laid down by the Court, the parties entered into a settlement agreement and informed the Court accordingly. The Court took on record the settlement. As against outstanding claims of ₹1,41,736('000), stale Cheques of ₹2,996('000) and proposal deposit of ₹1,812('000), the Company has settled the claim at ₹72,812('000) (including policy deposit of ₹1,812('000)) and the balance amount of ₹73,732('000) no longer payable has been credited to 'Benefits Paid – Insurance claims by Death'.

### 6. Capital Commitments

Estimated amount of contracts remaining to be executed on capital account, to the extent not provided for (net of advances): ₹1,01,403('000) (Previous Year ₹27,079('000)).

### 7. Encumbrance on Assets

There are no encumbrances on the assets of the Company within or outside India as at the Balance Sheet date, except for 7.95% Government of India, 2032 amounting to ₹40,375('000) (Previous Year ₹39,281('000) has been kept as collateral security with "Collateralized Borrowing and Lending Obligation (CBLO)".

### 8. Funds for Future Appropriations ('FFA')

The cumulative balance of non-linked FFA at March 31, 2017 of ₹2,65,603('000) (March 31, 2016: ₹83('000)) is not available for distribution to Shareholders. Such amount is classified under Funds for Future appropriations, in the Balance Sheet.

### 9. Claims

i) Claims intimated to the Company and outstanding as at March 31, 2017 aggregate to ₹3,02,677('000)\* (Previous Year ₹4,56,212('000)).

\*₹5,470('000) (Previous year ₹5,470('000)) for BSS Microfinance Pvt. Ltd are on hold due to Falsification of Documents

ii) Outstanding amount of claims settled but unpaid for more than six months amounts to ₹7,175('000) (Previous Year ₹6,995('000))

iii) All the claims are paid/ payable in India.

## 10. Investments

i) Value of contracts in relation to investments for:

(₹ '000)			
Sr. No.	Particulars	Year Ended March 31, 2017	Year Ended March 31, 2016
1	<b>Purchases where Deliveries are pending :</b>		
	Unit Linked Business	43,011	47,761
	Non Unit Linked Business	1,72,568	-
2	<b>Sales where payments are outstanding:*</b>		
	Unit Linked Business	1,13,163	33,751
	Non Unit Linked Business	61,253	76,363

\*Overdue Payments Current Year-NIL (Previous Year-NIL)

- ii) As at March 31, 2017, the aggregate cost and market value of investments in mutual funds, which are valued at fair value was ₹7,99,382('000) (Previous Year ₹14,82,178('000)) and ₹7,99,655('000) (Previous Year ₹14,36,589('000)).
- iii) All investments are performing investments.
- iv) 7.95% Government of India, 2032 amounting to ₹40,375('000) (Previous Year ₹39,281('000)) has been kept as collateral security with "Collateralized Borrowing and Lending Obligation (CBLO)".
- v) The Company does not hold any Investment Property hence no revaluation has been done so far.
- vi) There are no assets required to be deposited under local laws or otherwise encumbered in and outside India.

## 11. Foreign exchange differences

The Company has incurred foreign exchange Loss (net) of ₹135('000) (Previous Year Loss ₹523('000)) on account of exchange rate fluctuations and the same has been charged to the Revenue Account.

## 12. Managerial Remuneration

The remuneration is in accordance with the requirements of Section 34A of the Insurance Act, 1938 (as amended by the Insurance Laws (Amendment) Act, 2016) and as approved by the IRDAI.

The details of managerial remuneration paid by the Company are as follows

(₹ '000)			
Sr No	Particulars	Year Ended March 31, 2017	Year Ended March 31, 2016
1	Salary and Allowances	19,876	19,876
2	Contribution to Provident Fund	1,302	1,302
3	Bonus	6,944	-
4	Perquisites	40	-
	<b>Total</b>	<b>28,162</b>	<b>21,178</b>

Expenses towards Gratuity and Leave Encashment provisions are determined actually on an overall Company basis annually and accordingly have not been considered in the above information.

The remuneration exceeding ₹15,000('000) (Previous Year ₹15,000('000)) has been shown under Shareholders' Account as per IRDAI approval.

## 13. Percentage of Business sector wise

Particulars	For the year ended March 31, 2017	For the year ended March 31, 2016
Total business during the year	39,98,736	25,55,874
Rural obligation during the year		
Number of policies issued (Total)	41,775	29,476
Number of policies issued (Rural)	8,632	6,269
Percentage of total policies (Rural to Total)	20.66%	21.24%
Percentage required by regulation (Rural to total)	19%	19%

### Social obligation during the year

The Social Obligation for the current year is based on the latest IRDAI circular no. IRDA/REG/13/103/2015 dated August 24, 2015 applicable from FY 2016-17

Particulars	
a) Number of group lives covered in social sector in FY 2016-17	17,870
b) Total no of lives covered in FY 2015-16	2,94,705
c) Number of policies issued in FY 2015-16	29,476
d) Total Business procured during the preceding year (b+c)	3,24,181
e) Percentage of total group lives covered (a/d)	5.51%
f) Required by the regulation	4.50%

## 14. Risk Retention / Reinsurance

Extent of risk retained and reinsured on the basis of sum assured is given below:

Particulars	March 31, 2017		March 31, 2017	
	Individual	Group	Individual	Group
Risk Retained	68.16%	41.83%	76.19%	39.45%
Risk Reinsured	31.84%	58.17%	23.81%	60.55%

## 15. Investments of Funds and Assets Pertaining to Policyholders' Liabilities

### a) Allocation of Investments between Policyholders' Funds and Shareholders' Funds

Investments made out of the Shareholders' and Policyholders' Funds are tracked from inception and income accordingly accounted for on the basis of records maintained. As and when necessary, transfers have been made from Shareholders' Investments to Policyholders' Investments. In respect of such transfers, the investment income is allocated from the date of transfer.

### b) Policyholders' liabilities adequately backed by assets

The Policyholders' liabilities aggregating to ₹27,377,006('000) (Previous Year ₹24,531,857('000)) as at March 31, 2016) are adequately backed by the following assets as at March 31, 2017:

- i. Investments aggregating ₹1,98,12,884('000) (Previous Year ₹1,77,17,957('000)) under Schedule 8A representing "Policyholders' Investments".
- ii. Investment and Net Current Assets aggregating ₹65,28,434('000) (Previous Year ₹69,20,217('000)) under Schedule 8B representing "Assets Held to Cover Linked Liabilities".
- iii. Income accrued on Policyholders' Investments and Outstanding Premiums aggregating ₹9,75,078('000) (Previous Year ₹9,16,542('000)) under Schedule 12 representing "Advances and Other Assets".
- iv. Cash and Cheques in Hand aggregating ₹249,974('000) (Previous Year ₹1,74,590('000)) under Schedule 11 representing "Cash".

## 16. Repo Transactions

(₹ '000)				
	Minimum outstanding during the year	Maximum outstanding during the year	Daily average outstanding during the year	Outstanding as on March 31, 2017
Securities sold under repo:				
i. Government Securities	-	-	-	-
ii. Corporate Debt Securities	-	-	-	-
Securities purchased under reverse repo:				
i. Government Securities	1,66,048	1,66,048	1,66,048	-
ii. Corporate Debt Securities	-	-	-	-

## 17. Operating Leases

The Company has entered into agreements in the nature of lease / leave and license with different lessors / licensors for residential premises and office premises.

Lease payments aggregating to ₹1,84,545('000) (Previous Year ₹2,08,775('000)) are recognised in the Revenue Account under 'Rent, Rates and Taxes'.

The future minimum lease payments under non-cancellable operating leases as at the Balance Sheet date are as follows:

(₹ '000)		
Particulars	Year Ended March 31, 2017	Year Ended March 31, 2016
Not later than one year	83,901	1,37,020
Later than one year and not later than five years	2,15,771	2,67,816
Later than five years	1,641	6,213

## 18. Expense of Management

Insurance Regulatory and Development Authority of India (Expense of management of insurer transacting life insurance business) Regulation 2016 has come in force with effect from May 9, 2016.

With reference to the regulations, the Company has prepared a return of Expense of Management. As per the working, the actual expenses for FY 2016-17 has exceeded the allowable limits by ₹15,21,439('000) out of which ₹449,607('000) is pertaining to Participating segment assuming compliance limit at 100%. However considering that the regulation allows deemed compliance at 120% for FY 2016-17, the gap between overall actual expenses and allowable expenses is ₹10,46,371('000) including ₹3,18,814('000) for participating segment.

As per the notification, the Authority may grant forbearance against any penal actions for companies which are within ten years of their operation based on the representation. The Company has accordingly represented vide its letter dated 5<sup>th</sup> May, 2017 to the Regulator since FY 2016-17 being the 9<sup>th</sup> year of operation. The response from the Regulator is awaited.

(₹ '000)			
Particulars	Allowable Expenses (A)	Actual Expenses (B)	Excess (C=B-A)
Linked Policies	3,89,999	4,25,778	35,779
Non-Linked Non-participating expenses	13,31,381	23,67,435	10,36,053
Non-Linked participating expenses	6,53,964	11,03,570	4,49,607
<b>Total</b>	<b>23,75,344</b>	<b>38,96,783</b>	<b>15,21,439</b>

## 19. Impact of change in methodology for allocation of management expenses

With effect from April 1, 2016 the Company has changed the methodology for allocation of management expenses to its various business segments by changing drivers from Expense Loadings to Collected Premium and Number of Policies based on nature of expenses. The impact of the same has been provided in the table below:

Particulars	Allowable Expenses (A)	Actual Expenses (B)
Linked Policies	4,06,080	4,79,358
Non-Linked Non-participating expenses	21,49,388	18,38,283
Non-Linked participating expenses	10,91,378	13,29,205

## 20. The Micro, Small and Medium Enterprises Development Act, 2006

According to information available with the management, on the basis of information received from the suppliers regarding their status under the Micro, small and medium enterprises Development Act, 2006 (MSMED) Act, the Company has the following amounts due to Micro, small and medium enterprises under the said Act as at March 31, 2017:

		(₹ '000)	
Sr. No.	Particulars	Year Ended March 31, 2017	Year Ended March 31, 2016
a)	i) Principal amount remaining unpaid to supplier under the MSMED ACT 2006.	-	-
	ii) Interest on a) (i) above	-	-
b)	i) Amount of Principal paid beyond the appointed date	-	-
	ii) Amount of Interest Paid Beyond the Appointed date (As per Sec 16 of the said Act)	-	-
c)	Amount of Interest due and payable for the period of delay in making payment, but without adding the interest specified under section 16 of the said Act	-	-
d)	Amount of Interest accrued and due	-	-
e)	Amount of further interest remaining due and payable even in Succeeding years	-	-

## 21. Employee Benefits

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

### (i) Defined Contribution Plan

#### Provident Fund

The Company has recognised the following amount in the Revenue Account for the year. Employer's Contribution to Provident Fund and Employees' Pension Scheme, 1995 ₹54,493('000) (Previous Year ₹53,660('000)).

#### Superannuation

The Company has recognised the following amount in the Revenue Account for the year. Contribution to Superannuation Scheme ₹8,904('000) (Previous Year ₹7,696('000)).

[Both the above contributions are included in Employees' Remuneration and Welfare Benefits - Refer Schedule 3 and Expenses other than those directly related to insurance business in Shareholders' Account.]

### (ii) Defined Benefit Plan

Valuations in respect of Gratuity and Leave Encashment have been carried out by independent actuary, as at the Balance Sheet date, based on the following assumption

Particulars	Year Ended March 31, 2017	Year Ended March 31, 2016
Discount Rate (per annum)	6.70%	7.30%
Rate of Increase in Compensation levels (per annum)	5.00%	5.00%
Expected Rate of Return on Plan Assets	6.70%	7.30%
Withdrawal Rates	FLS-70% Non FLS-50%	FLS-70% Non FLS-50%

Mortality Rates – Indian Assured Lives Mortality (2006-08) Table

		(₹ '000)		
(I) Change in the Present Value of Obligation	Year Ended March 31, 2017		Year Ended March 31, 2016	
	Gratuity	Leave Encashment	Gratuity	Leave Encashment
Present Value of Obligation at the beginning of the year	29,257	26,873	26,158	21,513
Interest Cost	1,574	1,391	1,881	1,540
Past Service Cost	-	-	-	-
Current Service Cost	5,419	6,284	4,627	8,495
Curtailment Cost / (Credit)	-	-	-	-
Settlement Cost / (Credit)	-	-	-	-

(₹ '000)				
(I) Change in the Present Value of Obligation	Year Ended March 31, 2017		Year Ended March 31, 2016	
	Gratuity	Leave Encashment	Gratuity	Leave Encashment
Benefits Paid	(7,834)	(11,595)	(9,523)	(4,281)
Actuarial (gain) / loss	2,549	5,944	6,114	(394)
<b>Present Value of Obligation as at end of the year</b>	<b>30,965</b>	<b>28,897</b>	<b>29,257</b>	<b>26,873</b>

(₹ '000)				
(II) Changes in the Fair Value of Plan Assets	Year Ended March 31, 2017		Year Ended March 31, 2016	
	Gratuity	Leave Encashment	Gratuity	Leave Encashment
Present Value of Plan Assets at the beginning of the year	19,597	-	16,500	-
Difference in Opening balance	-	-	-	-
Expected Return on Plan Assets (estimated)	1,067	-	994	-
Actuarial Gains and (Loss)	245	-	626	-
Contributions	1,016	-	11,000	-
Benefits Paid	(7,835)	-	(9,523)	-
<b>Fair Value of Plan Assets as at end of the year</b>	<b>14,090</b>	<b>-</b>	<b>19,597</b>	<b>-</b>

(₹ '000)				
(III) Reconciliation of the Present Value of Defined Benefit Obligation and the Fair Value of Assets	Year Ended March 31, 2017		Year Ended March 31, 2016	
	Gratuity	Leave Encashment	Gratuity	Leave Encashment
Present Value of Obligation as at end of the year	(30,965)	(28,897)	(29,257)	(26,873)
Fair Value of Plan Assets as at the end of the year	14,090	-	19,596	-
Funded Assets/(Liability) recognised in the Balance Sheet	(16,875)	-	(9,661)	-
Present Value of fund in excess of Obligation as at end of the year	-	-	-	-
Present Value of unfunded Obligation as at end of the year	-	(28,897)	-	(26,873)
Unrecognised Past Service Cost	-	-	-	-
Unrecognised Actuarial (gains)/losses	-	-	-	-
<b>Unfunded Net Asset/(Liability) Recognised in Balance Sheet</b>	<b>-</b>	<b>(28,897)</b>	<b>-</b>	<b>(26,873)</b>

(₹ '000)				
(IV) Amount recognised in the Balance Sheet	Year Ended March 31, 2017		Year Ended March 31, 2016	
	Gratuity	Leave Encashment	Gratuity	Leave Encashment
Present Value of Obligation as at end of the year	(30,965)	(28,897)	(29,257)	(26,873)
Fair Value of Plan Assets as at end of the year	14,090	-	19,597	-
<b>Asset / (Liability) recognised in the Balance Sheet</b>	<b>(16,875)*</b>	<b>(28,897)*</b>	<b>(9,661)*</b>	<b>(26,873)*</b>

\* Included in Provisions – Refer Schedule 14

(₹ '000)				
(V) Expenses recognised in Profit and Loss Account	Year Ended March 31, 2017		Year Ended March 31, 2016	
	Gratuity	Leave Encashment	Gratuity	Leave Encashment
Current Service Cost	5,419	6,284	4,627	8,496
Past Service Cost	-	-	-	-
Interest Cost	1,574	1,391	1,881	1,540
Expected Return on Plan Assets	(1,067)	-	(994)	-
Curtailment Cost / (Credit)	-	-	-	-
Settlement Cost / (Credit)	-	-	-	-
Net actuarial (gain)/loss	2,304	5,944	5,489	(394)
<b>Total Expenses recognised in the Profit and Loss Account*</b>	<b>8,230</b>	<b>13,619</b>	<b>11,003</b>	<b>9,642</b>

\* Included in Employees' Remuneration and Welfare Benefits – Refer Schedule

Composition of Plan Assets	March 31, 2017	March 31, 2016
Insurer Managed Funds	100%	100%

Particulars	Gratuity				
	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013
Defined benefit obligation	30,965	29,257	26,158	32,139	24,308
Plan assets	14,090	19,597	16,500	26,938	26,093
(Surplus) or Deficit	16,875	9,661	9,658	5,201	(1,784)
Experience adjustments on plan liabilities (gains) or losses	2,269	5,846	(2,044)	6,947	(4,846)
Experience adjustments on plan assets gains or (losses)	(246)	(626)	-	-	-

Particulars	Leave Encashment				
	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013
Defined benefit obligation	28,897	26,873	21,513	27,892	25,988
Plan assets	-	-	-	-	-
(Surplus) or Deficit	28,897	26,873	21,513	27,892	25,988
Experience adjustments on plan liabilities (gains) or losses	-	(626)	(2,954)	2,627	(4,082)
Experience adjustments on plan assets gains or (losses)	5,657	-	-	-	-

\*the employer's best estimate of contributions expected to be paid to the plan during FY 2017-18 is ₹16,875('000).

The Company has formulated a Long Term Incentive Plan (LTIP). The plan provides eligible employees are entitled to a cash incentive payout based on agreed corporate performance measured during the same period. The obligation under the plan has been estimated to ₹6,000('000) as at March 31, 2017 (Previous year Nil).

## 22. Taxation

The Company carries on life insurance business and hence the provisions of Section 44 and the First Schedule of Income Tax Act, 1961, are applicable for computation of Profits and Gains of its business. No provision for taxation has been made in the accounts since the Company does not have any taxable income in the current accounting year.

The Company has not created deferred tax liability as there are accumulated losses. This is in line with AS 22 deferred taxes issued by ICAI.

## 23. Capital Infusion

During the Current financial year (2016-17) the Company has infused ₹55,45,02,660 by way of rights issue. The capital was infused in two tranches ₹29,94,14,160 in August 2016 and ₹25,50,88,500 in December 2016.

## 24. Contribution made by the Shareholders to the Policyholders' Account

As at the year end, the Company has transferred an amount of ₹10,66,442('000) (Previous Year

₹6,46,824('000)) from Shareholder's Account (Non-Technical Account) to Policyholder's Account (Technical Account) to make good the deficit. The above transfer from Shareholder's Account (Non-Technical) to Policyholder's Account (Technical Account) is irreversible in nature and will not be recouped to the Shareholder's Account (Non-Technical Account) at any point of time in future. The said transfer is made subject to the approval of Shareholder's by way of special resolution at the ensuing Annual General Meeting.

The shareholders of the company approved the transfer of ₹646,824('000) of previous year 2015-16 from Shareholder's Account (Non-Technical Account) to Policyholder's Account (Technical Account) in the annual general meeting held on June 3, 2016.

## 25. Loan assets restructured during the year NIL (Previous Year NIL)

## 26. Segment Reporting

As per Accounting Standard (AS) 17, "Segment Reporting", read with the IRDAI Financial Statements Regulations, Segmental Accounts are disclosed herewith.

## 27. Ulip Related Disclosure

- ▶ Activities Outsourced – NIL
- ▶ Fee paid for various activities charged to Policyholders' Account – NIL
- ▶ Basis of payment of fees – NA
- ▶ Related party transactions (Fund wise)
  - ▶ Brokerage, custodial fee or any other payments and receipts made to/from related parties (as defined in AS 18 issued by ICAI) – NIL
  - ▶ Company-wise details of investments held in the Promoter Group along with its percentage to funds under management – NIL
- ▶ Unclaimed redemptions of units – NIL
- ▶ Ratio of gross income (including unrealized gains) to average daily net assets

Fund Name	FY 2016-17	FY 2015-16
	%	%
Future Secure Fund	10.34	8.50
Future Income Fund	12.50	8.06
Future Balance Fund	18.03	(1.37)
Future Maximise Fund	22.59	(6.73)
Future Pension Secure Fund	12.80	7.51
Future Pension Balance Fund	15.04	7.02
Future Pension Growth Fund	20.67	(1.71)
Future Pension Active Fund	23.59	(8.57)
Future Group Secure Fund	11.88	7.52
Future Group Balance Fund	15.24	1.23
Future Group Maximize Fund	17.63	(1.93)
Future Apex Fund	23.49	(7.33)
Future Dynamic Growth Fund	23.41	(5.98)
Future Guarantee Fund	17.19	(3.57)
Future Opportunity Fund	23.45	(9.01)
Future Discontinued Fund	7.02	7.88

- ▶ Provision for doubtful debts on assets of the respective Fund – NIL

All unit linked application received on the last business day up to 3pm are been processed with NAV of last business day and application received after 3pm on the last business day has been taken into next financial year (2017-18) and accordingly next business day NAV has been applied.

## 28. Penalty for Non-compliance / Violation

(₹ '000)					
Sr. No	Authority	Non-Compliance / Violation	Penalty Awarded	Penalty Paid	Penalty Waived / Reduced
1.	Insurance Regulatory and Development Authority	NIL	NIL	NIL	NIL
2.	Service Tax Authorities	NIL	NIL	NIL	NIL
3.	Income Tax Authorities	NIL	NIL	NIL	NIL
4.	Any other Tax Authorities	NIL	NIL	NIL	NIL
5.	Enforcement Directorate / Adjudicating Authority / Tribunal or any Authority under FEMA	NIL	NIL	NIL	NIL
6.	Registrar of Companies / NCLT / CLB / Department of Corporate Affairs or any Authority under Companies Act, 1956	NIL	NIL	NIL	NIL
7.	Penalty awarded by any Court / Tribunal for any matter including claim settlement but excluding compensation	NIL	NIL	NIL	NIL
8.	Securities and Exchange Board of India	NIL	NIL	NIL	NIL
9.	Competition Commission of India	NIL	NIL	NIL	NIL
10.	Any other Central / State / Local Government / Statutory Authority	NIL	NIL	NIL	NIL

## 29. Earnings Per Share

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

Particulars	Year Ended March 31, 2017	Year Ended March 31, 2016
Profit / (Loss) for the Year (₹'000)	(8,70,138)	(3,56,820)
Weighted average number of equity shares	1,47,58,32,403	1,45,20,00,000
Earnings Per Share Basic and Diluted (₹)	(0.59)	(0.25)
Face Value per share (₹)	10	10

## 30. Related Party Disclosures

### A. Joint Venturers

- i) Future Enterprises Limited W.E.F May 4, 2016 (Formerly Future Retail Limited)
  - ii) Sprint Advisory Services Private Limited (Formerly Sain Advisory Services Private Limited)
  - iii) Industrial Investment Trust Limited
  - iv) Participate Maatschappij Graafschap Holland NV
- #As per IRDAI circular IRDA/F&A/GDL/GLD/180/10/2015 dated October 19, 2015, Future Generali India Life Insurance Company Limited is Indian owned and controlled entity

## B. Key Management Personnel\*

## i) Mr. Munish Sharda - Managing Director and CEO

\*As per AS 18 "Related Party" definition. Disclosure of transactions with KMP as per Companies Act 2013 is disclosed in Director's Report

### 31. Statement showing the Age-wise Analysis of the Unclaimed Amount of the Policyholders (IRDA/F&I/CIR/CMP/174/11/2010)

(₹ '000)									
Particulars	Total Amount	AGE-WISE ANALYSIS (FY 2016-17)							
		Upto 1 Month	1-6 Months	7-12 Months	13-18 Months	19-24 Months	25-30 Months	31-36 Months	Beyond 36 Months
Claims settled but not paid to the policyholders / insured due to any reasons except under litigation from the insured / policyholders	7,175	-	-	-	728	264	2,864	202	3,117
Sum due to the insured / policyholders on maturity or otherwise	22,320	359	4,462	6,379	3,727	742	6,616	35	-
Any excess collection of the premium / tax or any other charges which is refundable to the policyholders either as terms of conditions of the policy or as per law or as may be directed by the Authority but not refunded so far	9,695	7,704	1,846	6	6	-	21	36	76
Cheques issued but not encashed by the policyholder / insured	4,24,679	30,055	93,535	69,284	45,602	70,843	98,234	2,977	14,149
<b>Total</b>	<b>4,63,869</b>	<b>38,118</b>	<b>99,843</b>	<b>75,669</b>	<b>50,063</b>	<b>71,849</b>	<b>1,07,735</b>	<b>3,250</b>	<b>17,342</b>

(₹ '000)									
Particulars	Total Amount	AGE-WISE ANALYSIS (FY 2015-16)							
		Upto 1 Month	1-6 Months	7-12 Months	13-18 Months	19-24 Months	25-30 Months	31-36 Months	Beyond 36 Months
Claims settled but not paid to the policyholders / insured due to any reasons except under litigation from the insured / policyholders	7,723	376	352	2,966	389	494	638	490	2,018
Sum due to the insured / policyholders on maturity or otherwise	24,402	4,763	6,638	2,557	2,680	3,413	4,343	-	-
Any excess collection of the premium / tax or any other charges which is refundable to the policyholders either as terms of conditions of the policy or as per law or as may be directed by the Authority but not refunded so far	18,848	10,125	6,705	1,758	130	36	-	57	37
Cheques issued but not encashed by the policyholder/ insured	3,44,552	42,226	48,459	1,01,518	1,30,249	3,503	3,043	2,170	13,384
<b>Total</b>	<b>3,95,525</b>	<b>57,490</b>	<b>62,154</b>	<b>1,08,799</b>	<b>1,33,448</b>	<b>7,446</b>	<b>8,024</b>	<b>2,725</b>	<b>15,439</b>

During the current year, the cheques issued but yet to be encashed by the policyholder/insured as shown above does not include the cheques which are within the validity period but yet to be encashed by the policyholder/insured. These cheques form a part of the Bank Reconciliation Statement as at March 31, 2017. This is in accordance with the IRDAI Circular IRDA/F&I/CIR/CMP/174/11/2010.

As per IRDAI circular no. IRDA/F&A/CIR/CLD/114/05/2015 dated May 28, 2015 the Details of unclaimed amounts of policyholders and Investment Income thereon is as below:

(₹ '000)		
Particulars	FY 2016-17	FY 2015-16
Opening Balance	3,95,525	2,87,656
Add: Amount transferred to unclaimed account	2,37,255	2,43,205
Add: Cheques issued out of the unclaimed amount but not encashed by the policyholders (To be included only when the cheques are stale)*	-	-
Add: Investment Income	2,6,668	-
Less: Amount paid during the year	1,68,910	1,35,336
Closing Balance of Unclaimed Amount	4,90,538	3,95,525

\*The cheques issued out of the unclaimed amount but not encashed by the policyholders is included in the amount transferred to unclaimed account in the above table.

W.e.f. 1 April 2016 separate category of investments corresponding to the unclaimed amounts have been maintained and income of the fund is calculated on actual basis through Net Assets Value method and credited to policyholders' unclaimed amounts account. For this purpose these investments have been transferred at book value. Any refund request pertaining to these amounts are paid out of this amount at NAV on the date of processing request. The outstanding unclaimed amounts and the corresponding investments of the fund are disclosed in the balance sheet under Schedule 13 and Schedule 12 respectively as at March 31, 2017. The investments held for unclaimed amount March 31, 2017 are as under

(₹ '000)	
Particulars	Amount
Money market	3,87,178
Fixed Deposit	64,800
Cash & current assets	2,690
<b>Total</b>	<b>4,54,668</b>

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

Fund for Discontinues Policies (₹ '000)					
Particulars		Year Ended March 31, 2017		Year Ended March 31, 2016	
			Total		Total
	Opening Balance of Funds for Discontinued Policies	-	5,44,218	-	7,64,094
Add	Fund of policies discontinued during the year	2,46,930	-	3,80,930	-
Less	Fund of policies revived during the year	77,059	-	1,46,277	-
Add	Net Income/ Gains on investment of the Fund	36,646	-	61,536	-
Less	Fund Management Charges levied	3,268	-	4,447	-
Less	Amount refunded to policyholders during the year	2,25,553	(22,304)	5,11,618	(2,19,876)
	<b>Closing Balance of Fund for Discontinued Policies</b>	-	<b>5,21,914</b>	-	<b>5,44,218</b>

Other disclosures			
Sr. No.	Particulars	Year Ended March 31, 2017	Year Ended March 31, 2016
a)	No. of Policies Discontinued during the Financial Year	3,757	6,092
b)	% age (Discontinued to Total Policies) for all Products during the year.(Product-wise)		
	FG Bima Advantage	18.76%	13.93%
	FG Bima Advantage Plus	21.34%	19.18%
	FG Select Insurance Plan	7.80%	23.51%
	FG Wealth Protect Plan - Gold	3.46%	3.91%
	FG Wealth Protect Plan - Plat	18.79%	13.77%
	Future Generali Bima Gain	0.03%	0.00%
	Future Generali Dhan Vridhi	27.66%	22.69%
	Future Generali Nivesh Preferred	1.38%	1.10%
	Future Generali Pramukh Nivesh	0.03%	0.02%
	FG Wealth Protect Plan - Plat	0.43%	0.00%
	Future Generali Wealth Protect Plan	0.27%	0.00%
	Future NAV Insure Plan - RP	0.05%	1.87%
	Future NAV Insure Plan - SP	0.00%	0.02%
c)	No. of policies revived during the year	1,080	1,949
d)	% age (Revival to Total Policies) for all Products during the year.(Product-wise)		
	FG Bima Advantage	20.18%	21.19%
	FG Bima Advantage Plus	19.91%	7.14%
	FG Select Insurance Plan	6.30%	43.15%
	FG Wealth Protect Plan - Gold	3.89%	4.21%
	FG Wealth Protect Plan - Plat	20.00%	9.59%
	Future Generali Dhan Vridhi	29.72%	10.62%
	Future NAV Insure Plan - RP	0.00%	4.10%
e)	Charges imposed on account of discontinued policies (₹ '000)	5,675	8,670
f)	Charges readjusted on account of revival of policies (₹ '000)	1,758	1,817

### 33. As required Circular No. 067/IRDA/F&A/CIR/MAR-08 dated March 28, 2008 expenses incurred under the following heads are as follows

Particulars	(₹ '000)	
	2016-17	2015-16
Outsourcing expenses	13,39,661	4,19,848
Business Development	64,739	61,989
Marketing Support	-	-

### 34. Inter Fund Assets and Inter Fund Liabilities Account

Current assets and current liabilities to the extent identified by segment are shown under respective segment in the balance sheet and remaining balance is shown under Shareholders segment. As this creates apparent Asset-liability mismatch under some segments, Inter Fund Assets and Inter Fund Liabilities Account is used to evidence transfer from shareholder to various segments in order to ensure that total assets under a particular segment are at least equal to the total liability (other than fair value change account).

### 35. 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 (as amended by the Insurance Laws (Amendment) Act, 2016) and as approved by the IRDAI.

Name	Description	Directorship held	Occupation
Munish Sharda	Managing Director & CEO (w.e.f. January 3, 2014)	1	Service

**36. Summary of Financial statements of the Company as prescribed by the IRDAI is attached in Annexure 1 to Schedule 16**

**37. The Accounting ratios of the Company as prescribed by the IRDAI are attached in Annexure 2 to Schedule 16**

**38. Statement of Controlled fund as prescribed by the IRDAI is attached in Annexure 3 to Schedule 16**

**39. The additional disclosures required as per para 9 of IRDAI circular no. IRDA/F&A/GDL/CG/100/05/2016 dated May 18, 2016 are disclosed in the Corporate Governance Guidelines of the Company, the same has been compiled by the management which are relied upon by auditors**

**40. Previous year figures have been regrouped where possible and wherever necessary to make them comparable with those of the current year. The details for regrouping are as follows:**

Sr. No.	Regrouped from	Regrouped to	Reason
1	Schedule 3 – Operating expenses relating to Insurance Business “Other Expense”	Schedule 3 – Operating expenses relating to Insurance Business “Service Tax”	Reclassified for appropriate presentation
2	Schedule 13 – Current Liabilities “Premium received in advance”	Schedule 13 – Current Liabilities “Unallocated Premium”	For appropriate presentation
3	Cash Flow Statement – “Purchase and sale of investments” (for Money Market instruments)	Cash Flow Statement – “Cash and cash equivalents”	For appropriate presentation

For C N K & Associates LLP  
Chartered Accountants  
Firm Registration No.  
101961W/W-100036

For Mukund M. Chitale & Co.  
Chartered Accountants  
Firm Registration No.  
106655W

Chairman

Director

Hiren Shah  
Partner  
Membership No.100052

Saurabh Chitale  
Partner  
Membership No.111383

MD & CEO

Appointed Actuary

Chief Financial Officer

Company Secretary & EVP  
Legal & Compliance

Place: Mumbai  
Date:

Place: Mumbai  
Date:



Future Generali India Life Insurance Company Limited  
Segmental Revenue Account for the Year Ended on March 31, 2017

Particulars	Participating Funds			Non-participating Funds				Unit Linked Funds			Total						
	Individual	VIP Superannuation	Pension Individual	Total (A)	Individual	Group	Accumulation Group	Superannuation Group	VIP Accumulation	Health Individual		Health Individual	Total (B)	Individual	Pension	Group	Total (C)
Premiums Earned - Net																	
(a) Premium																	
First Year Premiums	3,44,529	4,80,562	70,364	8,95,475	10,39,648	9,32,630	90,332	5,168	4,27,666	-	2,172	24,98,036	3,28,246	(60)	-	3,28,186	37,21,707
Renewal Premiums	16,22,983	-	49,265	16,71,848	7,33,265	4,88,000	-	-	-	-	-	12,21,265	4,91,445	15,117	60	5,06,622	33,99,735
Single Premiums	-	-	643	643	651	2,05,216	-	-	-	20,356	224	2,26,447	49,939	-	-	49,939	2,77,029
(b) Reinsurance Ceded	(4,143)	-	(6)	(4,149)	(19,465)	(2,90,081)	-	-	-	-	(83)	(3,09,639)	(6,854)	(1)	-	(5,955)	(3,19,743)
(c) Reinsurance accepted	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>19,62,989</b>	<b>4,80,562</b>	<b>1,20,266</b>	<b>25,63,917</b>	<b>17,54,099</b>	<b>13,35,965</b>	<b>90,332</b>	<b>5,168</b>	<b>4,27,666</b>	<b>20,356</b>	<b>2,303</b>	<b>36,36,109</b>	<b>6,63,676</b>	<b>15,066</b>	<b>60</b>	<b>67,9,802</b>	<b>70,78,728</b>	
Income from Investments																	
(a) Interest, Dividend & Rent - Gross	8,24,361	1,16,191	31,737	9,72,289	2,08,684	29,479	1,21,713	68,016	66,358	2,813	-	4,97,063	3,99,067	6,801	110	3,45,978	18,15,330
(b) Profit on sale / redemption of investments	1,00,589	9,504	3,172	1,13,265	25,100	3,988	7,298	3,463	5,327	260	-	45,436	6,83,638	32,510	298	7,16,446	8,75,147
(c) Loss on sale / redemption of investments	(28,943)	(63)	(6)	(65,984)	-	-	-	-	-	-	-	-	(87,517)	(4,330)	(23)	(1,01,870)	(1,28,854)
(d) Transfer / Gain revaluation / change in Fair value*	-	-	-	-	-	-	-	-	-	-	-	-	1,20,835	5,448	(96)	1,26,247	1,26,247
Other Income																	
(a) Contribution from Shareholders Account	-	83,299	-	83,299	6,88,147	59,269	20,820	-	1,08,101	44,555	9,521	9,29,413	50,393	-	3,377	53,770	10,66,442
[Refer Note 19 of Schedule 16]																	
(b) Profit / (Loss) on Sale of Fixed Assets	(12)	(1)	(1)	(14)	(17)	(8)	(1)	-	(1)	(1)	-	(28)	(8)	-	-	(5)	(47)
(c) Appropriation / (Expropriation) Adjustment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(d) Miscellaneous Income	15,639	(14)	2,302	17,927	12,837	(128)	(14)	(1)	(4)	(10)	(2)	12,758	2,663	46	(452)	2,256	32,941
<b>9,13,634</b>	<b>2,08,904</b>	<b>37,204</b>	<b>11,59,742</b>	<b>9,34,851</b>	<b>91,600</b>	<b>1,49,816</b>	<b>71,478</b>	<b>1,79,761</b>	<b>47,617</b>	<b>9,519</b>	<b>14,84,642</b>	<b>10,99,074</b>	<b>40,474</b>	<b>3,274</b>	<b>11,42,822</b>	<b>37,87,206</b>	
<b>28,76,603</b>	<b>6,89,486</b>	<b>1,57,470</b>	<b>37,23,559</b>	<b>28,89,950</b>	<b>1,42,765</b>	<b>2,40,148</b>	<b>76,666</b>	<b>6,07,627</b>	<b>67,973</b>	<b>11,822</b>	<b>51,20,751</b>	<b>19,62,750</b>	<b>55,540</b>	<b>3,334</b>	<b>20,21,624</b>	<b>1,08,66,934</b>	
Commission																	
First Year Premiums	57,725	-	2,924	60,649	2,15,626	731	-	-	246	-	7	2,16,810	17,812	(4)	-	17,808	2,95,067
Renewal Premiums	25,095	-	566	25,661	14,129	2,925	-	-	-	-	-	17,054	4,086	(1)	-	4,085	46,800
Single Premiums	-	-	5	5	5	-	-	-	-	-	-	5	274	-	-	274	284
Operating Expenses related to Insurance Business	9,50,589	73,364	67,415	10,91,378	13,13,538	6,02,201	64,203	6,289	1,11,322	44,321	7,514	21,49,388	3,99,470	3,424	3,186	4,06,080	36,46,846
Service Tax	-	-	-	-	8,909	-	-	-	-	-	-	8,909	32,359	360	21	32,740	41,649
Provision for Doubtful Debts	4,804	-	102	4,906	6,685	106	-	-	7	-	-	6,798	645	-	-	645	12,349
Bad Debts written off	111	-	7	118	11,983	-	-	-	-	1	-	11,994	49	-	-	49	12,151
Provision for Tax	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(a) Income Tax	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(b) Fringe Benefit Tax	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Provision (Other Than Taxation)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(a) For Diminution in the value of investment (Net)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(b) Others	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>10,36,334</b>	<b>73,364</b>	<b>71,019</b>	<b>11,82,717</b>	<b>15,70,875</b>	<b>6,05,963</b>	<b>64,203</b>	<b>6,289</b>	<b>1,11,575</b>	<b>44,322</b>	<b>7,521</b>	<b>24,10,748</b>	<b>4,54,695</b>	<b>3,779</b>	<b>3,207</b>	<b>4,61,681</b>	<b>40,55,146</b>	
Benefits paid (Net)	6,72,966	10,280	42,491	7,25,717	7,98,432	1,84,974	1,42,559	18,218	1,21,222	2,776	-	11,98,101	20,35,071	63,269	2,827	21,01,167	40,24,985
Interim Bonuses Paid	967	-	190	1,157	-	-	-	-	-	-	-	-	-	-	-	-	1,157
Change in valuation of liability against Life Policies																	
(a) Gross **	10,17,675	6,05,862	(1,12,072)	15,11,665	3,99,623	5,21,037	35,386	39,514	3,74,630	20,975	4,301	13,82,666	(5,27,016)	(15,615)	(2,700)	(5,45,551)	23,46,800
(b) Amount ceded in Re-insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(c) Amount accepted in Re-insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>16,91,908</b>	<b>6,16,122</b>	<b>(89,391)</b>	<b>22,36,539</b>	<b>11,81,075</b>	<b>8,21,602</b>	<b>1,75,945</b>	<b>56,632</b>	<b>4,96,052</b>	<b>23,651</b>	<b>4,301</b>	<b>26,96,458</b>	<b>15,08,055</b>	<b>47,454</b>	<b>127</b>	<b>20,17,317</b>	<b>64,90,633</b>	
<b>1,46,461</b>	<b>1,55,842</b>	<b>3,02,303</b>	<b>1,55,842</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,545</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,545</b>	<b>-</b>	<b>4,307</b>	<b>-</b>	<b>4,307</b>	<b>3,20,195</b>	

**Future Generali India Life Insurance Company Limited**  
**Segmental Revenue Account for the Year Ended on March 31, 2017**

Particulars	Participating Funds			Non-participating Funds			Unit Linked Funds			Total							
	Individual	VIP Superannuation	Pension Individual	Total (A)	Individual	Group	Accumulation Group	Superannuation Group	VIP Accumulation		Annually Individual	Health Individual	Total (B)	Individual	Pension	Group	Total (C)
<b>Appropriations</b>																	
Transfer to Shareholders Account	33,998	-	2,702	36,700	-	-	-	-	13,545	-	-	13,545	-	4,307	-	4,307	54,552
Transfer to Other Reserves	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer to Funds for Future Appropriations	1,12,463	-	1,53,140	2,65,603	-	-	-	-	-	-	-	-	-	-	-	-	2,65,603
Surplus transferred to balance sheet	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total (E)</b>	<b>1,46,461</b>	<b>-</b>	<b>1,55,842</b>	<b>3,02,303</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,545</b>	<b>-</b>	<b>-</b>	<b>13,545</b>	<b>-</b>	<b>4,307</b>	<b>-</b>	<b>4,307</b>	<b>3,20,155</b>
* Represents the deemed realised gain as per norms specified by the Authority																	
** Represents Mathematical Reserves after allocation of bonus																	
The break up of total surplus is as under:																	
a) Interim Bonuses paid	967	-	180	1,157	-	-	-	-	-	-	-	-	-	-	-	-	1,157
b) Terminal Bonuses paid	3,069	-	267	3,336	-	-	-	-	-	-	-	-	-	-	-	-	3,336
c) Allocation of Bonus to policyholders	3,02,916	1,05,521	24,050	4,32,487	-	-	-	-	-	-	-	-	-	-	-	-	4,32,487
e) Surplus shown in the revenue account	1,46,461	-	1,55,842	3,02,303	-	-	-	-	13,545	-	-	13,545	-	4,307	-	4,307	3,20,155
<b>Total Surplus: (a) + (b) + (c) + (e)</b>	<b>4,53,413</b>	<b>1,05,521</b>	<b>1,80,349</b>	<b>7,39,283</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,545</b>	<b>-</b>	<b>-</b>	<b>13,545</b>	<b>-</b>	<b>4,307</b>	<b>-</b>	<b>4,307</b>	<b>7,57,135</b>

Future Generali India Life Insurance Company Limited  
Segmental Balance Sheet as at March 31, 2016

Particulars	Shareholders' Funds (A)			Participating			Non-participating			Unit-Linked			Unallocated (E)	Grand Total		
	Individual	VIP Superannuation	Pension Individual	Total (B)	Individual	Group	Accumulation Group	Superannuation Group	VIP Accumulation	Amnity Individual	Health Individual	Total (C)			Individual	Pension
<b>Sources of Funds</b>																
Shareholders' Funds:																
Share Capital	1,45,20,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,45,20,000
Share Application Money Pending Allotment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Reserves and Surplus	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit / (Debit) / fair value change account	(16,501)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(16,501)
[Refer Note 2(i) of Schedule 6]																
<b>Sub-Total</b>	<b>1,45,03,499</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	<b>1,45,03,499</b>
Borrowings	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Policyholders' Funds:																
Credit / (Debit) / fair value change account	(63,457)	-	-	(63,457)	-	-	-	-	-	-	-	-	-	-	-	(63,457)
[Refer Note 2(i) of Schedule 6]																
Policy Liabilities	98,29,943	11,17,278	4,05,885	1,13,51,206	27,98,331	2,14,555	13,36,709	7,49,663	6,96,878	36,858	-	58,32,893	4,81,460	9,211	144	4,80,815
[Refer Note 2(h) and 3 of Schedule 6]																
Insurance Reserves	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Provision for Linked Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
[Refer Note 2(h) and 3 of Schedule 6]																
<b>Sub-Total</b>	<b>97,64,986</b>	<b>11,17,278</b>	<b>4,05,885</b>	<b>1,12,87,748</b>	<b>27,98,331</b>	<b>2,14,555</b>	<b>13,36,709</b>	<b>7,49,663</b>	<b>6,96,878</b>	<b>36,858</b>	-	<b>58,32,893</b>	<b>66,41,673</b>	<b>2,21,290</b>	<b>3,468</b>	<b>66,66,429</b>
Funds for Future Appropriations	-	-	83	83	-	-	-	-	-	-	-	-	-	-	-	83
Reserve for Lapsed Unit-Linked Policies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Surplus in Revenue Account (Policyholders' Account)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Funds for discontinued policies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(i) Discontinued on account of non-payment of premium	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(ii) Others	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>1,45,03,499</b>	<b>97,64,986</b>	<b>11,17,278</b>	<b>1,12,87,748</b>	<b>27,98,331</b>	<b>2,14,555</b>	<b>13,36,709</b>	<b>7,49,663</b>	<b>6,96,878</b>	<b>36,858</b>	-	<b>58,32,893</b>	<b>71,66,276</b>	<b>2,21,290</b>	<b>3,468</b>	<b>66,66,429</b>
<b>Application of Funds</b>																
Investments:																
Shareholders'	19,02,489	-	-	-	-	-	-	-	-	-	-	-	-	-	-	19,02,489
Policyholders'	96,87,721	11,05,330	3,87,876	1,11,80,927	29,85,156	1,83,694	13,57,982	7,62,941	6,85,773	31,938	-	60,07,465	5,19,485	9,924	156	5,20,565
Assets held to cover Linked Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Loans	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fixed Assets	1,79,814	-	-	26,721	-	-	-	-	-	-	-	-	-	-	-	26,721
<b>Current Assets</b>																
Cash and Bank Balances	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Advances and Other Assets	54,448	5,31,053	56,453	6,09,073	2,51,783	45,274	44,794	27,080	19,166	6,066	-	3,94,163	1,62,879	35,387	191	1,98,467
Inter fund assets	-	-	594	1,398	17,634	2,79,824	18,812	229	229	24	-	3,16,523	59,106	71	-	59,178
<b>Sub-Total (A)</b>	<b>54,448</b>	<b>5,31,053</b>	<b>56,453</b>	<b>6,09,073</b>	<b>2,51,783</b>	<b>45,274</b>	<b>44,794</b>	<b>27,080</b>	<b>19,166</b>	<b>6,066</b>	-	<b>3,94,163</b>	<b>1,62,879</b>	<b>35,387</b>	<b>191</b>	<b>76,48,249</b>
Current Liabilities	12,498	4,44,077	9,619	38,744	4,92,440	2,93,696	84,686	40,348	8,051	1,147	-	8,66,820	2,54,023	36,123	202	2,90,347
Provisions	-	10,689	594	731	11,954	551	173	4	229	24	-	19,532	5,988	59	6,047	36,533
Inter fund liabilities	124	25,884	-	25,894	-	-	-	-	-	-	-	6	-	-	-	3,51,078
<b>Sub-Total (B)</b>	<b>12,622</b>	<b>4,60,660</b>	<b>10,203</b>	<b>39,475</b>	<b>5,30,288</b>	<b>2,94,237</b>	<b>84,659</b>	<b>40,359</b>	<b>8,291</b>	<b>1,170</b>	-	<b>8,85,158</b>	<b>2,60,011</b>	<b>36,182</b>	<b>202</b>	<b>2,96,395</b>
<b>Net Current Assets (C) = (A - B)</b>	<b>42,226</b>	<b>50,444</b>	<b>11,363</b>	<b>78,785</b>	<b>(2,04,460)</b>	<b>(2,48,963)</b>	<b>(40,069)</b>	<b>(13,279)</b>	<b>10,875</b>	<b>4,886</b>	-	<b>(4,90,994)</b>	<b>(97,131)</b>	<b>(794)</b>	<b>(11)</b>	<b>73,51,855</b>
*Miscellaneous Expenditure (To the extent not written off or adjusted)*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Debit Balance in Profit and Loss Account (Shareholders' Account)	1,23,78,989	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,23,78,989
<b>Total</b>	<b>1,45,03,499</b>	<b>97,64,986</b>	<b>11,16,693</b>	<b>1,12,86,434</b>	<b>27,80,698</b>	<b>(85,268)</b>	<b>13,17,897</b>	<b>7,49,663</b>	<b>6,96,648</b>	<b>36,834</b>	-	<b>55,16,470</b>	<b>71,27,169</b>	<b>2,21,218</b>	<b>3,466</b>	<b>1,48,01,637</b>

**Future Generali India Life Insurance Company Limited**  
**Segmental Revenue Account for the Year Ended on March 31, 2016**

Particulars	Participating Funds										Non-participating Funds					Unit Linked Funds				Total							
	VIP		Pension Individual		Total (A)		Group		Accumulation Group		Superannuation Group		VIP Accumulation		Annuity Individual		Health Individual		Total (B)		Individual		Pension Group		Total (C)		
	Individual	Superannuation	Individual	Group	Individual	Group	Individual	Group	Individual	Group	Individual	Group	Individual	Group	Individual	Group	Individual	Group	Individual		Group	Individual	Group	Individual	Group	Individual	Group
Premiums Earned - Net																											
(a) Premium	1,91,347	7,37,563	32,797	8,11,575	9,61,707	8,11,575	1,27,572	1,43,758	3,729	2,34,240																	
- First Year Premiums																											
- Renewal Premiums	18,52,270		31,418	5,43,670	18,55,888	5,43,670	3,50,847	3,50,847																			
- Single Premiums			659	90	659	90	28,371																				
(b) Reinsurance Ceded	(3,910)		1,020	(13,100)	(2,890)	(13,100)	(2,11,509)																				
(c) Reinsurance accepted																											
<b>20,39,708</b>	<b>7,37,563</b>	<b>65,984</b>	<b>28,43,194</b>	<b>13,42,235</b>	<b>29,43,194</b>	<b>13,42,235</b>	<b>2,95,082</b>	<b>1,43,758</b>	<b>3,729</b>	<b>2,34,240</b>	<b>6,360</b>	<b>6,360</b>	<b>2,34,240</b>	<b>6,360</b>	<b>6,360</b>	<b>2,34,240</b>	<b>6,360</b>	<b>6,360</b>	<b>2,34,240</b>	<b>6,360</b>	<b>6,360</b>	<b>2,34,240</b>	<b>6,360</b>	<b>6,360</b>	<b>2,34,240</b>	<b>6,360</b>	
Income from Investments																											
(a) Interest, Dividend & Rent - Gross	7,25,922	55,025	33,657	2,51,936	8,14,604	2,51,936	11,616	1,14,407	64,843	49,657	2,394	2,394	49,657	2,394	2,394	49,657	2,394	2,394	49,657	2,394	2,394	49,657	2,394	2,394	49,657	2,394	
(b) Profit on sale / redemption of investments	27,986	4,929	1,578	34,503	34,503	20,355	1,180	5,049	1,702	5,174	103	103	5,174	103	103	5,174	103	103	5,174	103	103	5,174	103	103	5,174	103	
(c) Loss on sale / redemption of investments	(9,440)																										
(d) Transfer / Gain (realisation) / change in Fair value*																											
Other Income																											
(e) Contribution from Shareholders Account	2,00,603	31,585		2,85,022	2,32,188	2,85,022	32,145			4,116	3,143	3,143															
[Refer Note 19 of Schedule 16]																											
(f) Profit / (Loss) on Sale of Fixed Assets																											
(g) Appropriation / (Expropriation) Adjustment																											
(h) Miscellaneous Income	16,545	3	2,396	18,944	18,944	10,957	9	1		2																	
<b>9,61,626</b>	<b>91,542</b>	<b>37,631</b>	<b>10,90,799</b>	<b>5,68,270</b>	<b>10,90,799</b>	<b>5,68,270</b>	<b>44,860</b>	<b>1,19,457</b>	<b>66,545</b>	<b>58,855</b>	<b>5,640</b>	<b>5,640</b>	<b>58,855</b>	<b>5,640</b>	<b>5,640</b>	<b>58,855</b>	<b>5,640</b>	<b>5,640</b>	<b>58,855</b>	<b>5,640</b>	<b>5,640</b>	<b>58,855</b>	<b>5,640</b>	<b>5,640</b>	<b>58,855</b>	<b>5,640</b>	
<b>30,01,334</b>	<b>8,29,105</b>	<b>1,03,525</b>	<b>39,33,963</b>	<b>19,10,505</b>	<b>39,33,963</b>	<b>19,10,505</b>	<b>3,40,032</b>	<b>2,63,215</b>	<b>70,274</b>	<b>2,93,095</b>	<b>11,999</b>	<b>11,999</b>	<b>2,93,095</b>	<b>11,999</b>	<b>11,999</b>	<b>2,93,095</b>	<b>11,999</b>	<b>11,999</b>	<b>2,93,095</b>	<b>11,999</b>	<b>11,999</b>	<b>2,93,095</b>	<b>11,999</b>	<b>11,999</b>	<b>2,93,095</b>	<b>11,999</b>	
Commission																											
- First Year Premiums	34,050		1,071	1,54,788	35,121	1,54,788	1,043			373																	
- Renewal Premiums	40,157		347	10,040	40,504	10,040	2,600																				
- Single Premiums			3	3	3	3																					
Operating Expenses related to Insurance Business	8,47,180	30,753	49,308	13,78,757	9,27,241	13,78,757	83,653	10,475	291	15,007	1,777	1,777	15,007	1,777	1,777	15,007	1,777	1,777	15,007	1,777	1,777	15,007	1,777	1,777	15,007	1,777	
Service Tax				19,293		19,293																					
Provision for Doubtful Debts																											
Bad Debts written off																											
Provision for Tax																											
(a) Income Tax																											
(b) Fringe Benefit Tax																											
Provision (Other Than Taxation)																											
(a) For Diminution in the value of Investment (Net)																											
(b) Others																											
<b>9,21,387</b>	<b>30,753</b>	<b>50,729</b>	<b>10,02,669</b>	<b>15,62,678</b>	<b>10,02,669</b>	<b>15,62,678</b>	<b>87,498</b>	<b>10,475</b>	<b>291</b>	<b>15,380</b>	<b>1,777</b>	<b>1,777</b>	<b>15,380</b>	<b>1,777</b>	<b>1,777</b>	<b>15,380</b>	<b>1,777</b>	<b>1,777</b>	<b>15,380</b>	<b>1,777</b>	<b>1,777</b>	<b>15,380</b>	<b>1,777</b>	<b>1,777</b>	<b>15,380</b>	<b>1,777</b>	
Benefits paid (Net)	3,97,426	50,375	47,732	4,95,533	4,95,533	10,91,036	1,20,730	1,23,088	7,100	45,319	2,389	2,389	45,319	2,389	2,389	45,319	2,389	2,389	45,319	2,389	2,389	45,319	2,389	2,389	45,319	2,389	
Interim Bonuses Paid	884		379	1,263		1,263																					
Change in valuation of liability against Life Policies																											
(a) Gross **	16,81,637	7,47,977	4,602	7,43,412	24,34,216	7,43,412	2,96,582	56,629	50,517	2,32,396	7,854	7,854	2,32,396	7,854	7,854	2,32,396	7,854	7,854	2,32,396	7,854	7,854	2,32,396	7,854	7,854	2,32,396	7,854	
(b) Amount ceded in Re-insurance																											
(c) Amount accepted in Re-insurance																											

₹ '000



**Annexure to Revenue Account for the Year Ended March 31, 2017 - Break up of Unit Linked Business (UL)**  
**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration Number: 133**  
**Date of Registration with IRDAI: 4<sup>th</sup> September 2007**  
**Policyholders' Account (Technical Account)**

Particulars	Linked Life			Linked Pension			Linked Group			Total Unit Linked (10) = (3) + (6) + (9)
	Schedule		Total	Non-Unit		Total	Non-Unit		Total	
	(1)	(2)	(3) = (1) + (2)	(4)	(5)	(6) = (4) + (5)	(7)	(8)	(9) = (7) + (8)	
<b>Premiums earned - Net</b>										
(a) Premium	41,647	8,27,984	8,69,630	(10)	15,076	15,067	-	60	60	8,84,757
(b) Reinsurance ceded	(5,954)	-	(5,954)	(1)	-	(1)	-	-	-	(5,955)
<b>Income from Investments</b>										
(a) Interest, Dividend & Rent - Gross	44,281	2,94,786	3,39,067	1,486	5,315	6,801	6	105	110	3,45,979
(b) Profit on sale / redemption of investments	4,258	6,79,380	6,83,638	143	32,367	32,510	1	297	298	7,16,445
(c) Loss on sale / redemption of investments	-	(97,517)	(97,517)	(4,330)	(4,330)	(4,330)	-	(23)	(23)	(1,01,870)
(d) Transfer / Gain revaluation / Change in Fair value	-	1,20,834	1,20,834	-	5,448	5,448	-	(36)	(36)	1,26,247
(e) Miscellaneous Income	-	-	-	-	-	-	-	-	-	-
<b>Other income</b>										
(a) Linked Income	1,81,516	(1,81,516)	-	2,420	(2,420)	-	112	(112)	-	-
(b) Contribution from the Shareholders' a/c	35,930	14,464	50,393	(732)	732	-	3,385	(8)	3,377	53,770
(c) Profit / (Loss) on Sale of Fixed Assets	-	(5)	(5)	-	-	-	-	-	-	(5)
(d) Appropriation / (Expropriation) Account	-	-	-	-	-	-	-	-	-	-
(e) Miscellaneous Income	2,663	-	2,663	45	-	45	(452)	-	(452)	2,256
<b>Total (A)</b>	<b>3,04,341</b>	<b>16,58,409</b>	<b>19,62,750</b>	<b>3,352</b>	<b>52,189</b>	<b>55,541</b>	<b>3,051</b>	<b>283</b>	<b>3,334</b>	<b>20,21,625</b>
Commission	22,171	-	22,171	(5)	-	(5)	-	-	-	22,167
Operating Expenses related to Insurance Business	3,99,469	-	3,99,469	3,425	-	3,425	3,186	-	3,186	4,06,080
Service Tax	-	32,359	32,359	-	360	360	-	21	21	32,740
Provision for Taxation	-	-	-	-	-	-	-	-	-	-
Provision for Doubtful Debts	645	-	645	-	-	-	-	-	-	645
Bad Debts written off	49	-	49	-	-	-	-	-	-	49
<b>Total (B)</b>	<b>4,22,335</b>	<b>32,359</b>	<b>4,54,695</b>	<b>3,420</b>	<b>360</b>	<b>3,780</b>	<b>3,186</b>	<b>21</b>	<b>3,207</b>	<b>4,61,682</b>
Benefits Paid (Net)	30,877	20,04,194	20,35,071	362	62,907	63,269	5	2,823	2,827	21,01,167
Interim Bonus Paid	-	-	-	-	-	-	-	-	-	-
Change in valuation of liability in respect of life policies	(1,48,871)	(3,78,144)	(5,27,015)	(4,737)	(11,079)	(15,815)	(140)	(2,560)	(2,700)	(5,45,531)
<b>Total (C)</b>	<b>(1,17,994)</b>	<b>16,26,050</b>	<b>15,08,055</b>	<b>(4,375)</b>	<b>51,829</b>	<b>47,454</b>	<b>(135)</b>	<b>262</b>	<b>127</b>	<b>15,55,636</b>
<b>SURPLUS / (DEFICIT) (D) = (A) - (B) - (C)</b>										<b>4,307</b>
<b>APPROPRIATIONS</b>										
Transfer to Shareholders' a/c	-	-	-	4,307	-	4,307	-	-	-	4,307
Funds available for future appropriations	-	-	-	-	-	-	-	-	-	-
<b>Total (D)</b>				<b>4,307</b>		<b>4,307</b>				<b>4,307</b>

**Schedules to Annexure to Revenue Account for the Year Ended  
March 31, 2017 – Break up of Unit Linked Business (UL)**

**Schedule – UL1**

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

(₹ '000)				
Particulars	Life Linked Unit	Pension Linked Unit	Linked Group Unit	Total
	(1)	(2)	(3)	(4) = (1) + (2) + (3)
Fund Administration charges	-	-	-	-
Fund Management charge	82,062	2,373	17	84,452
Policy Administration charge	48,896	-	64	48,960
Surrender charge	5,953	1	(27)	5,927
Switching charge	2	-	-	2
Mortality charge	44,603	46	58	44,707
Partial withdrawal charge	-	-	-	-
Miscellaneous charge	-	-	-	-
<b>Total (UL-1)</b>	<b>1,81,516</b>	<b>2,420</b>	<b>112</b>	<b>1,84,048</b>

\*(net of service tax, if any)

**Schedules to Annexure to Revenue Account for the Year Ended  
March 31, 2017 – Break up of Unit Linked Business (UL)**

**Schedule – UL2  
BENEFITS PAID [NET]**

Sl. No.	Particulars	Linked Life			Linked Pension			Linked Group			Total Unit Linked	
		Non-Unit	Unit	Total	Non-Unit	Unit	Total	Non-Unit	Unit	Total		
		(1)	(2)	(3) = (1) + (2)	(4)	(5)	(6) = (4) + (5)	(7)	(8)	(9) = (7) + (8)		(10) = (3) + (6) + (9)
1	Insurance Claims											
(a)	Claims by Death	33,648	11,896	45,543	368	633	1,001	-	1	1	46,545	
(b)	Claims by Maturity	-	12,081	12,081	-	7,645	7,645	-	-	-	19,726	
(c)	Annuities / Pension payment	-	-	-	-	-	-	-	-	-	-	
(d)	Other benefits	-	-	-	-	-	-	-	-	-	-	
	- Surrender	-	19,80,217	19,80,217	-	54,630	54,630	-	2,633	2,633	20,37,480	
	- Critical Illness	250	-	250	-	-	-	-	189	189	439	
	- Gratuity	-	-	-	-	-	-	-	-	-	-	
	- Other Benefits	20	-	20	-	-	-	-	-	-	20	
	- Claim related Expenses	(125)	-	(125)	(7)	-	(7)	-	5	5	(127)	
	<b>Sub Total (A)</b>	<b>33,794</b>	<b>20,04,194</b>	<b>20,37,987</b>	<b>362</b>	<b>62,907</b>	<b>63,269</b>	<b>5</b>	<b>2,823</b>	<b>2,827</b>	<b>21,04,084</b>	
2	Amount Ceded in reinsurance											
(a)	Claims by Death	(2,916)	-	(2,916)	-	-	-	-	-	-	(2,916)	
(b)	Claims by Maturity	-	-	-	-	-	-	-	-	-	-	
(c)	Annuities / Pension payment	-	-	-	-	-	-	-	-	-	-	
(d)	Other benefits	-	-	-	-	-	-	-	-	-	-	
	- Surrender	-	-	-	-	-	-	-	-	-	-	
	- Survival	-	-	-	-	-	-	-	-	-	-	
	<b>Sub Total (B)</b>	<b>(2,916)</b>	<b>-</b>	<b>(2,916)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(2,916)</b>	
	<b>Total (A) - (B)</b>	<b>30,877</b>	<b>20,04,194</b>	<b>20,35,071</b>	<b>362</b>	<b>62,907</b>	<b>63,269</b>	<b>5</b>	<b>2,823</b>	<b>2,827</b>	<b>21,01,167</b>	
	<b>Benefits paid to claimants:</b>											
	In India	30,877	20,04,194	20,35,071	362	62,907	63,269	5	2,823	2,827	21,01,167	
	Outside India	-	-	-	-	-	-	-	-	-	-	
	<b>Total (UL2)</b>	<b>30,877</b>	<b>20,04,194</b>	<b>20,35,071</b>	<b>362</b>	<b>62,907</b>	<b>63,269</b>	<b>5</b>	<b>2,823</b>	<b>2,827</b>	<b>21,01,167</b>	

(₹ '000)

**Annexure to Revenue Account for the Year Ended March 31, 2016 – Break up of Unit Linked Business (UL)**  
**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration Number: 133**  
**Date of Registration with IRDAI: 4<sup>th</sup> September 2007**  
**Policyholders' Account (Technical Account)**

Particulars	Schedule	Linked Life			Linked Pension			Linked Group			Health	Total Unit Linked (10) = (3) + (6) + (9)
		Non-Unit	Unit	Total	Non-Unit	Unit	Total	Non-Unit	Unit	Total		
		(1)	(2)	(3) = (1) + (2)	(4)	(5)	(6) = (4) + (5)	(7)	(8)	(9) = (7) + (8)		
<b>Premiums earned – Net</b>												
(a) Premium		32,653	7,75,797	8,08,450	-	20,399	20,399	-	78	78	-	8,28,927
(b) Reinsurance ceded		(4,655)	-	(4,655)	(1)	-	(1)	-	-	-	-	(4,656)
<b>Income from Investments</b>												
(a) Interest, Dividend & Rent - Gross		48,821	3,75,526	4,24,347	933	8,725	9,658	15	260	275	-	4,34,280
(b) Profit on sale / redemption of investments		3,038	3,58,906	3,61,944	58	23,098	23,156	1	668	669	-	3,85,769
(c) Loss on sale / redemption of investments		-	(3,08,472)	(3,08,472)	-	(16,899)	(16,899)	-	(59)	(59)	-	(3,25,430)
(d) Transfer / Gain revaluation / Change in Fair value		-	(4,69,045)	(4,69,045)	-	(26,919)	(26,919)	-	(832)	(832)	-	(4,96,796)
(e) Miscellaneous Income		-	-	-	-	-	-	-	-	-	-	-
<b>Other income</b>												
(a) Linked Income	UL1	2,50,805	(2,50,805)	-	3,322	(3,322)	-	474	(474)	-	-	-
(b) Contribution from the Shareholders' a/c		72,082	17,768	89,850	314	46	360	-	32	-	-	90,210
(c) Profit / (Loss) on Sale of Fixed Assets		-	-	-	-	-	-	-	-	-	-	-
(d) Appropriation / (Expropriation) Account		-	-	-	-	-	-	-	-	-	-	-
(e) Miscellaneous Income		14,922	-	14,922	-32	-	-32	1	1	1	-	14,891
<b>Total (A)</b>		<b>4,17,666</b>	<b>4,99,676</b>	<b>9,17,341</b>	<b>4,594</b>	<b>5,128</b>	<b>9,722</b>	<b>491</b>	<b>(327)</b>	<b>132</b>	-	<b>9,27,195</b>
Commission		19,309	-	19,309	-	-	-	-	-	-	-	19,309
Operating Expenses related to Insurance Business		4,14,478	-	4,14,478	5,634	-	5,634	4	-	4	-	4,20,116
Service Tax		-	35,986	35,986	-	470	470	-	65	65	-	36,521
Provision for Taxation		-	-	-	-	-	-	-	-	-	-	-
<b>Total (B)</b>		<b>4,33,787</b>	<b>35,986</b>	<b>4,69,773</b>	<b>5,634</b>	<b>470</b>	<b>6,104</b>	<b>4</b>	<b>65</b>	<b>69</b>	-	<b>4,75,946</b>
Benefits Paid (Net)	UL2	28,174	21,98,585	22,26,759	983	1,32,160	1,33,143	3	2,390	2,393	-	23,62,295
Interim Bonus Paid		-	-	-	-	-	-	-	-	-	-	-
Change in valuation of liability in respect of life policies		(44,295)	(17,34,896)	(17,79,191)	(2,023)	(1,27,502)	(1,29,525)	(130)	(2,782)	(2,912)	-	(19,11,628)
<b>Total (C)</b>		<b>(16,121)</b>	<b>4,65,689</b>	<b>4,47,568</b>	<b>(1,040)</b>	<b>4,658</b>	<b>3,618</b>	<b>(127)</b>	<b>(932)</b>	<b>(519)</b>	-	<b>4,50,667</b>
<b>SURPLUS / (DEFICIT) (D) = (A) - (B) - (C)</b>												
<b>APPROPRIATIONS</b>												
Transfer to Shareholders' a/c		-	-	-	-	-	-	614	-	614	-	582
Funds available for future appropriations		-	-	-	-	-	-	-	-	-	-	-
<b>Total (D)</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>614</b>	<b>-</b>	<b>582</b>	<b>-</b>	<b>582</b>

**Schedules to Annexure to Revenue Account for the Year Ended  
March 31, 2016 – Break up of Unit Linked Business (UL)**

**Schedule – UL1**

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

(₹ '000)				
Particulars	Life Linked Unit	Pension Linked Unit	Linked Group Unit	Total
	(1)	(2)	(3)	(4) = (1) + (2) + (3)
Fund Administration charges	-	-	-	-
Fund Management charge	97,517	3,276	34	1,00,827
Policy Administration charge	76,375	-	270	76,645
Surrender charge	23,840	1	1	23,842
Switching charge	8	-	-	8
Mortality charge	53,065	45	169	53,279
Partial withdrawal charge	-	-	-	-
Miscellaneous charge	-	-	-	-
<b>TOTAL (UL-1)</b>	<b>2,50,805</b>	<b>3,322</b>	<b>474</b>	<b>2,54,601</b>

\* (net of service tax, if any)

**Schedules to Annexure to Revenue Account for the Year Ended  
March 31, 2016 – Break up of Unit Linked Business (UL)**

**Schedule – UL2  
BENEFITS PAID [NET]**

Sl. No.	Particulars	Linked Life		Linked Pension		Linked Group		Total Unit Linked				
		Non-Unit (1)	Unit (2)	Total (3) = (1) + (2)	Non-Unit (4)	Unit (5)	Total (6) = (4) + (5)		Non-Unit (7)	Unit (8)	Total (9) = (7) + (8)	(10) = (3) + (6) + (9)
1	Insurance Claims											
(a)	Claims by Death	28,974	22,111	51,085	357	1,353	1,710	-	-	-	52,796	
(b)	Claims by Maturity	-	37,756	37,756	-	10,481	10,481	-	-	-	48,237	
(c)	Annuities / Pension payment	-	-	-	-	-	-	-	-	-	-	
(d)	Other benefits	-	-	-	-	-	-	-	-	-	-	
	- Surrender	-	21,38,718	21,38,718	-	1,20,326	1,20,326	-	2,390	2,390	22,61,434	
	- Critical Illness	240	-	240	-	-	-	-	-	-	240	
	- Gratuity	-	-	-	-	-	-	-	-	-	-	
	- Other Benefits	3,499	-	3,499	626	-	626	-	3	3	4,128	
	- Claim related Expenses	684	-	684	-	-	-	-	-	-	684	
	<b>Sub Total (A)</b>	<b>33,398</b>	<b>21,98,586</b>	<b>22,31,984</b>	<b>983</b>	<b>1,32,160</b>	<b>1,33,143</b>	<b>3</b>	<b>2,390</b>	<b>2,393</b>	<b>23,67,520</b>	
2	Amount Ceded in reinsurance											
(a)	Claims by Death	(5,225)	-	(5,225)	-	-	-	-	-	-	(5,225)	
(b)	Claims by Maturity	-	-	-	-	-	-	-	-	-	-	
(c)	Annuities / Pension payment	-	-	-	-	-	-	-	-	-	-	
(d)	Other benefits	-	-	-	-	-	-	-	-	-	-	
	- Surrender	-	-	-	-	-	-	-	-	-	-	
	- Survival	-	-	-	-	-	-	-	-	-	-	
	<b>Sub Total (B)</b>	<b>(5,225)</b>	<b>-</b>	<b>(5,225)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(5,225)</b>	
	<b>Total (A) - (B)</b>	<b>28,173</b>	<b>21,98,586</b>	<b>22,26,759</b>	<b>983</b>	<b>1,32,160</b>	<b>1,33,143</b>	<b>3</b>	<b>2,390</b>	<b>2,393</b>	<b>23,62,295</b>	
	Benefits paid to claimants:											
	In India	28,173	21,98,586	22,26,759	983	1,32,160	1,33,143	3	2,390	2,393	23,62,295	
	Outside India	-	-	-	-	-	-	-	-	-	-	
	<b>Total (UL2)</b>	<b>28,173</b>	<b>21,98,586</b>	<b>22,26,759</b>	<b>983</b>	<b>1,32,160</b>	<b>1,33,143</b>	<b>3</b>	<b>2,390</b>	<b>2,393</b>	<b>23,62,295</b>	

**Form A-BS(UL)**  
**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration Number: 133**  
**Date of Registration with IRDAI: 4<sup>th</sup> September 2007**  
**Fund Balance Sheet as at March 31, 2017**

Particulars	Schedule	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Group Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total	
<b>Sources of Funds</b>																			(₹ '000)
<b>Policyholders' Funds</b>																			
Policyholder contribution	F-1	2,38,674	15,19,635	4,31,998	3,02,799	(10,215)	(9,089)	(9,826)	(26,457)	(36)	381	195	93,305	1,12,310	1,49,497	7,01,688	3,37,033	38,31,892	
Revenue Account		97,153	4,00,535	4,75,155	5,93,107	26,009	32,478	46,241	1,51,860	36	103	82	75,084	1,11,563	64,395	4,37,860	1,84,881	26,96,542	
<b>Total</b>		<b>3,35,827</b>	<b>19,20,170</b>	<b>9,07,153</b>	<b>8,95,906</b>	<b>15,794</b>	<b>23,389</b>	<b>36,415</b>	<b>1,25,403</b>	<b>-</b>	<b>484</b>	<b>277</b>	<b>1,68,389</b>	<b>2,23,873</b>	<b>2,13,892</b>	<b>11,39,548</b>	<b>5,21,914</b>	<b>65,28,434</b>	
<b>Application of Funds</b>																			
Investments	F-2	3,24,480	16,98,654	8,82,170	8,59,556	15,227	22,697	36,145	1,24,256	-	347	251	1,52,841	2,21,100	2,08,900	11,15,149	5,37,526	61,99,299	
Current Assets	F-3	11,360	2,21,609	28,256	41,852	567	716	587	2,123	-	137	416	17,067	4,977	5,261	32,924	4,263	3,72,115	
Less: Current Liabilities and Provisions	F-4	13	93	3,273	5,502	-	24	317	976	-	-	390	1,519	2,204	269	8,525	19,875	42,980	
<b>Net current assets</b>		<b>11,347</b>	<b>2,21,516</b>	<b>24,983</b>	<b>36,350</b>	<b>567</b>	<b>692</b>	<b>270</b>	<b>1,147</b>	<b>-</b>	<b>137</b>	<b>26</b>	<b>15,548</b>	<b>2,773</b>	<b>4,992</b>	<b>24,399</b>	<b>(15,612)</b>	<b>3,29,135</b>	
<b>Total</b>		<b>3,35,827</b>	<b>19,20,170</b>	<b>9,07,153</b>	<b>8,95,906</b>	<b>15,794</b>	<b>23,389</b>	<b>36,415</b>	<b>1,25,403</b>	<b>-</b>	<b>484</b>	<b>277</b>	<b>1,68,389</b>	<b>2,23,873</b>	<b>2,13,892</b>	<b>11,39,548</b>	<b>5,21,914</b>	<b>65,28,434</b>	
<b>Net Asset Value (NAV) per Unit</b>																			
(a) Net Asset as per Balance Sheet (Total Assets less Current Liabilities and Provisions) (₹ In '000)		3,35,827	19,20,170	9,07,153	8,95,906	15,794	23,389	36,415	1,25,403	-	484	277	1,68,389	2,23,873	2,13,892	11,39,548	5,21,914	65,28,434	
(b) Number of Units outstanding		1,57,71,257	8,25,06,949	4,64,44,465	4,11,46,608	6,65,868	9,66,295	13,33,808	40,80,380	-	26,061	14,096	89,40,084	1,25,82,586	1,45,94,929	7,27,89,248	3,52,97,089	33,71,59,724	
(c) NAV per Unit (a) / (b) (₹)		21.29	23.27	19.53	21.77	23.72	24.20	27.30	30.73	-	18.58	19.66	18.84	17.79	14.66	15.66	14.79	-	

**Form A-RA(UL)**  
**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration Number: 133**  
**Date of Registration with IRDAI: 4<sup>th</sup> September 2007**  
**Fund Revenue Account for the year ended March 31, 2017**

Particulars	Schedule	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Group Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total	
Income from investments																			(₹ '000)
Interest income		25,238	1,31,028	40,276	9,865	1,400	1,732	958	61	22	46	29	79	105	9,687	492	34,970	2,55,988	
Dividend income		-	-	8,103	10,522	-	52	325	1,750	-	5	7	1,994	3,171	1,558	17,028	-	44,515	
Profit / loss on sale of investment		20,364	63,431	1,05,933	1,23,867	158	694	4,496	20,569	1	94	141	18,868	33,633	18,941	1,75,946	18,116	6,05,252	
Profit / loss on inter fund transfer / sale of investment		46	-	2,559	-	1,155	1,050	-	-	14	14	9	-	-	79	-	-	4,926	
Miscellaneous Income		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unrealised Gain / Loss*		(14,111)	(4,887)	14,717	41,052	(741)	(216)	1,109	5,209	(2)	(10)	(24)	10,144	13,432	4,615	72,101	(16,440)	1,25,948	
<b>Total (A)</b>		<b>31,537</b>	<b>1,89,572</b>	<b>1,71,568</b>	<b>1,85,306</b>	<b>1,972</b>	<b>3,312</b>	<b>6,888</b>	<b>27,589</b>	<b>35</b>	<b>149</b>	<b>162</b>	<b>31,085</b>	<b>50,341</b>	<b>34,880</b>	<b>2,65,567</b>	<b>36,646</b>	<b>10,36,629</b>	
Fund management expenses		(3,821)	(23,374)	(14,058)	(11,890)	(169)	(238)	(409)	(1,557)	(2)	(8)	(7)	(1,912)	(3,109)	(4,685)	(16,369)	(2,844)	(84,452)	
Service Tax		(1,964)	(11,460)	(5,724)	(4,456)	(25)	(36)	(61)	(237)	-	(13)	(8)	(904)	(516)	(1,097)	(5,693)	(424)	(32,618)	
Fund administration expenses		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other charges	F-5	(7,153)	(40,905)	(18,455)	(12,857)	(4)	(5)	(8)	(30)	-	(61)	(34)	(2,953)	(324)	(2,612)	(14,195)	-	(99,596)	
<b>Total (B)</b>		<b>(12,938)</b>	<b>(75,739)</b>	<b>(39,237)</b>	<b>(29,203)</b>	<b>(198)</b>	<b>(279)</b>	<b>(478)</b>	<b>(1,824)</b>	<b>(2)</b>	<b>(82)</b>	<b>(49)</b>	<b>(5,769)</b>	<b>(3,949)</b>	<b>(8,394)</b>	<b>(36,257)</b>	<b>(3,268)</b>	<b>(2,16,666)</b>	
Net Income for the year (A-B)		18,599	1,13,833	1,33,351	1,56,103	1,774	3,033	6,410	25,765	33	67	113	25,316	46,392	26,486	2,29,310	33,378	8,19,963	
Add: Fund revenue account at the beginning of the year		78,554	2,86,702	3,41,804	4,37,004	24,235	29,445	39,831	1,26,095	3	36	(31)	49,768	65,171	37,909	2,08,550	1,51,503	18,76,579	
Fund revenue account at the end of the year		97,153	4,00,535	4,75,155	5,93,107	26,009	32,478	46,241	1,51,860	36	103	82	75,084	1,11,563	64,395	4,37,860	1,84,881	26,96,542	

\* Net change in mark to market value of investments

**Schedules to Fund Balance Sheet as at March 31, 2017**  
**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration Number: 133**  
**Date of Registration with IRDAI: 4<sup>th</sup> September 2007**

**Schedule: F-1**  
**Policyholders' Contribution**

Particulars	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Pension Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total
Opening balance	2,84,477	13,92,791	8,47,886	4,69,935	(6,302)	(4,606)	(3,336)	6,717	305	1,600	1,408	99,267	1,74,017	2,36,427	11,49,951	3,93,100	50,49,637
Add: Additions during the year*	74,951	5,49,247	1,35,576	1,87,713	2,500	3,122	3,348	12,535	-	58	3	62,740	9,002	12,860	2,45,059	2,51,490	15,50,204
Less: Deductions during the year*	(1,20,754)	(4,22,403)	(5,51,464)	(3,54,849)	(6,413)	(7,605)	(9,838)	(45,709)	(341)	(1,277)	(1,216)	(68,702)	(70,709)	(99,790)	(6,93,322)	(3,07,557)	(27,61,949)
Closing balance	2,38,674	15,19,635	4,31,988	3,02,799	(10,215)	(9,089)	(9,826)	(26,457)	(36)	381	195	93,305	1,12,310	1,49,497	7,01,668	3,37,033	38,31,892

**Schedule: F-2**  
**Investments**

Particulars	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Pension Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total
<b>Approved Investments</b>																	
Government Bonds	1,25,147	8,09,127	64,438	84,041	8,276	12,015	7,043	-	-	227	114	-	-	42,085	-	3,50,183	15,03,696
Corporate Bonds	-	3,16,657	70,800	10,446	3,292	2,188	-	-	-	-	-	-	-	16,877	-	-	4,20,260
Infrastructure Bonds	23,169	5,30,858	2,79,580	67,374	3,292	3,578	4,284	-	-	-	-	-	-	52,374	-	20,571	9,85,080
Equity	69,600	-	4,22,568	6,33,978	-	3,192	20,511	1,08,290	-	110	122	1,33,083	1,93,741	84,483	9,79,327	29,700	26,78,705
Money Market	1,05,564	42,012	9,244	9,493	367	1,461	2,616	7,017	-	-	-	8,428	11,271	6,186	52,561	1,37,072	3,93,292
Mutual Funds	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>3,24,480</b>	<b>16,98,654</b>	<b>8,46,630</b>	<b>8,05,332</b>	<b>15,227</b>	<b>22,434</b>	<b>34,454</b>	<b>1,15,307</b>	<b>-</b>	<b>337</b>	<b>236</b>	<b>1,41,511</b>	<b>2,05,012</b>	<b>2,02,005</b>	<b>10,31,888</b>	<b>5,37,526</b>	<b>59,81,033</b>
<b>Other Investments</b>																	
Corporate Bonds	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Infrastructure Bonds	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equity	-	-	35,540	54,224	-	263	1,691	8,949	-	10	15	11,330	16,088	6,895	83,261	-	2,18,266
Money Market	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mutual Funds	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>-</b>	<b>-</b>	<b>35,540</b>	<b>54,224</b>	<b>-</b>	<b>263</b>	<b>1,691</b>	<b>8,949</b>	<b>-</b>	<b>10</b>	<b>15</b>	<b>11,330</b>	<b>16,088</b>	<b>6,895</b>	<b>83,261</b>	<b>-</b>	<b>2,18,266</b>
<b>GRAND TOTAL</b>	<b>3,24,480</b>	<b>16,98,654</b>	<b>8,82,170</b>	<b>8,59,556</b>	<b>15,227</b>	<b>22,697</b>	<b>36,145</b>	<b>1,24,256</b>	<b>-</b>	<b>347</b>	<b>251</b>	<b>1,52,841</b>	<b>2,21,100</b>	<b>2,08,900</b>	<b>11,15,149</b>	<b>5,37,526</b>	<b>61,99,299</b>

**Schedule: F-3**  
**Current Assets**

Particulars	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Group Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total
Accrued Interest	5,997	43,025	16,656	3,247	385	412	213	-	-	3	2	-	(15)	3,058	-	1,525	74,508
Cash & Bank Balance	5	9,521	8	8	97	98	4	7	-	78	231	7	8	6	28	2,738	12,844
Dividend Receivable	-	-	375	557	-	3	18	95	-	-	-	123	169	75	846	-	2,261
Receivable for Sale of Investments	-	55,134	8,730	12,377	-	59	352	2,019	-	54	181	2,348	4,813	2,122	24,971	-	1,13,160
Unit Collection A/c <sup>a</sup>	5,358	1,13,929	2,487	25,663	85	144	-	2	-	2	2	14,589	2	-	7,079	-	1,69,342
Other Current Assets (for Investments)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>11,360</b>	<b>2,21,609</b>	<b>28,256</b>	<b>41,852</b>	<b>567</b>	<b>716</b>	<b>587</b>	<b>2,123</b>	<b>-</b>	<b>137</b>	<b>416</b>	<b>17,067</b>	<b>4,977</b>	<b>5,261</b>	<b>32,924</b>	<b>4,263</b>	<b>3,72,115</b>

**Schedule: F-4**  
**Current Liabilities**

Particulars	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Group Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total
Payable for Purchase of Investments	-	13	3,234	5,462	-	23	166	798	-	-	-	1,512	1,358	162	8,477	-	21,205
Other Current Liabilities	11	76	38	37	-	1	1	5	-	-	390	7	9	13	48	8	644
Unit Payable A/c <sup>a</sup>	2	4	1	3	-	-	150	173	-	-	-	-	837	94	-	19,867	21,131
<b>Total</b>	<b>13</b>	<b>93</b>	<b>3,273</b>	<b>5,502</b>	<b>-</b>	<b>24</b>	<b>317</b>	<b>976</b>	<b>-</b>	<b>-</b>	<b>390</b>	<b>1,519</b>	<b>2,204</b>	<b>269</b>	<b>8,525</b>	<b>19,875</b>	<b>42,980</b>

## Schedules to Fund Revenue Account for the Year Ended March 31, 2017

Schedule: F-5  
Other Expenses

Particulars	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Group Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total
Policy Administration charge	3,573	20,430	9,377	6,035	-	-	-	-	-	41	23	1,569	142	839	6,931	-	48,960
Surrender charge	436	2,490	1,176	1,161	-	-	-	1	-	(17)	(10)	89	1	-	600	-	5,927
Switching charge	-	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	2
Mortality charge	3,144	17,984	7,901	5,661	4	5	8	29	-	37	21	1,295	181	1,773	6,664	-	44,707
Rider Premium charge	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Partial withdrawal charge	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Premium Allocation charges	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous charge	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>7,153</b>	<b>40,905</b>	<b>18,455</b>	<b>12,857</b>	<b>4</b>	<b>5</b>	<b>8</b>	<b>30</b>	<b>-</b>	<b>61</b>	<b>34</b>	<b>2,953</b>	<b>324</b>	<b>2,612</b>	<b>14,195</b>	<b>-</b>	<b>99,596</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

**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration Number: 133**  
**Date of Registration with IRDAI: 4<sup>th</sup> September 2007**  
**Expenses Charged to Funds**  
**As at 31.03.2017**

Sr. No.	Fund Name	Fund Management Charges (%)
1	Future Secure Fund	1.10
2	Future Income Fund	1.35
3	Future Balance Fund	1.35
4	Future Maximise Fund	1.35
5	Future Pension Secure	1.00
6	Future Pension Balance	1.00
7	Future Pension Growth	1.15
8	Future Pension Active	1.25
9	Future Dynamic	1.35
10	Future Apex	1.35
11	Future Group Secure	0.75
12	Future Group Balance	0.75
13	Future Group Maximise	0.75
14	Future NAV Guarantee	2.00
15	Future Opportunity	1.35
16	Discontinuance Policy Fund	0.50

**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration Number: 133**  
**Date of Registration with IRDAI: 4<sup>th</sup> September 2007**  
**Fund wise disclosure of appreciation and / or depreciation in value**  
**of investments segregated class wise**

(₹ '000)						
Fund name	Equity	Money Market	Mutual funds	Government Security	Corporate Bonds	Total
Future Apex Fund	17,861	1	-	-	-	17,862
Future Balance Fund	64,702	1	-	194	25,330	90,227
Future Dynamic Growth Fund	27,010	2	-	-	-	27,012
Future Group Balance Fund	7	-	-	8	-	15
Future Group Maximise Fund	9	-	-	5	-	14
Future Group Secure Fund	-	-	-	-	-	-
Future Guarantee Fund	14,039	1	-	2,921	3,335	20,296
Future Income Fund	-	7	-	30,967	59,907	90,881
Future Maximise Fund	1,06,701	2	-	2,147	3,939	1,12,789
Future Opportunity Fund	1,37,490	8	-	-	-	1,37,498
Future Pension Active Fund	16,721	1	-	-	-	16,722
Future Pension Balance Fund	365	-	-	269	430	1,064
Future Pension Growth Fund	3,291	-	-	286	232	3,809
Future Pension Secure Fund	-	-	-	132	649	781
Future Secure Fund	-	5,899	-	3,061	-	8,960
Future Discontinuance Policy Fund	-	18,764	-	2	-	18,766

**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration Number: 133**  
**Date of Registration with IRDAI: 4<sup>th</sup> September 2007**  
**Performance of the Fund (Absolute growth %)**

Fund name	Year of inception	Year			Since inception
		2016-17	2015-16	2014-15	
		%			
Future Secure Fund	2008	8.13%	7.57%	14.18%	112.94%
Future Income Fund	2008	9.99%	6.74%	16.14%	132.73%
Future Balance Fund	2008	15.97%	(2.59%)	20.55%	95.32%
Future Maximise Fund	2008	21.41%	(7.76%)	25.67%	117.74%
Future Pension Secure Fund	2008	11.07%	6.90%	16.22%	137.19%
Future Pension Balance Fund	2008	13.81%	6.28%	18.59%	142.04%
Future Pension Growth Fund	2008	19.61%	(2.79%)	22.64%	173.01%
Future Pension Active Fund	2008	22.63%	(8.94%)	25.74%	207.33%
Future Group Secure Fund *	2008	10.67%	6.86%	14.14%	77.55%
Future Group Maximise Fund	2008	15.20%	(1.76%)	20.02%	85.76%
Future Group Balance Fund	2009	19.71%	1.93%	16.23%	96.59%
Future Apex Fund	2009	22.49%	(8.22%)	30.64%	88.35%
Future Dynamic Growth Fund	2009	22.31%	(6.80%)	23.49%	77.92%
Future Guarantee Fund	2010	13.09%	(5.16%)	22.13%	46.55%
Future Opportunity Fund	2010	22.33%	(9.36%)	27.08%	56.55%
Future Discontinuance Policy Fund	2012	6.07%	7.40%	14.52%	47.86%

NA: Not applicable

**Future Generali India Life Insurance Company Limited**  
**Registration Number: 133**  
**Date of Registration with IRDAI: 4<sup>th</sup> September 2007**  
**Net Asset Value (NAV): Highest, Lowest and Closing during the year**

Fund name	Highest	Lowest	Closing
Future Secure Fund	21.2936	19.6968	21.2936
Future Income Fund	23.7285	21.1647	23.2728
Future Balance Fund	19.5320	16.6953	19.5320
Future Maximise Fund	21.7735	17.6088	21.7735
Future Pension Secure Fund	23.9393	21.3604	23.7191
Future Pension Balance Fund	24.2044	21.2669	24.2044
Future Pension Growth Fund	27.3015	22.5525	27.3015
Future Pension Active Fund	30.7333	24.5292	30.7333
Future Group Secure Fund	18.1176	16.0342	0.0000
Future Group Balance Fund	18.5761	16.0559	18.5761
Future Group Maximise Fund	19.6592	16.2705	19.6592
Future Apex Fund	18.8353	15.0563	18.8353
Future Dynamic Growth Fund	17.7923	14.2446	17.7923
Future Guarantee Fund	14.6552	12.8844	14.6552
Future Opportunity Fund	15.6554	12.5242	15.6554
Future Discontinuance Policy Fund	14.7863	13.9286	14.7863

**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration No.: 133**  
**Date of Registration with IRDAI: 4<sup>th</sup> September 2007**  
**Industry wise disclosure of investment (with exposure of 10% and above) as at March 31, 2017**

Industry	Security Name	Future Apex Fund		Future Balance Fund		Future Dynamic Growth Fund		Group Secure Fund		Future Group Balance Fund		Future Group Maximise Fund		Future Guarantee Fund		Future Maximise Fund		Future Opportunity Fund		Pension Secure		Future Pension Active Fund		Future Pension Growth Fund		Secure Fund		Income Fund		Discontinuance Fund		Grand Total				
		Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Total Amount	Total %			
Computer programming, consultancy and related activities	HCL Technologies Limited	1,408	0.84%	-	-	2,128	0.95%	-	-	-	-	-	-	-	-	-	10,938	0.98%	-	-	1,177	0.94%	-	-	-	-	-	-	-	-	15,651	0.24%				
	Infosys Technologies Limited	9,449	5.61%	-	-	13,936	6.22%	-	-	-	-	-	-	-	-	-	6,751	6.12%	-	-	7,687	6.13%	-	-	-	-	-	-	-	-	1,00,823	1.54%				
	Tata Consultancy Services Limited	4,282	2.54%	-	-	6,206	2.77%	-	-	-	-	-	-	-	-	-	31,465	2.76%	-	-	3,477	2.77%	-	-	-	-	-	-	-	-	45,430	0.70%				
	Tech Mahindra Limited	1,774	1.05%	-	-	2,606	1.16%	-	-	-	-	-	-	-	-	-	13,034	1.14%	-	-	1,432	1.14%	-	-	-	-	-	-	-	-	18,846	0.29%				
<b>Computer programming, consultancy and related activities Total</b>	<b>16,913</b>	<b>10.04%</b>	-	-	<b>24,676</b>	<b>11.11%</b>	-	-	-	-	-	-	-	-	-	<b>1,25,188</b>	<b>10.99%</b>	-	-	<b>13,773</b>	<b>10.98%</b>	-	-	-	-	-	-	-	-	<b>1,80,750</b>	<b>2.77%</b>					
Financial and insurance activities	Axis Bank Limited	4,314	2.56%	13,983	1.54%	6,282	2.81%	-	-	-	-	-	-	2,662	1.24%	20,803	2.32%	31,028	2.72%	-	-	3,521	2.81%	104	0.44%	698	1.81%	21,581	6.43%	-	-	40,134	7.89%	1,45,080	2.22%	
	Bajaj Finance Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8,987	0.14%			
	Bank of Baroda	1,193	0.71%	3,645	0.40%	1,701	0.76%	-	-	-	-	-	-	727	0.34%	5,375	0.60%	8,708	0.76%	-	-	925	0.74%	27	0.12%	175	0.48%	-	-	-	-	22,476	0.34%			
	Capital First Limited	344	0.20%	1,012	0.11%	433	0.19%	-	-	-	-	-	-	196	0.09%	1,489	0.17%	2,302	0.20%	-	-	288	0.21%	8	0.03%	52	0.14%	19,519	5.81%	-	-	21,538	4.13%	47,161	0.72%	
	HDFC Bank Limited	7,174	4.26%	25,141	2.77%	11,308	5.05%	-	-	-	-	-	-	4,958	2.32%	38,484	4.30%	57,328	5.03%	-	-	6,174	4.92%	205	0.88%	1,254	3.44%	30,000	8.93%	-	-	1,82,026	2.79%			
	Housing Development Finance Corporation Limited	5,430	3.22%	16,969	2.09%	8,506	3.80%	-	-	-	-	-	-	3,685	1.73%	26,429	3.17%	42,808	3.76%	-	-	4,784	3.81%	143	0.61%	907	2.49%	-	-	-	-	1,13,971	1.74%			
	ICICI Bank Limited	6,848	4.07%	21,222	2.34%	9,639	4.44%	-	-	-	-	-	-	4,277	2.00%	31,668	3.53%	48,951	4.30%	-	-	5,578	4.45%	164	0.70%	1,038	2.85%	19,598	5.84%	-	-	9,759	1.88%	1,59,882	2.44%	
	IDBI Bank	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	29,700	0.45%			
	Indusind Bank	1,116	0.68%	3,968	0.44%	1,847	0.83%	-	-	-	-	-	-	1,012	0.47%	6,214	0.69%	9,440	0.83%	-	-	961	0.77%	36	0.15%	198	0.54%	19,800	5.90%	-	-	44,582	0.68%			
	Kotak Mahindra Bank Limited	480	0.29%	959	0.11%	-	-	-	-	-	-	-	-	225	0.11%	-	-	-	-	-	-	-	-	-	10	0.04%	70	0.19%	-	-	-	-	1,744	0.03%		
	Lakshmi Vilas Bank Limited	2,258	1.34%	7,577	0.84%	3,403	1.52%	-	-	-	-	-	-	1,541	0.72%	11,309	1.26%	17,071	1.50%	-	-	1,882	1.50%	-	-	356	0.98%	-	-	-	-	45,403	0.70%			
	LIC Housing Finance Limited	884	0.52%	3,531	0.39%	1,464	0.66%	-	-	-	-	-	-	614	0.29%	5,195	0.58%	7,689	0.67%	-	-	828	0.66%	24	0.10%	155	0.43%	-	-	-	-	20,404	0.31%			
	LNT Finance Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	79,316	1.21%			
	Mahindra and Mahindra Financial Services Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	1,104	0.52%	-	-	-	-	1,104	6.99%	-	-	-	-	-	-	-	-	22,077	1.15%	-	-	24,285	0.37%
	Oriental Bank of Commerce	451	0.27%	-	-	-	-	-	-	-	-	-	-	-	-	-	968	0.11%	1,409	0.12%	-	-	-	-	-	-	-	-	-	-	-	2,818	0.04%			
	RBL Bank Limited	979	0.59%	3,128	0.34%	1,438	0.64%	-	-	-	-	-	-	608	0.28%	4,585	0.51%	7,139	0.63%	-	-	788	0.63%	24	0.10%	148	0.41%	-	-	-	-	18,637	0.29%			
	Reliance Capital Limited	-	-	70,800	7.80%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	92,883	4.84%			
	Shriram Transport Finance Company Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	61,451	3.20%			
	State Bank of India	4,425	2.63%	14,250	1.57%	6,226	2.78%	-	-	-	-	-	-	2,867	1.34%	21,257	2.37%	31,714	2.78%	-	-	3,565	2.84%	109	0.47%	688	1.89%	-	-	-	-	85,101	1.30%			
	Tata Capital Financial Services Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	51,583	2.71%			
Yes Bank	510	0.30%	1,384	0.15%	619	0.28%	-	-	-	-	-	-	331	0.15%	2,291	0.26%	3,404	0.30%	-	-	340	0.27%	12	0.05%	70	0.19%	19,800	5.90%	-	-	28,771	0.44%				
<b>Financial and insurance activities Total</b>	<b>36,406</b>	<b>21.62%</b>	<b>1,89,589</b>	<b>20.90%</b>	<b>53,192</b>	<b>23.76%</b>	-	-	-	-	-	-	<b>40,590</b>	<b>18.98%</b>	<b>1,86,503</b>	<b>21.04%</b>	<b>2,69,991</b>	<b>23.81%</b>	<b>3,592</b>	<b>20.84%</b>	<b>29,614</b>	<b>23.61%</b>	<b>3,054</b>	<b>13.06%</b>	<b>5,769</b>	<b>15.84%</b>	<b>1,30,299</b>	<b>38.80%</b>	<b>3,16,857</b>	<b>16.49%</b>	<b>1,01,171</b>	<b>19.38%</b>	<b>13,87,726</b>	<b>20.94%</b>		

Name of the Insurer: Future Generali India Life Insurance Company Limited

Registration No.: 133

Date of Registration with IRDAI: 4<sup>th</sup> September 2007

Industry wise disclosure of investment (with exposure of 10% and above) as at March 31, 2017

Industry	Security Name	Future Apex Fund		Future Balance Fund		Future Dynamic Growth Fund		Group Secure Fund		Future Group Maximise Fund		Future Guarantee Fund		Future Maximise Fund		Future Opportunity Fund		Pension Secure		Future Pension Active Fund		Future Pension Balance Fund		Future Pension Growth Fund		Secure Fund		Income Fund		Discontinuance Fund		Grand Total				
		Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Total Amt	Total %			
Housing	Housing Development Finance Corporation Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	14,554	0.22%			
		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	10,441	0.16%		
<b>Housing Total</b>		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	<b>24,995</b>	<b>0.38%</b>		
Infrastructure	Adani Ports & Special Economic Zone Limited	-	-	2,162	0.24%	-	-	-	-	-	-	486	0.23%	3,451	0.39%	-	-	17	0.07%	107	0.29%	-	-	-	-	-	-	-	-	-	-	-	6,233	0.10%		
		-	-	3,134	0.35%	-	-	-	-	-	-	-	610	0.29%	4,591	0.51%	-	-	24	0.10%	150	0.41%	-	-	-	-	-	-	-	-	-	-	-	8,509	0.13%	
Infrastructure	IL&FS Financial Services Limited	-	-	38,440	4.24%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	54,914	0.84%	
		-	-	11,169	1.23%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	11,169	0.17%	
Infrastructure	Infance Waterways Authority of India	-	-	5,153	0.57%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	51,528	0.79%	
		-	-	56,874	6.27%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,10,484	3.22%	
Infrastructure	LNT Finance Limited	-	-	3,725	3.39%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	55,864	0.86%	
		-	-	2,872	0.32%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8,185	0.13%	
Infrastructure	Petronet LNG Limited	-	-	4,375	0.48%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	12,317	0.19%	
		-	-	5,261	0.58%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	35,159	0.54%	
Infrastructure	Power Grid Corporation of India Limited	-	-	3,117	0.34%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	9,116	0.14%	
		-	-	65,067	7.17%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,88,586	2.89%	
Infrastructure	Railiance Ports & Terminals Limited	-	-	17,328	1.91%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,01,931	1.56%	
		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,092	0.03%	
Infrastructure Total	Rural Electrification Corporation Limited	-	-	4,544	0.50%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	11,830	0.18%	
		-	-	2,50,221	27.58%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,72,812	19.42%	
Infrastructure Total	Ashok Leyland Limited	-	-	-	-	2,199	0.88%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	14,628	0.22%
		-	-	-	-	655	0.30%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,401	0.07%
Infrastructure Total	Mahindra and Mahindra Limited	-	-	-	-	5,414	2.42%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	35,972	0.55%
		-	-	-	-	5,324	2.39%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	35,331	0.54%
Infrastructure Total	Tata Motors Limited	-	-	-	-	10,121	4.52%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	67,569	1.03%
		-	-	-	-	23,723	10.60%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,57,841	2.42%
10% and above	Manufacture of motor vehicles, trailers and semi-trailers Total	53,319	31.66%	4,39,810	48.48%	1,01,791	45.47%	-	-	-	-	96,599	46.10%	2,88,623	32.22%	5,15,105	45.21%	5,791	24.76%	11,380	31.28%	1,30,298	38.80%	6,89,669	35.91%	1,01,171	19.38%	24,08,629	38.27%	-	-	-	24,08,629	38.27%		
		1,15,070	68.34%	4,67,343	51.52%	1,22,082	54.83%	-	-	484	100.00%	277	100.00%	1,15,293	53.98%	6,07,283	67.78%	6,54,443	54.80%	9,210	56.31%	68,824	54.88%	17,588	75.54%	25,025	68.72%	2,05,529	61.20%	12,30,801	64.09%	4,20,743	60.62%	40,29,805	61.73%	
<b>Total AUM</b>		1,66,389	100.00%	9,07,153	100.00%	2,23,873	100.00%	-	-	484	100.00%	277	100.00%	2,13,892	100.00%	8,95,906	100.00%	11,39,548	100.01%	15,794	99.99%	1,25,403	99.99%	33,389	100.00%	36,415	100.00%	3,35,827	100.00%	19,20,170	100.00%	65,28,434	100.00%			

**Form A-BS(UL)**  
**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration No.: 133**  
**Date of Registration with IRDA: 4<sup>th</sup> September 2007**  
**Fund Balance Sheet as at March 31, 2016**

Particulars	Schedule	Future Secure	Future Income	Future Balance	Future Matchmake	Future Secure	Future Pension Balance	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Group Secure	Future Group Balance	Future Group Matchmake	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total
Sources of Funds																			
<b>Policyholders' Funds</b>																			
Policyholder contribution	F-1	2,84,477	13,92,791	8,47,886	4,69,895	(6,302)	(4,608)	(3,336)	6,717	305	1,600	1,408	1,408	99,267	1,74,017	2,36,427	11,49,951	3,83,100	50,43,637
Revenue Account		76,554	2,85,702	3,41,804	4,37,004	24,235	28,445	39,831	1,26,095	3	36	(31)	(31)	49,768	65,171	37,909	2,08,550	1,51,503	18,75,579
<b>Total</b>		<b>3,61,031</b>	<b>16,79,493</b>	<b>11,89,690</b>	<b>9,06,899</b>	<b>17,933</b>	<b>24,839</b>	<b>36,495</b>	<b>1,32,812</b>	<b>308</b>	<b>1,636</b>	<b>1,377</b>	<b>1,377</b>	<b>1,49,035</b>	<b>2,39,188</b>	<b>2,74,336</b>	<b>13,58,501</b>	<b>5,44,603</b>	<b>69,20,216</b>
<b>Application of Funds</b>																			
Investments	F-2	3,55,689	15,99,913	11,70,249	8,83,194	17,538	24,222	36,227	1,32,831	299	1,602	1,377	1,377	1,47,365	2,39,696	2,70,180	13,38,853	6,03,950	68,22,585
Current Assets	F-3	7,409	79,829	28,989	23,852	574	624	453	2,466	9	34	17	17	1,688	2,771	4,249	19,784	10,892	1,83,720
Less: Current Liabilities and Provisions	F-4	67	249	9,528	107	179	7	185	2,485	-	-	-	-	18	3,279	93	136	69,739	86,089
<b>Net current assets</b>		<b>7,342</b>	<b>79,580</b>	<b>19,411</b>	<b>23,745</b>	<b>395</b>	<b>617</b>	<b>268</b>	<b>(19)</b>	<b>9</b>	<b>34</b>	<b>-</b>	<b>-</b>	<b>1,670</b>	<b>(608)</b>	<b>4,156</b>	<b>19,648</b>	<b>(89,747)</b>	<b>97,651</b>
<b>Total</b>		<b>3,61,031</b>	<b>16,79,493</b>	<b>11,89,690</b>	<b>9,06,899</b>	<b>17,933</b>	<b>24,839</b>	<b>36,495</b>	<b>1,32,812</b>	<b>308</b>	<b>1,636</b>	<b>1,377</b>	<b>1,377</b>	<b>1,49,035</b>	<b>2,39,188</b>	<b>2,74,336</b>	<b>13,58,501</b>	<b>5,44,603</b>	<b>69,20,216</b>
<b>Net Asset Value (NAV) per Unit</b>																			
(a) Net Asset as per Balance Sheet (Total Assets less Current Liabilities and Provisions) (₹ in '000)		3,63,031	16,79,493	1,189,690	9,06,899	17,933	24,839	36,495	1,32,812	308	1,636	1,377	1,377	1,49,035	2,39,188	2,74,336	13,58,501	5,44,603	69,20,216
(b) Number of Units outstanding		1,84,35,170	7,93,72,563	7,06,99,391	5,05,73,220	8,39,753	11,67,931	15,89,825	59,99,443	19,234	1,01,459	89,867	89,867	96,92,235	1,64,43,190	2,11,70,269	10,61,50,902	3,90,68,179	42,06,55,630
(c) NAV per Unit (a) / (b) (₹)		19.89	21.16	16.84	17.93	21.36	21.27	22.83	25.06	16.03	16.13	16.42	16.42	15.38	14.55	12.96	12.80	13.94	-

**Form A-RA(UL)**  
**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration No.: 133**  
**Date of Registration with IRDA: 4<sup>th</sup> September 2007**  
**Fund Revenue Account for the year ended March 31, 2016**

Particulars	Schedule	(₹ '000)															
		Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Active	Future Pension Growth	Future Group Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total
<b>Income from investments</b>																	
Interest Income		29,480	1,26,642	55,487	11,429	1,918	2,045	1,051	72	19	128	74	3,616	9,916	1,858	59,665	3,03,478
Dividend Income		-	-	10,884	13,021	-	40	420	2,669	-	8	11	3,745	2,935	24,607	-	61,345
Profit / loss on sale of investment		2,277	16,340	13,220	18,417	485	345	1,193	4,040	6	277	323	3,101	5,517	(30,666)	15,248	51,283
Profit / loss on inter fund transfer / sale of investment		-	-	3,455	1,240	-	115	-	-	-	-	-	413	-	-	-	6,223
Miscellaneous Income		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unrealised Gain / Loss*		(650)	(16,231)	(1,02,155)	(1,14,257)	(657)	(654)	(3,400)	(22,298)	(4)	(384)	(444)	(28,930)	(30,209)	(1,47,267)	(13,377)	(4,96,797)
<b>Total (A)</b>		<b>30,907</b>	<b>1,28,751</b>	<b>(19,099)</b>	<b>(69,550)</b>	<b>1,746</b>	<b>1,891</b>	<b>(736)</b>	<b>(16,527)</b>	<b>23</b>	<b>29</b>	<b>(39)</b>	<b>(16,025)</b>	<b>(11,841)</b>	<b>(1,51,467)</b>	<b>61,536</b>	<b>(75,468)</b>
Fund management expenses		(3,398)	(21,237)	(18,796)	(13,344)	(23)	(282)	(495)	(2,266)	(2)	(18)	(14)	(4,071)	(6,626)	(22,700)	(3,905)	(1,00,627)
Service Tax		(2,192)	(10,435)	(7,658)	(4,348)	(35)	(42)	(72)	(322)	-	(65)	(30)	(612)	(1,139)	(6,553)	(2,171)	(36,522)
Fund administration expenses		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other charges:	F-5	(11,483)	(53,028)	(88,003)	(16,501)	(4)	(9)	(8)	(28)	(3)	(236)	(202)	(341)	(1,448)	(19,494)	(9,619)	(1,53,774)
<b>Total (B)</b>		<b>(17,673)</b>	<b>(84,700)</b>	<b>(62,457)</b>	<b>(36,783)</b>	<b>(272)</b>	<b>(329)</b>	<b>(575)</b>	<b>(2,616)</b>	<b>(5)</b>	<b>(289)</b>	<b>(246)</b>	<b>(6,024)</b>	<b>(9,212)</b>	<b>(48,747)</b>	<b>(16,695)</b>	<b>(2,91,123)</b>
<b>Net Income for the year (A-B)</b>		<b>13,234</b>	<b>42,051</b>	<b>(81,656)</b>	<b>(1,06,343)</b>	<b>1,474</b>	<b>1,652</b>	<b>(1,311)</b>	<b>(16,143)</b>	<b>18</b>	<b>(260)</b>	<b>(282)</b>	<b>(23,049)</b>	<b>(21,053)</b>	<b>(2,00,214)</b>	<b>45,841</b>	<b>(9,66,591)</b>
Add: Fund revenue account at the beginning of the year		65,320	2,44,651	4,23,360	5,43,347	22,761	27,793	41,142	1,44,238	(19)	296	251	88,220	58,962	4,09,764	1,05,662	22,43,170
<b>Fund revenue account at the end of the year</b>		<b>78,554</b>	<b>2,86,702</b>	<b>3,41,804</b>	<b>4,37,004</b>	<b>24,235</b>	<b>29,445</b>	<b>39,831</b>	<b>1,26,095</b>	<b>3</b>	<b>36</b>	<b>(91)</b>	<b>65,171</b>	<b>37,969</b>	<b>2,08,550</b>	<b>1,51,933</b>	<b>18,76,579</b>

\* Net change in mark to market value of investments

**Schedules to Fund Balance Sheet as at March 31, 2016**  
**Name of the Insurer: Future Generali India Life Insurance Company Limited**  
**Registration No.: 133**  
**Date of Registration with IRDA: 4th September 2007**

**Schedule: F-1**  
**Policyholders' Contribution**

Opening Balance updated														(₹ '000)			
Particulars	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Pension Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total
Opening balance	3,05,742	13,30,881	12,30,483	7,27,672	5,055	3,403	10,973	84,187	306	3,035	2,231	1,20,537	2,81,409	3,11,303	14,66,600	6,56,432	66,45,229
Add: Additions during the year*	60,576	2,68,921	1,16,809	1,28,617	4,356	2,831	3,963	18,028		75	18	31,609	11,086	19,171	2,98,774	3,70,646	13,35,282
Less: Deductions during the year*	(81,841)	(2,06,981)	(4,99,416)	(3,86,354)	(15,713)	(10,640)	(19,272)	(95,498)	(1)	(15,10)	(841)	(52,879)	(1,18,460)	(94,047)	(6,15,423)	(6,35,978)	(26,33,854)
Closing balance	2,84,477	13,92,791	8,47,866	4,69,935	(6,322)	(4,606)	(3,336)	6,717	305	1,600	1,408	99,267	1,74,017	2,36,227	11,49,951	3,95,100	56,45,637

**Schedule: F-2**  
**Investments**

Opening Balance updated														(₹ '000)			
Particulars	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Pension Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth	Future Guarantee	Future Opportunity	Discontinuance Policy	Total
<b>Approved Investments</b>																	
Government Bonds	3,14,780	6,36,198	4,008	60,324	2,134	3,074	11,790	-	261	836	491	-	-	70,540	-	5,10,599	16,15,030
Corporate Bonds	-	4,69,413	1,32,423	30,644	4,370	4,385	-	-	-	-	-	-	-	18,446	-	-	6,59,681
Infrastructure Bonds	25,125	3,62,281	3,42,552	14,128	10,305	12,806	-	-	-	-	-	-	-	43,083	-	-	8,10,280
Equity	-	-	5,95,102	6,89,909	-	3,321	21,609	1,19,820	-	513	710	1,30,612	2,12,346	1,06,805	11,89,074	-	30,68,821
Money Market	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	10,992	10,992
Mutual Funds	15,000	70,163	44,539	38,353	583	428	1,484	5,778	14	77	66	6,342	10,456	11,192	58,408	27,000	2,89,883
<b>Total</b>	<b>3,54,905</b>	<b>15,38,059</b>	<b>11,18,624</b>	<b>6,33,356</b>	<b>17,392</b>	<b>24,014</b>	<b>34,883</b>	<b>1,24,988</b>	<b>275</b>	<b>1,426</b>	<b>1,267</b>	<b>1,36,954</b>	<b>2,22,802</b>	<b>2,50,066</b>	<b>12,47,482</b>	<b>5,48,591</b>	<b>64,54,687</b>
<b>Other Investments</b>																	
Corporate Bonds	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Infrastructure Bonds	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equity	-	-	16,219	18,245	-	84	584	3,221	-	9	13	3,531	5,705	1,289	31,441	-	80,361
Money Market	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mutual Funds	784	61,863	35,406	31,591	146	126	750	5,012	24	168	97	6,880	11,189	18,815	59,329	54,759	2,87,537
<b>Total</b>	<b>784</b>	<b>61,863</b>	<b>51,625</b>	<b>49,836</b>	<b>146</b>	<b>208</b>	<b>1,344</b>	<b>8,233</b>	<b>24</b>	<b>177</b>	<b>110</b>	<b>10,411</b>	<b>16,894</b>	<b>20,114</b>	<b>91,370</b>	<b>54,759</b>	<b>3,67,888</b>
<b>GRAND TOTAL</b>	<b>3,55,689</b>	<b>15,99,913</b>	<b>11,70,249</b>	<b>6,83,194</b>	<b>17,538</b>	<b>24,222</b>	<b>36,227</b>	<b>1,32,831</b>	<b>299</b>	<b>1,602</b>	<b>1,377</b>	<b>1,47,385</b>	<b>2,39,696</b>	<b>2,70,180</b>	<b>13,38,853</b>	<b>6,03,350</b>	<b>69,22,595</b>

**Schedule: F-3  
Current Assets**

Particulars	(₹ '000)													Total			
	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Pension Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth		Future Guarantee	Future Opportunity	Discontinuance Policy
Accrued Interest	5,550	42,310	20,679	2,063	571	504	41	-	6	23	-	13	-	3,854	-	10,942	86,541
Cash & Bank Balance	21	5,487	73	57	3	3	6	10	3	9	9	1	15	20	31	50	5,876
Dividend Receivable	-	-	128	149	-	1	5	26	-	-	-	-	28	47	15	258	657
Receivable for Sale of Investments	-	-	8,089	8,623	-	-	401	2,430	-	2	2	3	1,599	2,719	349	16,056	40,271
Unit Collection A/c*	1,838	32,032	-	12,960	-	116	-	-	-	-	-	-	46	-	-	3,383	50,375
Other Current Assets (for Investments)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>7,409</b>	<b>79,829</b>	<b>28,969</b>	<b>25,652</b>	<b>574</b>	<b>624</b>	<b>453</b>	<b>2,466</b>	<b>9</b>	<b>34</b>	<b>17</b>	<b>1,688</b>	<b>2,771</b>	<b>4,249</b>	<b>19,764</b>	<b>10,992</b>	<b>1,65,720</b>

**Schedule: F-4  
Current Liabilities**

Particulars	(₹ '000)													Total			
	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Pension Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth		Future Guarantee	Future Opportunity	Discontinuance Policy
Payable for Purchase of Investments	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	47,761
Other Current Liabilities	67	249	169	107	7	7	11	25	-	-	-	18	71	45	136	35	947
Unit Payable A/c*	-	-	9,356	-	172	-	174	2,460	-	17	-	-	3,208	48	-	21,943	37,381
<b>Total</b>	<b>67</b>	<b>249</b>	<b>9,628</b>	<b>107</b>	<b>179</b>	<b>7</b>	<b>185</b>	<b>2,485</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>17</b>	<b>3,279</b>	<b>93</b>	<b>136</b>	<b>69,739</b>	<b>86,089</b>

**Schedule: F-5  
Other Expenses**

Particulars	(₹ '000)													Total			
	Future Secure	Future Income	Future Balance	Future Maximise	Future Pension Secure	Future Pension Balance	Future Pension Growth	Future Pension Active	Future Pension Secure	Future Group Balance	Future Group Maximise	Future Apex	Future Dynamic Growth		Future Guarantee	Future Opportunity	Discontinuance Policy
Policy Administration charge	5,665	26,210	18,003	8,148	-	-	-	-	-	146	124	2,012	113	544	10,843	4,837	76,645
Surrender charge	1,887	8,636	6,251	5,144	-	-	-	-	-	-	1	77	-	-	1,323	522	23,842
Switching charge	1	3	2	1	-	-	-	-	-	-	-	-	-	-	1	-	8
Mortality charge	3,930	16,179	11,747	5,208	4	5	8	28	3	89	77	1,282	228	904	7,327	4,280	53,279
Rider Premium charge	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Partial withdrawal charge	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Premium Allocation charges	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous charge	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>11,483</b>	<b>53,028</b>	<b>36,003</b>	<b>18,501</b>	<b>4</b>	<b>5</b>	<b>8</b>	<b>28</b>	<b>3</b>	<b>236</b>	<b>202</b>	<b>3,371</b>	<b>341</b>	<b>1,448</b>	<b>19,494</b>	<b>9,619</b>	<b>1,55,774</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.

**Name of the Insurer : Future Generali India Life Insurance Company Limited**  
**Registration No.: 133**  
**Date of Registration with IRDA: 4<sup>th</sup> September 2007**  
**Expenses Charged to Funds as at 31.03.2016**

Sr No.	Fund Name	Fund Management Charges (%)
1	Future Secure Fund	1.10
2	Future Income Fund	1.35
3	Future Balance Fund	1.35
4	Future Maximise Fund	1.35
5	Future Pension Secure	1.00
6	Future Pension Balance	1.00
7	Future Pension Growth	1.15
8	Future Pension Active	1.25
9	Future Dynamic	1.35
10	Future Apex	1.35
11	Future Group Secure	0.75
12	Future Group Balance	0.75
13	Future Group Maximise	0.75
14	Future NAV Guarantee	2.00
15	Future Opportunity	1.35
16	Discontinuance Policy Fund	0.50

**Name of the Insurer : Future Generali India Life Insurance Company Limited**  
**Registration No.: 133**  
**Date of Registration with IRDA: 4<sup>th</sup> September 2007**  
**Fund wise disclosure of appreciation and / or depreciation in value of**  
**investments segregated class wise as at 31<sup>st</sup> March 2016**

						(₹ '000)
Fund name	Equity	Money Market	Mutual funds	Government Security	Corporate Bonds	Total
Future Apex Fund	8,884	-	(1,170)	-	-	7,714
Future Balance Fund	48,977	-	(7,562)	10	33,282	74,707
Future Dynamic Growth Fund	15,874	-	(2,295)	-	-	13,579
Future Group Balance Fund	24	-	-	5	-	29
Future Group Maximise Fund	37	-	-	3	-	40
Future Group Secure Fund	-	-	-	2	-	2
Future Guarantee Fund	12,329	-	(752)	2,019	2,087	15,683
Future Income Fund	-	-	-	18,195	77,738	95,933
Future Maximise Fund	77,581	-	(8,532)	1,263	1,287	71,599
Future Opportunity Fund	79,140	-	(13,754)	-	-	65,386
Future Pension Active Fund	12,914	-	(1,403)	-	-	11,511
Future Pension Balance Fund	151	-	-	70	972	1,193
Future Pension Growth Fund	2,565	-	(178)	317	-	2,704
Future Pension Secure Fund	-	-	-	133	1,389	1,522
Future Secure Fund	-	-	-	17,112	61	17,173
Future Discontinuance Policy Fund	-	1,462	-	16,443	-	17,905

**Name of the Insurer : Future Generali India Life Insurance Company Limited**  
**Registration No.: 133**  
**Date of Registration with IRDA: 4<sup>th</sup> September 2007**  
**Performance of the Fund (Absolute growth %)**

Fund name	Year of inception	Year			Since inception
		2015-16	2014-15	2013-14	
		%			
Future Secure Fund	2008	7.57%	14.18%	5.55%	96.92%
Future Income Fund	2008	6.74%	16.14%	3.89%	111.60%
Future Balance Fund	2008	(2.59%)	20.55%	9.82%	68.42%
Future Maximise Fund	2008	(7.76%)	25.67%	14.52%	79.33%
Future Pension Secure	2008	6.90%	16.22%	5.52%	113.56%
Future Pension Balance	2008	6.28%	18.59%	7.32%	112.68%
Future Pension Growth	2008	(2.79%)	22.64%	13.10%	128.26%
Future Pension Active	2008	(8.94%)	25.74%	16.62%	150.62%
Future Group Secure	2008	6.86%	14.14%	1.89%	60.30%
Future Group Maximise	2008	(1.76%)	20.02%	8.21%	64.23%
Future Group Balance	2009	1.93%	16.23%	11.20%	61.25%
Future Apex Fund	2009	(8.22%)	30.64%	17.19%	53.77%
Future Dynamic Fund	2009	(6.80%)	23.49%	13.48%	45.46%
Future Guarantee Fund	2010	(5.16%)	22.13%	13.83%	29.59%
Future Opportunity Fund	2010	(9.36%)	27.08%	15.38%	27.98%
Future Discontinuance Policy Fund	2012	7.40%	14.52%	3.77%	39.40%

NA: Not applicable

**Name of the Insurer : Future Generali India Life Insurance Company Limited**  
**Registration No.: 133**  
**Date of Registration with IRDA: 4<sup>th</sup> September 2007**  
**Net Asset Value (NAV): Highest, Lowest and Closing for the year ended 31<sup>st</sup> March, 2016**

Fund name	Highest	Lowest	Closing
Future Secure Fund	19.6923	18.1875	19.6923
Future Income Fund	21.1596	19.6772	21.1596
Future Balance Fund	17.6054	15.7457	16.8417
Future Maximise Fund	20.0024	16.4071	17.9332
Future Pension Secure Fund	21.3556	19.8653	21.3556
Future Pension Balance Fund	21.2811	19.8404	21.2678
Future Pension Growth Fund	23.9456	21.1386	22.8259
Future Pension Active Fund	28.4373	22.6752	25.0615
Future Group Secure Fund	16.0443	14.9737	16.0299
Future Group Balance Fund	16.1251	15.2772	16.1251
Future Group Maximise Fund	16.9889	15.4149	16.4230
Future Apex Fund	17.3035	13.9080	15.3767
Future Dynamic Growth Fund	16.0425	13.1889	14.5464
Future Guarantee Fund	13.9604	12.2431	12.9585
Future Opportunity Fund	14.5858	11.5707	12.7978
Future Discontinuance Policy Fund	13.9398	12.9363	13.9398

Name of the Insurer : Future Generali India Life Insurance Company Limited

Registration No. : 133

Date of Registration with IRDA: 4<sup>th</sup> September 2007

Industry wise disclosure of investment (with exposure of 10% and above) as at March 31, 2016

Industry	Security Name	Future Apex Fund		Future Balance Fund		Future Dynamic Growth Fund		Group Secure Fund		Future Group Maximise Fund		Future Guarantee Fund		Future Maximise Fund		Future Opportunity Fund		Pension Secure		Future Pension Active Fund		Future Pension Balance Fund		Future Pension Growth Fund		Secure Fund		Income Fund		Discontinuance Fund		Grand Total	
		Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Total Amount	Total %
Bank	Bank of Baroda	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4	0.00%
	HDFC Bank	8,944	6.00%	-	-	15,873	6.64%	-	-	57	4.14%	-	-	52,036	5.74%	82,522	6.07%	-	-	9,490	7.15%	-	-	1,789	4.90%	-	-	-	-	-	-	1,70,711	2.47%
	Industrial Bank Limited	2,613	1.75%	-	-	4,182	1.75%	-	-	7	0.51%	-	-	11,998	1.32%	21,889	1.61%	-	-	2,065	1.55%	-	-	339	0.93%	-	-	-	-	-	-	43,072	0.62%
	Lakshmi Vilas Bank Limited	1,315	0.88%	-	-	2,451	1.02%	-	-	-	-	-	-	8,480	0.94%	10,566	0.78%	-	-	1,014	0.76%	-	-	235	0.64%	-	-	-	-	-	-	24,061	0.35%
	State Bank of India	1,845	1.26%	-	-	2,829	1.18%	-	-	14	1.02%	-	-	9,514	1.05%	18,322	1.35%	-	-	1,340	1.01%	-	-	291	0.80%	-	-	-	-	-	-	34,155	0.49%
	Yes Bank Limited	860	0.58%	-	-	1,254	0.52%	-	-	5	0.36%	-	-	3,958	0.44%	6,727	0.50%	-	-	640	0.48%	-	-	130	0.36%	-	-	-	-	-	-	13,574	0.20%
	ICICI Bank Limited	5,490	3.68%	-	-	7,395	3.09%	-	-	36	2.61%	-	-	31,388	3.46%	53,279	3.92%	-	-	5,205	3.92%	-	-	1,018	2.79%	-	-	-	-	-	-	1,03,791	1.50%
	Axis Bank Limited	4,126	2.77%	-	-	6,684	2.79%	-	-	21	1.53%	-	-	22,052	2.43%	37,200	2.74%	-	-	3,654	2.75%	-	-	666	1.82%	-	-	-	-	-	-	74,403	1.08%
<b>Bank Total</b>		<b>25,193</b>	<b>16.90%</b>	-	-	<b>40,668</b>	<b>16.99%</b>	-	-	<b>144</b>	<b>10.46%</b>	-	-	<b>1,39,406</b>	<b>15.38%</b>	<b>2,30,484</b>	<b>16.97%</b>	-	-	<b>23,408</b>	<b>17.65%</b>	-	-	<b>4,468</b>	<b>12.24%</b>	-	-	-	-	-	-	<b>4,63,771</b>	<b>6.71%</b>
Computer programming, consultancy and related activities	HCL Technologies Limited	3,522	2.36%	17,129	1.44%	6,280	2.63%	-	-	22	1.60%	-	-	19,382	2.14%	32,589	2.40%	-	-	3,486	2.62%	-	-	611	1.67%	-	-	-	-	-	-	83,021	1.20%
	Hexaware Technologies Limited	1,023	0.69%	4,441	0.37%	1,669	0.70%	-	-	-	-	-	-	5,248	0.58%	9,528	0.70%	-	-	942	0.71%	-	-	161	0.44%	-	-	-	-	-	-	23,012	0.33%
	Tata Consultancy Services Limited	6,880	4.62%	33,868	2.85%	11,639	4.87%	-	-	40	2.90%	-	-	36,507	4.03%	66,682	4.91%	-	-	7,006	5.28%	-	-	1,159	3.18%	-	-	-	-	-	-	1,63,761	2.37%
	Tech Mahindra Limited	1,567	1.05%	5,672	0.48%	2,042	0.85%	-	-	9	0.65%	-	-	6,242	0.69%	14,913	1.10%	-	-	1,140	0.86%	-	-	237	0.65%	-	-	-	-	-	-	31,822	0.46%
	Infosys Technologies Limited	13,615	9.14%	65,086	5.30%	21,655	9.14%	-	-	74	5.37%	-	-	72,733	8.02%	1,21,664	8.96%	-	-	12,061	9.08%	-	-	2,303	6.31%	-	-	-	-	-	-	3,07,391	4.44%
<b>Computer programming, consultancy and related activities Total</b>		<b>26,607</b>	<b>17.86%</b>	<b>124,196</b>	<b>10.44%</b>	<b>43,485</b>	<b>18.19%</b>	-	-	<b>145</b>	<b>10.52%</b>	-	-	<b>1,40,112</b>	<b>15.46%</b>	<b>2,45,566</b>	<b>18.07%</b>	-	-	<b>24,635</b>	<b>18.55%</b>	-	-	<b>4,471</b>	<b>12.25%</b>	-	-	-	-	-	-	<b>6,09,007</b>	<b>8.80%</b>
Financial Activity	Axis Finance Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6,709	0.13%
	HDFC Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	222	0.89%	-	-	-	-	-	-	-	36,395	0.53%
	LIC Housing Finance Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	31	0.12%	-	-	-	-	-	-	-	4,864	0.07%

Name of the Insurer : Future Generali India Life Insurance Company Limited  
Registration No.: 133

Date of Registration with IRDA: 4<sup>th</sup> September 2007

Industry wise disclosure of investment (with exposure of 10% and above) as at March 31, 2016

Industry	Security Name	Future Apex Fund		Future Balance Fund		Future Dynamic Growth Fund		Group Secure Fund		Future Group Maximise Fund		Future Group Balance Fund		Future Maximise Fund		Future Opportunity Fund		Pension Secure		Future Pension Active Fund		Future Pension Balance Fund		Future Pension Growth Fund		Secure Fund		Income Fund		Discontinuance Fund		Grand Total		
		Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Total Amount	Total %	
	Mahindra & Mahindra Financial Services Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,081	6.03%	-	-	-	-	-	-	-	-	21,627	1.29%	-	-	22,708	0.33%
	Shriram Finance Company Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	93,496	5.57%	-	-	93,496	1.35%	
	Sundaram Finance Limited	-	-	5,234	0.44%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	26,171	1.56%	-	-	31,405	0.45%	
	Tata Sons Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	66,439	3.95%	-	-	66,439	0.96%	
	Multi Commodity Exchange of India Limited	-	-	3,204	0.27%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,204	0.05%		
	Infrastructure Development Fin Co. Limited	-	-	4,938	0.42%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,938	0.07%		
	Reliance Infrastructure Limited	-	-	1,02,895	8.64%	-	-	-	-	-	-	-	-	-	-	-	-	-	3,289	18.34%	-	-	-	-	-	-	-	53,716	3.23%	-	-	1,64,195	2.37%	
	L&T Finance Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	77,228	4.60%	-	-	77,228	1.12%		
<b>Financial Activity Total</b>		-	-	<b>1,57,187</b>	<b>13.22%</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	<b>4,370</b>	<b>24.37%</b>	-	-	-	-	-	-	-	<b>3,47,386</b>	<b>20.70%</b>	-	-	<b>5,13,581</b>	<b>7.43%</b>	
	Bharti Airtel Limited	-	-	6,799	0.57%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6,799	0.12%		
	HDFC Limited	-	-	2,186	0.19%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,186	0.24%		
	India Infradebt Limited	-	-	21,622	1.82%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	10,811	0.64%	-	-	32,433	0.47%	
	OTI Uteal Energy Services Limited	-	-	99,471	8.39%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,824	21.32%	-	-	-	-	-	-	1,02,793	6.12%	-	-	2,10,400	3.04%	
	Larsen & Toubro Limited	-	-	29,286	2.46%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	29,286	0.49%		
	LIC Housing Finance Limited	-	-	1,083	0.09%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	26,126	1.50%	-	-	28,189	0.38%	
	NTPC Limited	-	-	5,517	0.46%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,517	0.10%		
	PFC India Financial Services Limited	-	-	5,897	0.50%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,897	0.09%		
	Reliance Ports And Terminals Limited	-	-	27,299	2.29%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,13,750	6.77%	-	-	1,41,049	2.04%	

**Name of the Insurer : Future Generali India Life Insurance Company Limited**  
**Registration No.: 133**  
**Date of Registration with IRDA: 4<sup>th</sup> September 2007**  
**Industry wise disclosure (with exposure of 10% and above) as at March 31, 2016**

Industry	Security Name	Future Apex Fund		Future Balance Fund		Future Dynamic Growth Fund		Group Secure Fund		Future Group Balance Fund		Future Group Maximize Fund		Future Guarantees Fund		Future Maximize Fund		Future Opportunity Fund		Pension Secure		Future Pension Active Fund		Future Pension Balance Fund		Future Pension Growth Fund		Secure Fund		Income Fund		Discontinuance Fund		Grand Total		
		Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Amt	%	Total Amount	Total %	
	Power Finance Corp. Limited	-	-	27,645	2.32%	-	-	-	-	-	-	-	-	22,388	8.19%	-	-	-	-	-	-	-	-	71	0.28%	-	-	-	-	10,072	0.69%	-	-	60,146	0.87%	
	Adani Ports & Special Economic Zone Limited	-	-	5,524	0.46%	-	-	-	-	-	-	-	-	941	0.34%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6,465	0.09%		
	L&T Finance Limited	-	-	29,735	2.50%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	54,064	0.78%		
	Balance Gas Corp. Limited	-	-	1,07,447	9.03%	-	-	-	-	-	-	-	-	6,694	3.17%	-	-	-	-	-	3,260	18.18%	-	-	4,200	17.27%	-	-	-	-	58,388	3.48%	-	-	1,82,079	2.63%
	L & FS Limited	-	-	37,577	3.16%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,221	17.98%	-	-	4,143	16.66%	-	-	-	-	12,883	0.77%	-	-	53,681	0.78%
	David Bull Privatization Corp Limited	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8,332	0.12%	
<b>Infrastructure Total</b>		-	-	4,07,088	34.20%	-	-	-	-	-	-	-	-	53,174	19.38%	-	-	-	-	-	10,305	57.46%	-	-	13,132	52.87%	-	-	3,62,281	21.56%	-	-	8,45,860	12.24%		
10% and above		51,900	34.76%	6,88,451	57.88%	84,153	35.18%	-	-	289	20.88%	-	-	53,174	19.38%	2,79,519	30.84%	4,75,840	35.04%	14,675	81.83%	48,043	36.17%	17,770	71.53%	8,839	24.49%	-	-	7,09,667	42.28%	-	-	24,32,319	35.18%	
Others		97,235	65.24%	5,01,239	42.14%	1,55,035	64.82%	308	100.00%	1,088	79.02%	1,636	100.00%	2,21,162	80.62%	6,27,421	69.16%	8,82,661	64.96%	3,258	16.17%	84,789	63.83%	7,069	28.47%	27,656	75.51%	3,63,031	100.00%	9,69,826	57.75%	5,44,605	100.00%	44,87,888	64.85%	
<b>Total AUM</b>		1,49,035	100.00%	11,89,690	100.00%	2,39,188	100.00%	308	100.00%	1,836	100.00%	1,636	100.00%	2,74,336	100.00%	9,06,839	100.00%	13,58,501	100.00%	17,933	100.00%	1,32,812	100.00%	24,839	100.00%	36,465	100.00%	3,63,031	100.00%	16,79,483	100.00%	5,44,603	100.00%	89,20,217	100.00%	

## The details of the Related Party Transactions are as follows:

(R '000)								
Year Ended March 31, 2017								
Particulars	Premium Income	Claims Paid	Rent & Electricity paid / Credited	Managerial Remuneration	Other Operating Expenses	Reimbursement of Expenses Paid	Share Capital Allotment	Premium Deposits Outstanding
Future Enterprises Limited*	1,456	470	-	-	-	-	1,41,550	(4,884)
Sprint Advisory Services Private Limited	-	-	-	-	-	-	2,71,402	-
Participatie Maatschappij Graafschap Holland NV	-	-	-	-	-	-	1,41,550	-
Key Managerial Personnel	256	-	-	28,162	-	542	-	-

(R '000)								
Year Ended March 31, 2016								
Particulars	Premium Income	Claims Paid	Rent & Electricity paid / Credited	Managerial Remuneration	Other Operating Expenses	Reimbursement of Expenses Paid	Share Capital Allotment	Premium Deposits Outstanding
Future Retail Limited	11,636	-	2,649	-	1,735	-	-	(1,269)
Sprint Advisory Services Private Limited	-	-	-	-	-	-	-	-
Participatie Maatschappij Graafschap Holland NV	-	-	-	-	-	-	-	-
Key Managerial Personnel	-	-	-	21,178	-	933	-	-

\*Future Enterprise Limited was formally known as Future Retail Limited  
 \*The above payments made to group entities from the Policyholders Funds

**Future Generali India Life Insurance Company Limited**  
**Annexure 1**  
**Summary of Financial Statements**

(₹ '000)						
Sr. No.	Particulars	Year Ended March 31, 2017	Year Ended March 31, 2016	Year Ended March 31, 2015	Year Ended March 31, 2014	Year Ended March 31, 2013
<b>Policy holders' A/c</b>						
1	Gross Premium Income	73,98,471	59,24,993	60,42,462	63,41,573	67,82,891
2	Net Premium Income	70,78,728	56,92,839	58,78,274	61,45,631	65,87,986
3	Income from Investments **	26,87,870	13,65,812	32,47,444	20,06,394	14,64,955
4	Other Income *	10,99,336	6,91,628	8,77,535	7,67,991	9,71,101
5	<b>Total income</b>	<b>1,08,65,934</b>	<b>77,50,279</b>	<b>1,00,03,253</b>	<b>89,20,016</b>	<b>90,24,042</b>
6	Commission	3,42,151	2,63,781	3,10,221	4,29,361	5,87,575
7	Brokerage	-	-	-	-	-
8	Operating Expenses related to Insurance Business	37,12,995	28,93,332	23,97,891	22,65,200	25,06,226
9	Fringe Benefit Tax	-	-	-	-	-
10	<b>Total Expenses</b>	<b>40,55,146</b>	<b>31,57,113</b>	<b>27,08,112</b>	<b>26,94,561</b>	<b>30,93,801</b>
11	Payment to Policyholders	40,26,142	42,48,753	44,10,852	31,65,996	17,66,933
12	Increase in Actuarial Liability	24,64,491	2,58,358	24,75,008	30,59,459	41,63,308
13	<b>Surplus / (Deficit) from operations</b>	<b>3,20,155</b>	<b>86,055</b>	<b>4,09,281</b>	<b>-</b>	<b>-</b>
<b>Shareholders' A/c</b>						
14	Total income under Shareholder's Account **	1,88,275	2,26,000	2,71,910	2,79,647	1,86,127
15	Profit / (Loss) before Tax	(8,70,138)	(3,56,820)	9,881	(3,86,754)	(6,83,317)
16	Provision for Tax	-	-	-	-	-
17	<b>Profit / (Loss) after tax</b>	<b>(8,70,138)</b>	<b>(3,56,820)</b>	<b>9,881</b>	<b>(3,86,754)</b>	<b>(6,83,317)</b>
18	<b>Profit / (Loss) carried to the Balance Sheet</b>	<b>(1,32,49,107)</b>	<b>(1,23,78,969)</b>	<b>(1,20,22,149)</b>	<b>(1,20,32,030)</b>	<b>(1,16,45,276)</b>
<b>Miscellaneous</b>						
19	(A) Policyholders' Account					
	Total Funds ***	2,73,77,006	2,45,31,857	2,43,27,623	2,18,61,866	1,88,02,407
	Total investments	2,63,41,318	2,46,38,174	2,42,08,441	2,10,20,592	1,80,70,748
	Yield on investments (%) ****	10.54%	11.27%	14.36%	10.27%	9.01%
	(B) Shareholders' Account					
	Total Funds	18,34,940	21,24,530	24,94,876	24,87,867	28,72,393
	Total investments	21,19,133	19,02,489	23,31,147	26,07,399	28,31,343
	Yield on investments (%) ****	9.36%	19.37%	11.01%	10.28%	7.69%
20	Yield on total investments (%) ****	10.46%	11.85%	14.07%	10.27%	8.84%
21	Paid up Equity Capital	1,50,74,503	1,45,20,000	1,45,20,000	1,45,20,000	1,45,20,000
22	Net Worth	18,34,940	21,24,530	24,94,876	24,87,867	28,72,393
23	Total Assets *****	3,12,00,906	2,83,54,824	2,81,74,782	2,53,58,176	2,27,12,119
24	Earnings Per Share (₹)	(0.59)	(0.25)	0.01	(0.27)	(0.55)
25	Book Value Per Share (₹)	1.22	1.46	1.72	1.71	1.98

\* Includes Contribution from Shareholders' Account

\*\* Includes the effect of gains / losses on sale of investments

\*\*\* Total Fund = Policyholders Reserves

\*\*\*\* Calculated by dividing the investment income as shown in the Revenue / Profit and Loss account by average of period beginning and period closing investments

\*\*\*\*\* Total Assets include Investments, Fixed Assets, Loans and Gross Current Assets

**Future Generali India Life Insurance Company Limited**  
**Annexure 2**  
**Accounting Ratios**

		(₹ '000)	
Sr. No.	Particulars	Year Ended March 31, 2017	Year Ended March 31, 2016
1	New Business Premium Income growth (segment-wise)*		
	Participating Individual	80%	(13%)
	Non-Participating Individual	28%	10%
	Non-Participating Group	630%	45%
	Unit Linked - Individual	59%	(9%)
	Unit Linked - Pension	(200%)	(7%)
	Unit Linked - Group	0%	(100%)
	Accumulation - Group	(37%)	(19%)
	Superannuation - Group	39%	(91%)
	VIP - Accumulation	83%	(48%)
	VIP - Superannuation	(35%)	102%
	Pension	112%	(77%)
	Annuity Individual	220%	(66%)
	Health Individual	100%	
2	Net Retention Ratio	96%	96%
	(Net Premium / Gross Premium)		
3	Ratio of Expenses of Management **	54.81%	53.28%
	(Expenses of Management / Gross Direct Premium)		
4	Commission Ratio	4.62%	4.45%
	(Gross Commission paid / Gross Premium)		
5	Ratio of Policyholders' Liabilities to Shareholders' Funds	1491.98%	1154.70%
6	Growth rate of Shareholders' Funds ***	(13.63%)	(14.84%)
7	Ratio of Surplus / (Deficit) to Policyholders' Liability	1.17%	0.35%
	(Surplus / (Deficit) as per Revenue account is Nil)		
8	Change in Net Worth (Rs. '000)	(2,89,590)	(3,70,347)
9	Profit after Tax / Total Income	(8.67%)	(4.81%)
	Total Income = Total Income under Policyholders' Account (Excluding Contributions from Shareholders' Account) + Total Income under Shareholders' Account		
10	(Total Real Estate + Loans) / Cash and invested assets	0%	0%
11	Total Investments / (Capital + Surplus)	1551.03%	1249.25%
	Note: Total Investments = Shareholders' Investments + Policyholders' Investments + Assets held to cover Linked Liabilities		
12	Total affiliated Investments / (Capital + Surplus)	NA	NA

\* New Business Premium includes Single Premium.

\*\* Expenses of Management includes operating expenses, commission, Provision for Doubtful Debts and Bad Debts Written Off

\*\*\* Shareholders' Funds = Share Capital (+) Reserves and Surplus (+) credit/(Debit) Fair value change account - Debit balance in Profit and Loss Account (-) Debit balance in Revenue Account.

## Statement showing the Controlled Fund of M/s Future Generali India Life Insurance Company Limited

		(₹ 'in crores)	
		2016-17	2015-16
<b>1</b>	<b>Computation of Controlled fund as per the Balance Sheet</b>		
	Policyholders' Fund (Life Fund)		
	Participating		
	Individual Assurance	1,084.62	982.83
	Individual Pension	29.35	40.56
	VIP Group Superannuation	172.31	111.73
	Any other (Pl. Specify)	-	-
	Non-participating		
	Individual Assurance	318.80	279.83
	Group Assurance	85.13	21.46
	Health Individual	0.43	-
	Individual Annuity	5.77	3.69
	Group Accumulation	244.18	203.36
	Group Superannuation	78.83	74.97
	Linked	0	
	Individual Assurance	613.73	664.17
	Group Assurance	0.08	0.35
	Individual Pension	20.55	22.13
	Group Superannuation	-	-
	Group Gratuity	-	-
	Discontinued on account of non-payment of premium	52.19	54.46
	Any other (Pl. Specify)	-	-
	Funds for Future Appropriation	-	0.01
	Credit / (Debit) / fair value change account	-	-
	<b>Total (A)</b>	<b>2,705.97</b>	<b>2,459.55</b>
	Shareholders' Fund		
	Paid up Capital	1,507.45	1,452.00
	Share Application Money pending Allotment	-	-
	Reserves & Surpluses	-	-
	Fair Value Change	(1.00)	(1.95)
	<b>Total (B)</b>	<b>1,506.45</b>	<b>1,450.05</b>
	Misc. expenses not written off	-	-
	Credit / (Debit) from P&L A/c.	(1,324.91)	(1,237.90)
	<b>Total (C)</b>	<b>(1,324.91)</b>	<b>(1,237.90)</b>
	<b>Total shareholders' funds (B+C)</b>	<b>181.54</b>	<b>212.15</b>
	<b>Controlled Fund (Total (A+B+C))</b>	<b>2,887.51</b>	<b>2,671.70</b>
<b>2</b>	<b>Reconciliation of the Controlled Fund from Revenue and Profit &amp; Loss Account</b>		
	Opening Balance of Controlled Fund	2,671.70	2,683.17
	Add: Inflow		
	Income		
	Premium Income	739.84	592.50
	Less: Reinsurance ceded	(31.97)	(23.22)
	<b>Net Premium</b>	<b>707.87</b>	<b>569.28</b>
	Investment Income	268.79	136.58
	Other Income	3.29	4.48
	Funds transferred from Shareholders' Accounts	106.64	64.68
	<b>Total Income</b>	<b>1,086.59</b>	<b>775.02</b>
	Less: Outgo		
	(i) Benefits paid (Net)	402.50	424.75
	(ii) Interim Bonus Paid	0.12	0.13
	(iii) Change in Valuation of Liability	246.45	25.84
	(iv) Commission	34.22	26.38
	(v) Operating Expenses	364.68	283.75
	(vi) Service Tax on ULIP	4.16	5.58
	(vii) PBD & BD Written off	2.45	-
	(viii) Loss on sale of FA	-	-
	(vii) Provision for Taxation		
	(a) FBT	-	-
	(b) I.T.	-	-
	<b>Total Outgo</b>	<b>1,054.58</b>	<b>766.43</b>

## Statement showing the Controlled Fund of M/s Future Generali India Life Insurance Company Limited

		(₹ '000)	
		2016-17	2015-13
	<b>Surplus of the Policyholders' Fund</b>	<b>32.01</b>	<b>8.59</b>
	<b>Less: transferred to Shareholders' Account</b>	<b>32.01</b>	<b>8.59</b>
	Net Flow in Policyholders' account		
	Add: Net income in Shareholders' Fund	(87.01)	(35.68)
	<b>Net In Flow / Outflow</b>	<b>(87.01)</b>	<b>(35.68)</b>
	Add: change in valuation Liabilities	246.45	25.84
	Add: Increase in Paid up Capital	55.45	-
	Add: Credit / (Debit) Fair Value Change Account (Net)	0.92	(1.63)
	Closing Balance of Controlled Fund	2,887.51	2,671.70
	<b>As Per Balance Sheet</b>	<b>2,887.51</b>	<b>2,671.70</b>
	<b>Difference (Due to Opening balance and Fair Value Change)</b>		
<b>3</b>	<b>Reconciliation with Shareholders' and Policyholders' Fund</b>		
	Policyholders' Funds		
<b>3.1</b>	<b>Policyholders' Funds - Traditional-PAR and NON-PAR</b>		
	Opening Balance of the Policyholders' Fund	1,767.50	1,555.15
	Add: Surplus of the Revenue Account	-	-
	Add: Change in valuation Liabilities	285.63	212.35
	Total	2,053.13	1,767.50
	As per Balance Sheet	2,053.13	1,767.50
	Difference, if any	-	-
<b>3.2</b>	<b>Policyholders' Funds - Linked</b>		
	Opening Balance of the Policyholders' Fund	692.02	878.54
	Add: Surplus of the Revenue Account	-	-
	Add: change in valuation Liabilities	(39.18)	(186.52)
	Total	652.84	692.02
	As per Balance Sheet	652.84	692.02
	<b>Difference, if any</b>	<b>-</b>	<b>-</b>
	Shareholders' Funds		
	Opening Balance of Shareholders' Fund	212.15	249.49
	Add: net income of Shareholders' Account (P&L)	(87.01)	(35.68)
	Add: Infusion of Capital	55.45	-
	Add: Credit / (Debit) Fair Value Change Account (Net)	0.95	(1.66)
	Closing Balance of the Shareholders' Fund	181.54	212.15
	As per Balance Sheet	181.54	212.15
	Difference (Due to Fair Value Change)	-	-

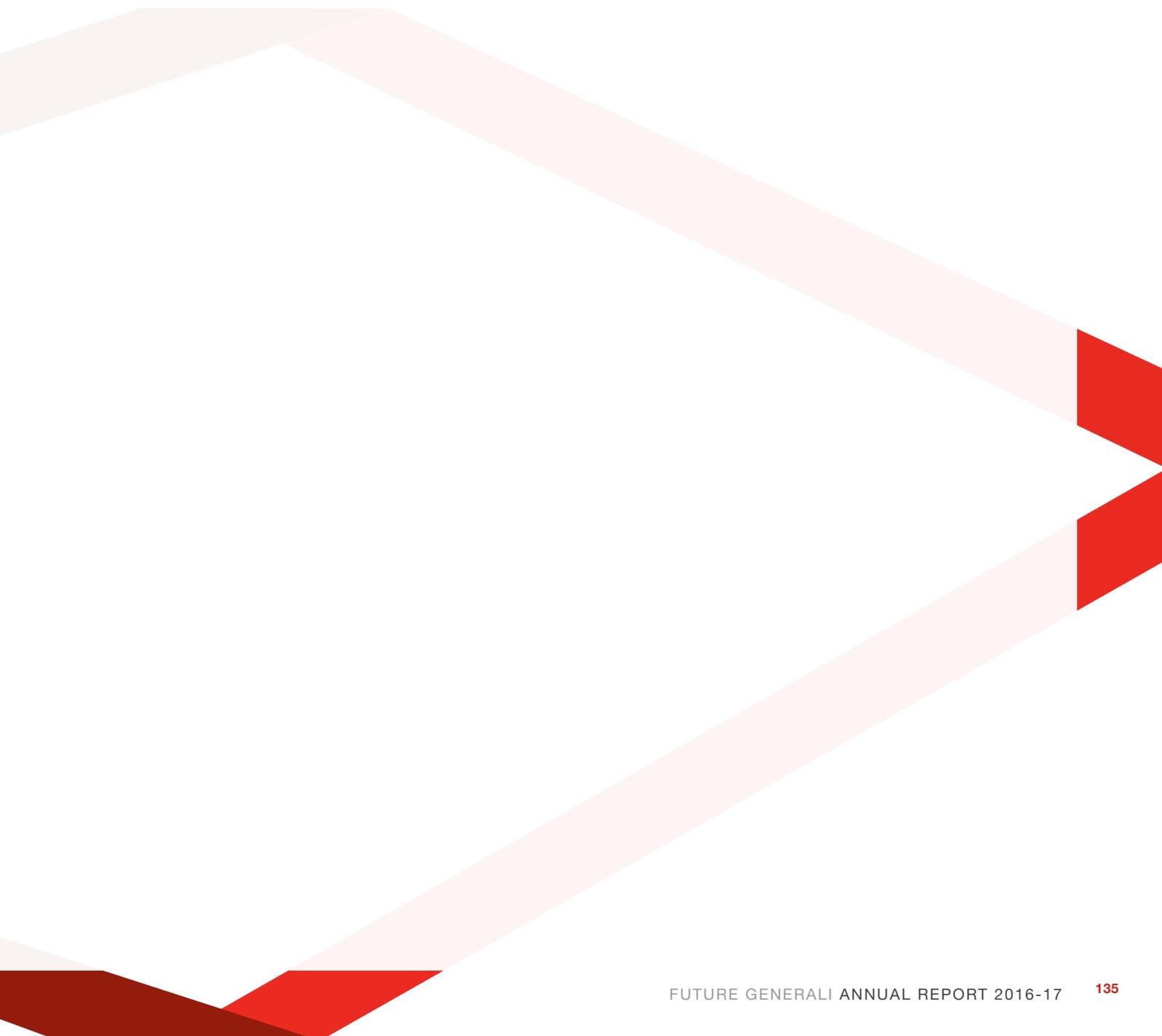
Future Generali India Life Insurance Company Limited  
Segmental Balance Sheet as at March 31, 2017

Particulars	Shareholders' Funds (A)			Participating			Non-participating			Unit-Linked			Grand Total				
	Individual	VIP Superannuation	Pension Individual	Total (B)	Individual	Group	Accumulation Group	Superannuation Group	VIP Accumulation	Annuity Individual	Health Individual	Total (C)		Individual	Pension Group	Total (D)	Unallocated (E)
<b>Sources of Funds</b>																	
Shareholders' Funds:																	
Share Capital	1,50,74,503	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,50,74,503	
Share Application Money/Pending Allotment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Reserves and Surplus	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Credit / (Debit) / fair value change account	9,544	-	-	-	-	-	-	-	-	-	-	-	-	-	-	9,544	
[Refer Note 2(i) of Schedule 16]																	
<b>Sub-Total</b>	<b>1,50,84,047</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	<b>1,50,84,047</b>	
Borrowings	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Policyholders' Funds:																	
Credit / (Debit) / fair value change account	51,598	-	-	51,598	-	-	-	-	-	-	-	-	-	-	-	51,598	
[Refer Note 2(i) of Schedule 16]																	
Policy Liabilities	1,08,46,218	17,23,140	2,93,513	1,28,62,871	31,87,854	8,51,282	13,70,095	7,88,277	10,71,707	57,793	4,301	73,31,350	3,32,588	4,475	3,37,067	2,05,31,288	
[Refer Note 2(h) and 3 of Schedule 16]																	
Insurance Reserves	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Provision for Linked Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
[Refer Note 2(h) and 3 of Schedule 16]																	
<b>Sub-Total</b>	<b>1,08,46,218</b>	<b>17,23,140</b>	<b>2,93,513</b>	<b>1,29,14,489</b>	<b>31,87,854</b>	<b>8,51,282</b>	<b>13,70,095</b>	<b>7,88,277</b>	<b>10,71,707</b>	<b>57,793</b>	<b>4,301</b>	<b>73,31,350</b>	<b>3,32,588</b>	<b>4,475</b>	<b>3,37,067</b>	<b>2,05,31,288</b>	
Funds for Future Appropriations	1,12,483	-	1,53,223	2,65,696	-	-	-	-	-	-	-	-	-	-	-	2,65,696	
Reserve for Lapsed Unit-Linked Policies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Surplus in Revenue Account (Policyholders' Account)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Funds for discontinued policies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
(i) Discontinued on account of non-payment of premium	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
(ii) Others	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total</b>	<b>1,10,10,278</b>	<b>17,23,140</b>	<b>4,46,736</b>	<b>1,31,80,154</b>	<b>31,87,854</b>	<b>8,51,282</b>	<b>13,70,095</b>	<b>7,88,277</b>	<b>10,71,707</b>	<b>57,793</b>	<b>4,301</b>	<b>73,31,350</b>	<b>66,50,281</b>	<b>2,05,475</b>	<b>66,55,501</b>	<b>4,24,61,003</b>	
<b>Application of Funds</b>																	
Investments:																	
Shareholders'	21,19,133	-	-	-	-	-	-	-	-	-	-	-	-	-	-	21,19,133	
Policyholders'	1,06,76,752	17,23,140	3,37,637	1,27,37,529	24,25,616	7,04,147	14,38,710	8,16,533	10,58,082	48,674	-	64,93,731	5,62,672	18,882	5,81,624	1,98,12,885	
Assets held to cover Linked Liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Loans	37,077	-	-	37,077	-	-	-	-	-	-	-	-	-	-	-	37,077	
Fixed Assets	2,33,707	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,33,707	
<b>Current Assets</b>																	
Cash and Bank Balances	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,68,999	

**Future Generali India Life Insurance Company Limited**  
**Segmental Balance Sheet as at March 31, 2017**

Particulars	Participating										Non-participating						Unit Linked			Unallocated (E)	Grand Total											
	Shareholders' Funds (A)			Individual			VIP Superannuation			Pension Individual			Total (B)			Group			Total (C)			Individual			Pension			Total (D)				
	Individual	VIP Superannuation	Pension Individual	Individual	VIP Superannuation	Pension Individual	Individual	Group	Accumulation Group	Superannuation Group	VIP Accumulation	Annuity Individual	Health Individual	Total (C)	Individual	Pension	Group	Individual	Pension			Group	Individual	Pension	Group	Individual	Pension	Group	Individual	Pension	Group	
Advances and Other Assets	66,080	7,05,275	25,284	8,02,821	72,162	25,284	522,102	1,90,966	54,980	25,790	50,344	5,843	780	8,54,605	2,56,287	19,561	1,109	2,76,966	-	-	-	-	-	-	-	-	-	-	-	20,00,672		
Inter fund assets	-	41,894	1,42,295	1,84,189	-	1,42,295	8,35,913	4,95,719	-	25,793	-	13,898	5,441	13,76,734	-	-	288	288	-	-	-	-	-	-	-	-	-	-	15,61,211			
<b>Sub-Total (A)</b>	<b>66,080</b>	<b>7,47,209</b>	<b>1,67,579</b>	<b>9,87,010</b>	<b>72,162</b>	<b>1,67,579</b>	<b>13,58,015</b>	<b>6,86,686</b>	<b>54,980</b>	<b>55,582</b>	<b>50,344</b>	<b>19,741</b>	<b>6,222</b>	<b>22,31,539</b>	<b>2,56,287</b>	<b>19,561</b>	<b>1,397</b>	<b>2,77,254</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>40,30,682</b>			
Current Liabilities	-	4,35,139	57,562	4,22,878	(69,823)	57,562	5,76,484	5,36,939	80,325	83,776	(179,597)	11,507	1,921	11,13,564	9,87,332	20,181	1,445	4,08,957	-	-	-	-	-	-	-	-	-	-	19,43,189			
Provisions	-	15,681	918	16,851	252	918	19,192	2,612	301	33	258	175	-	22,570	6,272	60	18	6,350	-	-	-	-	-	-	-	-	-	-	45,772			
Inter fund liabilities	5,63,979	-	-	1,41,732	-	-	-	-	42,869	-	217,027	-	-	2,59,896	92,777	13,728	-	1,06,504	4,68,989	-	-	-	-	-	-	-	-	-	15,61,211			
<b>Sub-Total (B)</b>	<b>5,63,979</b>	<b>4,50,820</b>	<b>56,480</b>	<b>5,81,462</b>	<b>72,162</b>	<b>56,480</b>	<b>5,95,676</b>	<b>5,39,650</b>	<b>1,23,895</b>	<b>83,809</b>	<b>37,688</b>	<b>11,692</b>	<b>1,921</b>	<b>13,93,920</b>	<b>4,86,380</b>	<b>33,968</b>	<b>1,483</b>	<b>5,21,811</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>35,50,172</b>			
<b>Net Current Assets (C) = (A - B)</b>	<b>(5,17,900)</b>	<b>2,86,449</b>	<b>1,09,099</b>	<b>4,05,646</b>	<b>0</b>	<b>1,09,099</b>	<b>7,62,339</b>	<b>1,47,136</b>	<b>(68,615)</b>	<b>(28,257)</b>	<b>12,656</b>	<b>8,059</b>	<b>4,301</b>	<b>8,57,619</b>	<b>(2,30,083)</b>	<b>(14,408)</b>	<b>(69)</b>	<b>(2,44,557)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4,80,710</b>			
*Miscellaneous Expenditure (To the extent not written off or adjusted)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Debit Balance in Profit and Loss Account (Shareholders' Account)	1,32,49,108	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,32,49,108			
<b>Total</b>	<b>1,50,94,047</b>	<b>1,10,10,278</b>	<b>4,46,736</b>	<b>1,31,80,154</b>	<b>17,23,140</b>	<b>4,46,736</b>	<b>31,67,864</b>	<b>85,1282</b>	<b>13,70,995</b>	<b>7,86,277</b>	<b>10,71,707</b>	<b>57,793</b>	<b>4,301</b>	<b>73,31,860</b>	<b>66,59,281</b>	<b>2,05,475</b>	<b>766</b>	<b>66,65,501</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4,24,61,693</b>			

(₹ '000)



Future Generali India Life Insurance Company Ltd.  
(IRDAI Regn. No. 133) (CIN:U66010MH2006PLC165288)  
Regd. & Corp. Office: Indiabulls Finance Centre,  
Tower 3, 6th floor, Senapati Bapat Marg,  
Elphinstone, Mumbai – 400013.  
Call: 1800 102 2355, Fax: 022 - 4097 6600  
[life.futuregenerali.in](http://life.futuregenerali.in)

Insurance is the subject matter of the solicitation. Future Group's, Generali Group's and IITL Group's liability is restricted to the extent of their shareholding in Future Generali India Life Insurance Company Limited. Future Generali India Life Insurance Company Limited (IRDAI Registration no. 133) (CIN No.: U66010MH2006PLC165288). Regd. & Corporate Office address: Indiabulls Finance Centre, Tower 3, 6th Floor, Senapati Bapat Marg, Elphinstone Road (West), Mumbai - 400 013. Website: [life.futuregenerali.in](http://life.futuregenerali.in) or Email: [care@futuregenerali.in](mailto:care@futuregenerali.in) or Call us at: 1800-102-2355 or Fax us at: 022 4097 6600.

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