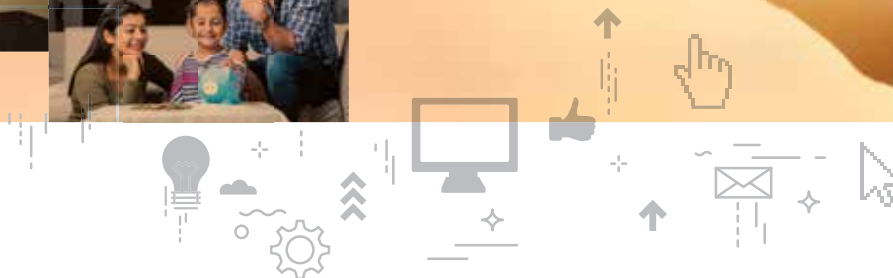




TOWARDS TOMORROW TOGETHER





For more details, please visit:
www.pnbmetlife.com

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OUR BUSINESS PROFILE

PNB MetLife - A snapshot

We are a professionally managed company with a pan-India, multi-channel distribution network and a comprehensive product portfolio, providing an end-to-end customer-centric service experience.

Our Bancassurance network (one of the largest bancassurance platform in the country) is backed by the Direct Sales & Agency channels, with access to over 100 Million customers.



We are one of the top 10 private life insurance companies in India based on total new business premium in FY 2018-19, and are growing rapidly with a compounded annual growth rate of 18.8% in total new business premium from FY 2015-16 to FY 2018-19.

STRONG FOUNDATIONS

Our strong parentage, resulting from a combination of MetLife's global expertise and PNB's distribution network in India, is a key pillar of our foundation. We seek to leverage our capabilities through our scalable platform that makes us well-positioned for profitable growth, particularly in the underpenetrated segments of India's life insurance market.

The high proportion of our Protection Products, accounting for 17.1% of the total NBP, coupled with our focus on retail market and traditional products, has led PNB MetLife to consistently drive value accretion for its stakeholders over the years.

OUR OFFERINGS

We are focused on our core value of keeping the customer at the center of everything that we do. Our business strategy is structured around this focus, and we are continuously crafting the customer journey experience with the intent of empowering the customer.

Our product portfolio is customized to address the diverse and evolving needs of Indian customers. We provide Protection, Savings and Pension products that cater to customers' needs through various stages of their lives.

SAVINGS PRODUCTS

To fulfill customer needs across different life stages.



PENSION PRODUCTS

To offer individuals financial support after retirement by supplementing their retirement income.

PROTECTION PRODUCTS

Credit life, individual term and health insurance products to bancassurance customers; Individual term and health insurance products to direct sales & agency sales channel customers; Group term products to corporate customers.

An end-to-end customer-centric service experience enhanced by technology and support processes further augments our long-term value proposition for our customers.

PERFORMANCE HIGHLIGHTS

Rs. 1,682 Crore

Total New Business Premium (NBP)

17.86%

Growth in Total New Business Premium (NBP)

Rs. 3,898 Crore

Embedded Value (EV)

16.8%

Operating RoEV

Rs. 314 Crore

Value of New Business (VNB)

21.1%

VNB Margin

80.24%

13th month Persistency

77.03%

in FY 2017-18

18.97%

Operating Expense Ratio

20.61%

in FY 2017-18

OUR VALUES-LED JOURNEY

Our Values represent the holistic business proposition that we offer to our customers, every step of the way.

THE PNB METLIFE VALUES



PUT CUSTOMERS FIRST

Caring for and respecting customers is core to everything we do. It defines our work and shapes the culture for our people, radiating out to our shareholders and communities.



BE THE BEST

We are relentless in our search for new and better ways of doing things. As a leader in our industry, we constantly raise the bar, take calculated risks and learn quickly from our mistakes.



MAKE THINGS EASIER

Products in our industry aren't always easy to understand. That's why we are always looking for simpler ways to connect customers to the best solutions. By doing this, we aim to exceed their expectations and build trust.



SUCCEED TOGETHER

United by our purpose, we live by a collective commitment to honesty, integrity and diversity. We are open and inclusive, proudly taking and applying the best ideas from every part of our company.

CORPORATE JOURNEY & MILESTONES

The PNB MetLife journey, since inception, has been underpinned by several key milestones that have powered our growth over the years.

2001

- Incorporation of our Company as 'MetLife India Insurance Company Private Limited'
- Our Company established bancassurance partnerships with Jammu and Kashmir Bank Limited and Karnataka Bank Limited

2008

- Our Company was converted into a public limited company and named as 'MetLife India Insurance Company Limited'
- Total premium of our Company crossed Rs. 1,000 Crore

2011

- Our Company entered into a distribution agreement with PNB

2014

- AUM of our Company crossed Rs. 10,000 Crore

2015

- Our Company forayed into online and the health insurance segment

2016

- Number of individual policies in force, by our Company, crossed one Million mark
- Total new business premium of our Company crossed Rs. 1,000 Crore
- Certificate of registration for Quality Management System – ISO 9001:2015 from BSI

2018

- Entered into corporate agency agreement with ESAF Small Finance Bank and Shinhan Bank
- Total new business premium of our Company crossed Rs. 1,500 Crore and Total premium crossed Rs. 4,000 Crore
- Unveiled the first customer service application based on Artificial Intelligence named 'Khushi'
- Signed on ace badminton player PV Sindhu as brand ambassador
- Launched its CSR initiative – Damini, which supports and empowers the girl child in her journey to womanhood
- Management System Certificates for IT Service Management System Standards: ISO/IEC 20000-1:2011, ISO/IEC 22301:2012 and ISO/IEC 27001:2013 from DNV GL – Business Assurance

2017

- Our Company established bancassurance partnerships with Bank of Bahrain and Kuwait BSC
- Our Company entered into a memorandum of understanding with India Post Payments Bank Limited to sell Pradhan Mantri Jeevan Jyoti Beema Yojna ("PMJJBY")
- Total new business premium from our bancassurance partner 'Punjab National Bank' crossed Rs. 500 Crore

CHAIRMAN'S MESSAGE



KISHORE PONNAVOLU

Chairman, Non-Executive Director

“Our prime focus continues to be delivering a superior customer experience. We are one of the few life insurance companies in India who have pioneered technological innovations. Our customer service applications and other technology platforms enable us to service our customers quickly and efficiently for better interactions”

Dear Shareholders

It is my privilege to write to you on the performance of PNB MetLife India Insurance for the FY 2018-19. I am proud to report that it has been a productive year for our company and that we have sustained our position as one of the top 10 life insurance companies in India.

Value Accretive Growth

Importantly, our growth over this past year has not only been robust but also sustainable. In the current financial year, our Total Premiums increased by 20.83%, while New Business Premiums grew at 17.86%, compared to an industry growth of 10.73%. At the same time, Embedded Value increased to Rs. 3,898 Crore as on 31st March 2019, which represents an increase of 17.1% compared to the previous year, emphasizing our commitment to drive value accretive growth.

This performance is the result of our strong multi-channel distribution network, coupled with a balanced product mix that addresses the diverse life insurance needs of our customers.

Technology and Processes

Our prime focus continues to be delivering a superior customer experience. We are one of the few life insurance companies in India who have pioneered technological innovations and our customer service applications and other technology platforms enable us to service our customers quickly and efficiently for better interactions. We will continue to differentiate our customer experience through digital innovation paired with rigorous risk management.

Impacting Communities

At PNB MetLife, we believe in giving back to society. It is deeply satisfying to be able to make a difference to the people and communities around us, and while we take pride in being recognized at industry forums for our efforts, we are more proud to witness the lives we have been able to impact across India through our various CSR initiatives.

Thank You for your Support

We could not achieve any of these accomplishments without the dedication of our employees and of our management team, who have worked with a relentless focus on PNB MetLife's success. I would also like to thank all our stakeholders. As we move forward with our strategy, we look forward to your continuing support and belief.

Thank you

MD'S MESSAGE



ASHISH KUMAR SRIVASTAVA
MD & CEO

Dear Shareholders

It is indeed my pleasure to present to you the performance of PNB MetLife India Insurance as the Managing Director and CEO of the Company.

The combined synergies of our strong promoters – Punjab National Bank (PNB) and MetLife Inc (MetLife) has helped us to establish ourselves as one of the top 10 life insurance companies of India. PNB has a vast geographical reach and a large customer base, which helps us to offer life insurance solutions to the remote corners of the country. MetLife, a leading global insurer and widely acclaimed for its processes and innovations, provides us expertise to implement the best practices and innovative service infrastructure.

“During FY 2018-19, we witnessed strong performance in line with our value accretive growth strategy. We have recorded 17.86% growth in New Business Premium (NBP). In terms of the value metrics, we delivered an improved Value of New Business margin of 21.1%. Our operating return on embedded value has also improved to 16.8% during the year”

Performance review

During FY 2018-19, we witnessed strong performance in line with our value accretive growth strategy. We have recorded 17.86% growth in New Business Premium (NBP), which is higher than the average NBP growth of the industry. Our 13th-month persistency ratio improved to 80.24% during the year. Our focus on efficiency has resulted in lower operating expense ratio, which stands at 18.97% in FY 2018-19 as compared to 26.50% in FY 2015-16. In terms of the value metrics, we delivered an improved Value of New Business margin of 21.1%. Our operating return on embedded value has also improved to 16.8% during the year.

Strong execution focus

As we move forward to further strengthen our performance, our focus will remain on growing our distribution footprint through multiple channels. We will continue to foray into untapped markets through our bancassurance distribution platform, which is one of the largest in India driven by our partnership with PNB, Karnataka Bank and Jammu & Kashmir Bank. During FY 2018-19, we have on-boarded two new bancassurance partners – ESAF Small Finance Bank and Shinhan Bank. Also, we have tied up with new partners to cater to the microfinance segment. We will continue to pursue new tie-up in future as well. Along with bancassurance, we will be equally focused on widening our reach through other distribution channels, including Agency and Direct Sales.

We are driven by our commitment to provide the right life insurance solutions to our customers. On the technology front, we continue to focus on our 3Ds (Data, Digitize, Disrupt) approach. We have taken up various initiatives

over the year ranging from efficient claims management process to innovative technological interventions such as artificial intelligence, virtual reality, robotics and speech analytics. These efforts complement two of our core values – ‘Make Things Easier’ and ‘Put Customers First’.

New brand ambassador

In a first, we on-boarded Olympics medalist badminton star ‘PV Sindhu’ as our brand ambassador, during the year. PV Sindhu has emerged as an inspiration for her commitment on and off the court and is an epitome of the spirit of perseverance, discipline and determination – the qualities, which PNB MetLife believes in.

Giving back is important

We strongly believe in making a difference in the lives of people. During FY 2018-19, we launched our CSR initiative ‘Damini’, which is in line with our overall brand ethos – ‘Milkar Life Aage Badhayein’, focusing on creating interventions across various life stages - from the girl child to the women, aimed at their holistic empowerment. Apart from this, we continue on our mission to take Badminton to grassroots with our Junior Badminton Championship initiative. Under this, we have provided annual sponsorships to 16 underprivileged children to pursue Badminton.

On a concluding note

I would like to express my gratitude to all our customers, employees, shareholders and other stakeholders – for the trust they have reposed on us. I would also like to thank our promoter companies – PNB and MetLife for their continuous support, which has helped us to evolve as one of the Best Brands of India* and deliver value accretive growth to our shareholders.

Thank you

*PNB MetLife has won the award of ‘Best Brands 2019’ during March 2019 from The Economic Times

BOARD OF DIRECTORS



MR. KISHORE PONNAVOLU
Chairman, Non-Executive Director

He did his masters from Osmania University in Hyderabad, India, and a Ph.D from Drexel University. He is president of MetLife's Asia region and a member of the Company's Executive Group since 01st September 2018. Under his leadership, MetLife Auto and

Home achieved strong financial results, while launching many first-to-market initiatives across product, distribution and customer areas.



MR. LINGAM VENKATA PRABHAKAR
Non-Executive Director

He has been on our Board since 19th July 2018. Equipped with many years of professional experience, he is currently an executive director of PNB.



MR. ASHISH KUMAR SRIVASTAVA
Managing Director & Chief Executive Officer

A postgraduate diploma holder in personnel management from Xavier Institute of Social Service, Ranchi, he has been associated with the Company in various capacities since

2013, and has been MD & CEO since 01st October, 2017. He has also attended advanced certificate courses from Richard Ivey School of Business, Michigan Ross School of Business and Cornell University. He has over 26 years of experience in a range of industries, including banking and financial services sector.



MR. PHEROZE KERSASP MISTRY
Non-Executive Director

He holds a bachelor's degree in science from University of California and a master's degree in business administration from Cornell University. A fellow of the Institution of Engineers (India), he brings to the table years of experience in business administration and is currently also director of M. Pallonji & Co. Private Limited.



MS. REBECCA TADIKONDA
Non-Executive Director

She holds a master's degree in business administration from the Leland Stanford Junior University. She is currently Executive Vice President, Head of Growth Markets, Asia. Her experience covers strategy development and execution, product

development and management, and marketing.



MR. SURBHIT DABRIWALA
Non-Executive Director

He holds a bachelor's degree in arts from University of Pennsylvania. He has many years of experience in manufacturing and real estate sectors. He is currently a promoter and non-executive non-independent director on the board of EIL.



MR. SUNIL MEHTA
Non-Executive Director

He holds a master's degree in business administration in finance. He has several years of experience in administrative and functional capacities in offices for agriculture, retail, credit and planning and development, and has served in top

positions in various banks. He is currently the chief executive officer and managing director on the Board of PNB.



MR. ERACH KOTWAL
Non-Executive Director

He holds a master's degree in law from University of Cambridge. An Advocate, practicing in the High Court at Mumbai since 1984, he has 31 years of legal experience.


MS. ANISHA MOTWANI
Independent Director

She holds a bachelor's degree in science and a master's degree in business administration from University of Rajasthan. She has many years of experience in marketing, brand and digital strategies, management and financial services.


MR. NITIN CHOPRA
Independent Director

He holds a bachelor's degree in mechanical engineering from the Indian Institute of Technology, Kanpur, and a postgraduate diploma in management from the Indian Institute of Management, Ahmedabad. He has several years of experience in the

financial services industry.


DR. ARCHANA NIRANJANI HINGORANI
Independent Director

She holds a bachelor's degree in arts from University of Mumbai, a master's degree in business administration from Graduate School of Business, University of Pittsburgh, USA and a doctorate degree in philosophy from the Joseph M. Katz Graduate School of Business, University of Pittsburgh, USA. She has 23 years of experience in financial services and private equity fund investment. She has been the recipient of various awards.


MS. SONU BHASIN
Independent Director

She holds a bachelor's degree of science in mathematics from St. Stephen's College, Delhi University and a master's degree in business administration from Faculty of Management Studies, Delhi University. She is also the author of the book 'The Inheritors – Stories of Entrepreneurship and Success'.


MR. NEERAJ SWAROOP
Independent Director

He holds a bachelor's degree in mechanical engineering from Indian Institute of Technology, Delhi, and a postgraduate diploma in business administration from Indian Institute of Management, Ahmedabad. He also holds a post-graduation degree in retail bank management from University of Virginia. He has many years of experience in financial services and consumer goods industry.


MR. ABHAYA PRASAD HOTA
Independent Director

He holds a bachelor's and master's degree in English literature from Sambalpur University and is a Certified Associate of the Indian Institute of Bankers. He is currently on the boards of Federal Bank, IDBI Intech and Motilal Oswal Asset Management Company. He is also a part time consultant to World Bank, as an expert on national payment system to World Bank missions.


MR. SUNIL GULATI
Independent Director

He holds a bachelor's degree in electrical engineering from the Indian Institute of Technology, Delhi, and a master's degree in business administration from the Indian Institute of Management, Ahmedabad. He also completed a course on 'Governing the Corporation: Global Perspectives in the Indian Context' from The Wharton School, University of Pennsylvania. He is the non-executive chairman of Merisis Advisors, a boutique investment bank, and an advisor to Ambit Finvest, Insense Analytics and WEH Ventures.


MR. JOGINDER PAL DUA
Independent Director

He holds a bachelor's degree in law from Meerut University and a master's degree in economics from Punjab University. He has served as a member of the governing board of Indian Institute of Banking and Finance and Xavier Institute of Management, Bhubaneswar.

MANAGEMENT TEAM



MR. KHALID AHMAD

Chief Financial Officer

He holds a bachelor's degree in science from University of Calcutta and a postgraduate diploma in management studies from Management Development Institute, Gurgaon. He has 16 years of experience in insurance,

banking and logistics.



MR. P. K. DINAKAR

Appointed Actuary

He holds a bachelor's degree in science from Calicut University and a master's degree in statistics from Cochin University of Science and Technology and is a fellow of the Institute of Actuaries of India. He has 29 years of experience in life

insurance industry and handling actuarial functions.



MR. SAMEER BANSAL

Chief Distribution Officer

He holds a bachelor's degree in engineering from Mangalore University and postgraduate diploma in management from the International Management Institute, New Delhi. He has 20 years of experience in management.



MR. SANJAY KUMAR

Chief Investment Officer

He holds a bachelor's degree in chemical engineering from Jadavpur University and master's degree in business administration from Faculty of Management Studies (FMS), University of Delhi. He has 24 years of experience in

financial services.



MS. VIJAYA SANJAY NENE

Director & Head – Operations

She holds an advanced diploma in management from ICFAI University. She has 30 years of experience in the life insurance industry in the areas of regulatory, compliance, risk, underwriting, claims and operations.



MR. NIPUN KAUSHAL

Chief Marketing Officer

He holds a bachelor's degree in mechanical engineering from Karnataka University and a post graduate diploma in management from International Management Institute, Delhi. He also holds a Sloan master's degree in leadership

and strategy from London Business School. He has 19 years of experience in marketing and corporate communications.



MR. SAMRAT ASHIM DAS

Chief Information Officer

He holds a master's degree of business administration from Pune University. He has 23 years of experience across industries like pharmaceuticals, IT consulting, insurance and investment management and mutual funds.



MR. AGNIPUSHP SINGH

Head – Legal & Board Affairs

He holds a bachelor's degree in commerce from University of Delhi and a bachelor's degree in law from Symbiosis School of Law, Pune. He has 19 years of experience in legal advisory.



**MR. SARANG
KAMALKISHORE CHEEMA**

Chief Compliance Officer

He holds a bachelor's degree in commerce and is a qualified chartered accountant. He has also cleared the Certified Information Systems Auditor examination. He has more than 14 years of experience in compliance, internal audit, risk management and forensics.



**MR. SHISHIR VIJAYKUMAR
AGARWAL**

Head - Human Resources

He holds a bachelor's degree in engineering in industrial electronics from University of Pune and a post graduate diploma in personnel management and industrial relations from XLRI, Jamshedpur. He has 23 years of experience in human resource management, employee relations and talent management.



MR. ANJAN BHATTACHARYA

Chief Risk Officer

He holds a bachelor's degree in science from University of Delhi and a postgraduate diploma in management from International Management Institute, Delhi. He has 18 years of experience in internal audit, enterprise risk management, governance and controls, forensics and business advisory.



MR. VINEET MAHESHWARI

Chief Strategy Officer

He is a Chartered Accountant, registered with the Institute of Chartered Accountants of India. He has 17 years of experience in Finance & Strategy.



MS. VIRAJ TANEJA

Head-Internal Audit

She holds a bachelor's degree in commerce from University of Mumbai and is a chartered accountant, registered with the Institute of Chartered Accountants of India. She has 18 years of experience in strategic audit planning, internal auditing methodologies, risk assessment and assurance.

THE OPPORTUNITY LANDSCAPE

The industry landscape continues to be favorable to PNB MetLife's growth, and is a powerful propeller of our business strategy.

The industry has been growing at an impressive rate, recording a strong 11% year-on-year growth on NBP basis to Rs. 2,147 Billion, whereas the private players recorded a 22% year-on-year growth to Rs. 725 Billion, during FY 2018-19.

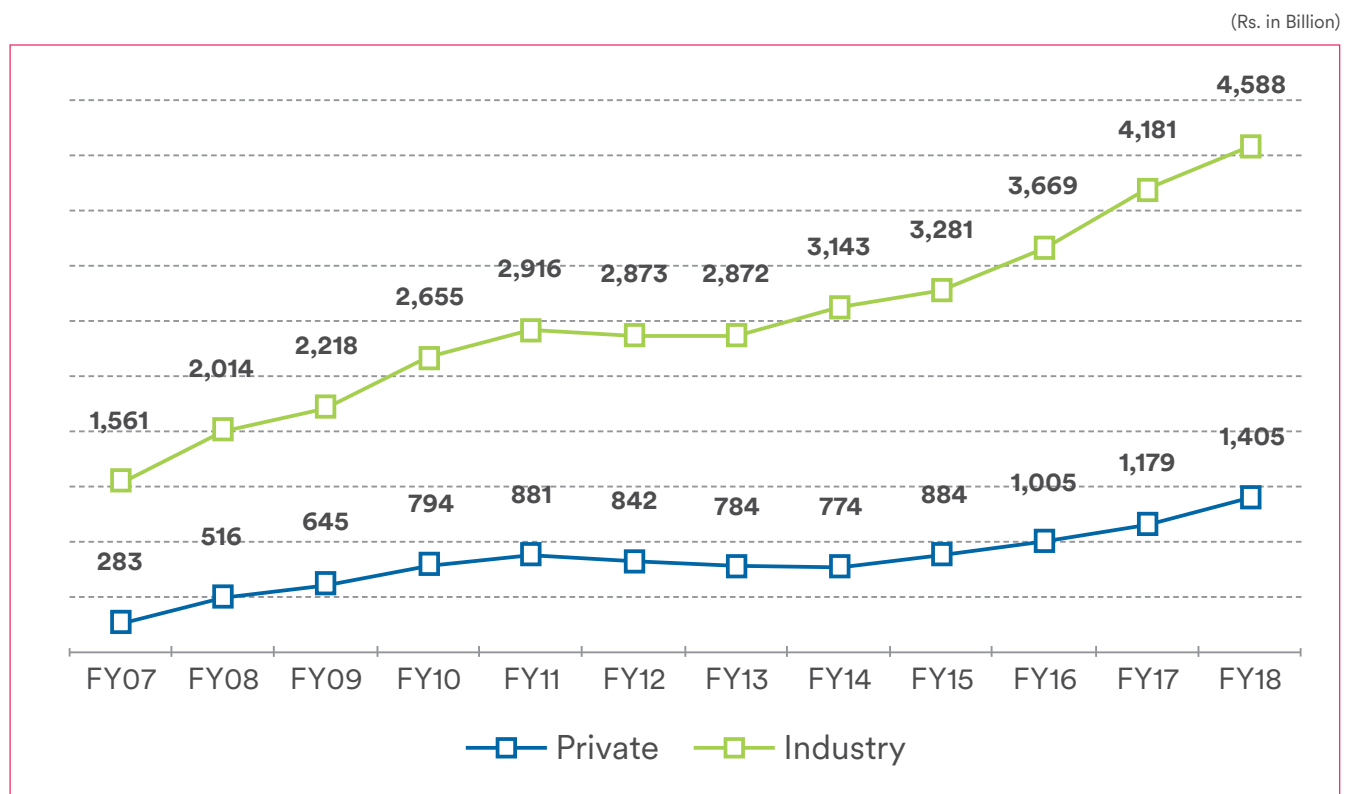
The size of the Indian life insurance industry stood at Rs. 4.6 Trillion on a total premium basis in FY 2018. In terms of total premium, the Indian life insurance industry is the tenth largest market in the world and the fifth largest in Asia, based on Swiss Re's Sigma No. 3/2018 report.

In 2017, 54% of premiums in the global insurance industry were derived from life insurance (with the remainder from non-life insurance), compared with 75% of premiums from life insurance for India and 56% for other emerging markets. Notwithstanding these figures, the potential for growth is still high, given the huge protection gap that suggests that India is still underinsured.

What has really propelled industry growth is the entry of private players in 2000, lending considerable traction to the sector. The number of life insurance companies increased from a mere five in FY 2000-01 to 24 in FY 2017-18, with LIC being the sole public player. The privatization of the industry also resulted in a shift from largely tax savings-oriented products to multiple products, opening new avenues of growth for players like PNB MetLife, which are well-positioned to deliver to multiple needs of customers.

Post privatization in CY 2000, the industry has grown rapidly with total premium rising at 17% compound annual rate (CAGR) during FY 2000-01 to FY 2016-17. The new business premium (NBP) grew at 9% CAGR during FY 2006-07 to FY 2017-18, to ~Rs. 1.94 Trillion.

TREND IN TOTAL PREMIUM GENERATED FOR PRIVATE PLAYERS & INDUSTRY



Source: IRDAI, Crisil Research

GROWTH DRIVERS

Steering the growth and expansion of the industry are myriad factors, led by an overall positivity in the Indian economy and market.

Strong GDP growth: As per IMF forecasts, India's GDP is expected to grow at a CAGR of approximately 10% from 2018 to 2023. Faster GDP growth is expected to translate into rising incomes, which in turn is favorable for growth in the life insurance industry.

Insurance penetration and density: In 2017, India's life insurance penetration was 2.8% compared to global life insurance industry's penetration of 3.3%. Among other Asian countries, life insurance penetration in Thailand, Singapore and South Korea was 3.6%, 6.6%, and 6.6% respectively.

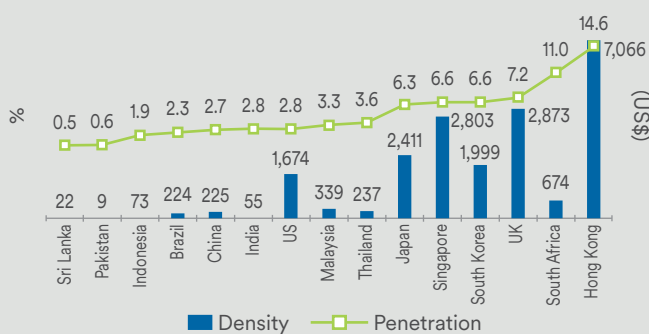
Significant protection gap: The protection gap for India stood at US\$ 8.5 Trillion as of CY 2014, which was much higher than its Asian counterparts. The protection margin for India was the highest amongst all the countries at 92% in Asia Pacific, as per a Swiss Re report "Mortality Protection Gap – Asia-Pacific 2015".

Increasing household and financial savings: With rising incomes and inflation under control, the household savings rate in India is expected to increase, thereby leading to increasing share of life insurance products as a proportion of total financial savings.

Increasing insurable population: India is one of the nations with the highest youth population, with a median age of 28 years. By 2020, 90% of Indians will still be below the age of 60, with 63% expected to be in the 15-59 age group. A large share of the working population, coupled with rapid urbanization and rising affluence, is expected to propel the Indian life insurance sector growth.

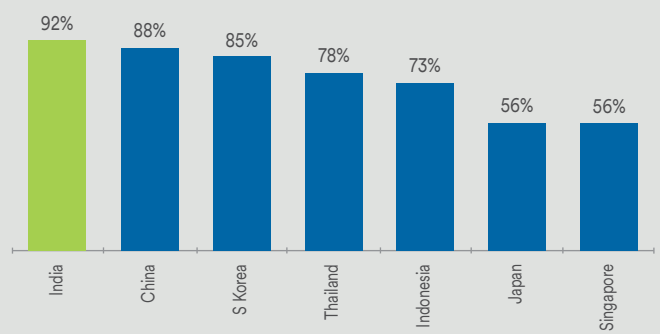
Increasing demand from urban and semi-urban, rural areas: The demand for financial products is gaining momentum beyond the top metro cities in India. The increasing use of organized channels by consumers for financial products and the growing knowledge about financial instruments, generally, is expected to aid growth for the life insurance sector in urban and semi-urban as well as rural areas.

LIFE INSURANCE INDUSTRY PENETRATION & DENSITY (2016)



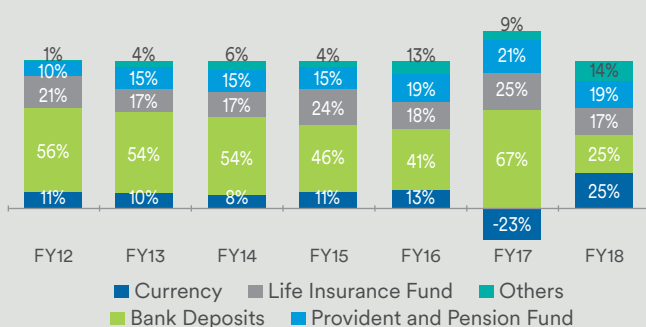
Source: Swiss Re, Sigma No. 3/2018

PROTECTION GAP SIGNIFICANTLY HIGHER FOR INDIA (2014)



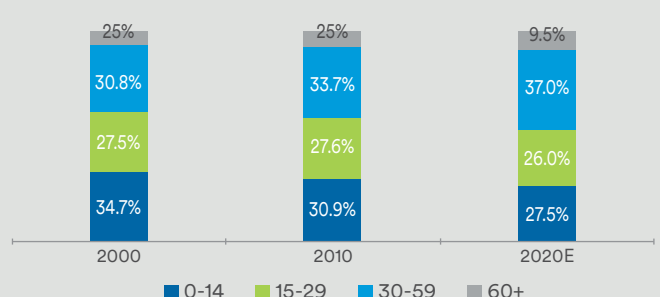
Source: Swiss Re Institute, "Mortality Protection Gap Asia-Pacific 2015"

SHARE OF LIFE INSURANCE IN INCREMENTAL HOUSEHOLD FINANCIAL SAVINGS



Source: RBI

INCREASING INSURABLE POPULATION

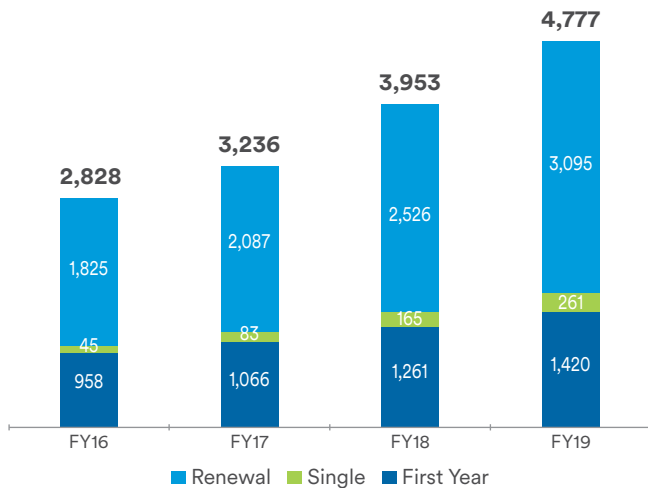


Source: United Nations Department of Economic and Social Affairs

OUR PERFORMANCE METRICS

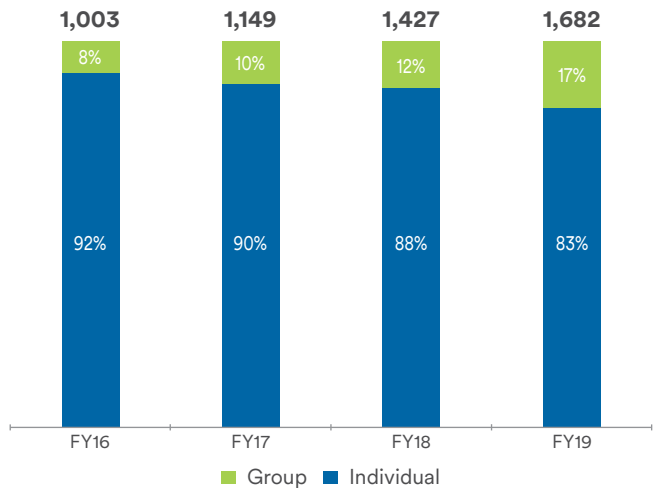
STATUTORY PREMIUM

(Rs. in Crore)



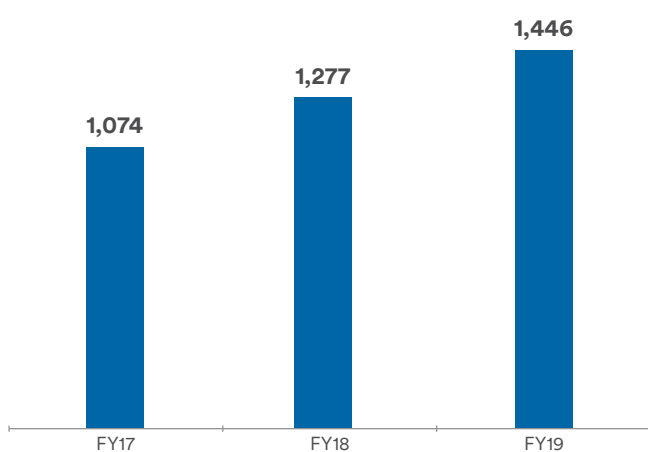
TOTAL NEW BUSINESS PREMIUM

(Rs. in Crore)



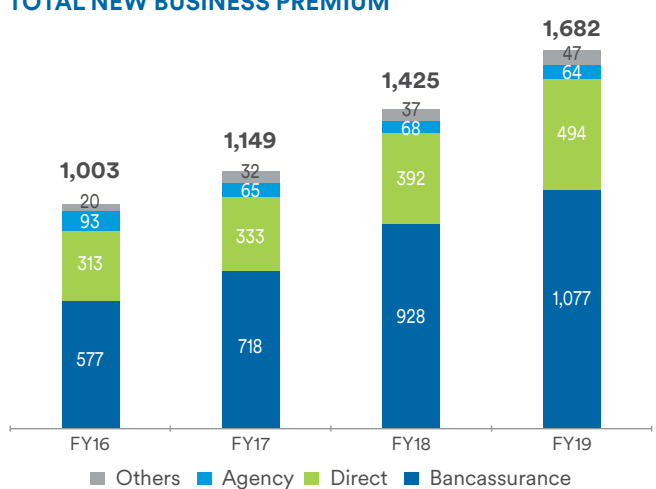
WEIGHTED RECEIVED PREMIUM

(Rs. in Crore)



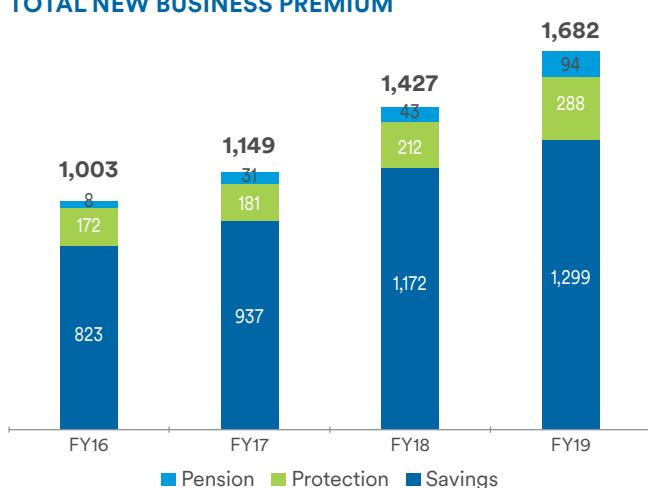
DISTRIBUTION MIX BY TOTAL NEW BUSINESS PREMIUM

(Rs. in Crore)



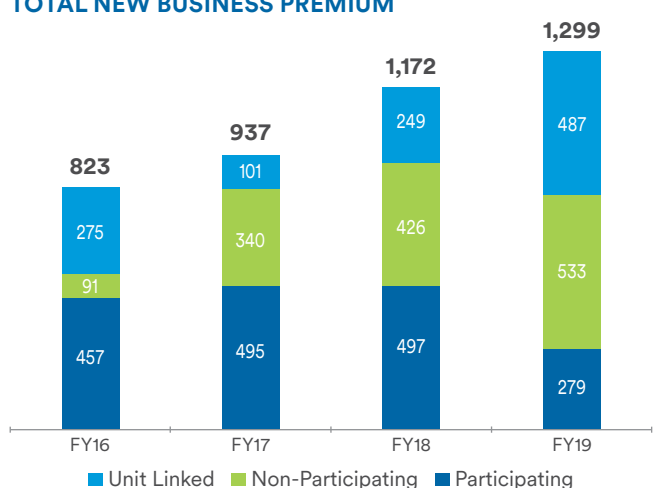
PRODUCT MIX BY TOTAL NEW BUSINESS PREMIUM

(Rs. in Crore)

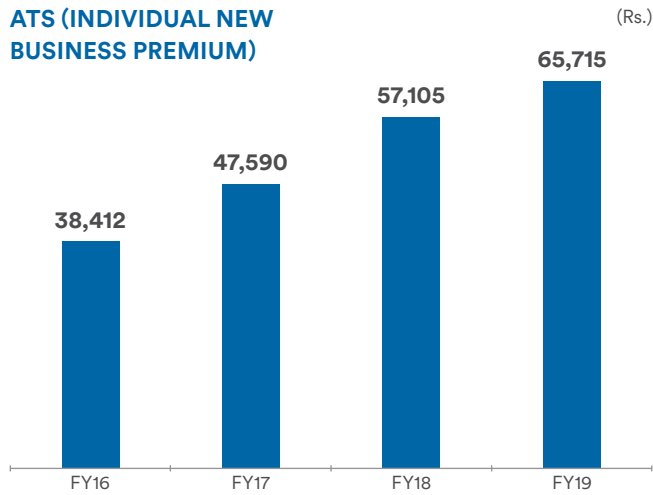


SAVINGS MIX BY TOTAL NEW BUSINESS PREMIUM

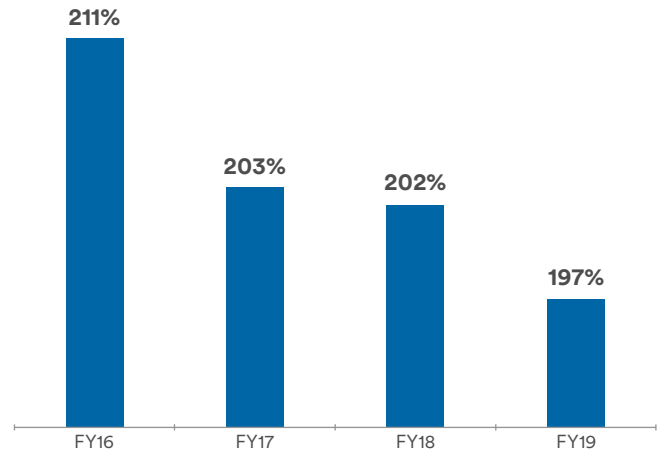
(Rs. in Crore)



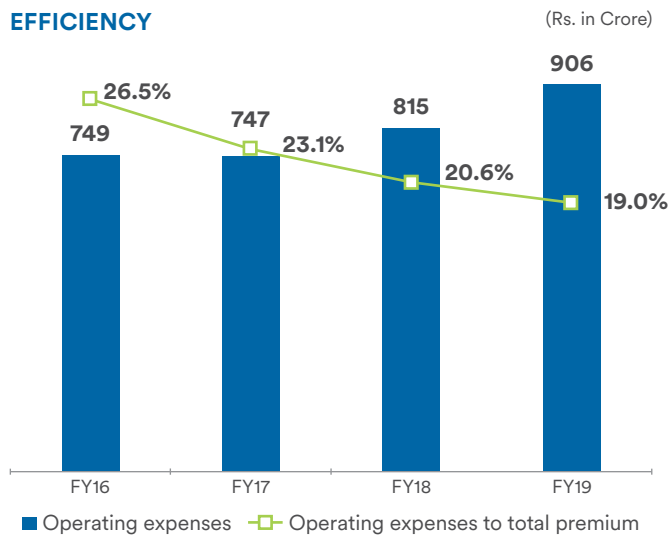
ATS (INDIVIDUAL NEW BUSINESS PREMIUM)



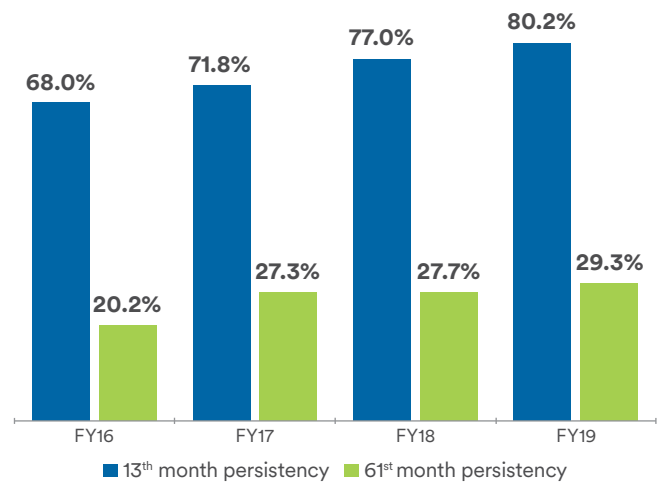
SOLVENCY RATIO



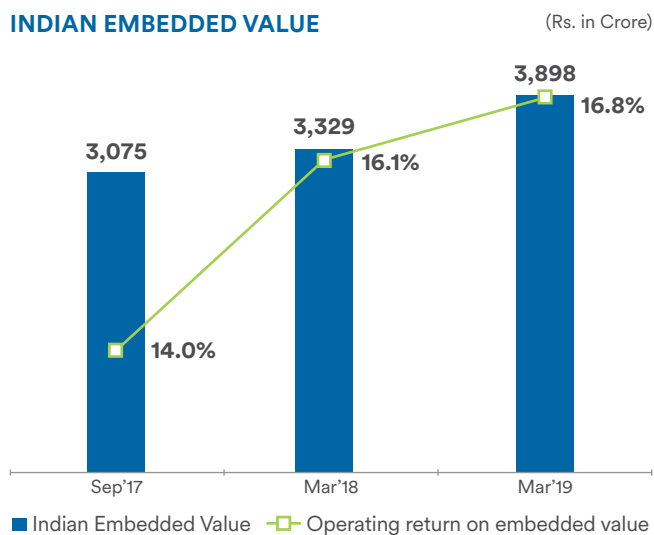
EFFICIENCY



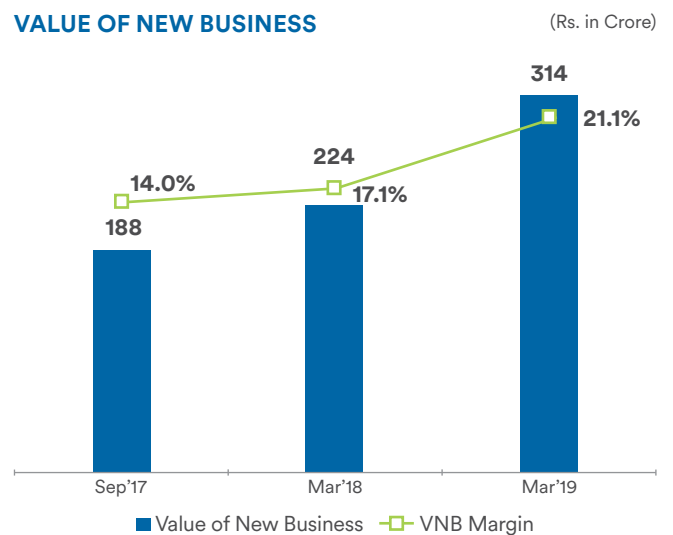
PERSISTENCY



INDIAN EMBEDDED VALUE

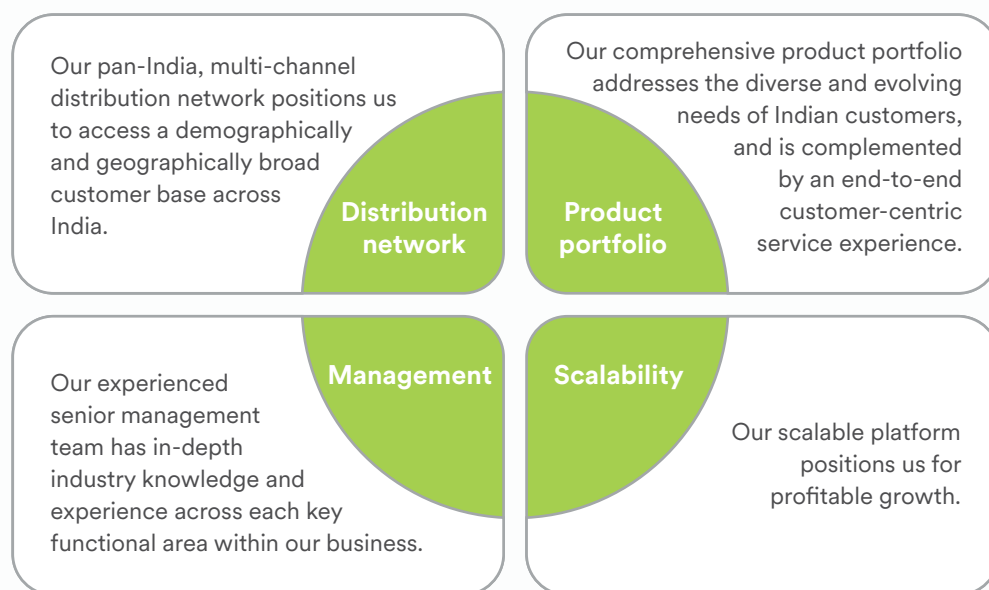


VALUE OF NEW BUSINESS



BUILDING ON STRENGTHS

We believe that our journey of many big and small milestones is steered by our competitive strengths, which enable us to continuously grow our business while delivering value to our shareholders.

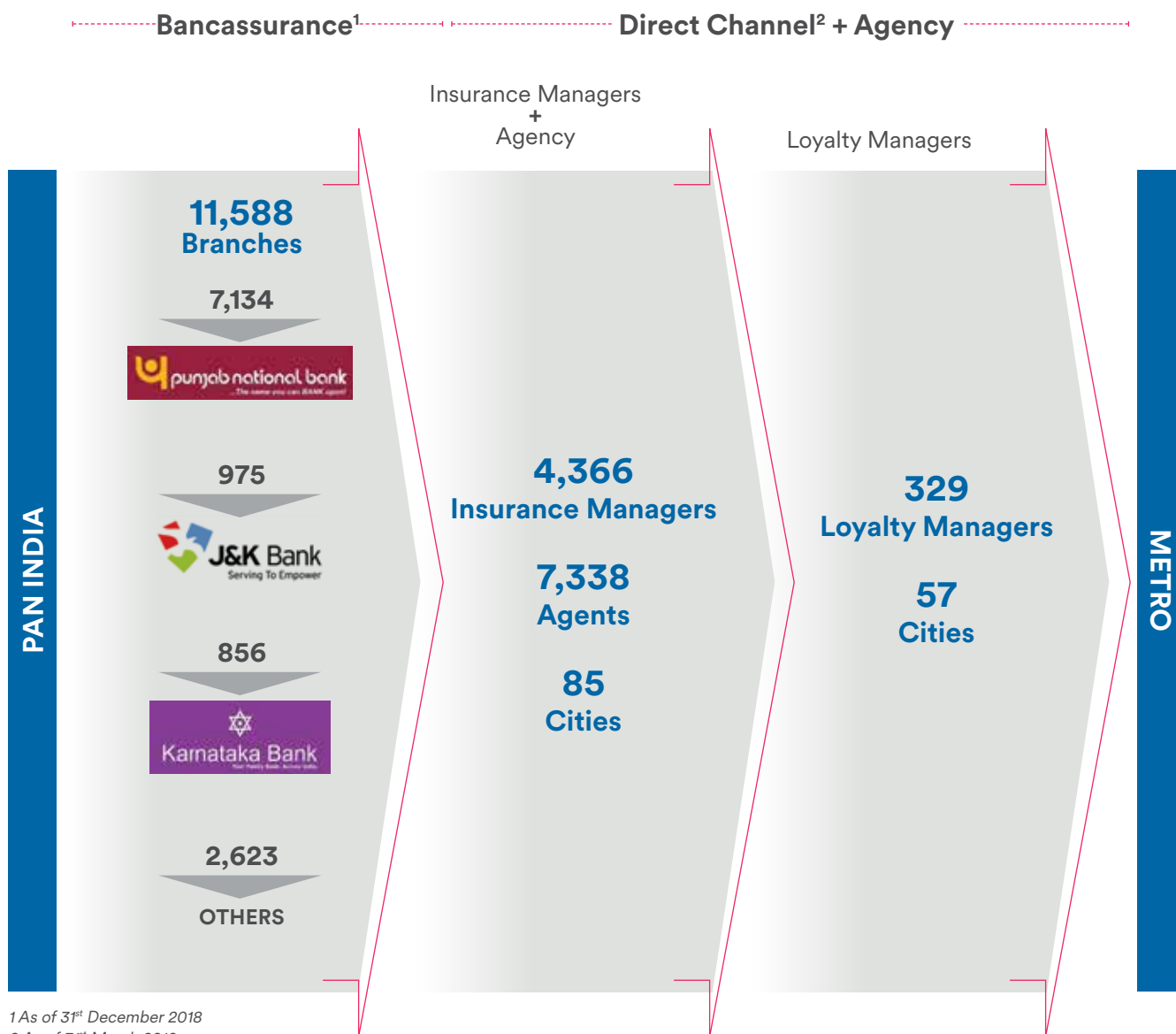


PAN-INDIA MULTI-CHANNEL DISTRIBUTION NETWORK

Our pan-India, multi-channel distribution network includes productive bancassurance relationships with our bancassurance partners, as well as strong direct sales and agency channels that we actively manage through a consolidated operating model. This enables us to access a geographically and demographically broad Indian customer base, including a wide set of under-penetrated customer segments, resulting in a balanced geographic business mix.



MULTI-CHANNEL ARCHITECTURE



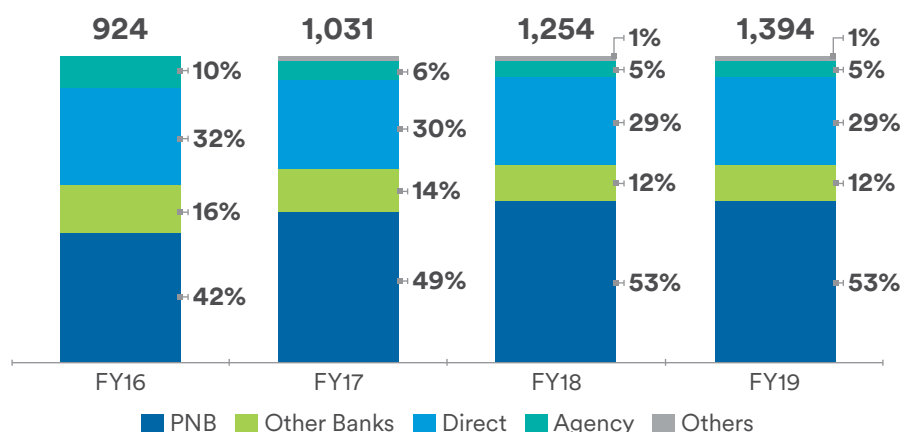
Bancassurance: As of December 2018, we had one of the largest bancassurance platform in India based on the number of scheduled bank branches across India (Source: CRISIL). Our key bancassurance partners include Punjab National Bank (PNB), Jammu and Kashmir Bank Limited (JKBL) and Karnataka Bank Limited (KBL). Over the last few years, we have entered into distribution agreements with American Express Banking Corporation, Bank of Bahrain & Kuwait (BBK), Shinhan Bank, ESAF Small Finance Bank to distribute our life insurance products.

Direct sales and agency: Our direct sales and agency sales channels, including our website, complement our bancassurance channel by allowing us to target more affluent metro, and urban and semi-urban customers through a sales process adapted to their needs.

Our agency sales channel comprises 7,338 exclusive agents as of 31st March 2019. These exclusive agents are not our employees but have contracts in place with us to sell only our life insurance products, with performance-based compensation.

DISTRIBUTION MIX BY INDIVIDUAL NEW BUSINESS PREMIUM

(Rs. in Crore)



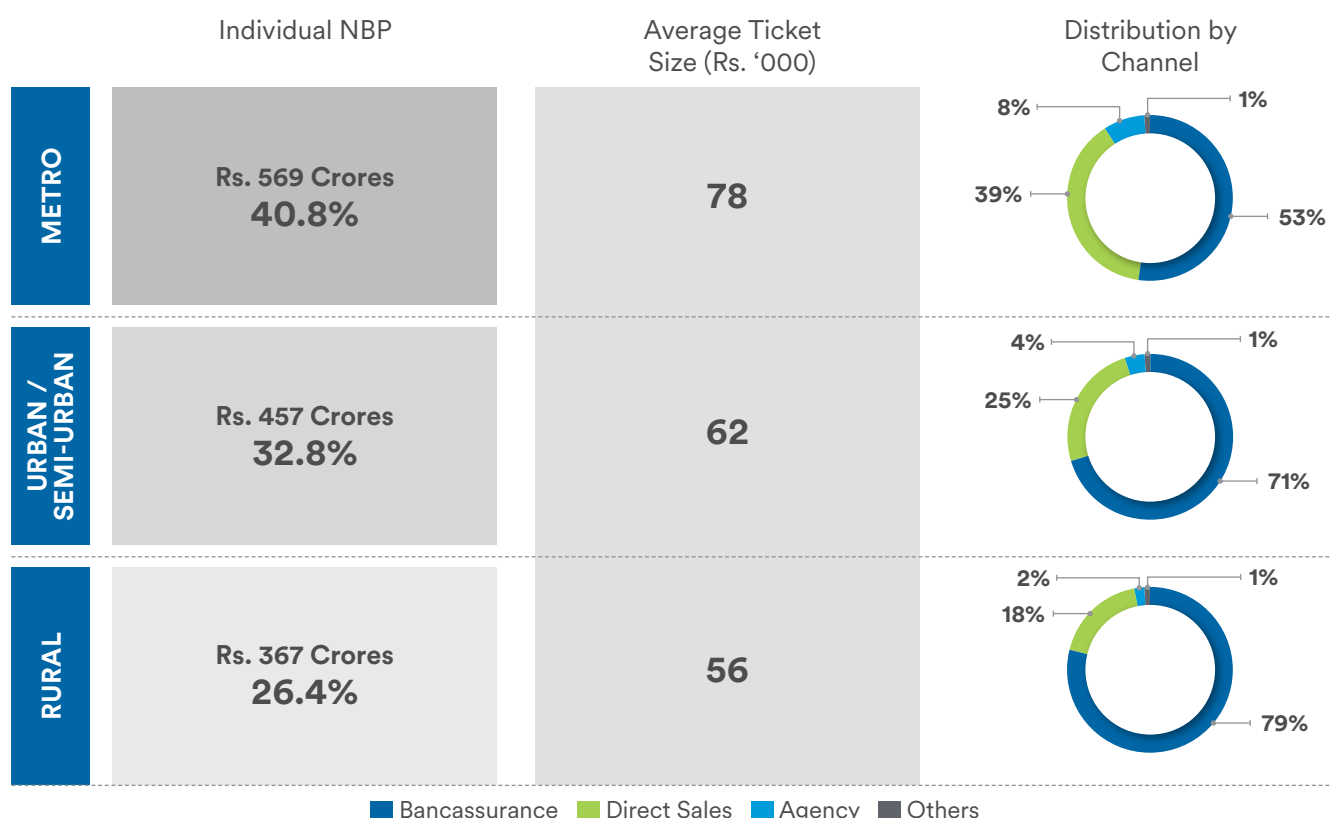
FY16 - FY19 CAGR

- Bancassurance: **19.4%**
- Direct Sales: **11.2%**

Average Ticket Size:

- Bancassurance: Rs. **63,729.4**
- Direct Sales: Rs. **73,997.8**

GEOGRAPHY AND CHANNEL ALIGNMENT (FY19)

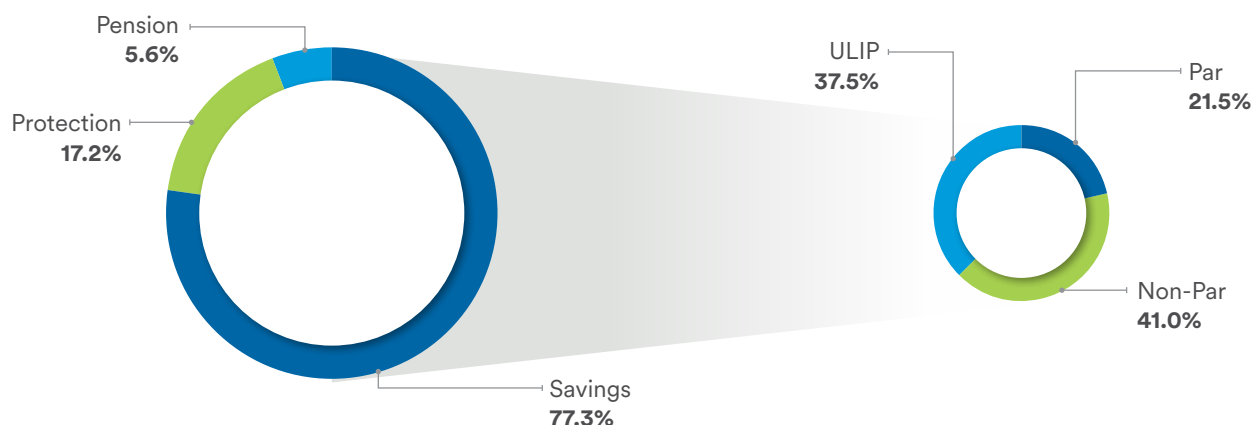


COMPREHENSIVE PRODUCT PORTFOLIO

The alignment between our broad product portfolio and the diversity of our customers' needs, combined with our approach to customer service, is aimed at creating a longer-term value proposition for our customers, across our diverse market segments. Within each product category, we target

our products at attractive customer segments that we can effectively and efficiently access through each of our distribution channels. We offer savings products to a wide range of customers to fulfill their needs across different life stages.

DIVERSIFIED PRODUCT PORTFOLIO



END-TO-END CUSTOMER-CENTRIC SERVICE EXPERIENCE

Our end-to-end customer-centric service experience proposition is enhanced by digitization and technology as well as support processes. We have an integrated approach to onboarding customers through simplified underwriting and “straight-through processing” of customer proposal forms, which does not involve any manual underwriting. One of our key initiatives has been to streamline our pre-sales and sales processes through “e-branch” – our digital platform officially launched in 2016 to provide a seamless, user-friendly customer experience from the prospective customer stage to policy issuance. Our online portal provides customers access to their policy and fund information, and allows them to pay their premium through their internet banking platform, while our Met Care Kit helps simplify the claims process by providing the customer with a comprehensive list of documents and forms required for processing a claim.

SCALABLE PLATFORM

We have undertaken a series of initiatives involving both targeted investment and cost reduction measures in order to create an efficient, scalable platform that positions our business for profitable growth. Our initiatives have focused on investing in processes, technology, training and people to achieve higher revenue growth with limited additional net investment.

We increased the number of our PNB bancassurance relationship managers from an average of 1,828 in FY 2015-16 to an average of 2,552 in FY 2018-19, to more effectively manage our bancassurance channel. The productivity of PNB bancassurance relationship managers has increased from Rs. 2.25 Million per annum in FY 2015-16 to Rs. 3.33 Million per annum in FY 2018-19. Given the scalability of our existing network of relationship managers, we have

the capacity to efficiently support and manage additional increases in the number of PNB qualified bank salespersons, allowing greater penetration of our PNB bancassurance channel.

The consolidated operating model for the management of our direct sales and agency sales channels is designed to efficiently scale our business. Our sales manager productivity increased at a compounded annual growth rate of 21.50% from Rs. 2.71 Million in FY 2015-16 to Rs. 4.86 Million in FY 2018-19.

We have also undertaken initiatives focused on reducing costs and exercised strong control over expense in order to support profitable growth over the longer-term. As a result of our initiatives, we have improved our operating expense ratio from 26.50% in FY 2018-19 to 18.94% in FY 2018-19, while growing total new business premium at a compounded annual rate of 18.80% during the same period.

Also, our operating return on embedded value has increased from 14.0% for twelve-month ending September 2017 to 16.8% in FY 2018-19 while during the same period our value of new business margin increased from 16.1% to 21.1%.

EXPERIENCED MANAGEMENT TEAM

As of 31st March 2019, our Key Managerial Personnel had an average of approximately 21 years of experience. We have continually augmented our management team to bring new perspectives to our business, successfully implement the initiatives across our business and improve our financial performance to position us to deliver profitable growth. We believe that our management team’s vision and experience will enable us to capitalize on our strengths and implement our strategies in order to take advantage of the significant opportunities emerging in the fast-growing Indian life insurance market.

DISRUPTING THROUGH DIGITALISATION

Digitalization is at the core of our business strategy, which is aimed at optimizing value & risk, driving operational excellence, delivering the right solution to the right customers and strengthening the distribution advantage. Our information technology architecture is structured around three key concepts: “Data”, “Digitize” and “Disrupt”.



Data: We use data analytics to develop strategies to improve our persistency rates, reduce policy surrenders, help mitigate frauds and manage mortality experience

Digitize: Investment in digitization helps improve operational efficiencies, productivity and the scalability of our operations on a selective basis

Disrupt: We aim to develop disruptive technology to differentiate our business from our competitors e.g. conVRse in 2016, Khushi in 2018, etc.



KHUSHI

DRIVING HAPPINESS

With this Artificial Intelligence (AI) driven customer service app, PNB MetLife has embarked on an AI framework to boost customer delight. Khushi is a conversational app that can chat with existing or prospective customers and help respond to their policy-related queries.

Launched in October 2018, Khushi is powered with artificial intelligence as well as speech recognition, making it a pre-emptive, predictive and proactive customer interface. This customer-friendly app helps customers view their policy details, such as sum assured/ death benefit, nominee, policy term, premium due amount/due date/frequency, last premium paid, registered bank details, policy issue date & status, fund value & portfolio.

The customer can update personal information with the Company through this app, and can also download statements and receipts, with total ease.

Success metrics

44,000

Total App Downloads

1,74,000

Customer Queries Responded

6,700+

Customer Requests Processed



IVRS

ENHANCING CUSTOMER EXPERIENCE

To further augment the customer's call experience, we upgraded our IVRS to the latest platform during FY 2018-19. The upgraded application is a more flexible and scalable platform giving us the flexibility to build in future enhancements and design our own reports for analysis purpose.

With its 20 self-service options, along with real-time feedback mechanism, it provides 24/7 easy access to policy information / transactions (controls in place), with reduced dependency on telephonic resources. It also gives users instant access to customer-servicing documents such as RPR, PPC & Account statement.

The upgraded IVRS gives senior citizens direct access to call center executives, skipping the options queue. The response has been enthusiastic, with 8,911 senior citizen customers having used the dedicated/direct access to interact with our customer service executives till 31st March 2019.

Success metrics

91%

Queries answered within 20 seconds

~39%

Queries resolved through self-service mode of access

(up to 31st March 2019)

Since the launch of the upgraded platform, IVRS usage trend has increased from 33% to over 65% (as against the industry-best of 40%).

ENABLING OPERATIONAL EXCELLENCE

Led by our customer-centric business philosophy, we are continuously looking at ways to empower customers and facilitate a seamless experience for them in their journey with PNB MetLife. FY 2018-19 saw a series of new initiatives launched to augment customer experience.



CARPEDIEM

Launched in April 2018, Carpe Diem is a device and operation system agnostic platform that enables our sales team to get a view of critical business parameters on real-time basis from anywhere, 24X7. The application, developed on the 'mobile first' principle, has a simple yet highly intuitive response design.

The app enables sales managers to see data real-time and allows sales team to focus more on value-adding activity. It functions as a single source of data for all review and discussion, and gives the sales team a single window to get a comprehensive view of all business projects/updates.

Success metrics

6,300+

Unique users in last one year

20%

Reduction in MIS management requirement



eBRANCH

Our 24X7 virtual branch continue to empower our sales team to manage business seamlessly and remotely during FY 2018-19. Our e-branch platform aims to provide a seamless, user-friendly customer experience from the prospective customer stage to policy issuance. This one-stop shop provides a single window for managing prospects, financial need analysis, quote generation, proposal/application submission, payment, documentation, as well as application tracking & reject resolution. Besides easing the sales team operations, it has helped enhance the customer experience. eBranch also enables us to support the huge distribution network of our Banca partners with a lean physical branch presence by standardizing the selling practices across geographies.

Approximately, 70% of cases submitted through eBranch are processed without a single rejection due to information mismatch of document with proposal form.

Success metrics

89%

New business sourced in PNB through e-branch (Mar'19)

50%

Decrease in cost of processing per case

CULTURE OF OPERATIONAL EXCELLENCE

It is our constant endeavor to augment our efforts towards continuous nurturance of a culture of operational excellence within the organization. To this end, we have undertaken several new initiatives to facilitate our customer-facing and servicing teams go through the process of creating excellence in everything they do.

Operations Idea Lab (OIL)

This is a platform where employees can submit ideas, which are screened by experts, followed by a panel review. Ideas are shortlisted on the criteria of cost benefit, process efficiency and customer experience. The experts and the ideators then collaborate to kickstart the process of idea execution, with the panel members handholding and tracking the ideas till implementation. Monthly updates on overall status of ideas are shared with Operations head and teams.

Success metrics

1,377

Ideas posted

261

Ideas accepted

113

Ideas implemented

Transactional net promoter scores

We believe that the real test of our operational excellence and customer-centricity is the testimonials of our customers. We have made massive strides in our TNPS journey in the past three years, thus reiterating our commitment to be a customer-centric organization..

We measure 6 customer-facing processes including touch points to understand our customer experience.

Success metrics

>250%

Overall improvement in TNPS in past three years

A survey conducted on behalf of the Company by AC Nielsen shows that overall improvements in processes and delivery quality have resulted in improved TNPS. Critical customer service processes are subjected to monthly rating through TNPS as part of the survey.

REACHING OUT TO CUSTOMERS

Our marketing strategy is aligned to our customer-centric focus and is oriented towards reaching out to customers more effectively. With the onboarding of ace badminton player and Olympic medalist PV Sindhu as our brand ambassador, we shaped the contours of our marketing strategy during FY 2018-19 to make it even more relevant to building a strong customer connect. The tie-up seeks to bring alive the brand promise of being the right life insurance partner to every Indian, and resonates with the Company's assertive tag-line – 'Milkar Life Aage Badhayein', which promises to partner with its stakeholders in every stage of life.

#SHEDTHEWAIT

We launched our new marketing campaign #ShedTheWait in association with Sindhu during the year. Further, she represents the spirit of perseverance, discipline, and determination – the qualities which we, at PNB MetLife, believe in and remain committed to strengthening in our progressive journey.

The campaign urges people to stop letting the responsibilities of tomorrow become a burden today, by illustrating that they don't have to wait to fulfill their responsibilities. Instead, with a partner like PNB MetLife by their side to protect their family, they can live their life to the fullest today and have a secured future.

The #ShedTheWait outdoor brand campaign targeted 215+ sites in 31 cities across the country, while the TV campaign spanned 35+ channels with 5,300+ spots, spread over 22+ active days.

Campaign Impact

3.4 Crore

Users reached by the campaign, with GRP of 317 (within 4-week campaign period)

125%

Increase in unique visitors on website

95%

Increase in brand recall, resulting in 13% brand uplift (as per Google Brand Lift Study)



GOING DEEPER

We are imbuing our CSR initiative – ‘Damini’, with the same idea, with Sindhu empowering girls at every stage of their journey in becoming a woman. Sindhu also endorses PNB MetLife Junior Badminton Championship to nurture talent at the grassroots level. The event focuses on children in the age group of 7 to 15 years.

PNB MetLife has been ranked 5th in the awareness scores for March 2019 in BFSI category.



OUR COMMUNITY OUTREACH

Our people-centric business philosophy is powered by a strong sense of responsibility. We extend our people outreach not only to our employees but the community at large.



DAMINI

Our CSR initiative – Damini, is in line with our overall brand ethos – ‘Milkar Life Aage Badhayein’ and focuses on spreading awareness and catalyzing change in a woman’s life, right from the stage of a Girl Child. The initiative is centred around aiding and standing by women across all their

life stages through partnerships with various NGOs catering to women’s diverse needs.

The program focuses on sensitizing communities about essential education, health, sanitation and skills.

Some of the key programmes under Damini include:



Girl Child Education:

- Supporting the education of 2,300+ children in 60 schools of Moga (Punjab) and Varanasi (Uttar Pradesh)
- Current year-long project (ending 9th October 2019) employs 75 local women as part-time teachers

Awareness on Sanitation and Personal Hygiene:

- Program encompasses hygiene and sanitation initiatives, focused on menstrual health.
- Being conducted among women at 292 locations, across Kolar (Karnataka) and Udaipur (Rajasthan)
- Current year-long project (ending on 9th October 2019) covers 21 villages in Udaipur, 16 in Kolar, 10 in Koppal and three in Raichur
- 2,811 women beneficiaries positively impacted



Skill Development and Financial Inclusion for Women:

- Program to enable women to break the glass ceiling through multiple efforts for livelihood enhancement
- Changed many lives by encouraging shared prosperity, decision-making, mobility, and financial inclusion
- 305 training programmes held in 80 villages of Varanasi during FY 2018-19 to facilitate livelihood for 748 women (188 in agriculture and 560 in textiles industry)
- Recently inaugurated a ‘Sakhi Livelihood Center’ at Varanasi, which serves as a counseling-cum-training hub for engaging in promotions, sales and marketing of rural products

Fighting sexual abuse, rape & molestation:

- Awareness sessions conducted on sexual abuse for children in three schools have benefited 649 children in Varanasi (UP) so far
- Activities include awareness sessions, tutorials and written material etc., under project (current duration 01st January 2019 to 31st May 2019)
- Sessions growing bigger in Varanasi, with sessions also planned to be held in 12 schools of Pune



JUNIOR BADMINTON CHAMPION (JBC)

An annual property of PNB MetLife, the Junior Badminton Championship (JBC) aims to take Badminton to grassroots in line with the Company's belief that that physical fitness is as important to a person's happiness as fiscal fitness.

The Company, in association with an NGO, conducts training programs for the underprivileged children across major cities of India. Recognized by Badminton Association of India (BIA), the JBC tournaments are being conducted since the past five years with the aim to transform the junior badminton players of the country into champions, and realize our ambition to promote India's second-most popular sport among the 5-15-year-old

During FY 2018-19, 500 children participated in JBC 4, of which 64 were shortlisted for coaching and training, and 16 finally selected for one-year scholarships (including training, nutrition and kits) to pursue Badminton as a sport.

Preparations are currently in progress for the upcoming JBC 5 tournament, where the Company, in association with an NGO, is providing training to 100 selected children from Delhi, Mumbai, Bengaluru, Chennai and Kolkata. The top 32 children from the JBC 5 tournament will be provided with one-year scholarships.

10

Cities in which tournaments held (finale in Delhi)

Rs. 28 Lakhs

Prize money

8,000+

Participants

Rs. 16 Lakhs

Total scholarship amount

AWARDS & RECOGNITIONS

- Recognized among the Best Brands of 2019 by the Economic Times at an Award function held in Mumbai



- Ranked among the top 10 Life Insurance Companies of India by the Economic Times

- Certified as 'Great Places to Work FY 2018' by Great Places to Work Institute



- Best Topic Specific Video at the Content Marketing Awards hosted by the World Marketing Congress and endorsed by CMO Asia



- 'Technology Initiative of the Year' at ABP News - Banking Financial Services Insurance Awards



- Felicitated at the Shared Value Summit 2018 in the 'Inclusive Business List' 2018 by Niti Aayog and Institute for Competitiveness (IFC)



- 'Best use of AI in Customer Service' and 'Best use of AI in Life Insurance Category' from 8th Global Customer Engagement Forum & Awards



- 'Best Employee Diversity & Inclusion Company' at the Employee Engagement Leadership Awards 2018 Kamikaze B2B Media



- Best use of Technology to 'Enhance Customer Experience' at the Zendesk Customer Experience Awards



CORPORATE INFORMATION

BOARD OF DIRECTORS

Mr. Kishore Ponnaveolu
Chairman & Non-Executive Director

Mr. Ashish Kumar Srivastava
Managing Director & Chief Executive Officer

Ms. Rebecca Tadikonda
Non-Executive Director

Mr. Sunil Mehta
Non-Executive Director

Mr. Lingam Venkata Prabhakar
Non-Executive Director

Mr. Pheroze Kersasp Mistry
Non-Executive Director

Mr. Surbhit Dabhiwala
Non-Executive Director

Mr. Erach Kotwal
Non-Executive Director

Ms. Anisha Motwani
Independent Director

Mr. Archana Hingorani
Independent Director

Mr. Neeraj Swaroop
Independent Director

Mr. Sunil Gulati
Independent Director

Mr. Nitin Chopra
Independent Director

Ms. Sonu Bhasin
Independent Director

Mr. Abhaya Prasad Hota
Independent Director

Mr. Joginder Pal Dua
Independent Director

MANAGEMENT COMMITTEE

Mr. Ashish Kumar Srivastava
Managing Director and
Chief Executive Officer

Mr. Khalid Ahmad
Chief Financial Officer

Mr. Sameer Bansal
Chief Distribution Officer

Ms. Vijaya Sanjay Nene
Director & Head - Operations and Services

Mr. Samrat Ashim Das
Chief Information Officer

Mr. P. K. Dinakar
Appointed Actuary

Mr. Sanjay Kumar
Chief Investment Officer

Mr. Nipun Kaushal
Chief Marketing Officer

Mr. Agnipushp Singh
Head – Legal & Board Affairs

Mr. Sarang Kamalkishore Cheema
Chief Compliance Officer

Mr. Anjan Bhattacharya
Chief Risk Officer

Ms. Viraj Taneja
Head – Internal Audit

Mr. Shishir Vijaykumar Agarwal
Director and Head - Human Resources

Mr. Vineet Maheshwari
Chief Strategy Officer

STATUTORY AUDITORS

K.S. Aiyar & Co.
Chartered Accountants

Thakur, Vaidyanath Aiyar & Co.
Chartered Accountants

COMPANY SECRETARY & COMPLIANCE OFFICER

Ms. Yagya Turker

BANKERS

Punjab National Bank
Citibank N.A.
HDFC Bank Limited

REGISTERED OFFICE ADDRESS:

Unit No. 701, 702 & 703, 7th Floor,
West Wing, Raheja Towers,
26/27 M G Road,
Bengaluru – 560 001,
Karnataka
Website: www.pnbmetlife.com
CIN No.: U66010KA2001PLC028883

DIRECTORS' REPORT

Dear Shareholders, PNB MetLife India Insurance Company Limited

Your Directors take pleasure in presenting the Eighteenth Annual Report for the year ended 31st March, 2019 along with audited financial statements for the year ended 31st March 2019.

INDUSTRY PERFORMANCE:

The Indian life insurance market is the tenth largest life insurance market in the world and the fifth largest in Asia in terms of total premium in Fiscal 2018, according to Swiss Re Institute, sigma No 3/2018. However, India continues to be an underpenetrated insurance market with a life insurance penetration of only 2.8% in 2017, compared to a global average of 3.3% (Source: CRISIL). In addition, the protection gap in India at US\$8.5 Trillion is much higher than its Asian counterparts, while the protection margin for India was the highest amongst all the countries at 92% in Asia Pacific in 2014 (Source: Swiss Re, Economic Research & Consulting "Mortality Protection Gap Asia-Pacific 2015).

The key drivers of growth for the Indian life insurance industry are strong GDP growth and rising incomes, low insurance penetration and density, increasing household and financial savings, increasing insurable population, rise in urbanization, increasing demand from urban, semi-urban and rural areas and digitization.

In Fiscal 2019, the life insurance industry in India grew by 10.73% year-on-year compared to fiscal 2018 on total new

business premium (NBP) basis to Rs. 2,146.7 billion and by 6.1% year-on-year on individual NBP basis to Rs. 976.8 billion.

THE STATE OF COMPANY AFFAIRS:

We were one of the top 10 private life insurance companies in India based on total NBP in Fiscal 2019 and grew at an annual growth rate of 17.86% in total NBP from Fiscal 2018 to Fiscal 2019.

Our history and relationships with MetLife and PNB have enabled us to become a strong, professionally managed company with the capabilities necessary to take advantage of significant opportunities in the fast growing Indian life insurance market. MetLife, including its subsidiaries and affiliates, is a leading global insurance company with a presence in more than 40 countries. MetLife International Holdings, LLC, a subsidiary of MetLife, has been our shareholder since August 2001. PNB is one of the largest banks in India based on total branches as of December 31, 2018 (Source: RBI). PNB has been our distribution partner since October 2011 and our shareholder since January 2013.

We have a pan-India, multi-channel distribution network, a comprehensive product portfolio and provide an end-to-end customer-centric service experience. We believe, this positions us well to access a broad Indian customer base and address the evolving needs of Indian customers. We seek to leverage our capabilities through our scalable platform to generate profitable growth, particularly in underpenetrated segments of India's life insurance market.

Key performance metrics	Fiscal 2019	Fiscal 2018	Growth (y-o-y)
Value			
Operating return on embedded value*	16.8%	16.1%	-
VNB margin*	21.1%	17.1%	-
Shareholders' profit	143.11	141.69	1.00%
Growth			
Individual NBP	1,393.46	1,254.41	11.08%
Total NBP	1,681.90	1,427.08	17.86%
Total premium	4,777.20	3,953.51	20.83%
Efficiency and quality			
Operating expenses to total premium	18.97%	20.61%	-
13th month persistency	80.24%	77.03%	-

All numbers in Rs. crores

*As per the embedded value results reviewed by Willis Towers Watson Actuarial Advisory LLP

Our individual NBP accounted for 82.85% of our total NBP in Fiscal 2019. Our individual NBP increased at an annual growth rate of 11.08% in Fiscal 2019 compared to fiscal 2018. Our total premium increased by 17.86% in Fiscal 2019. We have improved our operating expense ratio from 20.61% in Fiscal 2018 to 18.97% in Fiscal 2019. In Fiscal 2019, our embedded value growth was 17.1%, our operating return on embedded value was 16.8% and our value of new business margin was 21.1%.

Our distribution network consists of our bancassurance, direct sales, agency and other distribution channels, through which we generated 64.01%, 29.39%, 3.81% and 2.80% of our total NBP, respectively, and 65.51%, 29.07%, 4.57% and 0.86% of our individual NBP, respectively, in Fiscal 2019. Our product portfolio covers three principal customer needs – savings, protection and pension, which in Fiscal 2019 accounted for 77.25%, 17.15% and 5.60% of our total NBP, respectively, and 93.25%, 5.16% and 1.60% of our individual NBP, respectively. In Fiscal 2019, we launched 5 new products and modified 1 product.

The alignment between our broad product portfolio and the diversity of our customers' needs, combined with our approach to customer service, has been a key contributor to improvements in our persistency ratios. Our 13th month persistency ratio has improved from 77.03% in Fiscal 2018 to 80.24% in Fiscal 2019. We expect that our product portfolio and our customer services will continue to drive improvements in our persistency ratios over the longer-term, including for subsequent premium. Our overall claims settlement ratio for Fiscal 2019 was 96.96%; 96.21% for individual segment and 98.81% for group segment.

We expect the following competitive strengths will enable us to continue growing our business while delivering value to our shareholders:

- Our pan-India, multi-channel distribution network positions us to access a demographically and geographically broad customer base across India.
- Our comprehensive product portfolio addresses the diverse and evolving needs of Indian customers, and is complemented by an end-to-end customer-centric service experience.
- Our scalable platform positions us for profitable growth.
- Our experienced management team.

Our strategy is to leverage our competitive strengths to drive profitable growth. We will seek to achieve this by:

- Increasing the activation of the PNB branch network and deepening our penetration of the PNB customer base.

- Growing and diversifying our multi-channel distribution footprint to strengthen our position in various geographies and customer segments.
- Delivering products aligned to the diverse needs of Indian customers supported by an end-to-end customer-centric service experience.
- Driving profitability by leveraging scale and increasing persistency.
- Utilizing information technology and implementing digitization to drive efficiencies.

THE AMOUNT, IF ANY, WHICH IT RECOMMENDS SHOULD BE PAID BY WAY OF DIVIDEND

The Company reported profits during the year. However, the directors did not recommend any dividend in view of the accumulated losses.

THE AMOUNTS, IF ANY, WHICH IT PROPOSES TO CARRY TO ANY RESERVES

The Company has reported profits during the year. No amount is transferred to reserves due to accumulated losses as on March 31, 2019.

PARTICULARS OF LOANS, INVESTMENTS AND GUARANTEES

In line with the clarification given by the Ministry of Corporate Affairs under the Removal of Difficulty Order dated 13 February 2015, the provisions of Section 186 of the Companies Act 2013 relating to loans, guarantees and investments do not apply to the Company.

SUBSIDIARY / ASSOCIATE COMPANY / JOINT VENTURE COMPANY

Your Company does not have any subsidiary or associate or Joint Venture company.

DETAILS OF SIGNIFICANT AND MATERIAL ORDERS PASSED BY THE REGULATORS OR COURTS OR TRIBUNALS IMPACTING THE GOING CONCERN STATUS AND COMPANY'S OPERATIONS IN FUTURE

There are no material orders passed by the Regulators or courts or tribunals impacting the going concern status and Company's operations in future.

MATERIAL CHANGES AND COMMITMENTS, IF ANY, AFFECTING THE FINANCIAL PERFORMANCE OF THE COMPANY WHICH HAVE OCCURRED BETWEEN THE END OF THE FINANCIAL YEAR TO WHICH THE BALANCE SHEET RELATES TO AND DATE OF THIS REPORT

There have been no material changes and commitments, if any, affecting the financial performance of the Company which have occurred between the end of the financial year to which the Balance Sheet relates to and date of this report

DIRECTORS AND OTHER KEY MANAGERIAL PERSONNEL

DIRECTORS

The Board of Directors ("the Board") of the Company have been appointed in accordance with the provisions of the Companies Act, 2013, SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 and in line with the provisions contained in the Articles of Association of the Company. As on March 31, 2019, the Board comprised of Sixteen (16) Directors, with Eight (8) being Independent Directors, one (1) being the Managing Director & Chief Executive Officer and others being representatives of various shareholder groups.

As on the date of the Directors Report, following are the Directors and Key Managerial Personnel of the Company:

Sr. No.	Name of Director	Designation
1.	Kishore Ponnnavolu	Chairman - Non-Executive Director
2.	Rebecca Tadikonda	Non-Executive Director
3.	Ashish Kumar Srivastava	Managing Director & CEO
4.	Sunil Mehta	Non-Executive Director
5.	Lingam Venkata Prabhakar	Non-Executive Director
6.	Pheroze Kersasp Mistry	Non-Executive Director
7.	Surbhit Dabriwala	Non-Executive Director
8.	Erach Homi Kotwal	Non-Executive Director
9.	Sunil Satyapal Gulati	Independent Director
10.	Archana Niranjana Hingorani	Independent Director
11.	Neeraj Swaroop	Independent Director
12.	Nitin Chopra	Independent Director
13.	Joginder Pal Dua	Independent Director
14.	Abhaya Prasad Hota	Independent Director
15.	Sonu Halan Bhasin	Independent Director
16.	Anisha Motwani	Independent Director
17.	Khalid Ahmad	Chief Financial Officer
18.	Yagya Turker	Company Secretary

Further during the year under review Mr. Niraj Shah, Chief Financial Officer of the Company resigned w.e.f February 14, 2019 and Mr. Khalid Ahmad was appointed as Interim Chief Financial officer of the Company w.e.f February 15, 2019 and subsequently appointed as the Chief Financial Officer of the Company w.e.f April 01, 2019, except this there is no other change in Key managerial Personnel of the Company.

The change in composition of the Board during the financial year 2018-19 is covered under Corporate Governance Report, forming part of this Directors Report.

The criterion for selection of Independent Directors as well as the desired skill set, experience and competency profile is set and discussed by the Nomination & Remuneration Committee ("NRC") and thereafter by the Board. Further, the NRC evaluates the candidature of all the directors by scrutinizing the declarations received from the directors before their appointment. Further the Non-Executive directors of the

Company do not hold any shares and convertible instruments of the Company.

Declaration of Independent Directors

The Independent Directors have submitted their disclosures/ declarations to the Board that they fulfill all the requirements as stipulated in Section 149(6) of the Companies Act, 2013 so as to qualify themselves to be appointed as Independent Directors under the provisions of the Companies Act, 2013 and the relevant rules.

Separate Meeting of Independent Directors:

As stipulated by the Code for Independent Directors under Schedule IV of the Companies Act, 2013, a separate meeting of the Independent Directors of the Company was held on January 29, 2019 to review the performance of the Board as a whole, non-independent Director and the Chairman of the Board and its various Committees. The Independent Directors also reviewed the quality, content and timeliness of the flow of information between the Management and the Board and its Committees which is necessary to effectively and reasonably perform and discharge their duties.

The manner of formal annual evaluation of the performance of the Board, its committees and of individual directors

In terms of the provisions of Section 134, 178 and Schedule IV of the Companies Act, 2013, the Board of Directors of the Company, Nomination and Remuneration Committee of the Board and Independent Directors have carried out performance evaluation for the year ended December 2018 in the following manner:

- The evaluation is based on various areas which include Board Structure and Governance, Conduct of Board meetings, Board strategy, performance review and Risk Management, Board and Management relations and Board Constituted Committees.
- Online Questionnaires were circulated to each Director with regard to evaluation of performance of the Board as whole, its Committees and Individual Directors including all the Independent Directors and the Chairman of the Board (except for the Director being evaluated) for the year under review.
- On the basis of ratings given by each of the Director a report on performance evaluation was prepared.
- The report of performance evaluation so arrived was then discussed by the Independent Directors at their meeting held on January 29, 2019 and by the Board of Directors and Nomination & Remuneration Committee at their meetings held on January 30, 2019.

Retirement by Rotation

As per Article 7.26 of the Articles of Association of the Company, the term of office of all the Directors, other than the

Managing Director and the Independent Directors expire at the ensuing Annual General Meeting and all the retiring directors are eligible for re-appointment.

AUDITORS

STATUTORY AUDITORS

Thakur Vaidyanath Aiyar & Co., Chartered Accountants and K S Aiyar & Co, Chartered accountants, are the joint statutory auditors of the Company.

The joint statutory auditors have not made any qualification, reservation or adverse remark in their audit report for FY 2018-19.

The report of the joint statutory auditors is attached to this report and there has been no revision of financial statements or Board Report during the FY 2018-19.

In accordance with Sections 139,141,142 and other relevant provisions of the Companies Act 2013 read with the Companies (Audit and Auditors) Rules, 2014, and other applicable provisions, if any, and guidelines issued by the Insurance Regulatory and Development Authority of India (IRDAI) for reappointment of Statutory Auditors, M/s. Thakur, Vaidyanath Aiyar & Co & M/s. K. S. Aiyar & Co. have been appointed as the Joint Statutory Auditors of the Company till the conclusion of the 21st Annual General Meeting of the Company to be held for the financial year ending March 31, 2022 and till the conclusion of the 19th Annual General Meeting of the Company to be held for the financial year ending March 31, 2020 respectively.

SECRETARIAL AUDITORS

Pursuant to the provisions of Section 204 of the Companies Act, 2013 and the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the Company has appointed BMP & Co. LLP, Company Secretary in Practice to undertake the Secretarial Audit of the Company. The Report of the Secretarial Audit Report is annexed herewith as **"Annexure A"**. There is no qualification made by the Secretarial Auditors in their Report.

DETAILS IN RESPECT OF FRAUDS REPORTED BY AUDITORS UNDER SUB-SECTION (12) OF SECTION 143 OTHER THAN THOSE WHICH ARE REPORTABLE TO THE CENTRAL GOVERNMENT

None during the financial year.

MANAGEMENT REPORT

Pursuant to the provisions of Regulation 3 of The Insurance Regulatory and Development Authority of India (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulation 2000, the Management Report is placed separately and forms part of this Annual Report.

EXTRACT OF ANNUAL RETURN

As per the provisions of the Companies Act, 2013, an extract of the Annual Return is uploaded on the website of the Company at <https://www.pnbmetlife.com/investor-relations/financial-information/annual-return.html>

PARTICULARS OF EMPLOYEES

The Company's employee strength was 10444 employees including 6077 full-time employees and 4367 part-time employees as on March 31, 2019. As required by the provisions of Section 197 read with Rule 5 of The Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the detailed list of Key Managerial Personnel along with their remuneration is as attached as per **"Annexure B"**.

RURAL AND SOCIAL BUSINESS

The Company complied with the Rural and Social Sector obligations as prescribed under the IRDAI Regulations.

SHARE CAPITAL

The Authorised Share Capital of the Company has remained at the same level as that of previous year at Rs. 3,000 Crore. The Issued, Subscribed and Paid-up share capital of the Company, has also remained at the same level as that of previous year at Rs. 2,012.88 Crore.

THE DETAILS RELATING TO DEPOSITS, COVERED UNDER CHAPTER V OF THE ACT

During the year under review, the Company has not accepted any deposits from the public as per Section 73 of the Companies Act, 2013 read with the Companies (Acceptance of Deposits) Rules, 2014.

INITIAL PUBLIC OFFERING PROPOSAL

During the period under review the Company has filed Draft Red Herring Prospectus (DRHP) with IRDAI and SEBI on July 27, 2018 for offering 49,58,98,076 equity shares to the public through Initial Public Offering (IPO). Accordingly, SEBI vide its final observation letter dated November 02, 2018 and IRDAI vide its in-principal approval letter November 16, 2018 approved the DRHP of the Company subject to fulfilment of certain terms and conditions mentioned therein.

Further in terms of the SEBI letter, the Company shall open the proposed issue within a period of 12 months from the date of issuance of the said letter.

CORPORATE SOCIAL RESPONSIBILITY (CSR) INITIATIVES

At PNB MetLife, Corporate Social Responsibility (CSR) is a vital pillar which will help us establish a bond between our community and our stakeholders.

Our CSR journey began in the year 2014, when we undertook initiatives, on multiple thrust areas of education, health, livelihood, sanitation, nutrition and sports. For our CSR programs, we have been primarily focussing on – Financial Inclusion; Health Initiatives; Education and Vocational Training; Disaster Relief and Rehabilitation Activities; Promotion of nationally recognized sports and Insurance Awareness.

In order to create impact on the communities we serve, we have aligned our CSR activities as follows:

Damini

PNB MetLife's CSR initiative – Damini is in line with its overall brand ethos – 'Milkar Life Aage Badhayein' and focuses on creating intervention across various life stages from Girl to Women. Under this initiative, we broadly support -

- **Girl Child Education:** We have on boarded Nanhi Kali NGO, an initiative by K.C. Mahindra Education Trust, to support the education of underprivileged girl children. As on 31st March 2019, we have provided education to 2,000 Nanhi Kalis from across 60 locations in Moga (Punjab) and Varanasi (Uttar Pradesh) and have employed 75 local women as part-time teachers. As a part of this program, further 305 children will be provided education from across 10 locations in Varanasi.
- **Women Empowerment or 'Sakhi Swavalamban' program:** We have conducted skill development training and financial literacy awareness programs for 748 women from 80 villages across the Varanasi district. This activity was carried on with help of our execution partner - Drishtee Foundation. As on 31st March 2019, we have conducted 305 such training programs. We have also inaugurated 'Sakhi Livelihood Center' at Varanasi, which serves as a counselling cum training hub for the women beneficiaries under Sakhi Swavalamban program, to enable them to engage in promotions, sales and marketing of rural products.
- **Awareness on Sanitation and Personal Hygiene:** Under this program, in association with Goonj NGO, we conduct awareness programs on menstrual health and hygiene across Kolar, Koppal and Raichur in Karnataka and Udaipur in Rajasthan. As on 31st March 2019, 2,811 have been benefitted through this program. Further, 3,189 women will be benefitted through this program across villages of Karnataka and Rajasthan.
- **Awareness Camps on Sexual Abuse among Children:** We have tied-up with Covenant Social Service to conduct sessions at schools across Pune (Maharashtra) for Stop Saram initiative. This initiative aims to spread awareness on sexual abuse among children. As on 31st March 2019, 649 children from across three schools in Pune have been benefitted through this initiative. Further, we plan to conduct these awareness program in 12 more schools in Pune.
- **Higher education to girls from Paraplegic Rehabilitation Center (PRC):** During FY2018-19, we have supported higher education of 2 girls from PRC (Pune, Maharashtra), by sponsoring their 2nd year MBA course fees. We also supported the para badminton players from PRC by providing sponsorships at two such badminton tournaments.

PNB MetLife Junior Badminton Champion (JBC)

PNB MetLife Junior Badminton Championship (JBC) is an annual property of the Company, which aims to take Badminton to

grassroots. Through this initiative we aim to promote health and fitness among consumers by conducting nation-wide badminton tournaments involving under-privileged children. CRY NGO is our execution partner for JBC initiative.

During FY2018-19, we provided coaching and training on badminton to 64 underprivileged children from across the country to participate in the Junior Badminton Championship 4 (JBC 4). Out of this 64 children, 16 children were provided with an annual sponsorship to pursue Badminton.

We have initiated pre-event activities for Junior Badminton Championship 5 (JBC 5) tournament, which is scheduled to be organized during June 2019. During FY2018-19, 3500 under-privileged children participated for the friendly matches across Delhi, Mumbai, Bangalore, Chennai and Kolkata. 100 selected children from this group have been undergoing coaching and training to participate in JBC 5. Further the top 32 children from the JBC 5 tournament will be provided with one-year scholarships to pursue Badminton.

Apart from the activities under Damini and JBC initiatives, during FY2018-19, we have also contributed to Chief Minister's relief fund for Kerala flood victims.

CSR Spends:

An amount of Rs. 3.95 crore has been paid / provided for on various CSR activities as approved by the CSR Committee and the Board during the Financial Year, as against the budgeted amount of Rs. 3.96 crore. During the year the Company was unable to spend the budgeted amount on CSR as per Section 135 the unspent budget amount of Rs. 0.01 crores on account of:

- Delay in identifying an appropriate space for setting up a Livelihood Centre by Drishtee NGO at Varanasi, which was set up in March 2019. On account of this, the budgeted expenditure of Rs. 51,461 towards the furnishing of the centre couldn't be spent before 31st March 2019.
- This balance amount of Rs. 51,461 which has been rounded off to Rs. 0.01 crore, was spent during April 2019.

Below is a bifurcation of the overall CSR spend for FY 2018-19

	Amount (Cr.)
Previous Year's Balance	1.87
CSR budget for FY2018-19 on 2% avg. profit	2.09
TOTAL CSR BUDGET FOR FY 2018-19	3.96
Activities	Spend (Cr.)
Training and annual scholarship to underprivileged children for Badminton (JBC 4): CRY	0.50
Training to underprivileged children for Badminton (JBC 5): CRY	0.77
Sakhi Swabhlamban – Women empowerment through skill development training: Drishtee Foundation	0.65

Girl child education: Nanhi Kali	0.83
Awareness on Sanitation and Personal Hygiene for Women: Goonj	0.72
Paraplegic Rehabilitation Center - for higher education of 2 girls	0.10
Awareness on sexual abuse among children (Stop Saram Activity) : Covenant social service	0.05
Paraplegic Rehabilitation Center - for para badminton players	0.07
Chief minister's distress relief fund for Kerala flood victims	0.11
Admin Cost (capped up to 5% of the CSR budget)	
Charges for Management of CSR programme (Soulace)	0.08
Launch event of Damini and Nanhi Kali: Shobiz Experiential Communications Private Limited	0.06
TOTAL	3.95

The Annual report on CSR activities in accordance with the Companies (Corporate Social Responsibility Policy) Rules, 2014 is set out as 'Annexure C' forming part of the Directors Report.

PARTICULARS OF CONTRACTS OR ARRANGEMENTS WITH RELATED PARTIES

The particulars of contracts or arrangements with related parties in the prescribed Form AOC -2 are annexed herewith as "Annexure D". All the related party transactions have been entered into in the ordinary course of business of the Company and on arms-length basis.

The Company has a Board approved policy on related party transactions, which has been hosted on the website of the Company.

STATEMENT IN RESPECT OF ADEQUACY OF INTERNAL FINANCIAL CONTROLS WITH REFERENCE TO THE FINANCIAL STATEMENTS

The Company has established a governance framework and a control environment, commensurate with the size, scale and complexity of its operations. The corporate governance framework of the Company is based on an effective independent Board, separation of Board's supervisory role from the executive management and constitution of Board Committees, generally comprising a majority of independent/non-executive directors and chaired by independent directors to oversee critical areas. The Board committees are supported by executive committees to oversee at an operational level. All employees are bound by the Code of business conduct and ethics approved by the Board of Directors.

The Company has a reporting and review framework comprising quarterly reporting and review of audited financials and investment returns to regulators and shareholders. The financials prepared are audited by joint statutory auditors, and are reviewed by Audit Committee on a quarterly basis. They are also submitted to IRDAI. The Company has in place

adequate internal financial controls across all major processes with respect to financial statements. There are processes in place to continuously monitor the adequacy of such controls. Design assessment of controls as per annual plan for F.Y. 2018-19 have been performed and no material weaknesses were observed. The results of review were placed before the Audit Committee. The Company follows a strong 3 lines of defense model, wherein the business functions form the first line of defense, the compliance and risk functions form the second line of defense and the internal audit function forms the third line of defense. Internal audit team exercises independent control over operational and financial processes and significant internal audit observations and corrective actions thereon are presented to the Audit Committee of the Board. Investment operations are subject to concurrent audit certification on a daily basis.

IND AS IMPLEMENTATION

The International Accounting Standards Board (IASB) on November 2018 has deferred the effective date for IFRS 17 to January 2022. The Life Insurance Council and Institute of Actuaries of India have represented to IRDAI and Ministry of Corporate Affairs respectively, seeking deferment of the new accounting standards Ind-AS for the Insurance Industry till the time when it is implemented internationally

The Company has filed the pro-forma financial statements on a quarterly basis within prescribed timelines upto December 31, 2018, in compliance with Para 4 of IRDAI circular no. IRDA/F&A/ CIR/IFRS/038/03/2016 dated March 01, 2016. The pro-forma financial statements were prepared in accordance with guidance and format available in "Report of the Implementation group of Ind AS in Insurance Sector" issued by IRDAI through its circular no. IRDA/F&A/CIR/ACTS/ 262/12/2016 dated December 30, 2016.

ENTERPRISE RISK MANAGEMENT

The Company is committed to integrate and strengthen the role of risk management in business processes and decisions.

In compliance with the Corporate Governance Guidelines issued by IRDAI, the risk governance structure of the Company consists of

- the Board
- the Asset Liability Management and Risk Management Committee of the Board (ALMR)
- the Executive level Risk Management Committee (RMC) and its supporting committees.

The Charter of the ALMR is twofold

- This is a supervisory body to set up the Company's risk/reward objectives to formulate and implement optimal ALM strategies so as to meet these objectives,
- Lay down the Company's Risk Management Strategy

The Board approved Enterprise Risk Management policy ("the Policy") details assessment and control standards relating to the various individual risks. The Policy is aligned with COSO® framework and covers aspects related to:

- i) Financial Risk Management or Asset Liability Management ('ALM'): covering market risk, credit risk, liquidity risk and insurance risk
- ii) Operational Risk Management

The key objectives of the Policy are as follows:

- Determining the risk profile of the Company i.e. the aggregate level of risks that the Company has undertaken in pursuit of profitable business.
- Identification, measuring, monitoring and control of risk for the purpose of protecting the interests of key stakeholders.
- Enhancing the Company's ability to identify and pursue opportunities that offer attractive risk-adjusted returns by providing transparent, accurate and timely risk information.
- Embedding risk-based decision making in key management processes and fostering a culture of risk awareness.
- Limiting the Company's exposure to adverse outcomes through risk limits. The Company has established a comprehensive Risk Appetite Statement to achieve its strategic objectives operating within the agreed risk limits.
- Ensuring compliance with regulatory requirements.
- Focusing on ensuring that it possesses the appropriate capabilities and experience in managing and transferring risks.
- Minimizing reputational risk.

The risk management function is headed by the 'Chief Risk Officer' and is responsible for establishing sound risk management practices by proactively identifying, measuring, mitigating and monitoring the organization's risk exposures. The risk management framework of the Company is based on four guiding principles viz. 'Controlled Risk-Taking', 'Ownership, Accountability & Authority', 'Specialization' & 'Change Management'.

The Company's risk exposure could also be in the areas of adverse claims experience, shortfall in investment performance and high expense levels. Mitigation steps in each of these areas have been taken as below:-

- The Company's underwriting policy and implementation of the same are subject to continuous monitoring and review. Adequate and suitable reinsurance treaties are in force with internationally reputed and highly rated reinsurers.
- The investments of the Company are in accordance with IRDAI guidelines and as per the Investment Policy approved by the Investment Committee of the Board which stipulates appropriate risk exposures. For achieving the objectives, Credit, Liquidity and Market risks are evaluated on a continuous basis. The assets of the Company are invested in accordance with the requirements prescribed by the IRDAI.
- Expenses are continuously monitored to ensure that the expense levels are commensurate with the level of operations of the Company.

KEY POLICIES & FRAMEWORK

A. Corporate Social Responsibility (CSR) Policy

The Company has CSR policy in line with the provisions of Section 135 of the Companies Act, 2013 read with Schedule VII and the rules made thereunder, the CSR policy is uploaded on the website of the Company at <https://www.pnbmetlife.com/investor-relations/company-policies.html>

B. Whistle Blower Policy/Vigil Mechanism

The Company has a Whistle Blower policy in place which encourages its employees to report matters without the risk of subsequent victimisation. It provides a mechanism to employees and other persons dealing with the Company to report any instance of actual or suspected fraud, raise concerns internally about possible irregularities, governance weakness, financial reporting issues or other such matters. Access to the Chairman of the Audit Committee is also provided to the employees under the policy to report any matter as well as a direct hotline number to raise any concerns. During the time period April 2018 to March 2019, the Company received 5 whistle blower complaints of which all 5 have been disposed of and actions have been taken as per company's policies.

C. Remuneration Policy

In terms of the provisions of Section 178 (4) of the Companies Act, 2013 and IRDAI Corporate Governance Guidelines, the Company has policy on remuneration of Non- Executive Directors, Managing Director/CEO and Whole Time Directors and also Compensation Policy for its full time employees excluding the Managing Director/CEO and Whole Time Directors duly recommended by the Nomination and Remuneration Committee, and approved by the Board of Directors.

The aforesaid policies is placed on the website of the Company at <https://www.pnbmetlife.com/investor-relations/company-policies.html>

Further the disclosure as required to be made under IRDAI Guidelines on Remuneration of Non-Executive Directors and Managing Director/CEO/WTM is as under:

QUALITATIVE MEASURES

(i) Information relating to the design and structure of remuneration processes and the key features and objectives of remuneration policy

The Nomination & Remuneration Committee of the Board (NRC) oversees the remuneration aspects and the functions of NRC include reviewing and approving, on an annual basis, measures to carry out evaluation of Board and Director's performance; to determine, review and formulate on behalf of the Board the Company's policy on remuneration for the CEO, Executive Directors and Key Management Persons (KMPs); to scrutinize application and details for appointment as KMPs including doing independent reference checks and recommending their appointment; to review the talent management and succession process to ensure business continuity and roll out and administer any Share based employee benefit scheme including ESOP, ESPS, ESOS etc. as may be approved by the Shareholders of the Company and further subject to statutory and regulatory approvals including that of the Insurance Regulatory and Development Authority or such other body or authority as may be applicable.

The key principles guiding the design of the Company's compensation program are as follows:

Performance: Rewards are linked to organizational and individual performance against both qualitative and quantitative goals and objectives.

Values: Rewards are also linked to how employees go about their work or, more specifically, their demonstration of the PNB MetLife Values which are essentially the behaviours expected of the company's employees.

Market aligned: Reward opportunities are competitive with the external labour market in order to ensure parity. Market analysis should involve comparing jobs in the Company to similar jobs in similar companies in a recognized market survey.

Internal Equity: Reward opportunities are internally equitable, subject to the individual's experience, performance and other relevant factors.

Prudent Risk: Rewards, particularly in the form of incentive compensation, must not encourage excessive risk and should be based in part on the long-term performance outcomes of risks taken. Risk should always be taken within approved policies, limits and Organisation's ability to effectively identify and manage such risk.

Also, while designing the remuneration policy / processes, it is ensured that it is not only a proper balance between fixed pay and variable pay but is also based on performance as evaluated by the Board or the NRC and approved by the Board. The deterioration in the financial performance of PNB MetLife and the other parameters is considered by the NRC/ Board while deciding on the total amount of variable remuneration to be paid.

(ii) Description of the ways in which current and future risks are taken into account in the remuneration processes

PMLI policy ensures that the remuneration is in line with the overall enterprise risk framework of the organisation and also the variable pay schemes are designed to ensure applicability over a time period thereby covering the associated risks.

- The annual compensation is linked to achievement of predefined and Board approved financial parameters covering the Growth, Value metrics, Efficiency and Quality parameters of the organisation
- Significant component of the remuneration like Short term and Long Term incentives are spread across a certain time period and linked to financial performance of the company to take care of the inherent risk

Additionally, Incentive compensation awards (either cash or equity based) provided to any current or former employee may be reduced prospectively and/or retrospectively in the event of one or more of the following circumstances:

- It is determined that an employee has engaged in conduct, detrimental to PNB MetLife either through direct action or failure to act in carrying out his/her responsibilities;
- There is evidence of a serious breach of internal risk management or compliance procedures on the part of the employee;
- There is evidence of a serious breach of internal risk management or compliance procedure

PNB MetLife follows a compensation philosophy of pay for performance and aligns the company's compensation plans with its short and long term business strategies. Our compensation philosophy reinforces the company's pay for performance culture by making a material portion of total compensation variable and differentiating awards based on individual and company performance. Our performance management process requires goals to be defined on an annual basis with the evaluation having equal emphasis on 'What is achieved' and 'How it is achieved'. For senior management, the variable payouts are largely dependent upon the achievement of company's financial performance where each manager considers the performance during the annual pay for performance process and makes recommendations for each element of pay. Further, the financial metrics used for calculating bonus funding is approved by the Board.

(iii) Description of the ways in which the insurer seeks to link performance during a performance measurement period with levels of remuneration

QUANTITATIVE MEASURES

Disclosure	CEO
Number of MD/CEO/WTDs having received a variable remuneration award during the financial year	Nil
Number and total amount of sign on awards made during the FY	Nil
Details of guaranteed bonus, if any, paid as joining /signing bonus	
Total amount of outstanding deferred remuneration, split into cash, shares and share linked instruments and other forms	LTI Cash ^{1*} : Rs. 0.29 Crore Annual Bonus ^{2*} : Rs. 1.32 Crore
Total amount of deferred remuneration paid out in the FY	Nil
Breakup of amount of remuneration awarded for the FY to show fixed and variable, deferred and non-deferred	Fixed ³ : Rs. 2.10 Crore Variable : Nil Deferred : Non-deferred : Rs. 1.57 Crore

¹ Has not yet been paid. Was to be paid in March 2019, however on hold for requirement of IRDA approval

² Has not yet been paid. Was to be paid in March 2018, however on hold for requirement of IRDA approval

³ Fixed pay includes basic salary, Special Allowance, Taxable Reimbursements, Per diem, Special bonus, contribution to National Pension Scheme, Employer contribution to PF, Non-taxable reimbursement and value of perquisites

D. Prevention of Sexual Harassment at Workplace Policy

The Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013 provides protection against sexual harassment of women at workplace and for the prevention and redressal of complaints of sexual harassment. The Company has a laid down policy on sexual harassment at work place and has communicated to all its employees about the same. The Company believes in providing a safe working environment at the workplace. On an ongoing basis, the Company creates education & awareness amongst employees through training program/seminars, e-mail campaigns. Company has deployed a training module "Respect at Workplace" to create understanding amongst all employees on Mutual Respect and to practice Prevention of Sexual Harassment at Workplace

Disclosure under the sexual harassment of women at workplace (prevention prohibition and redressal) act, 2013

The summary of sexual harassment complaints received and disposed of during the year FY 2018-19:

- No. of complaints received: 4
- No of complaints disposed of: 4
- No of complaints Open / in process: 0

ADDITIONAL INFORMATION

Certificate of Registration

Pursuant to the provisions of the Insurance Laws Amendment Act, 2015, the process of annual renewal of Certificate of Registration issued to Insurers u/s 3 of the Insurance Act, 1938 has been dispensed with and Certificate of Registration issued in 2014, pursuant to our payment of relevant fees for FY 2019-20, continues to remain valid.

Dematerialisation of Equity Shares

The Company's equity shares are admitted on the records of National Securities Depository Limited and Central Depository Services (India) Limited ("CDSL"). Members may note that the Company, being an unlisted Company and considering the provisions of the Articles of Association read with the Insurance Act, 1938, as amended, has kept its ISIN with CDSL and NSDL under frozen/ suspended status.

CONSERVATION OF ENERGY & TECHNOLOGY ABSORPTION

In terms of Section 134(3)(m) of the Companies Act, 2013 read with rule 8 of the Companies (Accounts) Rules, 2014, require disclosure of certain specified information pertaining to conservation of energy, technology absorption, foreign exchange earnings and outgo in the Directors' Report, which is given as below:

a) Technology Absorption

Specific areas, in which R&D is carried out by the Company	Not applicable
Benefits derived as a result of the above R&D	Not applicable
Future plan of action	Blockchain / Robotic Process Automation / Artificial Intelligence and Cognitive Computing / Cyber Security/ Machine Learning
Expenditure on R&D	Not applicable
a) Capital	
b) Recurring	
c) Total	
d) Total R&D expenditure as a percentage of total turnover	
Technology absorption, adoption and innovation	
1. Efforts made towards technology absorption	<p>Major Initiatives Undertaken/ Completed are:</p> <ul style="list-style-type: none"> Revamped customer servicing portal/ Call centers Expansion of straight through processing Reengineered processes for customer and policy servicing Work in progress for robotics process automation for payouts, actuarial, medicals and group business processes Testing of optical Character Recognition (OCR) for medical reports Geo based tracking and lead allocation for sales Hyper converged infrastructure for Agility security and power conservation. Application for business update from front line to CEO. Work in progress for DL and ML model for propensity, prediction, behavior analytics and Data driven decision making.
2. Benefits derived as a result of the above efforts (eg product improvement, cost reduction, product development, import substitution and so on)	<p>Benefits derived in terms of process / product improvement / cost reduction include:</p> <ul style="list-style-type: none"> More than 80% of policy sourcing is in digital form Application form and physical BI printing replaced with digital format. Over 65% cases issued within 2 days of policy login. Online customer authentication Integration with Aadhaar Enhanced productivity with improved AHT's Elimination of manual trackers and dependency on multiple systems Robotic process automation improves productivity and TAT's within departments eg. Auto debit mandate updation, financial transactions. Work in progress for OCR based medical auto underwriting Real time business MIS, replacing emails and other forms of reporting.
In case of imported technology (imported during the last three years reckoned from the beginning of the financial year) –	Nil
i. The details of technology imported;	
ii. The year of import;	
iii. Whether the technology been fully absorbed;	
iv. If not fully absorbed, areas where absorption has not taken place, and the reasons thereof	
Expenditure incurred on Research and Development	Nil

b) Conservation of energy:
i) the steps taken or impact on conservation of energy

- Installation of Split Air Conditioned (AC) in lieu of centralised AC's in Branches. This way Only AC is switched on for a particular area and not for entire office.
- Gradual replacement of CFL light fixtures with LED light fixtures.

ii) the steps taken by the company for utilising alternate sources of energy and

- Pilot on running solar inverter underway in Meerut Branch.

iii) the capital investment on energy conservation equipment – NIL
c) Foreign Exchange Earning & Outgo

There is a foreign exchange outgo of Rs. 25.90 Crore during the year under review. The outgo consists of Rs. 14.35 Crore on account of reinsurance premium, Rs. 5.65 Crore on account of outsource service, Rs. 4.42 Crore on account of consultancy and Rs. 1.48 Crore on account of Information technology & other expenses.

SOLVENCY

The IRDAI requires life insurers to maintain a minimum Solvency Ratio of 150%. The Solvency Ratio is calculated as prescribed under Section 64VA of the Insurance Act, 1938 and the IRDA (Assets, Liabilities, and Solvency Margin of Insurers) Regulations, 2016. As compared to the minimum requirement of 150%, the Company's Solvency Ratio, as on March 31, 2019, was at 197%.

ISSUE OF EQUITY SHARES WITH DIFFERENTIAL RIGHTS, SWEAT EQUITY, ESOP

NIL

NUMBER OF MEETINGS OF THE BOARD

The Board of Directors met eight times during the year. Detailed information about dates of meetings and attendance of Directors thereat is given in Corporate Governance Report, forming part of this Directors Report.

DETAILS OF COMMITTEES OF BOARD

At present the Board has following nine (9) committees:

- Audit Committee
- Nomination and Remuneration Committee
- Stakeholders Relationship Committee
- Corporate Social Responsibility
- Policyholders' Protection Committee
- Investment Committee
- ALM & Risk Management Committee
- With Profits Committee
- IPO Committee

The composition of the Committees and relative compliances are in line with the applicable provisions of the Companies Act, 2013, SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 and IRDAI Corporate Governance Guidelines. Details of terms of reference of the Committees, Committees' Membership and attendance at meetings of the Committees are provided in the Corporate Governance Report.

SECRETARIAL STANDARDS

The Directors state that applicable Secretarial Standards, i.e. SS-1 and SS-2, relating to 'Meetings of the Board of Directors' and 'General Meeting', respectively, have been duly followed by the Company.

CORPORATE GOVERNANCE REPORT

The Corporate Governance philosophy of the Company is to comply with not only the statutory requirements, but also to voluntarily formulate and adhere to a strong set of corporate governance practices which includes code of business conduct, corporate ethics, values, risk management etc. It has been our constant endeavour to enhance the economic value, trust and confidence of all the stakeholders through good corporate governance practices. A report on compliance with Corporate Governance Guidelines issued by IRDAI is contained as 'Annexure E' along with the Certificate from the Company Secretary of the Company.

ADDITIONAL DISCLOSURES UNDER CORPORATE GOVERNANCE GUIDELINES

In response to point no. 9 "Disclosure Requirements" of CORPORATE GOVERNANCE GUIDELINES FOR INSURANCE COMPANIES, following are the additional disclosures:

(i) Quantitative & qualitative information on the insurer's financial and operating ratios, namely, incurred claim, commission and expenses ratios :-

Particulars	Year ending March, 2019	Year ending March, 2018
(1) Claims Ratio :		
a. Claims as % of Gross Premium (Claims does not include Surrender, Annuity, Maturity, Health and Survival Benefits)	7.3%	8.0%
b. Surrender, Annuity, Maturity, Health, Survival and other benefits as % of Gross Premium	35.1%	47.5%
(2) Commission Ratio :		
a. New Business Commission as a % of New Business Premium	10.6%	11.2%
b. Total Commission as a % of Gross Premium	5.2%	5.5%
(3) Expenses Ratio :		
a. Operating Expenses (excluding commission) as a % of Gross Premium	19.0%	20.6%
b. Ratio of expenses of management (Commission + Operating Expenses) /Gross Premium	24.2%	26.1%

(ii) Actual Solvency margin details vis-à-vis the required margin: -

Particulars	Year ending March, 2019	Year ending March, 2018
Actual	1.97	2.02
Required	1.50	1.50

(iii) Persistency Ratio

Persistency ratio is furnished as a part of the financial statements- Refer 'Accounting ratios' note 3.19 of Schedule 16 of financial statements

(iv) Financial performance including growth rate and current financial position of the insurer: -

Covered under Financial Results section of this Report.

(v) A description of the risk management architecture: -

Forms part of the Management Report

(vi) Details of number of claims intimated, disposed of and pending with details of duration: -

Death Claims Summary	March 2019	March 2018
Claims Outstanding at start of year	14	112
Claims intimated	5840	5291
Claims settled	5677	5021
Claims repudiated	177	368
Claims Written Back	-	-
Claims Outstanding from date of intimation at end of the year	-	14
Ageing of Claims O/S from date of inception at end of year		
Less than 3 month	-	6
3 months and less than 6 months	-	7
6 months and less than 1 year	-	1
1 year and above	-	-
Total	-	14

(vii) Elements of Remuneration (including incentives) for Key Managerial Personnel as per Corporate Governance guidelines 2016

(Rs. in Crore)

Elements of Remuneration	CEO	KMP*	Total
Basic	0.82	5.52	6.35
Non-taxable Reimbursement	0.01	0.11	0.12
Bonus	1.35	5.38	6.73
Retirals (PF + NPS)	0.11	0.78	0.89
Other Allowances (incl. HRA etc.)	1.16	7.41	8.57
LTI	0.23	1.21	1.44
Total	3.68	20.41	24.09

*KMP numbers excluding the CEO remuneration

*KMP details included as defined in IRDAI Corporate Governance guidelines 2016

DIRECTORS' RESPONSIBILITY STATEMENT

In accordance with the requirements of Section 134(5) of the Companies Act, 2013, the Board of Directors confirm the following:

- that in preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures;
- that the directors have selected such accounting policies and applied them consistently and made judgements and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as on March 31, 2019 and of the profit or loss of the Company for the year ended March 31, 2019;
- that the directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- that the directors have prepared the annual accounts on a going concern basis and

- 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.

ACKNOWLEDGEMENTS

The Directors are grateful for the support, guidance and the co-operation received from the Securities and Exchange Board of India, Insurance & Regulatory Authority of India and Life Council. The Directors also wish to express their gratitude to its shareholders for their continued trust and support.

The Directors also take this opportunity to thank all Financial Advisors, Corporate Agents, Bank partners, Brokers and other business associates and the employees for their continued support during the year.

The Directors would also like to take this opportunity to express sincere thanks to its valued customers and policyholders for their continued patronage.

For and on behalf of the Board of Directors

Kishore Ponnaveolu
Chairman
(DIN: 08226069)

Place: Mumbai
Date: May 10, 2019

ANNEXURE-A

FORM MR 3

SECRETARIAL AUDIT REPORT

FOR THE FINANCIAL YEAR ENDED 31ST MARCH 2019

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

To,
The Members,
PNB Metlife India Insurance Company Limited
U66010KA2001PLC028883
Unit No. 701, 702 & 703, 7th Floor,
West Wing Raheja Towers, 26/27 M G Road,
Bangalore - 560001

We have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices, under the Companies Act, 2013, by PNB Metlife India 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 authorized representatives during the conduct of Secretarial Audit, We hereby report that in our opinion, the company has, during the audit period covering the financial year ended on 31st March 2019, has complied with the statutory provisions listed hereunder and also that the Company has proper Board processes and compliance mechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

We have examined the books, papers, minute books, forms and returns filed and other records maintained by the Company for the financial year ended on 31st March 2019 according to the provisions of:

- i. The Companies Act, 2013 (the Act) and the rules made thereunder;
- ii. The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the rules made thereunder – to the extent applicable to an unlisted Company;
- iii. The Depositories Act, 1996 and the Regulations and Bye-laws framed thereunder;
- iv. Foreign Exchange Management Act, 1999 and the rules and regulations made thereunder to the extent of Foreign Direct Investment, Overseas Direct Investment and External Commercial Borrowings;
- v. Securities and Exchange Board of India Act, 1992('SEBI Act.') and the regulations framed thereunder to the extent of its applicability to an unlisted Company;
- vi. Other laws applicable to the Company namely:
 1. The Insurance Act, 1938;

2. Insurance Regulatory and Development Authority Act, 1999 and the regulations framed thereunder as amended from time to time;
3. Reserve Bank of India Act, 1934 and the rules, regulations, directions and orders made thereunder;
4. The Contract Labour (Regulation and Abolition) Act, 1970 and its central Rules /Concerned State Rules;
5. The Employees' Provident Fund and Miscellaneous Provisions Act, 1952 & EPF, FPF Schemes;
6. The Maternity Benefit Act, 1961 & its Rules;
7. The Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013;

We have also examined compliance with following:

- i. Secretarial Standards issued by The Institute of Company Secretaries of India;
- ii. The Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 – to the extent applicable to an unlisted Company;
- iii. SEBI (Prohibition of Insider Trading) Regulations, 2015 as amended from time to time - to the extent applicable to an unlisted Company;

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

We further report that

- I. The Board of Directors of the Company is duly constituted. 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.
- II. Adequate notice is given to all Directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance, and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting.
- III. Majority decision is carried through while the dissenting members' views, if any, are captured and recorded as part of the minutes.
- IV. We further report that based on review of compliance mechanism established by the Company and on the basis of the Compliance Certificate(s) issued by the Chief Compliance Officer and Managing Director and reported by the Company Secretary to the Board of Directors at

their meeting(s), we are of the opinion that the management has adequate systems and processes commensurate with its size and operations, to monitor and ensure compliance with all applicable laws, rules, regulations and guidelines.

We further report that the Company has decided to list its shares and has filed the Draft Red Herring Prospectus with The Securities and Exchange Board of India ("**SEBI**") on July 27, 2018 and has not carried any major actions viz., Public issue, Rights issue, redemption/ buy back of shares, merger/ amalgamation/ reconstruction or foreign collaboration.

This report to be read with our letter of even date which is annexed as Annexure A and forms an integral part of this report

For BMP & Co
Company Secretaries

Pramod S M
Partner
FCS 7834 /
CP No. 13784

Place: Bangalore,
Date: May 10, 2019

'Annexure A'

To,
The Members,
PNB Metlife India Insurance Company Limited
U66010KA2001PLC028883
Unit No. 701, 702 & 703, 7th Floor,
West Wing Raheja Towers, 26/27 M G Road,
Bangalore - 560001

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 as opinion on these secretarial records based on my audit.
2. We have followed the audit practices and process as were appropriate to obtain reasonable assurance about the correctness of the contents of the Secretarial records. The verification was done on test basis to ensure that correct facts are reflected in secretarial records. We believe that the processes and practices, we followed provide a reasonable basis for my opinion.
3. We have not verified the correctness and appropriateness of financial records and Books of Accounts of the Company.
4. Where ever required, we have obtained the Management representation about the compliance of laws, rules and regulations and happening of events etc.
5. The compliance of the provisions of Corporate and other applicable laws, Rules, Regulations, standards is the responsibility of management. Our examination was limited to the verification of procedures on test basis.
6. The Secretarial Audit report is neither an assurance as to the future viability of the Company nor of the efficacy or effectiveness with which the management has conducted the affairs of the Company.
7. We further report that, based on the information provided by the Company, its officers, authorized representatives during the conduct of the audit and also on the review of quarterly compliance report by the respective departmental heads/Company Secretary/Managing Director taken on record by the Board of the Company, in our opinion adequate systems and process and control mechanism exist in the Company to monitor compliance with applicable general laws.
8. We further report that the Compliance by the Company of applicable Financial laws like Direct & Indirect tax laws has not been reviewed in this audit since the same has been subject to review by the statutory financial audit and other designated professionals.

For BMP & Co
Company Secretaries

Pramod S M
Partner
FCS 7834 /
CP No. 13784

Place: Bangalore,
Date: May 10, 2019

Particulars of Employees as per provisions of Section 197 read with Rule 5 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014

Sr. No.	Name	Designation	Last Fiscal Year total remuneration	Nature of employment	Educational Qualification	Experience (Years)	Date of Joining	Age	Last Employment	No. of equity Shares
1.	Ashish Kumar Srivastava	Managing Director & CEO	3,56,79,469	Full time	PGPM	27	01-Jul-13	53	Ireland Blyth Limited, Mauritius	NIL
2.	Sameer Bansal	Chief Distribution Officer	2,64,72,699	Full time	PGDM	22	01-Feb-07	44	Bharti Axa Life Insurance	NIL
3.	Dinakar P K	Appointed Actuary	1,96,43,878	Full time	Post Graduate and Fellow	28	31-Jul-13	52	Aegon Religare Life Insurance Company Ltd.	NIL
4.	Vijaya Sanjay Nene	Director & Head - Operations & Services	1,86,87,724	Full time	PGDM	28	12-Jan-06	52	Birla Sunlife Insurance	NIL
5.	Sanjay Kumar	Chief Investment Officer	1,81,48,263	Full time	MBA	23	01-Feb-08	49	KPMG	NIL
6.	Samrat Ashim Das	Chief Information Officer	1,35,58,124	Full time	MBA	22	18-Apr-16	47	TATA AIA Life Insurance Co. Ltd.	NIL
7.	Agnipushp Singh	Head - Legal & Board Affairs	1,20,82,842	Full time	LLB	19	05-May-17	44	DBOI Global Services Private Limited	NIL
8.	Hemant Khara	Head - Employee Benefits, Alliances & Sales Training	1,11,45,185	Full time	CA	23	03-Dec-12	47	Aviva Life Insurance Company India Ltd.	NIL
9.	Khalid Ahmad#	Associate Deputy Director & Head - Products	1,08,04,897	Full time	PGDM	15	01-Sep-15	39	Reliance Nippon Life Insurance	NIL
10.	Shishir Vijaykumar Agarwal	Director HR	1,06,34,771	Full time	PGDPMIR	24	02-May-18	49	Shell India Markets Pvt Ltd	NIL
11.	Bhawani Singh Pathania*	Director & Head - Direct, Agency & Alternate	1,21,88,512	Full time	PGDBM	20	01-Apr-15	44	ICICI Prudential Life Insurance Company Limited	NIL
12.	Niraj Ashwin Shah*	Chief Financial Officer	1,85,67,513	Full time	PGDBM + CA	21	04-May-15	44	ICICI Prudential Life Insurance Company Limited	NIL

*Ceased to be the employee of the Company as on March 31, 2019.

Appointed as Interim Chief Financial Officer w.e.f. February 15, 2019 and subsequently as Chief Financial Officer w.e.f. April 01, 2019.

ANNEXURE - C

Annual Corporate Social Responsibility (CSR) Report for the FY 2018-19

1) CSR POLICY

PNB MetLife believes in corporate citizenship and is committed towards development of the disadvantaged and underprivileged communities in the needy locations of the country. The Company began its CSR initiatives in the year 2014 with its programmes in Education, Healthcare, Nutrition, Sanitation and Promotion of Sports in alignment with the CSR mandate under Section 135 of the Companies Act, 2013.

Post three years of successful CSR implementation, the Company decided to revamp its CSR approach to take up focussed programmes in few thrust areas, which are impactful and sustainable. Thus it was decided by the Board during the meeting held on August, 2018, to launch 'Damini', under which there are key CSR initiatives, that focuses on creating intervention across various life stages from Girl Child to Women. Under Damini, the Company supports the following initiatives:

- **Girl Child Education:** The Company, in association with Nanhi Kali NGO supports the education of 2000 children at Moga (Punjab) and Varanasi (Uttar Pradesh). Continuing the momentum, further 305 children will be supported at Varanasi in the new curriculum.
- **Women Empowerment or 'Sakhi Swavalamban' program:** The Company has partnered with Drishtee NGO for skill development training and financial literacy awareness programs. 748 women from 80 villages across the Varanasi district has benefitted from this initiative. The Company has also inaugurated 'Sakhi Livelihood Center' at Varanasi, which serves as a counselling cum training hub for engaging in promotions, sales and marketing of rural products.
- **Awareness on Sanitation and Personal Hygiene:** Under this program, the Company in association with Goonj NGO conducts awareness programs on menstrual health and hygiene. As on 31st Mar 2019, 2,811 women from the states of Karnataka and Rajasthan have been benefitted through this program. Further, as a part of this initiative, 3,189 women will be benefitted.
- **Awareness Programs to Children on Sexual Abuse:** The Company has partnered with Covenant Social Service to support 'Stop Saram' initiative, which conducts awareness sessions on sexual abuse among children at the schools in Pune. As on 31st Mar, 2019, 649 children from across 3 schools at Pune have been benefitted from this initiative. Further, sessions

at 12 more schools at Pune are scheduled to be conducted.

- **Higher Education to girls from Paraplegic Rehabilitation Center (PRC):** The Company has supported the higher education of 2 girls from PRC by sponsoring their 2nd year MBA fees. The Company also extended their support to PRC Badminton Players by facilitating the 3rd Para National Archery Championship 2019, Rohtak and the 3rd National Para Badminton Championship 2019 at Udham Singh Nagar, Uttarakhand.

We continued our support to promote Badminton to nurture fresh talent through JBC 4 (PNB MetLife Junior Badminton Championships) which has given exposure and training to underprivileged children, who are promising players for competing in national and international tournaments. 16 winners from JBC 4 have been provided with annual sponsorship to pursue Badminton. Also, currently 100 shortlisted children have been undergoing Badminton coaching and training for the upcoming JBC 5 tournament, which is scheduled during June 2019. Top 32 children from JBC 5 will be further provided with annual sponsorships to pursue Badminton.

2) CSR COMMITTEE MEMBERS

As on March 31, 2019, the Company's CSR Committee comprised of Three (3) directors including one Independent Directors, being the Chairman of the Committee. The composition of the Committee as of March 31, 2019 is below:

- Mr. Sunil Gulati (Independent Director and Chairman of the CSR Committee)
- Mr. Erach Kotwal
- Mr. Surbhit Dabriwala

3) Average net profit of the Company for last three financial years: Rs. 104.27 Crore

4) Prescribed CSR expenditure (2 percent of last three years average profit): Rs. 2.09 Crore

5) Carry forward from last budget – Rs. 1.87 Crore

6) Total CSR budget for 2018-19 – (what got approved) - Rs. 3.96 Crore

7) Details of the CSR expenditure during the financial year:

- Total amount to be spent: Rs. 3.96 Crore
- Amount spent: Rs. 3.95 Crore*

- Manner in which the amount was spent during FY2018-19 is detailed below:

Rs. in Crore

Sr. No.	Project/Activities	Sector	Locations (States and Districts)	Amount Outlay (Budget) Project or program wise	Amount spent on the project or programs	Cumulative expenditure upto reporting period
1.	Girl Child Education (Nanhi Kali)	Education	Moga (Punjab) and Varanasi (Uttar Pradesh)	0.83	0.83	0.83
2.	Women Empowerment (Drishtee)	Livelihood	Varanasi (Uttar Pradesh)	0.65	0.65	0.65
3	Hygiene and Sanitation Awareness for Women (Goonj)	Health & Hygiene	Kolar, Koppal, Raichur (Karnataka) & Udaipur (Rajasthan)	0.72	0.72	0.72
4.	Promotion of Badminton in India – JBC 4 (CRY)	Sports	All India Initiative	0.50	0.50	0.50
5.	Promotion of Badminton in India – JBC 5 (CRY)	Sports	All India Initiative	0.77	0.77	0.77
6.	Higher Education to Girls (PRC)	Education	Pune (Maharashtra)	0.10	0.10	0.10
7.	Support to Para Badminton Players (PRC)	Sports	Pune (Maharashtra)	0.07	0.07	0.07
8.	Awareness on Sexual Abuse among children (Covenant)	Education	Pune (Maharashtra)	0.05	0.05	0.05
9.	Donation towards Kerala flood relief (Chief Minister's Distress Relief Fund)	Relief Fund	Kerala	0.11	0.11	0.11
10.	Charges for Management of CSR programme (Soulace)	NA	NA	0.08	0.08	0.08
11.	Launch program of Nanhi Kali and Drishtee project at Varanasi (Showbiz)	NA	NA	0.06	0.06	0.06
	TOTAL			3.96	3.95	3.95

*During the year the Company had unspent the budgeted amount on CSR as per Section 135 of the Companies Act, 2013, the unspent budget amount of Rs. 0.01 crores on account of delay in execution of setting up a Livelihood Centre by Drishtee NGO at Varanasi, which was set up in March 2019. On account of this, the budgeted expenditure of Rs. 51,461 towards the furnishing of the centre couldn't be spent before 31st March 2019.

This balance amount of Rs. 51,461 which has been rounded off to Rs. 0.01 crore, was spent during April 2019.

As on the date of this report, entire CSR amount budgeted to be spent during FY 2018-19, has been spent.

8) RESPONSIBILITY STATEMENT OF THE CSR COMMITTEE

The implementation and monitoring of the CSR Policy, is in compliance with CSR objectives and Policy of the company.

Mr Sunil Gulati

Chairman – CSR Committee
(DIN: 00016990)

Mr. Ashish Kumar Srivastava

Managing Director & CEO
(DIN: 00355075)

Date: May 10, 2019

Place: Mumbai

ANNEXURE -D

AOC-2

Related Party Transactions Statement for the year ended March 31, 2019

1. **Contracts or arrangements or transactions NOT at arm's length basis - NIL**
2. Material contracts or arrangements or transactions at arm's length basis and in ordinary course of business

A) MetLife International Holdings, LLC – Shareholder

Name of the related party and nature of relationship	MetLife International Holdings, LLC – Shareholder
Nature of contracts / arrangements / transactions	<ol style="list-style-type: none"> a) Usage of trademark "Snoopy" b) Reimbursement of expenses such as employee cost, Information technology, travel, etc. c) As per Companies Act 2013, expenses incurred in connection with the proposed IPO to be recovered from the IPO proceeds.
Duration of the contracts/arrangements/ transactions	<ol style="list-style-type: none"> a) From January 2008 till December 2019. Agreement renewed from January 2018 to December 2019 b) Ongoing c) Till the completion of the proposed listing formalities
Salient terms of the contracts or arrangements or transactions including the value and date of approval by the Board, if any	<ol style="list-style-type: none"> a) Usage of trademark "Snoopy" <ul style="list-style-type: none"> - Worldwide license availed by MetLife enabling MetLife, its affiliate and associate companies to use the peanut characters in their branding and marketing activities. - license fee is apportioned amongst various entities appropriately. From January 2018 onwards, the license fee is not being charged to PNB MetLife - peanut license fee – Rs. (0.08) Crore b) Reimbursement of expenses: <ul style="list-style-type: none"> - Employee cost: Rs. 5.64 Crore - Travel & Others: Rs. 0.40 Crore - Conference expense (payable): NIL c) IPO share of expenses - Rs. 6.95 Crore as per agreed ratio. Approved on November 30, 2018
Amount paid as advances, if any:	NIL

B) Punjab National Bank – Shareholder & Corporate Agent

Name of the related party and nature of relationship	Punjab National Bank – Shareholder & Corporate Agent
Nature of contracts / arrangements / transactions	<ul style="list-style-type: none"> a) Payment of commission as per Corporate Agency agreement. b) Investment in the ordinary course of business in the Equity shares/Fixed Deposit (FD) / Bonds in line with the investment philosophy of the Company and dividend earned thereon. c) Current account balance/FD with the bank and interest earned thereon. d) Bank charges levied in the normal course of business e) Receipt of premiums/payment of claims in respect of group policies f) As per Companies Act 2013, expenses incurred in connection with the proposed IPO to be recovered from the IPO proceeds. g) Bank Guarantee issued on behalf of the company h) Rewards and recognition payment relating to earlier years fulfilment
Duration of the contracts/arrangements/ transactions	<ul style="list-style-type: none"> a) From 14th October, 2011 onwards, unless terminated by either party as per the terms & conditions of the agreement. b) Ongoing c) Ongoing d) Ongoing e) Ongoing f) Till the completion of the proposed listing formalities g) Ongoing h) Ongoing
Salient terms of the contracts or arrangements or transactions including the value and date of approval by the Board, if any	<ul style="list-style-type: none"> a) Commission as per the Corporate Agency Agreement <ul style="list-style-type: none"> - Agreement entered into in ordinary course of business - Commission terms as per product File and Use documents filed with IRDAI - Expenses incurred: Rs. 166.47 cr b) Investment in equity shares / FD / Bonds <ul style="list-style-type: none"> - In line with the investment philosophy of the Company - purchased from the market at market rates in the ordinary course of business - FD/Bonds: Rs. 25.03 cr - Interest /Dividend earned: Rs. 2.06 cr c) FD/current account balance with the bank and interest earned thereon. <ul style="list-style-type: none"> - Current account/FD balance: Rs. 116.43 cr - Interest /Dividend earned: Rs. 0.03 cr d) Bank charges levied in the normal banking transactions <ul style="list-style-type: none"> - Expenses incurred: Rs. 0.62 cr e) Claims expense in respect of group policies: <ul style="list-style-type: none"> - Expenses incurred: Rs. 0.01 cr f) IPO share of expenses – Rs. 3.50 cr as per the agreed ratio. Approved on November 30, 2018 g) Bank guarantee issued <ul style="list-style-type: none"> - Bank guarantee of Rs. 25 lakh has been issued by PNB to UIDAI towards availment of Aadhar authentication services h) Rewards and recognition – Rs. 11.75 cr (Approved on August 10,2018)
Amount paid as advances, if any:	NIL

C) Jammu & Kashmir Bank Limited – Shareholder & Corporate Agent

Name of the related party and nature of relationship	Jammu & Kashmir Bank Limited – Shareholder & Corporate Agent
Nature of contracts/arrangements/transactions	a) Payment of commission as per the Corporate Agency Agreement b) Receipt of premium/ payment of claims in respect of mortgage protection plans for the customers of Jammu & Kashmir Bank Limited offered under a group policy. c) FD / current account balance with the Bank / interest earned thereon d) Bank charges levied in the normal course of business
Duration of the contracts/arrangements/ transactions	a) From 01/04/13 till 31/03/2022, agreement renewed from 01/04/19 to 31/03/2022 b) Ongoing c) Ongoing d) Ongoing
Salient terms of the contracts or arrangements or transactions including the value and date of approval by the Board, if any	a) Commission as per the Corporate Agency agreement <ul style="list-style-type: none"> - Agreement entered into in ordinary course of business - Commission terms as per product File and Use document filed with IRDAI - Expenses incurred: Rs. 24.31 cr b) Receipt of premium/ payment of claims in respect of mortgage protection plans for the customers of Jammu & Kashmir Bank Limited offered under a group policy. <ul style="list-style-type: none"> - Agreement entered into in ordinary course of business - Premium received: Rs. 2.98 cr - Claims settled: Rs. 0.90 cr c) Fixed Deposits/current account balance with the bank and interest earned thereon. <ul style="list-style-type: none"> - Current account balance: Rs. 27.82 cr d) Bank charges levied in the normal banking transactions <ul style="list-style-type: none"> - Expenses incurred: Rs. 0.02 cr
Amount paid as advances, if any:	NIL

D) Elpro International Ltd– Shareholder

Name of the related party and nature of relationship	Elpro International Ltd– Shareholder
Nature of contracts/arrangements/transactions	As per Companies Act 2013, expenses incurred in connection with the proposed IPO to be recovered from the IPO proceeds.
Duration of the contracts/arrangements/ transactions	Till the completion of the proposed listing formalities
Salient terms of the contracts or arrangements or transactions including the value and date of approval by the Board, if any	IPO share of expenses – Rs. 3.67 cr as per the agreed ratio. Approved on November 30, 2018

E) IGE India Pvt. Ltd.– Shareholder

Name of the related party and nature of relationship	IGE India Pvt.. Ltd.– Shareholder
Nature of contracts/arrangements/transactions	As per Companies Act 2013, expenses incurred in connection with the proposed IPO to be recovered from the IPO proceeds.
Duration of the contracts/arrangements/ transactions	Till the completion of the proposed listing formalities
Salient terms of the contracts or arrangements or transactions including the value and date of approval by the Board, if any	IPO share of expenses – Rs. 0.92 cr as per the agreed ratio. Approved on November 30, 2018

F) M.Pallonji & Company Pvt Ltd.– Shareholder

Name of the related party and nature of relationship	M.Pallonji & Company Pvt Ltd– Shareholder
Nature of contracts/arrangements/transactions	As per Companies Act 2013, expenses incurred in connection with the proposed IPO to be recovered from the IPO proceeds.
Duration of the contracts/arrangements/ transactions	Till the completion of the proposed listing formalities
Salient terms of the contracts or arrangements or transactions including the value and date of approval by the Board, if any	IPO share of expenses – Rs. 4.99 cr as per the agreed ratio. Approved on November 30, 2018

G) Federal Bank Ltd – Company in which a director is a member or director (Directorship- Abhaya Prasad Hota)

Name of the related party and nature of relationship	Federal bank Ltd
Nature of contracts/arrangements/transactions	Investment in the ordinary course of business in the Equity shares/ Fixed Deposit (FD) / Bonds in line with the investment philosophy of the Company and dividend earned thereon.
Duration of the contracts/arrangements/ transactions	On going
Salient terms of the contracts or arrangements or transactions including the value and date of approval by the Board, if any	Investment in equity shares / FD / Bonds In line with the investment philosophy of the Company. Purchased from the market at market rates in the ordinary course of business. - Investment in equity: Rs. 0.87 cr - Dividend income: Rs. 0.01 cr

H) Whirlpool of India Ltd - Company in which a director is a member or director (Directorship-Sonu Bhasin)

Name of the related party and nature of relationship	Whirlpool of India Ltd
Nature of contracts/arrangements/transactions	Investment in the ordinary course of business in Equity shares/Fixed Deposit (FD) / Bonds in line with the investment philosophy of the Company and dividend earned thereon.
Duration of the contracts/arrangements/ transactions	On going
Salient terms of the contracts or arrangements or transactions including the value and date of approval by the Board, if any	Investment in equity shares / FD / Bonds in line with the investment philosophy of the Company. Purchased from the market at market rates in the ordinary course of business. - Investment in equity: Rs. 1.69 cr - Dividend income: Rs. 0.003 cr

I) Abbott India Ltd - Company in which a director is a member or director (Directorship- Anisha Motwani)

Name of the related party and nature of relationship	Abbott India Ltd
Nature of contracts/arrangements/transactions	Investment in the ordinary course of business in Equity shares/Fixed Deposit (FD) / Bonds in line with the investment philosophy of the Company and dividend earned thereon.
Duration of the contracts/arrangements/ transactions	On going
Salient terms of the contracts or arrangements or transactions including the value and date of approval by the Board, if any	Investment in equity shares / FD / Bonds in line with the investment philosophy of the Company. Purchased from the market at market rates in the ordinary course of business. - Investment in equity: Rs. 1.43 cr - Dividend income: Rs. Nil

J) Berger Paints India Ltd. - Company in which a director is a member or director (Directorship- Sonu Bhasin)

Name of the related party and nature of relationship	Berger Paints India Ltd.
Nature of contracts/arrangements/transactions	Investment in the ordinary course of business in Equity shares/Fixed Deposit (FD) / Bonds in line with the investment philosophy of the Company and dividend earned thereon.
Duration of the contracts/arrangements/ transactions	On going
Salient terms of the contracts or arrangements or transactions including the value and date of approval by the Board, if any	Investment in equity shares / FD / Bonds in line with the investment philosophy of the Company. Purchased from the market at market rates in the ordinary course of business. - Investment in equity: Rs. 2.24 cr - Dividend income: Rs. 0.01 cr

ANNEXURE E**REPORT ON CORPORATE GOVERNANCE**

The Directors present the Company's Report on Corporate Governance for the year ended March 31, 2019.

COMPANY'S PHILOSOPHY ON CORPORATE GOVERNANCE

Your Company remains committed to transparency in all its dealings and places high emphasis on business ethics and principles. It strongly believes that good governance goes beyond working results and financial propriety and is a pre-requisite for attainment of excellence in performance. Your company adheres to the philosophy of ethical corporate behaviour and fairness in its dealings with all its stakeholders, comprising policyholders, banks, regulatory authorities, employees and society at large. Your Company and your Board of Directors are committed to following the best corporate governance practices in their dealings.

GOVERNANCE STRUCTURE

PNB MetLife's Governance structure broadly comprises of the Board of Directors and the Committees of the Board at the apex level and the Management structure at the operational level. This layered structure brings about a harmonious blend in governance as the Board sets the overall corporate objectives and gives direction and freedom to the Management to achieve these corporate objectives within a given framework, thereby bringing about an enabling environment for value creation through sustainable profitable growth.

BOARD OF DIRECTORS

The PNB MetLife Board plays a pivotal role in ensuring that the Company runs on sound and ethical business practices and that its resources are utilized for creating sustainable growth and societal wealth. The Board operates within the framework of a well-defined responsibility matrix which enables it to discharge its fiduciary duties of safeguarding the interests of the Company; ensuring fairness in the decision making process,

integrity and transparency in the Company's dealings with its Members and other stakeholders.

COMPOSITION OF THE BOARD

The Composition of the Board of Directors of the Company is governed by the provisions of the Companies Act, 2013 and Clause 5.1 of the Corporate Governance Guidelines issued by the IRDAI. The Board of Directors of the Company are from diverse backgrounds and enjoy a wide range of experience and expertise in various fields. The Board oversees the Company's overall business affairs, its strategic direction, reviews corporate performance, authorizes and monitors investments, keeps an oversight on regulatory compliance and corporate governance matters. The Board is responsible for overall corporate strategy and other responsibilities as laid down by the IRDAI under the Corporate Governance guidelines and the Companies Act, 2013. The Board's actions and decisions are aligned with the Company's best interests. It oversees implementation of strategy and achievement of the business plan.

BOARD STRUCTURE

The Board of Directors of the Company represents an optimum combination of Executive, Non-Executive and Independent Directors for its independent functioning. The Board of Directors are eminent personalities with significant expertise in the fields of finance, insurance, strategy etc. As on March 31, 2019, the Board has strength of Sixteen (16) Directors comprising of One (1) Managing Director & CEO, Eight (8) Independent Directors and Seven (7) Non-Independent Non-Executive Directors. The composition of the Board is in conformity with the provisions of IRDA Corporate Governance Guidelines 2016, the Companies Act, 2013 and SEBI (Listing Obligations and Disclosures Requirement) Regulations 2015.

The Chairman of the Board, Mr. Kishore Ponnnavolu, is a Non-Executive Director. The composition of the Board of Directors as on March 31, 2019 is as under:

Composition, Brief Profile of the Board of Directors as on March 31, 2019

Names of directors	Designation	Qualification	Specialisation	Category	No. of other Directorship (Indian & Foreign Companies)	DIN
Mr. Kishore Ponnnavolu	Chairman	Doctor & Master's Degree	Insurance	Non-Executive, Non-Independent Director	1	08226069
Mr. Ashish Kumar Srivastava	Managing Director and CEO	B.Tech (IIT) PGDM (IIM)	Insurance & Business Management	Executive, Director	0	00355075
Ms. Rebecca Tadikonda	Director	MBA (Stanford University)	Insurance	Non-Executive, Non-Independent Director	3	08228663
Mr. Sunil Mehta	Director	M.Sc. (Agri), MBA, CAIIB	Banker	Non-Executive, Non-Independent Director	7	07430460
Mr. Lingam Venkata Prabhakar	Director	M.Sc. (Agri) , CAIIB	Banker	Non-Executive, Non-Independent Director	3	08110715
Mr. Surbhit Dabriwala	Director	Bachelor of Arts & Science	Business	Non-Executive, Non-Independent Director	4	00083077
Mr. Pheroze Kersasp Mistry	Director	MBA	Business	Non-Executive, Non-Independent Director	17	00344590
Mr. Erach Homi Kotwal	Director	LLB & LLM (Cambridge, England)	Law	Non-Executive, Non-Independent Director	0	07617479
Ms. Anisha Motwani	Independent Director	MBA, BSc	Marketing & Investment	Non-Executive, Independent Director	7	06943493
Dr. Archana Niranjana Hingorani	Independent Director	PhD in Corporate Finance	Financial Markets	Non-Executive, Independent Director	7	00028037
Mr. Neeraj Swaroop	Independent Director	B.Tech, MBA	Financial Services	Non-Executive, Independent Director	1	00061170
Ms. Sonu Bhasin	Independent Director	MBA, BSc	Banking, Strategy & General Management	Non-Executive, Independent Director	7	02872234
Mr. Abhaya Prasad Hota	Independent Director	Master of Arts, CAIIB	Payments, Banking Technology & General Management	Non-Executive, Independent Director	5	02593219
Mr. Joginder Pal Dua	Independent Director	Master of Arts, LLB	Banking, Finance and Financial Reconstruction	Non-Executive, Independent Director	3	02374358
Mr. Nitin Chopra	Independent Director	B.Tech-IIT Kanpur, PGDM- IIM Ahmedabad.	Financial and Banking Industry	Non-Executive, Independent Director	0	00213333
Mr. Sunil Gulati	Independent Director	B.Tech, PGDM	Investment Banking & Risk Management	Non-Executive, Independent Director	8	00016990

Details of Change in Directorship during the year 2018-19:

Sr. No.	Name of Director	Change
1.	Mr. Gaurav Deepak	Resigned as Director on May 28, 2018
2.	Mr. Abhaya Prasad Hota	Appointed as Additional Independent Director w.e.f. May 28, 2018, further regularised in Extra Ordinary General Meeting (EGM) held on July 09, 2018
3.	Mr. Sunil Gulati	Appointed as Additional Independent Director w.e.f. May 28, 2018, further regularised in EGM held on July 09, 2018
4.	Mr. Nitin Chopra	Appointed as Additional Independent Director w.e.f. May 28, 2018, further regularised in EGM held on July 09, 2018
5.	Ms. Sonu Bhasin	Appointed as Additional Independent Director w.e.f. May 28, 2018, further regularised in EGM held on July 09, 2018
6.	Mr. Joginder Pal Dua	Appointed as Additional Independent Director w.e.f. May 28, 2018, further regularised in EGM held on July 09, 2018
7.	Mr. Doulat Mohnot	Nomination withdrawn as Director w.e.f. May 29, 2018
8.	Mr. Sanjiv Sharan	Nomination withdrawn as Director w.e.f. May 30, 2018
9.	Mr. Lingam Venkata Prabhakar	Appointed as Nominee Additional Director of Punjab National Bank on July 19, 2018, further regularised in Annual General Meeting held on August 10, 2018
10.	Mr. Lyndon Oliver	Resigned as Director on August 10, 2018
11.	Mr. Bharat Kanan	Resigned as Director on September 19, 2018
12.	Mr. Kishore Ponnnavolu	Appointed as Nominee Additional Director of MetLife International Holdings LLC on September 19, 2018, further regularised in EGM held on March 07, 2019
13.	Ms. Rebecca Tadikonda	Appointed as Nominee Additional Director of MetLife International Holdings LLC on September 19, 2018, further regularised in EGM held on March 07, 2019

BOARD MEETINGS

Notice, Agenda and Minutes

The Board meets 4 times during the year. Additional meetings are held as and when necessary. The Board Meetings are governed by a structured Agenda. The Agenda along with detailed explanatory notes and supporting material are circulated in advance before each meeting to all the Directors for facilitating effective discussion and decision making. The proceedings of each meeting of the Board and its Committees are conducted in accordance with the provisions of the Companies Act, 2013 and rules made thereunder.

The Companies Act, 2013 read with rules issued thereunder, allows conducting of meetings through audio-visual means or video-conferencing. Accordingly, the Directors are given an option to participate at the meetings through video conferencing mode. In case of a special and urgent business need, the Board's approval is taken by passing resolutions by circulation, as permitted by law, which is confirmed in the next Board Meeting. The Company Secretary is responsible for collation, preparation and distribution of the Agenda papers submitted to the Board and preparation of minutes. The Head of Legal & Board Affairs and the Company Secretary attend all the meetings of the Board and its Committees.

MEETINGS OF THE BOARD:

Board Meetings held during the Year

The dates on which the Board Meetings were held is given below:

Dates on which the Board Meetings were held	Total Strength of the Board	No. of Directors present
June 01, 2018	15	13
July 12, 2018	15	13
August 10, 2018	15	14
October 03, 2018	16	13
November 13, 2018	16	11
November 29/30, 2018	16	14
January 30, 2019	16	14
March 15, 2019	16	14

The attendance record of the Directors at the Board Meetings during the year ended March 31, 2019, and at the last AGM is as under:

Name of Director	Category	No. of Board Meetings attended during the year	Attendance at Last AGM
Mr. Lyndon Oliver	Chairman of the Board & Non-Executive Director (Resigned w.e.f August 10, 2018)	2/2#	NA*
Mr. Bharat Kanan	Non-Executive Director (Resigned w.e.f September 19, 2018)	3/3#	Yes
Mr. Kishore Ponnnavolu (Appointed w.e.f September 19, 2018)	Chairman of the Board & Non-Executive Director (Appointed w.e.f September 19, 2018)	5/5**	NA*
Mr. Ashish Kumar Srivastava	Managing Director & CEO	8/8	Yes
Ms. Rebecca Tadikonda (Appointed w.e.f September 19, 2018)	Non-Executive Director (Appointed w.e.f September 19, 2018)	4/5**	NA*
Mr. Sunil Mehta	Non-Executive Director	4/8	No
Mr. Lingam Venkata Prabhakar (Appointed w.e.f July 19, 2018)	Non-Executive Director	4/6**	No
Mr. Pheroze Kersasp Mistry	Non-Executive Director	7/8**	Yes
Mr. Surbhit Dabriwala	Non-Executive Director	6/8**	Yes
Mr. Erach Homi Kotwal	Non-Executive Director	6/8**	No
Ms. Anisha Motwani	Independent Director	8/8**	Yes
Mr. Neeraj Swaroop	Independent Director	7/8**	Yes
Dr. Archana Niranjana Hingorani	Independent Director	7/8**	Yes
Ms. Sonu Bhasin (Appointed w.e.f May 28, 2018)	Independent Director	7/8	No
Mr. Abhaya Prasad Hota (Appointed w.e.f May 28, 2018)	Independent Director	7/8**	Yes
Mr. Joginder Pal Dua (Appointed w.e.f May 28, 2018)	Independent Director	8/8**	Yes
Mr. Nitin Chopra (Appointed w.e.f May 28, 2018)	Independent Director	6/8**	No
Mr. Sunil Gulati (Appointed w.e.f May 28, 2018)	Independent Director	7/8	No

* They were not directors on the Board as on the date of AGM

** Includes attendance through video conferencing

Ceased to be the Director(s) of the Company

Induction & Training of Board Members:

The Company has a robust process for induction of new members on the Board. As per the requirements of the Companies Act 2013, the letter of appointment are issued to Independent Directors setting out the terms of appointment, duties and responsibilities. Each newly appointed Independent Director is taken through a formal induction program including the presentation from the Managing Director & CEO on the Company's important aspects. The Company Secretary briefs the Directors about their legal & regulatory responsibilities, update on governance structures, Board procedures and expected time commitments as a Director. The induction for Independent Directors also includes interactive sessions with Business and Functional Heads, etc.

COMMITTEES OF THE BOARD

The Committees constituted by the Board play a very important role in the governance structure of the Company and they

deal in specific areas/ activities that need closure review. The Committees have been set up under the formal approval of the Board to carry out pre-defined roles and responsibilities. The terms of reference of these Committees are in line with the requirements of the Companies Act, 2013, Corporate Governance Guidelines issued by the IRDAI and SEBI (Listing Obligations and Disclosures Requirement) Regulations 2015. The minutes of all the Committee meetings are placed before the Board of Directors and the Chairperson of each Committee briefs the Board on the important deliberations and decisions of the respective Committees.

In line with the regulatory requirements and with a view to have more focused attention on various aspects of business and for better accountability, the Board has constituted the following committees viz. Audit Committee, ALM & Risk Management Committee, Corporate Social Responsibility Committee, Investment Committee, IPO Committee, Nomination

and Remuneration Committee, With Profits Committee, Policyholders Protection Committee and Stakeholders Relationship Committee. Each of these Committees has been mandated to operate within a given framework through its Charter.

(A) AUDIT COMMITTEE

Audit Committee is established as a sub-committee of the Board in compliance with the Corporate Governance Guidelines issued by IRDAI and the provisions of section 177 of the Companies Act, 2013 read with the Companies (Meetings of the Board and its Powers) Rules, 2014.

Functions and Responsibilities:

a. Financial Statements:

- 1) Examination of Financial statements and Auditors report thereon. The Committee shall oversee the financial reporting, statement of cash flow and disclosure processes both on an annual and quarterly basis with particular reference to:
 - I. Matters required to be included in Directors responsibility statement in Board's report pursuant to Section 134 of Companies Act, 2013
 - II. Changes, if any in accounting policies and practices and reasons for the same
 - III. Major accounting entries involving estimates based on the exercise of judgment by management
 - IV. Significant adjustment made in the financial statements arising out of audit findings
 - V. Compliance with listing and other applicable requirements relating to financial statements
 - VI. Disclosure of any related party transactions

It shall set up procedures and processes to address all concerns relating to adequacy of checks and control mechanisms.
- 2) Oversight on the procedures and processes established to attend to issues relating to maintenance of books of account, administration procedures, transactions and other matters having a bearing on the financial position of the insurer, whether raised by the auditors or by any other person
- 3) The audit committee shall mandatorily review the following information:
 - i. management discussion and analysis of financial condition and results of operations;

- ii. statement of significant related party transactions (as defined by the audit committee), submitted by management;
- iii. management letters / letters of internal control weaknesses issued by the statutory auditors;
- iv. internal audit reports relating to internal control weaknesses; and
- v. the appointment, removal and terms of remuneration of the chief internal auditor shall be subject to review by the audit committee.
- vi. statement of deviations:
 - a. quarterly statement of deviation(s) including report of monitoring agency, if applicable, submitted to stock exchange(s) in terms of Regulation 32(1).
 - b. annual statement of funds utilized for purposes other than those stated in the offer document/prospectus/ notice in terms of Regulation 32(7).

b. Internal Audit:

- 1) Oversee the efficient functioning of the internal audit department and review its reports. The committee will additionally monitor the progress made in rectification of irregularities and change in processes wherever deficiencies have come to notice.
- 2) review the adequacy of internal audit function, if any, including the structure of the internal audit department, staffing and seniority of the official heading the department, reporting structure coverage and frequency of internal audit;
- 3) discussion with internal auditors of any significant findings and follow up there on;

c. Related Party Transactions:

1. Approval or any subsequent modification of transactions of the company with related parties;
2. Audit Committee may grant omnibus approval for Related party Transactions proposed to be entered into by the Company subject to the such conditions as specified in the Related Party Transaction Policy of the Company

d. Others:

1. Responsible for the recommendation of the appointment, remuneration, performance and

to provide oversight to the work of the auditors (internal/statutory/Concurrent/Any other Auditor as per regulatory stipulations). In case of statutory audit, the independence of the external auditors shall be ensured (Although the approval of appointment, remuneration and removal of the statutory auditors shall be done by the shareholders at the general body meeting). Further, the requirement of specific approval by the Board is limited to cases wherein work, other than statutory audit, is proposed to be assigned to statutory auditors or their associates. The Audit committee will also review and monitor the auditors independence and performance.

2. discuss with the statutory auditors before the audit commences, about the nature and scope of audit as well as have post-audit discussions to address areas of concern Further, discuss with the statutory auditors periodically about internal control systems, the scope of the audit including the observations of the auditors (where applicable) and review and approve the quarterly/half yearly and annual financial statements as the case may be and submit to the Board of Directors and also ensure compliance with the Internal control systems.
3. act as a Compliance Committee to discuss the level of compliance in the Company and any associated risks and shall monitor and report to the Board on any significant compliance breaches.
4. Any additional work other than financial or statutory/internal audit that is entrusted to the auditor or any of its associated persons or companies shall be specifically approved by the Board keeping in mind the necessity to maintain the independence and integrity of the audit relationship. All such work entrusted to the auditor or its associates shall be specifically disclosed in the Notes to Accounts forming part of the annual accounts of the insurer. However, it may be ensured that the insurance companies comply with Section 144 of the Companies Act, 2013 before deciding to provide any additional work to the Statutory Auditors.
5. Scrutiny of inter-corporate loans and investments;
6. valuation of undertakings or assets of the company, wherever it is necessary;
7. evaluation of internal financial controls and Risk Management systems (may rely on review made by the ALM & Risk Management Committee)
8. To review, with the management, the statement of uses / application of funds raised through an issue (public issue, rights issue, preferential issue, etc.), the statement of funds utilized for purposes other than those stated in the offer document / prospectus / notice and the report submitted by the monitoring agency monitoring the utilisation of proceeds of a public or rights issue, and making appropriate recommendations to the board to take up steps in this matter;
9. to look into the reasons for substantial defaults in the payment to the depositors, debenture holders, shareholders (in case of non-payment of declared dividends) and creditors
10. The Audit Committee shall have authority to investigate into any matter in relation to items specified below or referred to it by the Board and for this purpose shall have full access to information contained in the records of the company and external professional advice if necessary-
 - i. the recommendation for appointment, remuneration and terms of appointment of auditors of the company;
 - ii. review and monitor the auditor's independence and performance, and effectiveness of audit process;
 - iii. examination of the financial statement and the auditors' report thereon;
 - iv. approval or any subsequent modification of transactions of the company with related parties;
 - v. scrutiny of inter-corporate loans and investments;
 - vi. valuation of undertakings or assets of the company, wherever it is necessary;
 - vii. evaluation of internal financial controls and risk management systems;
 - viii. monitoring the end use of funds raised through public offers and related matters.
11. reviewing the findings of any internal investigations by the Internal Auditors / Ethics & Compliance into matters where there is suspected fraud or irregularity or a failure of internal control systems of a material nature (as per the materiality policy approved by the Board) and reporting the matter to the board;
12. to look into the reasons for substantial defaults in the payment to the depositors, debenture holders, shareholders (in case of non-payment

of declared dividends) and creditors; to review the functioning of the whistle blower mechanism;

13. approval of appointment of chief financial officer after assessing the qualifications, experience and background, etc. of the candidate
14. Any other matter, as may be stipulated under the Companies Act 2013 / IRDAI regulations / such other regulations as may be applicable from time to time.

Number of Audit Committee Meetings held during FY 2018-19

During the year under review, six (6) Audit Committee Meetings were held on the following dates –

- June 01, 2018
- July 12, 2018
- August 9, 2018
- October 03, 2018
- November 29, 2018
- January 29, 2019

Meetings, Composition & Attendance record of the members in the Meetings of the Audit Committee held during the financial year 2018-19

Name of Member	Category	No. of Meetings attended during the year
Dr. Archana Niranjani Hingorani	Chairman of the Committee & Non-Executive Independent Director	6/6*
Ms. Anisha Motwani	Non-Executive Independent Director	6/6*
Mr. Neeraj Swaroop	Non-Executive Independent Director	6/6
Mr. Lyndon Oliver	Non-Executive Director	2/3 (Resigned w.e.f August 10, 2018)
Mr. Lingam Venkata Prabhakar	Non-Executive Director	4/4 (Appointed w.e.f July 19, 2018)
Mr. Kishore Ponnayolu	Non-Executive Director	3/3* (Appointed w.e.f September 19, 2018)

*Includes attendance through video conferencing

Further, there have been no instances during the year where the recommendations of the Audit Committee are not accepted by the Board.

(B) ALM & RISK MANAGEMENT COMMITTEE

Assets & Liabilities Management and Risk Management Committee (ALMR) is established as a sub-committee of the Board in compliance with the Corporate Governance Guidelines issued by the IRDAI. The Committee shall oversee the Company's entire Risk Management Strategy and will also act as a supervisory body to set up and review Company's implementation of optimal AML strategies so as to meet appropriate risk/reward objectives.

Functions and Responsibilities:

a) Risk Management:

The Committee shall:

- Establish effective and strong Risk Management framework and recommend to the Board the Risk Management policy and processes for the organization.
- Approve the risk tolerance limits and assess the cost and benefits associated with risk exposure.
- Review the Company's risk-reward performance to align with overall policy objectives.

- Discuss and consider best practices in risk management in the market and advise the management;
- Assist the Board in effective operation of the risk management system by performing specialized analysis and quality reviews; and for this purpose, to monitor, review and approve the recommendations made by the Management regarding appropriate mitigation strategies.
- Maintain an aggregated view on the risk profile of the Company for all categories of risk including insurance risk, market risk, credit risk, liquidity risk, operational risk, compliance risk, legal risk, reputation risk, etc.
- 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.
- Report to the Board, details on the risk exposures and the actions taken to manage the exposures; review, monitor and challenge where necessary, risk mitigation undertaken by the Company
- Review the solvency position of the Company on a regular basis.

- Monitor and review regular updates on business continuity.
- Formulation of a Fraud monitoring policy and framework for approval by the Board.
- Monitor implementation of Anti-fraud policy for effective deterrence, prevention, detection and mitigation of frauds.
- Review compliance with the guidelines on Insurance Fraud Monitoring Framework as may be issued by the IRDAI from time to time.
- Such other matters as may be delegated by the Board from time to time.

b) Assets Liabilities Management

ALM is an ongoing process of formulating, implementing, monitoring and revising strategies related to assets and liabilities to achieve an organization's financial objectives, given the organization's risk appetite, risk tolerances, and business profile. It lays down the framework to ensure that the insurer invests in a manner which would enable it to meet its cash flow needs and capital requirements at a future date to mitigate liquidity risk and solvency stipulations. As part of its ALM responsibilities, the functions of the Committee shall include:

- Setting the insurer's risk/reward objectives and access policyholder expectations.
- Quantifying the level of risk exposure and assessing the expected rewards and costs associated with the risk exposure.
- Formulating and implementing optimal ALM strategies and meeting risk/reward objectives.
- The strategies must be laid down both at product level and enterprise level.
- Ensuring that liabilities are backed by appropriate assets and manage mismatches between assets and liabilities to ensure they remain within acceptable monitored tolerances for liquidity, solvency and the risk profile of the entity.
- Monitoring risk exposure at periodic intervals and revising ALM Strategies where required.
- Reviewing, approving and monitoring systems, controls and reporting used to manage balance sheet risks including any mitigation strategies.

- Regular review and monitoring of mismatch between assets and liabilities and the acceptable tolerance limits for mismatch, if any.
- Ensuring that management and valuation of all assets and liabilities comply with standards, prevailing legislation and internal and external reporting requirements.
- Submitting the ALM information before the Board at periodic intervals. Annual review of strategic asset allocation.
- Reviewing key methodologies and assumptions including actuarial assumptions, used to value assets and liabilities.
- Managing capital requirements at the company level using the regulatory solvency requirements
- Reviewing, approving and monitoring capital plans and related decisions over capital transactions (e.g. dividend payments, acquisitions, disposals, etc.)
- Such other matters as may be delegated by the Board from time to time.

- c) For discharging its responsibilities, the Committee shall formulate, review and recommend various Policies and processes as may be directed and delegated to it by the Board such as Outsourcing Policy, Financial Condition Report, Report on data errors and Boundary conditions, System Certifications before product launches, Annual Persistency Report, Underwriting and Reinsurance Policies, Anti-Fraud Policy, Policy on Expense of Management, Policies on ALM and Capital Management, various IT, Risk Management and Security Policies etc.

Number of ALM & Risk Management Committee Meetings held during FY 2018-19

During the year under review, four (4) ALM & Risk Management Committee Meetings were held on the following dates –

- May 31, 2018
- August 09, 2018
- November 30, 2018
- January 29, 2019

Meetings, Composition & Attendance record of the members in the Meetings of the ALM & Risk Management Committee held during the year 2018-19

Name of the Member	Category	No. of Meetings attended during the year
Mr. Joginder Pal Dua	Chairman of the Committee & Non-Executive Independent Director	4/4
Mr. Bharat Kannan	Non-Executive Director	2/2 (Resigned w.e.f. September 19, 2019)
Mr. Ashish Kumar Srivastava	Managing Director and CEO	4/4
Mr. Nitin Chopra	Non- Executive Independent Director	4/4* (Appointed w.e.f. May 28, 2018)
Mr. Erach Kotwal	Non-Executive Director	3/4
Mr. Surbhit Dabhiwala	Non-Executive Director	0/4
Mr. Lingam Venkata Prabhakar	Non-Executive Director	3/3 (Appointed w.e.f July 19, 2018)
Ms. Rebecca Tadikonda	Non-Executive Director	2/2* (Appointed w.e.f September 19, 2018)

*Includes attendance through video conferencing

(C) CORPORATE SOCIAL RESPONSIBILITY COMMITTEE

The Corporate Social Responsibility Committee of the Board has been set up in compliance of the provisions of Section 135 of the Companies Act 2013 read with the IRDAI Corporate Governance Guidelines 2016 that mandates forming this Committee for Companies earning a Net Profit of Rs. 5 Crores or more during the preceding financial year. The Net Profits for this purpose will be calculated as mentioned in the IRDAI Guidelines read with Companies Act 2013 as may be amended from time to time.

Functions and Responsibilities:

- Formulation and recommendation to the Board, of the "Corporate Social Responsibility Policy" which shall indicate the activities to be undertaken by the Company as specified in Schedule VII of the Companies Act 2013;
- and recommend the amount of expenditure to be incurred on the activities referred to in clause (a);

- Monitoring the Corporate Social Responsibility Policy of the Company from time to time;
- Reviewing the progress made in each of the CSR areas identified by the company and impact created and updating the Board on a regular basis;
- Ensuring that the CSR activities and the calculation of CSR expenditure are in line with the IRDAI regulatory Guidelines and the Companies Act 2013, and rules framed therewith;
- Any other item, as may be directed by the Board from time to time.

Number of Corporate Social Responsibility Committee Meetings held during FY 2018-19

During the year under review, two (2) Corporate Social Responsibility Committee Meetings were held on the following dates –

- May 31, 2018
- August 9, 2018

Meetings, Composition & Attendance record of the members in the Meetings of the Corporate Social Responsibility Committee held during the year 2018-19

Name of the Member	Category	No. of Meetings attended during the year
Mr. Sunil Gulati	Chairman & Non-Executive Independent Director	2/2
Mr. Surbhit Dabhiwala	Non-Executive Director	1/2
Mr. Erach Kotwal	Non-Executive Director	2/2

(D) INVESTMENT COMMITTEE

Investment Committee is established as a mandatory sub-committee of the Board in line with the requirements prescribed under the IRDAI (Investment) Regulations 2000, and Corporate Governance Guidelines issued by IRDAI.

Functions and Responsibilities:

The Committee plays a crucial role in managing investments out of policyholders' funds and shareholders' funds of the Company, and shall be responsible for:

- a) Recommending the investment policy and laying down and monitoring the operational framework for the investment operations of the Company. The policy should focus on a prudential Asset Liability Management (ALM) supported by robust internal control systems.

The Investment Policy and operational framework should, inter alia, encompass aspects concerning liquidity for smooth operations, compliance with prudential regulatory norms on investments, risk management / mitigation strategies to ensure commensurate yield on investments and above all protection of policyholders' funds.

- b) Implementing the Investment Policy duly approved by the Board, and to review it from time to time based on the performance of investments and evaluation of dynamic market conditions.
- c) Formulation of an effective reporting system to ensure compliance with the policy set out by it apart from Internal /Concurrent Audit mechanisms for a

sustained and ongoing monitoring of Investment Operations.

- d) Such other matters as may be specified by the IRDAI and as directed by the Board from time to time.

For assessment of credit risk and market risk, the members of the Committee should not be influenced only by the credit rating. The Committee should independently review their investment decisions and ensure that support by the internal due diligence process is an input in making appropriate investment decisions.

Number of Investment Committee Meetings held during FY 2018-19

During the year under review, four (4) Investment Committee Meetings were held on the following dates –

- May 31, 2018
- August 9, 2018
- November 30, 2018
- January 29, 2019

Meetings, Composition & Attendance record of the members in the Meetings of the Investment Committee held during the year 2018-19

Name of the Member	Category	No. of Meetings attended during the year
Mr. Abhaya Prasad Hota	Chairman of the Committee & Non-Executive Independent Director	3/4
Dr. Archana Niranjana Hingorani	Non-Executive Independent Director	4/4*
Mr. Ashish Kumar Srivastava	Managing Director and CEO	4/4
Mr. Lingam Venkata Prabhakar	Non- Executive Director	2/2 (Appointed w.e.f July 19, 2018)
Mr. Surbhit Dabriwala	Non-Executive Director	4/4*
Mr. Niraj Shah	Chief Financial Officer	3/4 (Ceased to be CFO w.e.f February 14, 2019)
Mr. Sanjay Kumar	Chief Investment Officer	4/4
Mr. P K Dinakar	Appointed Actuary	4/4
Mr. Anjan Bhattacharya	Head- Risk Management	4/4*
Ms. Rebecca Tadikonda	Non- Executive Director	0/0**
Mr. Khalid Ahmad	Chief Financial Officer	0/0** (Appointed as Interim CFO w.e.f. February 15, 2019 and subsequently as CFO w.e.f. April 01, 2019)

*Includes attendance through video conferencing

**Appointed as the member of Committee w.e.f February 15, 2019

(E) NOMINATION & REMUNERATION COMMITTEE

The Nomination and Remuneration Committee has been constituted in line with the provisions of Section 178 of the Companies Act, 2013 and the IRDAI Guidelines on Corporate Governance and shall also act as Compensation Committee under the SEBI Regulations.

Functions and Responsibilities:

- a) To identify persons who are qualified to become directors in accordance with laid down criteria (determining qualifications, positive attributes and independence of a director), to scrutinize their declarations before appointment / reappointment

and recommend to the Board their appointment and removal.

- b) To scrutinize the applications and details submitted by the aspirants for appointment as the Key Managerial Persons (as defined under the IRDAI Guidelines and the Companies Act), make independent reference checks to verify the accuracy of their information and credentials and to recommend their appointment / termination to the Board for its approval and to ensure that such proposed appointments/ re-appointments of KMPs are in conformity with the Board approved policy on retirement/ superannuation.

- c) To determine, review and formulate on behalf of the Board and on behalf of the shareholders with agreed terms of reference, the Company's policy on remuneration packages and any compensation payment, for the CEO, the Executive Directors, Key Management Persons (KMPs) of the Company. Further to ensure that the remuneration package is aligned appropriately with the performance objectives laid down and as per the Remuneration Policy of the Company.
- d) To ensure that the level and composition of remuneration is reasonable and sufficient to attract, retain and motivate directors of the quality required to run the Company successfully; relationship of remuneration to performance is clear and meets appropriate performance benchmarks; and remuneration to directors, key managerial personnel and senior management involves a balance between fixed and incentive pay reflecting short and long-term performance objectives appropriate to the working of the company and its goals.
- e) To develop measures to carry out evaluation of Board and Directors performance, and for this purpose, to formulate the Performance Evaluation Policy for the Board as a whole, its various Committees and individual Directors.
- f) To review the talent management and succession process to ensure business continuity.
- g) To make available its terms of reference, its role, the remuneration policy / philosophy of the company, the authority delegated to the Committee by the Board, and what it has done for the year under review to the shareholders in the Annual Report.
- h) To formulate, review and recommend various Policies and processes as may be required under the IRDAI guidelines, the Listing regulations or under the Companies Act or as may be directed and delegated to it by the Board from time to time.
- i) Roll out, Administration & Superintendence of any Share based employee benefits scheme including ESOP, ESPS, ESOS etc as may be approved by the Shareholders of the Company in line with the provisions of the SEBI (Share Based Employee Benefits) Regulations, 2015; IRDAI Regulations; and the provisions of the Companies Act and any rules made thereunder, as may be amended from time to time.
- j) To formulate the detailed terms and conditions of the schemes referred under i) as per the provisions specified by SEBI (including as amended from time to time) and frame suitable policies and procedures to ensure that there is no violation of securities laws, as amended from time to time, including Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992 and Securities and Exchange Board of India (Prohibition of Fraudulent and Unfair Trade Practices Relating to the Securities Market) Regulations, 2003 by the trust, the company and its employees, as applicable.
- k) To devise a policy on diversity of board of directors;
- l) To decide whether to extend or continue the term of appointment of the independent director, on the basis of the report of performance evaluation of independent directors.
- m) Other terms as may be delegated to it by the Board of Directors or as may be specified under the Companies Act 2013 or IRDAI regulations or SEBI Guidelines.

Number of Nomination & Remuneration Committee Meetings held during FY 2018-19

During the year under review, four (4) Nomination & Remuneration Committee Meetings were held on the following dates –

- May 31, 2018
- November 29, 2018
- January 30, 2019 and
- March 15, 2019

Meetings, Composition & Attendance record of the members in the Meetings of the Nomination & Remuneration Committee held during the year 2018-19

Name of the Member	Category	No. of Meetings attended during the year
Mr. Neeraj Swaroop	Chairman & Non-Executive Independent Director	3/4
Dr. Archana Niranjan Hingorani	Non-Executive Independent Director	4/4*
Mr. Abhaya Prasad Hota	Non-Executive Independent Director	3/4*
Mr. Sunil Gulati	Non-Executive Independent Director	4/4
Mr. Kishore Ponnnavolu	Non-Executive Director	3/3* (Appointed w.e.f. September 19, 2018)
Mr. Sunil Mehta	Non-Executive Director	2/4
Mr. Pheroze Mistry	Non-Executive Director	4/4*
Mr. Surbhit Dabhiwala	Non-Executive Director	4/4*
Mr. Lyndon Oliver	Non-Executive Director	1/1 (Resigned w.e.f August 10, 2018)

*Includes attendance through video conferencing

(F) WITH PROFITS COMMITTEE

The With Profits Committee has been constituted pursuant to Chapter XII of IRDAI (Non- Linked Insurance Products) Regulations, 2013 and other applicable provisions of the Insurance Act, 1938 & Regulations as amended from time to time.

Functions and Responsibilities:

- a) The Committee shall carry out the functions of determining the following:-
 - the share of assets attributable to the policyholders
 - the investment income attributable to the participating fund of policyholders
 - the expenses allocated to the policyholders
- b) The Committee will review and approve
 - manner in which asset shares are developed eg. Expense allocation, charges towards capital and taxes etc. and ensuring that the methods (allocation of expenses, investment income allocated, charges etc.), models and assumptions adopted by the Appointed Actuary are appropriate
 - if the reserves set up in respect of par policies are appropriate and consistent with the Asset shares estimated
 - Bonus levels across different categories of policyholders and if the bonus declarations
- c) The Committee shall ensure appropriate process control to ensure the safety of the par fund assets and its separation and independence from the life company funds, and that the par fund is managed equitably across the par policyholders and meets the policyholder reasonable expectations.
- d) The Committee will prepare a report on the With Profits business every year which will be attached to the Actuarial Report and Abstract furnished by the Insurers to IRDAI.
- e) The Committee will formulate various Policies and processes as may be required for discharging its responsibilities under this Charter.

are in line with the policyholders' reasonable expectations

- balance between regular and terminal bonuses
- annual report prepared on the With Profits Business every year
- any other related matters therein and as may be directed by the Board from time to time.

Number of With Profits Committee Meetings held during FY 2018-19

During the year under review, one (1) With Profits Committee Meetings was held on the following date –

- March 15, 2019

Meetings, Composition & Attendance record of the members in the Meetings of the With Profits Committee held during the year 2018-19

Name of the Member	Category	No. of Meetings attended during the year
Mr. Nitin Chopra	Chairman & Non-Executive Independent Director	1/1
Mr. Ashish Kumar Srivastava	Managing Director and CEO	1/1
Ms. Anuradha Lal**	Independent Actuary	1/1
Mr. P K Dinakar	Appointed Actuary	1/1
Mr. Joginder Pal Dua	Non-Executive Independent Director	1/1

*Include attendance through Video Conferencing

**Anuradha Lal appointed as Independent Actuary for FY 2018-19 on September 28, 2018

(G) POLICYHOLDERS PROTECTION COMMITTEE

Policyholder Protection Committee (PPC) is established as a committee of the Board in compliance with the Corporate Governance Guidelines issued by IRDAI to protect the Policyholders Interest to address the various compliance issues relating to protection of their interests, as also relating to keeping the policyholders well informed of and educated about insurance products and complaint-handling procedures.

FUNCTIONS AND RESPONSIBILITIES:

- a) Adoption of standard operating procedures to treat the customer fairly including time-frames for policy and claims servicing parameters and monitoring implementation thereof.
- b) Establish effective mechanism to address complaints and grievances of policyholders including mis-selling by intermediaries.

- c) Put in place a framework for review of awards given by Insurance Ombudsman/Consumer Forums. Analyze the root cause of customer complaints, identify market conduct issues and advise the management appropriately about rectifying systemic issues, if any.
- d) Review all the awards given by Insurance Ombudsman/Consumer Forums remaining unimplemented for more than three (3) months with reasons therefor and report the same to the Board for initiating remedial action, where necessary.
- e) Review the measures and take steps to reduce customer complaints at periodic intervals.
- f) Ensure compliance with the turn around time for servicing of Policyholders request and other regulatory requirements related to Policyholders as issued by the IRDAI from time to time and review the status of settlement of other customer benefit payouts like Surrenders, Loan, Partial withdrawal requests etc.
- g) Ensure adequacy of disclosure of "material information" to the policyholders. These disclosures shall comply with the requirements laid down by the Authority both at the point of sale and at periodic intervals.
- h) Provide details of grievances at periodic intervals in such formats as may be prescribed by the Authority.
- i) Review of Claims Report, including status of Outstanding Claims with ageing of outstanding claims.
- j) Reviewing Repudiated claims with analysis of reasons.
- k) Review of unclaimed amounts of Policyholders, as required under the Circulars and guidelines issued by the Authority.
- l) The Committee shall recommend a policy on customer education for approval of the Board and ensure proper implementation of the same.
- m) The Committee is also to be apprised about the ageing analysis of unclaimed amount of Policyholders ('Form A'), progress of settlement of unclaimed amount of Policyholders ('Form B') and the steps taken to identify the claimants and create awareness.
- n) Such other matters as may be prescribed by the IRDAI and by the Board of Directors from time to time, including review and recommendation of various Policies and processes as may be directed and delegated to it by the Board.

Number of Policyholders' Protection Committee Meetings held during FY 2018-19

During the year under review, four (4) Policyholder Protection Committee Meetings were held on the following dates –

- May 31, 2018
- August 9, 2018
- November 29, 2018
- January 30, 2019

Meetings, Composition & Attendance record of the members in the Meetings of the Policyholder Protection Committee held during the year 2018-19

Name of the Member	Category	No. of Meetings attended during the year
Ms. Anisha Motwani	Chairperson & Non-Executive Independent Director	4/4*
Mr. Ashish Kumar Srivastava	Managing Director and CEO	4/4
Mr. Bharat Kannan	Non-Executive Director	1/2 (Resigned w.e.f. September 19, 2018)
Mr. Erach Kotwal	Non-Executive Director	3/4
Ms. Sonu Bhasin	Customer Representative & Non-Executive Independent Director	4/4*
Mr. Lingam Venkata Prabhakar	Non-Executive Director	3/3 (Appointed w.e.f. July 19, 2018)
Ms. Rebecca Tadikonda	Non-Executive Director	1/2* (Appointed w.e.f. September 19, 2018)

*Includes attendance through video conferencing

(H) IPO COMMITTEE

The IPO Committee has been constituted to explore liquidity options for the shareholders of the company in terms of the IPO agreement entered into between the shareholders.

Number of IPO Committee Meetings held during FY 2018-19

During the year under review, Eight (8) IPO Committee Meetings were held on the following dates –

- May 2, 2018
- May 24, 2018
- June 01, 2018
- July 26, 2018
- August 10, 2018
- November 29, 2018
- January 11, 2019
- January 29, 2019

Meetings, Composition & Attendance record of the members in the Meetings of the IPO Committee held during the year 2018-19

Name of the Member	Category	No. of Meetings attended during the year
Mr. Lyndon Oliver	Chairman, Representing MetLife International Holdings LLC	3/3* (Resigned w.e.f August 10, 2018)
Mr. Bharat Kanan	Representing MetLife International Holdings LLC	2/2 (Resigned w.e.f. September 19, 2018)
Mr. Surbhit Dabhiwala	Representing Elpro Group	7/8*
Mr. Pheroze Mistry	Representing Pallonji Group	7/8*
Mr. Sunil Mehta	Representing Punjab National Bank	4/8*
Mr. Lingam Venkata Prabhakar	Representing Punjab National Bank	3/5* (Appointed w.e.f July 19, 2018)
Mr. Kishore Ponnayalu	Chairman, Representing MetLife International Holdings LLC	3/3* (Appointed w.e.f September 19, 2018)
Ms. Rebecca Tadikonda	Representing MetLife International Holdings LLC	2/3* (Appointed w.e.f September 19, 2018)

* Includes attendance through video conferencing

(I) STAKEHOLDERS' RELATIONSHIP COMMITTEE

Stakeholders Relationship Committee (SRC) is established as a Committee of the Board to assist the Board and the Company to oversee the existing redressal mechanisms in relation to Stakeholders of the Company. The term "Stakeholder" shall include shareholders, debenture holders, other security holders, vendors, customers, other persons and employees.

The Committee shall receive reports from designated personnel responsible for each of these mechanisms, and from any other Company personnel that the Committee deems necessary. The Committee shall also review the number of unresolved issues during the course of a quarter. The Committee shall have the authority to make recommendations to resolve any such issues.

FUNCTIONS AND RESPONSIBILITIES:

- The Committee shall resolve complaints related to transfer of shares, non-receipt of annual report and non-receipt of declared dividends, issue of duplicate certificates and new certificates on split/consolidation / renewal etc., transfer / transmission, dematerialization and rematerialization of equity shares and oversee the performance of the Register and Transfer Agents and recommend measures

for overall improvement in the quality of investor services.

- The Committee shall review the Company's obligations towards meeting environment, health and safety requisites for the benefit of Stakeholders.
- The Committee shall periodically provide updates to the Board.
- To Committee may consult with other committees of the Board, if required, while discharging its responsibilities.
- The Committee shall review and reassess the adequacy of this Charter periodically and recommend any proposed changes to the Board for approval.
- The Committee shall also have authority to obtain advice and assistance from internal or external legal, accounting or other advisors.

The Committee composes of three members constituting Ms. Sonu Bhasin as Chairperson, and Ms. Anisha Motwani and Mr. Ashish Kumar Srivastava as members.

No meeting of the Committee is held during the financial year 2018-19 as the Committee shall be active post listing of equity shares of the Company on the Stock Exchanges.

ANNUAL PERFORMANCE EVALUATION BY THE BOARD

The annual performance evaluation by the Board is covered in the Directors Report under the heading “ The manner of formal annual evaluation of the performance of the Board, its committees and of individual directors”.

PECUNIARY RELATIONSHIPS OR TRANSACTIONS WITH NON-EXECUTIVE DIRECTORS

The Non-Executive Directors (including Independent Directors) do not have any pecuniary relationships with the Company,

its Directors or its senior management other than sitting fees paid to the Independent Directors for attending Board and Committee Meetings.

DETAILS OF THE REMUNERATION PAID TO DIRECTORS

The details of remuneration paid to Director(s) including Independent Directors is disclosed under Form MGT-9 as uploaded on the website of the Company at <https://www.pnbmetlife.com/investor-relations/financial-information/annual-return.html>

GENERAL INFORMATION

General Body Meetings

Business transacted at the General Body Meetings during the last three years:

Financial Year	AGM/ EGM	Date & Time	Business Transacted
2016-17	15 th EGM	16 th April, 2016 at 12.30 pm	<ul style="list-style-type: none"> Alteration of Articles of Association of the Company. Approving the change in remuneration of Mr. Tarun Chugh, the Managing Director of the Company.
	15 th AGM	10 th August, 2016 at 03.15 pm	<ul style="list-style-type: none"> Adoption of Accounts for the period April 1, 2015 to March 31, 2016. Appointment of Directors retiring by rotation. Appointment of M/s Kalyaniwalla & Mistry as Statutory Auditors for the period of 5 years (i.e. 2016-17 to 2020-21). Appointment of Mrs. Usha Ananthasubramanian as a Director representing Punjab National Bank. Appointment of Mr. Bhupinder Singh Passi as a Director representing Punjab National Bank. Appointment of Ms. Kastity Ha as a Director representing MetLife International Holdings LLC. Retirement of Mr. Toby Brown. Appointment of Mr. Lyndon Oliver as a Director representing MetLife International Holdings LLC. Revision in terms and conditions of appointment of Mr. Tarun Chugh, Managing Director. Change in remuneration of Mr. Tarun Chugh, Managing Director. Change in place of keeping Registers, Returns. Directors Indemnity Insurance Policy.
	16 th EGM	18 th October, 2016 at 11.30 am	<ul style="list-style-type: none"> Alteration of Articles of Association of the company.

Financial Year	AGM/ EGM	Date & Time	Business Transacted
2017-18	16 th AGM	10 th August, 2017 at 4.00 pm	<ul style="list-style-type: none"> Adoption of Accounts for the period April 1, 2016 to March 31, 2017. Appointment of Directors retiring by rotation. Appointment of M/s K.S. Aiyar & Company as Statutory Auditors for the period of 5 years (i.e. 2017-18 to 2020-21). Appointment of Ms. Anisha Motwani as Independent Director. Appointment of Dr. Archana Nirajan Hingorani as Independent Director. Appointment of Mr. Sanjiv Sharan as Director representing Punjab National Bank. Appointment of Mr. Erach Kotwal as Director representing M Pallonji and Company Private Limited. Appointment of Mr. Bharat Kannan as Director representing MetLife International Holdings LLC. Appointment of Mr. Sunil Mehta as Director representing Punjab National Bank. Directors Indemnity Insurance Policy
	17 th EGM	10 th August, 2017 at 3.30 pm	<ul style="list-style-type: none"> Appointment of M/s K.S. Aiyar & Company as Statutory Auditors to fill the Casual Vacancy caused by resignation of M/s Kalyaniwalla & Mistry.
	18 th EGM	13 th December, 2017 at 2:00 pm	<ul style="list-style-type: none"> Appointment of Mr. Ashish Kumar Srivastava as the Managing Director and CEO w.e.f. October 1, 2017. Alteration of Memorandum of Association of the company. Alteration of Articles of Association of the company. PNB MetLife India Insurance Co. Ltd.-Employee Stock Option Plan-2017. Appointment of Mr. Neeraj Swaroop as Independent Director w.e.f. October 10, 2017.
2018-19	19 th EGM	26 th May, 2018 at 03:00 pm	<ul style="list-style-type: none"> Change in Memorandum of Association ("MOA") of the Company and Adoption of new Articles of Association ("AOA") of the Company
	20 th EGM	09 th July, 2018 at 03:30 pm	<ul style="list-style-type: none"> Issue of shares under an Initial Public Offering Increase in FPI Limit Increase in NRI Investment Limit Amendment to Articles of Association ("AOA") of the Company Appointment of Mr. Abhaya Prasad Hota as Independent Director Appointment of Mr. Sunil Gulati as Independent Director Appointment of Mr. Nitin Chopra as Independent Director Appointment of Ms. Sonu Bhasin as Independent Director Appointment of Mr. Joginder Pal Dua as Independent Director
	17 th AGM	10 th August, 2018 at 02:30 PM	<ul style="list-style-type: none"> Adoption of Accounts for the period ended March 31, 2018 Appointment of Directors retiring by rotation Ratification of Appointment of M/s K.S. Aiyar & Company and M/s. Thakur Vaidyanath Aiyar & Co. as Statutory Auditors of the Company Appointment of Mr. Lingam Venkata Prabhakar as a Director representing Punjab National Bank Renewal of Directors' Indemnity Insurance Policy
	21 st EGM	14 th September, 2018 at 04:00 pm	<ul style="list-style-type: none"> Approval on alteration of Articles of Association of the Company
	22 nd EGM	07 th March, 2019 at 04:30 pm	<ul style="list-style-type: none"> Amendments to Articles of Association of the Company

DISTRIBUTION OF SHAREHOLDING OF THE COMPANY AS ON MARCH 31, 2019

Details of Shareholding is disclosed under Form MGT-9 as uploaded on the website of the Company at <https://www.pnbmetlife.com/investor-relations/financial-information/annual-return.html>

CERTIFICATION FOR COMPLIANCE OF THE CORPORATE GOVERNANCE GUIDELINES

I, Yagya Turker, Company Secretary hereby certify that the Company has complied with the corporate governance guidelines for Insurance Companies as amended from time to time and formation as well as constitution of various committees, and nothing has been concealed or suppressed.

Date: May 10, 2019
Place: Mumbai

Yagya Turker
Company Secretary

INDEPENDENT AUDITORS' REPORT

K.S. Aiyar & Co.
Chartered Accountants
No. F-7, Shakti Mills Lane,
Off Dr. E.Moses Road,
Mahalaxmi,
Mumbai-400011

Thakur, Vaidyanath Aiyar & Co.
Chartered Accountants
221-223, Deen Dayal Marg
New Delhi – 110002

To,
The Shareholders,
PNB MetLife India Insurance Company Limited

REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS FOR
THE YEAR ENDED ON 31st MARCH, 2019

1. OPINION

We have audited the accompanying financial statements of PNB MetLife India Insurance Company Limited ("the Company"), which comprise of the Balance Sheet as at 31st March, 2019, the related Policy Holders' Revenue Account (Technical Account), the Shareholders' Profit and Loss Account (Non- Technical Account) and the Receipts and Payments Account (Statement of Cash Flows) for the year ended on that date and notes to the financial statements, including a summary of significant accounting policies and other explanatory information which we have signed under reference to this report.

In our opinion and to the best of our information and according to the explanations given to us the aforesaid financial statements are prepared in accordance with and give the information required by the Insurance Act, 1938 as amended by the Insurance Laws (Amendment) Act, 2015 read with Insurance Regulatory and Development Authority of India circular IRDAI/F&A/CIR/FA/059/03/2015 dated 31 March 2015 (the "Insurance Act"), the Insurance Regulatory and Development Authority Act (the "IRDAI Act"), the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 (the "IRDAI Financial Statements Regulations"), orders/directions issued by the Insurance Regulatory and Development Authority of India (the "IRDAI"/"Authority") and the Companies Act, 2013, to the extent applicable in this regard and the Accounting Standards specified under Section 133 of the Companies Act, further amended by Companies (Accounting Standard) Amendment Rules, 2016 and read with Rule 7 of the Companies (Accounts) Rules, 2014 to the extent applicable and in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, as applicable to Insurance Companies;

- (a) In the case of Balance Sheet of the state of affairs of the Company as at 31st March, 2019;

- (b) In the case of Revenue Account (Technical Account), of the surplus for the year ended on 31st March, 2019;

- (c) In the case of the Profit and Loss account, of the profit for the year ended on 31st March, 2019; and

- (d) In the case of the Receipts and Payments Account, of the receipts and payments for the year ended on 31st March, 2019

2. BASIS FOR OPINION

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Act. Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

3. KEY AUDIT MATTERS

Key audit matters are those matters that in our professional judgment were of most significance in our audit of the financial statement of the current period. Based on the circumstances and facts of the audit and the Company, we report that there are no key audit matters to be communicated.

4. OTHER INFORMATION

The Company's Board of Directors is responsible for the other information. We have been provided with the other information included in the Director's Report with Annexures thereto, Management Report and Corporate Governance Report which did not include the financial statements and our auditor's report thereon.

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

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

Based on the audit work we have performed, we have nothing to report in this regard.

5. RESPONSIBILITY OF MANAGEMENT FOR THE FINANCIAL STATEMENTS

The Company's Board of Directors is responsible for the matters stated in section 134(5) of the Companies Act, 2013 ("the Act") with respect to the preparation of these financial statements that give a true and fair view of the financial position, financial performance, and cash flows of the Company in accordance with the accounting principles generally accepted in India and other applicable Accounting Standards specified under section 133 of the Act. Management is also responsible for the preparation of these financial statements in accordance with the requirement of the Insurance Act, 1938 as amended by Insurance Law (Amendment) Act, 2015, The Insurance Regulatory and Development Act, 1999, Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 ('the Regulations') and the Companies Act, 2013 (the Act), to the extent applicable.

This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate implementation and maintenance of accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statement that give a true and fair view and are free from material misstatement, whether due to fraud or error.

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

6. AUDITOR'S RESPONSIBILITY FOR THE AUDIT OF THE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from

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

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

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

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

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

7. OTHER MATTERS:

- (a) We report that the actuarial valuation of liabilities for life policies in force and for policies in respect of which premium is discontinued but liability exists as at 31st March, 2019 is the responsibility of the Company's Appointed Actuary ('the Appointed Actuary'). The Appointed Actuary has estimated and duly certified the actuarial valuation of liabilities for policies as at 31st March, 2019 and in his opinion the assumptions for such valuation are in accordance with the guidelines and norms issued by the Insurance Regulatory and Development Authority of India ('IRDAI') and the Institute of Actuaries of India in concurrence with the Authority. We have relied upon the Appointed Actuary's certificate in this regard for forming our opinion on the financial statements of the Company. Our opinion is not modified in respect of this matter.
- (b) As required by the IRDAI Financial Statements Regulations, we have issued a separate certificate dated 10th May, 2019 certifying the matters specified in paragraphs 3 and 4 of Schedule C to the IRDAI Financial Statements Regulations.

8. REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

As required by Section 143(3) of the Act, we report that:

- a) We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit.

- b) In our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books.
- c) As the Company's financial accounting system is centralized at Head Office, no returns for the purposes of our audit are prepared at the branches and other offices of the Company.
- d) The Balance Sheet, the related Policy Holders' Revenue Account (Technical Account), the Shareholders' Profit and Loss Account (Non-Technical Account) and Receipts and Payments Account (Statement of Cash Flows) for the year ended on 31st March, 2019, dealt with by this Report are in agreement with the books of account.
- e) In our opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Act to the extent applicable, read with Rule 7 of the Companies (Accounts) Rules, 2014.
- f) On the basis of the written representations received from the directors as on 31st March, 2019 taken on record by the Board of Directors, none of the directors is disqualified as on 31st March, 2019 from being appointed as a director in terms of Section 164(2) of the Companies Act, 2013.
- g) in our opinion and to the best of our information and according to the explanations given to us, investments have been valued in accordance with the provisions of the Insurance Act, the IRDAI Financial Statements Regulations and/or orders/directions issued by the IRDAI in this regard;
- h) in our opinion the accounting policies selected by the Company are appropriate and are in compliance with orders the applicable Accounting Standards specified under section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended) and with the accounting principles prescribed in IRDAI Financial Statements Regulations and /directions issued by the IRDAI in this regard.
- i) With respect to the internal financial controls with reference to the financial statements of the Company and the operating effectiveness of such controls, refer to our separate report in Annexure A. Our report expresses an unmodified opinion on the existence and operating effectiveness of the company's internal financials controls with reference to the financial statements.
- j) The managerial remuneration paid to the Managing Director and Chief Executive Officer (MD & CEO) of

insurance companies is governed by Section 34A of the Insurance Act, 1938 as amended from time to time. The remuneration paid to MD and CEO of the Company for FY 2018-19 has been approved by IRDAI.

- k) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:

- i) The Company has disclosed the impact of pending litigations on its financial position in its financial statements – Refer Note 3.1 of Schedule 16 to the financial statements;
- ii) The Company did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses.
- iii) There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company.

For **K.S. Aiyar & Co.**
Chartered Accountants
FRN:100186W

Rajesh S Joshi
Partner
M. No.38526

Place: Mumbai
Date:10th May, 2019

For **Thakur, Vaidyanath Aiyar & Co**
Chartered Accountants
FRN: 000038N

K.N. Gupta
Partner
M. No. 09169

Place: Mumbai
Date:10th May, 2019

ANNEXURE - A

Referred to in paragraph 7(i) under Report on Other Legal and Regulatory Requirements of our report of even date.

Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act")

We have audited the internal financial controls over financial reporting of **PNB MetLife India Insurance Company Limited** ("the Company") as of 31 March 2019 in conjunction with our audit of the financial statements of the Company for the year ended on that date. The actuarial valuation of liabilities for life policies in force and policies where premium is discontinued is required to be certified by the Appointed Actuary as per the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 (the "IRDA Financial Statements Regulations"), and has been relied upon by us, as mentioned in "Other Matter" para of our audit report on the financial statements of the Company as at and for the year ended March 31, 2019. Accordingly, we have not audited the internal financial controls over financial reporting in respect of the valuation and accuracy of the aforesaid actuarial valuation.

MANAGEMENT'S RESPONSIBILITY FOR INTERNAL FINANCIAL CONTROLS

The Company's management is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls over Financial Reporting ("the Guidance Note") issued by the Institute of Chartered Accountants of India ("ICAI"). These responsibilities include the design, implementation and maintenance of adequate internal financial controls with reference to financial statements of the Company that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013. including the provisions of the Insurance Act, 1938 as amended by the Insurance Laws (Amendment) Act, 2015 read with Insurance Regulatory and Development Authority of India circular IRDA/F&A/CIR/CPM/059/03/2015 dated 31st March, 2015 (the "Insurance Act"), the Insurance Regulatory and Development Authority Act, 1999 (the "IRDA Act"), the IRDA Financial Statements Regulations, orders/directions issued by the Insurance Regulatory and Development Authority of India (the "IRDAI") in this regard.

AUDITORS' RESPONSIBILITY

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

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

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

MEANING OF INTERNAL FINANCIAL CONTROLS OVER FINANCIAL REPORTING

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

- (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company;
- (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial

statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorisations of management and directors of the company; and

- (3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

INHERENT LIMITATIONS OF INTERNAL FINANCIAL CONTROLS OVER FINANCIAL REPORTING

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal

financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

OPINION

In our opinion, to the best of our information and according to the explanations given to us, the Company has in all material respects, internal financial controls with reference to the financial statements of the Company and such internal financial controls with reference to financial statements were operating effectively as at 31 March 2019, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

For **K.S. Aiyar & Co.**
Chartered Accountants
FRN:100186W

Rajesh S Joshi
Partner
M. No.38526

Place: Mumbai
Date:10th May, 2019

For **Thakur, Vaidyanath Aiyar & Co**
Chartered Accountants
FRN: 000038N

K.N. Gupta
Partner
M. No. 09169

Place: Mumbai
Date:10th May, 2019

INDEPENDENT AUDITOR'S CERTIFICATE

K.S. Aiyar & Co.
Chartered Accountants
No. F-7, Shakti Mills Lane,
Off Dr. E. Moses Road,
Mahalaxmi,
Mumbai-400011

Thakur, Vaidyanath Aiyar & Co.
Chartered Accountants
221-223, Deen Dayal Marg
New Delhi – 110002

(Referred to in paragraph 7 (b) of our Report on Other Matters forming part of the Independent Auditor's Report dated May 10, 2019)

This certificate is issued to PNB MetLife India Insurance Company Limited (the Company) to comply with the provisions of paragraph 3 and 4 of Schedule C of the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations 2002, ("the IRDAI Financial Statements Regulations") read with Regulation 3 of the IRDAI Financial Statements Regulations and is not intended to be used or distributed for any purpose.

The Company's Board of Directors is responsible for complying with the provisions of the Insurance Act, 1938 as amended by the Insurance Laws (Amendment) Act, 2015 read with Insurance Regulatory and Development Authority of India circular IRDAI/F&A/CIR/FA/059/03/2015 dated March 31, 2015 (the "Insurance Act"), the Insurance Regulatory and Development Authority Act, 1999 (the "IRDAI Act"), the IRDAI Financial Statements Regulations, orders/directions issued by the Insurance Regulatory and Development Authority of India (the "IRDAI") which includes the preparation of the Management Report. This includes collecting, collating and validating data and designing, implementing and monitoring of internal controls suitable for ensuring compliance as aforesaid.

Our responsibility for the purpose of this certificate is limited to certifying matters contained in paragraphs 3 and 4 of Schedule C of the Regulations. We conducted our examination in accordance with the Guidance Note on Audit Reports and Certificates for Special Purposes issued by the Institute of Chartered Accountants of India (the 'ICAI'), which include the concepts of test checks and materiality.

In accordance with the information and explanations given to us and to the best of our knowledge and belief and based on

our examination of the books of account and other records maintained the Company for the year ended March 31, 2019, we certify that:

1. We have reviewed the Management Report attached to the financial statements for the year ended March 31, 2019, and on the basis of our review, there is no apparent mistake or material inconsistencies with the financial statements as adopted by the Board of Directors and our Report thereon;
2. Based on the management representations and compliance certificates submitted to the Board of Directors by the officers of the Company charged with compliance and the same being noted by the Board, we certify that the Company has complied with the terms and conditions of registration stipulated by IRDAI;
3. We have verified the cash balances by the actual inspection, to the extent considered necessary or on the basis of certificate/confirmations received from the Branches and on the basis of subsequent deposit thereof in the Banks and Securities relating to the Company's investments as at March 31, 2019, on the basis of certificates/confirmations received from the Custodian and/ or Depository Participants appointed by the Company, as at March 31, 2019, the Company does not have reversions and life interests;
4. The Company is not a trustee of any trust; and
5. No part of the assets of the Policyholders' Funds has been directly or indirectly applied in contravention to the provisions of the Insurance Act, 1938 as amended by the Insurance Laws (Amendment) Act, 2015 relating to the application and investments of the Policyholders' Funds.

For **K.S. Aiyar & Co.**
Chartered Accountants
FRN:100186W

Rajesh S Joshi
Partner
M. No.38526

Place: Mumbai
Date:10th May, 2019

For **Thakur, Vaidyanath Aiyar & Co**
Chartered Accountants
FRN: 000038N

K.N. Gupta
Partner
M. No. 09169

Place: Mumbai
Date:10th May, 2019

FORM A - BS

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration Number : 117 dated August 6, 2001 with IRDAI

BALANCE SHEET AS AT MARCH 31, 2019

(Rs. in '000)

Particulars	Schedule	As at March 31, 2019	As at March 31, 2018
SOURCES OF FUNDS:			
SHAREHOLDERS' FUNDS			
Share capital	5	20,128,843	20,128,843
Reserves and surplus	6	-	-
Credit/(Debit) Fair value change account		2,051	(128)
Total shareholders' funds		20,130,894	20,128,715
Borrowings	7	47,179	105,203
POLICYHOLDERS' FUNDS			
Credit/(Debit) Fair value change account		393,991	37,805
Policy liabilities		125,802,453	99,172,409
Insurance reserves		-	-
Provision for linked liabilities -Non unit		522,816	394,028
Provision for linked liabilities - Unit		59,106,671	57,092,706
Total policyholders' funds		185,825,931	156,696,948
Funds for discontinued policies			
- Discontinued on account of non- payment of premium		6,291,502	5,749,232
Funds for future appropriations (Refer: Note 2.20 of schedule 16)		2,927,493	1,790,875
Total		215,222,999	184,470,973
APPLICATION OF FUNDS:			
Investments			
Shareholders'	8	11,205,095	10,532,432
Policyholders'	8A	126,926,472	99,038,814
Assets held to cover linked liabilities	8B	65,398,173	62,841,938
Loans	9	459,221	368,471
Fixed assets	10	966,341	795,047
Current assets			
Cash and bank balances	11	2,723,771	2,898,191
Advances and other assets	12	9,038,354	8,242,217
Total Current assets (A)		11,762,125	11,140,408
Less :			
Current liabilities	13	9,133,006	9,361,349
Provisions	14	306,772	261,263
Total Current Liabilities and Provisions (B)		9,439,778	9,622,612
Net current assets (C) = (A)-(B)		2,322,347	1,517,796
Miscellaneous expenditure (to the extent not written off or adjusted)	15	-	-
Debit balance in Profit and Loss Account (Shareholders' Account)		7,945,350	9,376,475
Deficit in Revenue Account (Policyholders' Account)		-	-
Total		215,222,999	184,470,973

Significant accounting policies and notes

16

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

As per our report of even date attached

For and on behalf of the Board of Directors

For **K.S. Aiyar & Co.**
Chartered Accountants
ICAI Firm Registration
No.: 100186W

For **Thakur Vaidyanath Aiyar & Co.**
Chartered Accountants
ICAI Firm Registration
No.: 000038N

Kishore Ponnayolu
Chairman
DIN No.: 08226069

Ashish Kumar Srivastava
Managing Director & CEO
DIN No.: 00355075

Rajesh S. Joshi
Partner
Membership No.: 038526

K.N. Gupta
Partner
Membership No.: 009169

Archana Hingorani
Director
DIN No.: 00028037

Anisha Motwani
Director
DIN No.: 06943493

Khalid Ahmad
Chief Financial Officer

P K Dinakar
Appointed Actuary

Place: Mumbai
Date: May 10, 2019

Yagya Turker
Company Secretary
M. No. 19493

FORM A - RA

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration Number : 117 dated August 6, 2001 with IRDAI

REVENUE ACCOUNT

FOR THE YEAR ENDED MARCH 31, 2019

Policyholders' Account (Technical Account)

(Rs. in '000)

Particulars	Schedule	March 31, 2019	March 31, 2018
Premiums earned - net			
(a) Premium	1	47,771,966	39,535,108
(b) Reinsurance ceded		(1,185,573)	(929,955)
(c) Reinsurance accepted		-	-
		46,586,393	38,605,153
Income from Investments			
(a) Interest, dividends and rent - net of accretion/amortisation of discount/ premium		11,352,021	9,580,866
(b) Profit on sale/redemption of investments		5,156,501	7,582,879
(c) (Loss) on sale/ redemption of investments		(1,048,933)	(815,765)
(d) Transfer/gain on revaluation/change in fair value*		501,172	(2,871,673)
Other Income			
(a) Interest on policy loans		49,641	34,359
(b) Miscellaneous income		211,672	185,430
Contribution from the Shareholders' Account (Refer :Note 3.24 (a) of schedule 16)		756,411	484,308
Total (A)		63,564,878	52,785,557
Commission	2	2,507,706	2,154,760
Operating expenses related to Insurance business	3	9,064,652	8,148,395
Goods and Services tax/Service tax on charges		430,908	385,921
Provision for doubtful debts		-	-
Bad debts written off		-	-
Provision for Income Tax (Refer: Note 3.9 of schedule 16)		191,282	-
Provisions (other than taxation)		-	-
(a) For diminution in the value of investments (Net)		-	-
(b) Advances & Recoveries		(1,793)	(4,690)
Total (B)		12,192,755	10,684,386
Benefits paid (net)	4	19,363,344	21,084,349
Interim & Other bonuses paid		26,632	25,930
Change in valuation of liability in respect of life policies			
(a) Gross**		32,549,331	21,758,555
(b) Amount ceded in reinsurance		(3,234,263)	(2,388,689)
(c) Amount accepted in reinsurance		-	-
Total (C)		48,705,044	40,480,145
Surplus/(Deficit) (D) = (A) - (B) - (C)		2,667,079	1,621,026

FORM A - RA

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration Number : 117 dated August 6, 2001 with IRDAI

REVENUE ACCOUNT

FOR THE YEAR ENDED MARCH 31, 2019

Policyholders' Account (Technical Account)

(Rs. in '000)

Particulars	Schedule	March 31, 2019	March 31, 2018
Appropriations			
Transfer to shareholder's account		1,530,461	1,352,880
Transfer to other reserves		-	-
Balance being Funds for future appropriations		1,136,618	268,146
Surplus/(Deficit) after appropriation		-	-
Total (D)		2,667,079	1,621,026
Balance at the beginning of year		-	(13,003,351)
Surplus/(Deficit) after appropriation		-	-
Transfer from Reserves and Surplus of Shareholders' Funds for absorbing accumulated deficit of prior years of non-par segments (Refer Schedule - 6 and note 3.24 (b) of schedule 16)		-	13,003,351
Balance carried to balance sheet		-	-
Details of Total Surplus/(Deficit)			
(a) Interim bonuses paid		26,632	25,930
(b) Allocation of bonus to policyholders'		2,556,580	2,128,327
(c) Surplus shown in the Revenue Account		2,667,079	1,621,026
Total Surplus/(Deficit)		5,250,291	3,775,283

* Represents the deemed realised gain as per norms specified by the authority

** Represents mathematical reserves after allocation of bonus.

Significant accounting policies and notes

16

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

As per our report of even date attached

For and on behalf of the Board of Directors

For **K.S. Aiyar & Co.**
Chartered Accountants
ICAI Firm Registration
No.: 100186W

For **Thakur Vaidyanath Aiyar & Co.**
Chartered Accountants
ICAI Firm Registration
No.: 000038N

Kishore Ponnaveolu
Chairman
DIN No.: 08226069

Ashish Kumar Srivastava
Managing Director & CEO
DIN No.: 00355075

Rajesh S. Joshi
Partner
Membership No.: 038526

K.N. Gupta
Partner
Membership No.: 009169

Archana Hingorani
Director
DIN No.: 00028037

Anisha Motwani
Director
DIN No.: 06943493

Khalid Ahmad
Chief Financial Officer

P K Dinakar
Appointed Actuary

Place: Mumbai
Date: May 10, 2019

Yagya Turker
Company Secretary
M. No. 19493

FORM A - PL

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration Number : 117 dated August 6, 2001 with IRDAI

PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED MARCH 31, 2019

Shareholders' Account (Non-technical Account)

(Rs. in '000)

Particulars	Schedule	March 31, 2019	March 31, 2018
Amount transferred from the Policyholders' Account (Technical Account)		1,530,461	1,352,880
Income from Investments			
(a) Interest, dividends and rent - net of accretion/amortisation of discount/ premium)		856,670	645,983
(b) Profit on sale/redemption of investments		1,183	-
(c) Loss on sale/redemption of investments		(1,055)	-
Total		856,798	645,983
Other income		-	-
Total Income (A)		2,387,259	1,998,863
Expenses other than those directly related to the insurance business	3A	113,659	97,631
Bad debts written off		-	-
Transfer to Policyholders' fund		-	-
Provisions (other than taxation)		-	-
(a) For diminution in the value of investments		-	-
(b) Provision for doubtful debts		-	-
(c) Others		-	-
Contribution to the Policyholder's Account		756,411	484,308
Total (B)		870,070	581,939
Profit / (Loss) before tax		1,517,189	1,416,924
Provision for taxation (Refer: Note 3.9 of schedule 16)		86,064	-
Profit / (Loss) after tax		1,431,125	1,416,924
Appropriations			
(a) Balance at beginning of the year (Refer Schedule 6 - Reserves and Surplus)		(9,376,475)	2,209,952
(b) Interim dividends paid during the year		-	-
(c) Proposed final dividend		-	-
(d) Dividend distribution tax		-	-
Profit / (Loss) carried forward to balance sheet		(7,945,350)	3,626,876*
Earning / (Loss) Per Share (Basic)		0.71	0.70
Earning / (Loss) Per Share (Diluted)		0.71	0.70

* Refer schedule 6- Reserves and surplus

Significant accounting policies and notes

16

Schedules referred to herein form an integral part of the Profit & Loss Account

As per our report of even date attached

For and on behalf of the Board of Directors

For **K.S. Aiyar & Co.**
Chartered Accountants
ICAI Firm Registration
No.: 100186W

For **Thakur Vaidyanath Aiyar & Co.**
Chartered Accountants
ICAI Firm Registration
No.: 000038N

Kishore Ponnayolu
Chairman
DIN No.: 08226069

Ashish Kumar Srivastava
Managing Director & CEO
DIN No.: 00355075

Rajesh S. Joshi
Partner
Membership No.: 038526

K.N. Gupta
Partner
Membership No.: 009169

Archana Hingorani
Director
DIN No.: 00028037

Anisha Motwani
Director
DIN No.: 06943493

Khalid Ahmad
Chief Financial Officer

P K Dinakar
Appointed Actuary

Place: Mumbai
Date: May 10, 2019

Yagya Turker
Company Secretary
M. No. 19493

Name of the Insurer : PNB MetLife India Insurance Company Limited
Registration Number : 117 dated August 6, 2001 with IRDAI

RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED MARCH 31, 2019

(Rs. in '000)

Particulars	Schedule	March 31, 2019	March 31, 2018
Cash Flows from the Operating Activities:			
Premium received from policyholders, including advance receipts		49,098,755	40,150,438
Other receipts		262,078	219,646
Payments to the re-insurers, net of commissions and claims/ benefits		(291,233)	(122,820)
Payments of claims/benefits		(20,628,259)	(21,427,895)
Payments of commission and brokerage		(2,483,540)	(2,088,727)
Payments of other operating expenses		(9,785,097)	(7,917,529)
Preliminary and pre-operative expenses		-	-
Deposits, advances and staff loans		(15,010)	(49,351)
Income taxes paid (Net)		(330,121)	-
Goods Services Tax/Service Tax paid		(1,152,402)	(1,282,786)
Other payments		-	-
Cash flows before extraordinary items		14,675,171	7,480,976
Cash flow from extraordinary operations		-	-
Net cash flow from operating activities (A)		14,675,171	7,480,976
Cash flows from Investing Activities:			
Purchase of fixed assets		(376,558)	(247,796)
Proceeds from sale of fixed assets		1,299	2,019
Purchase of Investments		(72,041,221)	(77,008,195)
Loans disbursed		-	-
Loans against policies		(102,250)	(85,125)
Sales/ Maturity of investments		46,998,851	59,334,522
Repayments received		-	-
Rents/Interests/ Dividends received		11,674,738	9,460,805
Investments in money market instruments and in liquid mutual funds (Net)		(1,004,450)	1,335,923
Expenses related to investments		-	-
Net cash flow from investing activities (B)		(14,849,591)	(7,207,847)
Cash flows from Financing Activities:			
Proceeds from issuance of share capital		-	-
Proceeds from borrowing		-	-
Repayments of borrowing		-	-
Interest/dividends paid		-	-
Net cash flow from financing activities (C)		-	-
Effect of foreign exchange rates on cash and cash equivalents, net		-	-
Net increase/(decrease) in cash and cash equivalents: (A+B+C)	11	(174,420)	273,129
Cash and cash equivalents at the beginning of the year	11	2,898,191	2,625,062
Cash and cash equivalents at the end of the year		2,723,771	2,898,191

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

In terms of our report of even date attached

For and on behalf of the Board of Directors

For **K.S. Aiyar & Co.**
Chartered Accountants
ICAI Firm Registration
No.: 100186W

For **Thakur Vaidyanath Aiyar & Co.**
Chartered Accountants
ICAI Firm Registration
No.: 000038N

Kishore Ponnayolu
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Ashish Kumar Srivastava
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Director
DIN No.: 06943493

Khalid Ahmad
Chief Financial Officer

P K Dinakar
Appointed Actuary

Place: Mumbai
Date: May 10, 2019

Yagya Turker
Company Secretary
M. No. 19493

SCHEDULE 1 - PREMIUMS

(Rs. in '000)

Particulars	March 31, 2019	March 31, 2018
First year Premiums	14,204,417	12,611,007
Renewal Premiums	30,952,977	25,264,302
Single Premiums	2,614,572	1,659,799
Total Premiums	47,771,966	39,535,108
Premiums Income from business written:		
In India	47,771,966	39,535,108
Outside India	-	-
Total Premiums	47,771,966	39,535,108

SCHEDULE 2 - COMMISSION EXPENSES

(Rs. in '000)

Particulars	March 31, 2019	March 31, 2018
Commission		
Direct		
- First year Premiums	1,689,932	1,543,092
- Renewal Premiums	733,190	550,296
- Single Premiums	84,584	61,372
Gross commission	2,507,706	2,154,760
Add: Commission on re-insurance accepted	-	-
Less: Commission on re-insurance ceded	-	-
Net Commission	2,507,706	2,154,760
Break-up of Gross commission expenses/ Referral fees		
Agents	232,915	224,474
Brokers	70,017	37,866
Corporate agency	2,205,243	1,892,527
Referral	(469)	(107)
Others (Direct Sales)	-	-
Total	2,507,706	2,154,760

Note: Commission expenditure is net of recovery on account of "customer default charges", if any.

SCHEDULE 3 - OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(Rs. in '000)

Particulars	March 31, 2019	March 31, 2018
Employees' remuneration and welfare benefits	5,798,616	5,410,699
Travel, conveyance and vehicle running expenses	146,421	123,882
Training expenses	52,389	39,074
Rents, rates and taxes	432,822	427,552
Repairs	35,708	58,283
Printing and stationery	31,481	39,885
Communication expenses	140,350	148,074
Legal & professional charges	134,574	99,725
Medical fees	78,016	54,691
Auditors' fees, expenses, etc.		
(a) as auditor	6,500	6,000
(b) other services	283	134
(c) out of pocket expenses	2,111	1,205
Advertisement and publicity	378,157	229,188
Business Development, Sales promotion & Sales conference	976,255	744,609
Interest and bank charges	71,905	73,400
Recruitment expenses	64,272	70,561
Information technology expenses	321,381	238,339

(Rs. in '000)

Particulars	March 31, 2019	March 31, 2018
Office expenses	124,534	125,252
Others	6,747	36,736
Depreciation	265,209	226,225
Excess of expenses of management (EOM) transferred to Profit and Loss Account- (Refer: Note 3.35 of schedule 16)	(3,079)	(5,119)
Total	9,064,652	8,148,395

SCHEDULE 3A - EXPENSES OTHER THAN THOSE DIRECTLY RELATED TO THE INSURANCE BUSINESS

(Rs. in '000)

Particulars	March 31, 2019	March 31, 2018
Employees' remuneration and welfare benefits (Refer: Note 3.10 of schedule 16)	50,658	28,361
Travel, conveyance and vehicle running expenses	53	26
Training expenses	16	21
Rents, rates and taxes	-	-
Repairs	-	-
Printing and stationery	-	-
Communication expenses	6	5
Legal and professional charges	737	557
Medical fees	-	-
Auditors' Fees, expenses, etc.	-	-
(a) as auditor	-	-
(b) other services	-	-
(c) out of pocket expenses	-	-
Advertisement and publicity	-	-
Business Development, Sales promotion & Sales conference	-	-
Interest and bank charges	390	350
Recruitment expenses	28	1
Information technology expenses	-	-
Office expenses	-	-
Others	19,156	54,480
Depreciation	-	-
Corporate Social Responsibility	39,536	8,711
Excess of expenses of management (EOM) transferred from revenue account- (Refer: Note 3.35 of schedule 16)	3,079	5,119
Total	113,659	97,631

SCHEDULE 4 - BENEFITS PAID (NET)

(Rs. in '000)

Particulars	March 31, 2019	March 31, 2018
1. Insurance claims		
(a) Claims by death	3,465,631	3,168,596
(b) Claims by maturity	1,551,604	801,321
(c) Annuities/ Pension payment	206,398	201,838
(d) Other benefits -		
(i) Surrenders	12,649,639	16,258,559
(ii) Periodical benefit	2,161,339	1,344,666
(iii) Health	70,743	60,498
(iv) Others (Interest on unclaimed amount of policyholders)	148,347	116,523
2. (Amount ceded in reinsurance)		
(a) Claims by death	(868,979)	(834,942)
(b) Claims by maturity	-	-
(c) Annuities/ Pension payment	-	-

(Rs. in '000)

Particulars	March 31, 2019	March 31, 2018
(d) Other benefits -		
(i) Surrenders	-	-
(ii) Periodical benefit	-	-
(iii) Health	(21,378)	(32,710)
3. Amount accepted in reinsurance		
(a) Claims by death	-	-
(b) Claims by maturity	-	-
(c) Annuities/ Pension payment	-	-
(d) Other benefits -		
(i) Surrenders	-	-
(ii) Periodical benefit	-	-
(iii) Health	-	-
Total	19,363,344	21,084,349

SCHEDULE 5 - SHARE CAPITAL

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
Authorised Capital	30,000,000	30,000,000
3,000,000,000 (Previous year - 3,000,000,000) equity shares of Rs. 10/- each		
Issued Capital	20,128,843	20,128,843
2,012,884,283 (Previous year - 2,012,884,283) equity shares of Rs. 10/- each		
Subscribed, Called-up and Paid up Capital	20,128,843	20,128,843
2,012,884,283 (Previous year - 2,012,884,283) equity shares of Rs. 10/- each fully paid up		
Total	20,128,843	20,128,843

Note: No part of the capital is held by a holding company.

SCHEDULE 5A - PATTERN OF SHAREHOLDING (AS CERTIFIED BY MANAGEMENT)

(Rs. in '000)

Particulars	As at March 31, 2019		As at March 31, 2018	
	Number of shares	% of holding	Number of shares	% of holding
Promoters				
Indian	603,865,285	30.00%	603,865,285	30.00%
Foreign	645,181,407	32.05%	523,349,913	26.00%
Non Promoter				
Indian *	722,726,480	35.91%	885,669,085	44.00%
Foreign (through indirect FDI)	41,111,111	2.04%	-	-
Total	2,012,884,283	100.00%	2,012,884,283	100.00%

*722,726,480 number of shares as on March 31, 2019 Includes 1,700,000 equity shares held by one of the Indian shareholder which was pledged with ICICI Bank limited, who has demanded revocation of such pledge against which the said shareholder has obtained an injunction order against the ICICI bank.

SCHEDULE 6 - RESERVES AND SURPLUS

(Rs. in '000)

Particulars	As at March 31, 2019		As at March 31, 2018
Capital Reserve	-		-
Capital Redemption Reserve	-		-
Share Premium	-		-
Revaluation Reserve	-		-
General Reserves	-		-
Less: Debit balance in Profit and Loss Account	-		-
Less: Amount utilized for Buy-back	-		-
Catastrophe Reserve	-		-
Other Reserves	-		-
Balance of profit in Profit and Loss Account	-		-
Opening balance	-	2,209,952	-
Add: Profit for the year	-	1,416,924	-
Total	-	3,626,876	-
Less: Transfer to Revenue Account (Policyholders' Account) for absorbing accumulated deficit of prior years of non-par segments	-	(13,003,351)	-
Net balance in Profit and Loss Account*	-	(9,376,475)	-
Total	-		-

* Negative balance in Reserves and Surplus is shown as Debit balance in Profit and Loss account (Shareholder's Account) in Balance Sheet

SCHEDULE 7 - BORROWINGS

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
Debentures/Bonds	-	-
Banks	-	-
Financial Institutions	-	-
Others	47,179	105,203
For Information technology equipments and software [Secured against said assets. Net book value as at March 31, 2019 : Rs. 65,236 (As at March 31, 2018 : Rs. 97,855)]		
Total	47,179	105,203

Note: Amount due within 12 months from Balance Sheet date is Rs. 47,179 (As at March 31, 2018 - Rs. 42,989).

SCHEDULE 8 - INVESTMENTS - SHAREHOLDERS

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
LONG TERM INVESTMENTS		
Government securities and Government guaranteed bonds including Treasury bills	6,752,636	5,956,577
Other approved securities	404,128	404,773
Other Investments		
(a) Shares		
(aa) Equity	15,529	13,350
(bb) Preference	-	-
(b) Mutual funds	-	-
(c) Derivative instruments	-	-
(d) Debentures/Bonds	1,522,273	1,092,466
(e) Other securities	-	-
(f) Subsidiaries	-	-

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
Investment properties - Real estate	-	-
Investments in Infrastructure and Social Sector	2,108,545	1,404,599
Other than Approved investments	75,000	249,804
Total	10,878,111	9,121,569
SHORT TERM INVESTMENTS		
Government securities and Government guaranteed bonds including Treasury bills	-	717,361
Other Approved Securities	-	-
Other Investments		
(a) Shares		
(aa) Equity	-	-
(bb) Preference	-	-
(b) Mutual funds	-	-
(c) Derivative instruments	-	-
(d) Debentures/Bonds	-	90,020
(e) Other securities - CP/CBLO/Bank Deposits	76,999	167,660
(f) Subsidiaries	-	-
Investment properties - Real Estate	-	-
Investments in Infrastructure and Social Sector	-	385,822
Other than Approved Investments		
- Debentures/ Bonds	249,985	50,000
- Mutual Funds	-	-
Total	326,984	1,410,863
Grand total	11,205,095	10,532,432

Note: The market value of the above total investment is Rs. 11,385,758 (As at March 31, 2018 - Rs. 10,620,436)

SCHEDULE 8A - INVESTMENTS - POLICYHOLDERS

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
LONG TERM INVESTMENTS		
Government securities and Government guaranteed bonds including Treasury bills	65,049,059	52,154,659
Other Approved Securities	69,743	69,466
Other Investments		
(a) Shares		
(aa) Equity	3,567,412	2,301,105
(bb) Preference	-	-
(b) Mutual funds	-	-
(c) Derivative instruments	-	-
(d) Debentures/Bonds	20,744,160	16,882,852
(e) Other Securities	-	-
(f) Subsidiaries	-	-
(g) Investment Properties - Real Estate	-	-
Investments in infrastructure and social sector	31,219,214	22,972,083
Other than approved investments		
- Equity	1,329,884	15,912
- Debt	575,000	500,000
Total	122,554,472	94,896,077

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
SHORT TERM INVESTMENTS		
Government securities and Government guaranteed bonds including Treasury bills	-	103,967
Other Approved Securities	-	-
Other Investments		
(a) Shares		
(aa) Equity	-	-
(bb) Preference	-	-
(b) Mutual funds	-	-
(c) Derivative instruments	-	-
(d) Debentures/Bonds	598,933	2,160,078
(e) Other Securities - CP/Bank Deposits/CBLO	3,168,102	482,749
(f) Subsidiaries	-	-
(g) Investment Properties - Real Estate	-	-
Investments in Infrastructure and Social Sector	404,965	1,346,153
Other than approved investments-Debenture / Bonds	200,000	49,790
Total	4,372,000	4,142,737
Grand total	126,926,472	99,038,814

Note: The market value of the above total investment is Rs. 129,682,447 (As at March 31, 2018 - Rs. 101,232,207)

SCHEDULE 8B - ASSETS HELD TO COVER LINKED LIABILITIES

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
LONG TERM INVESTMENTS		
Government securities and Government guaranteed bonds including Treasury bills	7,656,606	5,568,596
Other Approved Securities	8,458	8,333
Other Investments		
(a) Shares		
(aa) Equity	30,621,019	30,734,028
(bb) Preference	-	-
(b) Mutual Funds	-	-
(c) Derivative Instruments	-	-
(d) Debentures/Bonds	2,576,684	3,349,681
(e) Other Securities	-	-
(f) Subsidiaries	-	-
(g) Investment Properties - Real estate	-	-
Investments in Infrastructure and Social Sector	-	-
- Debt Securities (including Housing)	6,051,837	7,480,959
- Equities	1,563,372	2,069,438
Other than Approved Investments	-	-
(a) Equity	1,636,868	592,656
(b) Mutual Fund (ETF)	4,217,754	3,121,769
(c) Bonds/Debentures	1,704,096	-
Total	56,036,694	52,925,460
SHORT TERM INVESTMENTS		
Government securities and Government guaranteed bonds including Treasury bills	4,408,788	5,621,826
Other Approved Securities	-	-
Other Investments		
(a) Shares		
(aa) Equity	-	-
(bb) Preference	-	-

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
(b) Mutual funds	-	-
(c) Derivative instruments	-	-
(d) Debentures/Bonds	250,370	554,475
(e) Other securities	-	-
(f) Subsidiaries	-	-
(g) Fixed deposits	-	-
(h) Other securities - CP/CBLO/Bank Deposits	3,622,431	2,565,630
(i) Investment properties - Real Estate	-	-
Investments in Infrastructure and Social Sector	-	152,532
Other than Approved Investments	-	-
(a) Mutual funds	-	-
(b) Debentures/Bonds	-	-
Total	8,281,589	8,894,463
Other net current assets	1,079,890	1,022,015
Grand total	65,398,173	62,841,938

SCHEDULE 9 - LOANS

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
SECURITY-WISE CLASSIFICATION		
Secured		
(a) On mortgage of property		
(aa) In India	-	-
(bb) Outside India	-	-
(b) On Shares, Bonds, Government securities etc.	-	-
(c) Loans against policies	459,221	368,471
(d) Others	-	-
Unsecured	-	-
Total	459,221	368,471
BORROWER-WISE CLASSIFICATION		
(a) Central and State Governments	-	-
(b) Banks and Financial Institutions	-	-
(c) Subsidiaries	-	-
(d) Companies	-	-
(e) Loans against policies	459,221	368,471
(f) Others	-	-
Total	459,221	368,471
PERFORMANCE-WISE CLASSIFICATION		
(a) Loans classified as standard		
(aa) In India	459,221	368,471
(bb) Outside India	-	-
(a) Non-standard loans less provisions		
(aa) In India	-	-
(bb) Outside India	-	-
Total	459,221	368,471
MATURITY-WISE CLASSIFICATION		
(a) Short-Term	50,790	29,268
(b) Long-Term	408,431	339,203
Total	459,221	368,471

SCHEDULE 10- FIXED ASSETS

(Rs. in '000)

Particulars	Cost / Gross Block			Depreciation / Amortisation			Net Block		
	As at April 01, 2018	Additions	Deductions	As at March 31, 2019	As at April 01, 2018	For the Year	On sales / Adjustment	As at March 31, 2019	As at March 31, 2018
Intangible assets									
Computer Software	1,054,014	137,774	-	1,191,788	829,589	125,772	-	955,361	224,425
Other assets									
Building	244,323	-	-	244,323	14,058	4,080	-	18,138	230,265
Leasehold improvements	170,292	34,838	13,272	191,858	115,242	28,796	12,220	131,818	55,050
Furniture & Fittings	73,647	6,017	6,366	73,298	50,765	5,911	5,660	51,016	22,882
Information technology equipment - Owned	588,612	37,828	69,409	557,031	471,160	54,206	69,391	455,975	117,452
Information technology equipment - Leased	195,708	-	-	195,708	97,854	32,618	-	130,472	97,855
Vehicles	556	-	556	-	556	-	556	-	-
Office Equipment	111,448	10,337	11,704	110,081	80,871	13,826	11,416	83,281	30,577
Total	2,438,600	226,794	101,307	2,564,087	1,660,095	265,209	99,243	1,826,061	778,506
Capital Work-in-Progress									
	-	-	-	-	-	-	-	-	16,541
Total Fixed Assets	2,438,600	226,794	101,307	2,564,087	1,660,095	265,209	99,243	1,826,061	795,047
Previous year	2,200,236	300,676	62,312	2,438,600	1,494,306	226,225	60,437	1,660,095	795,047

SCHEDULE 11 - CASH AND BANK BALANCES

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
Cash (including cheques, drafts and stamps)	1,000,233	655,305
Bank Balances		
(a) Deposit accounts		
(aa) Short-term (due within 12 months of the date of Balance Sheet)	216,700	668,600
(bb) Others (Refer: Note 3.8 of schedule 16)	597	617
(b) Current Accounts	1,506,241	1,573,669
(c) Others	-	-
Money at Call and Short Notice		
(a) With Banks	-	-
(b) With other Institutions	-	-
Others	-	-
Total	2,723,771	2,898,191
Balances with non-scheduled banks included above	-	-
CASH & BANK BALANCES		
(a) In India	2,723,771	2,898,191
(b) Outside India	-	-
Total	2,723,771	2,898,191

SCHEDULE 12 - ADVANCE AND OTHER ASSETS

(Rs. in '000)

Particulars	As at March 31, 2019		As at March 31, 2018	
ADVANCES				
Reserve deposits with ceding companies		-		-
Application money for investments		-		-
Prepayments		90,270		89,866
Advances to Directors/Officers		-		-
Advances to Suppliers	98,566		94,045	
Less: Provision for doubtful recoveries	5,009	93,557	5,009	89,036
Advances to Employees		24,514		16,418
Advance tax paid and taxes deducted at source (Net of provision for taxation)		53,360		586
Other Advances		59,886		58,273
Total (A)		321,587		254,179
OTHER ASSETS				
Income accrued on investments and bank deposits		3,970,412		3,424,959
Outstanding Premiums		1,791,348		1,790,483
Agents' Balances	21,968		25,862	
Less: Provision for doubtful recoveries	21,968	-	25,862	-
Foreign Agencies Balances		-		-
Due from other entities carrying on insurance business (including reinsurers)		380,690		316,950
Due from subsidiaries/ holding company		-		-
Goods and Services Tax unutilized credit		57,975		86,773
Deposits	187,182		195,513	
Less: Provision for doubtful recoveries	44,075	143,107	52,894	142,619

(Rs. in '000)

Particulars	As at March 31, 2019		As at March 31, 2018	
Other Receivables {includes assets held for unclaimed amount of policyholders Rs. 2,140,950 thousands as at March 31, 2019 (as at March 31, 2018 Rs. 2,034,467 thousands)}*	2,401,726		2,267,699	
Less: Provision for doubtful recoveries	28,491	2,373,235	41,445	2,226,254
Total (B)		8,716,767		7,988,038
Total (A) + (B)		9,038,354		8,242,217

*Includes Rs. 202,940 thousands (as at March 31, 2018 Rs. 33,881 thousands) towards initial public offer (IPO) related expenses to be recovered from the shareholders of the Company in the agreed ratio.

SCHEDULE 13 - CURRENT LIABILITIES

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
Agents' Balances	436,738	412,572
Balances due to other insurance companies	480,880	413,158
Deposits held on reinsurance ceded	-	-
Premiums received in advance	1,178,846	954,878
Unallocated premium	203,397	268,542
Sundry creditors	2,868,968	2,959,593
Due to subsidiaries/holding company	-	-
Claims Outstanding	1,124,459	1,578,868
Annuities Due	-	-
Due to Officers/Directors	-	-
Taxes deducted at source payable	163,218	214,470
Goods and Services Tax payable	145,578	157,947
Unclaimed amount of policyholders	2,140,950	2,034,467
Litigated Claims & Other Liabilities	389,972	366,854
Total	9,133,006	9,361,349

SCHEDULE 14 - PROVISIONS

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
For taxation	-	-
For proposed dividends	-	-
For dividend distribution tax	-	-
For gratuity	231,392	207,851
For compensated absences	75,380	53,412
Total	306,772	261,263

SCHEDULE 15 - MISCELLANEOUS EXPENDITURE (TO THE EXTENT NOT WRITTEN OFF OR ADJUSTED)

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
Discount Allowed on issue of shares/debentures	-	-
Others	-	-
Total	-	-

SCHEDULE – 16

SIGNIFICANT ACCOUNTING POLICIES AND NOTES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2019

1. CORPORATE INFORMATION

PNB MetLife India Insurance Company Limited ('the Company') was incorporated in India on April 11, 2001 as a Private Limited Company and was converted into a Public Limited Company effective from January 9, 2008 under the Companies Act, 1956. On August 6, 2001, the Company obtained the certificate of registration to engage in the business of life insurance from the Insurance Regulatory and Development Authority of India ('IRDAI'). The certificate of registration continues to be in force as at March 31, 2019.

The Company's life insurance business comprises of individual life and group business, including participating, non-participating, pension, immediate annuity, unit-linked insurance products, health and micro insurance. Some of these policies have riders such as accident and disability benefit, and critical illness.

2. SIGNIFICANT ACCOUNTING POLICIES

2.1 Basis of preparation

The accompanying financial statements have been prepared under the historical cost convention and on the accrual basis of accounting in accordance with the Generally Accepted Accounting Principles in India (Indian GAAP) in compliance with the applicable accounting standards as specified under section 133 of the Companies Act, 2013 (the Act 2013) and as prescribed by the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 ('the IRDAI Financial Statements Regulations'), provisions of the Insurance Regulatory and Development Authority Act, 1999, the Insurance Act, 1938, the Insurance Laws (Amendment) Act 2015, to the extent applicable, the relevant provisions of the Companies Act, 2013 and 'the IRDAI Financial Statements Regulations', the Master Circular on Preparation of Financial Statements and Filing of Returns of Life Insurance Business Ref No. IRDA/F&A/Cir/232/12/2013 dated December 11, 2013 ('the Master Circular') and various orders/ directions/ circulars issued by the IRDAI and the practices prevailing within the insurance industry in India.

Accounting policies have been consistently applied to the extent applicable and in the manner so required

2.2 Use of Estimates

The preparation of the financial statements in conformity with Indian GAAP requires that the Company's management make estimates and assumptions that affect the reported amount of income and expense for

the year, reported balances of assets and liabilities and disclosures related to contingent liabilities as at the date of the financial statements. The estimates and assumptions used in the accompanying financial statements are based upon management's evaluation of the relevant facts and circumstances as at the date of the financial statements. Management believes that the estimates used in preparation of the financial statements are prudent and reasonable. Actual results may differ from the estimates and assumptions used in preparing the financial statements. Any differences of actual to such estimates are recognised in the year in which the results are known or materialised. Any revision to accounting estimates is recognised prospectively in current and future periods.

2.3 Revenue recognition

Premium:

New business premium in respect of non-linked policies including rider premium is recognised on acceptance of risk. For all the policies which are in force as at the Balance Sheet date, subsequent premium of the first year and renewal premium are recognised as income when due. In respect of linked policies, premium income including rider premium is recognised when the associated units are allotted.

Premium on lapsed policies are recognised as income when such policies are reinstated. Top up premiums are considered as single premium.

Income from unit linked policies:

Income from unit linked policies, which includes fund management charges, policy administration charges, mortality charges, etc., are recovered from the unit linked funds in accordance with the terms and conditions of policies issued and are recognized when due.

Income earned on Investments:

Interest income is recognized on an accrual basis for all funds.

Amortization of premium or accretion of discount at the time of purchase of debt securities is recognized over the remaining period of maturity on a straight line basis.

Dividend income is accounted for on "ex-dividend" date in case of listed equity and preference shares and in case of unlisted shares, income is recognized when the right to receive the dividend is established.

Profit or loss on sale/redemption of debt securities for unit linked business, is the difference between the net sale proceeds and the weighted average cost as on the

date of sale and for other than unit linked business, it is the difference between the net sale proceeds and the weighted average amortised cost as on the date of sale.

Profit or loss on sale/redemption of equity shares, equity exchange traded fund (ETF) and mutual fund units for unit linked business, is the difference between the net sale proceeds and the weighted average cost as on the date of sale and for other than unit linked business, the profit or loss includes the accumulated changes in the fair value previously recognised under "Fair Value Change Account" in the Balance Sheet.

Unrealized gains or losses arising out of valuation of unit Linked – Policyholders' Investments are recognized in the respective fund's Revenue Account.

2.4 Income from loans against policies

Interest income on loans against policies is accounted for on an accrual basis.

2.5 Reinsurance premium

Reinsurance premium ceded is accounted for on due basis at the time of recognition of premium income basis the treaty arrangement with the reinsurers.

2.6 Acquisition costs

Acquisition costs are the expenses which are incurred to source and issue the insurance contract. These costs are expensed in the year in which they are incurred.

2.7 Benefits paid (including claims settlement costs)

Death, health and surrender claims are accounted on receipt of intimation subject to eligibility as per policy terms and conditions. Maturity claims & periodical benefits are accounted when due for payment. Surrenders, lapses (after expiry of lock in period) and withdrawals of unit linked policies are accounted in the respective funds when the associated units are deallocated.

Reinsurance recoverable is accounted for when the corresponding claim expenditure is recognized

2.8 Liability for life policies in force and paid up policies

Liabilities for life policies in force and also policies in respect of which premium has been discontinued but a liability exists, is calculated by the Appointed Actuary on the basis of gross premium valuation method in accordance with accepted actuarial practice, professional guidance notes issued by the Institute of Actuaries of India, provisions of the Insurance Act, 1938 (as amended from time to time) and the relevant regulations notified by the IRDAI from time to time. The liabilities are calculated in a manner that together with estimated future premium income and investment income, the Company can meet estimated future claims (including bonus entitlements to policyholders) and expenses. The linked policies carry two types of

liabilities – unit liability representing the fund value of policies and non-unit liability to meet any likely deficiencies in the charges under the policy which might arise on account of mortality, expenses and other elements.

Actuarial method and assumptions are given in note 3.2

2.9 Investments:

Investments are made in accordance with the Insurance Act, 1938 (as amended in 2015), the Insurance Regulatory and Development Authority (Investment) Regulations, 2016, and other circulars/notifications issued by the IRDAI in this context from time to time.

Investments are recognised at cost on the date of purchase which includes brokerage and related taxes and excludes pre-acquisition interest accrued, if any.

Classification:

Investments maturing within twelve months from Balance Sheet date and investment made with the specific intention to dispose them off within twelve months from Balance Sheet date are classified as short term investments. Investments other than short term investments are classified as long term investments. Equity shares are classified as long term investment.

Valuation – Shareholders' investments and non-linked policyholders' investments:

All debt securities, including Government securities, are considered as 'held to maturity' and accordingly stated at amortised cost.

The difference between the acquisition price and the face value of treasury bills, certificate of deposits, commercial papers and Collateral Borrowing and Lending Obligation (CBLO)/Triparty Repo (TREPS) is amortised and recognized as income/expense over the remaining term of these instruments, on a straight line basis. In case of zero coupon bonds, redemption value is considered as the face value.

As prescribed by IRDAI, for valuation of listed equity shares and equity exchange traded fund (ETF), the Company has selected National Stock Exchange (NSE) as the primary exchange and the Bombay Stock Exchange (BSE) as the secondary exchange. Accordingly, the closing price of NSE is used for the purpose of valuation of equity shares and equity ETF. If the security is not listed/not traded on the NSE but traded on the BSE, then the closing price of BSE is used. Investment in unlisted equity shares are stated at historical cost. Additional Tier I Bonds (AT-1 Bonds) are stated at market value, using applicable market yield rates published by SEBI registered rating agency (Credit Rating Information Services of India Ltd. (CRISIL) Bond Valuer.

Mutual fund units as at the Balance Sheet date are valued at the previous business day's net asset values (NAV).

Unrealised gains/losses arising due to changes in the fair value of mutual funds, listed equity shares and AT-1 Bonds are taken to "Fair value change Account" in the Balance Sheet. In case of diminution, other than temporary, the amount of diminution is recognised as an expense in the Revenue/Profit and Loss Account, as applicable.

Fixed deposits with banks are valued at cost.

Valuation – Assets held to cover linked liabilities:

All debt securities, including Government securities, are valued at market value using CRISIL Bond Valuer / CRISIL Gilt Prices, as applicable.

Money market instruments – Treasury bills, certificate of deposits, commercial papers, CBLO/ TREPS are being stated at amortized cost.

As prescribed by IRDAI, for valuation of listed equity shares and equity ETF, the Company has selected NSE as the primary exchange and BSE as the secondary exchange. Accordingly, the closing price of NSE is used for the purpose of valuation of equity shares and ETF. If the security is not listed/not traded on the NSE but traded on the BSE, then the closing price of BSE is used for valuation.

Mutual fund units as at the Balance Sheet date are valued at the previous business day's NAV.

Rights/Bonus entitlements, if any, are accounted on ex-rights/ex-bonus date of the principal stock exchange.

Fixed deposits with banks are valued at cost.

Transfer of Investments:

Transfer of investments from Shareholders to Policyholders to meet the deficit in the Policyholders' fund account are effected at lower of cost (for debt securities net amortized cost) or market value on the previous day. The transfer of Investment between unit linked funds is done at the prevailing market price.

Impairment of Investment

The Company periodically assesses using internal and external sources and at each Balance Sheet date whether there is an indication of impairment of investment. In case of impairment, other than temporary, the carrying value of such investment is reduced to its fair value and the impairment loss is recognised in the Revenue/Profit and Loss Account, as applicable. However, at the Balance Sheet date if there is an indication that a previously recognised impairment loss no longer exists, then such loss is reversed and the investment is restated to that extent.

2.10 Non-Performing Assets (NPA)

In accordance with the IRDAI regulations on "Prudential norms for income recognition, asset classification, provisioning and other related matters in respect of debt portfolio", all assets where the interest and / or instalment

of principal repayment remain overdue for more than 90 days (i.e., one quarter) are classified as NPA at the Balance Sheet date.

2.11 Fixed assets and depreciation/amortisation

Tangible Assets and depreciation:

An item of property, plant & equipment that qualifies for recognition as an asset is stated at cost less accumulated depreciation and impairment losses, if any. Cost includes the purchase price and any cost directly attributable in bringing the asset to its working condition for its intended use.

Subsequent expenditure related to an item of asset is added to its book value only if such expenditure results in an increase in the future economic benefit from the existing assets. All other expenditure on existing assets is charged to the Revenue Account/ Profit & Loss Account, as the case may be, for the period during which such expenditure is incurred. Any additions to the original fixed assets are depreciated over the remaining useful life of the original asset.

Depreciation is charged on pro-rata basis from the date of such addition or, as the case may be, up to the date on which such asset has been sold or discarded

Depreciation is provided on the straight line method (SLM) as per the useful life of the assets as specified in Schedule II of the Companies Act, 2013. Any asset costing Rs. 5,000 or less is fully depreciated in the year of purchase. The estimated useful life of various asset class is as follows:

Asset class	Estimated useful life
Building	60 years
Leasehold improvements	Lease period, not exceeding 5 years
Furniture and fittings	10 years
Information technology equipment	3 years
Leased Information technology Equipment	3 years
Information technology server and network equipment	6 years
Vehicles	8 years
Office equipment	5 years

The residual value and the useful life of an asset is reviewed at each Balance Sheet date and if expectations differ from the previous estimates, the change is accounted for as a change in accounting estimate in accordance with AS 5 - Accounting for net profit or loss for the period, prior period items and changes in accounting policies.

Intangible Assets and amortization:

Intangible assets comprising software are stated at cost less amortisation. Significant expenditure on improvements to software are added to its book value only when it is

probable that such expenditure will enable the asset to generate future economic benefits in excess of its originally assessed standards of performance and such expenditure can be measured and attributed to the asset reliably.

Software expenses are amortised using straight line method over license period not exceeding 3 years. Subsequent expenditures are amortised over the remaining useful life of the original software.

Capital work-in-progress:

Cost of fixed assets, which are not ready for its intended use as at the Balance sheet date are disclosed as capital work in progress. Similarly, advances paid towards the acquisition of fixed assets as at the Balance Sheet date are disclosed as capital work-in-progress.

2.12 Leases:

Finance lease:

Leases where lessor effectively transfers, substantially all the risks and benefits incidental to ownership of the leased assets, are capitalized at the lower of the fair value and present value of the minimum lease payments at the inception of the lease term and disclosed as leased assets. Lease payments are apportioned between the finance charges and reduction of the lease liability based on the implicit rate of return. Finance charges are charged to the Revenue Account.

Operating lease:

Leases, where the lessor effectively retains substantially all the risks and benefits of ownership of the leased asset, are classified as operating leases. Operating lease rentals including escalations are recognized as an expense in the Revenue Account on a straight-line basis over the lease period.

2.13 Impairment of assets

The Company periodically assesses, using internal and external sources at each Balance Sheet date, whether there is an indication that an asset may be impaired. Impairment occurs where the carrying value exceeds the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. The impairment loss to be expensed is determined as the excess of the carrying amount over the higher of the asset's net realisable value or value in use, as determined above.

2.14 Policy Loans

The loans against policies are stated at historical cost (less repayments), subject to provision for doubtful recovery, if any.

2.15 Foreign currency transactions

Transactions in foreign currency are recorded at the rate of exchange prevailing on the date of transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the closing rate as at the

Balance Sheet date. The resulting exchange gain or loss is reflected in the Revenue Account or Profit and Loss Account, as applicable.

2.16 Taxation

A. Direct Taxes:

(i) Current taxes:

Current tax is the amount expected to be paid to the tax authorities after taking credit for allowances and exemptions in accordance with the Income Tax Act, 1961, as amended from time to time, applicable to life insurance companies.

(ii) Deferred taxes:

Deferred tax is recognised on timing differences, being the difference between the taxable income and the accounting income that originate in one period and are capable of reversal in one or more subsequent periods. Deferred tax is measured using the tax rates and the tax laws enacted or substantively enacted as at the reporting date. In case of unabsorbed depreciation and carry forward of losses, deferred tax assets are recognised only if there is virtual certainty supported by convincing evidence that there will be sufficient future taxable income available to realise the assets.

Deferred tax assets and liabilities are offset if such items relate to taxes on income levied by the same governing tax laws and the Company has a legally enforceable right for such set off. Deferred tax assets are reviewed at each Balance Sheet date for their realisation.

B. Indirect Taxes

Goods & Services Tax (GST) liability is set-off against eligible tax credits available from tax paid on input services. Unutilized credits, if any, are carried forward for future set-off under 'Schedule 12 -Advances and other assets'.

2.17 Employee benefits

Short-term employee benefits:

All employee benefits payable within twelve months of rendering the service are classified as short-term employee benefits. These benefits include performance incentives, short term compensated absence, etc. The undiscounted amount of short-term employee benefits expected to be paid are recognised during the period when the employee renders the service.

Defined contribution plans:

The Company's contribution to provident fund and employee state insurance scheme are considered as defined contribution plans and are charged as an expense as they fall due based on the amount of contribution required to be made during the period when service is rendered by the employees.

Defined benefit plans:

For defined benefit plans in the form of gratuity fund, the cost of providing benefits is determined using the projected unit credit method, with actuarial valuation being carried out at each Balance Sheet date. Actuarial gains and/or losses are recognised in the Revenue Account and Profit and Loss account, as the case may be, in the period in which they occur. Past service cost is recognised immediately to the extent that the benefits are already vested and otherwise is amortised on a straight-line basis over the average period until the benefits become vested. The retirement benefit obligation recognised in the Balance Sheet represents the present value of the defined benefit obligation and same is determined based on the actuarial valuation at the Balance Sheet date using the projected unit credit method.

Long-term employee benefits:

Compensated absences which are not expected to occur within twelve months after the end of the period in which the employee renders the related service are recognised as a liability at the present value of the defined benefit obligation as at the Balance Sheet date. Actuarial gains and/or losses due to change in actuarial valuation of such employee benefit plans are recognised in the period of occurrence for all employee benefits.

Long term Incentive plan (LTIP):

Performance stock units (PSU) and restricted stock units (RSU) were granted to eligible employees' basis defined parameters until December 31st, 2016. The vesting price of these stock units were based on common stock (share) price of MetLife Inc. as at the vesting date. The liability and corresponding expense is accounted for on the basis of actuarial valuation carried out by an independent actuary at the Balance Sheet date and is trued-up at the time of vesting/payment.

Basis the IRDAI guidelines on 'Indian Owned and Controlled' in 2016, a new LTI program was introduced effective January 1st, 2017. The said program is a deferred cash plan and the quantum of grant to eligible employees is based on performance of the Company. The proportionate liability and corresponding expense is accounted for in line with the vesting period.

ESOP & Cash LTI Scheme 2017:

The Company has introduced an ESOP scheme in December 2017 wherein certain eligible employees are granted options to subscribe to equity shares of the Company which vest in a graded manner. The vested options may be exercised within a specified period. The grant is conditional and contingent upon listing of shares of the Company, within the specified period as approved by the Board from time to time.

In accordance with the Guidance Note on Accounting for Employee Share-based payments, the Company follows the intrinsic value method to account for its share based

employee compensation plan. Compensation cost is measured as the excess, if any, of the fair market price of the underlying stock over the exercise price on the grant date and amortised over the vesting period.

A Cash LTI scheme was introduced for eligible employees who are not covered under the ESOP 2017 scheme. The scheme is also contingent upon listing of the shares of the Company, within the specified period, as approved by the Board from time to time. As the stipulated conditions of ESOP and cash LTI Scheme 2017 are not being met, the same have been closed effective January 30, 2019 and all rights that were granted as a part of the scheme stand withdrawn.

2.18 Statement of Receipts and Payments

The statement of receipts and payments has been prepared in accordance with the direct method prescribed in Accounting Standard 3, 'Cash Flow Statement'.

2.19 Segment Reporting

As per Accounting Standard 17 on 'Segment Reporting' read with the IRDAI Regulations, the Company is required to report segment results separately for the participating, non-participating, health, unit linked and pension business segments ('the business segments'). Accordingly, the Company has provided primary segment information for the business segments, as disclosed in Annexure 4.

There are no reportable geographical segments since the Company provides services to customers in the Indian market only and does not distinguish any reportable regions within India.

The following basis has been used for allocation of revenue, expenses, assets and liabilities to the business segments:

- (a) Premium income, commission, benefits paid, operating expenses, investments and policyholders' liabilities which are directly identifiable with business segments are disclosed under respective business segment.
- (b) Fixed assets, current assets, current liabilities and provisions, which cannot be directly attributable to the business segments, are allocated to the business segments on the basis of one of the below mentioned factors as deemed appropriate considering the nature of item:
 - Average in-force policies
 - New business premium
- (c) Expenses which are not directly attributable to the business segments are apportioned on the basis of following factors as deemed appropriate considering the nature of expenses.
 - Average in-force policies
 - New business premium

- (d) The method of allocation of operating expenses has been decided based on the nature of the expense and its logical correlation with various business segments.

2.20 Funds for Future Appropriations (FFA)

The Funds for Future Appropriations (FFA) represents the surplus in participating segment which is not allocated to policyholders or shareholders as at the Balance Sheet date. Transfers to and/or from the fund reflect the surplus/deficit of income over expense of par segment. Any allocation to the par policyholders by way of bonuses would also give rise to a transfer to Shareholders' Profit and Loss Account in the required proportion.

The FFA in the linked business represents surplus on the lapsed policies unlikely to be revived. This surplus is required to be held within the policyholders' fund till the time policyholders are eligible for revival of their policies. After expiry of the revival period, the FFA would be appropriated towards the surplus.

2.21 Earnings per share (AS 20)

As required by AS 20, basic earnings per share are calculated by dividing the net profit or loss for the year available to equity shareholders by the weighted average number of equity shares outstanding during the period. Further,

for the purpose of calculating diluted earnings per share, the weighted average number of shares outstanding during the year including that of subscription received against rights issue (pending allotment) is adjusted for the effects of all dilutive potential equity shares

2.22 Provisions, Contingent liabilities and Contingent assets

The Company creates a provision for claims, litigation, assessment, fines, penalties, etc. when there is present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. When there is a possible obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

Contingent assets are neither recognized nor disclosed in the financial statements since they may result in the recognition of income that may never be received unless it becomes virtually certain that an inflow of economic benefits will arise and accordingly the asset and the related income shall be recognized in the financial statements of the period in which the change occurs.

3. NOTES TO ACCOUNTS

3.1 Contingent liabilities

(Rs. in '000)

	March 31, 2019	March 31, 2018
(a) Partly paid up investments	2,350,000	Nil
(b) Claims, other than those under policies, not acknowledged as debts	49,942	69,108
(c) Claims under policies not acknowledged as debts	369,587	328,378
(d) Underwriting commitments outstanding (in respect of shares and securities)	Nil	Nil
(e) Guarantees given by or on behalf of Company	2,500	2,500
(f) Statutory demands/liabilities in dispute not provided for*	3,339,267	1,566,348
(g) Reinsurance obligations to the extent not provided for in accounts	Nil	Nil
(h) Unclaimed amount of policyholders transferred to Senior Citizens' Welfare Fund**	NA	782

*represents statutory demands and liabilities in dispute, not provided for, relating to the show cause cum demand notices/assessment orders received by the Company from the various tax authorities.

- Rs. 2,687,166 thousands (Rs. 1,457,208 thousands as at March 31, 2018) pertaining to demand from Service Tax authorities towards disallowance of CENVAT credit,
- Rs. 652,101 thousands (Rs. 109,140 thousands as at March 31, 2018) for the financial years 2010-11 to 2012-13 and 2015-16, pertaining to demand from Income Tax authorities pending before Hon'ble Karnataka High Court and CIT (A) respectively.

** The disclosure requirement as a contingent liability has been withdrawn from the FY 2018-19 vide circular number: IRDAI/F& A/CIR/ Misc/105/07/2018 dated 11th July 2018 issued by IRDAI.

3.2 Actuarial method and assumptions underlying the valuation of policy liabilities

The actuarial value of the policy liabilities as on March 31, 2019 has been estimated using actuarial assumptions and methods which are consistent with:

- (a) generally accepted actuarial practices;
- (b) the provisions of The Insurance Act, 1938 (as amended from time to time);
- (c) regulations and guidelines issued by the IRDAI; and
- (d) the relevant Actuarial Practice Standards (APS) and Guidance notes issued by the Institute of Actuaries of India

The following summarises the assumptions used for the year ending March 31, 2019 as compared to the previous year i.e. March 31, 2018.

The assumptions are based on prudent estimates of the future experience, and hence include margins for adverse deviations over and above the best estimate assumptions. A brief on the assumptions used in actuarial valuation is as below:

- **Valuation rate of interest:**
 - o For Participating products, the valuation rate of interest has been taken as 6.3 per cent for first 5 years and 5.95 per cent thereafter per annum Same period last year the valuation rate of interest rate was taken as 6 per cent except for the following below mentioned products for which the valuation rate of interest was taken as 6.25 per cent per annum
 - Met Suvridha Par (UIN 117N017V01)
 - Met Monthly Income 15 Pay (UIN 117N070V01)
 - Met Monthly Income 7 Pay (UIN 117N064V01)
 - Met Monthly Income Plan (UIN 117N050V01)

- o For Non-Participating products valuation rate of interest has been taken as 5.7 per cent for first 5 years and 5.4 per cent thereafter (same period last year, 5.5 per cent) per annum. These interest rates reflect the expected long term yields on the investments backing these liabilities with a margin for adverse deviations.
- **Mortality:** Mortality assumptions are set in accordance with Clause 5(2) of Schedule II of the IRDAI (Assets, Liabilities and Solvency Margin of Life Insurance Business) Regulations, 2016. The mortality rates used are basis the published Indian Assured Lives Mortality (IALM) table (2006-08) in line with latest experience analysis of the business. In the case of annuity benefits for Non-participating policies, mortality assumption is based on the LIC Annuitants (1996-1998) table adjusted for mortality improvement. Morbidity rates used are based on CIBT 93 table, adjusted for expected experience.
- **Expenses:** The allowance for commissions is on the basis of the actual rates of renewal commission payable to the financial advisors. The renewal expenses are allowed in the valuation both as a percentage of premium and on per policy basis. Claim related expenses have also been factored for all the individual products. The expense inflation is taken as 5.5 per cent (same period last year, 5.8 per cent) per annum.
- **Persistency:** The expected persistency has been assumed based on the experience of the Company and varies by duration of the policy and by nature of products.
- **Future Bonuses:** Provision made for future bonuses based on the estimated expected bonus payouts, allowing for the reserving interest rate.

The policy liability for the Group one-year renewable products has been calculated as the unexpired premium reserve. In case of group products with term more than one year, Gross Premium Valuation Method has been used. For group products administered as cash accumulation account, the account values of the policies are considered as reserve.

The reserves for unit-linked life and pension products comprise two parts - Unit reserves and non-unit reserves. Unit reserves represent the value of units attached to the unit linked policies as on the valuation date. Non-unit reserves are calculated taking into consideration the future expected cash outgoes and incomes in respect of all in-force unit linked policies.

The reinsurance cash flows have been appropriately factored into the calculation of the reserves by projecting the expected mortality benefits that would arise on account of reinsurance net of the expected reinsurance premiums payable.

Other provisions include

- Provisions for free look cancellations have been allowed for individual non-linked, linked and group credit life products based on experience.
- Provisions for IBNR claims have been made for Individual and Group business.
- Provision has been made for any additional expenses that the Company may have to incur if it were to close to new business twelve months after the valuation date.
- Reserves have been kept for lapsed and reduced paid up policies eligible for revivals.
- Extra mortality risk premiums charged for extra risk have been set aside as reserve.
- Adequate rider reserves have been set aside
- Additional reserves have been set where deaths have already occurred but liability continues to exist, like cases wherein waiver of premium option has been availed

Adequate margins for adverse deviations are taken in the valuation assumptions as per the regulations and guidelines issued by IRDAI and the APS and Guidance Note issued by Institute of Actuaries of India. All in-force policies as per the policy administration database have been considered for the estimation of policy liabilities.

3.3 Encumbrances on assets

Assets of the Company are free from encumbrances, other than information technology equipment on finance lease, which have been capitalised in accordance with Accounting Standard 19 on 'Leases' as notified by the Companies (Accounting Standards) Amendment Rules, 2016. There are no assets including loans subjected to restructuring (as at March 31, 2018 – Rs. Nil).

3.4 Capital commitments

There are no commitments made and outstanding for loans and investments as at March 31, 2019 (as at March 31, 2018 – Rs. Nil). The estimated amount of commitments made by the Company and not provided (net of advances) for fixed assets as at March 31, 2019 aggregate to Rs. 155,886 thousands (as at March 31, 2018 – Rs. 83,870 thousands).

3.5 Lease commitments

The Company acquired information technology equipment and computer software under finance lease. The minimum amounts payable in future on finance leases and their present value are as follows:

(Rs. in '000)

	Total	Not later than 1 year	1 to 5 years	Later than 5 years
March 31, 2019				
Minimum lease payments ('MLPs') outstanding	49,412	49,412	-	-
Less: Finance charges	2,233	2,233	-	-
Present value of MLPs outstanding	47,179	47,179	-	-
March 31, 2018				
Minimum lease payments ('MLPs') outstanding	115,295	49,412	65,883	-
Less: Finance charges	10,092	6,423	3,669	-
Present value of MLPs outstanding	105,203	42,989	62,214	-

The Company has acquired premises, fit outs, computers and motor vehicles on operating lease. Lease payments on cancellable and non-cancellable lease arrangements were charged to the Revenue Account/ Profit and Loss Account, as the case may be. The future minimum lease payments in respect of non- cancellable operating leases as at the Balance Sheet date are as follows:

(Rs. in '000)

	March 31, 2019	March 31, 2018
Not later than 1 year	22,262	20,024
1 to 5 years	18,025	9,246
Later than 5 years	-	-
Total MLPs outstanding	40,287	29,270

The total of operating lease payments recognized in the Revenue Account for the year ended March 31, 2019 is Rs. 170,290 thousands (for the year ended March 31, 2018 – Rs. 189,395 thousands).

There are no transactions in the nature of sub-lease.

3.6 Death claims outstanding

The Company has claims settled and unpaid for more than six months amounting to Rs. 24,735 thousands as at March 31, 2019 (as at March 31, 2018 – Rs. 34,654 thousands).

3.7 Value of investment contracts where settlement or delivery is pending:-

(Rs. in '000)

Particulars	As at March 31, 2019		As at March 31, 2018	
	Linked Business	Non-Linked Business	Linked Business	Non-Linked Business
Purchases where deliveries are pending	261,988	102,505	128,320	579,773
Sales where receipts are pending *	88,415	NIL	227,248	114,823

* There are no investment contracts where sales have been made and payments are overdue.

3.8 Deposits under Local Laws:

The Company does not have any assets that are required to be deposited under local laws or otherwise encumbered in or outside India as required under Para C of Part II of Schedule A of IRDA (Preparation of Financial Statements and Auditors report) Regulations, 2002. However, an amount of Rs. 597 thousands as at March 31, 2019 (as at March 31, 2018 – Rs. 617 thousands) has been held as security deposit with J&K State Commercial Tax department.

3.9 Taxation

During the year ended March 31, 2019, the Company has made provision for tax(net) amounting to Rs. 277,346 thousands (Previous year ended March 31, 2018 Nil) in accordance with the Income tax Act 1961 and rules and regulations there under as applicable to the Company. Out of this, Rs. 191,282 thousands (Previous year ended March 31, 2018 Nil) charged to the Revenue account and Rs. 86,064 thousands (Previous year ended March 31, 2018 Nil) charged to the Profit and Loss Account.

3.10 Managerial Remuneration

- The appointment and remuneration of managerial personnel is in accordance with the requirements of Section 34A of the Insurance Act, 1938 as amended from time to time including the amendment brought by the Insurance Laws (Amendment) Act, 2015 and has been approved by the IRDAI.
- Details of the managerial remuneration (Managing Director & CEO) of the Company are as follows:

(Rs. in '000)

Particulars	Year ended March 31, 2019	Year ended March 31, 2018 {Refer Note (i) below}
Salary & Allowances (Refer note (ii) below)	43,405	28,047
Contribution to provident fund	985	432
Value of perquisites	354	41
Total	44,744	28,520
Charged to Revenue Account	15,000	7,500
Charged to Shareholder's Account	29,744	21,020

Notes:

- There was no Managing Director of the Company during the period from April 1, 2017 to September 30, 2017
 - Salary & Allowances include performance bonus and LTIP of Rs. 23,870 thousands (year ended March 31, 2018 – 12,629 thousands)
 - The above figures do not include provision for Gratuity and Leave encashment benefits, which are actuarially determined for the Company as a whole in accordance with AS 15 Employee benefits
- Sitting fees paid to directors during the year ended March 31, 2019 was Rs. 8,625 thousands (Year ended March 31, 2018 – Rs. 3,850 thousands).

3.11 Historical cost of investments

As at March 31, 2019, the aggregate cost and market value of investments which are valued on fair value basis is Rs. 59,852,566 thousands and Rs. 70,428,456 thousands (as at March 31, 2018 – Rs. 55,570,143 thousands and Rs. 65,286,496 thousands) respectively.

3.12 Statutory investments

All investments have been made in accordance with the Insurance Act, 1938 (as amended in 2015), the Insurance and Regulatory Development Authority (Investment) Regulations 2016 and various other circulars, guidelines and notifications issued by the IRDAI in this context from time to time

3.13 Non-performing investments

None of the investments of the Company has been classified as non-performing except investments in the IL&FS bonds for the face value of Rs. 1,30,000 thousands (as at March 31, 2018- Rs. 1,30,000 thousands) on which interest accrued and due exceeded ninety days as on March 31, 2019. As per NCLAT order (dated May 02, 2019), the Company has classified these investments as NPA. The Company has valued these bonds @ 75% of its face value as at March 31, 2019

3.14 Repo / Reverse Repo Transactions

There was no exposure towards repo / reverse repo transactions during the year ended March 31, 2019 (for the year ended March 31, 2018 – Rs. Nil)

3.15 Allocation of investments and income

The Company is maintaining separate funds for shareholders and policyholders as per Sec. 11(1B) of the Insurance Act, 1938 (as amended in 2015). The Company transfers the investments from the shareholder's fund to the policyholder's fund, to the extent required to cover the incremental liabilities for life policies in force. Investments held on behalf of the shareholders and the policyholders are included in Schedules 8, 8A and 8B of the financial statements. The investment income arising from the investments held on behalf of shareholders is recognized in the Profit and Loss Account and those held on behalf of policyholders in the Revenue Account respectively.

3.16 Sector-wise percentage of business

Particulars	For the year ended March 31, 2019			For the year ended March 31, 2018		
	No. of policies issued	No. of lives covered	First year premium income (Rs. '000)	No. of policies issued	No. of lives covered	First year premium income (Rs. '000)
Total business	212,255	1,099,056	16,818,989	219,805	962,776	14,270,806
Rural sector	65,560	NA	3,872,818	64,834	NA	3,185,738
As % of total business of current year	30.89%	NA	23.03%	29.50%	NA	22.32%
Social sector	71	162,799	12,130	51	86,327	6,154
As % of total business						
- of current year	0.03%	14.81%	0.07%	0.02%	8.97%	0.04%
- of previous year	0.03%	16.91%	0.08%	0.02%	5.23%	0.05%

3.17 Foreign exchange transactions

Transactions in foreign currencies are recorded at exchange rate prevailing on the date of transaction. The exchange difference between the rate prevailing on the date of transaction and on the date of settlement and/or reporting date is recognised as income or expense, as the case may be. The net foreign exchange gain/(loss) in Revenue Account for the year ended March 31, 2019 is Rs. 225 thousands (for the year ended March 31, 2018 – Rs. (172) thousands)

3.18 Summary of financial statements

The summary of financial statements of the Company as prescribed by the IRDAI in 'the Master Circular' is presented in Annexure 1.

3.19 Accounting ratios

The accounting ratios as prescribed by the IRDAI in 'the Master Circular' are presented in Annexure 2.

3.20 Risk retained and risk ceded

Extent of risk retained and risk ceded based on the sum insured is given below:

Particulars	As at March 31, 2019	As at March 31, 2018
Individual Business		
Risk retained	53%	56%
Risk ceded	47%	44%
Group Business		
Risk retained	60%	58%
Risk ceded	40%	42%
Total		
Risk retained	58%	57%
Risk ceded	42%	43%

3.21 Related Party Disclosure

Details of related party transactions as defined in Accounting Standard 18 on 'Related Party Disclosures' is presented in Annexure 3.

3.22 Earnings / (Loss) Per Share

In accordance with the Accounting Standard 20 on 'Earnings Per Share (EPS)', the following table reconciles the numerator and denominator used to calculate basic / diluted earnings per share:

	March 31, 2019 (Rs. in '000)	March 31, 2018 (Rs. in '000)
Profit / (Loss) after tax and before / after extra-ordinary items (A)	1,431,125	1,416,924
Weighted average number of equity shares (par value of Rs. 10 each)-Basic (B)	2,012,884,283	2,012,884,283
Weighted average number of equity shares (par value of Rs. 10 each)-Diluted (C)	2,012,884,283	2,012,884,283
Basic Earnings / (Loss) per share (A/B)	0.71	0.70
Diluted Earnings / (Loss) per share (A/C)*	0.71	0.70

* The Company had an approved Employee Stock Option Plan 2017 w.e.f. January 1, 2018 which was conditional upon listing of shares of the Company within a specified period, as approved by the Board from time to time.

As the stipulated conditions are not being met, the plan has been closed effective January 30, 2019 and all rights that were granted as a part of the plan stands withdrawn.

3.23 Micro, Small and Medium Enterprises Development Act (MSMED), 2006

According to information available with the management, on the basis of intimation received from suppliers, regarding their status under the Micro, Small and Medium Enterprises Development Act, 2006 (MSMED Act), the Company has amounts due to Micro and Small Enterprises under the said Act as at March 31, 2019 as follows:

(Rs. in '000)

	March 31, 2019	March 31, 2018
(a) (i) The principal amount remaining unpaid to any supplier	5,687	-
(ii) The interest due on above.	65	-
The total of (i) & (ii)	5,751	-
(b) The amount of interest paid by the Company in terms of section 16 of the MSMED Act.	642	289
(c) the amount of interest due and payable for the period of delay in making payment (which have been paid but beyond the appointed day during the year) but without adding the interest specified under the Micro, Small and Medium Enterprises Development Act, 2006	-	-
(d) The amounts of interest accrued and remaining unpaid at the end of financial year	573	-
(e) The amount of further interest remaining due and payable even in the succeeding years, included in (d) above, until such date when the interest dues as above are actually paid to the small enterprises.	-	-

3.24 Transfer from/to Revenue Account to/from Profit and Loss Account and Funds for Future Appropriations

- The Non-par surplus of Rs. 1,246,396 thousands and Par Surplus of Rs. 1,136,618 thousands for the year ended March 31, 2019 (for the year ended March 31, 2018 - Rs. 1,116,399 thousands and Rs. 268,147 thousands respectively) has been transferred to the Profit and Loss Account (Shareholders' Account) and Funds of future appropriation, respectively. The Non par deficit in few segments amounting to Rs. 756,411 thousands for the year ended March 31, 2019 (for the year ended March 31, 2018- Rs. 484,308) has been transferred from the Profit and Loss Account (Shareholders' Account) to Revenue Account (Policyholders' Account) as contribution to the Policyholders' Account is irreversible in nature and shall not be recouped to the shareholders account at any point of time.
- The accumulated deficit of Rs. 13,003,351 thousands as at March 31, 2017 in the Revenue Account (Policyholders' Account) pertaining to Non par segments which was earlier retained in the Revenue Account, was absorbed in the Shareholders' Funds - Reserves and Surplus - Balance of profit for the previous year ended March 31, 2018 (refer Schedule 6).

3.25 Retirement benefits

A) Defined contribution plans

The Company has charged Rs. 188,708 thousands for the year ended March 31, 2019 (year ended March 31, 2018- Rs. 186,016 thousands) towards contribution paid/ accrued for the provident fund scheme under 'Employees remuneration and welfare benefits'.

While considering a batch of Appeals, Supreme Court of India vide its order dated 28th February 2019, included the allowances which are paid universally, necessarily and ordinarily to all employees across the organization under the definition of basic wages for the purpose of calculation of Provident Fund contribution. The Company is in the process of evaluating the said order in consultation with labour law experts. As the management of the Company does not envisage any significant impact thereof in its financial statements for the year ended March 31, 2019, no provision for the same has been made in its books of account and necessary revisions will be implemented in Q1 FY 2019-20.

B) Defined benefit plans

The amounts recognized in Balance Sheet as at March 31, 2019 and as at March 31, 2018 are as follows:

Liabilities included under "Provisions"

(Rs. in '000)

Particulars	Year ended March 31, 2019	Year ended March 31, 2018
Long term compensated absences	75,380	53,412
Gratuity	2,31,392	207,851

The amounts recognised in the Revenue account towards unfunded gratuity liabilities are as follows:

(Rs. in '000)

Particulars	Year ended March 31, 2019	Year ended March 31, 2018
Current service cost	34,730	35,803
Interest on Defined Benefit obligation	13,142	11,426
Expected return on plan assets	NA	NA
Net actuarial losses/(gains) recognised in the year	7,655	7,131
Total, included in 'employees remuneration and welfare benefits'	55,527	54,360

Changes in the present value of the defined benefit obligation representing reconciliation of opening and closing balances of gratuity liability are as follows:

(Rs. in '000)

Particulars	As at March 31, 2019	As at March 31, 2018
Obligations at period beginning	207,851	182,578
Current service cost	34,730	35,803
Interest on obligation	13,142	11,426
Net actuarial losses/(gains) recognised in year	7,655	7,131
Benefits paid	(31,986)	(29,086)
Obligations at period end	231,392	207,851

Principal actuarial assumptions as at the Balance Sheet date (expressed as weighted averages) include the discount rate as at March 31, 2019 of 6.7% per annum (as at March 31, 2018 6.85% per annum). Further, the estimates of future salary increases, considered in actuarial valuation, take account of inflation, seniority, promotion and other relevant factors, such as supply and demand in the employment market. The mortality rate has been assumed to follow IALM 2006-08 table.

Experience Adjustments:

(Rs. in '000)

Particulars	March 31, 2019	March 31, 2018	March 31, 2017	March 31, 2016	March 31, 2015
Defined Benefit Obligation	231,392	207,851	182,578	167,282	149,457
Plan Assets	-	-	-	-	-
Surplus/(Deficit)	(231,392)	(207,851)	(182,578)	(167,282)	(149,457)
Exp. Adj. On Plan Liabilities	(7,058)	(16,330)	(383)	79	(8,649)
Exp. Adj. On Plan Assets	-	-	-	-	-

3.26 Long term Incentive Plan (LTIP)

- (a) The Company has charged Rs. 12,686 thousands for the year ended March 31, 2019 (Year ended March 31, 2018 Rs. 16,032 thousands) towards LTIP under 'Employees remuneration and welfare benefits'.

- (b) The amounts recognized in Balance Sheet as at March 31, 2019 was Rs. 10,940 thousands (as at March 31, 2018 Rs. 17,433 thousands).

3.27 ESOP & Cash LTI scheme 2017

The intrinsic value of the options granted under ESOP scheme is 'Nil' as the exercise price of the option is higher than the fair value of the underlying share on the grant date and accordingly, no expenses are recognised in the books.

The Company has charged an amount of Rs. 60,954 thousands for the year ended March 31, 2019 towards one time cash award in lieu of ESOP & Cash LTI scheme (Year ended March 31, 2018 Rs. 12,081 thousands for cash LTI). The amount outstanding as at March 31, 2019 was Rs. 73,035 thousands (As at March 31, 2018 Rs. 12,081).

3.28 Additional Disclosure of expenses:

As required by IRDAI in 'the Master Circular', the details of the following expenses are furnished below:

(Rs. in '000)

Heads of Expenses*	Grouped Under	Year ended March 31, 2019	Year ended March 31, 2018
Outsourcing Expenses (manpower)	Employee's remuneration and welfare benefits	340,102	375,282
Business Development	Business Development, Sales promotion & Sales conference	(41,181)	(70,556)
Marketing Support	Advertisement and publicity	-	-

*includes true up of provisions

3.29 Discontinued Fund:

Discontinued Policy Fund / Discontinued Policy Account Value" means the segregated fund/policy account of the insurer that is set aside and is constituted by the fund value/policy account value, as applicable, for all the discontinued policies determined in accordance with this Regulation.

Following is the disclosure relating to discontinued policies in accordance with the requirements of the Master Circular of IRDAI

(Rs. in '000)

Particulars	Year ended March 31, 2019	Year ended March 31, 2018
Fund for Discontinued Policies		
Opening Balance of Funds for Discontinued Policies	5,749,232	5,924,857
Add: Fund of policies discontinued during the year	2,855,259	3,064,195
Less: Fund of policies revived during the year	9,40,052	958,408
Add: Net Income/ Gains on investment of the Fund	409,041	401,466
Less: Fund Management Charges levied	47,410	37,839
Less: Amount refunded to policyholders during the year	1,734,568	2,645,039
Closing Balance of Fund for Discontinued Policies	6,291,502	5,749,232

(Rs. in '000)

Particulars	Year ended March 31, 2019	Year ended March 31, 2018
Other disclosures		
No. of policies discontinued during the year	14,752	17,601
Percentage of discontinued policies to total policies (product-wise) during the year/period		
Met Smart Platinum	11%	15%
Met Easy Super	14%	22%
Met Smart Child	21%	25%
MetLife Mera Wealth Plan	41%	22%
No. of policies revived during the year	4,756	6,350
Percentage of policies revived (to discontinued policies) during the year	32%	36%
Charges imposed on account of discontinued policies	21,941	32,479
Charges readjusted on account of revival of policies	7,985	12,709

3.30 Unclaimed Amount of Policyholders

In accordance with IRDAI Master Circular on Unclaimed amounts of policyholders dated July 25, 2017, the Company maintains a single segregated fund to manage all unclaimed amounts. The amount is invested in money market instruments.

The amount in the unclaimed fund has been disclosed in schedule 12 as "Assets held for unclaimed amount of policyholders" along with "Income accrued on unclaimed fund". Investment income accruing to the fund is disclosed in the revenue account. Such investment income net of fund management charges is disclosed in schedule 4 "Benefits paid as "interest on unclaimed amounts".

As required by IRDAI's Master circular on Unclaimed Amounts of Policyholders, following is the statement showing the age-wise analysis of the unclaimed amount of policyholders:

As at March 31, 2019

(Rs. in '000)

Ageing Analysis	Claims settled but not paid to the policyholders/insured due to any reasons except under litigation from the insured / policyholders	Sum due to the insured / policyholders on maturity or otherwise	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	Cheques issued but not encashed by the policyholder / insured
0 - 6 Months	207	2,68,606	17,799	38,907
7 - 12 Months	4,289	2,72,698	10,380	48,718
13-18 Months	-	1,64,628	13,068	1,18,283
19-24 Months	115	30,588	2,587	18,382
25-30 Months	314	52,255	4,240	29,178
31-36 Months	1,734	38,446	6,472	47,051
36-120 Months	12,952	6,77,284	1,38,413	1,16,514
Beyond 120 months	-	-	-	6,841
Grand Total	19,611	15,04,505	1,92,959	4,23,874

As at March 31, 2018

(Rs. in '000)

Ageing Analysis	Claims settled but not paid to the policyholders/insured due to any reasons except under litigation from the insured / policyholders	Sum due to the insured / policyholders on maturity or otherwise	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	Cheques issued but not encashed by the policyholder / insured
0 - 6 Months	901	289,006	32,569	45,037
7 - 12 Months	98	113,973	8,454	48,697
13-18 Months	909	83,552	13,705	53,760
19-24 Months	8,196	89,865	15,093	84,706
25-30 Months	5,560	73,918	12,594	55,997
31-36 Months	4,078	49,151	30,037	32,413
36-120 Months	6,609	636,563	153,728	81,202
Beyond 120 months	-	-	9	4,087
Grand Total	26,351	1,336,028	266,189	405,899

3.31 In line with Master Circular of IRDAI on Unclaimed Amounts of Policyholders, the details of unclaimed amounts and Investment Income is given below:!

(Rs. in Lakh)

Particulars	Year ended March 31, 2019	Year ended March 31, 2018
Opening Balance	20,345	21,034
Add: Amount transferred to unclaimed fund	22,723	12,824
Add: Cheques issued out of the Unclaimed amount but not encashed by the policy holders (Stale cheques)	151	173
Add: Investment Income on Unclaimed fund	1,477	1,233
Less: Amount of claims paid during the year/period	23,187	14,911
Less: Amount transferred to SCWF	100	8
Closing Balance of Unclaimed Amount Fund	21,409	20,345

3.32 Fines & Penalties:

Sl. No.	Authority	Non-Compliance/ Violation	For the year ended March 31, 2019 (Rs. In '000)		
			Penalty Awarded	Penalty Paid	Penalty Waived/ Reduced
1	Insurance Regulatory and Development Authority of India	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	YES	691	691	Nil

Sl. No.	Authority	Non-Compliance/ Violation	For the year ended March 31, 2018 (Rs. In '000)		
			Penalty Awarded	Penalty Paid	Penalty Waived/ Reduced
1	Insurance Regulatory and Development Authority of India	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

3.33 Corporate Social responsibility (CSR)

As per section 135 of the Companies Act 2013, the Company needs to spend in every financial year, at least 2% of the average net profits of the Company made during the three immediate preceding financial years calculated in accordance with IRDAI guidelines for Corporate Governance for life insurers on CSR related activities. Accordingly, an amount of Rs. 20,855 thousands (FY 2017-18 Rs. 15,577 thousands) is required to be spent by the Company towards CSR activities in FY 2018-19. The Company has spent Rs. 39,536 thousands in the year ended March 31, 2019 (Year ended March 31, 2018 Rs. 8,711 thousands) on various CSR initiatives which have charged to the Profit and Loss account

(Rs. in '000)

Sector in which the project is covered	For the year ended March 31, 2019	For the year ended March 31, 2018
Training to promote rural sports, nationally-recognized sports, Paralympic sports and Olympic sports. Sports Infrastructure Support	12,762	1,748
Promoting education, including special education, and employment-enhancing vocational skills, especially among children, women, elderly, and the differently-abled; and livelihood enhancement projects	16,356	6,499
Eradication hunger, poverty and malnutrition; promoting healthcare, including preventive health care; and sanitation, including contribution to the Swachh Bharat Kosh set-up by the Central Government for the promotion of sanitation; and making available safe drinking water	7,200	-
Measures for the benefit of armed-forces veterans, war-widows and their dependents	700	-
Contribution to the Prime Minister's National Relief Fund or any other fund set up by the Central Government for socio-economic development and relief and welfare of the Scheduled Castes, the Scheduled Tribes, other backward classes, minorities and women	1,100	-
Administration Charges	1,418	464
Total	39,536	8,711

The amount spent during the year/ is as follows:

(Rs. in '000)

Particulars	For the year ended March 31, 2019			For the year ended March 31, 2018		
	In cash	Yet to be paid in cash	Total	In cash	Yet to be paid in cash	Total
(i) Construction/acquisition of any asset	-	-	-	-	-	-
(ii) On purpose other than (i) above	39,403	133	39,536	8,711	-	8,711
Total	39,403	133	39,536	8,711	-	8,711

Movement in provision for CSR activities

(Rs. in '000)

Particulars	For the year ended March 31, 2019	For the year ended March 31, 2018
Balance at the beginning of the year	496	1,137
Additional provision made during the year	133	-
Amount used during the year	496	641
Balance at the end of the year	133	496

3.34 Issue of shares under an Initial Public Offering (IPO) by way of an offer for sale

- The Company has filed Draft Red Herring Prospectus (DRHP) on 27th July 2018 with the Securities and Exchange Board of India (SEBI), The Insurance Regulatory and Development Authority of India (IRDAI), The National Stock Exchange (NSE) and The Bombay Stock Exchange (BSE) for issue of equity shares of the Company under an IPO by way of an offer of sale of upto 25% of the paid up equity share capital of the Company. This would change the pattern of shareholding amongst the existing shareholders within the requirements of "India Owned and Controlled" guidelines of IRDAI and

other applicable laws, rules and regulations. The Company has since obtained in principle their approvals which would valid for a period of one year from the date of their respective approval letters.

- b) An amount of Rs. 202,940 thousands has been incurred by the Company for IPO issue expenses till March 31, 2019 which is to be recovered from the shareholders in the agreed ratio out of the sale proceeds. The Company has raised debit notes to the shareholders against the same.

3.35 Expenses of Management

- a. As per the Expense of Management Regulations, 2016, the percentage of actual expense to allowable expense of the Company is within the defined limits as specified in the regulation.
- b. An amount of Rs. 3,079 thousands for the year ended March 31, 2019 (for the year ended March 31, 2018 Rs. 5,119 thousands) being excess over allowable limit in a particular segment has been debited to Profit and Loss Account (Shareholder's Account) in accordance with clause 16 of the regulations.
- c. Expense allocation/apportionment policy modified during the year to refine the apportionment of indirect expense to various business segments. Allowance made to reflect channel expenses appropriately and weights commensurate to the effort of servicing/sale.

3.36 Disclosure of remuneration on other work given to statutory auditors

As per Corporate Governance guideline issued by IRDAI on May 18, 2016, the details of remuneration for other work entrusted to the statutory auditor is given below:

(Rs. in '000)

Name of the Auditor	Services rendered	For the year ended March 31, 2019	For the year ended March 31, 2018
K S Aiyar & Co.	Certifications	590	-
	Reports on restated financial statements, related certificates and the comfort letters in relation to offering of the Company's equity shared by certain selling shareholders	1,800	-
Thakur Vaidyanath Aiyar & Co.	Reports on restated financial statements, related certificates and the comfort letters in relation to offering of the Company's equity shared by certain selling shareholders	1,800	-

In accordance with SEBI rules, the remuneration disclosed above is to be reimbursed by the respective selling shareholders and accordingly there is no charge in the Company's Profit and Loss account in this regard.

As per our report of even date attached

For **K.S. Aiyar & Co.**
Chartered Accountants
ICAI Firm Registration
No.: 100186W

Rajesh S. Joshi
Partner
Membership No.: 038526

For **Thakur Vaidyanath Aiyar & Co.**
Chartered Accountants
ICAI Firm Registration
No.: 000038N

K.N. Gupta
Partner
Membership No.: 009169

For and on behalf of the Board of Directors

Kishore Ponnayolu Chairman
DIN No.: 08226069

Ashish Kumar Srivastava Managing Director & CEO
DIN No.: 00355075

Archana Hingorani Director
DIN No.: 00028037

Anisha Motwani Director
DIN No.: 06943493

Khalid Ahmad Chief Financial Officer

P K Dinakar Appointed Actuary

Yagya Turker
Company Secretary
M. No. 19493

Place: Mumbai
Date: May 10, 2019

Annexure 1

3.18 Summary of financial statements

(Rs. in '000)

Sl. No.	Particulars	FY 2018-19	FY 2017-18	FY 2016-17	FY 2015-16	FY 2014-15
	POLICYHOLDERS' A/C					
1	Gross premium income	47,771,966	39,535,108	32,360,801	28,278,346	24,611,858
2	Net premium income	46,586,393	38,605,153	31,389,059	27,272,281	23,655,445
3	Income from investments (Net)	15,960,761	13,476,307	15,206,096	2,827,037	19,802,212
4	Other income	261,313	219,789	172,439	128,664	138,823
4A	Contribution from the Shareholders' Account	756,411	484,308	-	-	-
5	Total income	63,564,878	52,785,557	46,767,594	30,227,982	43,596,480
6	Commission	2,507,706	2,154,760	1,796,521	1,614,626	1,384,324
7	Brokerage	-	-	-	-	-
8	Operating expenses related to the insurance business	9,064,652	8,148,395	7,466,339	7,493,299	6,036,495
8A	Goods and Services Tax/Service tax on Charges	430,908	385,921	358,458	355,679	326,776
9	Provision for Tax	191,282	-	-	-	-
9A	Provision for Advances & Recoveries	(1,793)	(4,690)	48,463	80,461	20,479
10	Total expenses	12,192,755	10,684,386	9,669,781	9,544,065	7,768,074
11	Payment to policyholders	19,389,976	21,110,279	17,707,640	14,316,852	18,688,299
12	Increase in actuarial liability	26,630,045	24,285,385	17,990,983	12,017,732	8,229,722
13	Provision for Linked Liabilities	2,685,023	(4,915,519)	993,230	(6,207,064)	7,834,909
14	Surplus/(Deficit) from operations	2,667,079	1,621,026	405,960	556,397	1,075,476
	SHAREHOLDERS' A/C					
15	Total income under Shareholders' Account	856,798	645,983	566,901	528,256	494,183
16	Total expenses under Shareholders' Account	113,659	97,631	75,075	85,119	34,861
16A	Contribution to the Revenue Account	756,411	484,308	-	-	-
17	Profit/(Loss) before tax	1,517,189	1,416,924	638,710	536,260	524,268
18	Provisions for tax	86,064	-	-	-	-
19	Profit/(Loss) after tax	1,431,125	1,416,924	638,710	536,260	524,268
20	Profit/(Loss) carried to Balance Sheet	(7,945,350)	(9,376,475)	2,209,952	1,571,242	1,034,982
	MISCELLANEOUS					
21	(A) Policyholders' account:					
	Total funds	192,117,433	162,446,180	143,063,683	124,054,296	118,243,628
	Total investments	192,324,645	161,880,752	144,557,761	128,254,722	121,378,198
	Yield on investments (%) (Annualised)	9.90%	9.64%	12.55%	2.32%	21.36%
	(B) Shareholders' account:					
	Total funds	12,185,544	10,752,240	9,338,314	8,301,229	7,624,117
	Total investments	11,205,095	10,532,432	7,032,825	6,499,122	5,983,836
	Yield on investments (%) (Annualised)	8.56%	7.94%	9.14%	9.25%	9.28%
22	Yield on total investments (%) (Annualised)	9.83%	9.55%	12.38%	2.61%	20.50%
23	Paid up equity capital	20,128,843	20,128,843	20,128,843	20,128,843	20,128,843
24	Networth	12,185,544	10,752,240	9,338,314	8,301,229	7,624,117
25	Total assets (Net of Current Liabilities)	207,277,649	175,094,498	154,095,358	134,232,400	127,204,480
26	Earnings/(Loss) per share Basic/ (Rs.) (refer note 1 below)	0.71	0.70	0.32	0.27	0.26
27	Book value per share (Rs.) (refer note 2 below)	6.05	5.34	4.64	4.12	3.79

Note 1

Earnings per share are calculated by dividing the net profit or loss after tax for the year attributable to equity shareholders by the weighted average number of equity shares outstanding during the year.

Note 2

Book Value per share = $\frac{\text{Total Shareholders Funds-Debit balance in Profit and Loss Account-Debit balance in Revenue Account}}{\text{Total number of shares}}$

ANNEXURE 2

3.19 Accounting ratios (refer notes below)

(Rs. in '000)

Sl. No.	Description	March 31, 2019	March 31, 2018
1.	New business premium income growth (segment-wise)		
	Participating policies	-44%	0.3%
	Non-participating policies	30%	27%
	Par Pension	-37%	18%
	Non- Par Annuity	-8%	-8%
	Non- Par Pension	133%	-34%
	Health	-78%	-75%
	Group - linked	558%	992%
	Individual Life - Linked	96%	145%
	Pension - linked	-86%	NA
	(current year new business premium -previous year new business premium)/ previous year new business premium		
2.	Net retention ratio (net premium/gross premium)	98%	98%
3.	Ratio of expenses of management (expenses of management / total gross direct premium)	24%	26%
4.	Commission ratio (gross commission paid/gross premium)	5%	5%
5.	Ratio of policyholders' liabilities to shareholders' funds (policyholders' liabilities / shareholders' funds)	1601%	1527%
6.	Growth rate of shareholders' funds (current year shareholders' funds - previous year shareholders' funds) / previous year shareholders' funds	13%	15%
7.	Ratio of surplus/(deficit) to policyholders' liability [surplus/(deficit) as per policyholders' liability]	1%	1%
8.	Change in net worth [current year shareholders' funds - previous year shareholders' funds]	1,433,304	1,413,926
9.	Profit (loss) after tax/Total income	2.22%	2.65%
10.	(Total real estate + Loans)/Cash & invested assets	0%	0%
11.	Total investments/[Capital + Surplus [Deficit]]	1671%	1603%
12.	Total affiliated investments/[Capital + Surplus (Deficit)]	2%	2%
13.	Investment yield (gross & net)		
	- Non linked Par (With unrealised gains/losses)	9%	5%
	- Non linked Par (With realised gains/losses)	8%	9%
	- Non linked Non Par (With unrealised gains/losses)	9%	5%
	- Non linked Non Par (With realised gains/losses)	9%	8%
14.	Conservation Ratio		
	- Linked	72%	76%
	- Non Linked	84%	81%
	- Pension (both Linked and Non Linked)	83%	74%
	- Health	86%	82%
15.	Persistency Ratio		
	For 13th month	80%	77%
	For 25th month	66%	58%
	For 37th month	52%	46%
	For 49th Month	41%	37%
	For 61st month	29%	28%
16.	NPA Ratio		
	Gross NPA Ratio	-	-
	Net NPA Ratio	-	-

Note:

- The above ratios have been calculated based on Revenue Account, Profit and Loss Account for the year ended March 31, 2019 and for the year ended March 31, 2018 and the Balance Sheet as at March 31, 2019 and March 31, 2018.
- Shareholders' funds are net of accumulated deficit in Profit & loss account, for the purpose of calculating relevant ratios.

ANNEXURE 3

Related Party Disclosures as per Accounting Standard 18

Related Parties and Nature of Relationship:

Sl No	Name of Related parties	Nature of Relationship
1	MetLife International Holdings, LLC (erstwhile MetLife International Holdings, Inc)	Significant Influence
2	Punjab National Bank	Significant Influence
3	Ashish Kumar Srivastava	Key Management Personnel - Managing Director and CEO (from October 01, 2017) & Interim CEO and principal officer (From 31/03/2017 to 30/09/2017)
4	Tarun Chugh	Key Management Personnel - Managing Director (upto March 31, 2017)

The following are the transactions between the Company and its related parties for the year ended March 31, 2019

Sl. No.	Name of the related Party with whom the transactions have been made	Description of the Relationship with the Party	Nature of Transaction	Year Ended March 31, 2019			Year Ended March 31, 2018		
				Amount	Amount outstanding as recoverable as on March 31, 2019	Amount outstanding as payable as on March 31, 2019	Amount	Amount outstanding as recoverable as on March 31, 2018	Amount outstanding as payable as on March 31, 2018
1	MetLife International Holdings, LLC	Significant Influence	Received/Receivable towards -						
			a) Compensation	56,403	16,590	NIL	96,753	33,809	NIL
			b) Information technology	NIL	NIL	NIL	14,078	965	NIL
			c) Travel and others	4,032	1,553	NIL	5,286	2,180	NIL
			d) Initial public offer share of expenses (Refer Note 3.34(b) of schedule 16) *	69,492	69,492	NIL	NIL	NIL	NIL
			Paid/Payable towards -						
			a) Peanut License fee (Inclusive of foreign exchange fluctuations)	(781)	NIL	NIL	2,665	NIL	927
2	Punjab National Bank	Significant Influence	Received/Receivable towards -						
			a) Interest/Dividend	20,928	3,025	NIL	21,216	3,022	NIL
			b) Bank balances (Current account/short term deposit)	NIL	1,164,306	NIL	NIL	1,305,864	NIL
			d) Investment in fixed deposit & bond	NIL	250,250	NIL	NIL	250,164	NIL
			c) Initial public offer share of expense (Refer Note 3.34(b) of schedule 16) *	34,972	34,972	NIL	NIL	NIL	NIL

(Rs. in '000)

Sl. No.	Name of the related Party with whom the transactions have been made	Description of the Relationship with the Party	Nature of Transaction	Year Ended March 31, 2019				Year Ended March 31, 2018		
				Amount	Amount outstanding as recoverable as on March 31, 2019	Amount outstanding as payable as on March 31, 2019	Amount	Amount outstanding as recoverable as on March 31, 2018	Amount outstanding as payable as on March 31, 2018	
			Paid/Payable towards -							
			a) Commission	1,664,720	NIL	227,123	1,463,210	NIL		210,491
			b) Bank charges	6,239	7,205	8,041	10,050	3,829		6,029
			c) Premium deposit	NIL	NIL	0.02	NIL	NIL		0
			d) Claims/surrender settled	100	NIL	NIL	200	NIL		NIL
			e) Rewards and Recognition	1,17,500	NIL	NIL	NIL	NIL		NIL
3	Ashish Kumar Srivastava	Managing Director and CEO	Managerial Remuneration	44,744	NIL	29,002	28,827	NIL		NIL
		Interim CEO & Principal Officer	Employee benefits	NIL	NIL	NIL	21,481	NIL		20,878
4	Tarun Chugh	Ex- Managing Director & CEO	Managerial remuneration	NIL	NIL	NIL	(3,150)	NIL		NIL

Note

*The amount includes expenses related to the year ended March 31, 2018 based on the agreed ratio finalised in FY 2018-19

ANNEXURE 4

STATEMENT OF SEGMENTAL ASSETS AND LIABILITIES AS AT MARCH 31, 2019

(Rs. in '000)

Particulars	Par	Non Par	Par Pension	Non Par Annuity	Non Par Pension	Health	Group Pension Linked	Individual Life Linked	Individual Pension Linked	Shareholders	Total
SOURCES OF FUNDS:											
SHAREHOLDERS FUNDS											
Share capital	-	-	-	-	-	-	-	-	-	20,128,843	20,128,843
Reserves and surplus	-	-	-	-	-	-	-	-	-	-	-
Fair value change account - Net	-	-	-	-	-	-	-	-	-	2,051	2,051
Total shareholders' funds	13,351	20,912	65	28	12	190	61	12,547	13	20,130,894	20,130,894
Borrowings											47,179
POLICYHOLDERS' FUNDS											
Fair value change account	390,579	3,412	-	-	-	-	-	-	-	-	393,991
Policy liabilities	82,409,009	40,482,129	1,255,928	289,868	196,396	1,169,123	-	-	-	-	125,802,453
Insurance reserves	-	-	-	-	-	-	-	-	-	-	-
Provision for linked liabilities- Non unit	-	-	-	-	-	-	441	522,111	264	-	522,816
Provision for linked liabilities	-	-	-	-	-	-	1,705,564	56,632,597	768,510	-	59,106,671
Total policyholders' funds	82,799,588	40,485,541	1,255,928	289,868	196,396	1,169,123	1,706,005	57,154,708	768,774	-	185,825,931
Funds for discontinued policies											
- Discontinued on account of non-payment of premium	-	-	-	-	-	-	-	6,291,502	-	-	6,291,502
Funds for future appropriations	2,747,773	-	179,720	-	-	-	-	-	-	-	2,927,493
Total	85,560,712	40,506,453	1,435,713	289,896	196,408	1,169,313	1,706,066	63,458,757	768,787	20,130,894	215,222,999
APPLICATION OF FUNDS:											
INVESTMENTS											
Shareholders'	-	-	-	-	-	-	-	-	-	11,205,095	11,205,095
Policyholders'	83,471,282	39,817,711	1,435,192	287,104	232,477	1,159,890	441	522,111	264	-	126,926,472
Assets held to cover linked liabilities	-	-	-	-	-	-	1,705,564	62,924,099	768,510	-	65,398,173
Loans	392,719	66,502	-	-	-	-	-	-	-	-	459,221

(Rs. in '000)

Particulars	Par	Non Par	Par Pension	Non Par Annuity	Non Par Pension	Health	Group Pension Linked	Individual Life Linked	Individual Pension Linked	Shareholders	Total
Fixed assets	209,450	328,065	1,027	438	186	2,987	964	196,834	205	226,185	966,341
Current assets											
Cash and bank balances	283,107	1,647,421	12,608	1,361	56	84,334	227	686,555	8,102	-	2,723,771
Advances and other assets	3,937,869	4,408,010	72,926	432	2,138	70,367	72	217,901	2,571	326,068	9,038,354
	4,220,976	6,055,431	85,534	1,793	2,194	154,701	299	904,456	10,673	326,068	11,762,125
Less :											
Current liabilities	2,540,889	5,149,171	17,487	2,486	102	153,996	415	1,253,665	14,795	-	9,133,006
Provisions	111,480	131,985	767	109	4	6,756	18	55,004	649	-	306,772
	2,652,369	5,281,156	18,254	2,595	106	160,752	433	1,308,669	15,444	-	9,439,778
Net current assets	1,568,607	774,275	67,280	(802)	2,088	(6,051)	(134)	(404,213)	(4,771)	326,068	2,372,347
Control Account	(81,346)	(480,100)	(67,786)	3,156	(38,343)	12,487	(769)	219,926	4,579	428,196	-
Miscellaneous expenditure (to the extent not written off)	-	-	-	-	-	-	-	-	-	-	-
Deficit/ (Surplus) in Policyholders account										7,945,350	7,945,350
Debit balance in profit and loss account	-	-	-	-	-	-	-	-	-	-	-
Total	85,560,712	40,506,453	1,435,713	289,896	196,408	1,169,313	1,706,066	63,458,757	768,787	20,130,894	215,222,999

ANNEXURE 4

SEGMENTAL REVENUE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2019

(Rs. in '000)

Particulars	Schedule	Par	Non Par	Par Pension	Non Par Annuity	Non Par Pension	Health	Group Pension Linked	Individual Life Linked	Individual Pension Linked	Total
Premiums earned - net											
(a) Premium (net of service tax)	1	16,516,715	18,997,126	484,231	78,971	39,369	471,431	787,320	10,367,578	29,225	47,771,966
(b) Reinsurance ceded		(26,294)	(1,023,915)	(9)	-	-	(21,370)	(1)	(113,984)	-	(1,185,573)
(c) Reinsurance accepted											
		16,490,421	17,973,211	484,222	78,971	39,369	450,061	787,319	10,253,594	29,225	46,586,393
Income from investments											
(a) Interest, dividends and rent - net of accretion/ amortisation of discount/ premium)		6,009,693	2,641,259	82,896	17,863	24,994	71,542	106,928	2,371,038	25,808	11,352,021
(b) Profit on sale/redemption of investments		20,528	263,255	-	-	956	-	21,511	4,720,568	129,683	5,156,501
(c) (Loss) on sale/ redemption of investments		(104)	(196)	(27)	-	(4,257)	-	(17,275)	(1,009,986)	(17,088)	(1,048,933)
(d) Transfer/gain on revaluation/change in fair value		-	-	-	-	-	-	(6,679)	519,094	(11,243)	501,172
Other Income											
(a) Interest on policy loans		39,284	5,647	-	-	-	-	-	4,710	-	49,641
(b) Miscellaneous income		22,935	172,935	313	37	5	765	2	14,407	273	211,672
Contribution from the Shareholders' Account		-	-	-	6,068	-	-	1,691	748,652	-	756,411
Total (A)		22,582,757	21,056,111	567,404	102,939	61,067	522,368	893,497	17,622,077	156,658	63,564,878
Commission	2	583,399	1,440,687	9,768	517	48	9,279	934	463,018	56	2,507,706
Operating expenses related to insurance business	3	2,714,977	4,176,091	18,296	4,656	1,809	41,846	9,284	2,094,961	2,732	9,064,652
Service tax /Goods and Services Tax on Charges		640	-	-	-	-	-	1,796	428,203	269	430,908
Provision for doubtful debts		-	-	-	-	-	-	-	-	-	-
Bad debts written off		-	-	-	-	-	-	-	-	-	-
Provision for Income Tax		191,282	-	-	-	-	-	-	-	-	191,282
Provisions (other than taxation)		-	-	-	-	-	-	-	-	-	-
(a) For diminution in the value of investments		-	-	-	-	-	-	-	-	-	-
(b) Advances & Recoveries		642	(2,005)	(41)	159	8	(31)	-	(535)	10	(1,793)
Total (B)		3,490,940	5,614,773	28,023	5,332	1,865	51,094	12,014	2,985,647	3,067	12,192,755

(Rs. in '000)

Particulars	Schedule	Par	Non Par	Par Pension	Non Par Annuity	Non Par Pension	Health	Group Pension Linked	Individual Life Linked	Individual Pension Linked	Total
Benefits paid (net)	4	2,970,933	3,100,089	14,571	14,448	249,517	53,070	709,229	11,797,444	454,043	19,363,344
Interim bonuses paid		26,298	-	334	-	-	-	-	-	-	26,632
Change in valuation of liability in respect of life policies											
(a) Gross		14,737,369	14,401,867	487,355	83,159	(192,346)	359,056	172,254	2,826,834	(326,217)	32,549,331
(b) Amount ceded in reinsurance		(26,345)	(3,229,081)	-	-	-	9,011	-	12,152	-	(3,234,263)
(c) Amount accepted in reinsurance		-	-	-	-	-	-	-	-	-	-
Total (C)		17,708,255	14,272,875	502,260	97,607	57,171	421,137	881,483	14,636,430	127,826	48,705,044
Surplus/(Deficit) (D) = (A) - (B) - (C)		1,383,562	1,168,463	37,121	-	2,031	50,137	-	-	25,765	2,667,079
Appropriations											
Transfer to shareholders' account		281,542	1,168,463	2,523	-	2,031	50,137	-	-	25,765	1,530,461
Transfer to other reserves		-	-	-	-	-	-	-	-	-	-
Funds for future appropriations		1,102,020	-	34,598	-	-	-	-	-	-	1,136,618
Surplus/(Deficit) after appropriation		-	-	-	-	-	-	-	-	-	-
Total (D)		1,383,562	1,168,463	37,121	-	2,031	50,137	-	-	25,765	2,667,079
Details of Total Surplus/(Deficit)											
(a) Interim bonuses paid		26,298	-	334	-	-	-	-	-	-	26,632
(b) Allocation of bonus to policyholders'		2,533,874	-	22,706	-	-	-	-	-	-	2,556,580
(c) Surplus shown in the Revenue Account		1,383,562	1,168,463	37,121	-	2,031	50,137	-	-	25,765	2,667,079
Total Surplus/(Deficit)		3,943,734	1,168,463	60,161	-	2,031	50,137	-	-	25,765	5,250,291

ANNEXURE 4

STATEMENT OF SEGMENTAL ASSETS AND LIABILITIES AS AT MARCH 31, 2018

Particulars	Par	Non Par	Par Pension	Non Par Annuity	Non Par Pension	Health	Group Pension Linked	Individual Life Linked	Individual Pension Linked	Shareholders	Total
(Rs. in '000)											
SOURCES OF FUNDS:											
SHAREHOLDERS FUNDS											
Share capital	-	-	-	-	-	-	-	-	-	20,128,843	20,128,843
Reserves and surplus	-	-	-	-	-	-	-	-	-	-	-
Fair value change account - Net	-	-	-	-	-	-	-	-	-	(128)	(128)
Total shareholders' funds	-	-	-	-	-	-	-	-	-	20,128,715	20,128,715
Borrowings	43,174	41,573	204	65	3	815	46	19,277	46	-	105,203
POLICYHOLDERS' FUNDS											
Fair value change account	40,625	(2,820)	-	-	-	-	-	-	-	-	37,805
Policy liabilities	67,697,985	29,309,344	768,573	206,709	388,742	801,056	-	-	-	-	99,172,409
Insurance reserves	-	-	-	-	-	-	-	-	-	-	-
Provision for linked liabilities- Non unit	-	-	-	-	-	-	489	393,190	349	-	394,028
Provision for linked liabilities	-	-	-	-	-	-	1,533,261	54,464,803	1,094,642	-	57,092,706
Total policyholders' funds	67,738,610	29,306,524	768,573	206,709	388,742	801,056	1,533,750	54,857,993	1,094,991	-	156,696,948
Funds for discontinued policies	-	-	-	-	-	-	-	-	-	-	-
- Discontinued on account of non- payment of premium	-	-	-	-	-	-	-	5,749,232	-	-	5,749,232
Funds for future appropriations	1,645,754	-	145,121	-	-	-	-	-	-	-	1,790,875
Total	69,427,538	29,348,097	913,898	206,774	388,745	801,871	1,533,796	60,626,502	1,095,037	20,128,715	184,470,973
APPLICATION OF FUNDS:											
INVESTMENTS											
Shareholders'	-	-	-	-	-	-	-	-	-	10,532,432	10,532,432
Policyholders'	67,885,571	28,456,663	854,304	202,313	450,774	795,161	489	393,190	349	-	99,038,814
Assets held to cover linked liabilities	-	-	-	-	-	-	1,533,261	60,214,035	1,094,642	-	62,841,938
Loans	326,054	42,417	-	-	-	-	-	-	-	-	368,471
Fixed assets	231,782	223,182	1,094	351	18	4,373	245	103,487	249	230,266	795,047
Current assets	-	-	-	-	-	-	-	-	-	-	-
Cash and bank balances	257,193	1,597,943	10,297	1,019	72	110,963	279	907,055	13,370	-	2,898,191
Advances and other assets	3,663,674	3,919,234	59,939	250	9,527	74,528	69	222,800	3,284	288,912	8,242,217
	3,920,867	5,517,177	70,236	1,269	9,599	185,491	348	1,129,855	16,654	288,912	11,140,408
Less :											
Current liabilities	2,839,123	4,750,975	15,555	1,732	122	188,638	475	1,542,000	22,729	-	9,361,349
Provisions	101,238	96,866	555	62	4	6,726	17	54,985	810	-	261,263
	2,940,361	4,847,841	16,110	1,794	126	195,364	492	1,596,985	23,539	-	9,622,612
Net current assets	980,506	669,336	54,126	(525)	9,473	(9,873)	(144)	(467,130)	(6,885)	288,912	1,517,796
Control Account	3,625	(43,501)	4,374	4,635	(71,520)	12,210	(55)	382,920	6,682	(299,370)	-
Miscellaneous expenditure (to the extent not written off)	-	-	-	-	-	-	-	-	-	-	-
Deficit/ (Surplus) in Policyholders account	-	-	-	-	-	-	-	-	-	9,376,475	9,376,475
Debit balance in profit and loss account	-	-	-	-	-	-	-	-	-	-	-
Total	69,427,538	29,348,097	913,898	206,774	388,745	801,871	1,533,796	60,626,502	1,095,037	20,128,715	184,470,973

ANNEXURE 4

SEGMENTAL REVENUE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2018

Particulars	Schedule	Par	Non Par	Par Pension	Non Par Annuity	Non Par Pension	Health	Group Linked	Individual Life Linked	Pension Linked	Total
Premiums earned - net											
(a) Premium (net of service tax)	1	16,257,185	14,027,695	405,938	85,611	15,261	533,965	171,420	7,991,164	46,869	39,535,108
(b) Reinsurance ceded		347	(793,799)	92	38	-	(27,429)	-	(109,204)	-	(929,955)
(c) Reinsurance accepted											
Income from investments		16,257,532	13,233,896	406,030	85,649	15,261	506,536	171,420	7,881,960	46,869	38,605,153
(a) Interest, dividends and rent - net of accretion/amortisation of discount/premium)		4,969,114	2,021,134	45,528	10,493	38,893	44,709	102,463	2,317,886	30,646	9,580,866
(b) Profit on sale/redemption of investments		252,087	12,843	-	-	-	-	27,633	7,119,870	170,446	7,582,879
(c) (Loss) on sale/ redemption of investments		(1,619)	(1,177)	-	-	(3,556)	-	(18,737)	(776,842)	(13,834)	(815,765)
(d) Transfer/gain on revaluation/change in fair value		-	-	-	-	-	-	(21,873)	(2,790,436)	(59,364)	(2,871,673)
Other Income											
(a) Interest on policy loans		31,058	3,301	-	-	-	-	-	-	-	34,359
(b) Miscellaneous income		24,148	146,338	146	-	1	1,596	4	13,004	193	185,430
Contribution from the Shareholders' Account		-	483,270	-	1,038	-	-	-	-	-	484,308
Total (A)		21,532,320	15,899,605	451,704	97,180	50,599	552,841	260,910	13,765,442	174,956	52,785,557
Commission	2	845,925	1,025,458	12,527	760	12	15,498	(2)	254,482	100	2,154,760
Operating expenses related to insurance business	3	3,495,737	3,219,818	20,411	4,677	528	75,217	3,612	1,324,078	4,317	8,148,395
Service tax /Goods and Services Tax on Charges		834	-	-	-	-	-	1,960	382,740	387	385,921
Provision for doubtful debts		-	-	-	-	-	-	-	-	-	-
Bad debts written off		-	-	-	-	-	-	-	-	-	-
Provision for Income Tax		-	-	-	-	-	-	-	-	-	-
Provisions (other than taxation)		-	-	-	-	-	-	-	-	-	-
(a) For diminution in the value of investments		-	-	-	-	-	-	-	-	-	-
(b) Advances & Recoveries		4,560	(375)	61	86	1	(61)	177	(8,812)	(327)	(4,690)
Total (B)		4,347,056	4,244,901	32,999	5,523	541	90,654	5,747	1,952,488	4,477	10,684,386

(Rs. in '000)

Particulars	Schedule	Par	Non Par	Par Pension	Non Par Annuity	Non Par Pension	Health	Group Linked	Individual Life Linked	Pension Linked	Total
Benefits paid (net)	4	1,863,115	2,321,913	13,975	8,558	148,748	27,860	180,031	16,146,010	374,139	21,084,349
Interim bonuses paid		25,800	-	130	-	-	-	-	-	-	25,930
Change in valuation of liability in respect of life policies											
(a) Gross		14,843,709	11,202,180	382,298	83,099	(121,807)	328,638	69,442	(4,802,454)	(226,550)	21,758,555
(b) Amount ceded in reinsurance		(29,685)	(2,411,251)	-	-	-	8,204	-	44,041	2	(2,388,689)
(c) Amount accepted in reinsurance		-	-	-	-	-	-	-	-	-	-
Total (C)		16,702,939	11,112,842	396,403	91,657	26,941	364,702	249,473	11,387,597	147,591	40,480,145
Surplus/(Deficit) (D) = (A) - (B) - (C)		482,325	541,862	22,302	-	23,117	97,485	5,690	425,357	22,888	1,621,026
Appropriations											
Transfer to shareholders' account		235,506	541,862	975	-	23,117	97,485	5,690	425,357	22,888	1,352,880
Transfer to other reserves		-	-	-	-	-	-	-	-	-	-
Funds for future appropriations		246,819	-	21,327	-	-	-	-	-	-	268,146
Surplus/(Deficit) after appropriation		-	-	-	-	-	-	-	-	-	-
Total (D)		482,325	541,862	22,302	-	23,117	97,485	5,690	425,357	22,888	1,621,026
Details of Total Surplus/(Deficit)											
(a) Interim bonuses paid		25,800	-	130	-	-	-	-	-	-	25,930
(b) Allocation of bonus to policyholders'		2,119,550	-	8,777	-	-	-	-	-	-	2,128,327
(c) Surplus shown in the Revenue Account		482,325	541,862	22,302	-	23,117	97,485	5,690	425,357	22,888	1,621,026
Total Surplus/(Deficit)		2,627,675	541,862	31,209	-	23,117	97,485	5,690	425,357	22,888	3,775,283

ANNEXURE 4

SCHEDULE 1 - PREMIUM

Particulars	March 31, 2019									
	Par	Non Par	Pension	Non Par Annuity	Non Par Pension	Health	Group Pension Linked	Individual Life Linked	Individual Pension Linked	Total
First year Premiums	2,794,125	6,534,755	142,830	-	12,633	13,112	513	4,706,449	-	14,204,417
Renewal Premiums	13,722,590	10,797,915	340,923	-	19,355	458,319	88,146	5,496,514	29,215	30,952,977
Single Premiums	-	1,664,456	478	78,971	7,381	-	698,661	164,615	10	2,614,572
Total Premium	16,516,715	18,997,126	484,231	78,971	39,369	471,431	787,320	10,367,578	29,225	47,771,966

(Rs. in '000)

SCHEDULE 2 - COMMISSION EXPENSES

Particulars	March 31, 2019										(Rs. in '000)
	Par	Non Par	Pension	Non Par Annuity	Non Par Pension	Health	Group Pension Linked	Individual Life Linked	Individual Pension Linked	Total	
Commission paid											
Direct											
- First year Premiums	242,097	1,046,398	5,888	64	44	1,249	-	394,192	-	1,689,932	
- Renewal Premiums	341,302	312,740	3,880	-	4	8,030	934	66,244	56	733,190	
- Single Premiums	-	81,549	-	453	-	-	-	2,582	-	84,584	
Gross commission	583,399	1,440,687	9,768	517	48	9,279	934	463,018	56	2,507,706	
Add: Commission on Re-insurance Accepted										-	
Less: Commission on Re-insurance Ceded										-	
Net Commission	583,399	1,440,687	9,768	517	48	9,279	934	463,018	56	2,507,706	

ANNEXURE 4

SCHEDULE 3 - OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(Rs. in '000)

Particulars	March 31, 2019									
	Par	Non Par	Pension	Non Par Annuity	Non Par Pension	Health	Group Pension Linked	Individual Life Linked	Individual Pension Linked	Total
Employees' remuneration and welfare benefits	1,891,887	2,516,201	14,580	3,194	1,236	28,611	6,344	1,334,961	1,602	5,798,616
Travel, conveyance and vehicle running expenses	41,558	64,685	208	87	38	592	197	39,011	45	146,421
Training expenses	14,864	23,153	74	31	14	212	70	13,955	16	52,389
Rents, rates and taxes	68,350	289,184	579	130	56	1,105	286	72,653	479	432,822
Repairs	10,105	15,826	50	21	9	144	47	9,496	10	35,708
Printing and stationery	8,908	13,953	44	19	8	127	41	8,372	9	31,481
Communication expenses	39,731	62,184	195	83	35	566	184	37,333	39	140,350
Legal & professional charges	39,816	56,637	248	89	54	561	271	36,801	97	134,574
Medical fees	4,631	59,030	21	-	-	1,106	-	13,228	-	78,016
Auditors' Fees, expenses, etc.										
(a) as auditor	1,839	2,881	9	4	2	26	8	1,729	2	6,500
(b) other services	80	126	-	-	-	1	-	76	-	283
(c) expenses	597	935	3	1	1	9	3	561	1	2,111
Advertisement and publicity	107,011	167,613	525	224	95	1,526	493	100,565	105	378,157
Business Development & Sales promotion	242,938	526,841	3,619	262	34	3,804	175	198,525	57	976,255
Interest and Bank Charges	21,264	30,280	132	48	29	300	143	19,657	52	71,905
Recruitment expenses	18,254	28,373	92	38	17	260	87	17,131	20	64,272
Information Technology expenses	90,944	142,449	446	190	81	1,297	419	85,466	89	321,381
Office expenses	35,241	55,199	173	74	31	502	162	33,118	34	124,534
Others	1,910	2,989	9	4	2	27	9	1,795	2	6,747
Depreciation	75,049	117,552	368	157	67	1,070	345	70,528	73	265,209
Excess of expenses of management (EOM) transferred to Profit and Loss Account (Refer: Note 3.33 of schedule 16)	-	-	(3,079)	-	-	-	-	-	-	(3,079)
Total	2,714,977	4,176,091	18,296	4,656	1,809	41,846	9,284	2,094,961	2,732	9,064,652

(Rs. in '000)

Particulars	March 31, 2018								Total
	Par	Non Par	Pension	Non Par Annuity	Health	Group Linked	Individual Life Linked	Pension Linked	
First year Premiums	4,967,364	5,140,438	228,785	-	59,488	2,210	2,204,153	(30)	12,611,007
Renewal Premiums	11,290,400	7,701,718	177,153	-	474,477	65,203	5,501,893	46,796	25,264,302
Single Premiums	(579)	1,185,539	-	85,611	-	104,007	285,118	103	1,659,799
Total Premium	16,257,185	14,027,695	405,938	85,611	533,965	171,420	7,991,164	46,869	39,535,108

(Rs. in '000)

Particulars	March 31, 2018									Total
	Par	Non Par	Pension	Non Par Annuity	Non Par Pension	Health	Group Linked	Individual Life Linked	Pension Linked	
Commission paid										
Direct										
- First year Premiums	574,491	779,277	10,700	56	12	7,352	-	171,204	-	1,543,092
- Renewal Premiums	271,434	189,548	1,827	-	-	8,146	(2)	79,243	100	550,296
- Single Premiums	-	56,633	-	704	-	-	-	4,035	-	61,372
Gross commission	845,925	1,025,458	12,527	760	12	15,498	(2)	254,482	100	2,154,760
Add: Commission on Re-insurance Accepted										
Less: Commission on Re-insurance Ceded										-
Net Commission	845,925	1,025,458	12,527	760	12	15,498	(2)	254,482	100	2,154,760

ANNEXURE 4

SCHEDULE 3 - OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

(Rs. in '000)

Particulars	March 31, 2018									
	Par	Non Par	Pension	Non Par Annuity	Non Par Pension	Health	Group Linked	Individual Life Linked	Pension Linked	Total
Employees' remuneration and welfare benefits	2,447,326	1,997,394	17,586	3,267	396	50,867	2,601	889,037	2,225	5,410,699
Travel, conveyance and vehicle running expenses	50,878	48,868	242	77	6	958	59	22,737	57	123,882
Training expenses	16,067	15,369	77	25	3	302	21	7,191	19	39,074
Rents, rates and taxes	113,981	254,432	856	156	14	3,961	111	52,786	1,255	427,552
Repairs	23,919	23,032	113	36	2	451	25	10,679	26	58,283
Printing and stationery	16,369	15,761	77	25	1	309	17	7,308	18	39,885
Communication expenses	60,775	58,499	287	92	5	1,146	65	27,139	66	148,074
Legal & professional charges	41,753	37,549	225	69	42	745	158	19,088	96	99,725
Medical fees	7,474	38,571	27	-	-	3,110	-	5,508	1	54,691
Auditors' Fees, expenses, etc.										
(a) as auditor	2,462	2,371	12	4	-	46	3	1,099	3	6,000
(b) other services	55	53	-	-	-	1	-	25	-	134
(c) expenses	494	476	2	1	-	9	1	221	1	1,205
Advertisement and publicity	94,057	90,568	444	142	7	1,775	99	41,995	101	229,188
Business Development & Sales promotion	303,394	333,565	4,069	299	3	5,588	45	97,569	77	744,609
Interest and Bank Charges	30,641	27,839	162	50	27	552	104	13,960	65	73,400
Recruitment expenses	28,960	27,879	137	44	2	546	31	12,931	31	70,561
Information Technology expenses	97,813	94,182	462	148	8	1,845	104	43,672	105	238,339
Office expenses	51,402	49,496	243	78	4	970	54	22,950	55	125,252
Others	15,077	14,517	71	23	1	284	16	6,731	16	36,736
Depreciation	92,840	89,397	438	141	7	1,752	98	41,452	100	226,225
Excess of expenses of management (EOM) transferred to Profit and Loss Account (Refer: Note 3.33 of schedule 16)	-	-	(5,119)	-	-	-	-	-	-	(5,119)
Total	3,495,737	3,219,818	20,411	4,677	528	75,217	3,612	1,324,078	4,317	8,148,395

ANNEXURE 4

SCHEDULE 4 - BENEFITS PAID (NET)

(Rs. in '000)

Particulars	March 31, 2019									
	Par	Non par	Pension	Non Par Annuity	Non Par Pension	Health	Group Pension Linked	Life Linked	Individual Pension Linked	Total
1. Insurance claims										
(a) Claims by death	718,913	2,165,871	5,221	958	123	-	535	574,567	(557)	3,465,631
(b) Claims by maturity	842,036	149,848	3,939	-	-	-	-	400,941	154,840	1,551,604
(c) Annuities/ Pension payment	-	-	-	12,630	77,967	-	115,801	-	-	206,398
(d) Other benefits -										
(i) Surrenders	392,697	332,892	5,411	-	171,427	3,705	592,893	10,850,854	299,760	12,649,639
(ii) Periodical benefit	1,051,589	1,108,890	-	860	-	-	-	-	-	2,161,339
(iii) Health	-	-	-	-	-	70,743	-	-	-	70,743
(iv) Others	-	148,347	-	-	-	-	-	-	-	148,347
2. (Amount ceded in reinsurance)										
(a) Claims by death	(34,302)	(805,759)	-	-	-	-	-	(28,918)	-	(868,979)
(b) Claims by maturity	-	-	-	-	-	-	-	-	-	-
(c) Annuities/ Pension payment	-	-	-	-	-	-	-	-	-	-
(d) Other benefits -	-	-	-	-	-	-	-	-	-	-
(i) Surrenders	-	-	-	-	-	-	-	-	-	-
(ii) Periodical benefit	-	-	-	-	-	-	-	-	-	-
(iii) Health	-	-	-	-	-	(21,378)	-	-	-	(21,378)
3. Amount accepted in reinsurance										
(a) Claims by death	-	-	-	-	-	-	-	-	-	-
(b) Claims by maturity	-	-	-	-	-	-	-	-	-	-
(c) Annuities/ Pension payment	-	-	-	-	-	-	-	-	-	-
(d) Other benefits -	-	-	-	-	-	-	-	-	-	-
(i) Surrenders	-	-	-	-	-	-	-	-	-	-
(ii) Periodical benefit	-	-	-	-	-	-	-	-	-	-
(iii) Health	-	-	-	-	-	-	-	-	-	-
Total	2,970,933	3,100,089	14,571	14,448	249,517	53,070	709,229	11,797,444	454,043	19,363,344

ANNEXURE 4

SCHEDULE 4 - BENEFITS PAID (NET)

(Rs. in '000)

Particulars	March 31, 2018									
	Par	Non par	Pension	Non Par Annuity	Non Par Pension	Health	Group Linked	Life Linked	Pension Linked	TOTAL
1. Insurance claims										
(a) Claims by death	634,312	1,971,333	1,397	-	-	-	(697)	558,560	3,691	3,168,596
(b) Claims by maturity	181,251	205,816	2,806	-	-	-	-	341,077	70,371	801,321
(c) Annuities/ Pension payment	-	-	-	8,558	62,616	-	130,664	-	-	201,838
(d) Other benefits -										
(i) Surrenders	293,604	217,288	9,772	-	86,132	72	50,064	15,301,550	300,077	16,258,559
(ii) Periodical benefit	772,300	572,366	-	-	-	-	-	-	-	1,344,666
(iii) Health	-	-	-	-	-	60,498	-	-	-	60,498
(iv) Others	-	116,523	-	-	-	-	-	-	-	116,523
2. (Amount ceded in reinsurance)										
(a) Claims by death	(18,352)	(761,413)	-	-	-	-	-	(55,177)	-	(834,942)
(b) Claims by maturity	-	-	-	-	-	-	-	-	-	-
(c) Annuities/ Pension payment	-	-	-	-	-	-	-	-	-	-
(d) Other benefits -	-	-	-	-	-	-	-	-	-	-
(i) Surrenders	-	-	-	-	-	-	-	-	-	-
(ii) Periodical benefit	-	-	-	-	-	-	-	-	-	-
(iii) Health	-	-	-	-	-	(32,710)	-	-	-	(32,710)
3. Amount accepted in reinsurance										
(a) Claims by death	-	-	-	-	-	-	-	-	-	-
(b) Claims by maturity	-	-	-	-	-	-	-	-	-	-
(c) Annuities/ Pension payment	-	-	-	-	-	-	-	-	-	-
(d) Other benefits -	-	-	-	-	-	-	-	-	-	-
(i) Surrenders	-	-	-	-	-	-	-	-	-	-
(ii) Periodical benefit	-	-	-	-	-	-	-	-	-	-
(iii) Health	-	-	-	-	-	-	-	-	-	-
Total	1,863,115	2,321,913	13,975	8,558	148,748	27,860	180,031	16,146,010	374,139	21,084,349

ANNEXURE 5

STATEMENT OF NET ASSETS AS AT MARCH 31, 2019

(Rs. in '000)

Particulars	Individual							
	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	Balancer 2
Assets								
Investments								
Government securities and Government guaranteed bonds	478,128	-	220,326	552,762	358,135	74,041	-	764,526
Equity Shares/Preference Shares	1,460,772	13,307,968	1,307,677	-	-	28,157	768,527	1,860,763
Corporate Bonds	400,829	-	108,776	-	315,823	12,366	-	374,235
Infrastructure Bonds *	650,313	-	20,868	-	533,155	25,007	-	852,581
Mutual Funds	201,754	1,632,236	199,755	-	-	2,951	-	199,159
Fixed Deposits	-	-	-	-	-	-	-	-
Cash	8	1	8	7	10	5	-	2
Accrued Income	59,367	494	10,757	9,917	40,763	2,864	35	60,379
Other Receivables	4,077	33,519	3,739	-	-	73	-	134,299
Other securities - CP/CBLO/Bank Deposits	7,778	178,546	9,096	21,518	11,035	516	11,837	133,149
Liabilities								
Accrued Expenses	-	-	-	-	-	-	-	-
Other Liabilities	28,636	74,909	6,636	3,709	18,445	581	3,710	111,452
Net Assets	3,234,390	15,077,855	1,874,366	580,495	1,240,476	145,399	776,689	4,267,641
								6,998,542
								690,787

(Rs. in '000)

Particulars	Individual							
	Protector 2	Virtue 2	Flexi Cap	Multiplier 3	Liquid Fund	Mid Cap Fund	Premier Multi-Cap Fund	Crest (Thematic Fund)
Assets								
Investments								
Government securities and Government guaranteed bonds	3,983,550	-	-	-	6,053	-	-	-
Equity Shares/Preference Shares	-	1,982,653	6,359,299	75,053	-	21,508	30,098	53,207
Corporate Bonds	3,009,099	-	-	-	-	-	-	-
Infrastructure Bonds *	3,287,009	-	-	-	-	-	-	-
Mutual Funds	-	-	981,347	13,742	-	-	5,267	6,597
Fixed Deposits	-	-	-	-	-	-	-	-
Cash	1	369	-	7	-	3	7	4
Accrued Income	308,489	216	2,220	4	-	1	-	2
Other Receivables	225,381	205,080	243,623	5,990	288	3,606	6,628	9,966
Other securities - CP/CBLO/Bank Deposits	114,660	491,003	376,537	9,663	705	3,947	6,957	4,899
Liabilities								
Accrued Expenses	-	-	-	-	-	-	-	-
Other Liabilities	11,090	77,703	20,387	745	1	796	5	1,722
Net Assets	10,917,099	2,601,618	7,942,639	103,714	7,045	28,269	48,952	72,953
								12,405
								11,264

ANNEXURE 5

STATEMENT OF NET ASSETS AS AT MARCH 31, 2019

(Rs. in '000)

Particulars	Individual		Pension						Virtue	Balancer 2
	NAV Guarantee	Discontinued Fund	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator		
Assets										
Investments										
Government securities and Government guaranteed bonds	-	4,377,703	17,568	-	5,392	20,760	4,001	3,388	-	2,956
Equity Shares/Preference Shares	-	-	53,673	373,146	32,002	-	-	1,288	23,770	7,195
Corporate Bonds	-	-	14,728	-	2,662	-	3,528	566	-	1,447
Infrastructure Bonds *	-	-	23,894	-	511	-	5,956	1,144	-	3,297
Mutual Funds	-	-	7,413	45,767	4,888	-	-	135	-	770
Fixed Deposits	-	-	-	-	-	-	-	-	-	-
Cash	-	182	-	-	-	-	-	-	-	-
Accrued Income	-	-	2,181	14	263	372	455	131	1	233
Other Receivables	-	-	150	940	92	-	-	3	-	519
Other securities - CP/CBLO/Bank Deposits	-	1,960,746	286	5,006	223	808	123	24	366	515
Liabilities										
Accrued Expenses	-	-	-	-	-	-	-	-	-	-
Other Liabilities	-	47,129	1,052	2,100	162	139	206	27	115	431
Net Assets	-	6,291,502	118,841	422,773	45,871	21,801	13,857	6,652	24,022	16,501

(Rs. in '000)

Particulars	Pension				Flexi Cap	Multiplier 3	Liquid Fund	Group Gratuity		Total
	Multiplier 2	Preserver 2	Protector 2	Virtue 2				Debt Fund	Balance Fund	
Assets										
Investments										
Government securities and Government guaranteed bonds	-	322	1,960	-	-	-	-	352,153	199,882	12,073,852
Equity Shares/Preference Shares	62,811	-	-	344	13,244	-	-	-	168,575	33,821,259
Corporate Bonds	-	-	1,481	-	-	-	-	245,690	39,920	4,531,150
Infrastructure Bonds *	-	-	1,617	-	-	-	-	504,435	142,051	6,051,838
Mutual Funds	9,747	-	-	-	2,044	-	-	-	-	4,217,753
Fixed Deposits	-	-	-	-	-	-	-	-	-	-
Cash	-	-	-	-	-	-	-	37	29	689
Accrued Income	5	5	152	-	5	-	-	28,401	11,139	550,030
Other Receivables	872	8	111	36	507	-	-	3,709	-	983,362
Other securities - CP/CBLO/Bank Deposits	2,050	14	56	85	784	-	-	43,222	7,529	3,622,431
Liabilities										
Accrued Expenses	-	-	-	-	-	-	-	-	-	-
Other Liabilities	9	-	5	13	42	-	-	40,293	915	454,191
Net Assets	75,476	349	5,372	452	16,542	-	-	1,137,354	568,210	65,398,173

*includes Housing Bonds

ANNEXURE 5

STATEMENT OF NET ASSETS AS AT MARCH 31, 2018

Particulars	Individual										(Rs. in '000)
	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	Balancer 2	Multiplier 2	Preserver 2	
Assets											
Investments											
Government securities and Government guaranteed bonds	496,070	-	66,695	573,346	458,535	40,310	-	500,313	-	572,073	
Equity Shares/Preference Shares	1,848,922	14,491,535	1,517,143	-	-	33,740	854,658	1,722,612	5,710,634	-	
Corporate Bonds	170,354	-	29,713	-	293,134	9,270	-	248,111	-	-	
Infrastructure Bonds	993,231	-	309,190	-	613,033	69,459	-	992,842	-	-	
Mutual Funds	-	1,739,932	80,141	-	-	773	-	-	691,520	-	
Fixed Deposits	-	-	-	-	-	-	-	-	-	-	
Cash	347	2,200	215	7	15	14	61	4,784	901	8	
Accrued Income	55,009	-	18,584	11,697	47,542	3,427	325	53,662	-	10,674	
Other Receivables	18,677	82	16,788	225	-	246	-	82,824	46,047	12,310	
Other securities - CP/CBLO/Bank Deposits	115,564	548,021	22,538	40,475	47,837	5,383	55,210	16,801	171,282	61,970	
Liabilities											
Accrued Expenses	-	-	-	-	-	-	-	-	-	-	
Other Liabilities	55,407	81,840	29,822	101	12,120	76	9,279	16,728	13,044	83	
Net Assets	3,642,767	16,699,930	2,031,185	625,649	1,447,976	162,546	900,975	3,605,221	6,607,340	656,952	

(Rs. in '000)

Particulars	Individual									
	Protector 2	Virtue 2	Flexi Cap	Multiplier 3	Liquid Fund	Mid Cap Fund	Premier Multi-Cap Fund	Crest (Thematic Fund)	Balanced Opportunities Fund	Bond Opportunities Fund
Assets										
Investments										
Government securities and Government guaranteed bonds	2,458,460	-	-	-	2,498	-	-	-	792	644
Equity Shares/Preference Shares	-	861,048	5,326,867	36,206	-	4,343	4,709	9,048	1,286	-
Corporate Bonds	2,953,801	-	-	-	-	-	-	-	-	-
Infrastructure Bonds	3,940,369	-	-	-	-	-	-	-	-	-
Mutual Funds	-	-	530,368	3,599	-	-	-	-	-	-
Fixed Deposits	-	-	-	-	-	-	-	-	-	-
Cash	2,230	145	673	10	2	439	1,151	838	245	3
Accrued Income	320,352	249	309	-	-	-	-	-	21	17
Other Receivables	418,898	68,065	177,898	10,533	722	5,839	11,310	14,729	3,741	2,178
Other securities - CP/CBLO/Bank Deposits	604,195	139,549	201,280	6,133	2,125	1,699	1,899	3,699	700	20
Liabilities										
Accrued Expenses	-	-	-	-	-	-	-	-	-	-
Other Liabilities	1,350	5,614	34,632	512	1	1,976	2,753	4,045	788	-
Net Assets	10,696,955	1,063,442	6,202,763	55,969	5,346	10,344	16,316	24,269	5,997	2,862

ANNEXURE 5

STATEMENT OF NET ASSETS AS AT MARCH 31, 2018

(Rs. in '000)

Particulars	Individual		Pension						Virtue	Balancer 2
	NAV Guaranteee	Discontinued Fund	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator		
Assets										
Investments										
Government securities and Government guaranteed bonds	-	5,576,860	26,315	-	2,188	27,208	7,359	3,743	-	2,194
Equity Shares/Preference Shares	-	-	98,081	518,987	49,779	-	-	3,133	41,338	7,556
Corporate Bonds	-	-	9,037	-	975	-	4,704	861	-	1,088
Infrastructure Bonds	-	-	52,689	-	10,145	-	9,838	6,449	-	4,355
Mutual Funds	-	-	-	62,312	2,629	-	-	72	-	-
Fixed Deposits	-	-	-	-	-	-	-	-	-	-
Cash	-	394	18	79	7	-	-	1	3	21
Accrued Income	-	-	2,918	-	610	555	763	318	16	235
Other Receivables	-	-	991	3	551	11	-	23	-	363
Other securities - CP/CBLO/Bank Deposits	-	384,764	6,130	19,626	739	1,921	768	500	2,670	74
Liabilities										
Accrued Expenses	-	-	-	-	-	-	-	-	-	-
Other Liabilities	-	212,785	2,939	2,931	978	5	195	7	449	73
Net Assets	-	5,749,233	193,240	598,076	66,645	29,690	23,237	15,093	43,578	15,813

(Rs. in '000)

Particulars	Pension				Flexi Cap	Multiplier 3	Liquid Fund		Group Gratuity		Total
	Multiplier 2	Preserver 2	Protector 2	Virtue 2			Multiplier 3		Debt Fund	Balance Fund	
Assets											
Investments											
Government securities and Government guaranteed bonds	-	136	1,142	-	-	-	-	-	255,466	126,408	11,198,755
Equity Shares/Preference Shares	74,162	-	-	1,193	14,481	-	-	-	-	164,661	33,396,122
Corporate Bonds	-	-	1,372	-	-	-	-	-	151,246	30,490	3,904,156
Infrastructure Bonds	-	-	1,830	-	-	-	-	-	422,944	207,118	7,633,492
Mutual Funds	8,981	-	-	-	1,442	-	-	-	-	-	3,121,769
Fixed Deposits	-	-	-	-	-	-	-	-	-	-	-
Cash	12	-	1	-	2	-	-	-	15	42	14,883
Accrued Income	-	3	149	-	1	-	-	-	28,979	11,268	567,683
Other Receivables	598	3	195	94	484	-	-	-	35,956	-	930,384
Other securities - CP/CBLO/Bank Deposits	2,224	15	281	193	547	-	-	-	79,320	19,478	2,565,630
Liabilities											
Accrued Expenses	-	-	-	-	-	-	-	-	-	-	-
Other Liabilities	169	-	-	-	94	-	-	-	79	52	490,936
Net Assets	85,808	157	4,969	1,472	16,863	-	-	-	973,847	559,413	62,841,938

ANNEXURE 6

STATEMENT OF OPERATIONS FOR THE YEAR ENDED MARCH 31, 2019

(Rs. in '000)

Particulars	Individual							
	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	Balancer 2
Income								Multiplier 2
Dividend	25,453	219,523	21,963	-	-	463	11,880	24,676
Interest Income	140,185	14,851	31,241	44,816	104,083	9,223	3,082	155,412
Others	-	-	-	-	-	-	-	-
Expenses	165,638	234,374	53,204	44,816	104,083	9,686	14,962	180,088
Management Expenses	113,710	535,593	64,058	18,567	34,161	6,243	27,844	128,750
Others	-	-	-	-	-	-	-	-
Net Investment Income	113,710	535,593	64,058	18,567	34,161	6,243	27,844	128,750
Gains/(Losses) on holdings								159,832
Net Realised gain/(loss) on Investments	410,266	2,137,952	308,175	(7,979)	(4,057)	5,904	90,755	77,010
Transfer/gain on revaluation/change in fair value	(206,738)	(33,933)	(112,014)	12,961	(16,511)	(2,128)	(40,927)	109,854
Net Gain/(Loss) on Investments	203,528	2,104,019	196,161	4,982	(20,568)	3,776	49,828	186,864
Increase/(Decrease) in Assets from operations	255,456	1,802,800	185,307	31,231	49,354	7,219	36,946	238,202
								769,985
								31,966

(Rs. in '000)

Particulars	Individual							
	Protector 2	Virtue 2	Flexi Cap	Multiplier 3	Liquid Fund	Mid Cap Fund	Premier Multi-Cap Fund	Crest (Thematic Fund)
Income								Balanced Opportunities Fund
Dividend	-	21,805	83,934	880	-	179	219	477
Interest Income	808,121	17,093	17,731	307	353	169	210	274
Others	-	-	-	-	-	-	-	-
Expenses	808,121	38,898	101,665	1,187	353	348	429	751
Management Expenses	355,742	89,599	210,242	4,532	252	1,098	2,051	3,160
Others	-	-	-	-	-	-	-	-
Net Investment Income	355,742	89,599	210,242	4,532	252	1,098	2,051	3,160
Gains/(Losses) on holdings								547
Net Realised gain/(loss) on Investments	(63,687)	12,885	190,533	(534)	-	(614)	(105)	(1,260)
Transfer/gain on revaluation/change in fair value	(35,868)	74,122	479,026	8,437	-	554	2,734	4,411
Net Gain/(Loss) on Investments	(99,555)	87,007	669,559	7,903	-	(60)	2,629	3,151
Increase/(Decrease) in Assets from operations	352,824	36,306	560,982	4,558	101	(810)	1,007	742
								228
								114

ANNEXURE 6

STATEMENT OF OPERATIONS FOR THE YEAR ENDED MARCH 31, 2019

Particulars	Individual		Pension							(Rs. in '000)
	NAV Guarantee	Discontinued Fund	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	
Income										
Dividend	-	-	935	6,155	537	-	-	21	367	95
Interest Income	-	408,457	7,182	1,742	1,074	2,563	1,626	615	272	653
Others	-	-	-	-	-	-	-	-	-	-
	-	408,457	8,117	7,897	1,611	2,563	1,626	636	639	748
Expenses										
Management Expenses	-	32,342	2,810	10,114	1,116	485	291	168	677	181
Others	-	-	-	-	-	-	-	-	-	-
	-	32,342	2,810	10,114	1,116	485	291	168	677	181
Net Investment Income	-	376,115	5,307	(2,217)	495	2,078	1,335	468	(38)	567
Gains/(Losses) on holdings										
Net Realised gain/(loss) on Investments	-	587	20,104	72,040	9,333	(456)	(63)	388	3,876	320
Transfer/gain on revaluation/change in fair value	-	(5)	(10,131)	(1,143)	(3,392)	741	(258)	(140)	(1,748)	456
Net Gain/(Loss) on Investments	-	582	9,973	70,897	5,941	285	(321)	248	2,128	776
Increase/(Decrease) in Assets from operations	-	376,697	15,280	68,680	6,436	2,363	1,014	716	2,090	1,343

Particulars	Pension					Group Gratuity			Total
	Multiplier 2	Preserver 2	Protector 2	Vitude 2	Flexi Cap	Multiplier 3	Liquid Fund	Debt Fund	
Income									
Dividend	1,008	-	-	4	176	-	-	-	2,246
Interest Income	246	24	400	32	85	-	-	72,653	32,030
Others	-	-	-	-	-	-	-	-	-
	1,254	24	400	36	261	-	-	72,653	34,276
Expenses									
Management Expenses	995	3	51	19	214	-	-	6,475	3,733
Others	-	-	-	-	-	-	-	-	-
	995	3	51	19	214	-	-	6,475	3,733
Net Investment Income	259	21	349	17	47	-	-	66,178	30,543
Gains/(Losses) on holdings									
Net Realised gain/(loss) on Investments	6,591	(2)	(32)	12	486	-	-	(1,963)	6,197
Transfer/gain on revaluation/change in fair value	3,098	6	(18)	68	1,219	-	-	(18,976)	12,297
Net Gain/(Loss) on Investments	9,689	4	(50)	80	1,705	-	-	(20,939)	18,494
Increase/(Decrease) in Assets from operations	9,948	25	299	97	1,752	-	-	45,239	49,037

STATEMENT OF OPERATIONS FOR THE YEAR ENDED MARCH 31, 2018

Particulars	Individual										(Rs. in '000)
	Accelerator	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	Balancer 2	Multiplier 2	Preserver 2	
Income											
Dividend	29,210	238,358	23,053	-	-	544	12,285	23,921	89,685	-	
Interest Income	143,661	20,691	35,262	49,615	129,108	11,073	2,798	136,077	9,715	45,919	
Others	-	-	-	-	-	-	-	-	-	-	
	172,871	259,049	58,315	49,615	129,108	11,617	15,083	159,998	99,400	45,919	
Expenses											
Management Expenses	135,101	629,641	72,729	23,484	57,746	7,043	31,440	111,158	187,689	20,446	
Others	-	-	-	-	-	-	-	-	-	-	
	135,101	629,641	72,729	23,484	57,746	7,043	31,440	111,158	187,689	20,446	
Net Investment Income	37,770	(370,592)	(14,414)	26,131	71,362	4,574	(16,357)	48,840	(88,289)	25,473	
Gains/(Losses) on holdings											
Net Realised gain/(loss) on Investments	367,456	2,816,480	329,696	3,371	(1,990)	8,877	74,880	306,719	1,293,448	119	
Transfer/gain on revaluation/change in fair value	(160,306)	(999,157)	(152,193)	(20,287)	(39,610)	(7,500)	48,059	(138,263)	(597,399)	(17,070)	
Net Gain/(Loss) on Investments	207,150	1,817,323	177,503	(16,916)	(41,600)	1,377	122,939	168,456	696,049	(16,951)	
Increase/(Decrease) in Assets from operations	244,920	1,446,731	163,089	9,215	29,762	5,951	106,582	217,296	607,760	8,522	

Particulars	Individual										(Rs. in '000)
	Protector 2	Virtue 2	Flexi Cap	Multiplier 3	Liquid Fund	Mid Cap Fund	Premier Multi-Cap Fund	Crest (Thematic Fund)	Balanced Opportunities Fund	Bond Opportunities Fund	
Income											
Dividend	-	9,720	70,705	344	-	-	-	-	-	-	
Interest Income	788,608	3,620	11,131	101	243	2	2	4	2	1	
Others	-	-	-	-	-	-	-	-	-	-	
	788,608	13,340	81,836	445	243	2	2	4	2	1	
Expenses											
Management Expenses	339,186	41,214	202,189	3,334	258	162	234	366	93	42	
Others	-	-	-	-	-	-	-	-	-	-	
	339,186	41,214	202,189	3,334	258	162	234	366	93	42	
Net Investment Income	449,422	(27,874)	(120,353)	(2,889)	(15)	(160)	(232)	(362)	(91)	(41)	
Gains/(Losses) on holdings											
Net Realised gain/(loss) on Investments	(55,944)	65,573	1,131,732	1,540	-	-	-	-	-	-	
Transfer/gain on revaluation/change in fair value	(190,389)	8,115	(524,755)	517	-	6	(7)	(8)	5	1	
Net Gain/(Loss) on Investments	(246,333)	73,688	606,977	2,057	-	6	(7)	(8)	5	1	
Increase/(Decrease) in Assets from operations	203,089	45,814	486,624	(832)	(15)	(154)	(239)	(370)	(86)	(40)	

ANNEXURE 6

STATEMENT OF OPERATIONS FOR THE YEAR ENDED MARCH 31, 2018

(Rs. in '000)

Particulars	Individual		Pension						
	NAV Guarantee	Discontinued Fund	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue
Income									
Dividend	-	-	1,550	8,536	756	-	-	51	594
Interest Income	-	401,783	7,686	525	1,115	2,869	2,878	878	159
Others	-	-	-	-	-	-	-	-	-
Expenses									
Management Expenses	-	39,424	3,560	12,298	1,354	546	492	245	910
Others	-	-	-	-	-	-	-	-	-
Net Investment Income	-	362,359	5,676	(3,237)	517	2,323	2,386	684	(157)
Gains/(Losses) on holdings									
Net Realised gain/(loss) on Investments	-	(122)	19,632	98,513	10,580	195	(44)	709	3,737
Transfer/gain on revaluation/change in fair value	-	(195)	(8,564)	(34,948)	(4,884)	(1,173)	(883)	(599)	2,398
Net Gain/(Loss) on Investments	-	(317)	11,068	63,565	5,696	(978)	(927)	110	6,135
Increase/(Decrease) in Assets from operations	-	362,042	16,744	60,328	6,213	1,345	1,459	794	5,978
Gains/(Losses) on holdings									
Net Realised gain/(loss) on Investments	-	(122)	19,632	98,513	10,580	195	(44)	709	3,737
Transfer/gain on revaluation/change in fair value	-	(195)	(8,564)	(34,948)	(4,884)	(1,173)	(883)	(599)	2,398
Net Gain/(Loss) on Investments	-	(317)	11,068	63,565	5,696	(978)	(927)	110	6,135
Increase/(Decrease) in Assets from operations	-	362,042	16,744	60,328	6,213	1,345	1,459	794	5,978

(Rs. in '000)

Particulars	Pension				Group Gratuity			
	Multiplier 2	Preserver 2	Protector 2	Virtue 2	Flexi Cap	Multiplier 3	Liquid Fund	Total
Income								
Dividend	1,165	-	-	13	192	-	-	512,764
Interest Income	199	49	438	46	67	-	-	1,907,585
Others	-	-	-	-	-	-	-	-
Expenses								
Management Expenses	1,421	9	68	40	271	-	-	1,934,636
Others	-	-	-	-	-	-	-	-
Net Investment Income	1,421	9	68	40	271	-	-	1,934,636
Gains/(Losses) on holdings								
Net Realised gain/(loss) on Investments	17,750	-	(31)	294	3,591	-	-	6,507,342
Transfer/gain on revaluation/change in fair value	(8,198)	(18)	(106)	36	(1,665)	-	-	(2,871,673)
Net Gain/(Loss) on Investments	9,552	(18)	(137)	330	1,926	-	-	3,635,669
Increase/(Decrease) in Assets from operations	9,495	22	233	349	1,914	-	-	4,121,382

STATEMENT OF CHANGES IN THE NET ASSETS AS AT MARCH 31, 2019

(Rs. in '000)

Particulars	Individual									
	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	Balancer 2	Multiplier 2	Preserver 2
Net Assets at the beginning of the year	3,642,767	16,699,930	2,031,185	625,649	1,447,976	162,546	900,975	3,605,221	6,607,340	656,952
Add:										
Increase/(Decrease) in Assets from operations	255,456	1,802,800	185,307	31,231	49,354	7,219	36,946	238,202	769,985	31,966
Units Created	119,454	367,437	50,862	46,362	82,700	8,070	37,521	957,971	752,885	116,640
Others	-	-	-	-	-	-	-	-	-	-
Less:										
Withdrawals	783,287	3,792,312	392,988	122,747	339,554	32,436	198,753	533,753	1,131,668	114,771
Net Assets at the end of the year	3,234,390	15,077,855	1,874,366	580,495	1,240,476	145,399	776,689	4,267,641	6,998,542	690,787

(Rs. in '000)

Particulars	Individual									
	Protector 2	Virtue 2	Flexi Cap	Multiplier 3	Liquid Fund	Mid Cap Fund	Premier Multi-Cap Fund	Crest (Thematic Fund)	Balanced Opportunities Fund	Bond Opportunities Fund
Net Assets at the beginning of the year	10,696,955	1,063,442	6,202,763	55,969	5,346	10,344	16,316	24,269	5,997	2,862
Add:										
Increase/(Decrease) in Assets from operations	352,824	36,306	560,982	4,558	101	(810)	1,007	742	228	114
Units Created	1,843,264	1,575,597	1,948,507	44,466	1,676	19,095	32,398	49,115	6,352	8,453
Others	-	-	-	-	-	-	-	-	-	-
Less:										
Withdrawals	1,975,944	73,727	769,613	1,279	78	360	769	1,173	172	165
Net Assets at the end of the year	10,917,099	2,601,618	7,942,639	103,714	7,045	28,269	48,952	72,953	12,405	11,264

ANNEXURE 7

STATEMENT OF CHANGES IN THE NET ASSETS AS AT MARCH 31, 2019

Particulars	Individual		Pension							
	NAV Guaranteee	Discontinued Fund	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	Balancer 2
Net Assets at the beginning of the year	-	5,749,233	193,240	598,076	66,645	29,690	23,237	15,093	43,578	15,813
Add:										
Increase/(Decrease) in Assets from operations	-	376,697	15,280	68,680	6,436	2,363	1,014	716	2,090	1,343
Units Created	-	1,775,585	3,970	10,483	1,883	21,089	736	219	258	1,472
Others	-	-	-	-	-	-	-	-	-	-
Less:										
Withdrawals	-	1,610,013	93,649	254,466	29,093	31,341	11,130	9,376	21,904	2,127
Net Assets at the end of the year	-	6,291,502	118,841	422,773	45,871	21,801	13,857	6,652	24,022	16,501

(Rs. in '000)

Particulars	Pension					Group Gratuity			Total	
	Multiplier 2	Preserver 2	Protector 2	Vitue 2	Flexi Cap	Multiplier 3	Liquid Fund	Debt Fund		Balance Fund
Net Assets at the beginning of the year	85,808	157	4,969	1,472	16,863	-	-	973,847	559,413	62,841,938
Add:										
Increase/(Decrease) in Assets from operations	9,948	25	299	97	1,752	-	-	45,239	49,037	4,945,534
Units Created	2,466	169	164	36	91	-	-	351,359	437,156	10,675,961
Others	-	-	-	-	-	-	-	-	-	-
Less:										
Withdrawals	22,746	2	60	1,153	2,164	-	-	233,091	477,396	13,065,260
Net Assets at the end of the year	75,476	349	5,372	452	16,542	-	-	1,137,354	568,210	65,398,173

STATEMENT OF CHANGES IN THE NET ASSETS AS AT MARCH 31, 2018

Particulars	Individual										(Rs. in '000)
	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	Balancer 2	Multiplier 2	Preserver 2	
Net Assets at the beginning of the year	4,300,984	19,426,214	2,387,949	718,035	1,689,730	200,585	949,301	3,716,133	7,735,547	694,736	
Add:											
Increase/(Decrease) in Assets from operations	244,920	1,446,731	163,089	9,215	29,762	5,951	106,582	217,296	607,760	8,522	
Units Created	83,006	578,627	67,773	41,249	105,359	909	54,055	571,270	465,551	115,857	
Others	-	-	-	-	-	-	-	-	-	-	
Less:											
Withdrawals	986,143	4,751,642	587,626	142,850	376,876	44,898	208,963	899,478	2,201,518	162,163	
Net Assets at the end of the year	3,642,767	16,699,930	2,031,185	625,649	1,447,976	162,546	900,975	3,605,221	6,607,340	656,952	

Particulars	Individual										(Rs. in '000)
	Protector 2	Virtue 2	Flexi Cap	Multiplier 3	Liquid Fund	Mid Cap Fund	Premier Multi-Cap Fund	Crest (Thematic Fund)	Balanced Opportunities Fund	Bond Opportunities Fund	
Net Assets at the beginning of the year	10,596,455	543,119	6,032,091	24,367	3,906	-	-	-	-	-	
Add:											
Increase/(Decrease) in Assets from operations	203,089	45,814	486,624	(832)	(15)	(154)	(239)	(370)	(86)	(40)	
Units Created	1,773,069	527,290	1,011,518	33,158	1,511	10,535	16,607	24,720	6,105	2,911	
Others	-	-	-	-	-	-	-	-	-	-	
Less:											
Withdrawals	1,875,658	52,780	1,327,468	724	56	36	52	81	21	9	
Net Assets at the end of the year	10,696,955	1,063,442	6,202,763	55,969	5,346	10,344	16,316	24,269	5,997	2,862	

ANNEXURE 7

STATEMENT OF CHANGES IN THE NET ASSETS AS AT MARCH 31, 2018

(Rs. in '000)

Particulars	Individual		Pension							
	NAV Guaranteee	Discontinued Fund	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	Balancer 2
Net Assets at the beginning of the year	-	5,924,858	228,390	689,741	77,653	42,339	51,696	15,508	47,678	25,348
Add:										
Increase/(Decrease) in Assets from operations	-	362,042	16,744	60,328	6,213	1,345	1,459	794	5,978	1,552
Units Created	-	2,062,959	8,116	41,874	1,959	836	(20,305)	713	3,403	(1,183)
Others	-	-	-	-	-	-	-	-	-	-
Less:										
Withdrawals	-	2,600,627	60,009	193,867	19,181	14,830	9,613	1,921	13,481	9,905
Net Assets at the end of the year	-	5,749,233	193,240	598,076	66,645	29,690	23,237	15,093	43,578	15,813

(Rs. in '000)

Particulars	Pension					Flexi Cap	Multiplier 3	Group Gratuity		Total
	Multiplier 2	Preserver 2	Protector 2	Vitue 2	Debt Fund			Balance Fund		
Net Assets at the beginning of the year	108,321	774	6,691	4,674	20,216	-	-	951,988	512,321	67,727,348
Add:										
Increase/(Decrease) in Assets from operations	9,495	22	233	349	1,914	-	-	42,950	36,345	4,121,382
Units Created	12,182	(163)	(398)	(2,309)	1,274	-	-	139,933	32,584	7,772,555
Others	-	-	-	-	-	-	-	-	-	-
Less:										
Withdrawals	44,191	476	1,557	1,244	6,542	-	-	161,025	21,836	16,779,350
Net Assets at the end of the year	85,808	157	4,969	1,472	16,863	-	-	973,847	559,413	62,841,938

ANNEXURE TO REVENUE ACCOUNT-Break up of Unit Linked Business (UL)

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration No : 117

Date of Registration with IRDA : August 6, 2001

ANNEXURE 8

REVENUE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2019

Policyholders' Account (Technical Account)

(Rs. in '000)

Shareholders' Account (continued)											
Particulars	Schedule	Linked Life		Linked Pension		Linked Group		Total Unit Linked (10)=(3)+(6)+(9)			
		Non-Unit	Unit	Total	Non-Unit	Unit	Total				
		(1)	(2)	(3)=(1)+(2)	(4)	(5)	(6)=(4)+(5)		(7)	(8)	(9)=(7)+(8)
Premiums earned – net											
(a) Premium		541,060 (113,984)	9,826,518	10,367,578 (113,984)	323	28,903	29,226	-	787,319	787,319	11,184,123 (113,985)
(b) Reinsurance ceded			-		-	-	-	(1)	-	(1)	
Income from Investments											
(a) Interest, Dividend & Rent - Gross		48,925	2,322,111	2,371,036	-	25,810	25,810	-	106,928	106,928	2,503,774
(b) Profit on sale/redemption of investments		-	4,720,568	4,720,568	-	129,683	129,683	-	21,511	21,511	4,871,762
(c) Loss on sale/redemption of investments		(1,155)	(1,008,831)	(1,009,986)	-	(17,087)	(17,087)	-	(17,276)	(17,276)	(1,044,349)
(d) Transfer/gain on revaluation/change in fair value		-	519,094	519,094	-	(11,243)	(11,243)	-	(6,679)	(6,679)	501,172
(e) Other Misc income		(1,006)	20,125	19,119	8,735	(8,465)	270	(1,196)	1,199	3	19,392
Other income:											-
(a) Linked Income	UL1	1,811,897	(1,811,897)	-	16,947	(16,947)	-	10,208	(10,208)	-	-
(b) Contribution from the Shareholders' a/c		748,652	-	748,652	-	-	-	1,691	-	1,691	750,343
Total (A)		3,034,389	14,587,688	17,622,077	26,005	130,654	156,659	10,702	882,794	893,496	18,672,232
Commission		463,017	-	463,017	57	-	57	934	-	934	464,008
Operating Expenses related to Insurance Business		2,094,961	-	2,094,961	2,734	-	2,734	9,282	-	9,282	2,106,977
Service tax on ULIP		-	428,203	428,203	-	269	269	-	1,796	1,796	430,268
Provision for Taxation		-	-	-	-	-	-	-	-	-	-
Provision for Advances & Recoveries		(534)	-	(534)	9	-	9	-	-	-	(525)
Total (B)		2,557,444	428,203	2,985,647	2,800	269	3,069	10,216	1,796	12,012	3,000,728
Benefits Paid (Net)	UL2	348,023	11,449,421	11,797,444	(2,475)	456,518	454,043	535	708,694	709,229	12,960,716
Interim Bonus Paid		-	-	-	-	-	-	-	-	-	-
Change in Valuation Liability		128,922	2,710,064	2,838,986	(85)	(326,133)	(326,218)	(49)	172,304	172,255	2,685,023
Total (C)		476,945	14,159,485	14,636,430	(2,560)	130,385	127,825	486	880,998	881,484	15,645,739
SURPLUS/ (DEFICIT) (D) =(A)-(B)-(C)		-	-	-	25,765	-	25,765	-	-	-	25,765
APPROPRIATIONS											
Transfer to Shareholders' a/c		-	-	-	25,765	-	25,765	-	-	-	25,765
Funds available for future appropriations		-	-	-	-	-	-	-	-	-	-
Transfer to Deficit in Revenue Account		-	-	-	-	-	-	-	-	-	-
Total (D)		-	-	-	25,765	-	25,765	-	-	-	25,765

ANNEXURE 8

Name of the Insurer : PNB MetLife India Insurance Company Limited
 Registration No : 117
 Date of Registration with IRDA : August 6, 2001

REVENUE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2018

Policyholders' Account (Technical Account)

(Rs. in '000)

Particulars	Schedule	Linked Life		Linked Pension		Linked Group		Total Unit Linked
		Non-Unit (1)	Unit (2)	Non-Unit (4)	Unit (5)	Non-Unit (7)	Unit (8)	
								(10)=(3)+(6)+(9)
Premiums earned – net								
(a) Premium		414,241	7,576,923	756	46,113	-	171,420	8,209,453
(b) Reinsurance ceded		(109,204)	-	-	-	-	-	(109,204)
Income from Investments								
(a) Interest, Dividend & Rent - Gross		30,645	2,287,241	-	30,646	-	102,463	2,450,995
(b) Profit on sale/redemption of investments		1,406	7,118,464	-	170,446	-	27,633	7,317,949
(c) Loss on sale/redemption of investments		(213)	(776,629)	-	(13,834)	-	(18,737)	(809,413)
(d) Transfer/gain on revaluation/change in fair value		-	(2,790,436)	-	(59,364)	-	(21,873)	(2,871,673)
(e) Other Misc income		33,789	(20,785)	2,792	(2,599)	(937)	941	13,201
Other income:								
(a) Linked Income	UL1	1,902,949	(1,902,949)	21,496	(21,496)	10,191	(10,191)	-
(b) Contribution from the Shareholders' a/c		-	-	-	-	-	-	-
Total (A)		2,273,613	11,491,829	25,044	149,912	9,254	251,556	14,201,308
Commission		254,482	-	100	-	(2)	-	254,580
Operating Expenses related to Insurance Business		1,324,078	-	4,317	-	3,612	-	1,332,007
Service tax on ULIP		-	382,740	-	387	-	1,960	385,087
Provision for Taxation		-	-	-	-	-	-	-
Provision for Advances & Recoveries		(8,812)	-	(327)	-	177	-	(8,962)
Total (B)		1,569,748	382,740	4,090	387	3,787	1,960	1,962,712
Benefits Paid (Net)	UL2	306,947	15,839,063	227	373,912	(712)	180,743	16,700,180
Interim Bonus Paid		-	-	-	-	-	-	-
Change in valuation of liability in respect of life policies		-	-	-	-	-	-	-
Change in Valuation Liability		(28,439)	(4,729,974)	(2,161)	(224,387)	489	68,953	(4,915,519)
Total (C)		278,508	11,109,089	(1,934)	149,525	(223)	249,696	11,784,661
SURPLUS/ (DEFICIT) (D) =(A)-(B)-(C)		425,357	-	22,888	-	5,690	-	453,935
APPROPRIATIONS								
Transfer to Shareholders' a/c		-	-	-	-	-	-	-
Funds available for future appropriations		-	-	-	-	-	-	-
Transfer to Deficit in Revenue Account		425,357	-	22,888	-	5,690	-	453,935
Total (D)		425,357	-	22,888	-	5,690	-	453,935

ANNEXURE 8

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration No : 117

Date of Registration with IRDA : August 6, 2001

SCHEDULE-UL1

Linked Income (recovered from linked funds)*

(Rs. in '000)

Particulars	2018-19			
	Life Linked Unit (1)	Pension Linked Unit (2)	Linked Group Unit (3)	Total (4)= (1)+(2)+(3)
Fund Administration charges	-	-	-	-
Fund Management charge	773,240	15,791	9,977	799,008
Policy Administration charge	149,620	1,008	-	150,628
Surrender charge	12,809	(10)	-	12,799
Switching charge	-	-	-	-
Mortality charge	861,787	148	-	861,935
Rider Premium charge	-	-	-	-
Partial withdrawal charge	26	-	-	26
Discontinuance charge	13,956	-	-	13,956
Miscellaneous charge	459	10	231	700
Total (UL-1)	1,811,897	16,947	10,208	1,839,052

* (net of service tax, if any)

SCHEDULE-UL1

Linked Income (recovered from linked funds)*

(Rs. in '000)

Particulars	2017-18			
	Life Linked Unit (1)	Pension Linked Unit (2)	Linked Group Unit (3)	Total (4)= (1)+(2)+(3)
Fund Administration charges	-	-	-	-
Fund Management charge	838,579	19,886	9,496	867,961
Policy Administration charge	233,875	1,358	-	235,233
Surrender charge	46,905	-	435	47,340
Switching charge	-	-	-	-
Mortality charge	762,074	221	-	762,295
Rider Premium charge	-	-	-	-
Partial withdrawal charge	14	-	-	14
Discontinuance charge	19,770	-	-	19,770
Miscellaneous charge	1,732	31	260	2,023
Total (UL-1)	1,902,949	21,496	10,191	1,934,636

* (net of service tax, if any)

ANNEXURE 8

Name of the Insurer : PNB MetLife India Insurance Company Limited
Registration No : 117
Date of Registration with IRDA : August 6, 2001

SCHEDULE-U12

BENEFITS PAID [NET] FOR THE YEAR ENDED MARCH 31, 2019

(Rs. in '000)

Sl. No.	Particulars	Linked Life		Linked Pension		Linked Group			Total Unit Linked (10)=(3)+(6)+(9)		
		Non Unit (1)	Unit (2)	Linked Life (3)=(1)+(2)	Non-Unit (4)	Unit (5)	Linked Pension (6)=(4)+(5)	Non-Unit (7)		Unit (8)	Linked Group (9)=(7)+(8)
1	Insurance Claims										
(a)	Claims by Death	376,646	197,920	574,566	(2,454)	1,898	(556)	535	-	535	574,545
(b)	Claims by Maturity	(30)	400,971	400,941	-	154,840	154,840	-	-	-	555,781
(c)	Annuities / Pension payment	-	-	-	-	-	-	-	115,793	115,793	115,793
(d)	Other benefits										
-	Surrender	323	10,850,531	10,850,854	(21)	299,781	299,760	-	592,901	592,901	11,743,515
-	Periodical Benefits	-	-	-	-	-	-	-	-	-	-
-	Health	-	-	-	-	-	-	-	-	-	-
-	Others	-	-	-	-	-	-	-	-	-	-
	Sub Total (A)	376,939	11,449,422	11,826,361	(2,475)	456,519	454,044	535	708,694	709,229	12,989,634
2	Amount Ceded in reinsurance										
(a)	Claims by Death	28,918	-	28,918	-	-	-	-	-	-	28,918
(b)	Claims by Maturity	-	-	-	-	-	-	-	-	-	-
(c)	Annuities / Pension payment	-	-	-	-	-	-	-	-	-	-
(d)	Other benefits										
-	Surrender	-	-	-	-	-	-	-	-	-	-
-	Periodical Benefits	-	-	-	-	-	-	-	-	-	-
-	Health	-	-	-	-	-	-	-	-	-	-
	Sub Total (B)	28,918	-	28,918	-	-	-	-	-	-	28,918
	Total (A) - (B)	348,021	11,449,422	11,797,443	(2,475)	456,519	454,044	535	708,694	709,229	12,960,716
	Benefits paid to claimants:										
	In India	348,021	11,449,422	11,797,443	(2,475)	456,519	454,044	535	708,694	709,229	12,960,716
	Outside India										
	Total (U12)	348,021	11,449,422	11,797,443	(2,475)	456,519	454,044	535	708,694	709,229	12,960,716

ANNEXURE 8

Name of the Insurer : PNB MetLife India Insurance Company Limited
Registration No : 117
Date of Registration with IRDA : August 6, 2001

SCHEDULE-UL2

BENEFITS PAID [NET] FOR THE YEAR ENDED MARCH 31, 2018

(Rs. in '000)

Sl. No.	Particulars	Linked Life			Linked Pension			Linked Group			Total Unit Linked (10)=(3)+(6)+(9)
		Non Unit (1)	Unit (2)	Linked Life (3)=(1)+(2)	Non-Unit (4)	Unit (5)	Linked Pension (6)=(4)+(5)	Non-Unit (7)	Unit (8)	Linked Group (9)=(7)+(8)	
1	Insurance Claims										
(a)	Claims by Death	361,070	197,490	558,560	137	3,554	3,691	(697)	-	(697)	561,554
(b)	Claims by Maturity	(135)	341,212	341,077	-	70,371	70,371	-	-	-	411,448
(c)	Annuities / Pension payment	-	-	-	-	-	-	(14)	130,678	130,664	130,664
(d)	Other benefits										
	- Surrender	1,188	15,300,362	15,301,550	90	299,987	300,077	-	50,064	50,064	15,651,691
	- Periodical Benefits	-	-	-	-	-	-	-	-	-	-
	- Health	-	-	-	-	-	-	-	-	-	-
	- Others	-	-	-	-	-	-	-	-	-	-
	Sub Total (A)	362,123	15,839,064	16,201,187	227	373,912	374,139	(711)	180,742	180,031	16,755,357
2	Amount Ceded in reinsurance										
(a)	Claims by Death	55,177	-	55,177	-	-	-	-	-	-	55,177
(b)	Claims by Maturity	-	-	-	-	-	-	-	-	-	-
(c)	Annuities / Pension payment	-	-	-	-	-	-	-	-	-	-
(d)	Other benefits										
	- Surrender	-	-	-	-	-	-	-	-	-	-
	- Periodical Benefits	-	-	-	-	-	-	-	-	-	-
	- Health	-	-	-	-	-	-	-	-	-	-
	Sub Total (B)	55,177	-	55,177	-	-	-	-	-	-	55,177
	Total (A) - (B)	306,946	15,839,064	16,146,010	227	373,912	374,139	(711)	180,742	180,031	16,700,180
	Benefits paid to claimants:										
	In India	306,946	15,839,064	16,146,010	227	373,912	374,139	(711)	180,742	180,031	16,700,180
	Outside India										
	Total (UL2)	306,946	15,839,064	16,146,010	227	373,912	374,139	(711)	180,742	180,031	16,700,180

ANNEXURE 9

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration No : 117

Date of Registration with IRDA : August 6, 2001

FUND BALANCE SHEET AS AT MARCH 31, 2019

Form A-BS(UL)		(Rs. in '000)	
Particulars	Schedule	March 31, 2019	March 31, 2018
Sources of Funds			
Policyholders' Funds:			
Policyholder contribution	F-1	43,597,759	45,987,058
Revenue Account		21,800,414	16,854,880
Funds for future appropriation		-	-
Total		65,398,173	62,841,938
Application of Funds			
Investments	F-2	64,318,283	61,819,923
Current Assets	F-3	1,534,085	1,512,955
Less: Current Liabilities and Provisions	F-4	454,195	490,940
Net current assets		1,079,890	1,022,015
Total		65,398,173	62,841,938

FUND REVENUE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2019

Form A-RA(UL)		(Rs. in '000)	
Particulars	Schedule	March 31, 2019	March 31, 2018
Income from investments			
Interest income		1,938,418	1,907,585
Dividend income		516,429	512,763
Profit/loss on sale of investment		3,828,567	6,507,343
Profit/loss on inter fund transfer/ sale of investment		-	-
Miscellaneous Income		-	-
Unrealised Gain/loss*		501,172	(2,871,673)
Total (A)		6,784,586	6,056,018
Fund management expenses		799,008	867,961
Fund administration expenses		-	-
Other charges	F-5	1,040,044	1,066,675
Total (B)		1,839,052	1,934,636
Net Income for the year (A-B)		4,945,534	4,121,382
Add: Fund revenue account at the beginning of the year		16,854,880	12,733,498
Fund revenue account at the end of the year		21,800,414	16,854,880

* Net change in mark to market value of investments

ANNEXURE 9

Schedules to Fund Revenue Account

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration No : 117

Date of Registration with IRDA : August 6, 2001

SCHEDULE: F-1

Policyholders' Contribution

(Rs. in '000)

Particulars	March 31, 2019	March 31, 2018
Opening balance	45,987,058	54,993,856
Add: Additions during the year*	10,675,961	7,772,555
Less: Deductions during the year*	(13,065,260)	(16,779,353)
Less: Funds for future appropriation	-	-
Closing balance	43,597,759	45,987,058

* Additions represents units creation and deductions represent unit cancellations

SCHEDULE: F-2

Investments

(Rs. in '000)

Particulars	March 31, 2019	March 31, 2018
Approved Investments		
Government Bonds	12,073,853	11,198,755
Corporate Bonds	4,531,150	3,904,156
Infrastructure Bonds	6,051,837	7,633,492
Equity/Preference shares	32,184,391	32,803,465
Money Market	-	-
Mutual Funds	-	-
Commercial Papers/CBLO	3,622,431	2,565,630
Fixed Deposits	-	-
Total	58,463,662	58,105,498
Other Investments		
Corporate Bonds	-	-
Infrastructure Bonds	-	-
Equity/Preference shares	1,636,868	592,656
Money Market	-	-
Mutual Funds	4,217,753	3,121,769
Commercial Papers/CBLO	-	-
Fixed Deposits	-	-
Total	5,854,621	3,714,425
GRAND TOTAL	64,318,283	61,819,923
% of Approved Investments to Total	90.90%	93.99%
% of Other Investments to Total	9.10%	6.01%

Schedules to Fund Revenue Account

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration No : 117

Date of Registration with IRDA : August 6, 2001

ANNEXURE 9

SCHEDULE: F-3

Current Assets		(Rs. in '000)	
Particulars	March 31, 2019	March 31, 2018	
Accrued Interest	546,176	566,757	
Cash & Bank Balance	691	14,885	
Dividend Receivable	3,856	926	
Receivable for Sale of Investments	88,415	227,248	
Unit Collection A/c#	894,947	703,139	
Other Current Assets (for Investments)	-	-	
Total	1,534,085	1,512,955	

SCHEDULE: F-4

Current Liabilities		(Rs. in '000)	
Particulars	March 31, 2019	March 31, 2018	
Payable for Purchase of Investments	261,988	128,320	
Other Current Liabilities	7,903	10,410	
Unit Payable a/c#	184,304	352,210	
Total	454,195	490,940	

BREAK UP OF OTHER EXPENSES UNDER ULIP

SCHEDULE: F-5

Other Expenses*		(Rs. in '000)	
Particulars	March 31, 2019	March 31, 2018	
Policy Administration charge	150,628	235,233	
Surrender charge	12,799	47,340	
Switching charge	-	-	
Mortality charge	861,935	762,295	
Rider Premium charge	-	-	
Partial withdrawal charge	26	14	
Discontinuance charge	13,956	19,770	
Miscellaneous charge	700	2,023	
Total	1,040,044	1,066,675	

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

Represents inter fund receivables or payables, if any

ANNEXURE 9

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration No : 117

Date of Registration with IRDA : August 6, 2001

NET ASSET VALUE (NAV) PER UNIT AS AT MARCH 31, 2019

Form A-BS(UL)

Sl. No.	Funds	Net Assets as per Balance Sheet (Total Assets less current liabilities and provisions)	Number of Units outstanding	NAV per unit (Rs.)
		Figures Rs. in 000	Nos in thousands	
		(a)	(b)	(a)/(b)
1	Linked Individual Life			
	Balancer	3,234,388	87,806	36.8355
	Multiplier	15,077,854	325,544	46.3159
	Accelerator	1,874,367	42,602	43.9968
	Preserver	580,496	24,132	24.0546
	Protector	1,240,476	47,909	25.8923
	Moderator	145,399	4,924	29.5279
	Virtue	776,690	33,697	23.0490
	Balancer 2	4,267,642	206,249	20.6917
	Multiplier 2	6,998,543	335,676	20.8491
	Preserver 2	690,787	35,511	19.4528
	Protector 2	10,917,100	539,762	20.2258
	Vitue 2	2,601,617	108,502	23.9777
	Flexi Cap	7,942,638	344,002	23.0889
	Multiplier 3	103,715	7,929	13.0799
	Liquid Fund	7,045	616	11.4286
	Mid Cap Fund	28,269	2,819	10.0282
	Premier Multi-Cap Fund	48,951	4,379	11.1787
	Crest (Thematic Fund)	72,954	6,653	10.9664
	Balanced Opportunities Fund	12,406	1,118	11.0983
	Bond Opportunities Fund	11,264	1,047	10.7544
	Discontinued Fund	6,291,502	356,736	17.6363
	Total	62,924,099	2,517,614	
2	Linked Individual Pension			
	Balancer	118,841	3,226	36.8355
	Multiplier	422,772	9,128	46.3159
	Accelerator	45,870	1,043	43.9968
	Preserver	21,802	906	24.0546
	Protector	13,858	535	25.8923
	Moderator	6,653	225	29.5279
	Virtue	24,022	1,042	23.0490
	Balancer 2	16,502	798	20.6917
	Multiplier 2	75,476	3,620	20.8491
	Preserver 2	350	18	19.4528
	Protector 2	5,372	266	20.2258
	Vitue 2	451	19	23.9777
	Flexi Cap	16,541	716	23.0889
	Total	768,510	21,542	
3	Linked Group			
	Debt Fund	1,137,353	59,132	19.2342
	Balanced Fund	568,210	24,495	23.1968
	Total	1,705,564	83,627	
	Net asset as per Balance Sheet	65,398,173		

ANNEXURE 9

Name of the Insurer : PNB MetLife India Insurance Company Limited

Registration No : 117

Date of Registration with IRDA : August 6, 2001

NET ASSET VALUE (NAV) PER UNIT AS AT MARCH 31, 2018

Form A-BS(UL)

Sl. No.	Funds	Net Assets as per Balance Sheet (Total Assets less current liabilities and provisions)	Number of Units outstanding	NAV per unit (Rs.)
		Figures Rs. in 000	Nos in thousands	
		(a)	(b)	(a)/(b)
1	Linked Individual Life			
	Balancer	3,642,770	108,247	33.6524
	Multiplier	16,699,932	408,484	40.8827
	Accelerator	2,031,185	51,370	39.5403
	Preserver	625,650	27,896	22.4276
	Protector	1,447,975	58,845	24.6066
	Moderator	162,545	5,919	27.4605
	Virtue	900,976	41,445	21.7392
	Balancer 2	3,605,221	189,209	19.0542
	Multiplier 2	6,607,340	358,078	18.4523
	Preserver 2	656,951	36,339	18.0783
	Protector 2	10,696,951	560,332	19.0904
	Vitue 2	1,063,442	47,276	22.4942
	Flexi Cap	6,202,763	295,949	20.9589
	Multiplier 3	55,967	4,786	11.6942
	Liquid Fund	5,346	494	10.8279
	Mid Cap Fund	10,345	1,032	10.0221
	Premier Multi-Cap Fund	16,316	1,629	10.0136
	Crest (Thematic Fund)	24,269	2,428	9.9963
	Balanced Opportunities Fund	5,997	596	10.0603
	Bond Opportunities Fund	2,861	285	10.0297
	NAV Guarantee	-	-	-
	Discontinued Fund	5,749,233	346,512	16.5918
	Total	60,214,035	2,547,151	
2	Linked Individual Pension			
	Balancer	193,241	5,742	33.6524
	Multiplier	598,077	14,629	40.8827
	Accelerator	66,645	1,685	39.5403
	Preserver	29,690	1,324	22.4276
	Protector	23,237	944	24.6066
	Moderator	15,092	550	27.4605
	Virtue	43,578	2,005	21.7392
	Balancer 2	15,813	830	19.0542
	Multiplier 2	85,808	4,650	18.4523
	Preserver 2	157	9	18.0783
	Protector 2	4,969	260	19.0904
	Vitue 2	1,473	65	22.4942
	Flexi Cap	16,862	805	20.9589
	Total	1,094,642	33,498	
3	Linked Group			
	Debt Fund	973,847	52,888	18.4134
	Balanced Fund	559,414	26,334	21.2428
	Total	1,533,261	79,222	
	Net asset as per Balance Sheet	62,841,938		

ANNEXURE 9

Statement showing the Controlled Fund of PNB MetLife India Insurance Co. Ltd.

		(Rs. in Crores)	
		2018-19	2017-18
1	Computation of Controlled fund as per the Balance Sheet		
	Policyholders' Fund (Life Fund)		
	Participating		
	Individual Assurance	8,271	6,742
	Individual Pension	126	77
	Group Assurance	9	32
	Non-participating		
	Individual Assurance	3,640	2,646
	Group Assurance	409	285
	Individual Annuity	29	21
	Group Pension	20	39
	Health	117	80
	Linked		
	Individual Assurance	6,345	6,061
	Group Assurance	-	-
	Individual Pension	77	109
	Group Superannuation	-	-
	Group Gratuity	171	153
	Funds for Future Appropriations	293	179
	Total (A)	19,504	16,424
	Shareholders' Fund		
	Paid up Capital	2,013	2,013
	Reserves & Surpluses	-	-
	Fair Value Change	0.21	(0.01)
	Total (B)	2,013	2,013
	Misc. expenses not written off	-	-
	Credit / (Debit) from P&L A/c.	(795)	(938)
	Total (C)	(795)	(938)
	Total shareholders' funds (B+C)	1,219	1,075
	Controlled Fund (Total (A+B+C))	20,723	17,499

ANNEXURE 9

(Rs. in Crores)

		2018-19	2017-18
2	Reconciliation of the Controlled Fund from Revenue and Profit & Loss Account		
	Opening Balance of Controlled Fund	17,499	15,392
	Add: Inflow		
	Income		
	Premium Income	4,777	3,954
	Less: Reinsurance ceded	(119)	(93)
	Net Premium	4,659	3,861
	Investment Income	1,596	1,348
	Other Income	26	22
	Funds transferred from Shareholders' Accounts	76	48
	Total Income	6,356	5,279
	Less: Outgo		
	(i) Benefits paid (Net)	1,935	2,107
	(ii) Interim Bonus Paid	3	3
	(iii) Change in Valuation of Liability	2,932	1,937
	(iv) Commission	251	215
	(v) Operating Expenses	906	815
	(vi) Service tax on ULIP	43	39
	(vii) Provision for Taxation	19	-
	(viii) Provision for Advances & Recoveries	(0.2)	(0)
	Total Outgo	6,090	5,115
	Surplus of the Policyholders' Fund	268	163
	Less: transferred to Shareholders' Account	153	135
	<u>Net Flow in Policyholders' account</u>	115	28
	Add: Net income in Shareholders' Fund	143	142
	Net In Flow / Outflow	258	170
	Add: change in valuation Liabilities	2,966	1,937
	Add: increase in Paid up Capital	-	-
	Add: change in Fair Value	-	-
	Closing Balance of Controlled Fund	20,723	17,499
	As Per Balance Sheet	20,723	17,499
	Difference, if any	-	-

ANNEXURE 9

(Rs. in Crores)

		2018-19	2017-18
3	Reconciliation with Shareholders' and Policyholders' Fund		
	Policyholders' Funds		
3.1	Policyholders' Funds - Traditional-PAR and NON-PAR		
	Opening Balance of the Policyholders' Fund	10,100	7,601
	Add: Surplus/(Deficit) of the Revenue Account	264	117
	Amount transferred from/ (to) Shareholders' account	(150)	(90)
	Add: change in valuation Liabilities	2,698	2,430
	Add: Transfer from Profit and Loss account (Shareholder's Account) to meet brought forward accumalated deficit in Revenue Account (Policyholder's Account)	0	42
	Total	12,912	10,100
	As per Balance Sheet	12,912	10,100
	Difference, if any	0	-
3.2	Policyholders' Funds - Linked		
	Opening Balance of the Policyholders' Fund	6,324	5,557
	Add: Surplus/(Deficit) of the Revenue Account	-	0
	Add: change in valuation Liabilities	268	(491)
	Add: Transfer from Profit and Loss account (Shareholder's Account) to meet brought forward accumalated deficit in Revenue Account (Policyholder's Account)	0	1,258
	Total	6,594	6,324
	As per Balance Sheet	6,594	6,324
	Difference, if any	-	-
	Shareholders' Funds		
	Opening Balance of Shareholders' Fund	1,076	2,234
	Add: net income of Shareholders' account (P&L)	142	142
	Add: Infusion of Capital	-	-
	Add: Change in Fair value change	0	(0)
	Add: Transfer to Revenue Account (Policyholder's Account) to meet brought forward accumalated deficit in Revenue Account (Policyholder's Account)	0	(1,300)
	Closing Balance of the Shareholders' fund	1,220	1,076
	As per Balance Sheet	1,220	1,076
	Difference, if any	-	-

Disclosures for ULIP Business for the year ended March 31, 2019

ANNEXURE 10

1) Performance of the fund (Absolute Growth %)

Fund Name	SFIN Code	Year of Inception	Financial Year			Since Inception (CAGR)
			2018-19	2017-18	2016-17	
Preserver Fund	ULIF00125/01/05PRESERVERF117	2005	7.25%	3.33%	9.67%	6.40%
Protector Fund	ULIF00225/01/05PROTECTORF117	2005	5.23%	4.00%	9.45%	6.95%
Moderator Fund	ULIF00325/01/05MODERATORF117	2005	7.53%	4.96%	10.47%	7.95%
Balancer Fund	ULIF00425/01/05BALANCERF117	2005	9.46%	7.41%	12.43%	9.65%
Accelerator Fund	ULIF00525/01/05ACCELERATO117	2005	11.27%	8.06%	14.48%	11.04%
Multiplier Fund	ULIF00625/01/05MULTIPLIER117	2005	13.29%	8.73%	14.97%	11.44%
Gratuity Debt	ULGF00105/06/04GRADEBTDFND117	2010	4.46%	4.62%	10.99%	8.22%
Virtue Fund	ULIF00719/02/08VIRTUEFUND117	2008	6.03%	12.77%	17.21%	7.82%
Gratuity Balanced	ULGF00205/06/04GRABALANCE117	2009	9.20%	7.05%	12.16%	9.03%
Multiplier II Fund	ULIF01115/12/09MULTIPLIE2117	2009	12.99%	9.49%	15.30%	8.24%
Virtue II Fund	ULIF01215/12/09VIRTUE2FND117	2010	6.60%	14.76%	17.71%	9.95%
Protector II Fund	ULIF00915/12/09PROTECTOR2117	2010	5.95%	4.06%	10.46%	7.94%
Flexi Cap	ULIF01315/12/09FLEXICAPFN117	2009	10.16%	10.36%	19.04%	9.44%
Preserver II Fund	ULIF00815/12/09PRESERVER2117	2010	7.60%	3.26%	10.17%	7.48%
Balancer II Fund	ULIF01015/12/09BALANCER2F117	2009	8.59%	7.99%	14.33%	8.15%
Discontinued Policy Fund	ULIF01721/12/10DISCONTINU117	2010	6.30%	5.70%	6.35%	7.10%
Multiplier III Fund	ULIF01809/10/15MULTIPLIE3117	2016	11.85%	10.61%	5.72%	10.54%
Liquid Fund	ULIF01909/10/15LIQUIDFUND117	2016	5.55%	4.83%	3.29%	5.11%
Mid Cap Fund	ULIF02501/01/18MIDCAPFUND117	2018	0.06%	0.22%	-	0.27%
Crest (Thematic Fund)	ULIF02201/01/18CRESTTHEMF117	2018	9.70%	-0.04%	-	9.39%
Balanced Opportunities Fund	ULIF02301/01/18BALANCEOPP117	2018	10.32%	0.60%	-	10.68%
Bond Opportunities Fund	ULIF02401/01/18BONDOPPORT117	2018	7.23%	0.30%	-	7.34%
Premier Multi-Cap Fund	ULIF02101/01/18MULTICAPFN117	2018	11.64%	0.14%	-	11.46%

2) Investment Management

- Activities outsourced - Nil
- Fee paid for various activities charged to Policyholders' Account - Not applicable
- Basis of Payment of Fees - Not Applicable

3) Related Party Transactions

- 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 promotor group alongwith its percentage to funds under management: -
- Equity Shares of Punjab National Bank - Rs. 110 thousands (Market Value). 0.0002% of Unit Linked Funds AUM

(Rs. in '000)

Fund Name	SFIN Code	Company Name	Market Value	Fund-wise FUM	% of FUM
Mid Cap Fund	ULIF02501/01/18MIDCAPFUND117	PUNJAB NATIONAL BANK	110	28,269	0.39%

4) Industrywise disclosure of Investments (with exposure of 10 % and above)

Details vide annexure 11

ANNEXURE 10

Disclosures for ULIP Business for the year ended March 31, 2019

5) NAV: Highest, Lowest and Closing
For the year ended March 31, 2019

Fund Name	SFIN Code	Highest	Lowest	Closing
Preserver Fund	ULIF00125/01/05PRESERVERF117	24.0546	22.1087	24.0546
Protector Fund	ULIF00225/01/05PROTECTORF117	25.8923	24.0514	25.8923
Moderator Fund	ULIF00325/01/05MODERATORF117	29.5279	27.2474	29.5279
Balancer Fund	ULIF00425/01/05BALANCERFN117	36.8355	33.5261	36.8355
Accelerator Fund	ULIF00525/01/05ACCELERATO117	44.6064	39.1199	43.9968
Multiplier Fund	ULIF00625/01/05MULTIPLIER117	47.2656	40.5428	46.3159
Gratuity Debt	ULGF00105/06/04GRADEBTEND117	19.2342	17.9586	19.2342
Virtue Fund	ULIF00719/02/08VIRTUEFUND117	23.8684	20.7290	23.0490
Gratuity Balanced	ULGF00205/06/04GRABALANCE117	23.1968	21.1674	23.1968
Multiplier II Fund	ULIF01115/12/09MULTIPLIE2117	21.2252	18.3269	20.8491
Virtue II Fund	ULIF01215/12/09VIRTUE2FND117	25.2144	22.1610	23.9777
Protector II Fund	ULIF00915/12/09PROTECTOR2117	20.2258	18.6452	20.2258
Flexi Cap	ULIF01315/12/09FLEXICAPFN117	23.8031	20.2739	23.0889
Preserver II Fund	ULIF00815/12/09PRESERVER2117	19.4528	17.8100	19.4528
Balancer II Fund	ULIF01015/12/09BALANCER2F117	20.6917	18.8507	20.6917
Discontinued Policy Fund	ULIF01721/12/10DISCONTINU117	17.6363	16.5915	17.6363
Multiplier III Fund	ULIF01809/10/15MULTIPLIE3117	13.3777	11.5425	13.0799
Liquid Fund	ULIF01909/10/15LIQUIDFUND117	11.4286	10.8276	11.4286
Mid Cap Fund	ULIF02501/01/18MIDCAPFUND117	10.7126	9.0204	10.0282
Crest (Thematic Fund)	ULIF02201/01/18CRESTTHEMF117	11.4232	9.7323	10.9664
Balanced Opportunities Fund	ULIF02301/01/18BALANCEOPP117	11.0983	10.0502	11.0983
Bond Opportunities Fund	ULIF02401/01/18BONDOPPORT117	10.7554	9.8392	10.7544
Premier Multi-Cap Fund	ULIF02101/01/18MULTICAPFN117	11.4364	9.8294	11.1787

For the year ended March 31, 2018

Fund Name	SFIN Code	Highest	Lowest	Closing
Preserver Fund	ULIF00125/01/05PRESERVERF117	22.5339	21.5760	22.4276
Protector Fund	ULIF00225/01/05PROTECTORF117	24.6087	23.5816	24.6066
Moderator Fund	ULIF00325/01/05MODERATORF117	27.8162	26.0641	27.4605
Balancer Fund	ULIF00425/01/05BALANCERFN117	35.1677	31.2274	33.6524
Accelerator Fund	ULIF00525/01/05ACCELERATO117	42.5978	36.3665	39.5403
Multiplier Fund	ULIF00625/01/05MULTIPLIER117	45.0166	37.2997	40.8827
Gratuity Debt	ULGF00105/06/04GRADEBTEND117	18.4134	17.5435	18.4134
Virtue Fund	ULIF00719/02/08VIRTUEFUND117	23.5058	19.2762	21.7392
Gratuity Balanced	ULGF00205/06/04GRABALANCE117	21.6632	19.8452	21.2428
Multiplier II Fund	ULIF01115/12/09MULTIPLIE2117	20.3043	16.7538	18.4523
Virtue II Fund	ULIF01215/12/09VIRTUE2FND117	24.2441	19.6003	22.4942
Protector II Fund	ULIF00915/12/09PROTECTOR2117	19.0904	18.2580	19.0904
Flexi Cap	ULIF01315/12/09FLEXICAPFN117	22.9642	18.9906	20.9589
Preserver II Fund	ULIF00815/12/09PRESERVER2117	18.1878	17.4047	18.0783
Balancer II Fund	ULIF01015/12/09BALANCER2F117	19.8950	17.6452	19.0542
Discontinued Policy Fund	ULIF01721/12/10DISCONTINU117	16.5918	15.6961	16.5918
Multiplier III Fund	ULIF01809/10/15MULTIPLIE3117	12.7782	10.5148	11.6942
Liquid Fund	ULIF01909/10/15LIQUIDFUND117	10.8279	10.3285	10.8279
Mid Cap Fund	ULIF02501/01/18MIDCAPFUND117	10.0707	9.9303	10.0221
Crest (Thematic Fund)	ULIF02201/01/18CRESTTHEMF117	10.0635	9.9295	9.9963
Balanced Opportunities Fund	ULIF02301/01/18BALANCEOPP117	10.0879	9.9989	10.0603
Bond Opportunities Fund	ULIF02401/01/18BONDOPPORT117	10.0322	9.9757	10.0297
Premier Multi-Cap Fund	ULIF02101/01/18MULTICAPFN117	10.0721	9.9895	10.0136

ANNEXURE 10

6) Expenses charged to Fund (%) - Annualised expense ratio to average daily assets of the fund

Fund Management Charges	SFIN Code	2018-19	2017-18
Accelerator	ULIF00525/01/05ACCELERATO117	1.75%	1.75%
Balancer	ULIF00425/01/05BALANCERFN117	1.50%	1.50%
Balancer II	ULIF01015/12/09BALANCER2F117	1.15%	1.15%
Flexi Cap	ULIF01315/12/09FLEXICAPFN117	1.25%	1.25%
Gratuity Balanced	ULGF00205/06/04GRABALANCE117	0.65%	0.65%
Gratuity Debt	ULGF00105/06/04GRADEBTEND117	0.65%	0.65%
Moderator	ULIF00325/01/05MODERATORF117	1.50%	1.50%
Multiplier	ULIF00625/01/05MULTIPLIER117	1.75%	1.75%
Multiplier II	ULIF01115/12/09MULTIPLIER2117	1.25%	1.25%
Preserver	ULIF00125/01/05PRESERVERF117	1.25%	1.25%
Preserver II	ULIF00815/12/09PRESERVER2117	1.00%	1.00%
Protector	ULIF00225/01/05PROTECTORF117	1.25%	1.25%
Protector II	ULIF00915/12/09PROTECTOR2117	1.00%	1.00%
Virtue	ULIF00719/02/08VIRTUEFUND117	1.75%	1.75%
Virtue II	ULIF01215/12/09VIRTUE2FND117	1.25%	1.25%
Multiplier III	ULIF01809/10/15MULTIPLIER3117	1.25%	1.25%
Liquid	ULIF01909/10/15LIQUIDFUND117	1.00%	1.00%
Discontinued Policy fund	ULIF01721/12/10DISCONTINU117	0.50%	0.50%
Mid Cap	ULIF02501/01/18MIDCAPFUND117	1.25%	1.25%
Crest (Thematic Fund)	ULIF02201/01/18CRESTTHEMF117	1.25%	1.25%
Balanced Opportunities	ULIF02301/01/18BALANCEOPP117	1.15%	1.15%
Bond Opportunities	ULIF02401/01/18BONDOPPORT117	1.00%	1.00%
Premier Multi-Cap	ULIF02101/01/18MULTICAPFN117	1.25%	1.25%

7) Ratio of gross income (including unrealised gains to average daily net assets)

Particulars	SFIN Code	2018-19	2017-18
Accelerator	ULIF00525/01/05ACCELERATO117	12.77%	10.30%
Balancer	ULIF00425/01/05BALANCERFN117	10.70%	9.28%
Balancer II	ULIF01015/12/09BALANCER2F117	9.81%	9.18%
Flexi Cap	ULIF01315/12/09FLEXICAPFN117	11.50%	11.24%
Gratuity Balanced	ULGF00205/06/04GRABALANCE117	9.32%	7.44%
Gratuity Debt	ULGF00105/06/04GRADEBTEND117	5.34%	5.36%
Moderator	ULIF00325/01/05MODERATORF117	8.89%	6.79%
Multiplier	ULIF00625/01/05MULTIPLIER117	14.68%	11.00%
Multiplier II	ULIF01115/12/09MULTIPLIER2117	13.99%	11.02%
Preserver	ULIF00125/01/05PRESERVERF117	8.33%	4.78%
Preserver II	ULIF00815/12/09PRESERVER2117	8.51%	4.47%
Protector	ULIF00225/01/05PROTECTORF117	6.28%	5.43%
Protector II	ULIF00915/12/09PROTECTOR2117	6.91%	5.20%
Virtue	ULIF00719/02/08VIRTUEFUND117	7.78%	14.24%
Virtue II	ULIF01215/12/09VIRTUE2FND117	8.17%	12.18%
Multiplier III	ULIF01809/10/15MULTIPLIER3117	12.73%	8.32%
Liquid	ULIF01909/10/15LIQUIDFUND117	6.62%	5.90%
Discontinued Policy fund	ULIF01721/12/10DISCONTINU117	6.70%	6.13%
Mid Cap	ULIF02501/01/18MIDCAPFUND117	1.78%	0.26%
Crest (Thematic Fund)	ULIF02201/01/18CRESTTHEMF117	9.09%	-0.06%
Balanced Opportunities	ULIF02301/01/18BALANCEOPP117	10.68%	0.50%
Bond Opportunities	ULIF02401/01/18BONDOPPORT117	9.32%	0.47%
Premier Multi-Cap	ULIF02101/01/18MULTICAPFN117	12.91%	-0.13%

8) Provision for doubtful debts on the assets of the respective fund - Nil

ANNEXURE 10

9) Fund wise disclosure of appreciation and/or (depreciation) in value of investments segregated class wise Financial year ended March 31, 2019

(Rs. in '000)

Security Class	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	Balancer II
Debt Securities	(11,808)	(0)	(17,264)	13,702	(16,769)	964	(0)	(11,017)
Equity	(238,350)	(343,344)	(124,495)	-	-	(3,779)	(42,674)	104,581
Mutual fund	33,289	308,268	26,352	-	-	547	-	16,745
Total	(216,869)	(35,076)	(115,407)	13,702	(16,769)	(2,268)	(42,674)	110,310

(Rs. in '000)

Security Class	Multiplier II	Preserver II	Protector II	Virtue II	Flexi Cap	Gratuity Balanced	Gratuity Debt	Multiplier III
Debt Securities	(0)	11,168	(35,886)	(0)	(0)	1,431	(18,976)	(0)
Equity	129,268	-	-	74,190	356,955	10,867	-	6,479
Mutual fund	137,113	-	-	-	123,291	-	-	1,958
Total	266,382	11,168	(35,886)	74,190	480,245	12,297	(18,976)	8,437

(Rs. in '000)

Security Class	Liquid	Discontinued Policy	Mid Cap Fund	Crest (Thematic Fund)	Balanced Opportunities Fund	Bond Opportunities Fund	Premier Multi-Cap Fund	Total
Debt Securities	0	(5)	(0)	(0)	60	129	(0)	(84,270)
Equity	-	-	554	3,687	448	-	2,114	(63,500)
Mutual fund	-	-	-	724	35	-	620	648,943
Total	0	(5)	554	4,411	543	129	2,734	501,172

Financial year ended March 31, 2018

(Rs. in '000)

Security Class	Balancer	Multiplier	Accelerator	Preserver	Protector	Moderator	Virtue	Balancer II
Debt Securities	(47,831)	0	(12,076)	(21,460)	(40,493)	(5,009)	0	(39,380)
Equity	(121,040)	(1,113,519)	(150,988)	-	-	(3,099)	50,457	(99,642)
Mutual fund	-	79,414	5,988	-	-	7	-	-
Total	(168,871)	(1,034,105)	(157,077)	(21,460)	(40,493)	(8,100)	50,457	(139,022)

(Rs. in '000)

Security Class	Multiplier II	Preserver II	Protector II	Virtue II	Flexi Cap	Gratuity Balanced	Gratuity Debt	Multiplier III
Debt Securities	0	(17,088)	(190,494)	0	0	(7,896)	(17,695)	0
Equity	(654,317)	-	-	8,151	(566,607)	3,718	-	414
Mutual fund	48,720	-	-	-	40,187	-	-	103
Total	(605,597)	(17,088)	(190,494)	8,151	(526,420)	(4,178)	(17,695)	517

(Rs. in '000)

Security Class	Liquid	Discontinued Policy	Mid Cap Fund	Crest (Thematic Fund)	Balanced Opportunities Fund	Bond Opportunities Fund	Premier Multi-Cap Fund	Total
Debt Securities	0	(195)	-	-	1	1	-	(399,614)
Equity	-	-	6	(8)	4	-	(7)	(2,646,476)
Mutual fund	-	-	-	-	-	-	-	174,418
Total	0	(195)	6	(8)	5	1	(7)	(2,871,673)

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: ACCELERATOR (ULIF00525/01/05ACCELERATO117)

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
FINANCIAL AND INSURANCE ACTIVITIES			
	HDFC	91,579	4.77%
	ICICI BANK LTD FV 2	64,439	3.36%
	HDFC BANK LTD	60,175	3.13%
	8.90% DEWAN HOUSING FINANCE CORPN. LTD. 04-06-2023	59,323	3.09%
	KOTAK MAHINDRA BANK LTD	34,266	1.78%
	STATE BANK OF INDIA FV-1	33,826	1.76%
	BAJAJ FINANCE LIMITED FV -2	30,462	1.59%
	8.45% SUNDARAM FINANCE LTD 21-02-2028	30,229	1.57%
	9.05% DEWAN HOUSING FINANCE CORPN. LTD. 09-09-2023	21,885	1.14%
	YES BANK LTD.FV-2	18,677	0.97%
	BAJAJ FINSERV LIMITED	13,814	0.72%
	AXIS BANK LTD.	10,186	0.53%
	INDIABULLS HOUSING FINANCE LTD	6,221	0.32%
FINANCIAL AND INSURANCE ACTIVITIES Total		475,082	24.74%
GOVERNMENT OF INDIA			
	7.26% GOI 14-01-2029	84,482	4.40%
	7.17% GOI 08-01-2028	67,116	3.50%
	7.37% GOI 16-04-2023	30,543	1.59%
	7.59% GOI 11-01-2026	25,388	1.32%
	8.13% GSEC 22-06-2045	10,573	0.55%
	7.32% GOI 28-01-2024	7,616	0.40%
GOVERNMENT OF INDIA Total		225,718	11.75%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES			
	INFOSYS LTD.	104,832	5.46%
	TATA CONSULTANCY SERVICES LTD.	70,144	3.65%
	HCL TECHNOLOGIES LIMITED	18,383	0.96%
	TECH MAHINDRA LIMITED FV-5	14,478	0.75%
	WIPRO	12,761	0.66%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES Total		220,599	11.49%
MUTUAL FUND			
	KOTAK MAHINDRA MF-KOTAK BANKING ETF - DIV PAYOUT	80,047	4.17%
	SBI-ETF NIFTY BANK	76,885	4.00%
	R*SHARES BANK BEES ETF	47,711	2.48%
MUTUAL FUND Total		204,644	10.66%
Others		786,133	40.94%
Current Assets and Liabilities		8,061	0.42%
Grand Total		1,920,236	100.00%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: BALANCER [ULIF00425/01/05BALANCERFN117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
FINANCIAL AND INSURANCE ACTIVITIES			
	8.90% DEWAN HOUSING FINANCE CORPN. LTD. 04-06-2023	197,745	5.90%
	9.05% DEWAN HOUSING FINANCE CORPN. LTD. 09-09-2023	114,401	3.41%
	HDFC	103,892	3.10%
	ICICI BANK LTD FV 2	75,345	2.25%
	HDFC BANK LTD	67,726	2.02%
	8.45% SUNDARAM FINANCE LTD 21-02-2028	60,458	1.80%
	12.00% KARNATAKA BANK LTD. 16-11-2028	42,953	1.28%
	STATE BANK OF INDIA FV-1	41,797	1.25%
	KOTAK MAHINDRA BANK LTD	37,764	1.13%
	BAJAJ FINANCE LIMITED FV -2	36,040	1.07%
	YES BANK LTD.FV-2	21,278	0.63%
	BAJAJ FINSERV LIMITED	16,213	0.48%
	AXIS BANK LTD.	14,309	0.43%
	INDIABULLS HOUSING FINANCE LTD	9,498	0.28%
FINANCIAL AND INSURANCE ACTIVITIES Total		839,419	25.03%
INFRASTRUCTURE SECTOR			
	10.25% SIKKA PORTS & TERMINALS LTD. 22-08-2021	279,627	8.34%
	8.37% REC LTD 07-12-2028	102,629	3.06%
	8.15% L&T INFRA DEBT FUND LTD 16-01-2023	49,897	1.49%
	8.11% RECL 07-10-2025	49,673	1.48%
	7.70% RECL 10-12-2027	48,383	1.44%
	8.93% POWER GRID CORPORATION 20-10-2024	25,734	0.77%
	GAIL (INDIA) LTD	24,449	0.73%
	NTPC	23,581	0.70%
	POWER GRID CORPORATION	19,016	0.57%
	BHARTI AIRTEL LTD	12,719	0.38%
	10.40% SIKKA PORTS & TERMINALS LTD. 18-07-2021	10,563	0.32%
INFRASTRUCTURE SECTOR Total		646,273	19.27%
GOVERNMENT OF INDIA			
	7.26% GOI 14-01-2029	134,584	4.01%
	8.13% GSEC 22-06-2045	63,438	1.89%
	9.23% GOI 23-12-2043	52,785	1.57%
	7.72% GOI 26-10-2055	50,681	1.51%
	GOI 8.24% 2027	41,768	1.25%
	7.59% GOI 11-01-2026	25,388	0.76%
	7.59% GOI 20-03-2029	24,056	0.72%
	7.32% GOI 28-01-2024	22,849	0.68%
	8.83% GSEC 25-11-2023	21,463	0.64%
	8.17% GSEC 01-12-2044	16,114	0.48%
	7.17% GOI 08-01-2028	15,677	0.47%
	7.16% GSEC 20-05-2023	10,091	0.30%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
	GOI LOAN 7.95% 2032	9,975	0.30%
	7.37% GOI 16-04-2023	5,091	0.15%
	8.40% OIL SPL BONDS 2025	896	0.03%
	8.13% GOI OIL Bond 2021	842	0.03%
GOVERNMENT OF INDIA Total		495,697	14.78%
Others		1,335,746	39.83%
Current Assets and Liabilities		36,095	1.08%
Grand Total		3,353,229	100.00%

Name of Fund: BALANCED OPPORTUNITIES FUND [ULIF02301/01/18BALANCEOPP117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
GOVERNMENT OF INDIA			
	7.16% GSEC 20-05-2023	2,321	18.71%
	7.26% GOI 14-01-2029	1,491	12.02%
	7.88% GOI 19-03-2030	819	6.60%
	7.72% GOI 26-10-2055	304	2.45%
GOVERNMENT OF INDIA Total		4,935	39.78%
FINANCIAL AND INSURANCE ACTIVITIES			
	HDFC BANK LTD	468	3.78%
	ICICI BANK LTD FV 2	345	2.78%
	AXIS BANK LTD.	169	1.37%
	HDFC	150	1.21%
	KOTAK MAHINDRA BANK LTD	145	1.17%
	STATE BANK OF INDIA FV-1	132	1.06%
	YES BANK LTD.FV-2	93	0.75%
	BAJAJ FINANCE LIMITED FV -2	61	0.49%
	ICICI LOMBARD GENERAL INSURANCE COMPANY LIMITED	55	0.44%
	CAN FIN HOMES LIMITED FV-2	42	0.34%
	RBL BANK LTD.	41	0.33%
	CITY UNION BANK LTD.	31	0.25%
	SBI LIFE INSURANCE CO. LTD	30	0.24%
	BAJAJ FINSERV LIMITED	28	0.23%
	BAJAJ HOLDINGS AND INVESTMENT LIMITED	24	0.19%
	LIC HOUSING FINANCE LTD.	22	0.18%
	FEDERAL BANK LTD.	21	0.17%
	MAHINDRA & MAHINDRA FINANCIAL SERVICES LTD.	18	0.15%
	HDFC LIFE INSURANCE COMPANY LIMITED	12	0.10%
	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LTD.	7	0.06%
FINANCIAL AND INSURANCE ACTIVITIES Total		1,895	15.28%
Others		3,897	31.41%
Current Assets and Liabilities		1,679	13.53%
Grand Total		12,406	100.00%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: BALANCER II FUND [ULIF01015/12/09BALANCER2F117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
FINANCIAL AND INSURANCE ACTIVITIES			
	HDFC BANK LTD	154,211	3.60%
	9.00% SHRIRAM TRANSPORT FINANCE CO. LTD. 28-03-2028	150,108	3.50%
	ICICI BANK LTD FV 2	102,917	2.40%
	8.90% DEWAN HOUSING FINANCE CORPN. LTD. 04-06-2021	99,715	2.33%
	HDFC	88,272	2.06%
	AXIS BANK LTD.	77,043	1.80%
	KOTAK MAHINDRA BANK LTD	73,155	1.71%
	STATE BANK OF INDIA FV-1	52,739	1.23%
	8.45% SUNDARAM FINANCE LTD 21-02-2028	50,382	1.18%
	YES BANK LTD.FV-2	48,458	1.13%
	12.00% KARNATAKA BANK LTD. 16-11-2028	42,953	1.00%
	BAJAJ FINANCE LIMITED FV -2	23,008	0.54%
	ICICI LOMBARD GENERAL INSURANCE COMPANY LIMITED	16,507	0.39%
	8.67% IDFC BANK 03-01-2025	15,077	0.35%
	9.05% DEWAN HOUSING FINANCE CORPN. LTD. 09-09-2023	9,948	0.23%
	HDFC LIFE INSURANCE COMPANY LIMITED	5,115	0.12%
	SBI LIFE INSURANCE CO. LTD	4,926	0.11%
	CAN FIN HOMES LIMITED FV-2	22	0.00%
FINANCIAL AND INSURANCE ACTIVITIES Total		1,014,555	23.68%
GOVERNMENT OF INDIA			
	7.26% GOI 14-01-2029	248,475	5.80%
	9.20% GSEC 30-09-2030	112,226	2.62%
	7.17% GOI 08-01-2028	97,980	2.29%
	7.72% GOI 26-10-2055	60,818	1.42%
	8.38% KARNATAKA SDL 27-01-2026	50,983	1.19%
	8.25% PUNJAB SDL 09-09-2025	50,715	1.18%
	8.27% GUJARAT SDL 13-01-2026	50,712	1.18%
	7.16% GSEC 20-05-2023	45,561	1.06%
	7.06% GOI 10-10-2046	28,134	0.66%
	8.25% MAHARASHTRA SDL 13-01-2026	20,275	0.47%
	8.40% OIL SPL BONDS 2025	1,604	0.04%
GOVERNMENT OF INDIA Total		767,482	17.91%
INFRASTRUCTURE SECTOR			
	10.25% SIKKA PORTS & TERMINALS LTD. 22-08-2021	213,150	4.98%
	9.30% PGC NCD 04-09-2024	158,121	3.69%
	9.02% RECL 19-11-2022	52,095	1.22%
	8.37% REC LTD 07-12-2028	51,314	1.20%
	7.35% POWER FINANCE CORPN. LTD. 22-11-2022	49,564	1.16%
	8.93% POWER GRID CORPORATION 20-10-2024	25,734	0.60%
	GAIL (INDIA) LTD	23,806	0.56%
	POWER GRID CORPORATION	16,577	0.39%
	C E S C LTD.	13,629	0.32%
	NTPC	10,453	0.24%
	BHARTI AIRTEL LTD	9,637	0.22%
	9.82% IL&FS 24-01-2022	7,500	0.18%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
INFRASTRUCTURE SECTOR Total		631,581	14.74%
Others		1,786,975	41.71%
Current Assets and Liabilities		83,550	1.95%
Grand Total		4,284,143	100.00%

Name of Fund: BOND OPPORTUNITIES FUND [ULIF02401/01/18BONDOPPORT117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
GOVERNMENT OF INDIA			
	7.16% GSEC 20-05-2023	2,573	22.84%
	7.26% GOI 14-01-2029	2,087	18.53%
	8.17% TAMILNADU SDL 26-11-2025	1,923	17.07%
	7.17% GOI 08-01-2028	1,470	13.05%
	7.06% GOI 10-10-2046	563	5.00%
	8.15% RAJASTHAN SDL 23-06-2021	305	2.71%
	7.72% GOI 26-10-2055	101	0.90%
GOVERNMENT OF INDIA Total		9,022	80.09%
Others		253	2.25%
Current Assets and Liabilities		1,989	17.66%
Grand Total		11,264	100%

Name of Fund: CREST (THEMATIC FUND) [ULIF02201/01/18CRESTTHEMF117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
FINANCIAL AND INSURANCE ACTIVITIES			
	HDFC BANK LTD	3,318	4.55%
	ICICI BANK LTD FV 2	3,119	4.27%
	HDFC	1,712	2.35%
	AXIS BANK LTD.	1,435	1.97%
	STATE BANK OF INDIA FV-1	1,127	1.54%
	KOTAK MAHINDRA BANK LTD	1,056	1.45%
	YES BANK LTD.FV-2	807	1.11%
	ICICI LOMBARD GENERAL INSURANCE COMPANY LIMITED	726	1.00%
	LIC HOUSING FINANCE LTD.	589	0.81%
	BAJAJ FINANCE LIMITED FV -2	463	0.63%
	RBL BANK LTD.	298	0.41%
	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LTD.	259	0.35%
	SBI LIFE INSURANCE CO. LTD	209	0.29%
	MAHINDRA & MAHINDRA FINANCIAL SERVICES LTD.	141	0.19%
	HDFC LIFE INSURANCE COMPANY LIMITED	139	0.19%
FINANCIAL AND INSURANCE ACTIVITIES Total		15,398	21.11%
Others		49,306	67.59%
Current Assets and Liabilities		8,250	11.31%
Grand Total		72,954	100%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: FLEXI CAP FUND [ULIF01315/12/09FLEXICAPFN117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
FINANCIAL AND INSURANCE ACTIVITIES			
	HDFC BANK LTD	425,743	5.35%
	ICICI BANK LTD FV 2	341,741	4.29%
	HDFC	258,445	3.25%
	AXIS BANK LTD.	174,797	2.20%
	KOTAK MAHINDRA BANK LTD	168,965	2.12%
	YES BANK LTD.FV-2	132,252	1.66%
	STATE BANK OF INDIAFV-1	110,996	1.39%
	BAJAJ FINANCE LIMITED FV -2	103,981	1.31%
	ICICI LOMBARD GENERAL INSURANCE COMPANY LIMITED	58,609	0.74%
	L & T FINANCE HOLDINGS LTD.	39,619	0.50%
	MAHINDRA & MAHINDRA FINANCIAL SERVICES LTD.	28,075	0.35%
	SHRIRAM TRANSPORT FINANCE CO. LTD.	24,483	0.31%
	HDFC LIFE INSURANCE COMPANY LIMITED	18,794	0.24%
	CAN FIN HOMES LIMITED FV-2	18,768	0.24%
	RBL BANK LTD.	20	0.00%
FINANCIAL AND INSURANCE ACTIVITIES Total		1,905,288	23.94%
MUTUAL FUND			
	KOTAK MAHINDRA MF-KOTAK BANKING ETF - DIV PAYOUT	362,679	4.56%
	R*SHARES BANK BEES ETF	330,652	4.15%
	SBI-ETF NIFTY BANK	290,059	3.64%
MUTUAL FUND Total		983,390	12.36%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES			
	INFOSYS LTD.	442,865	5.56%
	TATA CONSULTANCY SERVICES LTD.	225,826	2.84%
	HCL TECHNOLOGIES LIMITED	104,899	1.32%
	WIPRO	81,382	1.02%
	TECH MAHINDRA LIMITED FV-5	70,466	0.89%
	MPHASIS LTD	16,928	0.21%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES Total		942,366	11.84%
Others		3,902,209	49.03%
Current Assets and Liabilities		225,925	2.84%
Grand Total		7,959,179	100%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: GRATUITY BALANCED [ULGF00205/06/04GRABALANCE117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
GOVERNMENT OF INDIA			
	7.35% GOI 22-06-2024	45,720	8.05%
	7.17% GOI 08-01-2028	36,743	6.47%
	8.13% GSEC 22-06-2045	31,719	5.58%
	8.25% MAHARASHTRA SDL 13-01-2026	30,412	5.35%
	7.26% GOI 14-01-2029	24,848	4.37%
	7.72% GOI 26-10-2055	20,273	3.57%
	7.37% GOI 16-04-2023	5,091	0.90%
	7.32% GOI 28-01-2024	5,078	0.89%
GOVERNMENT OF INDIA Total		199,882	35.18%
FINANCIAL AND INSURANCE ACTIVITIES			
	9.05% DEWAN HOUSING FINANCE CORPN. LTD. 09-09-2023	29,844	5.25%
	HDFC BANK LTD	18,540	3.26%
	HDFC	10,121	1.78%
	8.45% SUNDARAM FINANCE LTD 21-02-2028	10,076	1.77%
	ICICI BANK LTD FV 2	6,918	1.22%
	KOTAK MAHINDRA BANK LTD	5,877	1.03%
	INDUSIND BANK LTD	3,914	0.69%
	STATE BANK OF INDIA FV-1	3,748	0.66%
	YES BANK LTD.FV-2	2,671	0.47%
	BAJAJ FINANCE LIMITED FV -2	1,984	0.35%
	RBL BANK LTD.	1,604	0.28%
	BAJAJ FINSERV LIMITED	957	0.17%
	SBI LIFE INSURANCE CO. LTD	809	0.14%
	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LTD.	647	0.11%
	INDIABULLS HOUSING FINANCE LTD	415	0.07%
FINANCIAL AND INSURANCE ACTIVITIES Total		98,126	17.27%
INFRASTRUCTURE SECTOR			
	10.25% SIKKA PORTS & TERMINALS LTD. 22-08-2021	35,877	6.31%
	8.15% L&T INFRA DEBT FUND LTD 16-01-2023	34,928	6.15%
	8.37% RECL 14-08-2020	20,186	3.55%
	POWER GRID CORPORATION	3,063	0.54%
	GAIL (INDIA) LTD	1,688	0.30%
	BHARTI AIRTEL LTD	1,283	0.23%
	C E S C LTD.	843	0.15%
INFRASTRUCTURE SECTOR Total		97,868	17.22%
Others		162,082	28.52%
Current Assets and Liabilities		10,253	1.80%
Grand Total		568,210	100.00%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: MODERATOR [ULIF00325/01/05MODERATORF117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
GOVERNMENT OF INDIA			
	7.17% GOI 08-01-2028	27,434	18.04%
	7.35% GOI 22-06-2024	25,400	16.70%
	7.59% GOI 11-01-2026	10,155	6.68%
	7.72% GOI 26-10-2055	10,136	6.67%
	7.16% GSEC 20-05-2023	4,036	2.65%
	8.13% GOI OIL Bond 2021	267	0.18%
GOVERNMENT OF INDIA Total		77,429	50.92%
FINANCIAL AND INSURANCE ACTIVITIES			
	9.05% DEWAN HOUSING FINANCE CORPN. LTD. 09-09-2023	12,932	8.51%
	HDFC	2,015	1.33%
	HDFC BANK LTD	1,985	1.31%
	ICICI BANK LTD FV 2	1,773	1.17%
	KOTAK MAHINDRA BANK LTD	984	0.65%
	STATE BANK OF INDIA FV-1	836	0.55%
	BAJAJ FINANCE LIMITED FV -2	608	0.40%
	AXIS BANK LTD.	505	0.33%
	YES BANK LTD.FV-2	381	0.25%
	BAJAJ FINSERV LIMITED	303	0.20%
	INDIABULLS HOUSING FINANCE LTD	167	0.11%
FINANCIAL AND INSURANCE ACTIVITIES Total		22,489	14.79%
INFRASTRUCTURE SECTOR			
	8.15% L&T INFRA DEBT FUND LTD 16-01-2023	13,971	9.19%
	8.37% RECL 14-08-2020	5,047	3.32%
	GAIL (INDIA) LTD	455	0.30%
	POWER GRID CORPORATION	381	0.25%
	NTPC	374	0.25%
	BHARTI AIRTEL LTD	227	0.15%
INFRASTRUCTURE SECTOR Total		20,454	13.45%
Others		29,211	19.21%
Current Assets and Liabilities Total		2,469	1.62%
Grand Total		152,052	100.00%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: GRATUITY DEBT [ULGF00105/06/04GRADEBTEND117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
INFRASTRUCTURE SECTOR			
	10.40% SIKKA PORTS & TERMINALS LTD. 18-07-2021	52,815	4.64%
	8.72% L&T INFRA DEBT FUND LTD 27-03-2026	51,264	4.51%
	8.35% IRFC NCD 13-03-2029	50,546	4.44%
	8.12% N H P C LTD. 22-03-2029	50,384	4.43%
	9.30% POWER GRID CORPORATION 28-06-2023	42,205	3.71%
	8.45% IRFC 04-12-2028	40,909	3.60%
	9.98% IL&FS 05-12-2021	37,500	3.30%
	10.25% SIKKA PORTS & TERMINALS LTD. 22-08-2021	30,601	2.69%
	8.54% RECL 15-11-2028	25,787	2.27%
	8.37% RECL 14-08-2020	25,233	2.22%
	8.65% POWER FINANCE CORPN. LTD. 28-12-2024	20,360	1.79%
INFRASTRUCTURE SECTOR Total		427,602	37.60%
GOVERNMENT OF INDIA			
	7.26% GOI 14-01-2029	116,783	10.27%
	7.59% GOI 11-01-2026	50,775	4.46%
	7.17% GOI 08-01-2028	45,071	3.96%
	7.72% GOI 26-10-2055	40,545	3.56%
	8.83% GSEC 12-12-2041	28,137	2.47%
	7.35% GOI 22-06-2024	20,320	1.79%
	7.06% GOI 10-10-2046	18,756	1.65%
	7.68% GSEC 15-12-2023	15,443	1.36%
	7.37% GOI 16-04-2023	15,272	1.34%
	8.13% GOI OIL Bond 2021	747	0.07%
	GOI LOAN 7.95% 2032	305	0.03%
GOVERNMENT OF INDIA Total		352,153	30.96%
FINANCIAL AND INSURANCE ACTIVITIES			
	9.05% DEWAN HOUSING FINANCE CORPN. LTD. 09-09-2023	59,688	5.25%
	9.00% SHRIRAM TRANSPORT FINANCE CO. LTD. 28-03-2028	50,036	4.40%
	8.90% STATE BANK OF INDIA 02-11-2028	41,752	3.67%
	8.67% IDFC BANK 03-01-2025	30,153	2.65%
	9.45% EXIM 16-09-2023	26,561	2.34%
FINANCIAL AND INSURANCE ACTIVITIES Total		208,190	18.30%
HOUSING SECTOR			
	8.85% INDIABULLS HOUSING FINANCE 26-09-2026	50,951	4.48%
	8.55% HDFC 27-03-2029	40,209	3.54%
	9.00% HDFC LTD 29-11-2028	23,174	2.04%
HOUSING SECTOR Total		114,334	10.05%
Others		43,222	3.80%
Current Assets and Liabilities		-8,147	-0.72%
Grand Total		1,137,353	100.00%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: MULTIPLIER [ULIF00625/01/05MULTIPLIER117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
FINANCIAL AND INSURANCE ACTIVITIES			
	HDFC BANK LTD	1,061,015	6.84%
	KOTAK MAHINDRA BANK LTD	515,005	3.32%
	HDFC	488,486	3.15%
	ICICI BANK LTD FV 2	478,842	3.09%
	STATE BANK OF INDIA FV-1	312,153	2.01%
	INDUSIND BANK LTD	256,776	1.66%
	YES BANK LTD.FV-2	220,855	1.42%
	BAJAJ FINANCE LIMITED FV -2	180,272	1.16%
	BAJAJ FINSERV LIMITED	157,658	1.02%
	AXIS BANK LTD.	143,791	0.93%
	INDIABULLS HOUSING FINANCE LTD	19,711	0.13%
FINANCIAL AND INSURANCE ACTIVITIES Total		3,834,564	24.74%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES			
	INFOSYS LTD.	959,873	6.19%
	TATA CONSULTANCY SERVICES LTD.	623,328	4.02%
	HCL TECHNOLOGIES LIMITED	322,827	2.08%
	TECH MAHINDRA LIMITED FV-5	147,028	0.95%
	WIPRO	54,357	0.35%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES Total		2,107,413	13.60%
MANUFACTURE OF COKE AND REFINED PETROLEUM PRODUCTS			
	RELIANCE INDUSTRIES	1,497,874	9.66%
	BPCL	123,403	0.80%
	INDIAN OIL CORPN. LTD.	116,465	0.75%
	HINDUSTAN PETROLEUM CORPN. LTD	44,956	0.29%
MANUFACTURE OF COKE AND REFINED PETROLEUM PRODUCTS Total		1,782,698	11.50%
MUTUAL FUND			
	SBI-ETF NIFTY BANK	740,677	4.78%
	KOTAK MAHINDRA MF-KOTAK BANKING ETF - DIV PAYOUT	505,264	3.26%
	R*SHARES BANK BEES ETF	432,061	2.79%
MUTUAL FUND Total		1,678,003	10.83%
Others		6,139,992	39.61%
Current Assets and Liabilities		-42,042	-0.27%
Grand Total		15,500,626	100%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: DISCONTINUED POLICY FUND [ULIF01721/12/10DISCONTINU117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
GOVERNMENT OF INDIA			
	364 DAY TBILL 20-06-2019	492,769	7.83%
	364 DAY TBILL 26-12-2019	476,204	7.57%
	182 DAY TBILL 20-06-2019	475,913	7.56%
	182 DAY TBILL 27-06-2019	442,977	7.04%
	364 DAY TBILL 09-05-2019	397,407	6.32%
	364 DAY TBILL 16-05-2019	396,885	6.31%
	182 DAY TBILL 06-06-2019	395,112	6.28%
	364 DAY TBILL 13-02-2020	379,072	6.03%
	364 DAY TBILL 19-12-2019	285,054	4.53%
	364 D TB 31-10-2019	239,390	3.80%
	364 DAY TBILL 02-01-2020	190,263	3.02%
	364 DAY TBILL 16-01-2020	154,212	2.45%
	364 DAY TBILL 09-01-2020	52,445	0.83%
GOVERNMENT OF INDIA Total		4,377,703	69.58%
FINANCIAL AND INSURANCE ACTIVITIES			
	NABARD CD 27-11-2019	379,351	6.03%
	HDB FIN. SERV. CP 21-11-2019	179,807	2.86%
	HDB FIN. SERV. CP 30-01-2020	158,905	2.53%
	AXIS BANK LTD. CD 04-03-2020	93,097	1.48%
	L & T FINANCE LTD. CP 14-01-2020	74,945	1.19%
FINANCIAL AND INSURANCE ACTIVITIES Total		886,105	14.08%
INFRASTRUCTURE SECTOR			
	RECL CP 27-09-2019	337,544	5.37%
	IRFC CP 25-04-2019	248,831	3.96%
	RECL CP 30-04-2019	198,763	3.16%
	N T P C LTD. CP 26-04-2019	49,758	0.79%
INFRASTRUCTURE SECTOR Total		834,896	13.27%
Others		239,745	3.81%
Current Assets and Liabilities		-46,947	-0.75%
Grand Total		6,291,502	100%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: LIQUID FUND [ULIF01909/10/15LIQUIDFUND117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
GOVERNMENT OF INDIA			
	364 DAY TBILL 09-01-2020	2,470	35.07%
	364 D TB 31-10-2019	1,632	23.17%
	364 DAY TBILL 16-01-2020	997	14.15%
	364 DAY TBILL 19-12-2019	953	13.53%
GOVERNMENT OF INDIA Total		6,053	85.92%
Others		705	10.00%
Current Assets and Liabilities		287	4.08%
Grand Total		7,045	100%

Name of Fund: MID CAP FUND [ULIF02501/01/18MIDCAPFUND117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
FINANCIAL AND INSURANCE ACTIVITIES			
	STATE BANK OF INDIAFV-1	659	2.33%
	CITY UNION BANK LTD.	523	1.85%
	CAN FIN HOMES LIMITED FV-2	489	1.73%
	RBL BANK LTD.	446	1.58%
	YES BANK LTD.FV-2	443	1.57%
	LIC HOUSING FINANCE LTD.	395	1.40%
	FEDERAL BANK LTD.	333	1.18%
	MAHINDRA & MAHINDRA FINANCIAL SERVICES LTD.	326	1.15%
	SBI LIFE INSURANCE CO. LTD	305	1.08%
	ICICI LOMBARD GENERAL INSURANCE COMPANY LIMITED	279	0.99%
	SHRIRAM TRANSPORT FINANCE CO. LTD.	276	0.98%
	CHOLAMANDALAM INVESTMENT & FINANCE CO. LTD.	248	0.88%
	BAJAJ HOLDINGS AND INVESTMENT LIMITED	236	0.83%
	L & T FINANCE HOLDINGS LTD.	230	0.81%
	MAX FINANCIAL SERVICES LTD	205	0.73%
	MAGMA FINCORP LTD.	135	0.48%
	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LTD.	115	0.41%
	PUNJAB NATIONAL BANK FV 2	110	0.39%
	IIFL HOLDINGS LTD.	76	0.27%
	BAJAJ FINSERV LIMITED	7	0.02%
FINANCIAL AND INSURANCE ACTIVITIES Total		5,836	20.64%
TRI PARTY REPO			
	TREP 6.85% 29/02-04-2019	3,947	13.96%
TRI PARTY REPO Total		3,947	13.96%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
MANUFACTURE OF PHARMACEUTICALS, MEDICINAL CHEMICAL AND BOTANICAL PRODUCTS			
	PIRAMAL ENTERPRISES LTD.	696	2.46%
	AUROBINDO PHARMA LTD	478	1.69%
	TORRENT PHARMACEUTICALS LIMITED	450	1.59%
	DIVIS LABORATORIES LTD.	433	1.53%
	JB CHEMICALS & PHARMACEUTICALS LTD.	307	1.09%
	ALKEM LABORATRIES LTD	271	0.96%
	GLENMARK PHARMACEUTICALS LTD.	148	0.52%
	ABBOTT INDIA LTD.	131	0.47%
	DISHMAN CARBOGEN AMCIS LTD.	126	0.44%
	BIOCON LTD.	106	0.38%
MANUFACTURE OF PHARMACEUTICALS, MEDICINAL CHEMICAL AND BOTANICAL PRODUCTS Total		3,147	11.13%
Others		12,525	44.31%
Current Assets and Liabilities		2,814	9.95%
Grand Total		28,269	100%

Name of Fund: MULTIPLIER II FUND [ULIF01115/12/09MULTIPLIE2117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
FINANCIAL AND INSURANCE ACTIVITIES			
	HDFC BANK LTD	397,573	5.62%
	ICICI BANK LTD FV 2	369,091	5.22%
	HDFC	334,839	4.73%
	KOTAK MAHINDRA BANK LTD	200,407	2.83%
	STATE BANK OF INDIA FV-1	125,766	1.78%
	AXIS BANK LTD.	123,595	1.75%
	YES BANK LTD.FV-2	93,857	1.33%
	BAJAJ FINANCE LIMITED FV -2	69,112	0.98%
	BAJAJ FINSERV LIMITED	9,268	0.13%
FINANCIAL AND INSURANCE ACTIVITIES Total		1,723,508	24.36%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES			
	INFOSYS LTD.	441,215	6.24%
	TATA CONSULTANCY SERVICES LTD.	264,510	3.74%
	HCL TECHNOLOGIES LIMITED	84,582	1.20%
	TECH MAHINDRA LIMITED FV-5	73,753	1.04%
	WIPRO	56,395	0.80%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES Total		920,455	13.01%
MUTUAL FUND			
	KOTAK MAHINDRA MF-KOTAK BANKING ETF - DIV PAYOUT	327,813	4.63%
	SBI-ETF NIFTY BANK	298,688	4.22%
	R*SHARES BANK BEES ETF	287,022	4.06%
MUTUAL FUND Total		913,523	12.91%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
MANUFACTURE OF COKE AND REFINED PETROLEUM PRODUCTS			
	RELIANCE INDUSTRIES	599,354	8.47%
	INDIAN OIL CORPN. LTD.	67,081	0.95%
	HINDUSTAN PETROLEUM CORPN. LTD	31,824	0.45%
	BPCL	24,142	0.34%
MANUFACTURE OF COKE AND REFINED PETROLEUM PRODUCTS Total		722,401	10.21%
Others		2,712,819	38.35%
Current Assets and Liabilities		81,312	1.15%
Grand Total		7,074,018	100%

Name of Fund: MULTIPLIER III FUND [ULIF01809/10/15MULTIPLIER3117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
FINANCIAL AND INSURANCE ACTIVITIES			
	HDFC BANK LTD	6,321	6.09%
	ICICI BANK LTD FV 2	5,018	4.84%
	HDFC	3,224	3.11%
	AXIS BANK LTD.	2,274	2.19%
	KOTAK MAHINDRA BANK LTD	1,967	1.90%
	STATE BANK OF INDIA FV-1	1,287	1.24%
	ICICI LOMBARD GENERAL INSURANCE COMPANY LIMITED	968	0.93%
	YES BANK LTD.FV-2	962	0.93%
	BAJAJ FINANCE LIMITED FV -2	871	0.84%
	SBI LIFE INSURANCE CO. LTD	213	0.21%
FINANCIAL AND INSURANCE ACTIVITIES Total		23,106	22.28%
MUTUAL FUND			
	KOTAK MAHINDRA MF-KOTAK BANKING ETF - DIV PAYOUT	4,847	4.67%
	R*SHARES BANK BEES ETF	4,553	4.39%
	SBI-ETF NIFTY BANK	4,343	4.19%
MUTUAL FUND Total		13,742	13.25%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES			
	INFOSYS LTD.	5,940	5.73%
	TATA CONSULTANCY SERVICES LTD.	2,656	2.56%
	WIPRO	1,062	1.02%
	HCL TECHNOLOGIES LIMITED	966	0.93%
	TECH MAHINDRA LIMITED FV-5	729	0.70%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES Total		11,353	10.95%
Others		50,258	48.46%
Current Assets and Liabilities		5,257	5.07%
Grand Total		103,715	100%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: PREMIER MULTI-CAP FUND [ULIF02101/01/18MULTICAPFN117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
FINANCIAL AND INSURANCE ACTIVITIES			
	HDFC BANK LTD	1,806	3.69%
	HDFC	1,705	3.48%
	ICICI BANK LTD FV 2	918	1.87%
	AXIS BANK LTD.	680	1.39%
	KOTAK MAHINDRA BANK LTD	626	1.28%
	STATE BANK OF INDIAFV-1	591	1.21%
	BAJAJ FINANCE LIMITED FV -2	411	0.84%
	INDUSIND BANK LTD	345	0.71%
	YES BANK LTD.FV-2	276	0.56%
	INDIABULLS HOUSING FINANCE LTD	249	0.51%
	BAJAJ FINSERV LIMITED	239	0.49%
	SHRIRAM TRANSPORT FINANCE CO. LTD.	238	0.49%
	CHOLAMANDALAM INVESTMENT & FINANCE CO. LTD.	192	0.39%
	MAHINDRA & MAHINDRA FINANCIAL SERVICES LTD.	168	0.34%
	CAN FIN HOMES LIMITED FV-2	165	0.34%
	SBI LIFE INSURANCE CO. LTD	146	0.30%
	RBL BANK LTD.	127	0.26%
	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LTD.	72	0.15%
	FEDERAL BANK LTD.	54	0.11%
	MAGMA FINCORP LTD.	14	0.03%
FINANCIAL AND INSURANCE ACTIVITIES Total		9,023	18.43%
TRI PARTY REPO			
	TREP 6.85% 29/02-04-2019	6,957	14.21%
TRI PARTY REPO Total		6,957	14.21%
MUTUAL FUND			
	KOTAK MAHINDRA MF-KOTAK BANKING ETF - DIV PAYOUT	1,918	3.92%
	R*SHARES BANK BEES ETF	1,774	3.62%
	SBI-ETF NIFTY BANK	1,575	3.22%
MUTUAL FUND Total		5,267	10.76%
Others		21,075	43.05%
Current Assets and Liabilities		6,630	13.54%
Grand Total		48,951	100%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: PRESERVER [ULIF00125/01/05PRESERVERF117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
GOVERNMENT OF INDIA			
	7.35% GOI 22-06-2024	121,920	20.24%
	7.59% GOI 11-01-2026	111,705	18.55%
	7.32% GOI 28-01-2024	86,318	14.33%
	7.68% GSEC 15-12-2023	82,360	13.67%
	8.39% RAJASHTAN SDL UDAY 15-03-2024	76,661	12.73%
	7.37% GOI 16-04-2023	45,815	7.61%
	7.16% GSEC 20-05-2023	35,319	5.86%
	7.99% MAHARASHTRA SDL 28-10-2025	8,345	1.39%
	8.13% GOI OIL Bond 2021	3,077	0.51%
	7.59% GOI 20-03-2029	2,005	0.33%
GOVERNMENT OF INDIA Total		573,522	95.22%
Others		22,326	3.71%
Current Assets and Liabilities		6,449	1.07%
Grand Total		602,298	100.00%

Name of Fund: PRESERVER II FUND [ULIF00815/12/09PRESERVER2117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
GOVERNMENT OF INDIA			
	7.35% GOI 22-06-2024	142,240	20.58%
	7.59% GOI 11-01-2026	142,170	20.57%
	7.32% GOI 28-01-2024	132,015	19.10%
	8.39% RAJASHTAN SDL UDAY 15-03-2024	76,661	11.09%
	7.68% GSEC 15-12-2023	56,623	8.19%
	7.16% GSEC 20-05-2023	50,455	7.30%
	8.40% GSEC 28-07-2024	15,908	2.30%
	7.37% GOI 16-04-2023	10,181	1.47%
	7.26% GOI 14-01-2029	9,939	1.44%
	8.13% GOI OIL Bond 2021	420	0.06%
GOVERNMENT OF INDIA Total		636,611	92.11%
Others		28,330	4.10%
Current Assets and Liabilities		26,195	3.79%
Grand Total		691,137	100.00%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: PROTECTOR [ULIF00225/01/05PROTECTORF117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
INFRASTRUCTURE SECTOR			
	10.40% SIKKA PORTS & TERMINALS LTD. 18-07-2021	95,066	7.58%
	8.45% IRFC 04-12-2028	61,363	4.89%
	8.93% POWER GRID CORPORATION 20-10-2022	51,966	4.14%
	8.35% IRFC NCD 13-03-2029	50,546	4.03%
	8.12% N H P C LTD. 22-03-2029	50,384	4.02%
	8.27% RECL 06-02-2025	50,093	3.99%
	8.65% POWER FINANCE CORPN. LTD. 28-12-2024	30,540	2.43%
	8.54% RECL 15-11-2028	25,787	2.06%
	9.98% IL&FS 05-12-2021	22,500	1.79%
	10.25% SIKKA PORTS & TERMINALS LTD. 22-08-2021	21,104	1.68%
	9.30% POWER GRID CORPORATION 28-06-2023	10,551	0.84%
INFRASTRUCTURE SECTOR Total		469,900	37.46%
GOVERNMENT OF INDIA			
	7.26% GOI 14-01-2029	109,329	8.72%
	7.72% GOI 26-10-2055	60,818	4.85%
	7.17% GOI 08-01-2028	48,990	3.91%
	7.37% GOI 16-04-2023	40,724	3.25%
	7.59% GOI 11-01-2026	40,620	3.24%
	8.83% GSEC 12-12-2041	28,137	2.24%
	7.06% GOI 10-10-2046	28,134	2.24%
	9.23% GOI 23-12-2043	4,375	0.35%
	7.16% GSEC 20-05-2023	1,009	0.08%
GOVERNMENT OF INDIA Total		362,136	28.87%
FINANCIAL AND INSURANCE ACTIVITIES			
	9.05% DEWAN HOUSING FINANCE CORPN. LTD. 09-09-2023	99,479	7.93%
	9.45% EXIM 16-09-2023	79,682	6.35%
	8.90% STATE BANK OF INDIA 02-11-2028	62,628	4.99%
	9.00% SHRIRAM TRANSPORT FINANCE CO. LTD. 28-03-2028	50,036	3.99%
	8.67% IDFC BANK 03-01-2025	5,026	0.40%
FINANCIAL AND INSURANCE ACTIVITIES Total		296,851	23.67%
Others		102,869	8.20%
Current Assets and Liabilities		22,578	1.80%
Grand Total		1,254,334	100.00%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Name of Fund: PROTECTOR II FUND [ULIF00915/12/09PROTECTOR2117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
GOVERNMENT OF INDIA			
	7.26% GOI 14-01-2029	1,089,712	9.98%
	7.17% GOI 08-01-2028	933,260	8.54%
	7.72% GOI 26-10-2055	415,182	3.80%
	6.79% GSEC 15-05-2027	288,150	2.64%
	8.17% GSEC 01-12-2044	265,200	2.43%
	7.06% GOI 10-10-2046	158,863	1.45%
	7.35% GOI 22-06-2024	152,400	1.40%
	7.61% GSEC 09-05-2030	150,830	1.38%
	8.38% HARYANA SDL 27-01-2026	101,792	0.93%
	8.22% PUNJAB SPL SDL 30-03-2026	50,315	0.46%
	7.98% KARNATAKA SDL 14-10-2025	41,081	0.38%
	8.17% TAMILNADU SDL 26-11-2025	40,220	0.37%
	8.40% GSEC 28-07-2024	37,118	0.34%
	7.59% GOI 11-01-2026	36,396	0.33%
	8.83% GSEC 25-11-2023	32,194	0.29%
	7.72% GOI 25-05-2025	32,180	0.29%
	7.88% GOI 19-03-2030	29,901	0.27%
	8.01% RAJASTHAN SDL 23-06-2020	25,247	0.23%
	8.15% RAJASTHAN SDL 23-06-2021	25,115	0.23%
	7.86% RAJASTHAN SDL 23-06-2019	25,033	0.23%
	7.59% GOI 20-03-2029	24,057	0.22%
	6.79% GOI 26-12-2029	22,142	0.20%
	7.29% WEST BENGAL SDL 28-12-2026	8,521	0.08%
	8.13% GOI OIL Bond 2021	605	0.01%
GOVERNMENT OF INDIA Total		3,985,511	36.49%
FINANCIAL AND INSURANCE ACTIVITIES			
	9.05% DEWAN HOUSING FINANCE CORPN. LTD. 09-09-2023	348,178	3.19%
	7.95% HDFC BANK 21-09-2026	344,410	3.15%
	8.90% DEWAN HOUSING FINANCE CORPN. LTD. 04-06-2021	299,145	2.74%
	8.85% BAJAJ FINANCE LTD. 21-07-2026	254,698	2.33%
	8.67% IDFC BANK 03-01-2025	251,278	2.30%
	8.27% CHOLAMANDALAM INV & FIN 26-09-2019	250,370	2.29%
	9.00% SHRIRAM TRANSPORT FINANCE CO. LTD. 28-03-2028	250,180	2.29%
	8.90% STATE BANK OF INDIA 02-11-2028	156,571	1.43%
	12.00% KARNATAKA BANK LTD. 16-11-2028	128,858	1.18%
	8.45% SUNDARAM FINANCE LTD 21-02-2028	100,764	0.92%
	8.70% IDFC BANK 20-05-2025	100,698	0.92%
	8.45% BAJAJ FINANCE LTD 29-09-2026	52,869	0.48%
	8.90% DEWAN HOUSING FINANCE CORPN. LTD. 04-06-2023	39,549	0.36%
FINANCIAL AND INSURANCE ACTIVITIES Total		2,577,566	23.60%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
INFRASTRUCTURE SECTOR			
	7.90% SIKKA PORTS & TERMINALS LTD. 18-11-2026	539,606	4.94%
	7.95% SIKKA PORTS & TERMINALS LTD. 28-10-2026	442,754	4.05%
	8.72% L&T INFRA DEBT FUND LTD 27-03-2026	256,319	2.35%
	8.35% IRFC NCD 13-03-2029	252,732	2.31%
	7.10% POWER FINANCE CORPN 08-08-2022	246,267	2.25%
	8.12% N H P C LTD. 22-03-2029	201,535	1.85%
	7.35% POWER FINANCE CORPN. LTD. 22-11-2022	198,255	1.82%
	8.8% POWER FINANCE CORPORATION 15-01-202	102,490	0.94%
	8.39% POWER FINANCE CORPN 19-04-2025	100,745	0.92%
	8.93% POWER GRID CORPORATION 20-10-2022	51,966	0.48%
	8.37% REC LTD 07-12-2028	51,314	0.47%
	8.65% POWER FINANCE CORPN. LTD. 28-12-2024	50,900	0.47%
	9.82% IL&FS 24-01-2022	30,000	0.27%
INFRASTRUCTURE SECTOR Total		2,524,881	23.12%
Others		1,311,476	12.01%
Current Assets and Liabilities		523,038	4.79%
Grand Total		10,922,471	100.00%

Name of Fund: VIRTUE [ULIF00719/02/08VIRTUEFUND117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES			
	INFOSYS LTD.	59,138	7.39%
	TECH MAHINDRA LIMITED FV-5	15,671	1.96%
	TATA CONSULTANCY SERVICES LTD.	14,840	1.85%
	ORACLE FINANCIAL SERVICES SOFTWARE LTD	6,325	0.79%
	HCL TECHNOLOGIES LIMITED	6,264	0.78%
	CYIENT LTD	6,136	0.77%
	BIRLASOFT LIMITED	1,249	0.16%
	KPIT ENGINEERING LTD.	1,111	0.14%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES Total		110,734	13.83%
MANUFACTURE OF COKE AND REFINED PETROLEUM PRODUCTS			
	RELIANCE INDUSTRIES	74,363	9.29%
	INDIAN OIL CORPN. LTD.	13,682	1.71%
	CASTROL INDIA LTD.	11,468	1.43%
	BPCL	5,367	0.67%
MANUFACTURE OF COKE AND REFINED PETROLEUM PRODUCTS Total		104,880	13.10%
MANUFACTURE OF CHEMICALS AND CHEMICAL PRODUCTS			
	HINDUSTAN UNILEVER LTD	25,162	3.14%
	DABUR	14,799	1.85%
	ASIAN PAINTS LTD	9,161	1.14%
	BAYER CROPSOURCE LTD.	8,938	1.12%
	GODREJ CONSUMER PRODUCTS LTD.	8,282	1.03%

ANNEXURE 11

Name of the Insurer : PNB MetLife India Insurance Company Limited

Industry wise disclosure of Investments as at March 31, 2019 (with exposure of 10% and above)

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
	GRASIM INDUSTRIES LTDFV-2	7,824	0.98%
	AARTI INDUSTRIES LTD.	6,311	0.79%
	PI INDUSTRIES LTD.	6,163	0.77%
	BERGER PAINTS INDIA LTD.	5,180	0.65%
	UNITED PHOSPHORUS LTD.	3,437	0.43%
MANUFACTURE OF CHEMICALS AND CHEMICAL PRODUCTS Total		95,256	11.90%
Others		493,631	61.65%
Current Assets and Liabilities		-3,788	-0.47%
Grand Total		800,712	100%

Name of Fund: VIRTUE II FUND [ULIF01215/12/09VIRTUE2FND117]

Industry	Security Description	Market Value (Rs. In 000)	% of NAV
TRI PARTY REPO			
	TREP 6.85% 29/02-04-2019	491,088	18.87%
TRI PARTY REPO Total		491,088	18.87%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES			
	INFOSYS LTD.	152,367	5.86%
	HCL TECHNOLOGIES LIMITED	44,094	1.69%
	TATA CONSULTANCY SERVICES LTD.	40,684	1.56%
	TECH MAHINDRA LIMITED FV-5	32,346	1.24%
	WIPRO	28,266	1.09%
	MPHASIS LTD	8,285	0.32%
	PERSISTENT SYSTEMS LIMITED	7,647	0.29%
	BIRLASOFT LIMITED	3,732	0.14%
	KPIT ENGINEERING LTD.	3,318	0.13%
COMPUTER PROGRAMMING, CONSULTANCY AND RELATED ACTIVITIES Total		320,738	12.33%
Others Total		1,662,259	63.88%
Current Assets and Liabilities Total		127,984	4.92%
Grand Total		2,602,068	100%

MANAGEMENT REPORT

FOR THE YEAR ENDED MARCH 31, 2019

With respect to the operations of PNB MetLife India Insurance Company Limited ('the Company') for the year ended March 31, 2019 and results thereof, the Management of the Company confirms and declares that:

1. The Certificate of Registration granted by the Insurance Regulatory and Development Authority of India (IRDAI) continues to be in force as at March 31, 2019. As per the circular IRDA/F&A/CIR/GLD/062/04/2015 dated April 7, 2015 issued by IRDAI, the authority has discontinued the process of issuing a renewed physical certificate and the existing certificate is valid from the date of issuance.
2. We certify, to the best of our knowledge and belief, that all material dues payable to the statutory authorities have been duly paid.
3. The shareholding pattern and transfer of shares during the year are in accordance with statutory and regulatory requirements.
4. The management has not invested directly or indirectly outside India the funds of the holders of policies issued in India.
5. The solvency margins as required by the regulations prescribed by the IRDAI have been maintained.
6. The Company has reviewed the values of all the assets as at March 31, 2019. We certify to the best of our knowledge and belief, that the value of the assets as set forth 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 Premiums", "Interest, Dividends and Rents outstanding", "Interest, Dividends, Rents accruing but not due", "Amounts due from other persons or Bodies carrying on insurance business", "Sundry Debtors", "Bills Receivable", "Cash" and the several items specified under "Other Accounts".
7. We certify that no part of the life insurance fund has been directly or indirectly applied in contravention of the Insurance Act, 1938 (as amended in 2015), IRDA (Investment) Regulation, 2016 as amended and applicable circulars and guidelines relating to the application and investments of the life insurance funds.
8. In a process oriented industry like insurance, it is important to integrate and strengthen the role of risk management in business processes and decisions. In order to enable the same, the risk management in the Company is managed by an independent risk management function. The role of the risk management function is to establish sound risk management practices by proactively identifying, measuring, mitigating and monitoring the organization's risk exposures. Our risk management is based upon four guiding principles viz. 'Controlled Risk-Taking', 'Ownership, Accountability and Authority', 'Specialization' and 'Change Management'. The Enterprise Risk Management framework is designed to manage the Insurance, Market, Credit, Liquidity and Operational Risks. Assessment is done on a regular basis to evaluate enterprise wide risks and take appropriate steps to mitigate the same.
9. Apart from this, In order to monitor the Risk Management at Board level, as per Corporate Governance Guidelines issued by IRDAI, Asset Liability Management & Risk Management Committee (ALMR) is established as a sub-committee of the Board. ALMR committee is setting up the Company's risk/reward objectives, formulate and implement optimal ALM strategies and also lay down Company's Risk Management Strategy. The committee will also provide ALM and Risk management governance oversight throughout the Company.
10. The Company's risk exposure could also be in the areas of adverse claims experience, shortfall in investment performance and high expense levels. Mitigation steps in each of these areas are stated below:
 - The Company's underwriting policy and implementation of the same are subjected to continuous monitoring and review. Adequate and suitable reinsurance treaties are in force with internationally reputed and highly rated reinsurers.
 - The investments of the Company are in accordance with IRDAI guidelines and as per the Investment Policy approved by the Investment Committee of the Board which stipulates appropriate risk exposures. credit risk, liquidity risk and market risks are also evaluated on a continuous basis.
 - The assets of the Company are invested in accordance with the requirements prescribed by the IRDAI.
 - Expenses are continuously monitored to ensure that the expense levels are commensurate with the level of operations of the company.
11. The Company is not operating in any other country.
12. Death claims registered and not settled (where all the documentations have been completed) as on March 31, 2019 is NIL.

Trends in death claim settlement time for the last five financial years are given below:

Financial year	2014-15	2015-16	2016-17	2017-18	2018-19
Average claim settlement period (in days)	3.06	6.12	3.14	2.38	1.0

13. We certify that the values as shown in the Balance sheet pertaining to investments are as under:

- Debt securities: In case of shareholders' and non-linked policyholders' investments, debt securities (other than Government securities) are valued at amortised cost. In case of linked policyholders, bonds & debentures securities (other than Government securities) are valued at market value using CRISIL Bond Valuer and money market instruments are being stated at amortized cost.
- Government securities: In case of shareholders and non-linked policyholders' investments, Government securities have been valued at amortised cost. In case of linked policyholders' investments, Government securities are valued at market price using CRISIL Gilt Prices
- Liquid mutual funds are valued at the previous day's net asset values
- Listed equity shares and equity ETF Investments are valued at fair value being the closing price on the National Stock Exchange ('NSE'). If the security is not listed/ traded on NSE, then the closing price on the Bombay Stock Exchange ('BSE') is used.

14. The Company ensures that policyholders' and shareholders' funds are invested in high grade fixed income securities with a minimum rating of AA / A and equities of high quality based on fundamental research. Management has reviewed the performance of these investments and are largely aligned to the industry benchmarks.

15. Management of the Company certifies that:

- The financial statements of the Company have been prepared in accordance with applicable accounting standards, the regulations stipulated and the circulars issued by the IRDAI in this context from time to time and the provisions of the Insurance Act, 1938 (as amended in 2015) with no material deviations.
- Management has adopted accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as at March 31, 2019 and of the operating profit of the Company for the year ended March 31, 2019.
- Management has taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the applicable provisions of the Insurance Act 1938 and the Companies Act, 2013 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities.
- Management has prepared the financial statements on a going concern basis.
- Management has ensured that an internal audit system commensurate with the size and nature of the business exists and is operating effectively.

16. Details of payments to individuals, firms, companies and organizations in which directors are interested:

Sl. No.	Name of the Director	Status	Entity in which he is interested	Interested as	Amount of payment during the financial year (Rs. in lakhs)
1	Sunil Mehta	Appointed w.e.f. 2nd August 2017	Punjab National Bank	Managing Director & CEO	Commission - Rs. 16,647
2	Lingam Venkata Prabhakar	Appointed w.e.f. 19th July, 2018		Executive Director	Bank charges - Rs. 62
3	Sanjiv Sharan	Resigned w.e.f. 30th May, 2018		Executive Director	Reward and Recognition - Rs. 1,175
4	D R Mohnot	Resigned w.e.f. 29th May, 2018		Punjab National Bank Nominee Director	Claims/Surrender settled - Rs. 1

For and on behalf of the Board of Directors

Kishore Ponnayolu

Chairman
DIN No. 08226069

Ashish Kumar Srivastava

Managing Director & CEO
Din No. 00355075

Archana N Hingorani

Director
DIN No. 00028037

Anisha Motwani

Director
DIN No. 06943493

Khalid Ahmad

Chief Financial Officer

P K Dinakar

Appointed Actuary

Place: Mumbai

Date: May10, 2019

Yagya Turker

Company Secretary
M No. 19493

EMBEDDED VALUE REPORT

This report on Embedded Value results as at March 31, 2019 has been prepared by the Company and the results presented in the report have been reviewed by Willis Towers Watson Actuarial Advisory LLP.

1. BASIS OF PREPARATION

The embedded value is a measure of the consolidated value of shareholders' interest in the covered life insurance business. The Indian embedded value (IEV) results presented below have been determined by following a market consistent methodology, as per the requirements and principles set forth by the Institute of Actuaries of India (IAI) within the Actuarial Practice Standard 10 (APS10). A detailed description of the IEV methodology is provided in Section 3.

2. KEY RESULTS

2.1. Value of new business (VNB)

New business details (Rs. Cr)	Fiscal 2018	Fiscal 2019
APE*	1,313	1,492
Value of New Business (VNB)	224	314
New Business Margin	17.1%	21.1%

*Annualised Premium Equivalent is calculated as 100% of annualised regular premium for new business plus 10% of single premium.

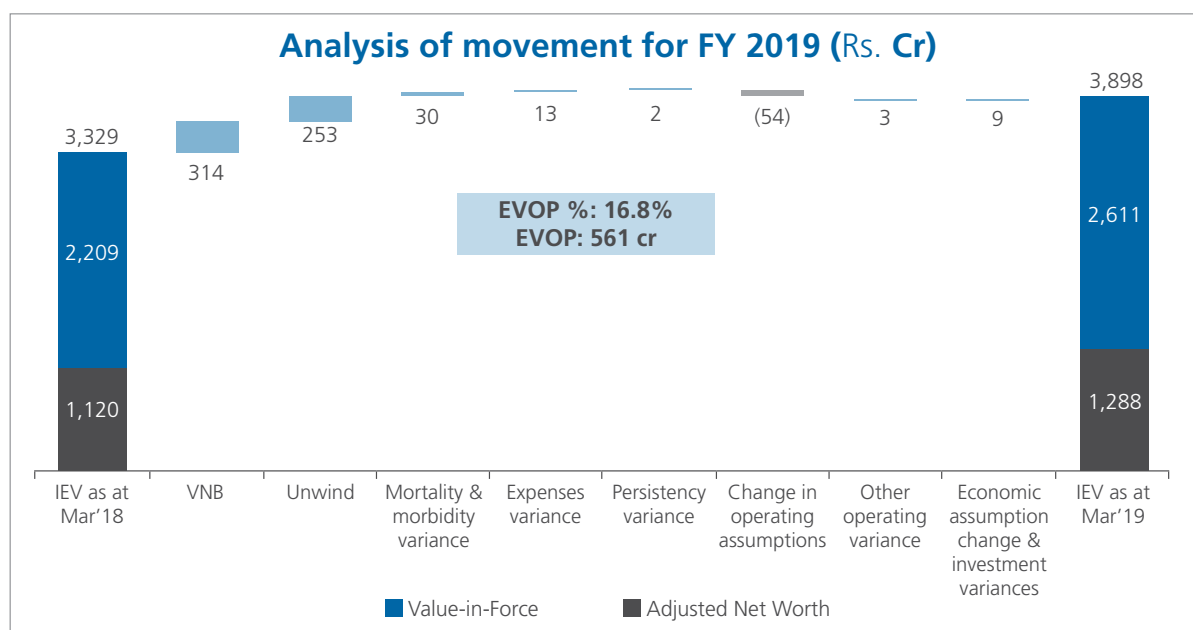
2.2. Indian embedded value (IEV)

Components of IEV (Rs. Cr)	Fiscal 2018	Fiscal 2019
Adjusted net worth (ANW)	1,120	1,288
Value of in-force business (VIF)	2,209	2,611
Indian Embedded Value (IEV)	3,329	3,898

2.3. Analysis of movement in IEV

Details	Fiscal 2018	Fiscal 2019
Embedded value operating profit (EVOP) (Rs. Cr)	458	561
Operating return on EV (EVOP %)*	16.1%	16.8%
Growth in IEV	17.5%	17.1%

* calculated as annualised EVOP (Embedded Value Operating Profit) to Opening EV



In Rs. Cr

IEV movement analysis - Components		Fiscal 2018	Fiscal 2019
Opening IEV		2,833	3,329
VNB added during the period		224	314
Unwind	At Reference rates	165	189
	At expected excess real world return over reference rates	58	63
Operating Variance	Mortality/ Morbidity	19	30
	Expenses	-4	13
	Persistency	10	2
Operating Assumption changes		-3	-54
Other Operating Variances		-11	3
IEV operating earnings (EVOP)		458	561
Economic assumption changes and investment variances		38	9
IEV Total earnings		496	569
Closing IEV		3,329	3,898

2.4. Sensitivity analysis

Scenario	Change in IEV%	Change in VNB%
Economic		
100 bps increase in interest rates and discount rates	(0.6)%	17.5%
100 bps decrease in interest rates and discount rates	0.1%	(21.8)%
10% decrease in equity values	(0.9)%	(0.3)%
Expenses		
10% increase in maintenance expenses	(0.7)%	(2.3)%
10% decrease in maintenance expenses	0.7%	2.3%
10% increase in acquisition expenses	-	(15.3)%
10% decrease in acquisition expenses	-	15.3%
Policy/premium discontinuance rates		
10% multiplicative increase in discontinuance rates	(1.6)%	(6.8)%
10% multiplicative decrease in discontinuance rates	1.9%	7.4%
Insurance risk		
5% multiplicative increase in mortality/morbidity rates	(1.1)%	(4.0)%
5% multiplicative decrease in mortality/morbidity rates	1.1%	4.1%
Taxation		
Assumed tax rate increased to 25%	(8.5)%	(16.1)%

3. Methodology

IEV is calculated as the sum of Adjusted Net Worth (ANW) and Value of In-Force business (VIF).

ANW comprises Free Surplus (FS) and Required Capital (RC).

VIF consists of the following components:

- Present Value of Future Profits (PVFP) expected to emerge from the covered business;
- Less: Frictional Cost of Capital (FCoC);
- Less: Time Value of Financial Options and Guarantees (TVFOG);
- Less: Cost of Residual Non-Hedgeable Risks (CRNHR).

3.1. Components of ANW

Free Surplus (FS): Free Surplus represents the market value of any assets in excess of liabilities and Required Capital which is potentially distributable to shareholders immediately. Free Surplus has been calculated as the excess of ANW over the Required Capital.

Required Capital (RC): Required Capital is the amount of assets attributed to the covered business over and above that required to back liabilities for the covered business, whose distribution to shareholders is restricted. Required Capital has been set at 170% of the Required Solvency Margin (RSM), based on the Company's internal capital target. RSM has been projected by applying the solvency margin factors prescribed by the IRDAI appropriate to each line of business.

3.2. Components of VIF

Present Value of Future Profits (PVFP): PVFP represents the present value of future post taxation shareholder cash-flows projected to emerge from the in-force covered business and the assets backing liabilities of the in-force covered business. The PVFP incorporates an allowance for the intrinsic value of financial options and guarantees.

Frictional Cost of Capital (FCoC): FCoC reflects the impact of taxation on investment returns and investment costs on the assets backing required capital. Required Capital is assumed to be maintained throughout the lifetime of the underlying liabilities, at the internal target level of 170% of the RSM, calculated based on the factors prescribed by IRDAI.

Cost of Residual Non-Hedgeable Risks (CRNHR): The CRNHR is an allowance for risks to shareholder value to the extent that such risks are not already allowed for in the TVFOG or the PVFP. The CRNHR has been determined using a cost of capital approach. The CRNHR makes allowance for mortality; pandemic and catastrophe; persistency; mass lapse; expense and inflation; and operational risk. For each risk, stand-alone risk capital has been computed to be consistent with a 99.5% confidence level over a one year time horizon using the economic capital model consistent with the EU Solvency II Standard Formula. Diversification benefits are considered overall at a Company level. Risk-capital is projected over the lifetime of the underlying risks using appropriate capital drivers. The cost of capital charge is assumed to be 5% per annum.

Time value of financial options and guarantees (TVFOG): The TVFOG reflects the value of the additional cost to shareholders that may arise from embedded financial options and guarantees attaching to the covered business. The intrinsic value of such options and guarantees is reflected in the PVFP.

4. Assumptions used

Demographic assumptions:

The best estimate assumptions for persistency, mortality and morbidity have been determined by having regard to the past, current and expected future experience for the Company.

Commission and Expenses:

The expense assumptions have been derived based on the Company's actual expenses during FY2019 with no anticipation of productivity gains or cost efficiencies. The fixed renewals are inflated from FY2020 onwards using the best estimate inflation rate.

The commission rates under different products are based on the actual commission payable (if any) to distributors.

Tax rates:

In determining the IEV, allowance has been made for future taxation costs expected to be incurred by the Company. This includes both corporate taxes and Goods and services tax.

The assumed taxation costs are based on existing taxation rates and structure throughout the projection period, as per the current approach adopted by the Company in determining its tax returns.

Economic assumptions:

Investment returns and discount rates are based on reference rates, used as proxy for risk free rates based on zero coupon central government bond yield curve published by FBIL.

10 May 2019

The Board of Directors
 PNB MetLife India Insurance Company Limited
 1st Floor, Techniplex 1, Techniplex Complex, Off Veer Sawarkar Flyover
 Goregaon (West), Mumbai - 400 062

Dear Sirs,

Willis Towers Watson Opinion on Embedded Value as at 31 March 2019

Willis Towers Watson Actuarial Advisory LLP ("Willis Towers Watson", "we", "us" or "our") has been engaged by PNB MetLife India Insurance Company Limited ("PNB MetLife" or "the Company") to review and provide an independent actuarial opinion on the embedded value results prepared by PNB MetLife. The review covered the embedded value as at 31 March 2019 and the value of one year's new business written during the period 1 April 2018 to 31 March 2019 (together, "embedded value results").

Scope of work

Our scope of work covered:

- A review of the methodology and assumptions used to determine the embedded value results;
- A review of the results of PNB MetLife's calculation of the embedded value results;
- A review of the analysis of movement in embedded value for FY2018-19; and
- A review of select sensitivities as defined by the Company

Opinion

Willis Towers Watson has concluded that the methodology and assumptions used to determine the embedded value results of PNB MetLife comply with the standards issued by the Institute of Actuaries of India within the Actuarial Practice Standard 10 ("Indian Embedded Value Principles"), and in particular that:

- the economic assumptions used are internally consistent and result in the projected cash-flows being valued in line with the prices of similar cash-flows that are traded on the capital markets;
- the operating assumptions have been set with appropriate regard to the past, current and expected future experience;
- the Required Capital has been determined and projected on the basis of PNB MetLife's internal capital target of 170% of the Required Solvency Margin and has been assessed from a shareholders' perspective;
- allowance has been made for the Cost of Residual Non-Hedgeable Risks; and
- for participating business, the assumed bonus rates, and allocation of profit between policyholders and shareholders, are consistent with the projection assumptions, established company practice and local market practice.

Willis Towers Watson has also performed a number of checks on the models, processes and results of the calculations performed by PNB MetLife. On the basis of this review, Willis Towers Watson has confirmed that no issues have been discovered that have a material impact on the disclosed embedded value as at 31 March 2019, the value of one year's new business written during the period 1 April 2018 to 31 March 2019, the analysis of movement in embedded value for FY2018-19 and the sensitivity analysis.

In arriving at these conclusions, Willis Towers Watson has relied on data and information provided by PNB MetLife. This Opinion is made solely to PNB MetLife in accordance with the terms of Willis Towers Watson's engagement letter dated 21 February 2018 and addendum to this letter dated 11 March 2019. To the fullest extent permitted by applicable law, Willis Towers Watson does not accept or assume any responsibility, duty of care or liability to anyone other than PNB MetLife for or in connection with its review work, the opinions it has formed or for any statements set forth in this opinion.

Vivek Jalan, FIAI
 Managing Partner

Willis Towers Watson Actuarial Advisory LLP

Registered Office:
 A-210, Pioneer Urban Square,
 Sector- 62 Golf Course Extension Road
 Gurugram-122003, India

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EMPOWERING THE JOURNEY OF GIRL TO A WOMAN



TAKING BADMINTON TO THE GRASSROOTS LEVEL



GIVING BACK TO THE COMMUNITIES

PNB MetLife India Insurance Company Limited. Registered Office address: Unit No. 701, 702 & 703, 7th Floor, West Wing, Raheja Towers, 26/27 M G Road, Bengaluru - 560 001, Karnataka, IRDAI Registration Number 117. CIN U66010KA2001PLC028883. For more details on risk factors, please read the sales brochure carefully before concluding the sale. Terms and Conditions apply. The marks "PNB" and "MetLife" are registered trademarks of Punjab National Bank and Metropolitan Life Insurance Company, respectively. PNB MetLife India Insurance Company Limited is a licensed user of these marks.

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Phone: +91-22-41790000, Fax: +91-22-41790203.