

We are **SIMPLER**

We are **SMARTER**

We are **FASTER**

Future Generali India Life Insurance

*Simpler, Smarter and Faster Insurer building
Value, keeping customers at the core*

12+ years

of securing lives and building impactful relationships with our customers

A leading retail insurer,
protecting people in a changing world.

Campus to Corporate Future Generali India Life Insurance

Future Generali Life Insurance – Joint Venture with strong parentage

Future Generali, incorporated in 2007, is the first composite insurer in the country. It is backed by **Future Group** and **Generali Group** to provide a complete range of insurance solutions to customers and enterprises

FUTURE GROUP

Since 1987

Future Group operates some of India's most popular retail chains like Central, Big Bazaar, Food Bazaar, Home Town and eZone



Since 1831

GENERALI



Generali is among the world's leading insurers and it is present in over 60 countries with total premium income ~ €70 billion in 2017

Life Insurance

P&C Insurance

Investment
Management

Wealth Management

Real Estate

Leading
Bancassurance Player

Future Generali Life Insurance - Diversified business with strong fundamentals

Future Generali at a Glance for FY 2018-19



Total Capital deployed
~ INR 1843 Cr



AUM
INR 3780 Cr



Claim Settlement
95%



~1.3 Mn+
Individual Business
policies sold



1.7 Mn+
Lives covered



~8000
Agents



106 full servicing
branches

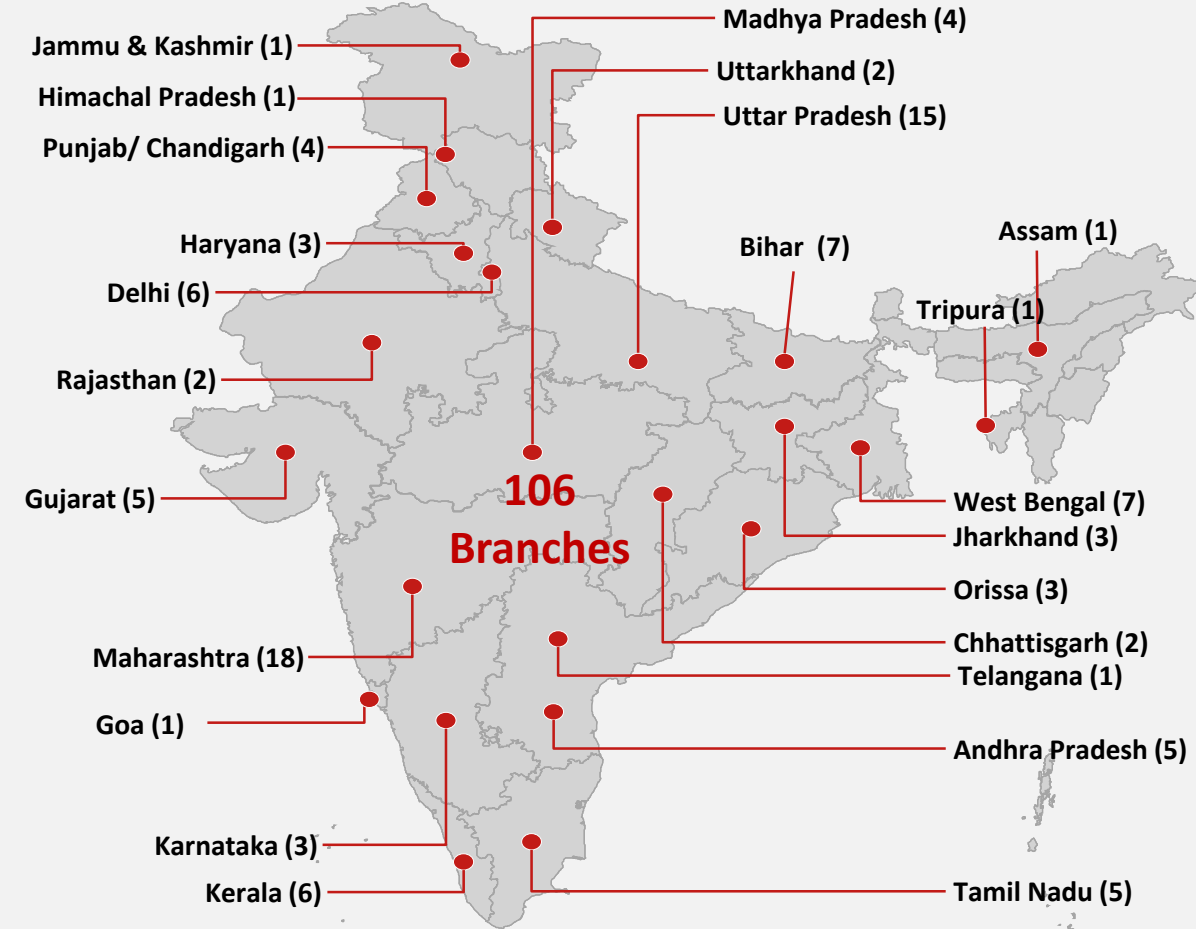


One of the Fastest
Growing life insurer
in FY 19



400+ corporate
clients

Our Distribution Network

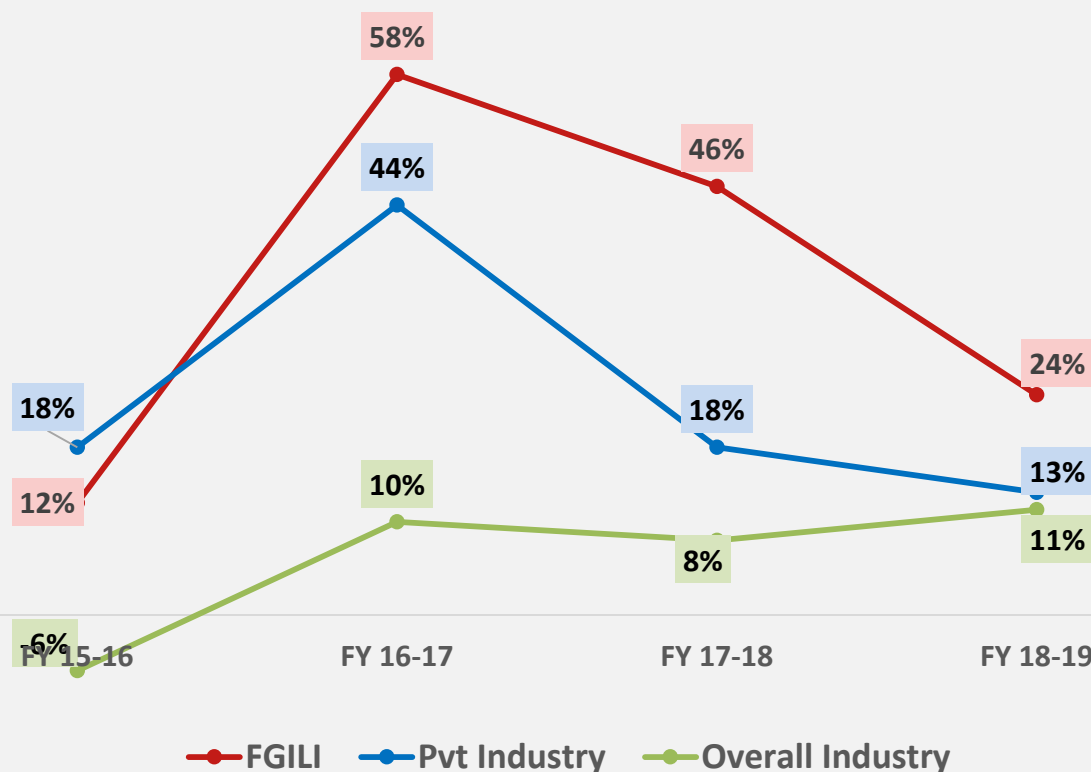


We are growing faster than Industry and a regular member of the Top 6 fastest growing insurers list

Total New Business and Individual Business Growth at 10% Single Premium

Source: Life Council Disclosures

Growth in Total New Business as compared to Private LI and Overall LI Industry



TOP 6 Insurers in terms of Total New Business Growth for FY 2018-19 (as compared to FY 2017-18)

Non Bank Players	Rank	Growth %
Tata AIA Life	1	57%
Aditya Birla Sun Life	2	44%
Edelweiss Tokio Life	3	38%
Bharti Axa Life	4	31%
Future Generali Life	5	24%
India First Life	6	23%

Program Structure



Evaluation



30 days

IC 33/38
Certification
Product and
Process Test

60 days

Evaluation of
application of
knowledge

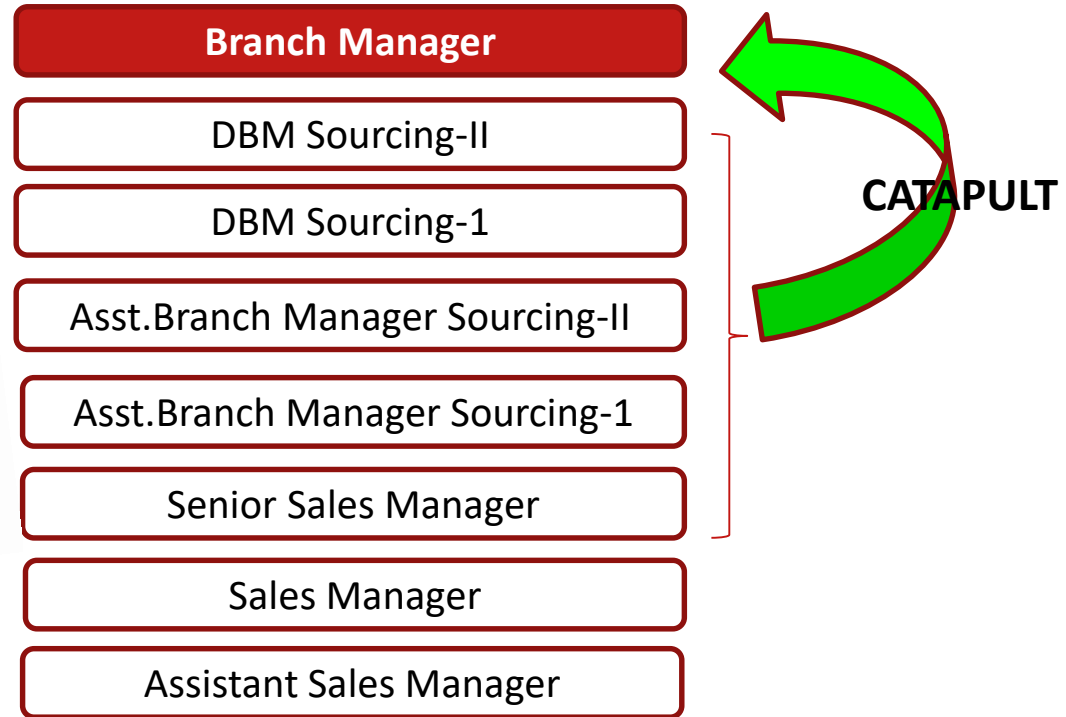
120 days

Final
Evaluation
& course
completion
evaluation

Growth Potential- Agency Channel



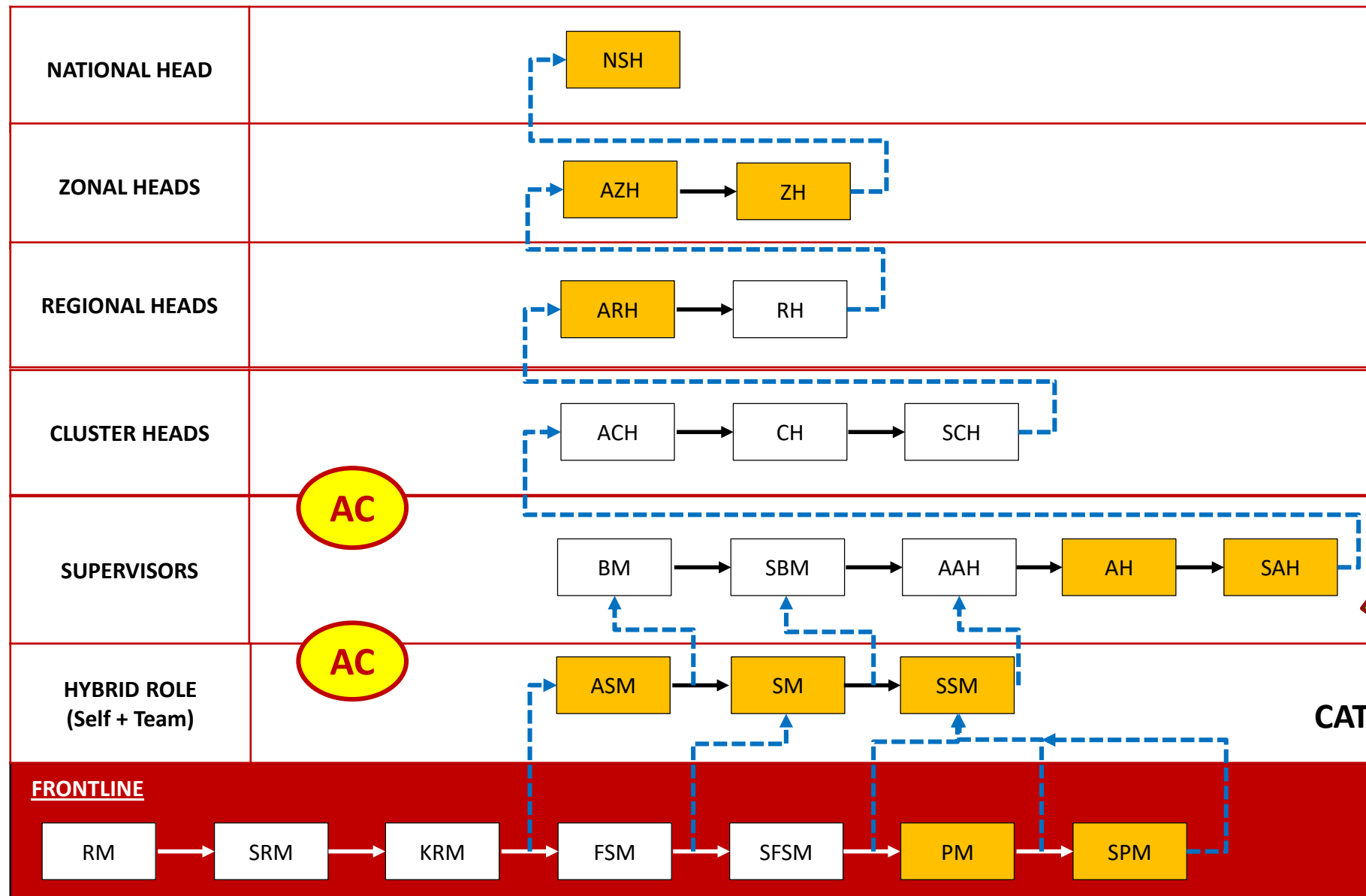
Job Description



Recruit Agents and Source Business for the Company



Growth Potential- Direct Channel



New Roles



indicates
Assessment Centre required
for moving to the next Level

CATAPULT

Recognition driven by Performance



These benefits are over and above fixed CTC and incentives

BEYOND THE BUSINESS



MAGICAL MALAYSIA



BAHRAIN CALLING



CRUISE TO SINGAPORE



THE LEAGUE OF CHAMPIONS - SWITZERLAND



LET'S MARCH TO PATTAYA

BEYOND THE BUSINESS



Employee Benefits



Employee Discount Card

To promote Future Group owned products, to increase brand awareness and to extend the benefit to all employees at a discounted price on MRP



Group Life Insurance

To provide pure protection to employees in case of death so that the dependants are able to sustain the sudden monetary loss for a specified time



Group Personal Accident Insurance

To help reduce financial burden of the family of employee arising out of death or disablement of the employee because of accident while on duty



Group Mediclaim

To help reduce employee's financial burden arising out of any hospitalization expenses incurred for self or for his dependants because of accident and/or illness

Our Annual Compensation Offer (AGENCY Channel)

COMPONENTS

PER ANNUM

	YFP	YDP
Fixed Compensation including Insurance benefits	INR 2,04,741	INR 3,08,397
Variable as R&R and Earning Opportunity (Annually subject to 100 % achievement of Goal sheet, Average % is considered)	INR 1,62,000	INR 1,98,000
Total Cost to Company (Fixed + variable)	INR 3,66,741	INR 5,06,397

Over & Above the prior mentioned variables:

- Quarterly Contest International Conventions will be planned with approximately 4 International Trips on overachievement of GS
- Long term Appreciation is paid over & Above based on eligibility & qualifying the program

Our Annual Compensation Offer (DIRECT Channel)

COMPONENTS

PER ANNUM

	YFP	YDP
Fixed Compensation including Insurance benefits	INR 2,04,741	INR 3,08,397
Monthly Incentive, Quarterly Bonus, Promotion Increment , BDA (Annually subject to 100 % achievement of Goal sheet)	INR 1,68,875	INR 2,02,500
Total Cost to Company (Fixed + variable)	INR 3,73,616	INR 5,10,897

Over & Above the prior mentioned variables:

- Opportunity to earn additional 10% of monthly incentive and quarterly bonus on achieving 90% persistency
- Promotion in 9 Months on Completion on 100% Month on Month Target for SRM

THANK YOU