

# Ushering a golden age of digitization



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## BOARD OF DIRECTORS

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Mr. Rajendra P. Chitale  
Director

Mr. H. Ansari  
Director



Mrs. Chhaya Virani  
Director

Dr. Thomas Mathew  
Director  
(Appointed as a Director  
w.e.f. 06th October, 2017)



Mr. Lav Chaturvedi  
Director  
(Appointed as a Director  
w.e.f. 22nd April, 2017)

Mr. Rakesh Jain  
Executive Director & CEO



## CHIEF FINANCIAL OFFICER



Mr. Hemant K Jain



Mr. Mohan Khandekar

## COMPANY SECRETARY

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## BANKERS

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Andhra Bank  
Axis Bank  
BOI  
Catholic Syrian Bank  
CITI Bank  
Deutsche Bank

Dhoha Bank  
Equitas Small Finance Bank  
HDFC Bank  
HSBC Bank  
ICICI Bank  
IDBI Bank

IndusInd Bank  
SBI  
SVC Co-Operative Bank  
UCO Bank  
YES Bank

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## AUDITORS

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M/s. Price Waterhouse Chartered Accountants LLP  
Chartered Accountants

M/s. Pathak H.D. & Associates  
Chartered Accountants

REGISTERED OFFICE  
H Block, 1st floor, Dhirubhai Ambani  
Knowledge City, Navi Mumbai - 400 710.

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Fax: +91 - 22 - 33034662  
www.reliancegeneral.co.in

REGISTRAR AND TRANSFER AGENT  
Karvy Computershare Private Limited  
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Tel: +91 40 6716 1500



**Mr. Rakesh Jain**  
Chief Executive Officer

# CEO'S MESSAGE

Dear Shareholders,

For Reliance General Insurance FY 2017-18 was another year of evolution and buoyancy. For first time in its history, the Company achieved Gross Direct Premium of over ₹5000 crore and continues to outshine the industry. Indian general insurance sector has witnessed a lot of activities over last one year. With listing, consolidation and new players entering the market, the sector is in constant state of transformation. We are fully poised to take larger share in the opportunity that is present ahead.

Our endeavor to strengthen our distribution channel is bearing fruit. Our network now includes private sector banks, public sector banks, small payment banks & NBFC's / HFC's. Our agent network has grown from 24,552 in FY 2016-17 to 27,888 in FY 2017-18 and is the largest within the private general insurers. Our strategy is yielding rich dividends as we achieve over 28% growth in our Gross Direct Premium.

Reliance General Insurance is striving to create customer focused approach to enable customers to manage financial risk prudently through a digital eco system. We stand by our promise in any distress situation, as our stated objective is to become a preferred partner in every stage of customer life cycle.

The last financial year has witnessed the considerable influence that technology brought to insurance operations. As a company, we are delighted to enable people through technology and the ongoing technological evolution at our company is bringing a new era of empowerment and leading to cost savings. This directly results in growth in our bottom line. Our

technology platform for customers, mobile point of sale, on field sale by agents, use of AI powered chat bot's and use of live video streaming, are just a few examples of how we have created a competitive edge.

The era of digital disruption like Internet of Things (IOT), Blockchain and Artificial Intelligence (AI) is challenging the traditional way of thinking and conducting business. We continue to invest in technologies to create a sustainable IT architecture and support a transaction from start to end in a digital environment. Our initiatives on the digital front are recognized at various fora. We received prestigious awards like BFSI Digital Innovation award for IOT and National award for Excellence in Insurance for Technology Initiative of the year.

The DNA of Reliance General Insurance is built upon deeper understanding of the Indian consumer, who is looking for services at an affordable price. We strive to win customers by providing best in class services to their satisfaction at an affordable price.

The Company has also actively participated in various government schemes such as Pradhan Mantri Fasal Bima Yozana (PMFBY) and Rashtriya Swasth Bima Yojana (RSBY) and provided cover to over 28 lakh farmers and over 2 crore people in mass health schemes.

Reliance General Insurance delivered yet another year of financial prudence with excellence and emerged as one of the most promising general insurance companies, with its market share increasing from 7.3% in FY 2016-17 to 7.7% in FY 2017-18. The Company has achieved profit after tax of ₹165 Crore with Investment book size of ₹7999 Crore and solvency ratio of 1.68 times.

We skillfully steered in a world full of volatility, uncertainty and complexity and continue to prioritize our efforts to create real value for all our stakeholders.

I extend my sincere appreciation to the Board of Directors for their guidance. I would like to express my gratitude to all stakeholders for their continuous faith in Reliance General Insurance.

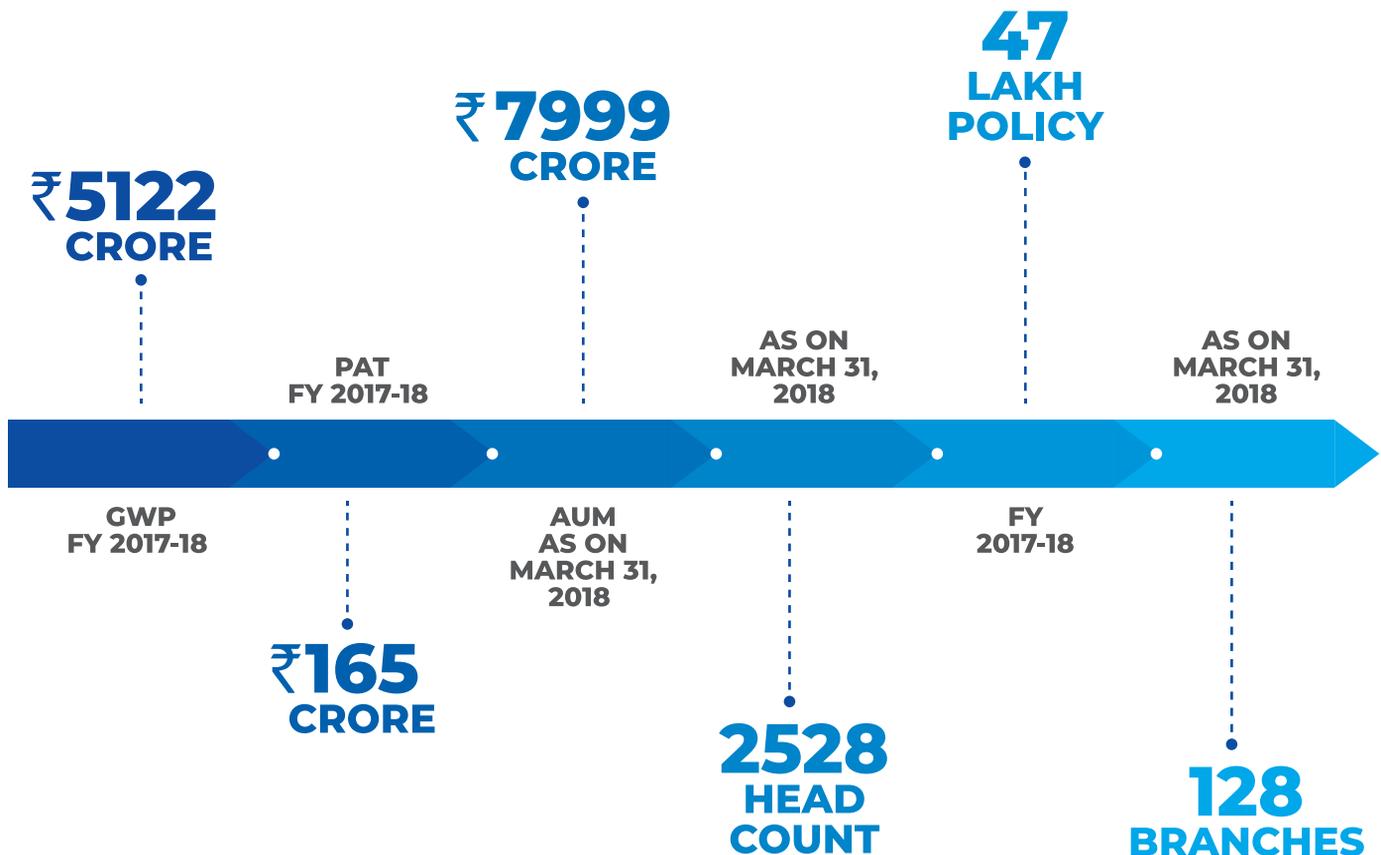
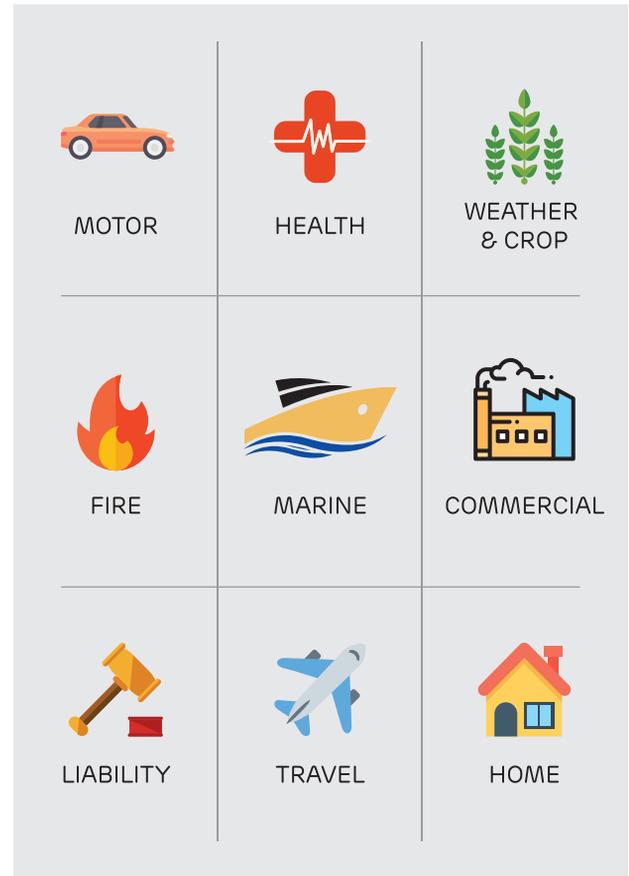
# Reliance General Insurance Company Limited is among leading private sector general insurance companies in India.

Through our products and services, we try to meet every customer's individual needs by offering customized plans. In our endeavor to delight our customers, we strive to come up with innovative products like India's first Over-The-Counter health & home insurance policies. We provide prudent risk management solutions across a wide range of business lines. Our relentless focus on meeting customer expectations is manifested through our disciplined approach to innovation and service quality standards for our offerings. We drive excellence in products and services, bolstered by a robust technology infrastructure which is continually being enhanced to ensure the best customer experience.

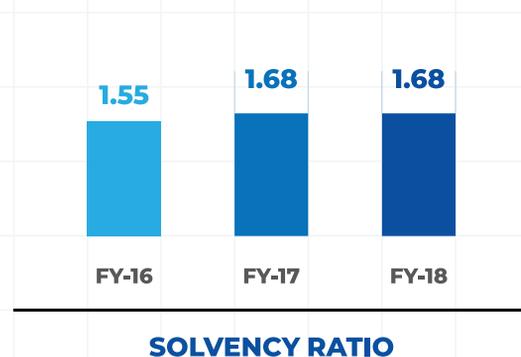
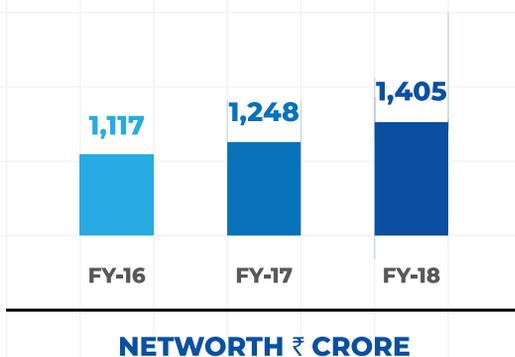
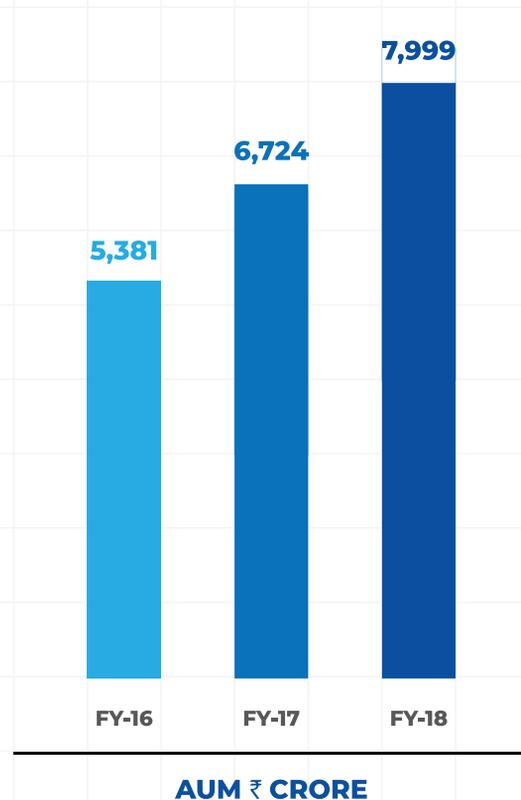
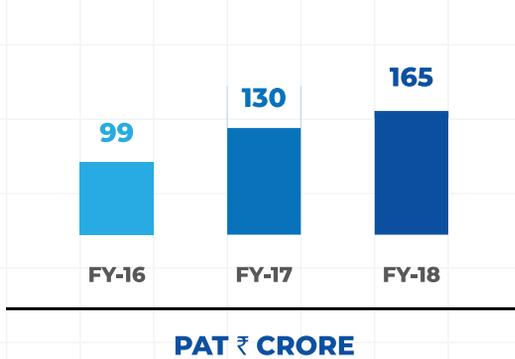
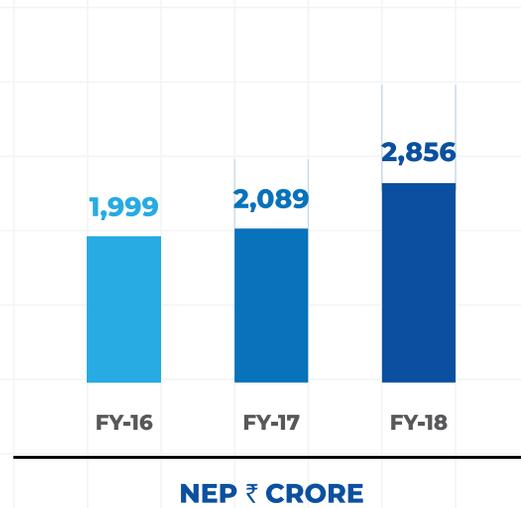
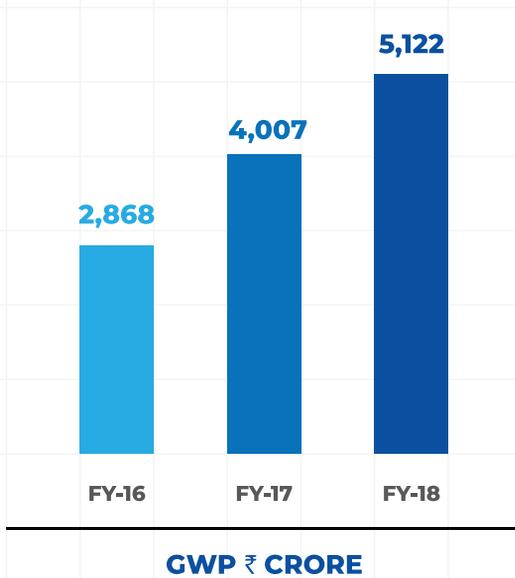
With a vision "to score perfectly for world standard services & products, and want to be first choice in domestic as well as global markets"

We are on a mission of:

- Satisfy need of insurance cover in that crucial hour
- Offer incomparable customer service
- Provide innovative products
- Better reach through presence across India and abroad



# Financial Performance Snapshot FY 2017-18



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## DIRECTORS' REPORT

To the Members,

Your Directors present the Eighteenth Annual Report together with the Audited Financial Statements for the Financial Year ended 31<sup>st</sup> March, 2018.

### Financial Results

(₹ in crore)

Particulars	Year ended 31 <sup>st</sup> March, 2018	Year ended 31 <sup>st</sup> March, 2017
Gross Direct Premium	5,069.08	3,935.35
Insurance Profit/(Loss)	121.94	51.44
Investment Income on Shareholders fund	87.53	99.25
Profit/(Loss) before Tax	165.00	130.34
Profit/(Loss) after Tax	165.00	130.34

### Dividend

Your Directors have recommended a dividend of ₹ 0.50 per Equity Share of ₹ 10 each for the Financial Year ended 31<sup>st</sup> March, 2018. The dividend on Equity Share is subject to the approval of the Shareholders at the ensuing Annual General Meeting (AGM).

### Operations

Your Company in the current Financial Year has underwritten Gross Written Premium of ₹ 5,122.34 crore as against ₹ 4,007.09 crore in the previous year registering an increase by 28%. The main focus during the year was to improve the profitability of the Company along with growth.

The Profit Before Tax earned during FY 2017-18 is ₹ 165.00 crore as against Profit of ₹ 130.34 crore during the previous year achieving a growth of 26.59% over FY 2016-17.

### Business Update

The Financial Year started with the Insurance Regulatory and Development Authority of India (IRDAI) increasing the Motor TP rates. During the year, IRDAI also introduced the Guidelines on the Motor Insurance Service Provider (MISP). MISP is an automobile dealer appointed by the Insurer or the insurance intermediary to distribute and/ or service motor insurance policies of automobiles sold through such MISP. IRDAI also revised the Outsourcing Guidelines, 2011 and issued the Outsourcing Regulations, 2017 and also the Protection of Policyholders Interest Regulations, 2017 were issued by revising the 2002 regulations.

During the year your Company has tied up with major Banks and entities which mainly includes YES Bank Limited, One97 Communication Limited, Orix Auto Infrastructure Services Ltd etc. as the Corporate Agents of the Company.

### Update on the Initial Public Offering

The Company is planning to raise the capital by way of Initial Public Offer (IPO) of its equity shares, comprising of a Fresh Issue and an Offer for Sale by the existing Shareholders of the Company. In this regard, IRDAI had granted its approval to the Company. The Company has filed its Draft Red Herring Prospectus (DRHP) with the Securities and Exchange Board of India (SEBI) and final observations on the same has been received from SEBI. The Company may launch its IPO in near future, subject to the favourable market conditions.

### Bonus Issue

During the year under review, the Company issued and allotted 125,774,960 fully paid-up equity shares of ₹ 10 each to its existing members as a bonus shares in proportion of 1:1 i.e. one equity share of ₹ 10 each for every one share held as on the record date fixed for the purpose, by capitalising ₹ 1,257,749,600 standing to the credit of the securities premium account of the Company.

### Corporate Governance

IRDAI had issued comprehensive guidelines on Corporate Governance for adoption by the Insurance Companies. The objective of these guidelines is to ensure that the structure, responsibilities and functions of the Board of Directors and senior management of the Company fully recognize the expectations of all stakeholders as well as those of the Regulator. The Company's philosophy

on Corporate Governance envisages the attainment of highest levels of transparency, accountability and equity, in all facets of its operations and in all interactions with its stakeholders, including the members, employees, government and society. A Corporate Governance Report is presented in a separate section which forms part of the Annual Report. As required under the Corporate Governance Guidelines, a certificate from the Company Secretary & Chief Compliance Officer of the Company certifying that the Company has complied with the Corporate Governance Guidelines also forms the part of the Annual Report.

### Reinsurance

The Company has a well structured Reinsurance Program supported by approved securities, spread across the globe, having a valid UIN for FY 2017-18. The Reinsurance Programme has been renewed for FY 2018-19 and placed completely with reinsurers having approved credit rating as acceptable by IRDAI. The Reinsurance Program has an optimum mix of Proportional Treaties to enhance the Company's automatic underwriting capacity and Non Proportional Treaties to protect the Company's net retentions.

Based on the Company's Net Worth, Business Plans, Portfolio Mix and detailed analysis of the Company's historical data, retention levels have been optimally fixed to ensure a healthy solvency margin, stability in financial results, minimum volatility in earnings and generate value to stakeholders. The Company would also like to emphasize on its preparedness for catastrophic events by regular monitoring of exposures, assessing accumulations through statistical Catastrophic (CAT) modeling tools and having adequate protection in place.

### Digitization and Information Technology

With each passing year, digitization is expanding its footprint in every sector within India and across the globe. Of late, the insurance industry is getting intensely impacted by digitization.

The Company has been a pioneer in the General Insurance space and has achieved many milestones. The Company has launched video streaming solution for instant claim assessment for Motor Claims. The Company has also implemented RIVA – Reliance Interactive Voice Assistance, a chat bot on its website and on social network platform for customer and sales servicing.

The Company has successfully implemented the unique solution for one of the prestigious client as a value added solution to track the cargo transit against possible hijack and control theft/fraud etc.

The Financial Year 2017-18 is dedicated to new business tie-ups with successful system integrations with Banks and motor manufacturers.

The Company has enabled the online self-endorsement services for Agents and Customers on SmartZone and Website.

During the year under review, the Company smoothly implemented Goods and Services Tax (GST) across all its core systems, at once.

### Personnel

The Company believes that growth and success of any organization is a result of various forces working together collaboratively. Employees are key drivers to our success and our constant focus is to create a nurturing work culture which is meritocratic, transparent and employee-centric, unleashing the maximum potential of our employees. Their well-being, engagement and safety are key focus areas for the Company.

Aon Engagement iTalk Survey conducted during the FY 2017-18 witnessed the highest ever satisfaction score of 81% achieved by the Company, where the Company not only was placed on the top quartile range but also crossed the Aon Best Employer scores.

### Key Automation Initiatives:

The milestone automation initiative was the launch of *Workplace by Facebook* in June 2017. Currently the Company has the highest adoption rate across Reliance Capital Group and was also invited to present its success story by Facebook in "Workplace Transforms India".

### Employee Engagement:

The Company continuously strives to create an engaging and health conscious work environment for all its employees so that they give of their best each day. Some engagement steps taken towards that are:

- **Family Connect Programs:** Not just the employee, their families too are the extended family. Towards this, unique activities were done like on Mother's day personalized employee message with a souvenir was sent directly to mothers of all employees; On Rakhi, sisters of all male employees and brothers of all female employees received a special gift box from the Company, etc.

- **Focus on Employee Volunteering and Health camps at work:** Numerous CSR activities like Cleanup drive, Cycle rally, Secret Santa to NGO Kids were conducted with direct participation of employees. Also, numerous health camps like One-on-One dietician, dental check-up were conducted.
- **Online Engagements:** With the launch of Workplace by Facebook, high focus was kept on conducting interactive online activities across occasions and mediums. Few of these are:
  - DNA – Friendship Day Contest: On Workplace, this was a perfect mix of learning and fun where employees tagged their colleagues who represented each of the six DNAs
  - #IPledge campaign on Environment Day: Leaders took pledges towards saving environment, urging employees to follow suit.
  - Creative Child Contest: To unleash creativity of employees' children, online creativity contest was run on Children's day, witnessing tremendous participation and huge applause.

### Talent Management:

The Talent Management program - PACE (Program for Accelerated Career Enhancement) founded on the ENSRCL Competency Framework derived across group was rolled out for Senior and Middle level management to assess their work styles. Also, a development center was organized for select key employees who were in pipeline for senior roles.

### On-boarding:

"First impression goes a long way!" All the new joiners are given a Welcome Kit – which consists of Joining Manual, Diary, DNA Keychain, stationary and a Reliance T-Shirt etc. The on-boarding process has been restructured to ensure the key joining formalities are completed by the date of joining. All joiners go through a structured 3 days Induction program conducted in centralized manner at Mumbai.

### Training Initiatives:

The Company believes continuous learning and development of employee is a must to bring out their best performance. The Company has undertaken various training initiatives over the last year. Speaking of the unconventional training methods, the Company conducted unique movie based trainings across locations to develop Winners Attitude of employees. Another unique program focusing on overcoming self-inflicted fears and promoting innovation was conducted which featured daring glass walk and team creativity projects. Further, on occasion of Women's Day a training program covering female forces pan India was conducted on the theme of "Unleash Your Inner Potential". Through a mix of multiple classroom sessions, webinars to connect various small locations and a Dance Movement Therapy workshop, this was highly appreciated program.

### Employee Benefit Schemes:

During the year under review, the Company implemented 'RGICL Employee Stock Option Scheme, 2017' (ESOP).

The underlying philosophy of the Company's ESOP is to reward the key employees for their association, dedication and contribution to the goals of the Company. ESOP's are also expected to strengthen the sense of ownership and belonging among the recipients.

More details of the ESOPs are given in the notes to accounts in the financial statements.

### Investments

The Financial Year 2017-18 saw both the economy and markets volatile. The bond yields as reflected by the 10 year Government benchmark moved from 6.68% in March 2017 to 7.80% in February 2018 and stabilize at 7.4% at the end of the year. Equities across the globe hit new highs in the months of January/February 2018 only to see a significant fall by March end. The equity markets as reflected by the nifty index moved up from 9,174 to 10,114, a 10.25% return.

The investment portfolio of the Company as on 31<sup>st</sup> March, 2018 is ₹ 8,007 crore as compared to ₹ 6,715 crore as on 31<sup>st</sup> March, 2017. The market value of the same is ₹ 7,937 crore as compared to ₹ 6,791 crore in the previous Financial Year. The income for the whole year stood at ₹ 595.98 crore as compared to ₹ 603.14 crore in the last Financial Year.

### Claims handling

#### Motor

Motor Claims team continues with its endeavor to build the best in class operating model with emphasis on finer customer centric approach:

**Adoption of Technology:**

- About 95% of claims registered by Garages were through Web Portal increasing online claim registration by 9.22%. This ensures instant assignment of surveyors, quick surveys and faster claims settlement.
- With focus to bring in specialization, build expertise and better customer experience *Insta Survey* has been introduced to leverage on technology. A dedicated specialized team has been set up for handling claims where videos of the damages are directly streamed by the garages eliminating delay in survey due to travel and providing for specialization in loss assessment. This is a win-win situation for both cashless network garages and the Company as there is a better bay space utilization due to faster approval and lower idle time and increase in productivity and efficiency for the latter. Garages can choose a convenient time to stream the video instead of seeking a surveyor's physical presence. It has helped the Company to reduce the turnaround time in claims settlement significantly as the surveys are conducted in much lesser time. By end of March 2018, the Company has been able to convert more than 20% of cashless claims through Video Streaming mode. 750 garages across the country uses the feature.

**Focused Approach in Claims Management:**

- The Network strength has increased to 4,635 as on 31<sup>st</sup> March, 2018 as against 3,898 on 31<sup>st</sup> March, 2017, which is 16% increase over last year contributing to increase in cashless claim settlement.
- Cashless claim settlement in private car has increased to 87% as compared to 81% in the previous year.
- Assessment Ladder which had been launched in June 2016 is an online assessment for entry and mid level employees of Motor claims team during hiring/ confirmation and prior to enhanced delegation levels. 164 employees have been covered in H1 and 106 employees in H2.
- *Aarush- First ray towards Success* which is a specialized motor technical training program completes three successful years. The Company has embedded soft skills training into the program this year. Along with the traditional classroom training there is extensive use of platforms like workplace, skype, employee portal and bots making virtual training a possibility.
- The Company continues with its efforts to use technology and analytics to predict fraudulent claims and prevent leakage through impact - nano score. These statistical models which are used for the last few years are mature clearly helping segregate genuine claims for faster processing.

**Health**

Health Claims Team (RCare) emphasizes on customer delight through technology integration and one touch point for all services.

**Customer Contentment:**

1. Focus has been on the importance of cashless treatment in outpatient department in tune with market dynamics, offering comprehensive services in dental, eye speciality and consultation services in major super specialities through **1200+** provider Network.
2. The Health Insurance market has witnessed a paradigm shift in offering therapeutic treatment solutions to preventive care, accordingly priority has been accorded to increase the scope of services offered under Wellness by including service providers offering niche category services.
3. The number of providers offering wellness services has seen an increase to **1850** with customised healthcare services with value additions and partner discounts for the beneficiaries.
4. **RHealthAssist** – With an objective to bring health services closer to the customer, an innovative platform is being offered to the customers for providing online healthcare services, including consultations, opinions, medicines and diagnostic services integrated under customized banner. Through this platform, customer is able to access the medical expertise and opinion not only through physical consultations but also through video and mail/text chat.
5. **Dynamic SMS** – To facilitate and update customers with the real time status of the claim, a customized bit.ly link is sent, which helps the customer to access all their relevant records along with the detailed view of the claim status along with settlement details. In cases of additional information/query, the customer can upload the documents through the same link thereby reducing the response time.
6. **Auto-Validation of the claims** - The technology advancements was further enhanced this year from the OPD claims auto-adjudication to the IPD claims auto-adjudication. An initiative which helps in real time decision of claims up to level 2 complexity. This advancement is "Do it yourself" for the providers and claims decisions concluded in couple of seconds.

### Commercial Lines

In the era, where General Insurance sector in India witnessing the growth every year FY 2017-18 has been no different. The Company received total 11,064 claim intimations from various lines of business like Fire, Engineering, Marine, Miscellaneous etc. This shows an increasing trend of 10% in flow of intimations as compared with the previous year. The team was geared up to handle the high volume of claims and during the FY 2017-18 the disposal ratio was 107%.

The focus of Commercial Claims team was to concentrate on Management of Major and Complex Claims and hence the team successfully transferred the inflow of small value claims (to the extent of 65%) to Operations team to take leverage of their operational excellence. This helped the Company to service effectively and several large claims for settlement was ensured smoothly, in this Financial Year. The Company also supported the Clients by releasing timely On-Account payments and also expediting the final claims settlements.

A Central Team was also formed in order to tap various opportunities through claims data analytics. This team played crucial role in supporting the zonal teams in achieving their targets of within TAT Settlements, high claims disposal and clearing high ageing claims etc. The company also stood by the Policyholders support in various Nat-Cat events that have occurred in the past. Most of the Event losses were settled.

Emphasis was given by team on interactions with Surveyors on regular basis for qualitative loss assessments and also frequent connect with Customers, which helped the Company in satisfying the clients. The Team has always channelized their thoughts to achieve "Customer Delight" and glad to have received multiple testimonials which are on record speak volume about the Quality of our Services.

### Process and Certification

The Company has been successfully re-certified pan India for complying with the requirements of Quality Management Systems as per ISO 9001:2008 standard. The certificate has been awarded by Det Norske Veritas (DNV), one of the leading ISO certifying bodies. The initial certification had been achieved in July 2007. The existing certification is valid until September 2018.

### Awards and Recognition

The Company has earned more awards and got recognized in various forums during the year. The Company was awarded "General Insurance Company of the year " and "Best Emerging Insurance Company" by **ET Now BFSI awards**. Along with this, the Company was also appreciated for the innovative technology with "Single Field quick quote" by **SKOCH awards** and was declared as the "E-Business leader" by **The Indian Insurance Awards 2017**. The Company also won **Celent Model Insurer Asia Award** for "Model Insurer Asia Data and Analytics".

### Customer Service and Grievances Redressal Cell

Claims servicing is our core product offering and if not all, most efforts are spent in improving Policyholder's claim experience. Digitization, robotics, predictive data analysis are the new rules of engagement and the Company is leading the way in effective use of these tools to bridge gap between consumer expectations and various intermediaries such as garages, hospitals, investigators.

A testimony to efficacy of these efforts can be seen by the big dip in complaints volume. The Company closed FY 2017-18 with complaint figures as low as 448 (65%) less than FY 2016-17 figures of 1288.

Some of the highlights of the year towards enhancing customer experience are as follows:

**Launch of RIVA-** RIVA is a bot chat capable of performing intuitive service related chat with the customers. Presently it is powered to transact on service requests related to Claim Intimation, Claim Status and policy copy. It is amongst one of the many disruptive innovations in the field of customer handling that would make this channel the most favorite amongst customers.

**Customer One View-** This is a customer segmentation tool that provides a bird's eye view of customer persona's based on their relationship history. The transaction history is a compilation of varied attributes such as customer's vintage, their value with regards to the portfolio and their sensitivity index. Various transactions history on claim, interaction with call centre and other servicing touch point determines the segmentation. The model has a capability to sense the length and breadth of the customers' journey cycle at the call centre and accordingly prioritize action. The incremental speed of service delivery to the HNI and loyal customers has been to the tune of more than 6% from the past 90%.

**Customer Effort Score (CES)-** The Effort Score is a tool that is used to measure an amount of effort a customer had to expend with an organization in order to achieve his desired objective. Lower the score better is for the organisation. The Company has begun this activity to gauge effort on Policy Delivery Process. With this activity, it is aimed to classify high effort activity and work towards effort reduction. With the capturing of the "CES" the Company has laid a foundation of making its processes even more friction free. The Company recently carried out a Customer Effort Survey on the ease of getting a policy which indicates that 84% of the customers find it effortless.

**Feedback to Intermediary-** Complaint registered against the policies sourced by an Intermediary is made available on their Smartzone system login. An Intermediary will be able to view the details of complaints and would also be able to provide feedback pertaining to complaint.

**Self Help Videos-** In order to empower and educate customer, videos have been crafted on topics like Insured Declared Value, Own Damage, No Claim Bonus and hosted on "YOUTUBE" as an education series to the customer. The videos are pushed to the callers as a link on related call categories through Integrated Customer Engagement (ICE) and Customer Relationship Management (CRM) system.

**Improved sourcing of Feedback-** Induction of new Feedback Mode at the call centre for improved response rate of 4% and thereby a positive shift in Customer Satisfaction (CSAT) by 2%

**Further Improvement in Interactive Voice Response-** Implementation of further sophisticated tools for Self Service on call center IVR to improve immediate handling of queries.

#### **Implementation of Indian Accounting Standard**

The Ministry of Corporate Affairs (MCA), Government of India has notified the Companies (Indian Accounting Standards) Rules, 2015 on 16<sup>th</sup> February 2015. IRDAI had issued circular no. IRDA/F&A/CIR/ IFRS/038/03/2016 dated 01<sup>st</sup> March, 2016 on implementation of Indian Accounting Standards (Ind AS) in Insurance Sector under which the Company has to comply with the Ind AS for financial statements beginning from April 2018 onwards.

Further, IRDAI vide circular no. IRDA/ F&A/ CIR/ ACTS/146/06/2017 dated 28<sup>th</sup> June, 2017, deferred the implementation of Ind AS in the Insurance Sector in India for a period of two years and the same shall now be implemented effective FY 2020-21.

The Company has constituted an Ind AS Steering Committee and the Committee meets on a regular basis to review the progress in implementation of Ind AS.

#### **Directors Responsibility Statement**

Pursuant to the requirements under Section 134(5) of the Companies Act, 2013 ('the Act'), it is hereby confirmed that:

- i. In the preparation of the Annual Financial Statements for the Financial Year ended 31<sup>st</sup> March, 2018, the applicable Accounting Standards have been followed along with proper explanation relating to material departures, if any;
- ii. The Directors had selected such accounting policies and applied them consistently and made judgments and estimates that were reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as at 31<sup>st</sup> March, 2018 and of the Profit of the Company for the year ended on that date;
- iii. The Directors had taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013 and Insurance Act, 1938, as amended, for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- iv. The Directors had prepared the Annual Financial Statements for the Financial Year ended 31<sup>st</sup> March, 2018 on a 'Going Concern' basis;
- v. The Directors had laid down proper internal financial controls to be followed by the Company and such financial controls are adequate and operating effectively;
- vi. The Directors had devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems are adequate and operating effectively.

#### **Directors and Key Managerial Personnel**

The Company has received a declaration from all the Independent Directors that they meet the criteria of independence laid down under Section 149(6) of the Act.

During the year, the Company had appointed Mr. Lav Chaturvedi as a Non-executive Director w.e.f. 22<sup>nd</sup> April, 2017 and Dr. Thomas Mathew as an Independent Director for a period of 5 (Five) years w.e.f. 6<sup>th</sup> October, 2017.

In terms of the provisions of Section 152(6) of the Act, Mr. Lav Chaturvedi, Director of the Company will retire by rotation and being eligible, has offered himself for re-appointment at the ensuing Annual General Meeting.

Pursuant to the provisions of Section 203 of the Act, Mr. Rakesh Jain, Executive Director & Chief Executive Officer, Mr. Hemant Jain, Chief Financial Officer and Mr. Mohan Khandekar, Company Secretary & Chief Compliance Officer are Key Managerial Personnel of the Company.

### **Number of Meetings of the Board**

During the Financial Year, 12 meetings of the Board of Directors were held. The details of the meeting of the Board are given in the Annexure to the Corporate Governance Report.

### **Board Evaluation**

The Board of Directors has carried out an annual evaluation of its own performance and individual directors pursuant to the provisions of the Companies Act, 2013. The Board evaluated the performance after seeking inputs from all the Directors on the basis of the criteria such as the Board composition and structure, effectiveness of Board processes, information and functioning, etc. In a separate meeting of Independent Directors, the performance of Non-Independent Directors, the performance of the Board as a whole, taking into account the views of Executive Director and Non-Executive Directors was evaluated.

### **Policy on Director's Appointment and Remuneration and other details**

The Company's policy on Directors' Appointment and Remuneration and other matters provided in Section 178(3) of the Act has been annexed herewith as "Annexure I".

### **Particulars of Loans, Guarantees or Investments under Section 186**

In terms of the provisions of sub-section 11 of Section 186 of the Act, as amended by the Companies (Removal of Difficulties) Order, 2015 dated 13<sup>th</sup> February, 2015, issued by the Ministry of Corporate Affairs, the provisions of Section 186, except sub-section 1 is not applicable to the Company.

### **Transfer to Reserves**

The Company does not propose to carry any amount to its reserves during the year under review.

### **Material changes and commitments, affecting the financial position**

There were no material changes or commitments, affecting the financial position of the Company between 31<sup>st</sup> March, 2018 and the date of this report.

### **Particulars of Employees**

As required under the provisions of Rule 5(2) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the name and other particulars of the employees are set out in the Annexure to the Directors' Report. The Directors' Report is being sent to the members excluding the Annexure. Any shareholder interested in obtaining a copy of the Annexure may write to the Company Secretary at the Registered Office of the Company.

### **Extract of Annual return**

The details forming part of the extract of the Annual Return in form MGT 9 is annexed herewith as "Annexure II".

### **Secretarial Auditor**

Pursuant to the provisions of Section 204 of the Act and the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the Company has appointed M/s. Aashish K. Bhatt & Associates, a firm of Company Secretaries in Practice, to undertake the Secretarial Audit of the Company.

### **Secretarial Standards issued by ICSI**

Pursuant to the provisions of Section 118 (10) of the Act, compliance with secretarial standards relating to General and Board Meeting specified by the Institute of Company Secretaries of India (ICSI) as approved by the Central Government have become mandatory from July 1, 2015. The Company is adhering to the Standards issued by the ICSI.

### **Auditor's Report and Secretarial Auditor's Report**

The Auditor's Report and Secretarial Auditor's Report does not contain any qualifications, reservations or adverse remarks. Report of the Secretarial Auditor is annexed herewith as "Annexure III".

### **Related Party Transactions**

All related party transactions entered during the Financial Year were in ordinary course of the business and at arm's length basis. No material related party transactions were entered during the year by the Company. Accordingly, the disclosure of Related Party Transactions as required under Section 134(3)(h) of the Act in Form AOC 2 is not applicable.

### **The Conservation of energy, technology absorption, foreign exchange earnings and outgo**

Particulars required to be furnished under the Companies (Accounts) Rules, 2014 are as follows:-

- 1) Part A and B pertaining to conservation of energy and technology absorption are not applicable to the Company.
- 2) Foreign exchange Earnings and Outgo:

During the Financial Year 2017-18, total Inflow in foreign currencies amounted to ₹ 33.74 crore and total Outflow in foreign currencies amounted to ₹ 63.41 crore.

### **Risk Management**

The Company has implemented an integrated Enterprise Risk Management (ERM) framework with the Risk Management Committee (RMC) monitoring the implementation of Enterprise Risk Management practices across the organisation. The Head - ERCG is responsible to identify, assess and monitor various risks including Business, Operational and Compliance risk that the organization faces, along with the mitigation plan. There is an overarching Risk Management Policy in place that is annually reviewed and approved by the Board of Directors.

The Company has identified enterprise wide risks which are categorized under five broad categories viz. Credit risk, Market risk, Business Risk (Insurance Risk), Operational risk and Compliance risk. ERM team submits the risk report on quarterly basis to the Risk Management Committee and the Board of Directors. It also provides risk based audit inputs to the Internal Audit team. Based on the Risk report the Risk Management Committee decides an appropriate mitigation plan to be implemented. The Head - ERCG monitors the implementation of formulated mitigation plans along with the relevant control owners from time to time.

### **Corporate Social Responsibility (CSR)**

The Company has constituted Corporate Social Responsibility Committee in compliance with the provisions of Section 135 of the Act read with the Companies (Corporate Social Responsibility Policy) Rules, 2014. The CSR Committee has formulated a CSR policy indicating the activities to be undertaken by the Company. Annual Report on CSR Activities is annexed herewith as "Annexure IV" as per the format prescribed in the Companies (Corporate Social Responsibility Policy) Rules, 2014. The policy is available on the website of the Company [www.reliancegeneral.co.in](http://www.reliancegeneral.co.in).

The CSR Committee consists of Mr. Haris Ansari, Mr. Lav Chaturvedi and Mr. Rakesh Jain as members.

### **Public Deposits**

The Company has not accepted any deposits from public and as such, no amount on account of principal or interest on deposits from public was outstanding as on the date of the balance sheet.

### **Significant and material orders passed by the Regulators, Courts or Tribunals**

No significant or material orders are passed by the regulators or courts or tribunals which may impact the going concern status and Company's operation in future.

### **Internal financial control systems and their adequacy**

The Company has designed its internal financial control system to provide reasonable assurance with regard to recording and providing reliable financial and operational information, complying with applicable statutes, executing transactions with proper authorisation and ensuring compliance of corporate policies. The Company has a well defined delegation of power with authority limits for approving the revenue as well as the expenditure. Internal auditor's findings and recommendations are reported to Audit Committee. The Audit Committee actively monitors and reviews audit reports submitted by the internal auditors and keeps the Board of Directors informed. The Audit Committee assures the adequacy and effectiveness of the internal financial control system as laid down.

### **Report on Internal Financial Control**

The Company has established a well defined internal control over financial reporting criterion across the organisation. During the year, such controls are tested by the Internal Audit team. Any material weakness in their design or operating effectiveness is reported to senior management.

### **Audit Committee**

The details pertaining to composition of Audit Committee are included in the Corporate Governance Report, which forms part of this report.

### Subsidiaries, Joint Ventures or Associate

No Companies became or ceased to be a subsidiary, joint venture or associate during FY 2017-18.

### Disclosure under the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013

The Company has in place an Anti Sexual Harassment Policy in line with the requirements of The Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013. Internal Complaints Committee (ICC) has been set up to redress complaints received regarding sexual harassment. All employees (permanent, contractual, temporary, trainees) are covered under this policy.

There was no sexual harassment complaint received during the Financial Year 2017-18.

### Auditors and Auditors' Report

Members of the Company at the Seventeenth Annual General Meeting appointed M/s. Pathak H.D. & Associates, Chartered Accountants (Firm Registration Number 107783W) and M/s. Price Waterhouse Chartered Accountants LLP, Chartered Accountants, (Firm Registration Number 012754N/N500016) as Joint Statutory Auditors of the Company for a period of five years to hold office upto the Twenty Second Annual General Meeting. They have confirmed that they are not disqualified from continuing as Statutory Auditors of the Company.

The notes to the accounts referred to in the Auditors' Report are self-explanatory and therefore do not call for any comments.

### Debenture Trustees

As per SEBI circular no. CIR/IMD/DF/18/2013 dated 29<sup>th</sup> October, 2013 read with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Debenture Trustee details are as under:

**Name:** Vistra ITCL (India) Limited

**Contact details :** The Vistra ITCL (India) Limited, IL&FS Financial Centre, Plot C-22, G Block, Bandra Kurla Complex, Bandra (East), Mumbai : 400051

**Website :** [www.vistraitcl.com](http://www.vistraitcl.com)

### Acknowledgement

Your Directors wish to place on record their immense appreciation for the assistance and co-operation received from Insurance Regulatory and Development Authority of India, Securities and Exchange Board of India, Registrar of Companies and other statutory authorities.

Your Directors appreciate the support received from Policyholders and Intermediaries and Reinsurers.

Your Directors wish to place on record their sincere appreciation for the sustained and dedicated efforts put in by employees at all levels.

**For and on behalf of the Board of Directors**

**Rajendra Chitale**  
**Chairman of the Meeting**  
**[DIN-00015986]**

Place: Mumbai

Dated: 19<sup>th</sup> April, 2018

## Policy on appointment and remuneration of Directors, Key Managerial Personnel and Senior Management Employees

### 1. Introduction

- 1.1 Reliance General Insurance Company Limited ("the Company") considers human resources as its invaluable assets. This policy aims to harmonize the aspirations of the directors / employees with the goals of the Company.
- 1.2 Human capital is a strategic source of value creation. As part of our progressive HR philosophy, it is necessary to have in place a comprehensive Compensation Policy, which is in line with the industry trend and is employee friendly.

### 2. Objectives

- 2.1 Ensuring that the quantum and composition of remuneration is reasonable and sufficient to attract, retain and motivate, employees to run the Company successfully.
- 2.2 Ensuring that relationship of remuneration to performance is clear and meets the performance benchmarks.
- 2.3 Ensure that annual compensation review considers industry/ business outlook and strategies adopted by industry peers, differentiates employees based on their performance/ skill sets and also protects employees, particularly those in junior cadre, against inflationary pressures;
- 2.4 Retention of high performers at all levels and those playing critical roles.

### 3. Scope

The Board has constituted the "Nomination and Remuneration Committee" in line with the requirements under the provisions of the Companies Act, 2013. This Policy sets out the broad guiding principles for the Committee for recommending to the Board the appointment and remuneration of the directors, key managerial personnel, senior managerial personnel of the Company.

### 4. Definitions

- 4.1 "Director" means a director appointed to the Board of the Company.
- 4.2 "Key Managerial Personnel" means
  - (i) the Chief Executive Officer or the Managing Director of the Manager;
  - (ii) the Company Secretary;
  - (iii) the Whole-time Director;
  - (iv) the Chief Financial Officer;
  - (v) such other officer as may be prescribed under the Companies Act, 2013.

### 5. Policy

#### 5.1 Appointment of Directors/ Key Managerial/ Senior Management personnel

The Nomination and Remuneration Committee, inter alia, considers qualifications, positive attributes, areas of expertise and number of Directorships and Memberships held in various committees of other companies by such persons contributing to the Company's business and policy decisions.

#### 5.2 Remuneration to Directors/ Key Managerial Personnel

- 5.2.1 The remuneration of the Directors/ Managing Directors/ Whole Time Directors and Managers etc. will be governed as per provisions contained in the Companies Act, 2013 and rules made therein from time to time and/or provisions under Insurance Act, 1938 as amended by the Insurance Laws (Amendment) Act, 2015.
- 5.2.2 Non - Executive Directors shall be entitled to sitting fees for attending the meetings of the Board and the Committees thereof as approved by the Board of Directors from time to time. The Non Executive Directors shall also be entitled to profit related Commission, if approved by the Board, in addition to the sitting fees.
- 5.2.3 The Board, on the recommendation of the Nomination and Remuneration Committee, shall review and approve the remuneration payable to the Directors /Key Managerial Personnel/ Senior Management Personnel of the Company within the overall limits, if any, approved by the shareholders.

5.2.4 The remuneration structure shall include the following components:

- (i) Basic Pay
- (ii) Perquisites and Allowances
- (iii) Stock Options, if any.
- (iv) Commission (Applicable incase of Executive Directors/ Directors)
- (v) Retiral Benefits
- (vi) Performance Linked Incentives

5.2.5 The Annual Plan, objectives, financial results of the Company shall be reviewed by the Nomination and Remuneration Committee and performance incentives, increment, revision in remuneration etc. will be proposed based on the achievements.

### **5.3 Remuneration to the other employees**

Employees shall be assigned grades/ bands according to their qualifications and work experience, competencies as well as their roles and responsibilities in the organization. Individual remuneration shall be determined within the appropriate grade/ bands and shall be based on various factors such as job profile, skill sets, seniority, experience, performance and prevailing remuneration levels for equivalent jobs.

### **6. Retention Features as part of Compensation Package**

Based on the organizational need for retaining performing employees and those in critical roles, certain retention features may be rolled out as part of the overall compensation package. These may take form of Retention Bonus (RBs); Special Monetary Programs (SMPs), Long term Incentives (LTIs), Employees Stock Options, etc.

### **7. Modification and Amendment**

The policy is subject to modification, amendment and alterations by the management at any time without assigning any reasons.

## FORM NO. MGT – 9

### EXTRACT OF ANNUAL RETURN

as on the financial year ended on March 31, 2018

[Pursuant to Section 92 (3) of the Companies Act, 2013 and rule 12(1) of the Company (Management & Administration) Rules, 2014]

#### I. Registration and other details

1. CIN	U66603MH2000PLC128300
2. Registration Date	August 17, 2000
3. Name of the Company	Reliance General Insurance Company Limited
4. Category / Sub-Category of the Company	Public Company Limited by Shares/ Indian Non-Government Company
5. Address of the Registered office and contact details	H Block, 1 <sup>st</sup> Floor, Dhirubhai Ambani Knowledge City, Navi Mumbai – 400710 Tel. No. 022- 33031000
6. Whether listed company	Yes (Debt)
7. Name, Address and Contact details of the Registrar and Transfer Agent, if any.	Karvy Computershare Private Limited Karvy Selenium, Tower B, Plot No. 31 & 32, Survey No. 116/22, 115/24, 115/25, Financial District, Nanakramguda, Hyderabad 500 032, Tel : +91 40 6716 1500

#### II. Principal Business Activities of the Company

All the business activities contributing 10% or more of the total turnover of the company shall be stated :-

Sl. No.	Name and Description of main Products / Services	NIC Code of the Product / Service	% to total turnover of the Company
1.	General Insurance	6512	100

#### III. Particulars of Holding, Subsidiary and Associate Companies

Sl. No.	Name and address of the Company	CIN / GLN	Holding / Subsidiary / Associate	% of shares held	Applicable Section
1	Reliance Capital Limited 'H' Block, 1st Floor, Dhirubhai Ambani Knowledge City, Navi Mumbai - 400 710	L65910MH1986PLC165645	Holding Company	100	2(46)

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

##### i) Category-wise Share Holding

Category of Shareholders	No. of Shares held at the beginning of the year i.e. 01.04.2017				No. of Shares held at the end of the year i.e. 31.03.2018				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
<b>A. Promoters</b>									
(1) Indian									
a) Individual/ HUF	-	-	-	-	-	-	-	-	-
b) Central Govt	-	-	-	-	-	-	-	-	-
c) State Govt(s)	-	-	-	-	-	-	-	-	-
d) Bodies Corp.	125774960	-	125774960	100	251549920	-	251549920	100	100
e) Banks / FI	-	-	-	-	-	-	-	-	-
f) Any other	-	-	-	-	-	-	-	-	-
<b>Sub Total (A)(1) -</b>	<b>125774960</b>	<b>-</b>	<b>125774960</b>	<b>100</b>	<b>251549920</b>	<b>-</b>	<b>251549920</b>	<b>100</b>	<b>100</b>

Reliance General Insurance Company Limited

Category of Shareholders	No. of Shares held at the beginning of the year i.e. 01.04.2017				No. of Shares held at the end of the year i.e. 31.03.2018				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
<b>(2) Foreign</b>									
a) NRIs – Individuals	-	-	-	-	-	-	-	-	-
b) Other – Individuals	-	-	-	-	-	-	-	-	-
c) Bodies Corporate	-	-	-	-	-	-	-	-	-
d) Banks / FI	-	-	-	-	-	-	-	-	-
e) Any Other ....	-	-	-	-	-	-	-	-	-
<b>Sub -Total (A)(2) :-</b>	-	-	-	-	-	-	-	-	-
<b>Total Shareholding of Promoter (A) = (A)(1) + (A)(2)</b>	<b>125774960</b>	<b>-</b>	<b>125774960</b>	<b>100</b>	<b>251549920</b>	<b>-</b>	<b>251549920</b>	<b>100</b>	<b>100</b>
<b>B. Public Shareholding</b>									
<b>1. Institutions</b>									
a) Mutual Funds	-	-	-	-	-	-	-	-	-
b) Banks / FI	-	-	-	-	-	-	-	-	-
c) Central Govt	-	-	-	-	-	-	-	-	-
d) State Govt(s)	-	-	-	-	-	-	-	-	-
e) Venture Capital Funds	-	-	-	-	-	-	-	-	-
f) Insurance Companies	-	-	-	-	-	-	-	-	-
g) FII's	-	-	-	-	-	-	-	-	-
h) Foreign Venture Capital Funds	-	-	-	-	-	-	-	-	-
i) Any Other ....	-	-	-	-	-	-	-	-	-
<b>Sub-total (B)(1):-</b>	-	-	-	-	-	-	-	-	-
<b>2. Non-Institutions</b>									
a) Bodies Corp.	-	-	-	-	-	-	-	-	-
i) Indian	-	-	-	-	-	-	-	-	-
ii) Overseas	-	-	-	-	-	-	-	-	-
b) Individuals	-	-	-	-	-	-	-	-	-
i) Individual shareholders holding nominal share capital upto ₹ 1 lakh	-	-	-	-	-	-	-	-	-
ii) Individual shareholders holding nominal share capital in excess of Rs 1 lakh	-	-	-	-	-	-	-	-	-
c) Others (trust)	-	-	-	-	-	-	-	-	-
<b>Sub-total (B)(2):-</b>	-	-	-	-	-	-	-	-	-
<b>Total Public Shareholding (B)=(B)(1)+(B)(2)</b>	-	-	-	-	-	-	-	-	-
<b>C. Shares held by Custodian for GDRs &amp; ADRs</b>	-	-	-	-	-	-	-	-	-
<b>Grand Total (A+B+C)</b>	<b>125774960</b>	<b>-</b>	<b>125774960</b>	<b>100</b>	<b>251549920</b>	<b>-</b>	<b>251549920</b>	<b>100</b>	<b>100</b>

## (ii) Shareholding of Promoters

Sl. No.	Share holder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			% change in share holding during the year
		No. of Shares	% of total Shares of the company	% of Shares Pledged/ encumbered to total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	
1	Reliance Capital Limited	125774960	100	-	251549920	100	-	100
	<b>Total</b>	<b>125774960</b>	<b>100</b>	<b>-</b>	<b>251549920</b>	<b>100</b>	<b>-</b>	<b>100</b>

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

Sl. No.		Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of shares	% of total shares of the company	No. of shares	% of total shares of the company
1	At the beginning of the year	125774960	100	251549920	100
2	Date wise Increase / Decrease in Promoters Shareholding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus/ sweat equity etc.)	Increase as on 10.08.2017 due to issue of Bonus shares on proportionate basis in the ratio of one equity share each for one equity share held.			
3	At the end of the year	-	-	<b>251549920</b>	<b>100</b>

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

## (v) Shareholding of Directors and Key Managerial Personnel (KMPs):

Mr. Rajendra Chitale, Mr. Haris Ansari, Dr. Thomas Mathew, Mrs. Chhaya Virani, Mr. Lav Chaturvedi and Mr. Rakesh Jain (Executive Director & CEO) Directors of the Company hold nil shares at the beginning and at the end of the year.

The KMP's of the Company i.e. Mr. Rakesh Jain (Executive Director & CEO), Mr. Hemant Jain, CFO and Mr. Mohan Khandekar, Company Secretary, hold nil shares at the beginning and at the end of the year.

## V. INDEBTEDNESS

## Indebtedness of the Company including interest outstanding / accrued but not due for payment

(₹ in Crore)

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
<b>Indebtedness at the beginning of the financial year</b>				
i) Principal Amount	-	230.00	-	230.00
ii) Interest due but not paid	-	-	-	-
iii) Interest accrued but not due	-	13.07	-	13.07
<b>Total (i+ii+iii)</b>	<b>-</b>	<b>243.07</b>	<b>-</b>	<b>243.07</b>
<b>Change in Indebtedness during the financial year</b>				
• Addition	-	-	-	-
• Reduction	-	-	-	-
<b>Net Change</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Indebtedness at the end of the financial year</b>				
i) Principal Amount	-	230.00	-	230.00
ii) Interest due but not paid	-	-	-	-
iii) Interest accrued but not due	-	13.07	-	13.07
<b>Total (i+ii+iii)</b>	<b>-</b>	<b>243.07</b>	<b>-</b>	<b>243.07</b>

**VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL**

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

(₹ in Crore)

Sl. No.	Particulars of Remuneration	Name of WTD
		Mr. Rakesh Jain Executive Director & CEO
1	Gross salary (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 (b) Value of perquisites u/s 17(2) Income-tax 1961 Act, (c) Profits in lieu of salary under section 17(3) Income- tax Act, 1961	4.59 0.01 NIL
2	Stock Option (Number of options)	8,94,400 options
3	Sweat Equity	NIL
4	Commission - as % of profit - others, specify...	NIL
5	Others, please specify - Provident Fund - Retiral	0.15
	<b>Total (A)</b>	<b>4.75</b>
	Ceiling as per the Act	

B. Remuneration to other directors:

(₹ in Crore)

Sr. No.	Particulars of Remuneration	Name of Director				Total Amount
		Mr. Rajendra Chitale	Mr. H. Ansari	Mr. Thomas Mathew#	Ms. Chhaya Virani	
1.	<b>Independent Directors</b>					
	Fee for attending board/ committee meetings	0.11	0.14	0.02	0.07	<b>0.34</b>
	Commission	NIL	NIL	NIL	NIL	NIL
	Others, please specify	NIL	NIL	NIL	NIL	NIL
	<b>Total (1)</b>	<b>0.11</b>	<b>0.14</b>	<b>0.02</b>	<b>0.07</b>	<b>0.34</b>
2.	<b>Other Non Executive Directors</b>	<b>Mr. Lav Chaturvedi*</b>				
	Fee for attending board/ committee meetings	NIL				NIL
	Commission	NIL				NIL
	Others, please specify	NIL				NIL
	<b>Total (2)</b>	<b>NIL</b>				<b>NIL</b>
	<b>Total (B) = (1 + 2)</b>	<b>0.11</b>	<b>0.14</b>	<b>0.02</b>	<b>0.07</b>	<b>0.34</b>
	<b>Total Managerial Remuneration (A+B)</b>					<b>5.09</b>
Overall Ceiling as per the Act						
# appointed as a Director w.e.f. 06.10.2017						
* appointed as a Director w.e.f. 22.04.2017						

## C. Remuneration to Key Managerial Personnel other than MD/Manager/WTD

(₹ in Crore)

Sl. No.	Particulars of Remuneration	Key Managerial Personnel	
		Mr. Hemant Jain CFO	Mr. Mohan Khandekar Company Secretary
1	Gross salary		
	(a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	1.18	0.57
	(b) Value of perquisites u/s 17(2) Income-tax Act, 1961	NIL	0.003
	(c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	NIL	NIL
2	Stock Option (Number of options)	50,940 options	14,814 options
3	Sweat Equity	NIL	NIL
4	Commission	NIL	NIL
	- as % of profit	NIL	NIL
	others, specify...	NIL	NIL
5	Others, please specify		
	- PF	0.05	0.02
	- Retiral	NIL	NIL
	<b>Total</b>	<b>1.23</b>	<b>0.593</b>

## VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES:

Type	Section of the Companies Act	Brief Description	Details of Penalty/ Punishment/ Compounding fees imposed	Authority [RD / NCLT/ COURT]	Appeal made, if any (give Details)
<b>A. COMPANY</b>					
Penalty			None		
Punishment			None		
Compounding			None		
<b>B. DIRECTORS</b>					
Penalty			None		
Punishment			None		
Compounding			None		
<b>C. OTHER OFFICERS IN DEFAULT</b>					
Penalty			None		
Punishment			None		
Compounding			None		

For and on behalf of the Board of Directors

Rajendra Chitale  
Chairman of the Meeting  
[DIN-00015986]

Place: Mumbai  
Dated: 19<sup>th</sup> April, 2018

## SECRETARIAL AUDIT REPORT

Form MR-3

FOR THE FINANCIAL YEAR ENDED 31<sup>ST</sup> MARCH, 2018

*[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,**

**Reliance General Insurance Company Limited**

I have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate governance practice by **Reliance General Insurance Company Limited** (hereinafter called "the Company"). Secretarial Audit was conducted in a manner that provided me a reasonable basis for evaluating the corporate conducts / statutory compliances and expressing my opinion thereon.

Based on my verification of the Company's books, papers, minutes 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, I hereby report that in my opinion, the Company has, during the financial year ended 31<sup>st</sup> March, 2018, 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:

1. I have examined the books, papers, minute books, forms and returns filed and other records maintained by the Company, for the financial year ended on 31<sup>st</sup> March, 2018, 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 - Not Applicable;
  - 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 – Not Applicable;
  - v. The following regulations and guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act') are applicable:-
    - a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 – Not Applicable;
    - b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015;
    - c) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 – Not Applicable;
    - d) The Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014 - Not Applicable;
    - e) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008 – Not Applicable; and
    - f) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 – Not Applicable,
    - g) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009 - Not Applicable;
    - h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998 Not Applicable;
  - vi. Further we report that, having regard to the compliance system prevailing in the Company and on examination of the relevant documents and records in pursuance thereof, on test-check basis, the Company being a general insurance company, has complied with the Insurance Act, 1938 as applicable, the Insurance Laws (Amendment) Act, 2015 and regulations, guidelines and directions issued by the Insurance Regulatory & Development Authority of India (IRDAI). The Company has its compliance system, which is subject to monitoring and reporting to IRDAI.

I have examined compliances with applicable clauses of:

- i. Secretarial Standards issued by the Institute of the Company Secretaries of India
- ii. The Securities and Exchange Board of India (Listing Obligations Disclosure Requirements) Regulations, 2015

During the financial year under report, the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc. mentioned above.

I further report that:

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. The changes in the composition of the Board of Directors during the year under review were in compliance with the provisions of the Act.

Adequate notice, agenda and detailed notes have been given to all Directors to schedule the Board Meetings 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.

The decisions at Board Meetings and Committee Meetings are carried out and recorded in the minutes of the Board of Directors and Committee of the Board accordingly.

I have relied on the representation made by the Company and its Officers for adequate systems and processes in the company commensurate with its size & operation to monitor and ensure compliance with applicable laws.-

I further report that during the year under report, the Company has undertaken event / action having a major bearing on the Company's affairs in pursuance of the above referred laws, rules, regulations, guidelines, standards, etc. referred to above viz.

- (i) Approval of draft Red Herring Prospectus for raising of capital through Initial Public Offering;
- (ii) Offer for sale of Equity Shares by Reliance Capital Limited;
- (iii) Alteration of Memorandum of Association of the Company;
- (iv) Alteration of Articles of Association of the Company;
- (v) Revision in remuneration of Mr. Rakesh Jain as Executive Director and CEO of the Company;
- (vi) Declaration of Dividend on Equity Shares;
- (vii) Appointment of Directors including Independent Director;
- (viii) Resignation of Director;
- (ix) Reconstitution of various committees;
- (x) Approval of RGICL Phantom Stock Option Scheme 2017 for the employees of the Company;
- (xi) Approval of Employees Stock Option Scheme of the Company
- (xii) Issue of Bonus Shares in the ratio 1:1;
- (xiii) Approval from Insurance Regulatory Development Authority of India for various products.

For **Aashish K. Bhatt & Associates**  
Company Secretaries  
(ICSI Unique Code S2008MH100200)

**Aashish Bhatt**  
Proprietor

Place: Mumbai  
Date: 19<sup>th</sup> April, 2018

ACS No.: 19639, COP No.: 7023

## ANNUAL REPORT ON CSR ACTIVITIES

**1. A brief outline of the Company's CSR policy, including overview of projects or programs proposed to be undertaken and a reference to the web-link to the CSR policy and projects or programs:**

The Company has a robust CSR Policy. As per the said policy, all our efforts are focused towards building a great enterprise for the stakeholders.

Our approach is to interweave social responsibility into the Company's mainstream business functions through translating commitments into policies, which not only drive all employees but influence and mobilize stakeholders, especially partners and suppliers, to embrace responsible business practices in their respective spheres of action. The policy affirms business objectives and strategy along with our commitment to preserve natural resources and augment the growth and development of employees and families, the communities we operate in, suppliers/vendors, and our investors. Through the social policy manual, the Company seeks to engage with all the stakeholders, using it as a reference or guideline for all stakeholders and practitioners. CSR policy is placed on our website at the link [www.reliancegeneral.co.in/Downloads/Corporate-Social-Responsibility-Policy.pdf](http://www.reliancegeneral.co.in/Downloads/Corporate-Social-Responsibility-Policy.pdf).

**2. The Composition of the CSR Committee:**

The CSR Committee comprises of Mr. H. Ansari, Mr. Rakesh Jain and Mr. Lav Chaturvedi.

**3. Average net profit of the Company for last three financial years:**

Average net profit of ₹ 103.61 crore for last three financial years.

**4. Prescribed CSR Expenditure (two percent of the amount as in item 3 above):**

The Company is required to spend ₹ 2.07 crore towards CSR.

**5. Details of CSR spent during the financial year.**

(a) Total amount to be spent for the financial year: ₹ 2.07 crore

(b) Amount unspent, if any: NIL

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

(₹ in Crore)

S. No.	CSR project or activity identified	Sector in which the project is covered	Projects or programs 1) Local area or 2) Specify the State and projects or programs was undertaken	Amount outlay (budget) project or programs wise	Amount spent on the projects or programs Sub-heads: (1) Direct expenditure on projects or programs (2) Overheads:	Cumulative expenditure upto the reporting period	Amount spent: Direct or through implementing agency
1	Oncology Centre	Health Care	Maharashtra	2.07	2.07	2.07	Through a Non-profit centre specialized in the provision of health care
	<b>TOTAL</b>			<b>2.07</b>	<b>2.07</b>	<b>2.07</b>	

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

Not Applicable

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

The implementation and monitoring of Corporate Social Responsibility (CSR) Policy is in compliance with CSR objectives and policy of the Company.

**Rakesh Jain**  
(Executive Director and CEO)

**H. Ansari**  
(Chairman of CSR Committee)

## CORPORATE GOVERNANCE REPORT

### 1. Philosophy on Corporate Governance

The Company has always maintained the highest standards of Corporate Governance. The Principles which are set in Corporate Governance Policy are disclosure, fairness, independence, transparency, accountability, responsibility, social responsibility, compliances and ethical standards. The Company strives to achieve its mission in the lights of these corporate governance principles. These principles are not just words but are strictly followed in its true and strict sense in day to day working of the Company. The Company has also framed a strong whistle blowing mechanism where employees without hesitation can raise concern or report a possible breach of law or regulation with appropriate measures to protect against retaliation against reporting employees. Timely disclosure on all material matters regarding the Company, including the financial situation, performance, ownership and governance arrangement, is part of a corporate governance framework. It also includes Compliance with legal and regulatory requirements. The presence of an active group of Independent Directors on the Board contributes a great deal towards ensuring confidence of the customers and stakeholders. The Company has laid emphasis on the cardinal values of fairness, transparency and accountability for performance at all levels, thereby enhancing the shareholder's value and protecting the interest of the stakeholders.

In our commitment to achieve sound Corporate Governance practices, the Company is guided by the following core principles:

1. To maintain the highest standards of transparency in all aspects of our interactions and dealings.
2. To comply with all the laws and regulations applicable to the Company.
3. To conduct the affairs of the Company in an ethical manner.
4. To promote the interest of all stakeholders including customers, shareholders, employees, lenders, vendors and the community.
5. To improve brand and reputation.
6. Strengthen internal controls and improve risk management.
7. To ensure highest level of responsibility and accountability.
8. Ensure timely dissemination of material information and matters of interest of stakeholders.

### 2. Board of Directors

The Composition of Board of Directors of the Company is as follows;

1. Mr. Rajendra Chitale
2. Mr. Haris Ansari
3. Dr. Thomas Methew
4. Mrs. Chhaya Virani
5. Mr. Lav Chaturvedi
6. Mr. Rakesh Jain (Executive Director & CEO)

Out of six Directors, four Directors are Independent Directors. As per the Corporate Governance guidelines issued by IRDAI, your Company has constituted the Mandatory Committees viz. Audit Committee, Investment Committee, Policyholders Protection Committee, Risk Management Committee, Nomination and Remuneration Committee and Corporate Social Responsibility Committee. Additionally, the Company has also constituted Stakeholders' Relationship Committee in terms of the provisions of the Companies Act, 2013.

### 3. Audit Committee

Your Company has constituted an Audit Committee pursuant to the provisions of Sections 177 of the Companies Act, 2013 and IRDAI Corporate Governance regulations. The Audit Committee comprises of Mr. Rajendra Chitale as Chairman, Mrs. Chhaya Virani, Mr. Haris Ansari and Mr. Lav Chaturvedi as Members. Audit Committee inter alia advises the management on the areas where systems, process, internal audit, risk management can be improved. The minutes of the meetings of the Audit Committee are placed before the Board for review. Audit Committee recommends to the Board, appointment and remunerations of Auditors of the Company. Audit committee had discussions with Statutory Auditors before the audit commences about the nature & scope of audit as well as post audit discussions for addressing areas concern.

#### 4. Investment Committee

Your Company has constituted an Investment Committee pursuant to the requirement of Corporate Governance Guidelines of IRDAI. Presently the Committee consists of Mr. Haris Ansari, Mr. Rajendra Chitale, Mr. Lav Chaturvedi, Mr. Rakesh Jain, Mr. Hemant Jain, Mr. K. Ramkumar, Ms. Nanda Sambrani and Mr. Karthikeyan A. V. as Members. The Investment Committees decides on the Investment Policy of the Company and reviews the Investment decisions taken by the Company. Report on Investment performance and investment portfolio is also placed before the Board for review.

#### 5. Policyholders Protection Committee

Your Company has also constituted Policyholders Protection Committee as required under Corporate Governance Guidelines of IRDAI. At present the Committee consists of Mr. Haris Ansari, Mr. Lav Chaturvedi and Mr. Rakesh Jain as Members. The Committee reviews and monitor customer grievances on regular basis. Report of the Policyholders Protection Committee is also placed before the Board of Directors for review. The Company has Grievance Redressal Policy which is approved by the Board of Directors.

#### 6. Risk Management Committee

Your Company has also constituted Risk Management Committee for monitoring all the risks across the various lines of business of the Company. Presently the Committee consists of Mr. Rajendra Chitale, Mr. Haris Ansari, Mr. Lav Chaturvedi and Mr. Rakesh Jain as Members.

#### 7. Nomination and Remuneration Committee

Your Company has also constituted Nomination and Remuneration Committee which comprises of Mr. Haris Ansari as Chairperson, Mr. Rajendra Chitale and Mr. Lav Chaturvedi as Members.

#### 8. Corporate Social Responsibility Committee

Your Company has also constituted Corporate Social Responsibility Committee which comprises of Mr. Haris Ansari, Mr. Lav Chaturvedi and Mr. Rakesh Jain as Members.

#### 9. Stakeholders' Relationship Committee

Your Company has also constituted Stakeholders' Relationship Committee which comprises of Mrs. Chhaya Virani as Chairperson, Mr. Haris Ansari, Mr. Lav Chaturvedi and Mr. Rakesh Jain as Members.

In addition to the above, the Company has also constituted Non Mandatory Committees viz. Committee of Executives (Investment), Asset liability Management Committee and Ethics Committee.

As required under the Corporate Governance guidelines, details of number of meetings held of the Board of Directors and Committees in the Financial Year and details of composition of the Board and Committees and meetings attended by the Directors etc. are enclosed as Annexure I & II forming part of this report.

#### 10. Compliance Officer

Mr. Mohan Khandekar, Company Secretary, is the Chief Compliance officer of the Company for complying with the requirements of IRDAI regulations.

#### Certification for Compliance of the Corporate Governance Guidelines

I, Mohan Khandekar, hereby certify that Reliance General Insurance Company Limited has complied with the Corporate Governance Guidelines for Insurance Companies as amended from time to time and nothing has been concealed or suppressed.

**Mohan Khandekar**  
Company Secretary & Chief Compliance Officer

## ANNEXURE I FORMING PART OF CORPORATE GOVERNANCE REPORT

**DEATILS OF NUMBER OF MEETINGS HELD, DATE OF MEETINGS, MEETINGS ATTENDED AND COMPENSATION PAID DURING THE FINANCIAL YEAR 2017-18**

### BOARD MEETING

Date of Meetings:	22.04.2017, 12.06.2017, 22.6.2017, 18.07.2017, 31.07.2017, 10.08.2017, 08.09.2017, 06.10.2017, 01.11.2017, 05.01.2018, 12.01.2018, 25.01.2018		
Name of the Director	Meeting held during FY 2017-18	Meetings attended	Compensation paid Gross (Sitting Fees) (₹)
Mr. Rajendra Chitale	12	11	440,000
Mr. H. Ansari	12	12	480,000
Mr. Thomas Mathew (appointed w.e.f. 6.10.2017)	12	5	200,000
Mrs. Chhaya Virani	12	10	400,000
Mr. Lav Chaturvedi	12	12	Nil
Mr. Rakesh Jain (Executive Director & CEO)	12	12	Nil

### POLICYHOLDERS PROTECTION COMMITTEE

Date of Meetings:	22.04.2017, 18.07.2017, 01.11.2017, 25.01.2018		
Name of the Director/Member	Meeting held during FY 2017-18	Meetings attended	Compensation paid Gross (Sitting Fees) (₹)
Mr. H. Ansari	4	4	120,000
Mr. Lav Chaturvedi	4	4	Nil
Mr. Rakesh Jain (Executive Director & CEO)	4	4	Nil
Mr. Vivek Gambhir (ceased to be a member w.e.f. 18.07.2017)	4	1	Nil

### INVESTMENT COMMITTEE

Date of Meetings:	22.04.2017, 18.07.2017, 01.11.2017, 25.01.2018		
Name of the Director/Member	Meeting held during FY 2017-18	Meetings attended	Compensation paid Gross (Sitting Fees) (₹)
Mr. H. Ansari	4	4	120,000
Mr. Rajendra Chitale	4	4	120,000
Mr. Lav Chaturvedi	4	4	Nil
Mr. Rakesh Jain (Executive Director & CEO)	4	4	Nil
Mr. Hemant Jain	4	4	Nil
Mr. K. Ramkumar	4	4	Nil
Mrs. Nanda Sambrani (appointed as a member w.e.f. 08.09.2017)	4	2	Nil
Mr. Karthikeyan A.V.	4	4	Nil
Mr. Sudip Banerjee (ceased to be a member w.e.f. 08.09.2017)	4	2	Nil

**AUDIT COMMITTEE**

Date of Meetings:	22.04.2017, 22.06.2017, 18.07.2017, 08.09.2017, 06.10.2017, 01.11.2017, 05.01.2018, 25.01.2018		
Name of the Director	Meeting held during FY 2017-18	Meetings attended	Compensation paid Gross (Sitting Fees) (₹)
Mr. Rajendra Chitale	8	7	280,000
Mr. H. Ansari	8	8	320,000
Mrs. Chhaya Virani	8	8	320,000
Mr. Lav Chaturvedi	8	8	Nil

**RISK MANAGEMENT COMMITTEE**

Date of Meetings:	22.04.2017, 18.07.2017, 01.11.2017, 25.01.2018		
Name of the Director/Member	Meeting held during FY 2017-18	Meetings attended	Compensation paid Gross (Sitting Fees) (₹)
Mr. Rajendra Chitale	4	4	120,000
Mr. H. Ansari	4	4	120,000
Mr. Lav Chaturvedi	4	4	Nil
Mr. Rakesh Jain (Executive Director & CEO)	4	4	Nil
Mr. Mohan Khandekar (ceased to be a member w.e.f. 08.09.2017)	4	2	Nil
Mr. Sudip Banerjee (ceased to be a member w.e.f. 08.09.2017)	4	2	Nil
Mr. Hemant Jain (ceased to be a member w.e.f. 08.09.2017)	4	2	Nil
Mr. K. Ramkumar (ceased to be a member w.e.f. 08.09.2017)	4	2	Nil
Mr. Vivek Gambhir (ceased to be a member w.e.f. 18.07.2017)	4	1	Nil
Mr. Karthikeyan A.V. (ceased to be a member w.e.f. 08.09.2017)	4	2	Nil

**COMMITTEE OF EXECUTIVES (INVESTMENT)**

Date of Meetings:	20.04.2017, 25.05.2017, 15.06.2017, 17.07.2017, 18.08.2017, 20.09.2017, 17.10.2017, 27.11.2017, 21.12.2017, 22.01.2018, 19.02.2018, 15.03.2018		
Name of the Director/Member	Meeting held during FY 2017-18	Meetings attended	Compensation paid Gross (Sitting Fees) (₹)
Mr. Rakesh Jain (Executive Director & CEO)	12	12	Nil
Mr. K. Ramkumar	12	10	Nil
Mrs. Nanda Sambrani (appointed as a member w.e.f. 08.09.2017)	12	6	Nil
Mr. Hemant Jain	12	10	Nil
Mr. Karthikeyan A.V.	12	11	Nil
Mr. Sudip Banerjee (ceased to be a member w.e.f. 08.09.2017)	12	5	Nil

**ASSET - LIABILITY MANAGEMENT COMMITTEE**

Date of Meetings:	15.05.2017, 09.08.2017, 14.11.2017, 09.02.2018		
Name of the Director/Member	Meeting held during FY 2017-18	Meetings attended	Compensation paid Gross (Sitting Fees) (₹)
Mr. Lav Chaturvedi	4	4	Nil
Mr. Rakesh Jain (Executive Director & CEO)	4	4	Nil
Mr. Hemant Jain	4	4	Nil
Mr. K. Ramkumar	4	4	Nil
Mrs. Nanda Sambrani (appointed as a member w.e.f. 08.09.2017)	4	1	Nil
Mr. Karthikeyan A.V.	4	4	Nil
Mr. Sudip Banerjee (ceased to be a member w.e.f. 08.09.2017)	4	2	Nil

**CORPORATE SOCIAL RESPONSIBILITY COMMITTEE**

Date of Meetings:	25.01.2018		
Name of the Director	Meeting held during FY 2017-18	Meetings attended	Compensation paid Gross (Sitting Fees) (₹)
Mr. H. Ansari	1	1	30,000
Mr. Lav Chaturvedi	1	1	Nil
Mr. Rakesh Jain (Executive Director & CEO)	1	1	Nil

**NOMINATION AND REMUNERATION COMMITTEE**

Date of Meetings:	22.04.2017, 12.06.2017, 18.07.2017, 31.07.17, 08.09.17, 06.10.2017		
Name of the Director	Meeting held during FY 2017-18	Meetings attended	Compensation paid Gross (Sitting Fees) (₹)
Mr. H. Ansari	6	6	180,000
Mr. Rajendra Chitale	6	6	180,000
Mr. Lav Chaturvedi	6	6	Nil

**STAKEHOLDERS RELATIONSHIP COMMITTEE**

The Company constituted Stakeholders Relationship Committee consisting of Mrs. Chhaya Virani, Mr. Haris Ansari, Mr. Lav Chaturvedi and Mr. Rakesh Jain. No Meetings were held during the Financial Year 2017-18.

## ANNEXURE II FORMING PART OF CORPORATE GOVERNANCE REPORT

### Policyholders Protection Committee

Name	Qualification	Field of Specialization	Category
Mr. H. Ansari	Post Graduate in Science	General Insurance	Independent Director
Mr. Lav Chaturvedi	MBA from Syracuse University, New York and CFA, USA.	Risk Management	Non - Executive Director
Mr. Rakesh Jain	Chartered Accountant, ICWAI	Finance & Insurance	Executive Director & CEO
Mr. Vivek Gambhir*	Masters of International Business from the IIFT, Delhi	Underwriting	Employee

\*ceased to be a member w.e.f. 18.07.2017

### Investment Committee

Name	Qualification	Field of Specialization	Category
Mr. Rajendra Chitale	Chartered Accountant	Finance & Insurance	Independent Director
Mr. H. Ansari	Post Graduate in Science	General Insurance	Independent Director
Mr. Lav Chaturvedi	MBA from Syracuse University, New York and CFA, USA.	Risk Management	Non - Executive Director
Mr. Rakesh Jain	Chartered Accountant, ICWAI	Finance & Insurance	Executive Director & CEO
Mr. Hemant Jain	Chartered Accountant	Finance	Employee
Mr. K. Ramkumar	B.Sc (Chemistry), Diploma in Business Finance From ICFAI Hyderabad, ICWAI	Investments	Employee
Mrs. Nanda Sambrani*	B.Sc, Fellow of Insurance Institute of India	Risk Management & Compliance	Employee
Mr. Karthikeyan A.V.	Fellow of Institute of Actuaries of India and MBA Bharathidasan Institute of Management, Trichy	Actuary	Employee
Mr. Sudip Banerjee**	B. Tech, IIT Kharagpur and MBA from IIM Kolkata	IT & Risk Management	Employee

\*appointed as a member w.e.f 08.09.2017

\*\*ceased to be a member w.e.f. 08.09.2017

### Audit Committee

Name	Qualification	Field of Specialization	Category
Mr. Rajendra Chitale	Chartered Accountant	Finance & Insurance	Independent Director
Mr. H. Ansari	Post Graduate in Science	General Insurance	Independent Director
Mr. Lav Chaturvedi	MBA from Syracuse University, New York and CFA, USA.	Risk Management	Non - Executive Director
Mrs. Chhaya Virani	BA, LLB	Legal	Independent Director

## Board of Directors

Name	Qualification	Field of Specialization	Category
Mr. Rajendra Chitale	Chartered Accountant	Finance & Insurance	Independent Director
Mr. H. Ansari	Post Graduate in Science	General Insurance	Independent Director
Mr. Thomas Mathew*	BA, MA, LLB, Degree of Master of Philosophy, Degree of Doctor of Philosophy from Jawahar Nehru University.	Bureaucrate	Independent Director
Mrs. Chhaya Virani	BA, LLB	Legal	Independent Director
Mr. Lav Chaturvedi	MBA from Syracuse University, New York and CFA, USA.	Risk Management	Non - Executive Director
Mr. Rakesh Jain	Chartered Accountant, ICWAI	Finance & Insurance	Executive Director & CEO

\*appointed w.e.f. 06.10.2017

## Nomination and Remuneration Committee

Name	Qualification	Field of Specialization	Category
Mr. Rajendra Chitale	Chartered Accountant	Finance & Insurance	Independent Director
Mr. H. Ansari	Post Graduate in Science	General Insurance	Independent Director
Mr. Lav Chaturvedi	MBA from Syracuse University, New York and CFA, USA.	Risk Management	Non - Executive Director

## Ethics Committee

Name	Qualification	Field of Specialization	Category
Mr. Lav Chaturvedi	MBA from Syracuse University, New York and CFA, USA.	Risk Management	Non - Executive Director
Mr. Rakesh Jain	Chartered Accountant, ICWAI	Finance & Insurance	Executive Director & CEO

## Risk Management Committee

Name	Qualification	Field of Specialization	Category
Mr. Rajendra Chitale	Chartered Accountant	Finance & Insurance	Independent Director
Mr. H. Ansari	Post Graduate in Science	General Insurance	Independent Director
Mr. Lav Chaturvedi	MBA from Syracuse University, New York and CFA, USA.	Risk Management	Non - Executive Director
Mr. Rakesh Jain	Chartered Accountant, ICWAI	Finance & Insurance	Executive Director & CEO
Mr. Mohan Khandekar*	M.Com, LLB, ACS	Company Secretarial and Legal Matters	Employee
Mr. Hemant Jain**	Chartered Accountant	Finance	Employee
Mr. Sudip Banerjee***	B. Tech, IIT Kharagpur and MBA from IIM Kolkata	IT & Risk Management	Employee
Mr. K. Ramkumar#	B.Sc (Chemistry), Diploma in Business Finance From ICFAI Hyderabad, ICWAI	Investments	Employee
Mr. Vivek Gambhir##	Masters of International Business from the IIFT, Delhi	Underwriting	Employee

## Reliance General Insurance Company Limited

Name	Qualification	Field of Specialization	Category
Mr. Karthikeyan A.V.###	Fellow of Institute of Actuaries of India and MBA Bharathidasan Institute of Management, Trichy	Actuary	Employee

\*ceased to be a member w.e.f. 08.09.2017

\*\* ceased to be a member w.e.f. 08.09.2017

\*\*\* ceased to be a member w.e.f. 08.09.2017

# ceased to be a member w.e.f. 08.09.2017

##ceased to be a member w.e.f. 18.07.2017

### ceased to be a member w.e.f. 08.09.2017

### Committee of Executives (Investment)

Name	Qualification	Field of Specialization	Category
Mr. Rakesh Jain	Chartered Accountant, ICWAI	Finance & Insurance	Executive Director & CEO
Mr. Hemant Jain	Chartered Accountant	Finance	Employee
Mrs. Nanda Sambrani**	B.Sc, Fellow Insurance Institute of India	Risk Management & Compliance	Employee
Mr. K. Ramkumar	B.Sc (Chemistry), Diploma in Business Finance From ICFAI Hyderabad, ICWAI	Investments	Employee
Mr. Karthikeyan A.V.#	Fellow of Institute of Actuaries of India and MBA Bharathidasan Institute of Management, Trichy	Actuary	Employee
Mr. Sudip Banerjee*	B. Tech, IIT Kharagpur and MBA from IIM Kolkata	IT & Risk Management	Employee

\*\* appointed as a member w.e.f. 08.09.2017

\* ceased to be a member w.e.f. 08.09.2017

# ceased to be a member w.e.f. 08.09.2017

### Asset Liability Management Committee

Name	Qualification	Field of Specialization	Category
Mr. Lav Chaturvedi	MBA from Syracuse University, New York and CFA, USA.	Risk Management	Non - Executive Director
Mr. Rakesh Jain	Chartered Accountant, ICWAI	Finance & Insurance	Executive Director & CEO
Mr. Hemant Jain	Chartered Accountant	Finance	Employee
Mr. K. Ramkumar	B.Sc (Chemistry), Diploma in Business Finance From ICFAI Hyderabad, ICWAI	Investments	Employee
Mrs. Nanda Sambrani*	B.Sc, Fellow of Insurance Institute of India	Risk Management & Compliance	Employee
Mr. Karthikeyan A.V.	Fellow of Institute of Actuaries of India and MBA Bharathidasan Institute of Management, Trichy	Actuary	Employee
Mr. Sudip Banerjee**	B. Tech, IIT Kharagpur and MBA from IIM Kolkata	IT & Risk Management	Employee

\*appointed as a member w.e.f. 08.09.2017

\*\* ceased to be a member w.e.f. 08.09.2017

**Corporate Social Responsibility Committee**

<b>Name</b>	<b>Qualification</b>	<b>Field of Specialization</b>	<b>Category</b>
Mr. H. Ansari	Post Graduate in Science	General Insurance	Independent Director
Mr. Lav Chaturvedi	MBA from Syracuse University, New York and CFA, USA.	Risk Management	Non - Executive Director
Mr. Rakesh Jain	Chartered Accountant, ICWAI	Finance & Insurance	Executive Director & CEO

**Stakeholders Relationship Committee**

<b>Name</b>	<b>Qualification</b>	<b>Field of Specialization</b>	<b>Category</b>
Mrs. Chhaya Virani	BA, LLB	Legal	Independent Director
Mr. H. Ansari	Post Graduate in Science	General Insurance	Independent Director
Mr. Lav Chaturvedi	MBA from Syracuse University, New York and CFA, USA.	Risk Management	Non - Executive Director
Mr. Rakesh Jain	Chartered Accountant, ICWAI	Finance & Insurance	Executive Director & CEO

**MANAGEMENT REPORT ATTACHED TO THE FINANCIAL STATEMENT  
AS ON 31<sup>ST</sup> MARCH 2018**

- 1) We confirm the validity of the registration granted by Insurance Regulatory & Development Authority of India for carrying on general insurance business.
- 2) We certify that all the dues payable to the statutory authorities have been duly paid.
- 3) We confirm that shareholding pattern is in accordance with the statutory and regulatory requirements.
- 4) We declare that the management has not directly or indirectly invested outside India the funds of the holders of policies issued in India.
- 5) We confirm that the required solvency margins have been maintained.
- 6) We certify that the values of all the assets have been reviewed on the date of the Balance Sheet and that in the best of our belief, the assets set forth in the Balance sheet are shown in the aggregate at amounts not exceeding their realisable or market value under the headings "Investments", "Agents balances", "Outstanding Premium", "Interest and Dividends accrued but not due", "Balances due from other entities carrying on insurance business", "Other Advances", "Advances to Staff", "Deposits", "Cash" and several items specified under "Other Accounts" except debt securities which are stated at cost/ amortised cost
- 7) The company is exposed to various risks related to its insurance operations and financial risks related to its investment portfolio. The operational & financial risks are being closely monitored and being actively managed. The exposure to the insurance operations is managed by implementing underwriting controls and risk transfer through adequate reinsurance arrangements. Catastrophe risk exposure has been analyzed and accumulation is being monitored. Risk models have been also been used on our accumulation to get an estimate and the reinsurance protection has taken to limit our exposure to any one event to an acceptable limit.
- 8) We have no operations in any country outside India.
- 9) We certify that the investments have been valued as per the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 and shown in the Balance Sheet. The market value of investments has been arrived at as per the guidelines given by the Insurance Regulatory and Development Authority based on quoted market price wherever available and based on the market yield for rated securities not quoted and at book value for securities which do not have rating. The investment portfolio is also diversified within limits set under the IRDAI regulations.
- 10) Ageing analysis of claims outstanding and average claims settlement time for the five years.

**Ageing of Claim Outstanding**

**FY 2017-18**

(₹ in '000)

Period / Class	Fire		Marine Cargo		Marine Hull		Motor OD	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
30 days	59	90,075	80	9,611	5	13,053	5,915	178,700
31 days to 6 Months	231	847,976	139	81,694	6	21,129	5,812	295,384
6 Months to 1 Year	104	873,006	68	56,270	3	58,055	817	82,127
1 Year to 5 Years	354	2,108,331	224	773,065	1	1,369	1,037	75,310
5 Years and Above	47	85,825	33	26,243	1	25	811	57,679
<b>Grand Total</b>	<b>795</b>	<b>4,005,213</b>	<b>544</b>	<b>946,883</b>	<b>16</b>	<b>93,631</b>	<b>14,392</b>	<b>689,200</b>

(₹ in '000)

Period / Class	Motor-TP		Engineering		Liability		Public Liability	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
30 days	1,112	336,014	40	18,661	17	1,671	9	550
31 days to 6 Months	5,605	1,327,313	73	84,955	120	15,352	89	17,123
6 Months to 1 Year	5,625	1,344,225	64	91,184	83	13,665	58	6,043
1 Year to 5 Years	29,995	7,428,454	825	476,707	473	45,796	302	59,558
5 Years and Above	22,489	5,482,100	44	10,957	32	8,006	43	21,974
<b>Grand Total</b>	<b>64,826</b>	<b>15,918,106</b>	<b>1,046</b>	<b>682,464</b>	<b>725</b>	<b>84,490</b>	<b>501</b>	<b>105,248</b>

(₹ in '000)

Period / Class	Health		Aviation		Personal Accident		All Other Misc	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
30 days	173,654	1,378,432	1	1,000	146	39,737	105	8,454
31 days to 6 Months	1512	64,646	-	-	406	61,095	104	28,400
6 Months to 1 Year	221	15,466	1	8,285	337	39,870	31	9,464
1 Year to 5 Years	392	27,619	5	3,726	913	106,675	314	234,864
5 Years and Above	148	4,194	9	715,559	250	19,917	471	160,049
<b>Grand Total</b>	<b>175,927</b>	<b>1,490,357</b>	<b>16</b>	<b>728,570</b>	<b>2,052</b>	<b>267,294</b>	<b>1,025</b>	<b>441,231</b>

(₹ in '000)

Period / Class	Crop and Weather Insurance		Total	
	Count	Amount	Count	Amount
30 days	1	114,827	181,144	2,190,785
31 days to 6 Months	84	5,879	14,181	2,850,946
6 Months to 1 Year	63	4,364	7,475	2,602,024
1 Year to 5 Years	493	920,786	35,328	12,262,261
5 Years and Above	1	0	24,379	6,592,528
<b>Grand Total</b>	<b>642</b>	<b>1,045,857</b>	<b>262,507</b>	<b>26,498,544</b>

## FY 2016-17

(₹ in '000)

Period / Class	Fire		Marine Cargo		Marine Hull		Motor OD	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
30 days	58	85,004	139	21,908	1	10	5,893	186,239
31 days to 6 Months	256	2,426,045	388	222,505	-	-	5,131	341,619
6 Months to 1 Year	179	1,776,917	237	44,373	-	191	845	121,102
1 Year to 5 Years	286	1,078,015	226	768,747	1	1,624	1,489	117,379
5 Years and Above	51	83,438	28	26,054	2	44	706	50,258
<b>Grand Total</b>	<b>830</b>	<b>5,449,418</b>	<b>1,018</b>	<b>1,083,587</b>	<b>4</b>	<b>1,869</b>	<b>14,064</b>	<b>816,596</b>

(₹ in '000)

Period / Class	Motor-TP		Engineering		Liability		Public Liability	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
30 days	1,424	360,869	34	13,563	22	1,705	13	815
31 days to 6 Months	5,385	1,197,232	282	125,278	94	8,730	71	5,799
6 Months to 1 Year	6,454	1,395,511	119	231,460	112	9,929	114	18,209
1 Year to 5 Years	34,861	8,244,276	639	424,409	334	36,112	159	46,868
5 Years and Above	19,923	4,160,178	21	8,123	26	6,521	13	14,784
<b>Grand Total</b>	<b>68,047</b>	<b>15,358,066</b>	<b>1,095</b>	<b>802,834</b>	<b>588</b>	<b>62,997</b>	<b>370</b>	<b>86,475</b>

(₹ in '000)

Period / Class	Health		Aviation		Personal Accident		All Other Misc	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
Ageing								
30 days	43,282	681,480	1	1,200	213	47,326	177	8,217
31 days to 6 Months	1,081	44,508	2	12,334	704	159,992	275	22,255
6 Months to 1 Year	145	18,486	-	-	482	65,263	57	16,698
1 Year to 5 Years	400	93,321	5	10,497	1,145	118,175	560	316,132
5 Years and Above	164	3,314	8	716,251	224	19,369	258	68,181
<b>Grand Total</b>	<b>45,072</b>	<b>841,109</b>	<b>16</b>	<b>740,282</b>	<b>2,768</b>	<b>410,124</b>	<b>1,327</b>	<b>431,482</b>

(₹ in '000)

Period / Class	Crop and Weather Insurance		Total	
	Count	Amount	Count	Amount
Ageing				
30 days	1	102,628	51,258	1,510,965
31 days to 6 Months	15	27,352	13,684	4,593,649
6 Months to 1 Year	324	340,348	9,068	4,038,488
1 Year to 5 Years	173	782,177	40,278	12,037,730
5 Years and Above	-	-	21,424	5,156,515
<b>Grand Total</b>	<b>513</b>	<b>1,252,507</b>	<b>135,712</b>	<b>27,337,348</b>

**FY 2015-16\***

(₹ in '000)

Period / Class	Fire		Marine Cargo		Marine Hull		Motor OD	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
Ageing								
30 days	62	26,938	82	20,892	-	-	6,837	210,688
31 days to 6 Months	231	1,202,638	290	112,459	-	-	7,463	459,133
6 Months to 1 Year	179	484,129	108	229,519	1	39,960	1,293	159,413
1 Year to 5 Years	154	521,264	57	93,840	1	1,369	2,097	189,972
5 Years and Above	47	58,050	21	7,548	2	44	516	39,489
<b>Grand Total</b>	<b>673</b>	<b>2,293,019</b>	<b>558</b>	<b>464,258</b>	<b>4</b>	<b>41,373</b>	<b>18,206</b>	<b>1,058,695</b>

(₹ in '000)

Period / Class	Motor-TP		Engineering		Liability		Public Liability	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
Ageing								
30 days	1,325	322,881	49	18,939	18	373	7	4,030
31 days to 6 Months	6,266	1,336,866	124	71,236	173	11,466	20	5,095
6 Months to 1 Year	7,526	1,585,134	585	389,066	169	18,132	26	3,892
1 Year to 5 Years	41,822	8,951,911	108	278,805	79	15,837	153	50,282
5 Years and Above	13,897	2,460,812	13	4,421	17	3,031	4	616
<b>Grand Total</b>	<b>70,836</b>	<b>14,657,604</b>	<b>879</b>	<b>762,467</b>	<b>456</b>	<b>48,839</b>	<b>210</b>	<b>63,915</b>

(₹ in '000)

Period / Class	Health		Aviation		Personal Accident		All Other Misc	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
Ageing								
30 days	116,932	909,958	-	-	180	43,457	78	5,186
31 days to 6 Months	988	68,099	1	11,153	649	99,154	127	13,170
6 Months to 1 Year	126	41,809	1	60,363	468	58,329	27	4,319
1 Year to 5 Years	415	73,059	6	2,320	1157	63,985	720	893,098
5 Years and Above	145	3,558	11	721,180	219	17,792	91	4,785
<b>Grand Total</b>	<b>118,606</b>	<b>1,096,483</b>	<b>19</b>	<b>795,016</b>	<b>2,673</b>	<b>282,717</b>	<b>1,043</b>	<b>920,558</b>

(₹ in '000)

Period / Class	Crop & Weather		Total	
	Count	Amount	Count	Amount
Ageing				
30 days	64	274,398	125,634	1,837,740
31 days to 6 Months	68	444,183	16,400	3,834,652
6 Months to 1 Year	-	56,473	10,509	3,130,538
1 Year to 5 Years	52	390,315	46,821	11,526,057
5 Years and Above	-	-	14,983	3,321,326
<b>Grand Total</b>	<b>184</b>	<b>1,165,369</b>	<b>214,347</b>	<b>23,650,313</b>

## FY 2014-15\*

(₹ in '000)

Period / Class	Fire		Marine Cargo		Marine Hull		Motor OD	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
Ageing								
30 days	51	58,252	58	10,792	-	-	5,448	208,862
31 days to 6 Months	131	410,928	112	90,519	-	-	5,264	576,131
6 Months to 1 Year	134	251,899	60	55,454	2	3,250	918	190,059
1 Year to 5 Years	202	887,535	166	442,666	2	1,474	2,812	299,460
5 Years and Above	4	14,231	8	3,318	-	-	4	233
<b>Grand Total</b>	<b>522</b>	<b>1,622,845</b>	<b>404</b>	<b>602,749</b>	<b>4</b>	<b>4,724</b>	<b>14,446</b>	<b>1,274,745</b>

(₹ in '000)

Period / Class	Motor-TP		Engineering		Liability		Public Liability	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
Ageing								
30 days	1,428	292,681	42	23,882	15	1,729	9	972
31 days to 6 Months	6,627	1,307,423	125	200,043	58	5,404	28	5,718
6 Months to 1 Year	6,495	1,312,630	152	368,167	16	4,127	35	8,693
1 Year to 5 Years	46,858	9,012,841	517	672,807	47	12,879	95	29,201
5 Years and Above	8,841	1,379,224	6	643	8	1,323	5	2,715
<b>Grand Total</b>	<b>70,249</b>	<b>13,304,799</b>	<b>842</b>	<b>1,265,542</b>	<b>144</b>	<b>25,462</b>	<b>172</b>	<b>47,299</b>

(₹ in '000)

Period / Class	Health		Aviation		Personal Accident		All Other Misc	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
Ageing								
30 days	11,437	237,730	-	-	247	30,158	49	4,641
31 days to 6 Months	9,918	206,794	-	-	691	86,294	83	87,047
6 Months to 1 Year	3,383	91,708	2	496	503	51,511	110	281,101
1 Year to 5 Years	12,504	131,036	18	722,657	1,702	88,309	784	494,336
5 Years and Above	2	203	1	12	9	12,108	25	2,097
<b>Grand Total</b>	<b>37,244</b>	<b>667,471</b>	<b>21</b>	<b>723,165</b>	<b>3,152</b>	<b>268,380</b>	<b>1,051</b>	<b>869,222</b>

(₹ in '000)

Period / Class	Crop & Weather		Total	
	Count	Amount	Count	Amount
Ageing				
30 days	20	38,499	18,804	908,198
31 days to 6 Months	15	565,749	23,052	3,542,050
6 Months to 1 Year	26	26,523	11,836	2,645,618
1 Year to 5 Years	9	14,864	65,716	12,810,065
5 Years and Above	-	-	8,913	1,416,107
<b>Grand Total</b>	<b>70</b>	<b>645,635</b>	<b>128,321</b>	<b>21,322,038</b>

FY 2013-14\*

(₹ in '000)

Period / Class	Fire		Marine Cargo		Marine Hull		Motor OD	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
30 days	89	350,690	117	22,743	-	-	5,183	285,045
31 days to 6 Months	154	376,372	121	88,609	1	1,369	5,711	756,276
6 Months to 1 Year	76	425,842	50	12,759	1	90	1,326	288,185
1 Year to 5 Years	138	303,817	170	124,004	3	2,202	2,733	401,833
5 Years and Above	-	-	-	-	-	-	3	250
<b>Grand Total</b>	<b>457</b>	<b>1,456,721</b>	<b>458</b>	<b>248,115</b>	<b>5</b>	<b>3,661</b>	<b>14,956</b>	<b>1,731,589</b>

(₹ in '000)

Period / Class	Motor-TP		Engineering		Liability		Public Liability	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
30 days	1,359	257,981	106	97,577	19	2,311	8	1,205
31 days to 6 Months	6,271	1,223,010	224	664,329	48	10,180	18	5,553
6 Months to 1 Year	7,511	1,512,317	168	419,291	26	8,814	18	4,414
1 Year to 5 Years	49,553	8,837,251	276	269,423	44	10,537	63	22,313
5 Years and Above	4,696	654,793	1	325	4	774	3	1,534
<b>Grand Total</b>	<b>69,390</b>	<b>12,485,352</b>	<b>775</b>	<b>1,450,945</b>	<b>141</b>	<b>32,616</b>	<b>110</b>	<b>35,019</b>

(₹ in '000)

Period / Class	Health		Aviation		Personal Accident		All Other Misc	
	Count	Amount	Count	Amount	Count	Amount	Count	Amount
30 days	48,252	427,092	1	85	205	16,720	69	4,068
31 days to 6 Months	9,157	205,272	-	-	651	48,890	241	70,404
6 Months to 1 Year	8,222	58,043	4	1,576	476	27,537	102	91,228
1 Year to 5 Years	1,426	83,886	15	728,755	1,477	95,350	679	193,464
5 Years and Above	1	117	-	-	1	370	19	1,839
<b>Grand Total</b>	<b>67,058</b>	<b>774,410</b>	<b>20</b>	<b>730,416</b>	<b>2,810</b>	<b>188,867</b>	<b>1,110</b>	<b>361,003</b>

(₹ in '000)

Period / Class	Crop & Weather		Total	
	Count	Amount	Count	Amount
30 days	8	14,864	55,416	14,80,381
31 days to 6 Months	17	36,983	22,614	34,87,247
6 Months to 1 Year	-	-	17,980	28,50,096
1 Year to 5 Years	1	-	56,578	1,10,72,835
5 Years and Above	-	-	4,728	6,60,002
<b>Grand Total</b>	<b>26</b>	<b>51,847</b>	<b>157,316</b>	<b>195,50,558</b>

\*All Other Miscellaneous Class is further bifurcated into Crop & Weather and All Other Miscellaneous except Crop & Weather.

**Average claims settlement time**

Product/ Class	FY 2017-18		FY 2016-17		FY 2015-16		FY 2014-15		FY 2013-14	
	No. of Claims	Average Settlement Time (Days)								
Fire	1,165	156	924	157	841	138	853	130	653	119
Marine Cargo	3,653	82	4,032	47	2,353	67	1,134	68	1,098	63
Marine Hull	2	163	3	305	-	-	1	1,659	1	859
Motor OD <sup>4</sup>	201,476	47	193,996	20	162,794	23	143,402	21	137,308	23
Engineering	744	106	577	122	511	142	430	171	505	113
Liability	159	234	184	242	186	138	159	147	117	176
Public Liability	3	13	2	555	10	582	1	173	21	89
Health- <sup>2</sup> Govt Approved Scheme	625,305	1	178,699	1	486,171	1	586,950	1	1,135,912	1
Health - <sup>3</sup> Other	122,182	9	60,920	16	59,169	21	62,845	31	58,737	32
Aviation	1	161	1	486	1	51	2	878	2	494
Public Accident	1,928	188	2,705	1,038	2,161	176	2,106	134	1,394	119
All Other Misc	233,866	2	2,433	42	1,036	87	1,220	147	1,147	82
<b>Total</b>	<b>1,190,484</b>		<b>444,476</b>		<b>715,233</b>		<b>799,103</b>		<b>1,336,895</b>	

Notes: 1. The above average claims settlement time does not include Third Party claims which have to be settled through MACT and other judicial bodies..

2. Average settlement time of Government Sponsored Schemes related to Health claims are separately shown, since they are cashless arrangements and settled on same day.

3. Average settlement time for Other Health Claims is calculated considering cashless arrangement as same day settlement.

4. Average settlement time for Motor OD claims is calculated considering Garage Payments as same day settlement.

11) A Majority of the Company's investment is in fixed income securities. The Fixed Income portion is invested mainly in Government securities and AAA or AA+ rated bonds. The primary objective when investing is Safety, Liquidity and Return. The Company monitors the cash position daily and seasonal liquidity needs are considered while planning maturities of investments. None of the fixed income investments have had any delays in servicing of interest or principal amounts. Based on the past track record, the Management has reasonable confidence in the quality and expected performance of the investments, in line with the objectives.

12) We also confirm:

- in the preparation of financial statements, the applicable accounting standards, principles and policies have been followed along with proper explanations relating to material departures, if any;
- the management has adopted 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 at the end of the financial year and of the operating profit and of the profit of the company for the year;
- the 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/Insurance Laws (Amendment) Act 2015 (to the extend notified) / Companies Act, 1956 & Companies Act, 2013(to the extend applicable) , for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities;

## Reliance General Insurance Company Limited

- d) the management has prepared the financial statements on a going concern basis;
- e) the management has ensured that an internal audit system commensurate with the size and nature of the business exists and is operating effectively.

13) Details of payments during the financial year to individuals, firms, companies and organisations in which Directors are interested, including reimbursement-

					(₹ in '000)
Sr No.	Name Of Director	Entity in which Director is Interested	Interested As	Nature Of Payment	Amount
1	Chayya Virani	Reliance communication Limited	Director	Claim Paid	3,132
				Reimbursement paid for expenses:- (Rent , Internet & Telephone Expenses)	45,505
		Reliance Capital Ltd	Director	Claim Paid	300
				Reimbursement paid for expenses (Rent, Communication, Electricity, Professional fees, Maintenance Charges)	225
				Management fees paid	60,000
				Dividend paid	62,887
				Reimbursement paid for IT services	38,335
2	Lav Chaturvedi	Reliance Commercial Finance Limited	Director	Claim Paid	66
3	Rajendra Chitale	Reliance Capital Ltd	Director	Claim Paid	300
				Reimbursement paid for expenses (Rent, Communication, Electricity, Professional fees, Maintenance Charges)	225
				Management fees paid	60,000
				Dividend paid	62,887
				Reimbursement paid for IT services	38,335
		Reliance Nippon Life Insurance Company Limited (formerly Reliance Life Insurance Company Limited)	Director	Claim Paid	1,577
		Transaction of purchase of Security	161,452		

### For and on behalf of the Board of Directors

#### Rajendra Chitale

Director (DIN No.: 0015986)

#### H. Ansari

Director (DIN No.: 2155529)

#### Dr. Thomas Mathew

Director (DIN: 05203948)

#### Chhaya Virani

Director (DIN : 06953556)

#### Lav Chaturvedi

Director (DIN : 02859336)

#### Rakesh Jain

Executive Director & CEO  
(DIN : 03645324)

#### Hemant K. Jain

Chief Financial Officer

#### Mohan Khandekar

Company Secretary  
(Membership No. A8515)

Place : Mumbai

Date : April 19, 2018

## INDEPENDENT AUDITORS' REPORT

### TO THE MEMBERS OF RELIANCE GENERAL INSURANCE COMPANY LIMITED

#### Report on the Financial Statements

1. We have audited the accompanying financial statements of **Reliance General Insurance Company Limited** ("the Company"), which comprise the Balance Sheet as at March 31, 2018, the related Revenue Account (also called the "Policyholders' Account" or the "Technical Account"), the Profit and Loss Account (also called the "Shareholders' Account" or "Non-Technical Account") and the Receipts and Payments Account for the year then ended, and a summary of the significant accounting policies and other explanatory information.

#### Management's Responsibility for the Financial Statements

2. 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 to give a true and fair view of the financial position, financial performance and receipts and payments of the Company in accordance with the requirements of the Insurance Act, 1938 (the "Insurance Act"), as amended by Insurance Laws (Amendment) Act, 2015 read with Insurance Regulatory and Development Act, 1999 (the "IRDA Act"), Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 (the "IRDA Financial Statements Regulations"), order/ directions issued by the Insurance Regulatory and Development Authority of India ("IRDAI") in this regard and in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act read with Rule 7 of the Companies (Accounts) Rules, 2014 to the extent applicable and in the manner so required.

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 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 statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

3. Our responsibility is to express an opinion on these financial statements based on our audit.
4. We have taken into account the provisions of the Act, the Insurance Act, the IRDA Act, the IRDA Financial Statements Regulations, orders/directions/circulars issued by the IRDAI, the accounting standards to the extent applicable and auditing standards and matters which are required to be included in the audit report and the Rules made thereunder.
5. We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Act and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of India. Those Standards and pronouncements require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.
6. An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the financial statements. 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. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the financial statements that give a true and fair view, in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, as well as evaluating the overall presentation of the financial statements.
7. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the financial statements.

#### Opinion

8. 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 the requirements of the Insurance Act, the IRDA Act, the IRDA Financial Statements Regulations and the Act 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 the Balance Sheet, of the state of affairs of the Company as at March 31, 2018;
- (b) in the case of the Revenue Account, of the operating profit for the year ended on that date;
- (c) in the case of the Profit and Loss Account, of the profit for the year ended on that date; and
- (d) in the case of the Receipts and Payments Account, of the receipts and payments for the year ended on that date.

#### Other Matters

- 9. The actuarial valuation of liabilities in respect of Claims Incurred But Not Reported (IBNR) and Claims Incurred But Not Enough Reported (IBNER) is the responsibility of the Company's Appointed Actuary. The actuarial valuation of these liabilities as at March 31, 2018 has been duly certified by the Appointed Actuary and the Mentor to the Appointed Actuary. The Appointed Actuary and the Mentor to the Appointed Actuary have also certified that in their opinion, the assumptions for such valuation are in accordance with the guidelines and norms issued by IRDAI and the Institute of Actuaries of India in concurrence with the Authority. We have relied upon the Company's Appointed Actuary and Mentor to the Appointed Actuary's certificate in this regard for forming our opinion on the financial statements of the Company.
- 10. The financial statements of the Company for the year ended March 31, 2017, were audited by the then joint statutory auditor, Haribhakti & Co LLP and the present joint statutory auditor Pathak H D & Associates who, vide their report dated April 22, 2017, expressed an unmodified opinion on those financial statements. Accordingly, we, Price Waterhouse Chartered Accountants LLP do not express any opinion on the figures reported of March 31, 2017 in the Financial Statements.

#### Report on Other Legal and Regulatory Requirements

- 11. As required by the Regulations, we have issued a separate certificate dated April 19, 2018, certifying the matters specified in paragraphs 3 and 4 of Schedule C to the IRDA Financial Statements Regulations.
- 12. Further, to our comments in the Certificate referred to in Paragraph 11 above, as required under the IRDA Financial Statements Regulations, read with 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 and to the best of our information and according to the explanations given to us, proper books of account as required by law have been maintained by the Company so far as 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 Revenue Account, the Profit and Loss Account, and the Receipts and Payments Account dealt with by this Report are in agreement with the books of account;
  - (e) 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, 1938 and the IRDA Financial Statements Regulations and/or orders/directions issued by the IRDAI in this behalf;
  - (f) In our opinion and to the best of our information and according to the explanations given to us, the accounting policies selected by the Company are appropriate and are in compliance with the Accounting Standards referred to in Section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014, to the extent they are not inconsistent with the accounting principles prescribed in the IRDA Financial Statements Regulations and orders/directions issued by the IRDAI in this behalf;
  - (g) In our opinion and to the best of our information and according to the explanations given to us, the Balance Sheet, the Revenue Account, the Profit and Loss Account and the Receipts and Payments Account dealt with by this report comply with the Accounting Standards referred to in Section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 to the extent they are not inconsistent with the accounting principles prescribed in the IRDA Financial Statements Regulations and orders/directions issued by IRDAI in this regard; and
  - (h) On the basis of the written representations received from the directors as on March 31, 2018, taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2018, from being appointed as a director in terms of Section 164 (2) of the Act.
  - (i) With respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to "Annexure A" to this report.

- (j) 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 knowledge and belief and according to the information and explanations given to us:
- i. The Company has disclosed the impact of pending litigations as at March 31, 2018, on its financial position in its financial statements. Refer Schedule 17 note 1 to the financial statements;
  - ii. The Company has long term contracts for which there were no material foreseeable losses. The Company did not have any derivative contracts as at March 31, 2018;
  - iii. There are no amounts which are required to be transferred, to the Investor Education and Protection Fund by the Company for the year ended March 31, 2018.

**For Price Waterhouse Chartered Accountants LLP**

Chartered Accountants

Firm Registration No. 012754N/N500016

**Sharmila A. Karve**

Partner

Membership No. 043229

Place: New York

Date: April 19, 2018

**For Pathak H.D. & Associates**

Chartered Accountants

Firm Registration No.107783W

**Mukesh Mehta**

Partner

Membership No. 043495

Place: Mumbai

Date: April 19, 2018

## ANNEXURE A TO THE INDEPENDENT AUDITORS' REPORT

Referred to in paragraph 12 (i) of the Independent Auditors' Report of even date to the members of Reliance General Insurance Company Limited on the financial statements for the year ended March 31, 2018.

### Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Act

1. We have audited the internal financial controls over financial reporting of **Reliance General Insurance Company Limited** ("the Company") as of March, 31, 2018, in conjunction with our audit of the financial statements of the Company for the year ended on that date.

### Management's Responsibility for Internal Financial Controls

2. 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 issued by the Institute of Chartered Accountants of India (ICAI). These responsibilities include the design, implementation and maintenance of adequate internal financial controls 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 (the "Act").

### Auditors' Responsibility

3. 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 deemed to be prescribed under section 143(10) of the Act to the extent applicable to an audit of internal financial controls, both applicable to an audit of internal financial controls and both issued by the ICAI. 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 adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.
4. 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 judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.
5. 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

6. 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

7. 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

8. In our opinion, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at March, 31, 2018, 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.

### Other Matters

9. The actuarial valuation for claims Incurred But Not Reported (IBNR) and Claims Incurred But Not Enough Reported (IBNER), has been duly certified by the Company's Appointed Actuary and the Mentor to the Appointed Actuary in accordance with the guidelines and norms issued by the Insurance Regulatory and Development Authority of India (the "Authority") and the Institute of Actuaries of India in concurrence with the Authority and has been relied upon by us, as mentioned in "Other Matters" paragraph of our audit report on the financial statements of the Company as at and for the year ended March 31, 2018. Accordingly, our opinion on the internal financial controls over financial reporting does not include reporting on the operating effectiveness of the management's internal controls over the valuation and accuracy of the aforesaid actuarial valuation.

#### For Price Waterhouse Chartered Accountants LLP

Chartered Accountants  
Firm Registration No. 012754N/N500016

#### Sharmila A. Karve

Partner  
Membership No. 043229

Place: New York  
Date: April 19, 2018

#### For Pathak H D & Associates

Chartered Accountants  
Firm Registration No. 107783W

#### Mukesh Mehta

Partner  
Membership No. 043495

Place: Mumbai  
Date: April 19, 2018

## INDEPENDENT AUDITORS' CERTIFICATE

### TO THE MEMBERS OF RELIANCE GENERAL INSURANCE COMPANY LIMITED

(Referred to in paragraph 11 of our Report on Other Legal and Regulatory Requirements forming part of the Independent Auditors' Report dated April 19, 2018)

This certificate is issued to comply with the provisions of paragraphs 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 "Regulations") read with regulation 3 of the Regulations.

#### Management Responsibility

The Company's Board of Directors is responsible for complying with the provisions of The Insurance Act, 1938 as amended from time to time including amendment brought by Insurance Laws (Amendment) Act, 2015 (the "Insurance Act"), the Insurance Regulatory and Development Authority Act, 1999 (the "IRDA Act"), the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor's Report of Insurance Companies) Regulations, 2002 (the "IRDA Financial Statements Regulations"), orders/directions issued by the Insurance Regulatory and Development Authority of India (the "IRDAI"). This includes collecting, collating and validating data and designing, implementing and monitoring of internal controls suitable for ensuring compliance as aforesaid.

#### Auditor's Responsibility

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').

#### Opinion

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 accounts and other records maintained by Reliance General Insurance Company Limited (the "Company") for the year ended March 31, 2018, we certify that:

1. We have reviewed the Management Report attached to the financial statements for the year ended March 31, 2018 and have found no apparent mistake or material inconsistency with the financial statements;
2. Based on management representations and the compliance certificate submitted to the Board of Directors by the officers of the Company charged with compliance and the same being noted by the Board, nothing has come to our attention that causes us to believe that the Company has not complied with the terms and conditions of registration stipulated by IRDAI;
3. We have verified the cash balances, to the extent considered necessary and securities relating to Company's investments as at March 31, 2018, by actual inspection or on the basis of certificates/ confirmations received from the Custodians and/ or Depository Participants appointed by the Company, as the case may be.
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 of the provisions of the Insurance Act relating to the application and investments of the Policyholders' Funds.

#### For Price Waterhouse Chartered Accountants LLP

Chartered Accountants  
Firm Registration No. 012754N/N500016

#### Sharmila A. Karve

Partner  
Membership No. 043229

Place: New York  
Date: April 19, 2018

#### For Pathak H D & Associates

Chartered Accountants  
Firm Registration No. 107783W

#### Mukesh Mehta

Partner  
Membership No. 043495

Place: Mumbai  
Date: April 19, 2018

## REVENUE ACCOUNT FOR THE YEAR ENDED 31ST MARCH, 2018

### Fire Insurance Business

Registration No and Date of Registration with the IRDAI : Regn. No. 103 dated 23.10.2000

(₹ in '000)

Particulars	Schedule	Current Year	Previous Year
Premium Earned (Net)	1	768,401	632,678
Profit / (Loss) on sale/redemption of Investments (Net)		14,144	31,852
Interest, Dividend & Rent – Gross		153,780	110,344
Exchange Gain / (Loss)		50	(128)
<b>TOTAL (A)</b>		<b>936,375</b>	<b>774,746</b>
Claims Incurred (Net)	2	471,531	677,042
Commission	3	(41,670)	(256,036)
Operating Expenses related to Insurance Business	4	346,884	310,195
Reserve for Premium Deficiency		-	-
<b>TOTAL (B)</b>		<b>776,745</b>	<b>731,201</b>
Operating Profit/(Loss) from Fire Business (C) = (A) - (B)		159,630	43,545
<b>Appropriations</b>			
Transfer to Shareholders' Accounts		159,630	43,545
Transfer to Catastrophe Reserve		-	-
Transfer to Other Reserves		-	-
<b>TOTAL (C)</b>		<b>159,630</b>	<b>43,545</b>
Significant accounting policies and notes to accounts to the Financial Statements	16 & 17		

The Schedules referred to above form an integral part of the Financial Statements.

As per our audit report of even date attached.

For and on behalf of the Board of Directors

**For Price Waterhouse Chartered Accountants LLP**

Chartered Accountants (FRN. 012754N/N500016)

**Rajendra Chitale**

Director (DIN : 00015986)

**H. Ansari**

Director (DIN : 02155529)

**Sharmila A Karve**

Partner, Membership No. 043229

**Dr. Thomas Mathew**

Director (DIN : 05203948)

**Chhaya Virani**

Director (DIN : 06953556)

Place : New York

**Lav Chaturvedi**

Director (DIN : 02859336)

**Rakesh Jain**

Executive Director & CEO  
(DIN : 03645324)

**For Pathak H D & Associates**

Chartered Accountants (FRN. 107783W)

**Hemant K. Jain**

Chief Financial Officer

**Mohan Khandekar**

Company Secretary  
(Membership No. A8515)

**Mukesh Mehta**

Partner, Membership No. 043495

Place : Mumbai

Date : 19th April, 2018

**REVENUE ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH, 2018**  
**Marine Insurance Business**

Registration No and Date of Registration with the IRDAI : Regn. No. 103 dated 23.10.2000

(₹ in '000)

Particulars	Schedule	Current Year	Previous Year
Premium Earned (Net)	1	54,140	177,197
Profit / (Loss) on sale/redemption of Investments (Net)		1,816	8,452
Interest, Dividend & Rent – Gross		19,742	29,280
Exchange Gain / (Loss)		(45)	269
<b>TOTAL (A)</b>		<b>75,653</b>	<b>215,198</b>
Claims Incurred (Net)	2	62,783	184,029
Commission	3	(40,589)	(33,368)
Operating Expenses related to Insurance Business	4	16,395	18,271
Reserve for Premium Deficiency		-	(25,791)
<b>TOTAL (B)</b>		<b>38,589</b>	<b>143,141</b>
Operating Profit/(Loss) from Marine Business (C) = (A) - (B)		37,064	72,057
<b>Appropriations</b>			
Transfer to Shareholders' Accounts		37,064	72,057
Transfer to Catastrophe Reserve		-	-
Transfer to Other Reserves		-	-
<b>TOTAL (C)</b>		<b>37,064</b>	<b>72,057</b>
Significant accounting policies and notes to accounts to the Financial Statements	16 & 17		

The Schedules referred to above form an integral part of the Financial Statements.

As per our audit report of even date attached.

For and on behalf of the Board of Directors

**For Price Waterhouse Chartered Accountants LLP**  
Chartered Accountants (FRN. 012754N/N500016)

**Rajendra Chitale**  
Director (DIN : 00015986)

**H. Ansari**  
Director (DIN : 02155529)

**Sharmila A Karve**  
Partner, Membership No. 043229

**Dr. Thomas Mathew**  
Director (DIN : 05203948)

**Chhaya Virani**  
Director (DIN : 06953556)

Place : New York

**Lav Chaturvedi**  
Director (DIN : 02859336)

**Rakesh Jain**  
Executive Director & CEO  
(DIN : 03645324)

**For Pathak H D & Associates**  
Chartered Accountants (FRN. 107783W)

**Hemant K. Jain**  
Chief Financial Officer

**Mohan Khandekar**  
Company Secretary  
(Membership No. A8515)

**Mukesh Mehta**  
Partner, Membership No. 043495

Place : Mumbai  
Date : 19th April, 2018

## REVENUE ACCOUNT FOR THE YEAR ENDED 31ST MARCH, 2018

### Miscellaneous Insurance Business

Registration No and Date of Registration with the IRDAI : Regn. No. 103 dated 23.10.2000

(₹ in '000)

Particulars	Schedule	Current Year	Previous Year
Premium Earned (Net)	1	27,734,066	20,079,613
Profit / (Loss) on sale/redemption of Investments (Net)		419,106	1,104,567
Interest, Dividend & Rent – Gross		4,556,842	3,826,506
Exchange Gain / (Loss)		465	(907)
Misc Income		6,424	6,293
<b>TOTAL (A)</b>		<b>32,716,903</b>	<b>25,016,072</b>
Claims Incurred (Net)	2	23,657,051	18,406,126
Commission	3	(493,473)	(1,401,432)
Operating Expenses related to Insurance Business	4	8,530,656	7,612,569
Reserve for Premium Deficiency		-	-
<b>TOTAL (B)</b>		<b>31,694,234</b>	<b>24,617,263</b>
Operating Profit/(Loss) from Miscellaneous Business (C) = (A) - (B)		1,022,669	398,809
<b>Appropriations</b>			
Transfer to Shareholders' Accounts		1,022,669	398,809
Transfer to Catastrophe Reserve		-	-
Transfer to Other Reserves		-	-
<b>TOTAL (C)</b>		<b>1,022,669</b>	<b>398,809</b>
Significant accounting policies and notes to accounts to the Financial Statements	16 & 17		

The Schedules referred to above form an integral part of the Financial Statements.

As per our audit report of even date attached.

For and on behalf of the Board of Directors

**For Price Waterhouse Chartered Accountants LLP**

Chartered Accountants (FRN. 012754N/N500016)

**Rajendra Chitale**

Director (DIN : 00015986)

**H. Ansari**

Director (DIN : 02155529)

**Sharmila A Karve**

Partner, Membership No. 043229

**Dr. Thomas Mathew**

Director (DIN : 05203948)

**Chhaya Virani**

Director (DIN : 06953556)

Place : New York

**Lav Chaturvedi**

Director (DIN : 02859336)

**Rakesh Jain**

Executive Director & CEO  
(DIN : 03645324)

**For Pathak H D & Associates**

Chartered Accountants (FRN. 107783W)

**Hemant K. Jain**

Chief Financial Officer

**Mohan Khandekar**

Company Secretary  
(Membership No. A8515)

**Mukesh Mehta**

Partner, Membership No. 043495

Place : Mumbai

Date : 19th April, 2018

**PROFIT AND LOSS ACCOUNT FOR YEAR ENDED 31ST MARCH, 2018**

Registration No and Date of Registration with the IRDAI : Regn. No. 103 dated 23.10.2000

(₹ In '000)

Particulars	Current Year		Previous Year	
<b>Operating Profit / (Loss)</b>				
a. Fire Insurance	159,630		43,545	
b. Marine Insurance	37,064		72,057	
c. Miscellaneous Insurance	1,022,669		398,809	
		1,219,363		514,411
<b>Income from Investments</b>				
Interest, Dividend & Rent – Gross	801,618		770,169	
Profit on sale/redemption of investments	87,129		239,857	
Less: Loss on sale/redemption of investment	(13,401)		(17,538)	
		875,346		992,488
<b>Other Income</b>				
Profit/(Loss) on sale/discard of assets	(768)		(70)	
Miscellaneous Income	18,523		5,208	
Excess Provision Written Back	3,204		4,484	
		20,959		9,622
<b>TOTAL (A)</b>		<b>2,115,668</b>		<b>1,516,521</b>
<b>Provisions (Other than Taxation)</b>				
(a) For diminution in the value of investment	-		-	
(b) For doubtful debts	148,944		16,407	
(c) Bad debt w/off	27,159		2,361	
Less:- Provision held	(26,136)		-	
		149,967		18,768
<b>Other Expenses</b>				
<b>Expenses other than those related to Insurance Business:</b>				
- Employee's remuneration and welfare benefits	19,262		15,746	
- Managerial remuneration	32,400		27,400	
- Amortisation of Debenture Expenses	2,915		1,942	
- Interest on Statutory Liability	18,752		1	
- Legal fee on share capital	8,500		-	45,089
- Expenditure on Reduction of Share Capital (Refer note no. 18 of Schedule 17)		-		1,513
Interest on Non Convertible Debenture (Refer note no.19 of Schedule 17)		209,300		131,439
Corporate Social Responsibility Expense (Refer note no.38 of Schedule 17)		20,722		16,277
Penalty (Refer note no.27 of Schedule 17)		3,817		-
Exchange Gain / (loss)		-		-
<b>TOTAL (B)</b>		<b>465,635</b>		<b>213,086</b>
<b>Profit / (Loss) Before Tax</b>		<b>1,650,033</b>		<b>1,303,435</b>
<b>Provision for Taxation</b>				
Current Tax		384,530		262,191
Short Provision for earlier year		37,609		26,544
Deferred Tax		-		-
MAT Credit (Refer note no.20 of Schedule 17)		(422,139)		(288,735)
<b>Net Profit / (Loss) After Tax</b>		<b>1,650,033</b>		<b>1,303,435</b>
<b>Appropriations:</b>				
(a) Interim dividends paid during the year	-		-	
(b) Final dividend	62,887		-	
(c) Dividend Distribution Tax	12,802		-	
(d) Debenture Redemption Reserve (Refer note no.19 of Schedule 17)	127,778		-	
		203,467		-
Profit / (Loss) After appropriations		1,446,566		1,303,435
<b>Balance of Profit / (Loss) brought forward from last year</b>		<b>2,294,255</b>		<b>990,820</b>
<b>Balance carried forward to Balance Sheet</b>		<b>3,740,821</b>		<b>2,294,255</b>
<b>Basic Earning Per Share (Refer note no. 34 of Schedule 17)</b>		<b>6.56</b>		<b>5.18</b>
<b>Diluted Earning Per Share (Refer note no. 34 of Schedule 17)</b>		<b>6.56</b>		<b>5.18</b>
<b>Significant accounting policies and notes to accounts to the Financial Statements, refer schedule 16 &amp; 17</b>				

The Schedules referred to above form an integral part of the Financial Statements.

As per our audit report of even date attached.

**For Price Waterhouse Chartered Accountants LLP**

Chartered Accountants (FRN. 012754N/N500016)

**Sharmila A Karve**

Partner, Membership No. 043229

Place : New York

**For Pathak H D & Associates**

Chartered Accountants (FRN. 107783W)

**Mukesh Mehta**

Partner, Membership No. 043495

Place : Mumbai

Date : 19th April, 2018

For and on behalf of the Board of Directors

**Rajendra Chitale**

Director (DIN : 00015986)

**Dr. Thomas Mathew**

Director (DIN : 05203948)

**Lav Chaturvedi**

Director (DIN : 02859336)

**Hemant K. Jain**

Chief Financial Officer

**H. Ansari**

Director (DIN : 02155529)

**Chhaya Virani**

Director (DIN : 06953556)

**Rakesh Jain**

Executive Director & CEO (DIN : 03645324)

**Mohan Khandekar**

Company Secretary (Membership No. A8515)

**BALANCE SHEET AS AT 31<sup>ST</sup> MARCH, 2018**

Registration No and Date of Registration with the IRDAI : Regn. No. 103 dated 23.10.2000

(₹ in'000)

Particulars	Schedule	As at 31st March, 2018	As at 31st March, 2017
<b>Sources of funds</b>			
Share Capital	5&5A	2,515,499	1,257,750
Reserves and Surplus	6	11,535,649	11,219,055
Fair Value Change Account- Shareholder		(11,337)	15,012
Fair Value Change Account- Policyholder		(66,897)	77,309
Borrowings	7	2,300,000	2,300,000
<b>Total</b>		<b>16,272,914</b>	<b>14,869,126</b>
<b>Application of funds</b>			
Investments Shareholder	8	11,590,846	10,934,351
Investments Policyholder	8A	68,397,795	56,308,306
Loans	9	-	-
Fixed Assets	10	361,252	321,739
Deferred Tax Assets (Refer note no.10 of Schedule 17)		372,735	372,735
Current Assets			
Cash and Bank Balances	11	3,373,154	1,252,844
Advances and Other Assets	12	9,376,837	7,535,688
<b>Sub-Total (A)</b>		<b>12,749,991</b>	<b>8,788,532</b>
Current Liabilities	13	63,436,090	51,159,980
Provisions	14	13,763,615	10,696,557
<b>Sub-Total (B)</b>		<b>77,199,705</b>	<b>61,856,537</b>
Net Current Assets (C) = (A) - (B)		(64,449,714)	(53,068,005)
Miscellaneous Expenditure (to the extent not written off or adjusted)		-	-
Debit Balance in Profit & Loss Account		-	-
<b>Total</b>		<b>16,272,914</b>	<b>14,869,126</b>

Significant accounting policies and notes to accounts to the Financial Statements, refer schedule 16 &amp; 17

As per our audit report of even date attached.

For and on behalf of the Board of Directors

**For Price Waterhouse Chartered Accountants LLP**

Chartered Accountants (FRN. 012754N/N500016)

**Rajendra Chitale**

Director (DIN : 00015986)

**H. Ansari**

Director (DIN : 02155529)

**Sharmila A Karve**

Partner, Membership No. 043229

**Dr. Thomas Mathew**

Director (DIN: 05203948)

**Chhaya Virani**

Director (DIN : 06953556)

Place : New York

**Lav Chaturvedi**

Director (DIN : 02859336)

**Rakesh Jain**Executive Director & CEO  
(DIN : 03645324)**For Pathak H D & Associates**

Chartered Accountants (FRN. 107783W)

**Hemant K. Jain**

Chief Financial Officer

**Mohan Khandekar**Company Secretary  
(Membership No. A8515)**Mukesh Mehta**

Partner, Membership No. 043495

Place : Mumbai

Date : 19th April, 2018

**SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018**

**Schedule- 1**

**Premium Earned (Net of Service Tax/Goods and Service Tax)**

(₹ in'000)

Particulars	Financial Year	Premium from direct business written	Premium on reinsurance accepted	Premium on reinsurance ceded	Net Premium (3+4-5)	Change in reserve for unexpired risks	Net Premium Earned (6+7)
1	2	3	4	5	6	7	8
<b>Fire</b>	<b>Current Year</b>	<b>3,641,769</b>	<b>457,701</b>	<b>2,908,108</b>	<b>1,191,362</b>	<b>(422,961)</b>	<b>768,401</b>
	Previous Year	2,989,129	641,445	2,782,310	848,264	(215,586)	632,678
Marine Cargo	<b>Current Year</b>	<b>555,361</b>	<b>6,463</b>	<b>507,981</b>	<b>53,843</b>	<b>(247)</b>	<b>53,596</b>
	Previous Year	441,955	7,998	399,245	50,708	125,916	176,624
<b>Marine Hull</b>	<b>Current Year</b>	<b>117,610</b>	<b>-</b>	<b>116,574</b>	<b>1,036</b>	<b>(492)</b>	<b>544</b>
	Previous Year	57,970	-	57,159	811	(238)	573
<b>Marine Total</b>	<b>Current Year</b>	<b>672,971</b>	<b>6,463</b>	<b>624,555</b>	<b>54,879</b>	<b>(739)</b>	<b>54,140</b>
	Previous Year	499,925	7,998	456,404	51,519	125,678	177,197
Motor OD	<b>Current Year</b>	<b>11,983,843</b>	<b>-</b>	<b>2,565,602</b>	<b>9,418,241</b>	<b>(988,762)</b>	<b>8,429,479</b>
	Previous Year	9,518,159	-	1,998,732	7,519,427	(607,576)	6,911,851
Motor TP	<b>Current Year</b>	<b>12,861,029</b>	<b>-</b>	<b>2,618,643</b>	<b>10,242,386</b>	<b>(1,316,649)</b>	<b>8,925,737</b>
	Previous Year	10,108,355	(11,167)	2,057,737	8,039,451	(446,526)	7,592,925
<b>Motor Total</b>	<b>Current Year</b>	<b>24,844,872</b>	<b>-</b>	<b>5,184,245</b>	<b>19,660,627</b>	<b>(2,305,411)</b>	<b>17,355,216</b>
	Previous Year	19,626,514	(11,167)	4,056,469	15,558,878	(1,054,102)	14,504,776
Employer's Liability	<b>Current Year</b>	<b>102,730</b>	<b>-</b>	<b>5,137</b>	<b>97,593</b>	<b>(7,380)</b>	<b>90,213</b>
	Previous Year	93,961	-	4,698	89,263	312	89,575
Public Liability	<b>Current Year</b>	<b>354,659</b>	<b>13,601</b>	<b>265,727</b>	<b>102,533</b>	<b>(13,989)</b>	<b>88,544</b>
	Previous Year	366,821	13,844	298,907	81,758	(8,288)	73,470
Engineering	<b>Current Year</b>	<b>691,953</b>	<b>54,558</b>	<b>515,219</b>	<b>231,292</b>	<b>(28,774)</b>	<b>202,518</b>
	Previous Year	540,526	53,168	390,306	203,388	(16,144)	187,244
Aviation	<b>Current Year</b>	<b>80,686</b>	<b>-</b>	<b>79,551</b>	<b>1,135</b>	<b>49</b>	<b>1,184</b>
	Previous Year	65,791	-	64,549	1,242	(128)	1,114
Personal Accident	<b>Current Year</b>	<b>289,336</b>	<b>1</b>	<b>(9,159)</b>	<b>298,496</b>	<b>2,436</b>	<b>300,932</b>
	Previous Year	365,617	6,751	36,259	336,109	(2,424)	333,685
Health	<b>Current Year</b>	<b>7,820,843</b>	<b>32</b>	<b>1,173,725</b>	<b>6,647,150</b>	<b>(236,507)</b>	<b>6,410,643</b>
	Previous Year	3,443,301	4,937	229,223	3,219,015	(219,598)	2,999,417
Weather and Crop Insurance	<b>Current Year</b>	<b>11,811,417</b>	<b>-</b>	<b>8,756,974</b>	<b>3,054,443</b>	<b>(61,875)</b>	<b>2,992,568</b>
	Previous Year	10,894,349	-	9,226,140	1,668,209	14,600	1,682,808
Other Misc.	<b>Current Year</b>	<b>379,551</b>	<b>5</b>	<b>83,607</b>	<b>295,949</b>	<b>(3,701)</b>	<b>292,248</b>
	Previous Year	467,562	463	212,202	255,823	(48,300)	207,524
<b>Misc Total</b>	<b>Current Year</b>	<b>46,376,047</b>	<b>68,197</b>	<b>16,055,026</b>	<b>30,389,218</b>	<b>(2,655,152)</b>	<b>27,734,066</b>
	Previous Year	35,864,442	67,996	14,518,753	21,413,685	(1,334,072)	20,079,613
<b>Total</b>	<b>Current Year</b>	<b>50,690,787</b>	<b>532,361</b>	<b>19,587,689</b>	<b>31,635,459</b>	<b>(3,078,852)</b>	<b>28,556,607</b>
	Previous Year	39,353,496	717,439	17,757,467	22,313,468	(1,423,980)	20,889,488

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018

## Schedule – 2

## Claims Incurred (Net)

(₹ in'000)

Particulars	Financial Year	Claims Paid from direct business written	Claims Paid on reinsurance Accepted	Claims Recovered on reinsurance ceded	Net Claims Paid (3+4-5)	Out-standing Claims at the end of the Year	Out-standing Claims at the beginning of the Year	Net Claims Incurred (6+7-8)
1	2	3	4	5	6	7	8	9
Fire	Current Year	2,968,763	44,854	2,576,617	437,000	879,670	845,139	471,531
	Previous Year	1,614,388	56,493	1,320,561	350,320	845,139	518,417	677,042
Marine Cargo	Current Year	563,374	3,243	463,190	103,427	197,075	242,183	58,319
	Previous Year	391,397	6,793	176,100	222,090	242,183	279,875	184,398
Marine Hull	Current Year	34,545	-	34,152	393	4,244	173	4,464
	Previous Year	36,675	-	36,148	527	173	1,069	(369)
Marine Total	Current Year	597,919	3,243	497,342	103,820	201,319	242,356	62,783
	Previous Year	428,072	6,793	212,248	222,617	242,356	280,944	184,029
Motor OD	Current Year	6,028,798	-	1,261,676	4,767,122	1,173,288	957,380	4,983,030
	Previous Year	5,219,044	-	1,112,010	4,107,034	957,380	1,262,212	3,802,202
Motor TP	Current Year	6,830,479	-	2,403,649	4,426,830	33,771,913	29,043,088	9,155,655
	Previous Year	6,784,788	22,274	3,621,994	3,185,068	29,043,088	22,773,913	9,454,243
Motor Total	Current Year	12,859,277	-	3,665,325	9,193,952	34,945,201	30,000,468	14,138,685
	Previous Year	12,003,832	22,274	4,734,004	7,292,102	30,000,468	24,036,125	13,256,445
Employer's Liability	Current Year	35,817	-	2,286	33,531	169,866	125,275	78,122
	Previous Year	33,992	-	1,989	32,003	125,274	56,950	100,327
Public Liability	Current Year	16,166	-	927	15,239	138,613	104,305	49,547
	Previous Year	6,122	-	698	5,424	104,305	60,478	49,251
Engineering	Current Year	529,760	5,279	389,214	145,825	160,226	172,537	133,514
	Previous Year	280,518	10,406	180,703	110,221	172,537	217,433	65,325
Aviation	Current Year	11,723	-	11,656	67	2,551	2,428	190
	Previous Year	57,254	-	57,180	74	2,428	2,397	105
Personal Accident	Current Year	368,572	-	12,798	355,774	369,081	452,748	272,107
	Previous Year	519,981	3,760	161,441	362,300	452,748	267,523	547,525
Health	Current Year	6,150,825	-	304,004	5,846,821	2,065,769	1,033,864	6,878,726
	Previous Year	3,495,269	2,064	197,203	3,300,130	1,033,864	1,598,619	2,735,375
Weather and Crop Insurance	Current Year	3,859,974	-	3,082,220	777,755	2,521,568	1,239,684	2,059,638
	Previous Year	3,265,286	-	2,703,552	561,734	1,239,684	218,018	1,583,401
Other Misc.	Current Year	73,051	2	8,764	64,288	153,750	171,517	46,522
	Previous Year	598,548	-	534,409	64,139	171,518	167,284	68,372
Misc Total	Current Year	23,905,165	5,281	7,477,194	16,433,252	40,526,625	33,302,826	23,657,051
	Previous Year	20,260,802	38,504	8,571,179	11,728,127	33,302,827	26,624,827	18,406,126
Total	Current Year	27,471,847	53,378	10,551,153	16,974,072	41,607,614	34,390,321	24,191,365
	Previous Year	22,303,262	101,790	10,103,988	12,301,064	34,390,322	27,424,188	19,267,197

**SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018**

**Schedule – 3**

**Commission (Net)**

(₹ in'000)

Particulars	Financial period	Commission Paid	Commission paid on reinsurance accepted	Commission received from reinsurance ceded	Net commission (3+4-5)
1	2	3	4	5	6
Fire	<b>Current Year</b>	<b>271,139</b>	<b>11,477</b>	<b>324,286</b>	<b>(41,670)</b>
	Previous Year	147,016	17,516	420,568	(256,036)
Marine Cargo	<b>Current Year</b>	<b>63,070</b>	<b>516</b>	<b>105,202</b>	<b>(41,616)</b>
	Previous Year	49,769	520	87,537	(37,248)
Marine Hull	<b>Current Year</b>	<b>6,527</b>	<b>-</b>	<b>5,500</b>	<b>1,027</b>
	Previous Year	2,642	-	(1,238)	3,880
<b>Marine Total</b>	<b>Current Year</b>	<b>69,597</b>	<b>516</b>	<b>110,702</b>	<b>(40,589)</b>
	Previous Year	52,411	520	86,299	(33,368)
Motor OD	<b>Current Year</b>	<b>1,694,481</b>	<b>-</b>	<b>828,782</b>	<b>865,699</b>
	Previous Year	638,964	-	726,800	(87,836)
Motor TP	<b>Current Year</b>	<b>34,048</b>	<b>-</b>	<b>157,618</b>	<b>(123,570)</b>
	Previous Year	7,376	-	106,124	(98,748)
<b>Motor Total</b>	<b>Current Year</b>	<b>1,728,529</b>	<b>-</b>	<b>986,400</b>	<b>742,129</b>
	Previous Year	646,340	-	832,924	(186,584)
Employer's Liability	<b>Current Year</b>	<b>11,430</b>	<b>-</b>	<b>770</b>	<b>10,660</b>
	Previous Year	8,172	-	705	7,467
Public Liability	<b>Current Year</b>	<b>18,896</b>	<b>33</b>	<b>10,189</b>	<b>8,740</b>
	Previous Year	13,407	65	14,663	(1,191)
Engineering	<b>Current Year</b>	<b>66,796</b>	<b>1,934</b>	<b>45,848</b>	<b>22,882</b>
	Previous Year	41,424	2,345	57,432	(13,663)
Aviation	<b>Current Year</b>	<b>1,120</b>	<b>-</b>	<b>4,291</b>	<b>(3,171)</b>
	Previous Year	529	-	3,099	(2,570)
Personal Accident	<b>Current Year</b>	<b>21,807</b>	<b>-</b>	<b>(2,976)</b>	<b>24,783</b>
	Previous Year	29,727	68	9,440	20,355
Health	<b>Current Year</b>	<b>302,586</b>	<b>-</b>	<b>545,058</b>	<b>(242,472)</b>
	Previous Year	208,218	49	57,058	151,209
Weather and Crop Insurance	<b>Current Year</b>	<b>27,500</b>	<b>-</b>	<b>1,101,992</b>	<b>(1,074,492)</b>
	Previous Year	-	-	1,386,259	(1,386,259)
Other Misc.	<b>Current Year</b>	<b>41,569</b>	<b>1</b>	<b>24,102</b>	<b>17,468</b>
	Previous Year	38,027	7	28,230	9,804
<b>Misc Total</b>	<b>Current Year</b>	<b>2,220,233</b>	<b>1,968</b>	<b>2,715,674</b>	<b>(493,473)</b>
	Previous Year	985,844	2,534	2,389,810	(1,401,432)
<b>Total</b>	<b>Current Year</b>	<b>2,560,969</b>	<b>13,961</b>	<b>3,150,662</b>	<b>(575,732)</b>
	Previous Year	1,185,271	20,570	2,896,677	(1,690,836)

**Schedule 3 A**

**Commission Paid - Direct**

(₹ in '000)

Particulars	Paid in India		Paid Outside India	
	2017-18	2016-17	2017-18	2016-17
Agents	1,028,812	583,665	-	-
Brokers	915,373	455,059	-	-
Corporate agency	545,026	143,800	-	-
Web Aggregator	17,218	2,701	-	-
Motor Insurance Service Provider (MISP)*	54,218	-	-	-
Others (IMF)	322	45	-	-
<b>Total</b>	<b>2,560,969</b>	<b>1,185,271</b>	<b>-</b>	<b>-</b>

\*As per IRDA circular no. IRDA/INT/GDL/MISP/202/08/2017 dated 31st August, 2017.

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018

## SCHEDULE - 4

## Operating Expenses related to insurance business

(₹ In '000)

Particulars	2017-18				2016-17			
	Fire	Marine	Miscellaneous*	Total	Fire	Marine	Miscellaneous*	Total
Employees' remuneration & welfare benefits	161,371	7,540	2,711,281	2,880,193	137,619	8,206	2,104,854	2,250,679
Company's contribution to Provident fund and others	8,793	405	137,135	146,332	8,865	538	122,126	131,529
Travel, conveyance and vehicle running expenses	6,404	295	158,888	165,587	5,020	304	128,391	133,716
Rents, rates & taxes	9,466	436	245,401	255,304	9,680	588	244,475	254,744
Repairs	11,150	514	285,588	297,251	10,490	637	271,806	282,933
Printing & Stationery	2,529	116	64,978	67,623	2,530	154	63,889	66,572
Communication expenses	4,006	185	102,179	106,370	4,062	247	102,477	106,785
Postage expenses	3,409	157	87,040	90,606	2,999	182	75,761	78,942
Legal & professional charges	14,181	338	119,017	133,536	14,162	(747)	119,744	133,159
<b>Auditors Fees, expenses, etc.</b>				-				-
a. As auditor	190	9	4,834	5,032	226	14	5,697	5,936
b. As advisor or in any other capacity, in respect	-	-	-	-	-	-	-	-
(i) Taxation matters	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-
(iii) Management services; and	-	-	-	-	-	-	-	-
c. In any other capacity	-	-	-	-	-	-	-	-
Advertisement and Publicity	95,528	4,400	3,585,619	3,685,547	82,683	5,022	3,416,692	3,504,397
Bank Charges & interest expenses others	1,616	74	51,818	53,508	1,758	107	44,047	45,912
Service Tax/ GST Expenses	2,775	128	184,212	187,115	1,750	106	101,183	103,040
<b>Others :</b>	-	-	-	-	-	-	-	-
Directors' Sitting fees	129	6	3,298	3,433	64	4	1,620	1,688
Entertainment Expenses	1,036	48	20,155	21,238	444	27	11,264	11,735
Office Maintenance Expenses	6,737	310	171,844	178,891	6,501	395	164,433	171,329
Training & Recruitment Expenses	2,086	96	41,666	43,848	6,994	424	178,415	185,833
Depreciation	6,609	301	167,127	174,037	6,511	372	156,432	163,315
Office Management Expenses	2,262	104	57,708	60,075	2,292	139	57,868	60,300
Subscriptions and Membership Fees	838	39	21,372	22,249	857	52	21,646	22,555
Coinsurance Expenses (net)	5,356	874	9,400	15,630	5,080	1,523	5,976	12,579
Weather Insurance Charges	-	-	288,513	288,513	(1,019)	(62)	191,016	189,935
Miscellaneous expenses	416	19	11,584	12,019	626	40	22,758	23,425
<b>Total</b>	<b>346,884</b>	<b>16,394</b>	<b>8,530,657</b>	<b>8,893,937</b>	<b>310,195</b>	<b>18,271</b>	<b>7,612,570</b>	<b>7,941,037</b>

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018

Schedule-4A Operating Expenses related to insurance business

(₹ In '000)

Particulars	2017-18											
	Motor OD	Motor TP	Motor Total	Employer's Liability	Public Liability	Enginee-ring	Aviation	Personal Accident	Health	Weather and Crop Insurance	Other Miscella-neous	Total Miscella-neous
Employees' remuneration & welfare benefits	723,752	787,084	1,510,837	13,410	14,088	31,780	156	22,894	510,574	566,879	40,664	2,711,281
Company's contribution to Provident fund and others	36,026	39,179	75,205	720	757	1,707	8	1,155	25,727	29,671	2,184	137,135
Travel, conveyance and vehicle running expenses	48,569	52,819	101,389	525	551	1,243	6	1,494	33,273	18,816	1,591	158,888
Rents, rates & taxes	76,721	83,434	160,155	775	815	1,838	9	2,372	52,816	24,270	2,352	245,401
Repairs	88,201	95,919	184,120	913	960	2,165	11	2,799	62,324	29,527	2,770	285,588
Printing & Stationery	20,129	21,890	42,019	207	218	491	2	634	14,116	6,664	628	64,978
Communication expenses	31,642	34,411	66,053	328	345	778	4	1,005	22,376	10,295	995	102,179
Postage expenses	26,987	29,348	56,335	279	293	662	3	854	19,018	8,748	847	87,040
Legal & professional charges	34,431	37,444	71,875	280	378	2,754	3	5,941	28,302	7,947	1,537	119,017
<b>Auditors Fees, expenses, etc.</b>												
a. As auditor	1,498	1,629	3,127	16	16	37	0	47	1,057	486	47	4,834
b. As advisor or in any other capacity, in respect	-	-	-	-	-	-	-	-	-	-	-	-
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-	-	-
(iii) Management services; and	-	-	-	-	-	-	-	-	-	-	-	-
c. In any other capacity	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement and Publicity	1,535,545	1,669,913	3,205,459	7,825	8,221	18,546	91	23,946	306,031	(8,236)	23,734	3,585,618
Bank Charges & interest expenses others	17,856	19,419	37,275	132	139	314	2	405	9,011	4,141	401	51,818
Service Tax/ GST Expenses	35,894	39,035	74,929	227	239	539	3	4,055	26,913	76,619	689	184,212
<b>Others :</b>												
Directors' Sitting fees	1,022	1,112	2,134	11	11	25	0	32	721	331	32	3,298
Entertainment Expenses	5,903	6,420	12,323	85	89	201	1	187	4,155	2,856	257	20,155
Office Maintenance Expenses	53,258	57,918	111,176	552	580	1,308	6	1,688	37,588	17,272	1,674	171,844
Training & Recruitment Expenses	13,390	14,562	27,952	171	180	405	2	495	11,027	916	518	41,666
Depreciation	51,812	56,345	108,157	535	562	1,269	6	1,639	36,581	16,753	1,623	167,127
Office Management Expenses	17,885	19,450	37,335	185	195	439	2	567	12,623	5,800	562	57,708
Subscriptions and Membership Fees	6,624	7,203	13,827	69	72	163	1	210	4,675	2,148	208	21,372
Coinsurance Expenses (net)	(105)	(114)	(220)	(2)	462	981	46	122	7,870	(39)	180	9,400
Weather Insurance Charges	-	-	-	-	-	-	-	-	-	288,513	-	288,513
Miscellaneous expenses	3,755	4,084	7,840	34	36	81	0	103	2,320	1,067	103	11,584
<b>Total</b>	<b>2,830,796</b>	<b>3,078,505</b>	<b>5,909,301</b>	<b>27,277</b>	<b>29,207</b>	<b>67,722</b>	<b>363</b>	<b>72,643</b>	<b>1,229,100</b>	<b>1,111,446</b>	<b>83,598</b>	<b>8,530,657</b>

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018

(₹ In '000)

Particulars	2016-17											
	Motor OD	Motor TP	Motor Total	Employer's Liability	Public Liability	Engineering	Aviation	Personal Accident	Health	Weather and Crop Insurance	Other Miscellaneous	Total Miscellaneous
Employees' remuneration & welfare benefits	629,693	673,241	1,302,934	14,218	13,022	32,396	198	34,005	324,316	343,018	40,747	2,104,854
Company's contribution to Provident fund and others	37,163	39,733	76,895	933	855	2,126	13	2,023	19,170	17,436	2,674	122,126
Travel, conveyance and vehicle running expenses	45,281	48,413	93,694	527	483	1,201	7	1,994	19,125	9,850	1,510	128,391
Rents, rates & taxes	85,812	91,747	177,560	1,019	933	2,321	14	3,836	36,836	19,038	2,919	244,475
Repairs	94,561	101,100	195,661	1,104	1,011	2,515	15	4,427	42,436	21,474	3,164	271,806
Printing & Stationery	22,435	23,987	46,422	266	244	607	4	1,003	9,606	4,975	763	63,889
Communication expenses	35,974	38,462	74,436	427	391	974	6	1,610	15,419	7,988	1,225	102,477
Postage expenses	26,610	28,450	55,060	316	289	719	4	1,188	11,383	5,897	904	75,761
Legal & professional charges	42,077	44,987	87,064	372	450	2,610	5	2,153	19,675	6,378	1,038	119,744
<b>Auditors Fees, expenses, etc.</b>												-
a. As auditor	2,000	2,139	4,139	24	22	54	0	89	856	444	68	5,697
b. As advisor or in any other capacity, in respect	-	-	-	-	-	-	-	-	-	-	-	-
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-	-	-
(iii) Management services; and	-	-	-	-	-	-	-	-	-	-	-	-
c. In any other capacity	-	-	-	-	-	-	-	-	-	-	-	-
Advertisement and Publicity	1,370,934	1,465,744	2,836,679	8,701	7,969	19,825	121	32,762	313,919	171,782	24,935	3,416,692
Bank Charges & interest expenses	15,423	16,490	31,913	185	169	422	3	697	6,671	3,457	530	44,047
Service Tax/ GST Expenses	15,514	16,586	32,100	184	169	420	3	827	11,894	55,059	528	101,183
<b>Others :</b>												-
Directors' Sitting fees	569	608	1,177	7	6	15	0	25	244	126	19	1,620
Entertainment Expenses	3,953	4,226	8,179	47	43	107	1	176	1,704	874	134	11,264
Office Maintenance Expenses	57,628	61,614	119,242	684	627	1,559	10	2,576	24,670	13,105	1,961	164,433
Training & Recruitment Expenses	61,588	65,848	127,436	735	673	1,675	10	2,745	26,292	16,740	2,107	178,415
Depreciation	54,873	58,668	113,541	644	590	1,468	9	2,431	23,861	12,042	1,847	156,432
Office Management Expenses	20,321	21,726	42,046	241	221	550	3	908	8,699	4,508	691	57,868
Subscriptions and Membership Fees	7,601	8,126	15,727	90	83	206	1	340	3,254	1,686	259	21,646
Coinsurance Expenses (net)	14	15	29	1	380	991	100	120	4,247	-	108	5,976
Weather Insurance Charges	(9,033)	(9,658)	(18,692)	(107)	(98)	(244)	(1)	(404)	(3,867)	214,737	(307)	191,016
Miscellaneous expenses	8,910	9,526	18,437	66	60	150	1	248	2,376	1,232	189	22,758
<b>Total</b>	<b>2,629,902</b>	<b>2,811,779</b>	<b>5,441,681</b>	<b>30,683</b>	<b>28,592</b>	<b>72,664</b>	<b>526</b>	<b>95,779</b>	<b>922,784</b>	<b>931,847</b>	<b>88,013</b>	<b>7,612,570</b>

**SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018**

**Schedule - 5**

**Share Capital**

(₹ in'000)

Particulars	As at 31st March 2018	As at 31st March 2017
<b>Authorized Capital</b>		
300,000,000 (Previous Year 200,000,000 ) Equity Shares of Rs10 each	<b>3,000,000</b>	2,000,000
<b>Issued Capital</b>		
251,549,920 (Previous Year 125,774,960) Equity Shares of Rs10 each	<b>2,515,499</b>	1,257,750
<b>Subscribed Capital</b>		
251,549,920 (Previous Year 125,774,960) Equity Shares of Rs10 each	<b>2,515,499</b>	1,257,750
<b>Called Up Capital</b>		
251,549,920 (Previous Year 125,774,960) Equity Shares of Rs10 each	<b>2,515,499</b>	1,257,750
Less: Calls Unpaid	-	-
Add : Equity Share forfeited (Amount originally paid up)	-	-
Less: Par value of Equity shares bought back	-	-
Less:(i) Preliminary Expenses to the extent not written off	-	-
(ii) Expenses including commission or brokerage on underwriting or subscription of shares	-	-
<b>Total</b>	<b>2,515,499</b>	<b>1,257,750</b>

Note: Of the above 251,549,920 shares are held by Holding Company, Reliance Capital Limited (previous year 125,774,960 Equity shares).

**Schedule-5A**

**Pattern of Share Holding (As certified by the Management)**

(₹ in'000)

Shareholder	As at 31st March 2018		As at 31st March 2017	
	No. of Shares	% of Holding	No. of Shares	% of Holding
<b>Promoters- Indian</b>				
Holding Company- Indian	<b>251,549,920</b>	<b>100.00%</b>	125,774,960	100.00%
Holding Company- Foreign	-	-	-	-
<b>Total</b>	<b>251,549,920</b>	<b>100.00%</b>	<b>125,774,960</b>	<b>100.00%</b>

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018

## Schedule-6

## Reserves and Surplus

(₹ in'000)

Particulars	As at 31st March 2018		As at 31st March 2017	
Capital Reserve		-		-
Capital Redemption Reserve		-		-
<b>Debenture Redemption Reserve:</b>				
Opening Balance	-		-	
Add:- Creation during the year	127,778		-	
Closing Balance		127,778		-
<b>Share Premium</b>				
Opening Balance	8,924,800		8,054,800	
Less: - Utilised for issue of bonus Share (Refer note no. 33 of Schedule 17)	1,257,750		-	
Add :- Addition during the year	-		870,000	
Closing Balance		7,667,050		8,924,800
General Reserve		-		-
Catastrophe Reserve		-		-
Balance in Profit and Loss Account		3,740,821		2,294,255
<b>Total</b>		<b>11,535,649</b>		<b>11,219,055</b>

## Schedule - 7

## Borrowings

(₹ in'000)

Particulars	As at 31st March 2018		As at 31st March 2017	
Debentures/ Bonds		2,300,000		2,300,000
Banks		-		-
Financial Institutions		-		-
Others		-		-
<b>Total</b>		<b>2,300,000</b>		<b>2,300,000</b>

## SCHEDULE - 8

## Investments Shareholder

(₹ in'000)

Particulars	As at 31st March 2018		As at 31st March 2017	
<b>LONG TERM INVESTMENTS</b>				
Government securities and Government guaranteed bonds including Treasury Bills	3,904,062		2,749,229	
Other Approved Securities	1,135,207		1,421,862	
<b>Other Investments :</b>				
(a) Shares				
(aa) Equity	233,717		124,045	
(bb) Preference	-		-	
(b) Mutual Funds	-		-	
(c) Derivative Instruments	-		-	
(d) Debentures/ Bonds	2,807,371		3,021,365	
(e) Other securities	-		-	
(f) Subsidiaries	-		-	
(g) Investment Properties-Real Estate	-		-	
Investments in Infrastructure and social sector	962,214		1,129,689	
Other than Approved Investments	141,293		273,357	
<b>Total Long Term Investments</b>		<b>9,183,865</b>		<b>8,719,547</b>

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018

(₹ in'000)

Particulars	As at 31st March 2018		As at 31st March 2017	
<b>SHORT TERM INVESTMENTS</b>				
Government securities and Government guaranteed bonds including Treasury Bills	115,518		-	
Other Approved Securities	29,878		-	
<b>Other Investments :</b>				
(a) Shares				
(aa) Equity	2,315		-	
(bb) Preference	231		-	
(b) Mutual Funds	104,054		429,350	
(c) Derivative Instruments	-		-	
(d) Debentures/ Bonds	1,795,623		1,621,118	
(e) Other securities	98,528		-	
(f) Subsidiaries	-		-	
(g) Investment Properties-Real Estate	-		-	
Investments in Infrastructure and social sector	72,545		139,867	
Other than Approved Investments	188,290		24,469	
<b>Total Short Term Investments</b>		<b>2,406,981</b>		2,214,804
<b>Total</b>		<b>11,590,846</b>		<b>10,934,351</b>

1. The value of Investment Other than listed equity shares is as follows:

(₹ in'000)

Particulars	As at 31st March, 2018	As at 31st March, 2017
Book Value	11,305,440	10,758,203
Market Value	11,213,326	10,867,800

2. All the above investments are performing assets.

3. The company has segregate the investments separately between policy holders funds and share holders funds on notional basis as per IRDAI circular no. IRDA/F&A/CIR/CPM/056/03/2016 dated 04th April, 2016 and IRDA/F&A/CIR/CPM/010/01/2017 dated 12th January, 2017

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018

## SCHEDULE - 8A

## Investments Policyholder

(₹ in '000)

Particulars	As at 31st March 2018	As at 31st March 2017
<b>LONG TERM INVESTMENTS</b>		
Government securities and Government guaranteed bonds including Treasury Bills	23,037,940	14,157,622
Other Approved Securities	6,698,879	7,322,122
<b>Other Investments :</b>		
(a) Shares		
(aa) Equity	1,379,170	638,797
(bb) Preference	-	-
(b) Mutual Funds	-	-
(c) Derivative Instruments	-	-
(d) Debentures/ Bonds	16,566,345	15,559,031
(e) Other securities	-	-
(f) Subsidiaries	-	-
(g) Investment Properties-Real Estate	-	-
Investments in Infrastructure and social sector	5,678,045	5,817,528
Other than Approved Investments	833,775	1,407,696
<b>Total Long Term Investments</b>	<b>54,194,153</b>	<b>44,902,795</b>
<b>SHORT TERM INVESTMENTS</b>		
Government securities and Government guaranteed bonds including Treasury Bills	681,672	-
Other Approved Securities	176,312	-
<b>Other Investments :</b>		
(a) Shares		
(aa) Equity	13,658	-
(bb) Preference	1,361	-
(b) Mutual Funds	614,025	2,211,010
(c) Derivative Instruments	-	-
(d) Debentures/ Bonds	10,596,002	8,348,224
(e) Other securities	581,413	-
(f) Subsidiaries	-	-
(g) Investment Properties-Real Estate	-	-
Investments in Infrastructure and social sector	428,092	720,269
Other than Approved Investments	1,111,104	126,007
<b>Total Short Term Investments</b>	<b>14,203,641</b>	<b>11,405,510</b>
<b>Total</b>	<b>68,397,795</b>	<b>56,308,306</b>

1. The value of Investment Other than listed equity shares is as follows:

(₹ in '000)

Particulars	As at 31st March, 2018	As at 31st March, 2017
Book Value	66,713,610	55,401,193
Market Value	66,170,042	55,965,586

2. All the above investments are performing assets.

3. The company has segregated the investments separately between policy holders funds and share holders funds on notional basis as per IRDAI circular no. IRDA/F&A/CIR/CPM/056/03/2016 dated 04th April,2016 and IRDA/F&A/CIR/CPM/010/01/2017 dated 12th January,2017

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018

SCHEDULE - 9

LOANS

(₹ In '000)

Particulars	As at 31st March 2018		As at 31st March 2017	
SECURITY-WISE CLASSIFICATION				
Secured				
(a) On mortgage of property				
(aa) In India	-		-	
(bb) Outside India	-		-	
(b) On Shares, Bonds, Govt. Securities	-		-	
(c) Others (to be specified)	-		-	
Unsecured	-		-	
<b>TOTAL</b>		-		-
BORROWER-WISE CLASSIFICATION				
(a) Central and State Governments	-		-	
(b) Banks and Financial Institutions	-		-	
(c) Subsidiaries	-		-	
(d) Industrial Undertakings	-		-	
(e) Others - Trustees of Reliance General Insurance Employee's Benefit Trust	-		-	
<b>TOTAL</b>		-		-
PERFORMANCE-WISE CLASSIFICATION				
(a) Loans classified as standard				
(aa) In India	-		-	
(bb) Outside India	-		-	
(b) Non-performing loans less provisions				
(aa) In India	-		-	
(bb) Outside India	-		-	
<b>TOTAL</b>		-		-
MATURITY-WISE CLASSIFICATION				
(a) Short Term	-		-	
(b) Long Term	-		-	
<b>TOTAL</b>		-		-

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH, 2018

## Schedule - 10

## Fixed Assets

Description	Gross Block				Depreciation				Net Block	
	As at 01-04-17	Additions	Deductions	As at 31-03-18	As at 01-04-17	Additions	Deduction	As at 31-03-18	As at 31-03-18	As at 31-03-18
Furniture & Fittings	84,945	3,785	2,414	86,316	69,029	4,227	2,214	71,041	15,275	15,275
Leasehold Improvements	73,797	6,172	-	79,969	45,260	11,068	-	56,328	23,641	23,641
Information Technology Equipment	298,190	88,249	2,980	383,459	247,802	43,018	2,035	288,785	94,674	94,674
Intangible Asset (Computer Software)	655,672	32,200	-	687,872	475,893	93,986	-	569,879	117,993	117,993
Vehicles	279	10,304	-	10,583	279	455	-	734	9,849	9,849
Office Equipment	209,390	20,398	7,662	222,126	170,734	21,246	5,624	186,356	35,770	35,770
Plant & Machinery	4,514	-	-	4,514	4,442	35	-	4,477	37	37
<b>Total</b>	<b>1,326,787</b>	<b>161,107</b>	<b>13,056</b>	<b>1,474,839</b>	<b>1,013,438</b>	<b>174,036</b>	<b>9,873</b>	<b>1,177,600</b>	<b>297,238</b>	<b>297,238</b>
Capital WIP	8,389	55,624	-	64,013	-	-	-	-	64,013	64,013
<b>Grand Total</b>	<b>1,335,176</b>	<b>216,731</b>	<b>13,056</b>	<b>1,538,852</b>	<b>1,013,438</b>	<b>174,036</b>	<b>9,873</b>	<b>1,177,600</b>	<b>361,252</b>	<b>361,252</b>

As on 31.03.2017

Description	Gross Block				Depreciation				Net Block	
	As at 01-04-16	Additions	Deductions	As at 31-03-17	As at 01-04-16	Additions	Deduction	As at 31-03-17	As at 31-03-17	As at 31-03-17
Furniture & Fittings	86,427	7,697	9,179	84,945	70,106	7,788	8,865	69,029	15,917	15,917
Leasehold Improvements	62,888	13,778	2,868	73,797	39,234	7,283	1,257	45,260	28,537	28,537
Information Technology Equipment	286,357	29,964	18,132	298,190	226,375	39,183	17,756	247,802	50,388	50,388
Intangible Asset (Computer Software)	577,719	95,515	17,562	655,672	406,043	87,139	17,290	475,893	179,779	179,779
Vehicles	930	-	651	279	930	-	651	279	0	0
Office Equipment	213,118	14,271	17,998	209,390	166,117	21,777	17,160	170,734	38,657	38,657
Plant & Machinery	5,841	-	1,327	4,514	5,624	145	1,327	4,442	72	72
<b>Total</b>	<b>1,233,280</b>	<b>161,225</b>	<b>67,717</b>	<b>1,326,788</b>	<b>914,429</b>	<b>163,315</b>	<b>64,306</b>	<b>1,013,438</b>	<b>313,349</b>	<b>313,349</b>
Capital WIP	20,329	8,390	20,330	8,389	-	-	-	-	8,389	8,389
<b>Grand Total</b>	<b>1,253,609</b>	<b>169,615</b>	<b>88,047</b>	<b>1,335,177</b>	<b>914,429</b>	<b>163,315</b>	<b>64,306</b>	<b>1,013,438</b>	<b>321,739</b>	<b>321,739</b>

**SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018**

**Schedule-11**

**Cash and Bank Balances**

(₹ In '000)

Particulars	As at 31st March 2018		As at 31st March 2017	
Cash (including cheques, drafts and stamps on hand)		32,405		57,725
Bank Balances				
(a) Deposit Accounts				
(aa) Short - term (due within 12 months)	9,670		1,480	
(aa) Others	-		-	
(b) Current Accounts*	3,129,723		442,226	
(c') Cheques on Hand	201,356	3,340,749	751,413	1,195,119
Money at Call and Short Notice				
(a) With Bank	-		-	
(b) With other Institutions	-	-	-	-
Others	-	-	-	-
<b>Total</b>		<b>3,373,154</b>		<b>1,252,844</b>
Balances with non-scheduled banks included in (Current Accounts) above		-		-
<b>Total</b>		<b>3,373,154</b>		<b>1,252,844</b>

Short term deposit represents fixed deposit given to bank for bank guarantee.

\*Out of above Rs 126,837 thousand (Previous year Rs 127,205 thousand) are earmarked for specified purpose in a separate bank account.

**Schedule-12**

**Advances and Other Assets**

(₹ In '000)

Particulars	As at 31st March 2018		As at 31st March 2017	
<b>Advances</b>				
Reserve deposits with Ceding Companies		-		-
Application money for investments		-		-
Prepayments		140,843		66,758
Advances to Directors/ Officers		-		-
Advance tax paid and taxes deducted at source (Net of provision for taxation) (net of provision for taxes Rs Nil, Previous year Rs Nil)		15,027		47,856
MAT Credit Entitlement		972,920		550,781
<b>Others</b>				
- Rental & Other Deposits	325,054		319,932	
- Advances to Staff	2,618		2,844	
- Unutilised Goods and Service Tax Credit	191,886		33,335	
- Other Advances & Deposits	463,080		287,917	
	982,638		644,028	
- Less Provision for doubtful advances	(106,091)	876,547	(24,408)	619,620
<b>Other Assets</b>				
Income accrued on investments	2,282,331		2,041,684	
Investments pertaining to Policyholder funds	533,031		487,026	
Outstanding Premiums	2,186,444		772,933	
Agents' Balances	2,265		1,194	
Foreign Agency Balances	-		-	
Investments Sales- to be settled	207,101		1,442,482	
Reposessed Stock	0		-	
Due from other entities carrying on insurance business	2,579,105		1,897,824	
Less Provision for doubtful debts	(418,777)	7,371,500	(392,470)	6,250,673
<b>Total</b>		<b>9,376,837</b>		<b>7,535,688</b>

SCHEDULES FORMING PART OF FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2018

## Schedule-13

## Current Liabilities

(₹ In '000)

Particulars	As at 31st March 2018		As at 31st March 2017	
Agent's Balances		300,707		87,126
Balances due to other insurance companies		6,811,092		5,372,769
Premium received in Advance		569,036		159,260
Unallocated Premium		3,887,590		2,793,387
Interest Accrued but not due on Borrowings		130,741		130,741
Sundry Creditors		1,969,549		1,146,884
Claims Outstanding	47,333,104		39,575,385	
Add : Provision for Doubtful Reinsurance Recoveries	137,330	47,470,434	137,330	39,712,715
Due to Officers / Directors		-		-
<b>Others :</b>				
- Unclaimed amount of policyholders*	744,647		720,853	
- Payable to policyholders*	80,935		-	
- Environmental Relief Fund Payable	53		31	
- Temporary Book Overdraft as per accounts	363,436		324,699	
- Investments Purchased-to be settle	-		53,187	
- Employee Related Payables	620,454		380,454	
-Statutory Dues	285,066		159,004	
- Goods and Service Tax Liability	202,351	2,296,941	118,870	1,757,098
<b>Total</b>		<b>63,436,090</b>		<b>51,159,980</b>

\* The company has segregated unclaimed amount of policy holder as per IRDAI Circular Ref: IRDA/F&A/CIR Misc/173/07/2017 dated: 25th Jul 2017. Restated amount of payable to policy holder as at March-17 is Rs 105,223 thousand.

## Schedule-14

## Provisions

(₹ In '000)

Particulars	As at 31st March 2018		As at 31st March 2017	
Reserve for Unexpired Risk		13,603,145		10,524,293
For Taxation (less advance tax paid and Tax deducted at source) (net of advance tax of Rs 3,33,800 thousand, Previous year Rs 2,15,400 thousand)		50,731		47,639
For Final Dividends		-		-
For Dividend distribution tax		-		-
Reserve for Premium Deficiency		-		-
<b>Others :</b>				
- For Grauity	7,133		2,609	
- For Leave Encashment	2,606		22,016	
- For Risk Reserves	100,000	109,739	100,000	124,625
<b>Total</b>		<b>13,763,615</b>		<b>10,696,557</b>

## SCHEDULE-15

## Miscellaneous Expenditure

(₹ In '000)

Particulars	As at 31st March 2018		As at 31st March 2017	
Discount Allowed in issue of shares/ debentures		-		-
Others (to be specified)		-		-
<b>Total</b>		<b>-</b>		<b>-</b>

**RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED 31ST MARCH, 2018**

Registration No. and Date of Registration with the IRDAI : Regn. No. 103 dated 23.10.2000

(₹ In '000)

Particulars	Current Year	Previous Year
<b>Cash flows from operating activities :</b>		
Direct Premiums received	49,687,052	39,383,517
Payment to re-insurers, net of commissions and claims	(4,007,793)	(3,776,010)
Payment to co-insurers, net of claims recovery	41,391	(196,858)
Direct Claims Paid	(27,465,663)	(22,253,732)
Direct Commission / Brokerage Payments	(2,380,492)	(1,139,571)
Payment of other operating expenses	(7,944,675)	(7,707,217)
Preliminary and pre-operating expenses	-	-
Deposits, Advances, and Staff loans	744,634	1,953,232
GST/Service Tax (Net)	89,160	(121,150)
Income tax paid (Net)	(380,569)	(241,116)
Misc Receipts/payments	232,293	5,527
<b>Cash flow before extraordinary items</b>	<b>8,615,338</b>	<b>5,906,622</b>
Cash flow from extraordinary operations	-	-
<b>Cash flow from operating activities</b>	<b>8,615,338</b>	<b>5,906,622</b>
<b>Cash flows from investing activities :</b>		
Purchase of investments	(76,320,925)	(111,891,707)
Sale of Investments (Including gain/ Loss)	62,430,728	98,028,325
Purchase of fixed Assets	(216,731)	(169,614)
Proceeds from sale of fixed assets	2,415	23,673
Rent/ Interest/ Dividends received	5,210,358	4,321,420
Investment in money market instruments and in liquid mutual funds (Net)	2,664,644	2,201,850
Expenses related to investments	(19,262)	(15,746)
<b>Cash flow from investing activities</b>	<b>(6,248,775)</b>	<b>(7,501,799)</b>
<b>Cash flows from financing activities :</b>		
Proceeds from Issuance of Share Capital	-	-
Share Application Money Received	-	-
Proceeds from borrowings	-	2,300,000
Repayment of borrowings	-	-
Borrowings issue expenses	-	(29,287)
Interest/ Dividend Paid	(284,990)	(698)
<b>Cash flow from financing activities</b>	<b>(284,990)</b>	<b>2,270,015</b>
<b>Net increase in cash &amp; cash equivalents</b>	<b>2,081,573</b>	<b>674,838</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>928,145</b>	<b>253,307</b>
<b>Cash and cash equivalents at the end of the year including Bank Overdraft</b>	<b>3,009,718</b>	<b>928,145</b>
<b>Cash and cash Equivalent at the end of the year:</b>		
Cash & Bank balance as per schedule	3,373,154	1,252,844
Less: Temporary book over draft as per schedule	363,436	324,699
<b>Cash and Cash Equivalent at the end including Bank Overdraft</b>	<b>3,009,718</b>	<b>928,145</b>

Significant accounting policies and notes to accounts to the Financial Statements, refer schedule 16 & 17

As per our audit report of even date attached.

**For Price Waterhouse Chartered Accountants LLP**  
Chartered Accountants (FRN. 012754N/N500016)

**Sharmila A Karve**  
Partner, Membership No. 043229

Place : New York

**For Pathak H D & Associates**  
Chartered Accountants (FRN. 107783W)

**Mukesh Mehta**  
Partner, Membership No. 043495

Place : Mumbai

Date : 19th April, 2018

For and on behalf of the Board of Directors

**Rajendra Chitale**  
Director (DIN : 00015986)

**Dr. Thomas Mathew**  
Director (DIN: 05203948)

**Lav Chaturvedi**  
Director (DIN : 02859336)

**Hemant K. Jain**  
Chief Financial Officer

**H. Ansari**  
Director (DIN : 02155529)

**Chhaya Virani**  
Director (DIN : 06953556)

**Rakesh Jain**  
Executive Director & CEO  
(DIN : 03645324)

**Mohan Khandekar**  
Company Secretary  
(Membership No. A8515)

**SCHEDULE – 16 -****Significant accounting policies forming part of the financial statements as at 31<sup>st</sup> March 2018****1. Background**

Reliance General Insurance Company Limited (hereinafter referred to as “the Company”) was incorporated on August 17, 2000. The Company is a subsidiary of Reliance Capital Limited. The Company obtained regulatory approval to undertake General Insurance business on October 23, 2000 from the Insurance Regulatory and Development Authority of India (“IRDAI”) and is in the business of underwriting general insurance relating to Fire, Marine and Miscellaneous segments.

The Company’s certificate of renewal of registration dated February 25, 2014 was valid till March 31, 2015. Pursuant to section 3 read with section 3A of the Insurance Act, 1938 as amended by the Insurance Laws (Amendments) Act, 2015, said certificate shall consequentially continue to be in force from April 1, 2015.

**2. Basis of Preparation of Financial Statements**

The accompanying financial statements are drawn up in accordance with the Insurance Regulatory and Development Authority Act, 1999, The Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditor’s Report of Insurance Companies) Regulations 2002, and orders and directions issued by IRDAI in this behalf and the Regulations framed there under read with relevant provisions of The Insurance Act, 1938, as amended by Insurance Laws (Amendment) Act, 2015 and The Companies Act, 2013 to the extent applicable. The financial statements have been prepared under historical cost convention and on accrual basis in accordance with the generally accepted accounting principles, in compliance with the Accounting Standard (AS) as prescribed in section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules 2014, to the extent applicable and confirm to the statutory provisions in regard to general insurance operations in India.

The financial statements are presented in Indian rupees rounded off to the nearest thousand.

**3. Use of Estimates**

The preparation of the financial statements in conformity with generally accepted accounting principles require management to make estimates and assumptions that affect the reported amount of assets, liabilities, revenues and expenses and disclosure of contingent liabilities on the date of the financial statements. Actual results may differ from the estimates and assumptions used in preparing the accompanying financial statement. The estimates and assumptions used in the accompanying financial statements are based upon management’s evaluation of the relevant facts and circumstances as on the date of the financial statements. Any revision to accounting estimates is recognized prospectively in current and future periods.

**4. Revenue Recognition****a. Premium income**

Premium (net of service tax) is recognized as income over the contract period or the period of risk whichever is appropriate. Any subsequent revisions to or cancellations of premium are recognized in the year in which they occur. In respect of Government Schemes being implemented by the Company for crop and weather insurance, premium is recognized (including share of Central Government and respective State Government) upon remittance of farmer’s share received from the Nodal Banks out of such premium collected by them subject to acceptance of proposal/declaration by the Company.

**b. Commission income from reinsurance ceded**

- i. Commission income on reinsurance ceded is recognized as income in the period in which reinsurance premium is ceded.
- ii. Profit commission under reinsurance treaties, wherever applicable, is recognized on accrual basis. Any subsequent revisions of profit commission are recognized in the year in which final determination of the profits are intimated by reinsurers.

**c. Income earned on investments****i. Interest/dividend Income**

Interest income is recognized on accrual basis. Dividend is recognized when right to receive dividend is established.

**ii. Premium/discount on purchase of investments**

Accretion of discount and amortization of premium relating to debt securities is recognized over the holding / maturity period on constant yield to maturity method.

**iii. Profit/loss on sale of securities**

Realized profit or loss on sale/redemption of securities is recognized on trade date basis. In determining the realized profit and loss, the cost of securities is arrived at on weighted average cost basis. Further, in case of listed equity shares and mutual funds the profit and loss also includes accumulated changes in the fair value previously recognized in the fair value change account and includes effects on accumulated fair value changes, previously recognized, for specific investments sold/redeemed during the year.

**5. Premium Received in Advance**

Premium received in advance represents premium received in respect of policies issued during the year, where the risk commences subsequent to the balance sheet date.

**6. Reinsurance Premium**

i. Insurance premium ceded is accounted in the year in which the risk commences and recognized over the Contract period. Any subsequent revision to refunds & cancellation of policies are recognized in the year in which they occur.

ii. Reinsurance inward is accounted to the extent of the returns received from the reinsurer.

**7. Reserve for Unexpired Risk**

Reserve for unexpired risk is made on the amount representing that part of the net premium written which attributable to, and to be allocated to the succeeding accounting period using 1/365 method for all lines of business other than Marine Hull, In case of Marine Hull business 100% of the Net Written Premium during the preceding twelve month is recognized as reserve for Unexpired Risk.

**8. Claims Incurred**

Claims incurred comprises of claims paid (net of salvage and other recoveries), change in estimated liability for outstanding claims made following a loss occurrence reported and change in estimated liability for claims Incurred But Not Reported ('IBNR') and claims Incurred But Not Enough Reported ('IBNER'). Further, claims incurred also include specific claim settlement costs such as survey / legal fees and other directly attributable costs.

Salvaged are recognized on realization basis.

Claims (net of amounts receivable from reinsurers/coinsurers) are recognized on the date of intimation using statistical method of estimates certified by Appointed Actuary. These estimates are progressively revalidated on availability of further information.

IBNR represents that amount of claims that may have been incurred during the accounting period but have not been reported or claimed. The IBNR provision also includes provision, if any, required for claims IBNER. Estimated liability for claims Incurred but Not Reported ('IBNR') and claims Incurred but Not Enough Reported ('IBNER') is certified jointly by the Appointed Actuary and the Mentor to the Appointed Actuary of the Company for the year ended March 31, 2018.

**9. Acquisition Cost**

Acquisition costs are costs that vary with and are primarily related to acquisition of insurance contracts and are expensed in the period in which they are incurred.

**10. Loans**

Loans are stated at historical cost, subject to provision as per master circular IRDA/F&I/CIR/F&A/231/10/2012 dated October 5th, 2012 and impairment, if any.

**11. Borrowing Cost**

Borrowing cost, which is directly attributable to a borrowing are expensed over the tenure of the borrowing. Interest costs on borrowings are accrued based on coupon rate and will be paid on annually on interest payment date.

**12. Premium Deficiency**

Premium deficiency is recognized if the cost of expected net claim cost, related expenses and maintenance cost exceeds the sum of related premium carried forward to subsequent accounting period as the reserve for unexpired risk. Premium deficiency is recognized at the Company level. The Company considers maintenance cost as relevant cost incurred for ensuring claim handling operations. The expected claim cost is calculated and duly certified jointly by the Appointed Actuary and the Mentor to the Appointed Actuary of the Company.

### 13. Investments

- i. Investments maturing within twelve months from the Balance Sheet date are classified as short term investments. Investments other than short term investments are classified as long term investments
- ii. Investments are carried at cost on weighted average basis. Cost includes brokerage, securities transactions tax, stamp duty and other charges incidental to transactions.
- iii. Investment in debt securities is shown in the Balance sheet at historical cost subject to amortisation/accretion of the premium/discount over the maturity period based on constant yield to maturity method.
- iv. Investment in equity shares as at the Balance Sheet date is stated at fair value and fair value is the last quoted closing price on the National Stock Exchange. However, in case of any stock not being listed in National Stock Exchange, then the last quoted closing price in Bombay Stock Exchange is taken as fair value. Unrealized gains/ losses are credited / debited to fair value change account.
- v. Investment in Mutual Funds units is stated at latest available Net Asset Value (NAV) at the time of valuation at Balance Sheet date. Unrealized gains/losses are credited / debited to fair value change account.
- vi. In accordance with the regulations, unrealized gain/loss arising due to changes in fair value of listed equity shares is taken to the fair value change account. This balance in the fair value change account is not available for distribution, pending crystallizations.

### 14. Impairment of Investments

The Company assesses at each Balance Sheet date whether there is any indication that any investment in equity or units of mutual funds is impaired. If any such indication exists, the carrying value of such investment is reduced to its recoverable amount and the impairment loss is recognized in the revenue(s)/profit and loss account. If at the Balance Sheet date there is any indication that a previously assessed impairment loss no longer exists, then such loss is reversed and investment is restated to that extent.

### 15. Fixed Assets & Depreciation/Amortisation

- i. Fixed assets are stated at cost less accumulated depreciation/amortization.
- ii. Depreciation on Fixed Assets is provided on useful life basis at the rates and the manner provided in Schedule II of the Companies Act, 2013 except for point v and vi mentioned below.
- iii. Lease Hold Improvements, is amortized over the primary period of lease.
- iv. Capital work-in-progress includes assets not ready for intended use and is carried at cost, comprising direct cost and related incidental expenses.
- v. Assets purchased for value not exceeding ₹ 5000/- is fully depreciated in the year of purchase.
- vi. Useful life of Tangible and Intangible assets are follows:

#### **Tangible Assets :**

S.No	Description	Useful Life
1	Furniture & Fixtures	10 Years
2	Information Technology Equipment*	2-3 Years
3	Information Technology Equipment (Server)	6 Years
4	Vehicles	8 Years
5	Office Equipment (Camera and Mobile)*	2 Years
6	Office Equipment (Others)	5 Years
7	Plant & Machinery	5 Years

\*Based on technical advice

#### **Intangible Assets :**

S.No	Description	Useful Life
1	Intangible Asset (Computer Software)*	4 Years

\*Based on technical advice

## 16. Impairment of Assets

The Company assesses at each Balance Sheet Date whether there is any indication that any asset may be impaired. If any such indication exists, the carrying value of such assets is reduced to its recoverable amount and the impairment loss is recognized in the profit and loss account and reportable revenue segments. If at the Balance Sheet date there is any indication that a previously assessed impairment loss no longer exists, then such loss is reversed and the asset is restated to that extent.

## 17. 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 payments of assets/premises taken on operating lease are recognised as an expense in the revenue(s) or profit and loss account over the lease term on straight-line basis.

## 18. Employee Benefits

### I. Short Term Employee Benefits

All employee benefits payable within twelve months of rendering the service are classified as short term employee benefits. Benefits such as salaries, bonus and other short term benefits are recognized in the period in which the employee renders the services. All short term employee benefits are accounted on undiscounted basis.

### II. Long Term Employee Benefits

The Company has both defined contribution and defined benefit plans. The plans are financed by the Company and in the case of some defined contribution plans, by the Company along with its employees.

#### A. Defined Contribution Plan

The company's superannuation scheme and provident fund scheme are defined under contribution plans. The contributions paid/payable under the scheme are recognized in the Profit and Loss account and revenue account as applicable.

#### B. Defined Benefit Plan

The employee's gratuity scheme is a defined benefit plan. The present value of the obligation under such defined benefit plan is determined at each balance sheet date based on actuarial valuation carried out by an independent actuary using Projected Unit Credit Method. Actuarial gains and losses are recognized in the Profit and Loss account and revenue account as applicable. To the extent the benefit are already vested, past service cost is recognized.

### III. Other Long Term Employee Benefits

Provision for other long term benefits includes accumulated compensated absences that are entitled to be carried forward for future encashment or availment, at the option of the employer subject to the rules framed by the Company which are expected to be availed or encashed beyond twelve months from the Balance Sheet date. The Company's liability towards these other long term benefits are accrued and provided for on the basis of an actuarial valuation using Projected Unit Credit Method.

### IV. Phantom Stock Option Scheme

Phantom Stock Option Scheme, 2015 ('the Scheme') are cash settled rights where the Employees are entitled to get cash compensation based on a formula linked to the Fair Market Value of Shares upon exercise of the Phantom Stock Options. The Company's liability towards the scheme is accounted for on the basis of an independent actuarial valuation done as at balance sheet date using Projected Unit Credit Method and any actuarial gains/losses are charged to the revenue account or the profit and loss account, as applicable over the vesting period on straight line method.

### V. Employee stock option policy

The company follows the intrinsic method for computing the compensation cost, for the option granted under the plan. The difference, if any, between the intrinsic value and the exercise price, being the compensation cost is amortized over the vesting period of the options.

## 19. Foreign Currency Transaction

Transactions denominated in foreign currencies are recorded at the exchange rate prevailing at the time of transaction. Monetary items denominated in foreign currencies at the year end are reinstated at the year end rates. Non-monetary foreign currency items are carried at cost. Any gain or loss on account of exchange difference either on settlement or on translation is recognized in the Profit and Loss account and Revenue Accounts as applicable.

**20. Forward Contract Transaction**

In case of forward exchange contracts entered into, to hedge the foreign currency exposure in respect of monetary items, the difference between the exchange rate on the date of such contracts and the period end rate is recognized in the profit and loss account and reportable revenue segments. Any profit / loss arising on cancellation of forward exchange contract is recognized as income or expense of the year.

**21. Taxation**

The Company provides for Income Tax in accordance with the provisions of Income Tax Act 1961. Provision for Income Tax is made on the basis of estimated taxable income for the year at current rates. Tax expenses comprises of both Current Tax and Deferred Tax at the applicable enacted or substantively enacted rates. Current tax represents the amounts of Income Tax payable/recoverable in respect of the taxable income/loss for the reporting period.

Deferred Tax assets are recognized only to the extent there is reasonable certainty that the assets can be realized in future, however, where there is unabsorbed depreciation and carried forward loss under taxation laws, deferred tax assets are recognized only if there is a virtual certainty backed by the convincing evidence of realization of such assets. Deferred tax assets are reviewed as at each Balance Sheet date and are appropriately adjusted to reflect the amount that is reasonably or virtually certain to be realized.

In accordance with the recommendations contained in Guidance Note issued by the Institute of Chartered Accountants of India and in accordance with the provisions of the Income tax Act, 1961, Minimum Alternative Tax (MAT) credit is recognized as an asset to the extent there is convincing evidence that the Company will pay normal income tax in future by way of a credit to the profit and loss account and shown as MAT credit entitlement.

**22. Allocation of Expenses**

The Company has a Board approved policy for allocation and apportionment of expenses of management amongst various business segments as required by IRDAI (Expenses of Management of Insurers transacting General or Health Insurance Business) Regulations, 2016.

Accordingly, Operating expenses relating to insurance business are allocated to specific classes of business on the following basis:

- i. Expenses, which are attributable and identifiable to the business segments, are directly charged to relevant business segment. This is determined by the management, based on the nature of the expenses and their relationship with various business segments, wherever possible
- ii. Employee's remuneration and welfare expenses relating to underwriting and claims function, which are attributable and identified at Health, Motor and Commercial lines of business, are directly charged to the respective lines of business and the same will further be allocated based on Net Written Premium of respective class of business
- iii. Other expenses, that are not identifiable at the segments, are allocated on the basis of Net Written Premium in each business class, except advertisement and publicity expenses, which are not allocated, where business is sourced through tender bidding towards government sponsored schemes for Health and Crop and Weather.

Expenses relating to investment activities and interest cost on borrowings are charged to profit and loss account.

**23. Allocation of Investment Assets**

Investments assets are bifurcated into Policyholders and Shareholders funds on notional basis as per IRDAI circular no. IRDA/F&A/CIR/CPM/056/03/2016 dated 04<sup>th</sup> April, 2016 and IRDA/F&A/CIR/CPM/010/01/2017 dated 12<sup>th</sup> January, 2017. Policyholders funds represent amount equivalent to sum of Outstanding Claims including Incurred but not Reported (IBNR) and Incurred but not Enough Reported (IBNER), Unexpired Risk Reserve (URR), Premium Deficiency, Catastrophe Reserve and Other Liabilities net off other assets as specified by the authority and the balance being disclosed as Shareholders Funds.

**24. Allocation of Investment Income**

Investment Income has been allocated between revenue accounts and profit and loss account in the ratio, an investment asset bifurcated between policyholders and shareholders. Further, investment income between policyholder's is allocated on the basis of the ratio of average policyholder's funds comprising reserves for unexpired risks, IBNR, IBNER and outstanding claims.

**25. Earnings per share (EPS)**

The earnings considered in ascertaining the Company's EPS comprises the net profit after tax. The number of shares used in computing basic EPS is the weighted average number of shares outstanding during the year. The number of shares used in computing diluted EPS comprises of weighted average number of shares considered for deriving basic

EPS and also the weighted average number of equity shares which could have been issued on the conversion of all dilutive potential equity shares.

Potential equity shares are deemed to be dilutive only if their conversion of equity shares would decrease the net profit per share from continuing ordinary operations.

## 26. Provision, Contingent Liabilities and Contingent Assets

The Company creates a provision when there is a present obligation as a result of past events and it is probable that there will be outflow of resources and a reliable estimate of the obligation can be made of the amount of the obligation. Contingent liabilities are not recognized but are disclosed in the notes to the financial statements. A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not require an outflow of resources. When there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate. If it is no longer probable that the outflow of resources would be required to settle the obligation, the provision is reversed.

Contingent assets are not recognized nor disclosed in the financial statements.

## SCHEDULE – 17 - Notes forming part of the Accounts as on 31<sup>st</sup> March 2018

### 1. Contingent Liabilities:

(₹ in'000)

Particulars	As on March 31, 2018	As on March 31, 2017
Partly paid up investments	-	-
Underwriting commitments outstanding	-	-
Claims, other than under policies, not acknowledged as debt (Net)	44,469	23,714
Guarantees given by or on behalf of the company	11,987	1,070
Statutory demands/liabilities in dispute, not provided for (see note ('c) and (e) below)	567,669	1,605
Reinsurance obligations to the extent not provided for in accounts	-	-
Others (see note (f) & (g) below)	27,024	13,925

#### Note:

- Service Tax Department had filed an appeal before CESTAT on the issue of avilment of Cenvat Credit in excess of restriction of 20% of output service tax liability during financial year 2006-07 as per erstwhile Rule 6(3)(c) of Cenvat Credit Rules amounting to Rs 160,848 thousands. Based on the favourable order from Principal Commissioner, Service Tax-II, Mumbai, the management does not expect any outflow of economic benefits and assessed the likelihood of outflow of resources as remote, hence not consider in above table.
- Service Tax Department had filed an appeal before CESTAT on the issue of Wrong avilment of Input Credit for the financial year from 2006-07 to 2010-11 amounting to Rs 845 thousand. Based on the favourable order from Principal Commissioner, Service Tax-II, Mumbai, the management does not expect any outflow of economic benefits and assessed the likelihood of outflow of resources as remote.
- The Company has received adverse order on the issue of wrong avilment of cenvat credit amounted to Rs 274,566 thousands for the period FY 2009-10 to FY 2012-13. A penalty is also imposed on the said order of Rs 274,566 thousands. The Company is in the process of filing the appeal with CESTAT against the same.
- The Show cause notices issued by Tax Authorities have not been considered as obligations by the company. The demand notices are classified as disputed only when the same are confirmed by the Appellate Authority.
- The Company had disputed the demand raised by the income tax department for non deduction of tax at source for Rs 1,238 thousands for A.Y. 2009-10 and for section 14A disallowance for Rs 367 thousand for A.Y. 2007-08. During the year, The Department had also contested before ITAT towards favourable penalty order u/s 271(1)(c) passed in favour of Company for A.Y. 2007-08 to A.Y. 2011-12 for Rs 16,932 thousands.
- Statutory bonus of Rs 13,925 thousands pursuant to retrospective amendment in the Bonus Act, 1965 for financial year 2014-15 have not been provided considering stay orders of Hon'ble Kerala High Court and Karnataka High Court.
- The company has transfer an amount of Rs 13,099 thousand towards unclaimed amount of policyholders outstanding more than 10 year as on 30<sup>th</sup> September, 2017 to Senior Citizens' welfare fund as per IRDAI Circular Ref: IRDA/F&A/CIR/Misc/173/07/2017 dated: 25th Jul 2017.

2. According to the information available with the Company there are no dues (Previous year Rs Nil) payable to Micro and Small Enterprises as defined under Micro, Small and Medium Enterprises Development Act, 2006 as at March 31, 2018.
3. There are no encumbrances to the assets of the company in and outside India.
4. The company has not invested any amount in real estate in the current financial year.

#### 5. Commitments

- i. There are no commitments made and outstanding for Loans in the current financial year (Previous year Rs Nil).
- ii. The commitments made and outstanding for Investments are Nil (Previous year Rs Nil).
- iii. Estimated amount of commitment pertaining to contracts remaining to be executed in respect of fixed assets (net of advances) is ₹ 28,811 thousands (Previous year Rs 28,574 thousands).

#### 6. Premium:

- i. All premiums net of reinsurance are written and received in India.
- ii. Premium income recognised on "Varying Risk Patten" is Nil. (Previous year: Nil)

#### 7. Claims

- i. Claims net of reinsurances are incurred and paid to claimants in/outside India as under:

(₹ in'000)

Particulars	For the year ended March 31, 2018	For the year ended March 31, 2017
In India	16,917,326	12,215,575
Outside India	56,744	85,489

- ii. There are no claims which are settled and unpaid for a period of more than six months as on the Balance Sheet date.
- iii. Ageing of gross claims outstanding is set out in the table below:

(₹ in'000)

Particulars	As at March 31, 2018	As at March 31, 2017
More than six months	21,456,812	16,856,176
Others	5,041,734	10,481,174

- iv. Claims where the claim payment period exceeds four years is Nil. (Previous year Nil)

#### 8. Investments

- i. Value of contracts in relation to investments for:

(₹ in'000)

Particulars	As at March 31, 2018	As at March 31, 2017
Purchases where deliveries are pending*	Nil	53,187
Sales where payment are overdue	Nil	Nil
Sales where deliveries are pending	207,101	1,442,482

\*These amount have been settled post balance sheet date

- ii. Historical cost of investments valued at fair value on Balance Sheet date is ₹ 3,360,405 thousands (Previous year Rs 3,895,578 thousands).

#### 9. Employee Benefits

- i. Defined Contribution Plan: During the year, Company has recognized ₹ 101,664 thousands as expenses (Previous year Rs 94,410 thousands)

- ii. Defined Benefit Plan: The disclosure required under the define benefit plan as per AS 15 for gratuity fund is provided below:

(₹ in'000)

Gratuity	As at March 31, 2018	As at March 31, 2017
<b>I. Assumptions</b>		
Discount Rate	7.18%	6.67%
Rate of Return on Plan Assets	7.18%	6.67%
Salary Escalation	6.00%	6.00%
<b>II. Table Showing Change in Benefit Obligation</b>		
Liability at the beginning of the Year	129,889	104,630
Interest Cost	8,664	7,827
Current Service Cost	17,010	13,958
Benefit Paid	(14,987)	(16,420)
Actuarial (Gain)/Loss on Plan Obligation	19,048	19,894
Liability at the end of the year	159,624	129,889
<b>III. Tables of Fair value of Plan Assets</b>		
Fair Value of Plan Assets at the beginning of the Year	127,280	101,853
Expected Return on Plan Assets	8,490	7,619
Contributions	33,022	29,867
Benefit Paid	(14,987)	(16,420)
Actuarial Gain/(Loss) on Plan Assets	(1,314)	4,361
Fair Value of Plan Assets at the end of the year	152,491	127,280
Total Actuarial (Gain)/Loss to be recognized	20,362	15,533
<b>IV. Actual Return on Plan Assets</b>		
Expected return on Plan Assets	8,490	7,619
Actuarial Gain/(Loss) on Plan Assets	(1,314)	4,361
Actual return on Plan Assets	7,176	11,980
<b>V. Amount Recognised in the Balance Sheet</b>		
Liability at the end of the year	159,624	129,889
Fair Value of Plan Assets at the end of the year	152,491	127,280
Difference	7,133	2,609
Amount Recognised in the Balance Sheet	7,133	2,609
<b>VI. Expenses Recognised in the Income Statement</b>		
Current Service Cost	17,010	13,958
Interest Cost	8,664	7,827
Expected Return on Plan Assets	(8,490)	(7,619)
Net Actuarial (Gain)/Loss to be recognized	20,362	15,533
Expense Recognised in P&L	37,546	29,699
<b>VII. Amount Recognised in the Balance Sheet</b>		
Opening Net Liability	2,609	2,777
Expense as above	37,546	29,699
Employers Contribution Paid	33,022	29,867
Closing Net Liability	7,133	2,609

## Experience adjustments

(₹ in'000)

Particulars	For the Year ended March 31, 2018	For the Year ended March 31, 2017	For the Year ended March 31, 2016	For the Year ended March 31, 2015	For the Year ended March 31, 2014
Defined benefits obligations	159,624	129,889	104,630	79,310	45,727
Plan assets	152,491	127,280	101,853	75,131	49,596
Surplus/ (Deficit)	(7,133)	(2,609)	(2,777)	(4,178)	3,869
Experience adjustment for plan liabilities (Gain)/ Losses	21,660	16,558	5,884	15,910	670
Experience adjustment for plan Asset (losses)/ Gains	(1,314)	4,361	(2,496)	4,722	291

As the gratuity fund is managed by Reliance Nippon Life Insurance Company, details of its investments are not available with the Company.

## 10. Deferred Taxes

The deferred tax assets and liabilities arising due to timing differences have been recognized in the financial statements as under:

(₹ in'000)

Particulars	As at March 31, 2018	As at March 31, 2017
<b>Deferred Tax Asset</b>		
Related to Fixed Assets	35,992	15,524
Related to Leave Encashment Provision	911	7,619
Long Term Employee Benefit	44,129	33,732
Provision for Doubtful Debt/Advances	231,398	-
Unabsorbed Depreciation	397,015	393,197
<b>Total</b>	<b>709,445</b>	<b>450,072</b>
<b>Deferred Tax Asset/(Liability)(Net)</b>	<b>709,445</b>	<b>450,072</b>
<b>Deferred Tax Expense/(Income) recognised in Profit and Loss A/c</b>	<b>-</b>	<b>-</b>

The company has Deferred Tax Asset in the form of disallowances under Income Tax Act and carried forward losses. Company has recognised Deferred Tax Asset of Rs 372,735 thousand in the books of accounts on conservative basis, excess Deferred Tax has not been recognised in the Books of Accounts. No deferred tax on carry forward losses provided on conservative basis.

## 11. Phantom Stock Option Scheme (PSOS)

- (i) Details of vesting schedule and condition.

Phantom Stock Options granted under the Scheme would vest within not less than 1 year and not more than 5 years from the last date of vesting of such Phantom Stock Options. Vesting of Phantom Stock Options would be subject to continued employment with the Company and thus the Phantom Stock Options would vest on passage of time.

- (ii) Options granted, forfeited and exercised are given below:

Particulars	No. of options
Outstanding as at 1st April, 2017	1,033,673
Granted*	884,103
Exercised	45,719
Lapsed/ Forfeited/Surrendered	103,851
Outstanding as at 31st March, 2018	1,768,206
Exercisable as at 31st March, 2018	707,282

\*During the year, the Company has granted bonus shares in 1:1. The grant includes impact of bonus shares in 1:1 issued by the Company.

(iii) Detail of phantom share granted subject to the term and conditions as per Phantom stock scheme.

Particulars	
Date of Grant	October 15, 2015
Base Price Per Phantom stock Option	₹ 122
Appreciation per Phantom stock Option	Excess of 'fair market of share on the date of exercise' determined in term of the Phantom Stock Option Scheme over the Base Price'
Formula for the valuation of the Co.	Booked value X Fixed Multiplier (3.5)
Exercise Period	a. In case of continuation of employment : Vested Phantom Stock Options can be exercised any time up to 3 year from the date of last vesting of Phantom stock Options; and b. In case of cessation of employment: Different periods depending on kind of cessation as per provision of the Phantom Stock Option scheme.
Settlement of Phantom Stock Options	Within 90 days from the date of exercise by cash.

(v) The fair value of the options granted are with following assumptions:

Particulars	For the Year ended March 31, 2018	For the Year ended March 31, 2017
Discount rate	7.18%	6.77%
Expected Life	3 years	5 Years

(vii) The Company's liability towards the scheme is accounted for on the basis of an independent actuarial valuation done at the year end. The valuation of the shares is done considering the Project Unit Credit Method and the progression of share price up to the exercise of the option. The total expense recognised for the year ended March, 2018 is Rs 28,816 thousands (Previous year ₹ 67,214 thousands).

## 12. Employee Stock Option Scheme (ESOP)

Reliance General Insurance Company Limited Employee Stock Option Plan 2017 is in compliance with the SEBI ESOP Regulations and the Companies Act, 2013, and is accounted for in accordance with guidance notes issued by ICAI and the relevant accounting standards, further salient features in relation to RGICL ESOP 2017 are as follows.

Particulars	Details
Date of Grant	4 <sup>th</sup> August, 2017
Options granted	2,197,764 options
Pricing formula	Each option was granted at such exercise price which was equal to Rs 179 per Equity Share
Exercised during the year	Nil
Vested during the year	Nil
Exercise price of options (in Rs)	179 per option
Vesting period	The vesting period specified under RGICL ESOP 2017 is 4 Years
Options lapsed/ forfeited/ cancelled	As on March 31, 2018, 136,596 options were lapsed/ forfeited/ cancelled.
Total number of options in force as on March 31, 2018	2,061,168 unvested options

The Company has chosen to account by the Intrinsic Value Method. The total expense recognized for the year arising from stock option plan as per Intrinsic Value Method is Nil. The fair value of the options granted was estimated by the management. There is no impact of fair value method on granted option, accordingly no change in earning per share.

## 13. Premium Deficiency Reserve

In accordance with Insurance Regulatory and Development Authority of India (Asset, Liabilities and Solvency Margin of General Insurance Business) Regulation, 2016, there is no liability towards premium deficiency at the Company level. The expected claim cost is certified by the Appointed Actuary and Mentor to the Appointed Actuary of the Company.

**14. Details of Outsourcing, Business Development and Marketing Support Expenses**

(₹ in'000)

Particulars	For the Year ended March 31, 2018	For the Year ended March 31, 2017
Outsourcing Expenses	1,509,948	1,252,084
Business Development	2,890,466	2,888,559
Marketing Support	795,076	615,841

**15. Terrorism Pool**

In accordance with the requirements of IRDAI, the company together with other insurance companies participates in the Terrorism Pool. This pool is managed by the General Insurance Corporation of India (GIC). Amount collected as terrorism premium in accordance with the requirements of the Tariff Advisory Committee (TAC) are ceded at 100% of the terrorism premium collected to the Terrorism Pool.

In accordance with the terms of the agreement, GIC retrocede to the company, terrorism premium to the extent of the company's share in the risk which is recorded as reinsurance accepted. Such reinsurance accepted is recorded based on quarterly statements received from GIC. The reinsurance accepted on account of terrorism pool has been recorded in accordance with the latest statement received from GIC

The Company has created liability to the extent of 50% of premium retro ceded to the company through reserve for unexpired risks.

**16. Contribution to Environment Relief Fund**

For the year ended March-18, the Company had collected Rs 1,477 thousand (Previous year Rs 1,554 thousand) towards Environment Relief Fund (ERF) for public liability policies and an amount of Rs 1,455 thousand (Previous year Rs 1,535 thousand) transferred to "United India Insurance Company Limited, Environment Fund Account" as per Notification of ERF scheme under the public liability Insurance Act, 1991 as amended, balance amount of Rs 53 thousand (Previous year Rs 31 thousand) is shown under current liabilities in schedule 13.

**17. Contribution to Solatium Fund**

In accordance with the requirements of the IRDAI circular dated March 18, 2003 and based on recommendations made at the General Insurance Council meeting held on February 4, 2005, the Company has provided 0.1% of gross written premium on all motor third party policies (excluding reinsurance premium accepted on motor third party for commercial vehicles) towards contribution to the solatium fund.

**18. Reduction of Share Capital**

Pursuant to High Court order dated January 8, 2016, the Company has reduced the Securities Premium from Rs 16,242,881 thousands to Rs 8,054,800 thousands by utilizing the same towards deficit in the Profit & Loss Account as at 31<sup>st</sup> March, 2016. The Company received approval from IRDAI on May 23, 2016 in this regards. Further, the Company has charged the expenses amounting to ₹ 1,513 thousands incurred for the reduction of share capital to the Profit & Loss account as per the direction received from IRDAI.

**19. Borrowings**

During the year ended March 31 2017, the Company has issued Unsecured Subordinated Redeemable 9.10% Non Convertible Debentures, in accordance with Insurance Regulatory and Development Authority of India (Other forms of Capital) Regulations, 2015, amounting to ₹ 2,300,000 thousand on private placement basis listed at Bombay Stock Exchange.

Maturity Pattern from the date of issue

(₹ in'000)

Maturity Buckets	Borrowings
1 to 5 years	-
Above 5 years	2,300,000
<b>Total</b>	<b>2,300,000</b>

Gist of the terms of issue are as follows:

Series	A NCD 01 Type I
Type, Nature and Seniority of Instrument	Rated, listed, unsecured, subordinated, redeemable and non convertible debentures
Face Value (per security)	Rs 1,000 in thousand
Issue Size	Rs 2,300,000 in thousand
Issue Date / Date of Allotment	16 <sup>th</sup> August, 2016
Redemption Date	17 <sup>th</sup> August, 2026
Coupon Rate	9.10% per annum
Credit Rating	"CARE AA" by CARE and "BWR AA" by Brickwork
Listing	Listed on WDM on BSE
Frequency of the Interest Payment	Annual

During the year, The Company has created Debenture Redemption Reserve (DRR) in accordance with IRDA circular no. IRDA/F&A/OFC/01/2014-15/115 for Rs 127,778 thousands out of which ₹ 63,889 thousand pertaining to FY 2016-17.

20. MAT credit entitlement amounting to Rs 972,920 thousand (Previous year ₹ 550,781 thousand) has been recognised as on balance sheet date as an asset based on the future economic benefits associated with it that will flow to the Company.

**21. Leases**

In respect of premises taken on operating lease, the lease agreements are generally mutually renewable/ cancellable by the lessor/lessee except for some premises.

**Non Cancellable Operating Lease**

The total of future minimum lease rent payable under operating lease for premises & assets for each of the following periods:

(₹ in'000)

Particulars	For the Year ended March 31, 2018	For the Year ended March 31, 2017
Not later than one year	27,485	25,304
Later than one year and not later than five years	45,118	6,634
Later than five years	9,715	-

Lease payment debited to the Revenue account during the year Rs 244,059 thousands (Previous year Rs 215,487 thousands).

**22. Sector wise business based on Gross Direct Premium (GDP)**

Particulars	For the Year ended March 31, 2018		For the Year ended March 31, 2017	
	GDP (₹ in '000)	% of GDP	GDP (₹ in '000)	% of GDP
Rural	13,385,254	26.41	12,525,670	31.83
Urban	37,305,533	73.59	26,827,825	68.17
<b>Total</b>	<b>50,690,787</b>	<b>100.00</b>	<b>39,353,495</b>	<b>100.00</b>

Particulars	For the Year ended March 31, 2018		For the Year ended March 31, 2017	
	GDP (₹ in '000)	No. of lives	GDP (₹ in '000)	No. of lives
Social Sector	11,828,043	2,445,533	114,418	2,049,837

**23. Extent of risk retained and reinsured is set out below (excluding excess of loss and catastrophe reinsurance)**

Particulars	For the Year ended March 31, 2018	For the Year ended March 31, 2017
	% of business written	% of business written
Risk Retained	63%	58%
Risk Reinsured	37%	42%

**24. Managerial Remuneration:**

(₹ in'000)

Particulars	For the Year ended March 31, 2018	For the Year ended March 31, 2017
Salaries	42,174	37,697
Contribution to Provident Fund and Superannuation	3,375	3,037
Provision for Gratuity and Leave Encashment	1,851	1,666

The managerial remuneration is in accordance with the approval accorded by a resolution of the Board of Directors, which has been approved by IRDAI as required under Section 34A of the Insurance Act, 1938.

The managerial remuneration in excess of Rs 15,000 thousands for each managerial personnel has been charged to Profit & Loss Account.

**25. Basis used for determining IBNR / IBNER and Valuation of Liabilities as at March 31, 2018**

The liability for IBNR and IBNER as at 31<sup>st</sup> March, 2018 has been estimated by Appointed Actuary in consultation with Mentor to the Appointed Actuary as per the IRDA circular no. 11/IRDA/ACTL/IBNR/2005-06 dated 08<sup>th</sup> June, 2005 and Insurance Regulatory and Development Authority of India (Assets, Liabilities and Solvency Margin of General Insurance Business) Regulations, 2006

For all lines of business, the estimation was carried out using past trends in the claims experience as indicated by paid claims chain ladder and incurred claims chain ladder approach.

Bornhuetter – Ferguson method of estimation was also applied for some lines as considered appropriate by the Appointed Actuary in consultation with Mentor to the Appointed Actuary.

**26.** There are no amounts which are required to be transferred to the Investor Education and Protection Fund by the Company for the year ended March 31, 2018.

**27.** As per IRDAI Circular No 005/IRDA/F&A/CIR/MAY-09 dated May 07, 2009, below table mentions the details of the penalty imposed by various regulators and Government authorities as on 31<sup>st</sup> March, 2018.

(₹ in'000)

SI No.	Authority	Non-Compliance/Violation	Penalty Awarded	Penalty Paid	Penalty Waived/Reduced
1	Insurance Regulatory and Development Authority of India	None	Nil (Nil)	Nil (Nil)	Nil (Nil)
2	Service Tax Authorities/GST Authorities	Penalty for excess Cenvat Credit utilisation under service tax	3,817 (Nil)	3,817 (Nil)	Nil (Nil)
3	Income Tax Authorities	None	Nil (Nil)	Nil (Nil)	Nil (Nil)
4	Any other Tax Authorities	None	Nil (Nil)	Nil (Nil)	Nil (Nil)
5	Enforcement Directorate/ Adjudicating Authority/Tribunal or any Authority under FEMA	None	Nil (Nil)	Nil (Nil)	Nil (Nil)

SI No.	Authority	Non-Compliance/Violation	Penalty Awarded	Penalty Paid	Penalty Waived/ Reduced
6	Registrar of Companies/NCLT/ CLB/Department of Corporate Affairs or any Authority under Companies Act, 2013/1956	None	Nil (Nil)	Nil (Nil)	Nil (Nil)
7	Penalty awarded by any Court/ Tribunal for any matter including claim settlement but excluding compensation	None	Nil (Nil)	Nil (Nil)	Nil (Nil)
8	Securities and Exchange Board of India	None	Nil (Nil)	Nil (Nil)	Nil (Nil)
9	Competition Commission of India	None	Nil (Nil)	Nil (Nil)	Nil (Nil)
10	Any other Central/State/Local Government/Statutory Authority	None	Nil (Nil)	Nil (Nil)	Nil (Nil)

(Previous year figures are in brackets)

28. As per IRDAI Master Circular on Unclaimed amount of policy holders reference no IRDA/F&A/CIR/Misc/173/07/2017 dated 25<sup>th</sup> July 2017, below table mention the age-wise analysis of unclaimed amount of the policyholders as on 31<sup>st</sup> March, 2018.

(₹ in '000)

Particulars	Total Amount	0-6 months	7-12 months	13-18 months	19-24 months	25-30 months	31-36 months	36-120 months
a) Claim Settled but not paid to the policy holders / beneficiaries due to any reason except under litigation from the policyholders/ beneficiaries.	Nil (142)	Nil (142)	Nil (Nil)	Nil (Nil)	Nil (Nil)	Nil (Nil)	Nil (Nil)	Nil (Nil)
b) sum due/payable to the policyholder/beneficiaries on maturity or otherwise.	Nil (Nil)	Nil (Nil)	Nil (Nil)	Nil (Nil)	Nil (Nil)	Nil (Nil)	Nil (Nil)	Nil (Nil)
c) Any excess collection of premium/tax or any other charges which is refundable to the policyholders/ beneficiaries either as per the terms of the conditions of the policy or as per Law or as may be directed by the authority but not refunded so far.#	93,707 (53,764)	39,396 (3,667)	3,496 (3,619)	3,515 (3,844)	3,954 (2,714)	2,791 (2,200)	2,255 (2,667)	38,300 (35,053)
d) Cheques issued but not encashed by the policyholder/beneficiaries.#	650,940 (666,947)	102,917 (101,414)	60,861 (95,314)	55,697 (38,434)	26,689 (157,536)	157,364 (17,450)	16,683 (16,777)	230,729 (240,022)

(Previous year figures are in brackets)

#Interest Accrued on Unclaimed amount is allocated proportionately under respective above-mentioned particulars.

Further, as per the Circular No. IRDA/F&A/CIR/Misc/173/07/2017 dated July 25<sup>th</sup>, 2017, the details of unclaimed amounts and investment income thereon are as follows:

(₹ in'000)		
Particulars	For the Year ended March 31 <sup>st</sup> , 2018	For the Year ended March 31 <sup>st</sup> , 2017
Opening Balance	720,853	504,680
Add : Amount Transferred to Unclaimed amount	419,788	390,446
Add: Cheques issued out of the Unclaimed amount but not encashed by the policyholders (To be included only when the cheques are stale)	4,646	1,697
Add: Investment Income	28,196	33,164
Less: Amount paid during the year	415,737	209,134
Less: amount transferred to SCWF (net of claim paid in respect of amount transferred earlier)	13,099	-
Closing balance of Unclaimed amount	744,647	720,853

29. As per the requirement of Accounting Standard 18 'Related Party Disclosures' as notified by the Companies(Accounting Standard) Rules, 2006 the following are the list of related parties with the relationship.

1. List of related parties\* :

<b>Holding Company</b>	
Reliance Capital Limited	
<b>Subsidiary of Holding Company</b>	
1	Reliance Nippon Life Insurance Company Limited (formerly Reliance Life Insurance Company Limited) (w.e.f March 30, 2016)
2	Reliance Capital Pension Fund Limited
3	Reliance Capital Trustee Co. Limited
4	Reliance Nippon Life Asset Management Limited (formerly Reliance Capital Asset Management Limited) (ceased w.e.f. from July 13, 2017)
5	Reliance Asset Management (Singapore) Pte. Limited (ceased w.e.f July 13, 2017)
6	Reliance Asset Management (Mauritius) Limited (ceased w.e.f July 13, 2017)
7	Reliance Commercial Finance Limited (formerly Reliance Gilts Limited)
8	Reliance Money Precious Metals Private Limited
9	Reliance Home Finance Limited
10	Reliance Securities Limited
11	Reliance Commodities Limited
12	Reliance Financial Limited
13	Reliance Wealth Management Limited
14	Reliance Money Solutions Private Limited
15	Reliance Corporate Advisory Services Limited (formerly Reliance Spot Exchange Infrastructure Limited)
16	Reliance Health Insurance Limited (w.e.f. May 4, 2017)
17	Quant Capital Private Limited
18	Quant Broking Private Limited
19	Quant Securities Private Limited
20	Quant Investment Services Private Limited
22	Reliance Exchangenext Limited
23	Reliance Capital AIF Trustee Company Private Limited

<b>List of other related parties under common control with whom transaction have taken place during the year</b>	
21	Reliance Infratel Limited (ceased to be w.e.f. 4 <sup>th</sup> October, 2017)
22	Reliance Communications Limited (ceased to be w.e.f. 4 <sup>th</sup> October, 2017)
23	Reliance Infocomm Infrastructure Limited (ceased to be w.e.f. 4 <sup>th</sup> October, 2017)
24	Big Animation (India) Private Limited (ceased to be w.e.f. 4 <sup>th</sup> October, 2017)
25	Zapak Digital Entertainment Limited (ceased to be w.e.f. 4 <sup>th</sup> October, 2017)
26	Reliance Telecom Limited (ceased to be w.e.f. 4 <sup>th</sup> October, 2017)
27	Reliance IDC Limited (ceased to be w.e.f. 4 <sup>th</sup> October, 2017)
<b>Person having control</b>	
28	Mr. Anil D. Ambani (ceased to be w.e.f. 4 <sup>th</sup> October, 2017)
<b>Key managerial personnel</b>	
29	Mr. Rakesh Jain (ED & CEO)

\* As certified by the management

2 Transactions during the year with related parties:

(₹ in'000)					
S. No.	Name of the Related Party	Relationship	Nature of transaction	For the Period ended 31st March, 2018	For the Period ended 31st March, 2017
1	<b>Reliance Capital Limited</b>	Holding Company	Premium Received (net of refund)	9,336	79,522
			Claim Paid	300	328
			Equity Share Capital	-	900,000
			Redemption of debentures	600,000	-
			Reimbursement paid for expenses (Rent, Communication, Electricity, Professional fees, Maintenance Charges)	225	49,638
			Management fees paid	60,000	60,000
			Dividend paid	62,887	-
			Reimbursement paid for IT services	38,335	42,195
			Reimbursement received for expenses (Rent, Communication, Electricity, canteen expenses)	-	6,681
			Interest Accrual on Debenture	202,870	236,986
			Outstanding balance in Customer Deposit Account	2,710	3,324
			Creditors	2,303	2,417
2	<b>Reliance Nippon Life Asset Management Limited (formerly Reliance Capital Asset Management Limited) (ceased wef 13/7/17)</b>	Fellow Subsidiary	Premium Received (net of refund)	25,577	22,595
			Claim Paid	-	4
			Reimbursement received for expenses (Rent, Communication, Electricity, canteen expenses)	113	742
			Outstanding balance in Customer Deposit Account	-	1,445
			Debtors	-	73

(₹ in'000)

S. No.	Name of the Related Party	Relationship	Nature of transaction	For the Period ended 31st March, 2018	For the Period ended 31st March, 2017
3	Reliance Home Finance Limited	Fellow Subsidiary	Premium Received (net of refund)	18,130	10,441
			Interest Accrual on Debenture	48,523	8,033
			Outstanding balance in Customer Deposit Account	16,471	5,021
4	Reliance Securities Limited	Fellow Subsidiary	Premium Received (net of refund)	18,188	12,524
			Commission paid	4,292	2,768
			Brokerage paid for stock exchange trading	98	141
			Reimbursement received for expenses (Rent, Communication, Electricity, canteen expenses)	-	186
			Outstanding balance in Customer Deposit Account	187	45
			Debtors	64	41
5	Reliance Corporate Advisory Services Limited (formerly Reliance Spot Exchange Infrastructure Limited)	Fellow Subsidiary	Outstanding balance in Customer Deposit Account	-	22
6	Reliance Nippon Life Insurance Company Limited (formerly Reliance Life Insurance Company Limited)	Fellow Subsidiary	Premium Received (net of refund)	79,282	75,583
			Group Term Insurance Paid	8,332	7,745
			Reimbursement received for expenses (Rent, Communication, Electricity, canteen expenses)	-	559
			Reimbursement Received for Membership Fees	-	1,500
			Transaction of purchase of Security	161,425	-
			Claim Paid	1,577	-
			Debtors	906	906
			Outstanding balance in Customer Deposit Account	24,404	30,388
7	Reliance Wealth Management Limited	Fellow Subsidiary	Premium Received (net of refund)	1,667	877
			Outstanding balance in Customer Deposit Account	9	2
8	Reliance Money Solutions Private Limited	Fellow Subsidiary	Premium Received (net of refund)	179	191
			Outstanding balance in Customer Deposit Account	90	59
			Insurance Commission Expense	-	33
			Debtors	1	-
9	Reliance Commodities Limited	Fellow Subsidiary	Premium Received (net of refund)	982	873
			Outstanding balance in Customer Deposit Account	37	12
10	Reliance Money Precious Metals Private Limited	Fellow Subsidiary	Premium Received (net of refund)	-	7
			Outstanding balance in Customer Deposit Account	-	-
11	Reliance Financial Limited	Fellow Subsidiary	Premium Received (net of refund)	370	317
			Outstanding balance in Customer Deposit Account	54	11

(₹ in'000)

S. No.	Name of the Related Party	Relationship	Nature of transaction	For the Period ended 31st March, 2018	For the Period ended 31st March, 2017
12	Reliance Capital Pension Fund Limited	Fellow Subsidiary	Premium Received (net of refund)	105	49
			Outstanding balance in Customer Deposit Account	64	23
13	Reliance Commercial Finance Limited (formerly Reliance Gilts Limited)	Fellow Subsidiary	Premium Received (net of refund)	17,149	353
			Claim Paid	66	-
14	Reliance Capital Trustee Co. Limited	Fellow Subsidiary	Premium Received (net of refund)	7,500	8,990
15	Reliance Health Insurance Company Limited	Fellow Subsidiary	Premium Received (net of refund)	361	-
			Reimbursement received for expenses(Salary, Opex )	68,957	-
			Sale of fixed assets	1,047	-
			Outstanding balance in Customer Deposit Account	289	-
16	Reliance Infratel Limited (ceased wef 04/10/17)	Common Control	Premium Received (net of refund)	5	11
17	Reliance Communications Limited (RCOM) (ceased wef 04/10/17)	Common Control	Premium Received (net of refund)	357	6,293
			Claim Paid	-	246
			Reimbursement paid for expenses:- (Rent , Internet & Telephone Expenses)	4,305	22,458
			Outstanding balance in Customer Deposit Account	-	992
18	Reliance Infocomm Infrastructure Limited (ceased wef 04/10/17)	Common Control	Premium Received (net of refund)	-	23
			Reimbursement paid for expenses:- (Rent, Communication, Electricity, Professional fees, Maintenance Charges)	3,123	12,264
19	Big Animation (India) Private Limited (ceased to be related party wef 04/10/17)	Common Control	Premium Received (net of refund)	32	219
20	Zapak Digital Entertainment Limited (ceased wef 04/10/17)	Common Control	Premium Received (net of refund)	178	210
			Reimbursement paid for expenses (Online Reputation Expenses)	385	1,007
			Outstanding balance in Customer Deposit Account	-	205
21	Reliance Telecom Limited (ceased wef 04/10/17)	Common Control	Reimbursement paid for expenses (Telephone Expenses)	-	1
			Outstanding balance in Customer Deposit Account	-	795
22	Reliance Communications Infrastructure Limited (ceased wef 04/10/17)	Common Control	Reimbursement paid for expenses (Rent, Communication, Electricity, Professional fees, Maintenance Charges)	-	18,368
			Debtors	-	20
23	Reliance IDC Limited (ceased wef 04/10/17)	Common Control	Payment for IDC Charges	3,928	9,299
			Creditors	-	151

(₹ in'000)

S. No.	Name of the Related Party	Relationship	Nature of transaction	For the Period ended 31st March, 2018	For the Period ended 31st March, 2017
24	Reliance Big Entertainment Private Limited (ceased wef 04/10/17)	Common Control	Premium Received (net of refund)		163
25	Reliance Innoventures Private Limited (RIPL) (ceased wef 04/10/17)	Common Control	Premium Received (net of refund)		1,844
26	Campion Properties Limited (ceased wef 04/10/17)	Common Control	Premium Received (net of refund)		19
27	Zapak Mobile Games Private Limited (ceased wef 04/10/17)	Common Control	Premium Received (net of refund)		77
28	Reliance AIF Management Company Limited	Fellow Subsidiary	Premium Received (net of refund)		28
29	Mr.Rakesh Jain	Key Managerial Personnel (includes relatives of KMP's)	Remuneration	47,400	42,400
			Premium Received (net of refund)	167	54
30	Mr. Anil D. Ambani	Person having Control	Premium Received (net of refund)	187	18

- Expenses incurred towards public utilities services such as telephone and electricity charges have not been considered for related party transaction.
- Claim paid to employees against Group Medical Policies and Group Personal Accident Policies have not been considered for related party transaction.
- Transaction amount consider above are excluding taxes.

### 30. Segment Information for the year ended on 31<sup>st</sup> March 2018

- Revenue and expenses have been identified to a segment on the basis of relationship to the operating activities of the segment. Revenue and expenses, which relate to enterprise as a whole and are not allocable to a segment on reasonable basis, have been disclosed as "Unallocable".
- Segment assets and segment liabilities represent assets and liabilities in respective segments. Investments, tax related assets and other assets and liabilities that cannot be allocated to a segment on reasonable basis have been disclosed as "Unallocable".

(₹ in'000)

Particulars	Fire	Marine Cargo	Marine Hull	Motor -OD	Motor -TP	Motor	Employer Liability	Public Liability
<b>Segment Revenues</b>								
Earned Premium								
2017-18	768,401	53,596	544	8,429,479	8,925,737	17,355,216	90,213	88,544
2016-17	632,678	176,624	573	6,911,851	7,592,925	14,504,776	89,575	73,470
Investment income								
2017-18	167,924	21,248	310	523,580	3,862,007	4,385,587	17,373	15,910
2016-17	142,196	37,581	151	521,205	3,915,732	4,436,937	13,813	13,164

(₹ in'000)

Particulars	Fire	Marine Cargo	Marine Hull	Motor -OD	Motor -TP	Motor	Employer Liability	Public Liability
Misc Income								
2017-18	50	(31)	(14)	2,229	-	2,229	-	(835)
2016-17	(128)	139	130	2,127	-	2,127	-	1,742
Total								
2017-18	936,375	74,813	840	8,955,288	12,787,744	21,743,032	107,586	103,619
2016-17	774,746	214,344	854	7,435,183	11,508,657	18,943,840	103,388	88,376
<b>Segment Expenses</b>								
Claims								
2017-18	471,531	58,319	4,464	4,983,030	9,155,655	14,138,685	78,122	49,547
2016-17	677,042	184,398	(369)	3,802,202	9,454,243	13,256,445	100,327	49,251
Commission								
2017-18	(41,670)	(41,616)	1,027	865,699	(123,570)	742,129	10,660	8,740
2016-17	(256,036)	(37,248)	3,880	(87,836)	(98,748)	(186,584)	7,467	(1,191)
Premium Deficiency								
2017-18	-	-	-	-	-	-	-	-
2016-17	-	(25,791)	-	-	-	-	-	-
Management Expenses								
2017-18	332,422	14,832	896	2,716,249	2,953,935	5,670,184	26,093	27,962
2016-17	310,195	17,795	476	2,629,903	2,811,778	5,441,681	30,683	28,592
Total								
2017-18	776,745	32,189	6,400	8,679,525	12,110,590	20,779,115	116,059	87,494
2016-17	731,201	1,39,154	3,987	6,344,269	12,167,273	18,511,542	138,477	76,652
Net Profit/loss								
2017-18	159,630	42,624	(5,560)	275,763	677,154	952,917	(8,473)	16,125
2016-17	43,545	75,190	(3,133)	1,090,913	(658,615)	432,298	(35,089)	11,724
<b>Unallocated items</b>								
Investment income								
2017-18								
2016-17								
Provision/ (Other income)								
2017-18								
2016-17								
Expenses								
2017-18								
2016-17								
Net Profit before tax								
2017-18								
2016-17								
Income tax								
2017-18								
2016-17								
MAT Credit								
2017-18								
2016-17								
Net profit after tax								
2017-18								
2016-17								
<b>Assets</b>								
Segment Assets								
2017-18								
2016-17								

(₹ in'000)

Particulars	Fire	Marine Cargo	Marine Hull	Motor -OD	Motor -TP	Motor	Employer Liability	Public Liability
<b>Unallocated Assets</b>								
<b>Policyholder Fund</b>								
2017-18								
2016-17								
<b>Shareholders Fund</b>								
2017-18								
2016-17								
Total								
2017-18								
2016-17								
<b>Liabilities</b>								
Segment Liabilities								
2017-18	2,031,714	209,032	5,619	6,493,753	45,048,912	51,542,664	214,054	195,640
2016-17	1,581,608	251,895	1,056	5,006,412	38,452,608	43,459,019	161,630	147,295
<b>Unallocated Liabilities</b>								
<b>Policyholder Fund</b>								
2017-18								
2016-17								
<b>Shareholders Fund</b>								
2017-18								
2016-17								
Total								
2017-18								
2016-17								

(₹ in'000)

Particulars	Engineering	Aviation	Personal Accident	Health	Weather and Crop Insurance	Other Miscellaneous	Total Enterprise
<b>Segment Revenues</b>							
Earned Premium							
2017-18	202,518	1,184	300,932	6,410,643	2,992,568	292,248	28,556,607
2016-17	187,244	1,114	333,685	2,999,417	1,682,808	207,524	20,889,488
Investment income							
2017-18	27,100	281	48,151	262,082	177,994	41,470	5,165,430
2016-17	32,376	316	50,826	256,583	80,622	46,436	5,111,001
Misc Income							
2017-18	25	(162)	209	18	-	5,405	6,894
2016-17	34	(140)	-	-	2	1,622	5,527
Total							
2017-18	229,643	1,303	349,292	6,672,743	3,170,562	3,39,123	33,728,931
2016-17	219,654	1,290	384,511	3,256,000	1,763,431	2,55,582	26,006,017
<b>Segment Expenses</b>							
Claims							
2017-18	133,514	190	2,72,107	6,878,726	2,059,638	46,522	24,191,365
2016-17	65,325	105	547,525	2,735,375	1,583,401	68,372	19,267,197
Commission							
2017-18	22,881	(3,171)	24,783	(242,472)	(1,074,492)	17,469	(575,732)
2016-17	(13,663)	(2,570)	20,355	151,209	(1,386,259)	9,804	(1,690,836)
Premium Deficiency							
2017-18	-	-	-	-	-	-	-
2016-17	-	-	-	-	-	-	(25,791)

(₹ in'000)

Particulars	Engineering	Aviation	Personal Accident	Health	Weather and Crop Insurance	Other Miscellaneous	Total Enterprise
Management Expenses							
2017-18	67,722	363	72,643	1,229,100	1,111,446	83,597	8,893,935
2016-17	72,664	526	95,779	922,784	931,847	88,013	7,941,035
Total							
2017-18	224,117	(2,618)	369,533	7,865,354	2,096,592	147,588	32,509,568
2016-17	124,326	(1,939)	663,659	3,809,368	1,128,988	166,190	25,491,605
Net Profit/loss							
2017-18	5,526	3,921	(20,241)	(1,192,611)	1,073,970	191,535	1,219,363
2016-17	95,328	3,229	(279,148)	(553,368)	634,443	89,392	514,411
<b>Unallocated items</b>							-
Investment income							
2017-18							875,346
2016-17							992,488
Provision/ (Other income)							
2017-18							(20,959)
2016-17							(9,622)
Expenses							
2017-18							465,633
2016-17							213,087
Net Profit before tax							
2017-18							1,650,035
2016-17							1,303,435
Income tax							
2017-18							422,139
2016-17							288,735
MAT Credit							
2017-18							(422,139)
2016-17							(288,735)
Net profit after tax							
2017-18							1,650,035
2016-17							1,303,435
<b>Assets</b>							
Segment Assets							
2017-18							Nil
2016-17							Nil
<b>Unallocated Assets</b>							
<b>Policyholder Fund</b>							
2017-18							73,277,598
2016-17							59,073,619
<b>Shareholders Fund</b>							
2017-18							20,195,021
2016-17							17,652,044
Total							
2017-18							93,472,619
2016-17							76,725,663
<b>Liabilities</b>							
Segment Liabilities							
2017-18	301,316	3,058	625,084	3,509,105	2,589,689	440,099	61,667,075
2016-17	283,817	2,984	588,738	2,239,360	1,245,931	454,014	50,417,348

(₹ in'000)

Particulars	Engineering	Aviation	Personal Accident	Health	Weather and Crop Insurance	Other Miscellaneous	Total Enterprise
Unallocated Liabilities							
<b>Policyholder Fund</b>							
2017-18							11,634,983
2016-17							8,315,183
<b>Shareholders Fund</b>							
2017-18							20,170,561
2016-17							17,993,132
Total							
2017-18							93,472,619
2016-17							76,725,663

**Notes:**

- Segment Reporting is made as per the modification prescribed by the Insurance Regulatory and Development Authority of India Regulations wherein details are to be given for fire, marine cargo, marine hull and ten classes of miscellaneous insurance.
- Since the company's entire business is conducted within India, there are no reportable geographical segments for the Year ended.

**31. Summary of Financial Results:**

(₹ in'000)

Particulars	FY 2017-18	FY 2016-17	FY 2015-16	FY 2014-15	FY 2013-14
<b>Operating Results</b>					
Gross Direct Premiums	50,690,787	39,353,496	27,915,636	27,158,321	23,888,249
Net Earned Premium	28,556,607	20,889,488	19,993,990	19,184,624	17,397,581
Income From Investment	5,165,431	5,111,001	4,187,922	4,080,149	3,387,475
Other Income	6,895	5,527	13,680	14,505	(8,720)
Total Income	33,728,932	26,006,016	24,195,593	23,279,278	20,776,336
Commission (Net) including Brokerage	(575,732)	(1,690,836)	(250,385)	(207,204)	396,363
Operating Expenses	8,893,935	7,941,035	6,543,223	53,76,745	4,598,337
Net Incurred Claims (Including Premium Deficiency Reserve)	24,191,365	19,241,407	17,900,931	18,043,042	16,015,320
Change in unexpired risk reserve	(3,078,852)	(1,423,980)	216,357	(100,941)	1,232,033
Operating Profit/(Loss)	1,219,364	514,411	1,824	66,695	(233,684)
<b>Non Operating Results</b>					
Total Income under Shareholder's Account	896,305	1,002,110	1,053,613	1,001,226	932,389
Profit/(Loss) before tax	1,650,033	1,303,436	990,820	813,901	640,827
<b>Provision for tax :</b>					
Current Tax (including earlier year tax)	422,139	288,735	227,346	34,700	-
Deferred Tax	-	-	-	-	-
MAT Credit	(422,139)	(288,735)	(227,346)	(34,700)	-
Profit/(Loss) after tax	1,650,033	1,303,436	990,820	813,901	640,827
<b>Miscellaneous</b>					
<b>Policyholders' Account</b>					
Total Funds	68,397,795	56,308,306	42,779,909	40,286,049	29,943,368
Total Investments	68,397,795	56,308,306	42,779,909	40,286,049	29,943,368
Yield on Investments	8%	8%	9%	11%	9%

(₹ in'000)

Particulars	FY 2017-18	FY 2016-17	FY 2015-16	FY 2014-15	FY 2013-14
<b>Shareholders' Account</b>					
Total Funds	11,590,846	10,934,351	11,033,823	10,197,214	8,483,787
Total Investments	11,590,846	10,934,351	11,033,823	10,197,214	8,483,787
Yield on Investments	8%	8%	9%	11%	9%
Paid up Equity Capital	2,515,499	1,257,750	1,227,750	1,227,750	1,227,750
Net Worth*	14,051,148	12,476,805	11,173,370	10,182,550	8,476,832
Total Assets	93,472,619	76,725,663	62,930,486	56,628,581	48,878,896
Yield on total Investments	8%	8%	9%	11%	9%
Basic Earnings Per Share (₹)	6.56	5.18	4.04	3.32	2.61
Book Value Per Share (₹)	55.86	49.97	44.94	41.53	34.55
Total Dividend (excluding dividend tax)	62,887	-	-	-	-
Dividend Per Share (₹)	0.50	-	-	-	-

\* Net Worth= Share Capital + Reserve & Surplus + Share Application Money Pending for allotment - (Miscellaneous Expenditure + Debit Balance in Profit and Loss Account)

### 32. Financial Ratios:

Class	FY	Gross Direct Premium Growth Rate	Net Retention Ratio	Net Commission Ratio	Underwriting Balance Ratio
Fire	2017-18	22%	29%	-3%	-0.01
	2016-17	15%	23%	-30%	0.16
Marine Cargo	2017-18	26%	10%	-77%	-0.40
	2016-17	7%	11%	-73%	0.21
Marine Hull	2017-18	103%	1%	99%	-10.79
	2016-17	-38%	1%	478%	-5.73
Motor OD	2017-18	26%	79%	9%	-0.03
	2016-17	20%	79%	-1%	0.08
Motor TP	2017-18	27%	80%	-1%	-0.36
	2016-17	17%	80%	-1%	-0.60
Motor Total	2017-18	27%	79%	3.8%	-0.20
	2016-17	18%	79%	-1.20%	-0.28
Employer Liability	2017-18	9%	95%	11%	-0.29
	2016-17	0%	95%	8%	-0.55
Public Liability	2017-18	-3%	28%	9%	0.00
	2016-17	17%	21%	-1%	-0.02
Engineering	2017-18	28%	31%	10%	-0.11
	2016-17	2%	34%	-7%	0.34
Aviation	2017-18	23%	1%	-279%	3.07
	2016-17	20%	2%	-207%	2.62
Personal Accident	2017-18	-21%	103%	8%	-0.23
	2016-17	33%	90%	6%	-0.99
Health	2017-18	127%	85%	-4%	-0.23
	2016-17	-36%	93%	5%	-0.27
Other Miscellaneous	2017-18	-19%	78%	6%	0.51
	2016-17	5%	55%	4%	0.21
Weather and Crop	2017-18	8%	26%	-35%	0.30
	2016-17	867%	15%	-83%	0.33
Total	2017-18	29%	62%	-2%	-0.14
	2016-17	41%	56%	-8%	-0.22

**33. Issue of Bonus Shares**

The Board of Directors at the meeting held on August 10<sup>th</sup>, 2017 recommended issue of bonus shares, in the proportion of 1:1 i.e. 1 bonus equity share of Rs 10 each for every 1 fully paid-up equity shares, which is approved by the shareholder on August 10<sup>th</sup>, 2017. The record date for issue of bonus shares was August 10<sup>th</sup>, 2017. Accordingly weighted average number of shares have been change for Earning Per Share (EPS) computation.

**34. Earnings per share information:**

Particulars	For the Year ended March 31, 2018	For the Year ended March 31, 2017
Profit/(Loss) available to equity shareholders (₹ in '000)	1,650,032	1,303,435
Weighted Average number of equity shares outstanding during the year	251,549,920	251,549,920
Basic Earning Per Share (₹)	6.56	5.18
Diluted Earning Per Share (₹)	6.56	5.18

**35. Other Ratios:**

Ratio	Basis	For the Year ended March 31, 2018	For the Year ended March 31, 2017
Gross Direct Premium to Net worth Ratio	Gross direct premium for current year divided by Net Worth	3.61	3.15
Growth Rate of Net worth	Change in Net Worth during the year divided by net worth as at previous balance sheet date	13%	12%
Expenses of Management to Gross Direct Premium	Expenses of Management (operating expenses related to insurance business plus direct commission paid divided by gross direct premium)	23%	23%
Expenses of Management to Net written premium ratio	Expenses of Management (operating expenses related to insurance business plus direct commission paid divided by Net written premium)	36%	41%
Net Incurred Claims to Net Earned Premium	Net Incurred Claims divided by Net Earned Premium	85%	92%
Combined Ratio	Net Incurred Claims divided by Net Earned Premium plus expenses of management (including net commission) divided by Net written premium	111%	120%
Technical Reserves to Net Premium Ratio	Reserve for un-expired risks plus premium deficiency reserve plus reserve for outstanding claims(including IBNR and IBNER) divided by net premium	1.93	2.25
Operating Profit Ratio	Underwriting profit/loss divided by net premium	4%	2%
Liquid Assets to Liabilities Ratio (times)	Liquid assets(short term investment plus short term loan plus cash and bank balances of the insurer) divided by policyholders liabilities(claims outstanding plus reserve for unexpired risk and premium deficiency)	0.33	0.31
Net Earnings Ratio	Profit after tax divided by net premium	5%	6%
Return on net worth ratio	Profit after tax divided by net worth	12%	10%
Available Solvency Margin (ASM) to Required Solvency Margin (RSM) ratio	Ratio of Available Solvency Margin (ASM) at the end of the year to the Required Solvency Margin (RSM)	1.68	1.68
NPA Ratio		-	-

Note:

The above ratios have been calculated as per IRDAI Master Circular IRDA/F&I/CIR/F&A/231/10/2012 dated October 5<sup>th</sup>, 2012 and Corrigendum on Master Circular IRDA/F&I/CIR/F&A/126/07/2013 dated July 3<sup>rd</sup>, 2013.

36. Additional ratios required as per Clause 52(4) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Ratio	For the Year ended March 31, 2018	For the Year ended March 31, 2017
Debt Equity Ratio	0.16	0.18
Debt Service Coverage Ratio	8.88	10.92
Interest Service Coverage Ratio	8.88	10.92

37. During the year, the board has reviewed and changed basis of allocation of expenses (refer note no. 22 of schedule 16). The Consequent impact of changes in the basis of allocation on the operating expenses on revenue accounts is as under:-

- Operating profit of fire account is lower by Rs 17,771 thousand
- Operating profit of marine account is lower by Rs 819 thousand
- Operating profit of miscellaneous account is higher by Rs 18,590 thousand

**38. Corporate Social Responsibility (CSR):**

During the year ended 31st March 2018, in accordance with the provisions of Section 135 of the Companies Act, 2013, the Company is liable and spent an amount Rs 20,722 thousand (Previous Year – Rs 16,277 thousand) on the Corporate Social Responsibility (CSR) activities approved by the CSR Committee of the Board.

(₹ in'000)

Sr. No.	Particulars	In cash	Yet to be paid in cash	Total
1	Health Care	20,722	-	20,722

39. Forward contracts entered and outstanding as on March 31, 2018 is Nil ( Previous year Nil)
40. The Company does not have any long term contracts including derivatives contracts wherein the Company is required to make provision towards any foreseeable losses.
41. Pursuant to Insurance Regulatory and Development Authority of India circular no. IRDA/F&A/GDL/CG/100/05/2016 dated 18<sup>th</sup> May, 2016 on Corporate Governance Guidelines, Details of additional work other than statutory audit are disclosed below:-

(₹ in'000)

Name of the Statutory Audit Firm	Particulars	For the Year ended March 31, 2018	For the Year ended March 31, 2017
Haribhakti & Co. LLP	Certification Work	-	150
Pathak H.D. & Associates	Certification Work	365	411
Singhi & Co.	Certification Work	-	201
Price Waterhouse Chartered Accountants LLP	Certification Work	150	-

42. Prior year figures have been reclassified, wherever necessary, to confirm to current year presentation.

For the year ended March 31, 2018		Regrouped in for the year ended March 31, 2017		₹ In '000
Schedule	New grouping	Schedule	Old grouping	
Schedule- 13	Employee Related Payables	Schedule- 13	Sundry Creditors	355,557
Schedule- 12	Provision for doubtful Advances	Schedule- 13	Sundry Creditors	24,408
Schedule- 12	Advances and Other Assets	Schedule- 11	Cash and Bank Balance	485,724
Schedule- 4	Weather Insurance Charges	Schedule- 4	Miscellaneous Expenses	189,933
	Profit and Loss Account	Schedule 4	Employees remuneration & welfare benefits	43,146
	Deposit, Advances and Staff Loans-outstanding premium (Receipts and Payment Account)		Direct Premium Received-outstanding premium (Receipts and Payment Account)	22,983

As per our audit report of even date attached.

**For Price Waterhouse Chartered Accountants LLP**

Chartered Accountants (FRN. 012754N/N500016)

**Sharmila A Karve**

Partner, Membership No. 043229

Place : New York

**For Pathak H D & Associates**

Chartered Accountants (FRN. 107783W)

**Mukesh Mehta**

Partner, Membership No. 043495

Place : Mumbai

Date : 19th April, 2018

For and on behalf of the Board of Directors

**Rajendra Chitale**

Director (DIN : 00015986)

**Dr. Thomas Mathew**

Director (DIN: 05203948)

**Lav Chaturvedi**

Director (DIN : 02859336)

**Hemant K. Jain**

Chief Financial Officer

**H. Ansari**

Director (DIN : 02155529)

**Chhaya Virani**

Director (DIN : 06953556)

**Rakesh Jain**

Executive Director & CEO  
(DIN : 03645324)

**Mohan Khandekar**

Company Secretary  
(Membership No. A8515)







The logo for Reliance, featuring the word "RELIANCE" in white capital letters on a dark blue rectangular background. A small red triangle is positioned above the letter "I".

**GENERAL  
INSURANCE**

IRDAI Registration No.103.

Reliance General Insurance Company Limited.

Registered Office: H Block, 1st Floor, Dhirubhai Ambani Knowledge City, Navi Mumbai-400710.

Corporate Office: Reliance Centre, South Wing, 4th Floor, Off. Western Express Highway,  
Santacruz (East), Mumbai - 400 055. Corporate Identity Number: U66603MH2000PLC128300.

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