

Group annuity for employees of SAIL

FEB'2024

Tata AIA Life Insurance Co. Ltd

Profile

Tata AIA'S Strong Lineage (1/2)

TATA SONS



153 years
Of experience
(Started in 1868)

USD 232 Bn
Market Cap of
publicly listed Tata
enterprises

**Diverse
Businesses**
From Salt to
Software to Aviation

USD 106 Bn
Total
Revenue

750,000
Employees
(India's biggest
private employer)

**100+
countries**
Presence across six
continents

Figures are for FY21 | Market cap as on Mar'21

TATA GROUP – BUSINESS VERTICALS & COMPANIES

Information Technology
<ul style="list-style-type: none"> + Tata Consultancy Services + Tata Elxsi
Tourism & Travel
<ul style="list-style-type: none"> + Indian Hotels Co. Ltd. + Tata SIA Airlines + Air Asia India

Financial Services
<ul style="list-style-type: none"> + Tata Capital + Tata AIA Life Insurance + Tata AIG General Insurance + Tata Asset Management
Steel
<ul style="list-style-type: none"> + Tata Steel

Automotive
<ul style="list-style-type: none"> + Jaguar Land Rover + Tata Motors + Tata Autocomp Systems
Trading & Investment
<ul style="list-style-type: none"> + Tata International + Tata Industries + Tata Investment Corp

Aerospace & Defense
<ul style="list-style-type: none"> + Tata Advance Systems
Telecom & Media
<ul style="list-style-type: none"> + Tata Communications + Tata SKY + Tata Teleservices

Consumer & Retail
<ul style="list-style-type: none"> + Tata Consumer Products + Tata Chemical + Voltas (Home Appliances) + Titan (Watches & Accessories) + Infiniti Retail + Trent
Infrastructure
<ul style="list-style-type: none"> + Tata Power + Tata Projects + Tata Housing + Tata Consulting Engineers + Tata Realty & Infrastructure



Tata AIA'S Strong Lineage (2/2)

AIA Group, HK



100+ YEARS

OF LIFE INSURANCE
EXPERTISE

\$162 BN MARKET CAP

LARGEST LIFE
INSURANCE COMPANY
IN THE WORLD

18 COUNTRIES

AIA'S PRESENCE
GLOBALLY

#1 IN MDRTs GLOBALLY

HIGHEST NUMBER OF
MDRTs IN THE WORLD

54 MILLION CONSUMERS

ONE OF THE BIGGEST
CONSUMER BASES IN
THE WORLD

\$2 TRILLION SUM ASSURED

ONE OF THE LARGEST
PROTECTION
PROVIDERS

Certificate of empanelment with PFRDA



PENSION FUND REGULATORY AND DEVELOPMENT AUTHORITY

PENSION FUND REGULATORY AND DEVELOPMENT AUTHORITY (EXITS AND WITHDRAWALS UNDER THE NATIONAL PENSION SYSTEM) REGULATIONS, 2015
(See regulation 17 & 18)

CERTIFICATE OF EMPANELMENT AS ANNUITY SERVICE PROVIDER

In exercise of powers conferred by Regulation 17 of the Pension Fund Regulatory and Development Authority (Exits and Withdrawals under the National Pension System) Regulations, 2015, read with Regulation 18 thereof, the Authority hereby grants this certificate of empanelment to **"Tata AIA Life Insurance Company Limited"** as an Annuity Service Provider (ASP), under the National Pension System, for the period specified under Regulation 20.

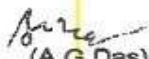
This empanelment shall be valid subject to the ASP observing at all times, the terms and conditions specified in the Pension Fund Regulatory and Development Authority Act, 2013 and the Pension Fund Regulatory and Development Authority (Exits and Withdrawals Under the National Pension System) Regulations, 2015, in force.

The empanelment Code for the Annuity Service Provider is ASP/11/062019.

Date :04/11/2019

Place: New Delhi

For and on behalf of the Pension Fund Regulatory and Development Authority


(A.G Das)
Executive Director

Tata AIA Life Financial Overview

Data as on December 31, 2023



Key Financial Metrics

Assets Under Management	INR 86,816 Crs
Net Worth	INR 3,976 Crs
Solvency Margin	205%
Profit After Tax (FY23)	INR 1,595 Crs
Rank on IWNBP for FY23	3 rd
Claims Ratio for FY23	99.50%

IWNBP = Individual Weighted NBP

Group Business Overview

# of Group Funds Schemes	~204
# of Group Term Life Policies Funds	~758
# of Lives covered – Group Business	~14 lakhs

Investments - Credit Profile of Debt Securities

	Non Unit Linked	Unit Linked
AAA rated (G-Secs, T-Bills, Reverse Repo etc)	99.63%	98.99%
AA or better	0.27%	0.53%
Other than AA rated	-	0.48%
Any Other (FDs with Scheduled Banks)	0.10%	-

Partner of Choice

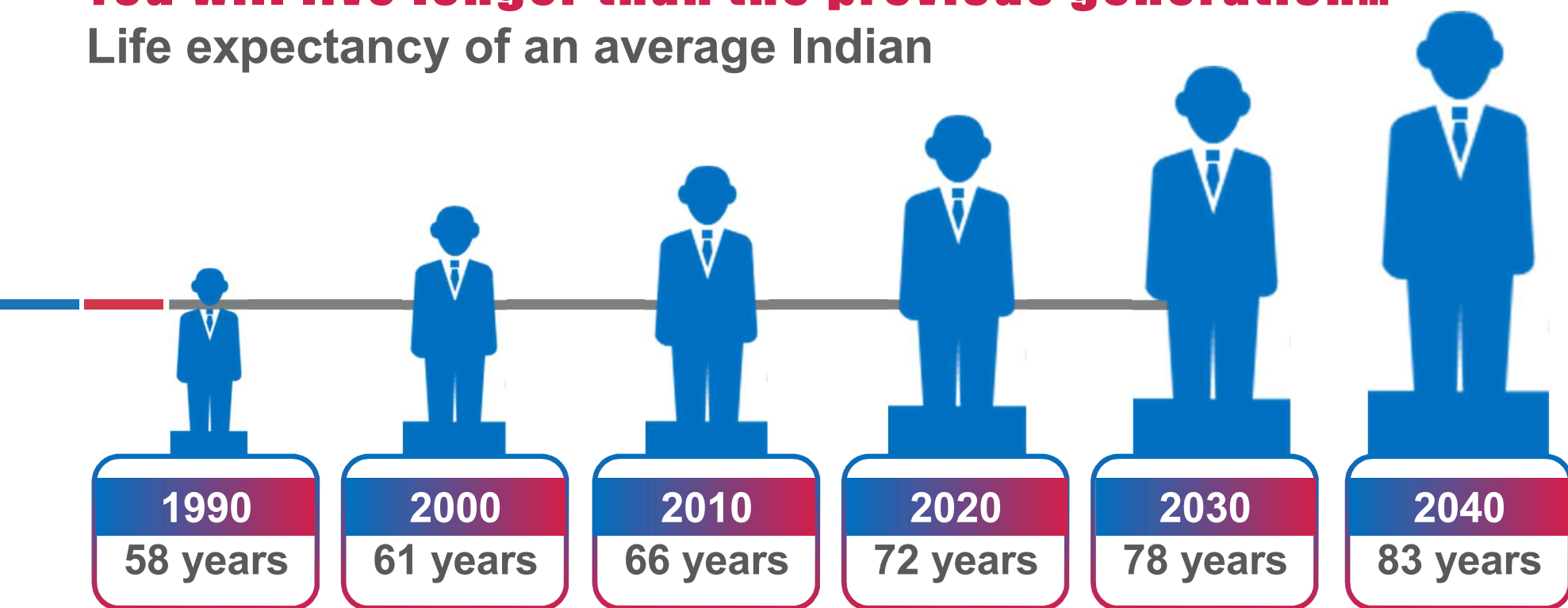
- ✓ Trusted Promoters
- ✓ Sound Financial Background
- ✓ Excellent quality of investments
- ✓ High Growth Business

Confidential

Need For Annuity Solution

You will live longer than the previous generation...

Life expectancy of an average Indian

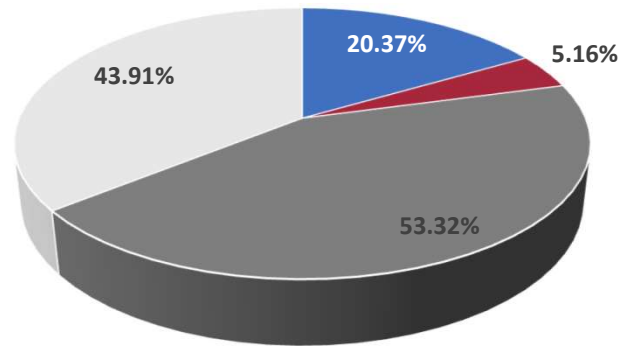


Source: Researchgate.com

Importance Of Retirement Planning

53.32% Indians have unsecured loans

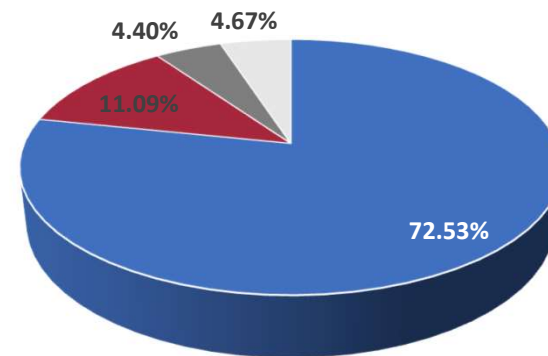
Debt Share Across Products



■ Mortgage Debt ■ Gold Loans ■ Unsecured Debt ■ Non-Insti Debt

Only 4.67% Indians have Retirement Accounts

Wealth Share Across Assets



■ Real Estate ■ Gold ■ Financial Assets ■ Retirement Accounts

Retirement Planning is the neglected part of the Investment Portfolio

Source: Report of the Household Finance Committee 2017

https://www.business-standard.com/article/economy-policy/77-indians-don-t-save-for-retirement-most-depend-on-children-for-support-117100400154_1.html

Tata AIA Smart Annuity Plan (Group)

Smart Annuity Plan

PRESENTING...

Tata AIA Life Insurance Smart Annuity Plan (Group)

Tata AIA Life presents to you the **Smart Annuity Plan (SAP)**, a comprehensive **Group Annuity solution**, well equipped to provide a seamless, comfortable, retirement process for your employees. With competitive rates, multiple annuity options and a multi-pronged service approach, your employees need not worry about their hard-earned money - Tata AIA Life will ensure it reaches them on time, at their chosen frequency.

Key Features

Key features



Lifelong Guaranteed Income



Flexible Annuity Options

- A. Immediate Life Annuity
- B. Immediate Life Annuity with Return of Purchase Price
- C. Deferred Life Annuity with Return of Purchase Price



Annuity Rate Guaranteed at Inception



Single Life & Joint Life Feature



Minimum Entry Age – 45 Years (Youngest Life)



Pay single premium

Product Benefits



Life time guaranteed annuity rates locked at inception



Give option for Single / Joint Life



No Reinvestment Risk or Fear of Falling Interest Rate



Tenure is dependent on the surviving years.



Higher Annuity Rates for Higher Age



Higher Annuity Rates for Higher Purchase Price



Administratively Convenient

How Does The Plan Work ?



Choose the Purchase Price to buy Annuity or Annuity Amount to be received



Choose your Plan Option and Annuity mode



Receive Annuity payouts as per chosen mode

Annuity Rates Dependency

- ✓ Guaranteed at the time of annuity purchase
- ✓ Depends upon Option Chosen
- ✓ Entry age of Annuitant/s depending on Single or Joint Life
- ✓ Purchase Price

Choice Of Annuity Options

Life Annuity Option with Return of Purchase price

- a) The annuity shall be payable in arrears as per payment mode chosen by you, for as long as the annuitant is alive.
- b) On death of the Annuitant, Death benefit is payable as lump sum to the nominee and no further amount will be payable. Upon payment of the death benefit, the policy shall terminate and all other benefits shall cease.

Joint Life Last Survivor Annuity with Return of Purchase Price

- a) The annuity shall be payable in arrears as per payment mode chosen, for as long as either of the primary or the secondary annuitant is alive.
- b) Death benefit is payable as a lumpsum to the nominee, on later of the deaths of the two Annuitants.
- c) Upon payment of the death benefit, the policy shall terminate and all other benefits shall cease.

Deferred Life Annuity with Return of Purchase

Deferment Period may be between 1 to 10 years (Integer values), as chosen by you at inception. The Annuity Rate shall be as guaranteed at the inception of the Policy

Sample Annuity Rates – Superannuation Group

Primary Annuitant – **Male, 60 Years**
Secondary Annuitant – **Female, 55 Years**

Single Life / Joint Life

Annuity Mode – Yearly

Purchase Price = INR 50 lakhs Inclusive of 1.80% GST

Annuity Option	Annuity Amount
Single Life -Immediate Life Annuity – With Return of Purchase Price	3,54,852
Join Life -Immediate Life Annuity – With Return of Purchase Price	3,53,299

- The annuity rates applicable will be as on date of purchase of annuity
- Annuity mode chosen at the time of purchase cannot be changed

Extensive Service Support

Service Support



Helpline No. - 1-860-266-9966
(Mon to Sat : 10 am to 7 pm)



Eazy Connect Chatbot
Available on the website www.tataaia.com



SMS "SERVICE" to 5676799
to hear from us within 48 Hrs.



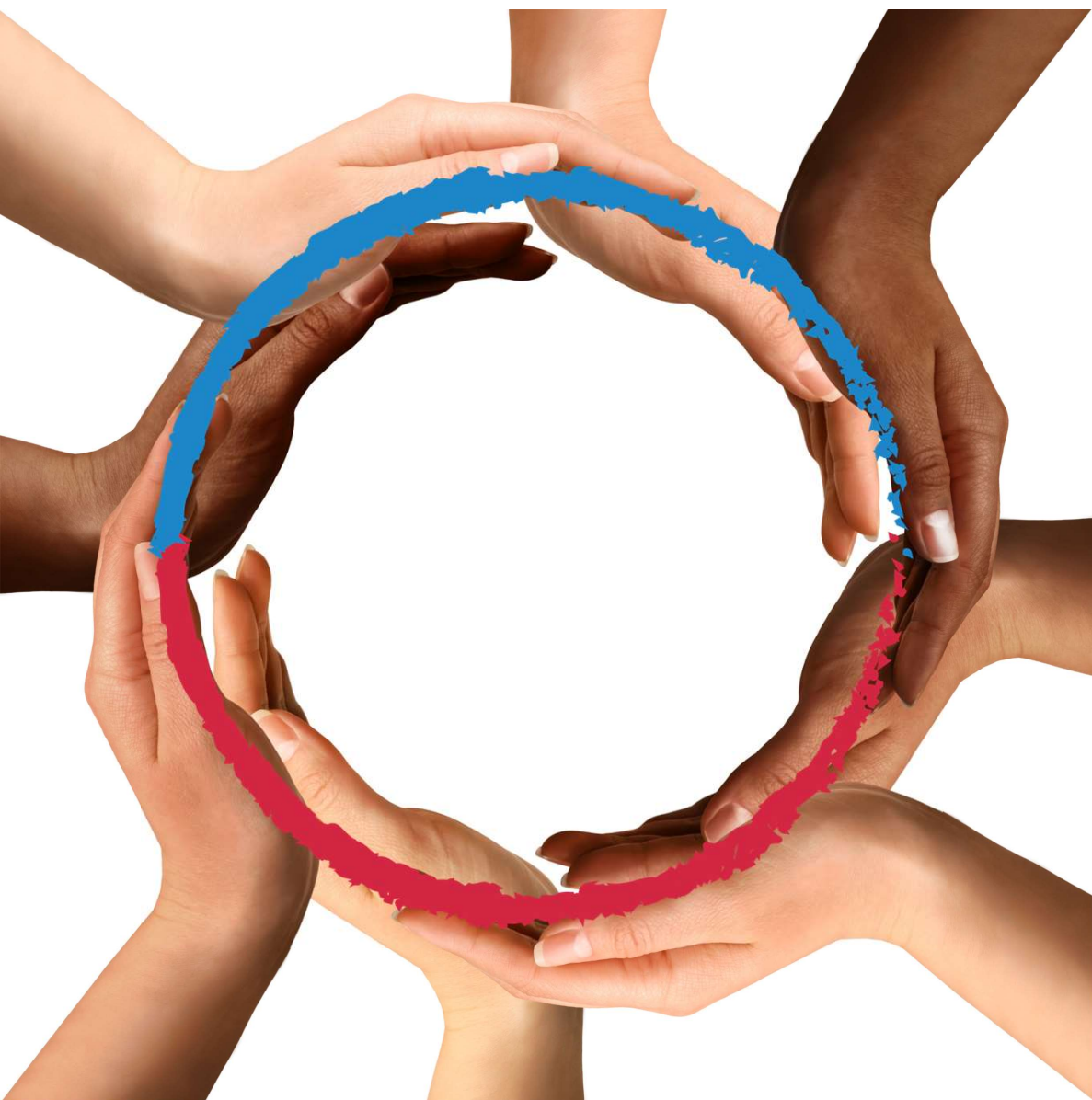
**Get access to policy-related requests on WebChat, Facebook messenger ,
Twitter DM and WhatsApp on 7045669966**



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TATA AIA
— LIFE INSURANCE

**Let's join hands
to protect our
own**