

Kotak

ASSURED SAVINGS PLAN

A Life Insurance Plan



Guarantee a secure tomorrow, today



A JOINT VENTURE WITH  OLD MUTUAL

Faidey ka insurance



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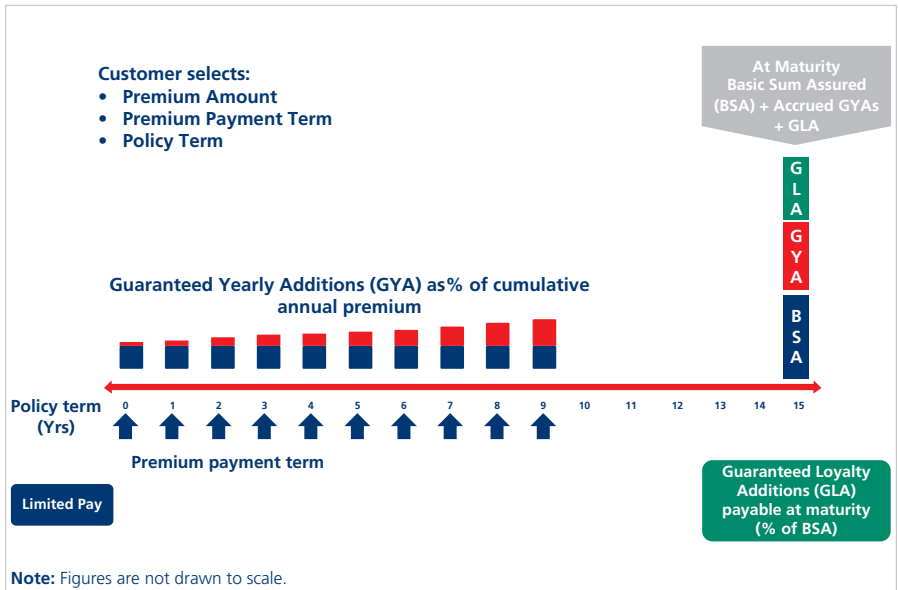
Life insurance can serve as the foundation of a well-thought-out financial strategy. And if you're someone who wants to take an active role in reaching your financial objectives, you may be looking for a life insurance policy that provides more than just simple protection—one that gives you the potential to accumulate wealth that can help you achieve a variety of future financial goals. Kotak Assured Savings Plan may be just the Plan for you. This Plan not only provides affordable protection but also helps accumulate wealth for achieving future financial goals by giving guaranteed benefits.

Key Advantages

- Guaranteed Maturity Benefit payable at maturity
 - Basic Sum Assured, PLUS
 - Accrued Guaranteed Yearly Additions, PLUS
 - Guaranteed Loyalty Addition
- Increasing life cover – Guaranteed Yearly Additions added every time premium is paid, payable at maturity or earlier death
- Longer the premium commitment, higher the benefits – Guaranteed Yearly Additions and Guaranteed Loyalty Addition increases with increase in premium payment term (PPT)
- More value for money through high premium benefit resulting into higher Basic Sum Assured
- Option to enhance Protection through a wide range of Riders
- Tax benefit on premiums paid u/s 80(C) and benefit received u/s 10(10D)

How Does the Plan Work?

You pay premiums every year for selected premium payment term. After expiry of premium payment term, the policy continues till maturity. At maturity, you will receive Guaranteed Maturity Benefit i.e. Sum of Basic Sum Assured (BSA), Accrued Guaranteed Yearly Additions (GYA) and Guaranteed Loyalty Addition (GLA). Basic Sum Assured (BSA) will be based on the Premium, Policy Term, Premium Payment Term and Age of the Life Insured.



Death Benefit¹

In case of an unfortunate event of death of the life insured during the term of the plan, your nominee will receive the following:

- Basic Death Benefit, Plus
- Guaranteed Yearly Additions accrued as on the date of death.

Where the Basic Death Benefit is defined as;

For entry age less than 50 years	For entry age 50 years and above
Higher of; <ul style="list-style-type: none">• 11 times of annual premium, and• Guaranteed minimum death benefit• 105% of total premiums paid (excluding any extra premiums)	Higher of; <ul style="list-style-type: none">• 7 times of annual premium, and• Guaranteed minimum death benefit• 105% of total premiums paid (excluding any extra premiums)

and Guaranteed minimum death benefit is defined as a percentage of Basic Sum Assured mentioned below:

PPT	Guaranteed minimum death benefit (% of Basic Sum Assured)
5 years	110%
6 years	112%
7 years	114%
10 years	120%

Maturity Benefit²

On survival till the end of the policy term, Guaranteed Maturity Benefit will be paid.

Guaranteed Maturity Benefit is;

- Basic Sum Assured, PLUS
- Accrued Guaranteed Yearly Additions, PLUS
- Guaranteed Loyalty Addition.

Guaranteed Yearly Additions

Guaranteed Yearly Additions will be calculated as a % of Cumulative Annual* Premium paid every year. It will accrue throughout the premium payment term and will be paid out at Maturity or on Death. The rate of such additions is based on the opted premium payment term, which is as follows:

PPT	Guaranteed Yearly Additions as % of Cumulative Annual Premium
5 years	7%
6 years	8%
7 years	9%
10 years	10%

*Annual Premium = Installment Premium (exclusive of service tax and cess) divided by Modal Factor

Guaranteed Loyalty Addition

Guaranteed Loyalty Addition will be calculated as a % of Basic Sum Assured and be paid out at Maturity. The rate of such addition will be based on the opted premium payment term, which is as follows:

PPT	Guaranteed Loyalty Addition
5 years	10%
6 years	12%
7 years	14%
10 years	20%

Tax Benefits

You may avail of tax benefits under Section 80C, and Section 10(10D) of Income Tax Act, 1961 subject to conditions as specified in those sections. Tax benefits are subject to change as per tax laws. You are advised to consult your Tax Advisor for details. Service Tax shall be levied over and above premium amount shown here as per applicable tax laws.

Enhancing your Options

Additional Features	Benefits								
Convenient premium payment term & modes	As per suitability, you can opt for premium payment term from available options (please refer to "Eligibility" section). You have the option to pay your premiums yearly, half-yearly, quarterly or monthly and can also change the premium payment mode on policy anniversary.								
Additional Protection ⁴	If you feel the insurance cover is not adequate, you can increase it by attaching below mentioned optional Riders to your base plan: <ul style="list-style-type: none"> • Kotak Term Benefit (UIN:107B003V03): In case of death of the life insured, rider sum assured will be paid in addition to the death benefit under the base plan. • Kotak Life Guardian Benefit (UIN: 107B012V02): In case of death of the policyholder (if different from Life Insured), outstanding premiums are waived and will be paid by Kotak Life Insurance. • Kotak Accidental Disability Guardian Benefit (UIN: 107B011V02): In case of accidental disability, outstanding premiums are waived and will be paid by Kotak Life Insurance. For more details on Riders and exclusions please refer to the Individual Rider Brochure before concluding the purchase.								
Policy Loan Facility ⁵	You can avail loans up to 50% of Surrender ⁸ Value subject to a minimum loan amount of ₹10,000.								
Reduced Paid-Up Benefit ⁹	After the policy acquires Surrender Value, if you do not pay subsequent premiums within the grace period the base plan will be converted into a Reduced Paid-Up policy by default.								
High Premium Benefit	<table border="1"> <thead> <tr> <th>Annual premium bands</th> <th>% increase in Basic Sum Assured Rate</th> </tr> </thead> <tbody> <tr> <td>Below ₹ 30,000</td> <td>Nil</td> </tr> <tr> <td>₹ 30,000 to – ₹ 74,999</td> <td>3%</td> </tr> <tr> <td>₹ 75,000 onwards</td> <td>5%</td> </tr> </tbody> </table>	Annual premium bands	% increase in Basic Sum Assured Rate	Below ₹ 30,000	Nil	₹ 30,000 to – ₹ 74,999	3%	₹ 75,000 onwards	5%
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Eligibility

This simple eligibility table will help you plan your family's future financial needs.

Entry Age ¹⁰	Min: 3 years, Max: 60 years															
Maturity Age	Min: 18 years, Max: 75 years															
Policy and Premium Payment Term (PPT)	PPT Policy Terms															
	5 pay 10 / 15 yrs															
	6 pay 12 / 18 yrs															
	7 pay 14 / 20 yrs															
10 pay 15 / 20 yrs																
Annual Premium	Min: ₹ 20,000 Max: No limit, subject to underwriting															
Premium Payment Option	Limited only															
Minimum Basic Sum Assured	Determined on the basis of minimum premium amount, entry age, policy term and PPT Example: For ₹20,000 annual premium, following shall be the Basic Sum Assured for entry ages 3 & 60 yrs:															
	<table border="1"> <thead> <tr> <th>Age</th> <th>Policy term</th> <th>Premium payment term</th> <th>Basic sum assured (₹)</th> </tr> </thead> <tbody> <tr> <td>3 years</td> <td>15 years</td> <td>5 years</td> <td>1,36,780</td> </tr> <tr> <td>3 years</td> <td>20 years</td> <td>10 years</td> <td>2,42,340</td> </tr> <tr> <td>60 years</td> <td>15 years</td> <td>10 years</td> <td>1,19,896</td> </tr> </tbody> </table>	Age	Policy term	Premium payment term	Basic sum assured (₹)	3 years	15 years	5 years	1,36,780	3 years	20 years	10 years	2,42,340	60 years	15 years	10 years
Age	Policy term	Premium payment term	Basic sum assured (₹)													
3 years	15 years	5 years	1,36,780													
3 years	20 years	10 years	2,42,340													
60 years	15 years	10 years	1,19,896													
	For details, please refer to the premium calculator on our website.															
Premium Payment Mode	Yearly, Half yearly, Quarterly, Monthly															
Modal Factor (% of annual premium)	Yearly - 100% Half yearly - 51% Quarterly - 26% Monthly - 8.8%															

Illustration

End of Year	Age (years)	Cumulative Annual Premium (₹)	Accrued Guaranteed Yearly Additions (₹)	Guaranteed Loyalty Addition	Death Benefit (₹)	Guaranteed Maturity Benefit (₹)
1	36	1,00,000	10,000	-	11,10,000	-
5	40	5,00,000	1,50,000	-	12,50,000	-
10	45	10,00,000	5,50,000	-	16,50,000	-
15	50	10,00,000	5,50,000	1,68,811	-	15,62,864

Assumptions:

- Entry age - 35 years
- Annual premium - ₹1,00,000
- Basic Sum Assured (after high premium benefit of 5% of basic sum assured) - ₹8,44,053
- Policy term - 15 years
- Premium payment term - 10 years

Please note: The above illustration is an extract of a separate, more detailed Benefit Illustration. For full details, please refer to the Benefit Illustration. The above premium figures are exclusive of Service Tax. Service tax and cess there on, shall be charged as per the prevalent tax laws over and above the said premiums.

Terms and Conditions

1. **Death Benefit:**

If the death occurs during Grace Period, the due unpaid premium (if any) till the date of death will be deducted from the Death Benefit. For non-annual Policy, the balance of the premium for that policy year will be deducted from the Death Benefit.

2. **Maturity Benefit:**

The Maturity benefit will be reduced to account for any outstanding loans (including interest).

3. **Grace Period:**

There is a grace period of 30 days from the due date of payment of premium for the yearly, half-yearly and quarterly mode, and 15 days for the monthly mode.

4. **Riders:**

The payment of Rider premium will be made in addition to the premium for the base plan and collected along with the premiums for the base plan.

5. **Policy Loan:**

Loans can be availed under this plan through Kotak Life Insurance up to the limit of 50% of the Surrender Value of the policy. The Company shall determine the rate of interest from time to time. Currently the interest rate is 12.5% compounding half-yearly but it can be revised from time to time subject to IRDA approval. The policy will be unconditionally and fully assigned to Kotak Life Insurance as security for the loan and interest repayments during the period of the loan. The policy will not be auto foreclosed where all due premiums have been paid. In case of any benefit payout before the end of term or at maturity, the Company is entitled to deduct any outstanding loan amount, together with all interest payable before making such benefit payment.

6. **Lapse:**

For PPT less than 10 years, where the premiums for the first two policy years are not paid within the Grace Period and for PPT of 10 years, where the premiums for the first three policy years are not paid within the Grace Period, the policy shall lapse from the due date of the first unpaid premium and no benefits will be payable.

7. **Policy Revival:**

A lapsed or a Reduced Paid-Up policy can be reinstated for full benefits on revival within two years of the first unpaid premium. The revival can be done without evidence of good health on payment of the outstanding premiums with revival charges (currently 9% p.a. of outstanding premiums), if the payment is made within six months from the date of first unpaid premium. Thereafter to revive the policy, evidence of good health would be required along with payment of the outstanding premiums with revival charges (currently 9% p.a. of outstanding premiums). If a lapsed policy is not revived during the revival period, the policy will be terminated without paying any benefits. However, if a Reduced Paid-Up policy is not revived during the revival period, it will continue in that mode until maturity.

8. **Surrender:**

The policy acquires a Surrender Value depending on the premium payment term chosen and the number of premiums paid:

- **For policies with premium payment term of less than 10 years:** The policy acquires surrender value after full payment of due premiums for two policy years.

- **For policies with premium payment term of 10 years:** The policy acquires surrender value after full payment of due premiums for three policy years.

Guaranteed Surrender Value (GSV) is calculated as:

[X% of total Premiums paid (excluding Service Tax, Rider Premium and Extra Premiums, if any) PLUS the value of accrued Guaranteed Yearly Additions]

where 'X' varies by year of surrender, Premium Payment Term and Policy Term as mentioned below:

GSV Factors as percentage of premiums paid								
Policy Term/ Premium Payment Term – Policy Year I	10/5	15/5	12/6	18/6	14/7	20/7	15/10	20/10
1	0%	0%	0%	0%	0%	0%	0%	0%
2	30%	30%	30%	30%	30%	30%	0%	0%
3	30%	30%	30%	30%	30%	30%	30%	30%
4	50%	50%	50%	50%	50%	50%	50%	50%
5	50%	50%	50%	50%	50%	50%	50%	50%
6	50%	50%	50%	50%	50%	50%	50%	50%
7	50%	50%	50%	50%	50%	50%	50%	50%
8	60%	55%	55%	53%	53%	52%	51%	51%
9	74%	61%	62%	57%	58%	56%	53%	54%
10	90%	68%	70%	62%	63%	60%	55%	56%
11		77%	79%	68%	70%	65%	57%	60%
12		87%	90%	75%	77%	70%	60%	63%
13		98%		83%	85%	77%	63%	68%
14		111%		92%	95%	83%	66%	72%
15		125%		101%		91%	70%	77%
16				111%		99%		83%
17				122%		108%		89%
18				135%		118%		95%
19						128%		102%
20						140%		110%

The value of the accrued Guaranteed Yearly Additions is calculated as, the Accrued Guaranteed Yearly Additions multiplied by the Guaranteed Surrender Value Factor mentioned below:

GSV Factors as % of accrued Guaranteed Yearly Additions			
Outstanding Term	GSV Factor	Outstanding Term	GSV Factor
0	100.00%	11	35.46%
1	90.91%	12	32.34%
2	82.66%	13	29.51%
3	75.16%	14	26.95%
4	68.36%	15	24.63%
5	62.19%	16	22.53%
6	56.58%	17	20.64%
7	51.50%	18	18.92%
8	46.88%	19	17.37%
9	42.70%		
10	38.90%	20	15.97%

The Company may consider paying a Special Surrender Value when the policy acquires Surrender Value. In any case, the higher of the Guaranteed Surrender Value and Special Surrender Value will be payable.

Special Surrender Value will be calculated as $90\% \times (\text{Reduced Paid-Up Basic Sum Assured as at date of first unpaid premium} + \text{Accrued Guaranteed Yearly Additions}) \times \text{Special Surrender Value Factor}$.

On Surrender, all benefits will cease and the policy terminates. The surrender value will be paid out as a lump sum benefit.

9. Reduced Paid-Up Policy:

After the policy acquires Surrender Value, if the subsequent premiums are not paid within the grace period the Base Policy along with Riders (if any) will be converted into a Reduced Paid-Up policy by default. Upon being made Reduced Paid-up;

- policy may be revived (for the original benefits) within 2 years from the date of first unpaid premium.
- policy will not be eligible for Guaranteed Loyalty Addition and future Guaranteed Yearly Additions.
- rider benefit will be available as per Reduced Paid-Up Sum Assured (if applicable).

If a Reduced Paid-up policy is surrendered, the special surrender value (if any) for base plan and Rider (if any) will be calculated as per the Reduced Paid-up Basic Sum Assured. The Surrender Value payable will be higher of Guaranteed Surrender Value and Special Surrender Value.

Payout at Maturity:

The Reduced Paid-Up Basic Sum Assured will be calculated as:

$(\text{Total Premiums paid} / \text{Total premiums payable over the term}) \times \text{Basic Sum Assured}$.

On survival of the life insured till the maturity date, the benefit payable will be Reduced Paid-Up Basic Sum Assured PLUS accrued Guaranteed Yearly Additions.

Payout on Death:

The Reduced Paid-Up Basic Death Benefit will be calculated as:

$(\text{Total premiums paid}) / (\text{Total premiums payable, during the entire policy term}) \times \text{Basic Death Benefit}$

On death of the life insured during the policy term after being Reduced Paid-Up, the benefit payable will be the sum of Reduced Paid-Up Basic Death Benefit PLUS accrued Guaranteed Yearly Additions.

10. Vesting in case of minor life:

If the policy has been taken on the life of a minor, the policy shall automatically vest on him/her with effect from the date of completion of 18 years of age and the Life Insured will become the Policyholder from such date.

- 11.** In case there is no nomination effected in the policy or in case the nominee dies during the term, the benefit payout will be made to the legal heir(s).

12. Nomination & Assignment:

Nomination will be allowed under the plan as per Section 39 of the Insurance Act, 1938. Fresh nomination (if applicable) shall be made by an endorsement on the policy and by communicating the same in writing to the Company.

Assignment is allowed in this plan as per Section 38 of the Insurance Act, 1938. It may be made by an endorsement upon the policy itself or by a separate instrument signed in either case by the assignor

specifically stating the fact of Assignment and duly attested. Such Assignment shall be operative as against the Company effective from the date that the Company receives a written notice of the Assignment and on confirmation of record of such Assignment. On assignment, any nomination effected under the policy will automatically get cancelled and the Assignee will become the Policyholder. Partial assignment of policy is not allowed.

13. Free Look Period:

The policyholder is offered 15 days free look period for a policy sold through all channels (except for Distance Marketing* Channel which will have 30 Days) from the date of receipt of the policy wherein the policyholder may choose to return the policy within 15 days / 30 days of receipt if s/he is not agreeable with any of the terms and conditions of the plan. Should s/he choose to return the policy, s/he shall be entitled to a refund of the premium paid after adjustment for the expenses of medical examination, stamp duty and proportionate risk premium for the period of cover.

*Distance Marketing includes every activity of solicitation (including lead generation) and sale of insurance products through the following modes: (i) Voice mode, which includes telephone calling (ii) Short Messaging service (SMS) (iii) Electronic mode which includes e-mail, internet and interactive television (DTH) (iv) Physical mode which includes direct postal mail and newspaper & magazine inserts and (v) Solicitation through any means of communication other than in person.

14. General Exclusion:

In the event of the life insured committing suicide within one year of the date of issue of the policy, 80% of the premiums paid will be payable.

In case of suicide within one year of the date of revival of the policy when the revival is done within 6 months from the date of first unpaid premium, Suicide Exclusion shall not be applicable and the Death Benefit under the product shall be payable. However, in case of suicide within 1 year of the date of revival, when the revival is done after 6 months from the date of first unpaid premium, the benefit payable shall be higher of 80% of Premiums Paid or Surrender Value at the date of claim event.

Section 41 of the Insurance Act, 1938 states:

- (1) No person shall allow or offer to allow, either directly or indirectly, as an inducement to any person to take or renew or continue an insurance in respect of any kind of risk relating to lives or property in India, any rebate of the whole or part of the commission payable or any rebate of the premium shown on the policy, nor shall any person taking out or renewing or continuing a policy accept any rebate, except such rebate as may be allowed in accordance with the published prospectuses or tables of the insurer:

Provided that acceptance by an insurance agent of commission in connection with a policy of life insurance taken out by himself on his own life shall not be deemed to be acceptance of a rebate of premium within the meaning of this sub section if at the time of such acceptance the insurance agent satisfies the prescribed conditions establishing that he is a bona fide insurance agent employed by the insurer.

- (2) Any person making default in complying with the provisions of this Section shall be punishable with fine which may extend to five hundred rupees.

Section 45 of the Insurance Act, 1938 states:

No policy of life insurance effected before the commencement of this Act shall after the expiry of two years from the date of commencement of this Act and no policy of life insurance effected after the coming into force of this Act shall, after the expiry of two years from the date on which it was effected be called in question by an insurer on the ground that statement made in the proposal or in any report of a medical officer, or referee, or friend of the insured, or in any other document leading to the issue of the policy, was inaccurate or false, unless the insurer shows that such statement was on a material matter or suppressed facts which it was material to disclose and that it was fraudulently made by the policy holder and that the policy holder knew at the time of making it that the statement was false or that it suppressed facts which it was material to disclose:

Provided that nothing in this section shall prevent the insurer from calling for proof of age at any time if he is entitled to do so, and no policy shall be deemed to be called in question merely because the terms of the policy are adjusted on subsequent proof that the age of the life insured was incorrectly stated in the proposal.

About Us

Kotak Mahindra Old Mutual Life Insurance Ltd.

<http://insurance.kotak.com>

Kotak Mahindra Old Mutual Life Insurance Ltd is a 74:26 joint venture between Kotak Mahindra Bank Ltd., its affiliates and Old Mutual plc. The company started operations in 2001, and strives to offer its customers outstanding value through high customer empathy, consistent and benchmarked service and a suite of products that leverage the combined prowess of protection and long term savings. The company covers over 4 million lives and is one of the fastest growing insurance companies in India.

The Kotak Mahindra Group

www.kotak.com

Established in 1985, the Kotak Mahindra group is one of India's leading financial services conglomerates. In February 2003, Kotak Mahindra Finance Ltd. (KMFL), the Group's flagship company, received a banking license from the Reserve Bank of India (RBI). With this, KMFL became the first non-banking finance company in India to become a bank - Kotak Mahindra Bank Limited.

The consolidated balance sheet of Kotak Mahindra group is over ₹1.17 lakh crore and the consolidated net worth of the Group stands at ₹17,228 crore (approx US\$ 2.9 billion) as on June 30, 2013. The Group offers a wide range of financial services that encompass every sphere of life. From commercial banking, to stock broking, mutual funds, life insurance and investment banking, the Group caters to the diverse financial needs of individuals and the corporate sector. The Group has a wide distribution network through branches and franchisees across India, and international offices in London, New York, California, Dubai, Abu Dhabi, Bahrain, Mauritius and Singapore.

Old Mutual plc

www.oldmutual.com

Old Mutual provides life assurance, asset management, banking and general insurance to more than 14 million customers in Africa, the Americas, Asia and Europe. Originating in South Africa in 1845, Old Mutual has been listed on the London and Johannesburg Stock Exchanges, among others, since 1999. In the year ended 31 December 2012, the Group reported adjusted operating profit before tax of £1.6 billion (on an IFRS basis) and had £262 billion of funds under management from core operations.



TOLL FREE 1800 209 8800

SMS KLIFE to 5676788

clientservicedesk@kotak.com

<http://insurance.kotak.com>



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Unique Identification Number (UIN):

Kotak Assured Savings Plan: 107N081V01, Form No: N081, Ref. No.: KLI/13-14/E-PB/158. KTB - 107B003V03, LGB - 107B012V02 and ADGB - 107B011V02.

Kotak Mahindra Old Mutual Life Insurance Ltd; Regn. No.:107, Regd. Office: 4th Floor, Vinay Bhavya Complex, 159 A, C.S.T. Road, Kalina, Santacruz (East), Mumbai - 400098. Website: <http://insurance.kotak.com/> ; Email: clientservicedesk@kotak.com ; Toll Free No: 1800-209-8800.

Insurance is the subject matter of solicitation. This is a savings-cum-protection oriented non-participating endowment assurance plan. For sub-standard lives, extra premium may be charged based on KLI's underwriting policy. The product brochure gives only the salient features of the plan. Please refer the policy document for specific details on all terms and conditions. For details on riders, please refer to the Rider Brochure.

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