# **Quick Glance - Funds Performance**

(Funds with AUM of more than ₹125 crores as on 30<sup>th</sup> September 2012)

IN THIS POLICY, THE INVESTMENT RISK IN INVESTMENT PORTFOLIO IS BORNE BY THE POLICYHOLDER.



# Message from CIO's Desk

The month of September 2012 saw the benchmark indices; BSE Sensex and CNX Nifty gaining 7.64% and 8.46% respectively, even as the Mid-cap index, CNX Mid-cap surged 10.96% during the same period.

Saravana Kumar Chief Investment Officer

Corpus as on 30 Sep,12

# **Equity Funds**

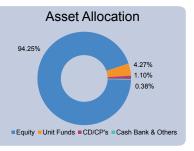
## Equity Fund (ULIF 001 04/02/04 TEL 110)

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Investment Objective : The primary investment objective	
of the Fund is to generate long term capital appreciation from a	
portfolio that is invested predominantly in equity and equity linked	
securities	Last
	Last

Fund Manager	:	Mr. Saravana Kumar
NAV as on 30 Sep, 12	:	₹32.2486
Benchmark	:	BSE Sensex - 100%
Corpus as on 30 Sep, 12	:	₹2686.33 Crs.

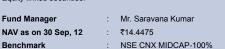
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PERIOD	DATE	NAV	BSE Sensex	NAV Change	INDEX Change
Last 6 Months	31-Mar-12	30.3049	17404.20	6.41%	7.81%
Last 1 Year	30-Sep-11	28.9536	16453.76	11.38%	14.03%
Last 2 Years	30-Sep-10	35.8155	20069.12	-5.11%	-3.31%
Last 3 Years	30-Sep-09	29.1920	17126.84	3.38%	3.09%
Last 4 Years	30-Sep-08	23.8790	12860.43	7.80%	9.90%
Last 5 Years	30-Sep-07	33.8980	17291.10	-0.99%	1.65%
Since Inception	02-Mar-04	10.0000	5823.17	14.61%	14.60%
Note: The investment and returns above "1				II as up. "Sind	e Inception"

Fund Performance



# Whole Life Mid-Cap Equity Fund (ULIF 009 04/01/07 WLE 110)

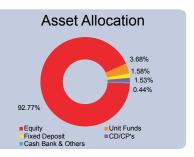
# Fund Details Investment Objective : The primary investment objective of the Fund is to generate long term capital appreciation from a portfolio that is invested predominantly in Mid Cap Equity and Mid Cap Equity linked securities.



: ₹1900.27 Crs.

#### NSE CNX MIDCAP **PERIOD** DATE NAV **INDEX** Change Change Last 6 Months 31-Mar-12 13.5457 7711 40 6.66% 1.67% Last 1 Year 30-Sep-11 12 6858 7094 00 13 89% 10.52% Last 2 Years 30-Sep-10 14.9069 9164.25 -7.50% -1.55% 30-Sep-09 11.1160 9.13% 5.31% Last 3 Years 6713.30 Last 4 Years 30-Sep-08 9.1640 4890.70 12.05% 12.52% Last 5 Years 30-Sep-07 12.8590 6867.20 2.36% 2.69% Since Inception 08-Jan-07 10.0000 5156 45 6.63% 7 59% Note: The investment income and prices may go down as well as up. "Since Inception" and returns above "1 Year" are calculated as per CAGR.

**Fund Performance** 



# Large Cap Equity Fund (ULIF 017 07/01/08 TLC 110)

Fund Details
Investment Objective : The primary investment objective
of the Fund is to generate long term capital appreciation from a
portfolio that is invested predominantly in equity and equity linked
securities.

 Fund Manager
 :
 Mr. Saravana Kumar

 NAV as on 30 Sep, 12
 :
 ₹11.3770

 Benchmark
 :
 S&P CNX Nifty-100%

Corpus as on 30 Sep,12 : ₹916.74 Crs.

	I uliu Feliolillalice									
e a d	PERIOD	DATE	NAV	S&P CNX Nifty	NAV Change	INDEX Change				
	Last 6 Months	31-Mar-12	10.5029	5295.55	8.32%	7.70%				
	Last 1 Year	30-Sep-11	9.8931	4943.25	15.00%	15.38%				
	Last 2 Years	30-Sep-10	11.7142	6029.95	-1.45%	-2.75%				
	Last 3 Years	30-Sep-09	9.6290	5083.95	5.72%	3.91%				
	Last 4 Years	30-Sep-08	7.6260	3921.20	10.52%	9.82%				
	Since Inception	07-Jan-08	10.0000	6279.10	2.76%	-2.01%				
Note: The investment income and prices may go down as well as up. "Since Inception and returns above "1 Year" are calculated as per CAGR.										



# Future Equity Pension Fund (ULIF 020 04/02/08 FEP 110)

# Fund Details Investment Objective : The primary investment objective of the Fund is to generate long term capital appreciation from a portfolio that is invested predominantly in equity and equity linked securities.

 Fund Manager
 :
 Mr. Saravana Kumar

 NAV as on 30 Sep, 12
 ₹12.6909

 Benchmark
 :
 S&P CNX Nifty-100%

 Corpus as on 30 Sep,12
 :
 ₹228.38 Crs.

PERIOD	DATE	NAV	S&P CNX Nifty	NAV Change	INDEX Change			
Last 6 Months	31-Mar-12	11.8938	5295.55	6.70%	7.70%			
Last 1 Year	30-Sep-11	11.2304	4943.25	13.00%	15.38%			
Last 2 Years	30-Sep-10	13.4828	6029.95	-2.98%	-2.75%			
Last 3 Years	30-Sep-09	10.8870	5083.95	5.24%	3.91%			
Last 4 Years	30-Sep-08	8.4460	3921.20	10.72%	9.82%			
Since Inception	04-Feb-08	10.0000	5463.50	5.25%	0.93%			
Note: The investment income and prices may go down as well as up. "Since Inception" and returns above "1 Year" are calculated as per CAGR.								

**Fund Performance** 



#### Select Equity Fund (ULIF 024 06/10/08 TSE 110)

i dila Betalis	
Investment Objective : The primary investment objective of	ı
the fund is to provide income distribution over a period of medium	ı
to long term while at all times emphasizing the importance of capital	L
appreciation. The fund will invest significant amount in equity	ľ
and equity linked instruments specifically excluding companies	ı
predominantly dealing in Gambling, Lotteries/Contests, Animal	ı
Produce, Liquor, Tobacco, Entertainment (Films, TV etc) Hotels,	ı
Banks and Financial Institutions.	ŀ

 Fund Manager
 : Mr. Saravana Kumar

 NAV as on 30 Sep, 12
 : ₹18.4337

Benchmark : S & P India 500 Shariah Index - 100%

Index - 100%

Corpus as on 30 Sep,12 : ₹214.91 Crs.

#### **Fund Performance**

FERIOD	DAIL	IVAV	Shariah Index	Change	Change				
Last 6 Months	31-Mar-12	17.1778	1252.73	7.31%	5.59%				
Last 1 Year	30-Sep-11	16.3002	1184.71	13.09%	11.65%				
Last 2 Years	30-Sep-10	18.4039	1396.81	0.08%	-2.69%				
Last 3 Years	30-Sep-09	14.8980	1210.84	7.36%	2.99%				
Since Inception	06-Oct-08	10.0000	844.46	16.58%	11.92%				
	Oute: The investment income and prices may go down as well as up. "Since Inception" and eturns above "1 Year" are calculated as per CAGR.								

Asset Allocation

■ Equity ■ Cash Bank & Others (Non Interest Bearing)



# **Quick Glance - Funds Performance**

(Funds with AUM of more than ₹125 crores as on 30<sup>th</sup> September 2012)

# Super Select Equity Fund (ULIF 035 16/10/09 TSS 110)

#### **Fund Details Fund Performance Asset Allocation** Investment Objective : The primary investment objective of PERIOD DATE NAV S & P India 500 NAV INDEX the fund is to provide income distribution over a period of medium Change to long term while at all times emphasizing the importance of 6.22% Last 6 Months 31-Mar-12 11.2889 1252.73 5.59% 10.46% capital appreciation 1184.71 11.82% 11.65% Last 1 Year 30-Sep-11 10.7236 : Mr. Saravana Kumar **Fund Manager** Last 2 Years 30-Sep-10 11.9622 1396.81 0.12% -2.69% Since Inception 16-Oct-09 10.0000 2.84% NAV as on 30 Sep, 12 : ₹11.9909 Note : The investment income and prices ma returns above "1 Year" are calculated as per un "Since Inc S & P India 500 Shariah Index - 100%

## Balanced Funds

## Aggressive Growth Fund (ULIF 006 01/07/06 TAL 110)

: ₹466.46 Crs

Corpus as on 30 Sep,12

#### **Fund Details Fund Performance Asset Allocation** Investment Objective : The primary investment objective of the fund is to maximize the returns with medium to high risk. PERIOD NAV INDEX 27.07% 5.55% 31-Mar-12 15.5098 5.67% 1.76% 1.63% 1.39% Last 6 Months 6.78% Mr. Saravana Kumar 14.7543 11.08% 12.46% Last 1 Year 30-Sep-11 NAV as on 30 Sep. 12 ₹16.3889 Last 2 Years 30-Sep-10 16.9211 -1.59% 0.49% 0.54% Benchmark BSE Sensex - 65%, Last 3 Years 30-Sep-09 14.3590 4 51% 4.41% CRISIL Composite Bond Last 4 Years 30-Sep-08 11.4290 9.43% 9.11% 62.06% Index - 35% Last 5 Years 30-Sep-07 13.7310 3.60% 3.46% Corporate Bonds CD/CP's Cash Bank & Othe ■ Equity ■ Fixed Deposit ■ Government Securities ■ Unit Funds Corpus as on 30 Sep,12 ₹315.25 Crs. Since Inception 01-Jul-06 10.0000 8.22% 8.51% Note: The investment income and prices may go do returns above "1 Year" are calculated as per CAGR. ell as up. nception" and

# Whole Life Aggressive Growth Fund (ULIF 010 04/01/07 WLA 110)

Fu		Fund	Perform	Asset Allocation					
Investment Objective the fund is to maximize the	: The primary investment objective of returns with medium to high risk.	PERIOD	DATE	NAV	NAV Change	INDEX Change		23.91%	
Fund Manager	: Mr. Saravana Kumar	Last 6 Months	31-Mar-12	14.6248	6.77%	6.71%			
NAV as on 30 Sep, 12	: ₹15.6152	Last 1 Year	30-Sep-11	13.8228	12.97%	13.34%		4.81%	
• *		Last 2 Years	30-Sep-10	15.3922	0.72%	0.86%		4.26%	
Benchmark	: Nifty - 65%	Last 3 Years	30-Sep-09	12.9850	6.34%	4.94%		3.14%	
	CRISIL Composite Bond	Last 4 Years	30-Sep-08	10.3110	10.93%	9.05%	61.68%	1.87%	
	Index -35%	Last 5 Years	30-Sep-07	11.9600	5.48%	4.07%	01.0070	0.32%	
Corpus as on 30 Sep,12	: ₹375.82 Crs.	Since Inception	08-Jan-07	10.0000	8.09%	6.70%	■Equity	Corporate Bonds	
		Note : The investme returns above "1 Ye			Government Securities CD/CP's Unit Funds	Fixed Deposit Cash Bank & Others			

#### Growth Fund (ULIF 004 04/02/04 TGL 110)

Fund Details		Fund	l Perform	Asset Allocation			
Investment Objective : The primary investment objective of the fund is to maximize the returns with medium to high risk	PERIOD	DATE	NAV	NAV Change	INDEX Change		20.10%
Fund Manager : Mr. Saravana Kumar	Last 6 Months	31-Mar-12	24.2027	6.43%	6.78%		7.55%
NAV as on 30 Sep, 12 : ₹25,7579	Last 1 Year	30-Sep-11	23.1305	11.36%	12.46%		0.92%
• •	Last 2 Years	30-Sep-10	26.7450	-1.86%	0.49%		0.89%
Benchmark : BSE Sensex - 65%,	Last 3 Years	30-Sep-09	23.1280	3.66%	4.41%		
CRISIL Composite Bond Index - 35%	Last 4 Years	30-Sep-08	19.3230	7.45%	9.11%	70.54%	
	Last 5 Years	30-Sep-07	24.3560	1.13%	3.46%		
Corpus as on 30 Sep,12 : ₹146.55 Crs.	Since Inception	02-Mar-04	10.0000	11.65%	11.40%	■Equity	Corporate Bonds
	Note : The investm returns above "1 Y			Government Securities Unit Funds	■Cash Bank & Others		

# Fixed Income Funds

# Whole Life Income Fund (ULIF 012 04/01/07 WLI 110)

Fun	Fund Performance					Asset Allocation			
the Fund is to generate inc	The primary investment objective of ome through investing in a range of truments of various maturities with a	PERIOD						23.16%	22.77%
	nal balance between yield, safety and e no investments in equity or equity int in time.		31-Mar-12 30-Sep-11 30-Sep-10	13.3098	1795.50 1718.92 1628.02	6.16% 11.31% 9.04%	4.88% 9.55% 7.55%		7.80%
Fund Manager	: Mr. Saravana Kumar	Last 3 Years Last 4 Years	30-Sep-09 30-Sep-08	11.7500 10.3870	1543.70 1403.15	8.03% 9.28%	6.85% 7.63%		0.41%
NAV as on 30 Sep, 12 Benchmark	: ₹14.8155 : CRISIL Composite Bond Index -100%		ment income a		1353.09 1298.79 nay go down as well as	8.16% 7.10% up. "Since In	6.83% 6.70% ception" and	42.07%  Corporate Bonds Fixed Deposit	Government Securities CD/CP's
Corpus as on 30 Sep, 12	: ₹196.66 Crs.	returns above "1"	Year" are calcu	lated as per	CAGR.			Cash Bank & Others	■Unit Funds

#### Guaranteed NAV Funds

The fund would be predominantly invested in equity at inception, wherein the dynamic asset allocation mechanism allocates the portfolio between equity and debt. This dynamic asset allocation is based on the performance of equity markets and movements in interest rates. The equity allocation may be reallocated to debt if the equity markets or interest rates fall, to safeguard the guarantee.

Over time, the asset mix will predominantly shift to debt to protect the guarantee. This dynamic asset allocation process will drive the returns generated by the Apex Return Lock-in Fund. The dynamic asset allocation shifts the allocation of the fund from an equity bias to a debt bias, overtime. This would mean that the Guaranteed NAV would not mimic the highest level of the equity market ,over the period the guarantee is applicable. Any unexpected and sharp falls in equity market and/ or interest rates, during the period the guarantee is applicable, may trigger the allocation to completely move towards debt, to protect the highest NAV achieved prior to the fall. Overall, it is an ideal fund for an investor who wants to take advantage of high returns in a positive market scenario while safe-guarding the investment during any downturn.



■Equity ■Cash Bank & Others (Non Interest Bearing)

# **Quick Glance - Funds Performance**

(Funds with AUM of more than ₹125 crores as on 30th September 2012)

#### APEX Return Lock-In Fund (ULIF 032 18/02/09 ARL 110)



## APEX Return Lock-In Fund II (ULIF 033 03/08/09 AR2 110)



#### **Equity Outlook**

The month of September 2012 saw the benchmark indices, BSE Sensex and CNX Nifty gaining and 7.64% and 8.46 vely even as the Mid-cap index, CNX Mid cap surged 10.96 % during the same period

The FIIs were net buyers of Indian equity over the month of September 2012 to the tune of USD 3.6 billion and have invested around USD 15.9 billion in Indian equities, calendar year to date. The DIIs sold around USD 1.7 billion of Indian equity over the month with insurance companies and domestic mutual funds being net sellers to the tune of around USD 1.1 billion and USD 0.6 billion respectively. The insurance companies and mutual funds have sold USD 4.9 billion and USD 2.4 billion respectively, this calendar year to date.

In a landmark move, 51% FDI has been permitted in Multi-brand retail, subject to states approval, through an enabling clause, which allows the states, the freedom to decide on the opening up of FDI in multi-brand retail in their respective states. The states of Delhi, Assam, Maharashtra, Andriar Pradesh, Rajasthan, Uttarakhand and Haivyans have already agreed to implement FDI in multibrand retail. The opening up of FDI comes with some riders on minimum investment size, investment focus in backend infrastructure and retail sales oullets restricted to clites with a population of more than 'million' as per 2011 census.

The government also tweaked the single brand retail norms in sourcing where, in cases involving FDI beyond 51%, sourcing of 30%, of the value of goods purchased, will be done from India, preferably from small and medium scale industries, village and cottage industries, artisans and craftsmen, in all sectors, where it is feasible.

The government approved 49% FDI in Civil Aviation Sector in scheduled and non-scheduled air transport services. So far foreign airlines were allowed to participate only in the cargo space, helicopter and seaplane services but not in air transport. This could bring in much needed international funding for some select players in this beleaguered sector and improve the credit quality of the aviation sector. In addition, 49% FDI in Power Exchanges and 74% FDI inTeleports, mobileTV, and sky broadcasting services also got the government

The government has cleared stake sales in a clutch of PSU undertakings which could help in meeting the FY2012-13 budgeted disinvestment target of Rs. 30,000 crores (approx. USD 5.6 billion).

The Cabinet Committee on Economic Affairs (CCEA) approved the scheme for financial restructuring of state distribution companies (SEBs) wherein 50% of the short term debt would be initially converted into bonds (to be issued by distribution companies), guaranteed by the respective state governments and the remaining 50% of the short term debt would be rescheduled and serviced by the SEBs with principal moratorium and extension of repayment duration.

Other reform measures in the anvil include the setting up of National Investment Board under the Prime Minister to speed up infra project approvals, activating the Railway tariff board, floating Request for proposals for key Greenfield airports such as Navi Mumbai & Goa and clearing large ticket state projects such as the Trans harbour link.

The government is planning to roll out a fiscal consolidation roadmap taking into account the Kelkar committee recommendations as well as look to target subsidies through the UID scheme and undertake measures to shore up the INR along with the RBI.

The reform push is in tune with the government's agenda of fully utilizing the window available till the Gujarat elections in December 2012. The reforms have brought down the probability of an imminent sovereign downgrade by rating agencies as well as created more room for the RBI to bring down interest rates in future.

The market offers the comfort of reasonable valuations at around 14 times one year forward price earnings. We believe that the Indian equities offer an attractive entry point for a long term investor with a 3-5 year view

#### **Debt Outlook**

The month of September 2012 saw the benchmark 10 year Government security (G-sec) trade range bound between 8.11% and 8.25%.

September 2012 saw the G-sec market cheering the actions taken by the government on the fiscal front, thereby creating more space for the RBI to act in the October 30<sup>th</sup> monetary policy to shore up the moderating GDP growth. The G-sec market was cautiously optimistic, post the announcement of the government borrowing calendar for the second half FY 2012-13.

The corporate bond market saw a stellar rally during the month on the back of heavy demand and inadequate supply, to close the month of September 2012 at 8.90-8.95% levels. As a consequence, the corporate bond spread over the benchmark 10 year G-sec compressed to around 60-65 Bps.

On the liquidity front, the Liquidity Adjustment Facility -LAF continued to be the primary mode of liquidity injection, maintaining a shortfall of around Rs.0.3-0.6 trillion during the month of September 2012, barring a couple of days of higher liquidity deficit due to advance tax inflows. It was generally within the RBIs comfort zone of 1% of the NDTL (Net demand and time liabilities).

The RBI in its Mid-quarter monetary policy review reduced the cash reserve ratio (CRR) of scheduled banks by 25 basis points from 4.75% to 4.50% of their net demand and time liabilities (NDTL), effective the fortnight beginning September 22, 2012. Consequently, around Rs.17,000 crores (approx. USD 3.2 billion) of primary liquidity has been injected into the banking system. The RBI kept the policy repor rate under the liquidity adjustment facility (LAF) unchanged at 8%.

The RBI noted that growth continued to be weak amidst a negative investment climate but acknowledged the recent turnaround in sentiments due to a slew of reform measures undertaken by the Government towards fiscal consolidation, such as reducing fuel subsidies and selling stakes in public enterprises. They believe that the increase in foreign direct investment (FDI) announced in key sectors would contribute to both greater capital inflows and, over the long run, higher productivity, particularly in the food supply chain. However, they opinied that there were storing inflationary pressures, both at wholesale and retail levels.

The RBI conceded that though the economic activity picked up modestly in Q1 of 2012-13, the sluggish momentum was evident across all sectors of the economy, particularly in industry. This was borne out by the weak Industrial production as it grew by just 0.1% in July. In recent weeks, there has been some positive news due to a fall in the rainfall deficit as kharif sowing (summer crop) had improved and the late rains had augmented storage in reservoirs improving the prospects for the rabi (winter crop).

On inflation front, the RBI opined that the demand-supply imbalances in respect of protein-rich items persist and the fuel price inflation picked up in August, largely reflecting the upward revision in electricity prices. While the recent upward revision in diesel prices and rationalization of subsidy for LPG is a significant achievement, in the short-term, there will be pressures on headline inflation. Over the longer run, holding down subsidies to under 2% of GDP as indicated in the Union Budget for 2012-13 was crucial to manage demand-side pressures on inflation.

The Wholesale Price Index (WPI) inflation for the month of August 2012 came in at a disappointing 7.55%, as against the consensus of 7.1%. The provisional WPI inflation reading of June 2012 was revised upwards from 7.25% to 7.58%.

The elevated August 2012 WPI inflation print was driven by the sharp increase in the fuel and power index to 8.32% as against the 5.98% seen in the previous month, as the electricity price hike effected over the last few months got updated in the fuel and power index. The non-food manufactured products inflation, a proxy for core inflation and closely tracked by the RBI, inched up to 5.58% in the month of August 2012 as compared to 5.4% in the previous month, reflecting the higher output price pressures in power index. The non-for the manufacturing chain.

Going forward, apart from the expected surge in fuel inflation, there are other inflationary pressures in the system such as a possible spike in global commodity prices, especially crude oil, on the back of the quantitative easing (QE) announced by the US Federal reserve. There will be added pressures on food inflation due to delayed sowing of crops on account of the initial sluggishness of monsoons, even though the recent recovery monsoons could limit the adverse impact on food inflation.

The Government's borrowing calendar for H2 of 2012-13 was announced at Rs 2,00,000 crore (approx. USD 38 billion), quantum same as the budgeted borrowings. The issuance in the second half is concentrated in the shorter segments of 5 year – 9 year and 10year – 14year segment, which accounts for around 75% of the borrowing program as against a smaller quantum of issuances in the long tenor segments. As expected, the government's borrowing calendar is front loaded with a heavy third quarter and is scheduled for completion in February 2013.

The 10-year yield G-sec may trade in the range of 8.05-8.25% in the near-term, expecting a rate cut in the October 30th Second quarter monetary policy review

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- The fund is managed by Tata AIA Life Insurance Company Ltd. (hereinafter the "Company"). 1.
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Unique Reference Number: L&C/Advt/2012/Oct/130