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#### INDEPENDENT AUDITOR'S REPORT

To the Members of Aditya Birla Insurance Brokers Limited

## Report on the Financial Statements

We have audited the accompanying financial statements of Aditya Birla Insurance Brokers Limited ("the Company"), which comprise the Balance Sheet as at March 31, 2015, the Statement of Profit and Loss and Cash Flow Statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

## Management's Responsibility for the Financial Statements

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 that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with 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. 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 the design, implementation and maintenance of adequate internal financial control 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

Our responsibility is to express an opinion on these financial statements based on our audit. We have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder. We conducted our audit in accordance with the Standards on Auditing, issued by the Institute of Chartered Accountants of India, as specified under Section 143(10) of the Act. Those Standards 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.

An audit involves performing procedures to obtain audit evidence about the amounts and 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 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. 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.

# S.R. BATLIBOI & ASSOCIATES LLP

**Chartered Accountants** 

#### Opinion

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India of the state of affairs of the Company as at March 31, 2015, its profit, and its cash flows for the year ended on that date.

## Report on Other Legal and Regulatory Requirements

- 1. As required by the Companies (Auditor's report) Order, 2015 ("the Order") issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act, we give in the Annexure 1 a statement on the matters specified in paragraphs 3 and 4 of the Order.
- 2. As required by 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 purpose of our audit;
- (b) In our opinion proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books;
- (c) The Balance Sheet, Statement of Profit and Loss, and Cash Flow Statement dealt with by this Report are in agreement with the books of account;
- (d) In our opinion, the aforesaid financial statements comply with the Accounting Standards specified under section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014;
- (e) On the basis of written representations received from the directors as on March 31, 2015, and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2015, from being appointed as a director in terms of section 164 (2) of the Act;
- (f) 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 information and according to the explanations given to us:
  - The Company has disclosed the impact of pending litigations on its financial position in its financial statements - Refer Note 21 (B) 2 to the financial statements;
  - The Company did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses
  - iii. There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company.

For S.R. Batliboi & Associates LLP

**Chartered Accountants** 

ICA/ Firm Registration Number: 101049W

per Amit Kabrà

Partner

Membership Number: 094533 Place of Signature: Mumbai

Date:

2 8 APR 2015



# S.R. BATLIBOI & ASSOCIATES LLP

**Chartered Accountants** 

Annexure referred to in paragraph 1 of Report on Legal and Regulatory requirements on our report of even date

- (i) (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
  - (b) All fixed assets were physically verified by the management in the previous years in accordance with a planned programme of verifying them once in three years which, in our opinion, is reasonable having regard to the size of the Company and the nature of its assets. As informed, no material discrepancies were noticed on such verification.
- (ii) The Company is engaged in the business of insurance broking and advisory services and therefore the provisions clause (ii) of paragraph 3 of the said Order are not applicable to the Company and hence not commented upon.
- (iii) (a) According to the information and explanations given to us, the Company has not granted / taken any loans, secured or unsecured to / from companies, firms or other parties covered in the register maintained under section 189 of the Companies Act, 2013. Accordingly, the provisions of clause 3 (iii) (a) and 3 (b) of the Order are not applicable to the Company and hence not commented upon.
- (iv) In our opinion and according to the information and explanations given to us, there is an adequate internal control system commensurate with the size of the Company and the nature of its business, for the purchase of fixed assets and for rendering of services. The activities of the Company do not involve purchase of inventory and the sale of goods. During the course of our audit, we have not observed any major weakness or continuing failure to correct any major weakness in the internal control system of the Company in respect of these areas.
- (v) The Company has not accepted any deposits from the public.
- (vi) To the best of our knowledge and as explained, the Central Government has not specified the maintenance of cost records under clause 148(1) of the Companies Act, 2013, for the products/services of the Company.
- (vii) (a) The Company is regular in depositing with appropriate authorities undisputed statutory dues including provident fund, employees' state insurance, income-tax, service tax, cess and other material statutory dues applicable to it. The provisions related to investor education and protection fund, sales-tax, wealth-tax, customs duty and excise duty are not applicable to the Company.
  - (b) According to the information and explanations given to us, no undisputed amounts payable in respect of provident fund, employees' state insurance, income-tax, service tax, cess and other undisputed statutory dues were outstanding, at the year end, for a period of more than six months from the date they became payable. The provisions related to investor education and protection fund, sales-tax, wealthtax, customs duty and excise duty are not applicable to the Company.





# S.R. BATLIBOL& ASSOCIATES LLP

Chartered Accountants

(c) According to the records of the Company, the dues outstanding of income-tax, salestax, wealth-tax, service tax, customs duty, excise duty and cess on account of any

dispute, are as follows:

Name of the statute	Nature of dues	Amount (Rs)	Period to which the amount relates	Forum where dispute is pending
Income Tax Act, 1961	Income Tax	Rs.285,763	2006-2007	Income Tax Appellate Tribunal (ITAT)*

<sup>\*</sup>ITAT has restored back the matter to the file of Assessing Officer.

- (d) According to the information and explanation given to us, there is no amount required to be transferred to investor education and protection fund by the Company as at 31 March 2015.
- The Company has no accumulated losses at the end of the financial year and it has (viii) not incurred cash losses in the current and immediately preceding financial year.
- The Company has not taken any loans from financial institutions, bank or debenture (ix) holders.
- According to the information and explanations given to us, the Company has not (x) given any guarantee for loans taken by others from bank or financial institutions.
- The Company did not have any term loans outstanding during the year. (xi)

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Based upon the audit procedures performed for the purpose of reporting the true (xii) and fair view of the financial statements and as per the information and explanations given by the management, we report that no fraud on or by the Company has been noticed or reported during the course of our audit.

For S. R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAL Firm registration number: 101049W

per Amit Kabra

Partner

Membership No.: 094533

Place: Mumbai

Date:

2 8 APR 2015

## Balance Sheet as at March 31, 2015

Particulars		Notes	March 31, 2015 Rs.	March 31, 2014 Rs.
Equity and liabilities:				
(A) Shareholders' funds				
Share capital		1	2,70,00,000	2,70,00,000
Reserves and surplus		2	29,57,32,020	27,79,77,454
SANCOSONO CONTRACTOR AND	Total - (A)		32,27,32,020	30,49,77,454
(B) Non-current liabilities		4.65		
Other long-term liabilities		3	1,39,946	96,602
Other long-term provisions		4	1,27,45,085	48,43,359
			1,28,85,031	49,39,961
(C) Current liabilities				14.00 15.54
Trade payables		5	10,56,96,445	16,99,17,561
Other current liabilities		6	41,67,512	1,42,28,229
Short-term provisions	100 1000	7	18,19,26,113	13,80,30,787
	Total - (C)		29,17,90,070	32,21,76,577
Total - (A+B+C)			62,74,07,121	63,20,93,992
Assets: (D) Non-current assets				
Fixed assets:				
Tangible assets		8A	2,04,75,428	1,80,45,054
Intangible assets		8B	1,12,92,304	62,34,504
Capital work-in-progress			12,86,948	
Intangible assets under development			52,84,377	23,28,646
•			3,83,39,057	2,66,08,204
Deferred tax assets (Net)		9	27,11,300	80,83.000
Long-term loans and advances		10A	1,61,74,265	1,53,29,708
Other non-current assets		11	87,72,117	87,72,117
	Total - (D)		6,59,96,739	5,87,93,029
(E) Current assets				
Current Investments		12	4,76,58,335	
Trade receivables		13	7,52,14,378	10,02,46,910
Cash and bank balances		14	1,60,71,703	2,03,68,000
Short-term loans and advances		10B	42,10,76,166	45,18,02,433
Other current assets		15	13,89,800	8,83,620
	Total - (E)		56,14,10,382	57,33,00,963
Total - (D+E)			62,74,07,121	63,20,93,992

Significant accounting policies and other notes to accounts

Notes referred above form an integral part of the financial statements

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As per our report of even date

For S.R Batliboi & Associates LLP

ICAI Firm Registration No.: 101049W

rtgred Accountants

er Amet Kabra

Partner

Membership No: 094533

Place: Mumbai Date: April 28, 2015 21

For and on behalf of the Board of Directors of Aditya Birla Insurance Brokers Limited

Director

Statement of Profit and Loss for the year ended March 31, 2015

Particulars	Notes	March 31, 2015 Rs.	March 31, 2014 Rs.
Continuing operations:			
(A) Revenue			
Revenue from operations	16	73,00,52,341	82,09,53,725
Other income	17	4,05,26,585	3,65,04,677
Total (A)		77,05,78,926	85,74,58,402
(B) Expenses			
Employee benefits expenses	18	28,46,84,868	22,56,75,910
Other expenses	19	20,70,07,601	40,94,93,201
Total (B)		49,16,92,469	63,51,69,111
Earning before interest, tax, depreciation and amortization			
(EBITDA) (A-B)		27,88,86,457	22,22,89,291
Depreciation and amortization expenses	20	1,18,03,396	1,04,96,617
Profit before exceptional items and tax		26,70,83,061	21,17,92,674
Exceptional items			2
Profit before tax		26,70,83,061	21,17,92,674
Tax expenses:			
Current tax		8,64,69,500	7,48,79,500
Income tax for prior years		(6,73,485)	
Deferred tax charge - (Net)		53,71,700	(32,42,300)
Total tax expenses		9,11,67,715	7,16,37,200
Profit/(Loss) for the year from continuing operations		17,59,15,346	14,01,55,474
Basic and diluted earnings per share		65.15	51.91
Nominal value per share		10	10

Significant accounting policies and other notes to accounts

21

Notes referred to above form an integral part of the financial statements

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As per our report of even date

For S.R Batliboi & Associates LLP

ICAL Firm Registration No.: 101049W

Chartered Accountants

Per Amit Kabra

Partner

Membership No: 094533

Place: Mumbai Date: April 28, 2015 For and on behalf of the Board of Directors of Aditya Birla Insurance Brokers Limited

Director



Cash flow statement for the year ended March 31, 2015

Rs.	Rs.	Rs.	Rs.
110000000000000000000000000000000000000	0 0 1 1		
	26,70,83,061		21,17,92,674
1,18,03,396		1,04,96,617	
32,27,811		14,79,880	
(38,96,493)		66,83,394	
		(3.28.248)	
63.098			
The second secon		3	
	(2 93 28 773)	(3.53.88.463)	(1,77,52,89
(3,73,43,230)	(2,70,20,770)	(0,00,00,100)	f all themps
\$ 24.0°C			
	23,77,54,288		19,40,39,78
The state of the s			
CONTRACTOR OF THE PARTY OF THE	GOV.		
The Color Color Color Color Color			
(7,10,00,600)	25,14,15,315	5,10,25,929	(10,11,06,09
(8 44 557)		(22.91.959)	
	71.00.513		25,94,74
A-11-141			
	The series		
			9,55,28,43
	COLUMN TO A COLUMN TO SERVICE STATE OF THE PARTY OF THE P		4,45,50,00
			9,01,39,26
Michell	1,69,78,005		75,71,27
	31,69,38,979		(4,67,32,10
100			
	(1.14.15.147)		(1,47,81,62
	(1,22,25,085)		(24,60,19
	100000000000000000000000000000000000000		7,61,62
	ALCOHOL: CONTRACTOR STATE		
			3,46,57,66
	5,70,57,007		2,00,00,00
	(29,00,00,000)		
	(32,12,35,276)		3,81,77,47
	English S		
	(42.04.205)		(OF 54 CO
	(42,96,297)		(85,54,63
	2,03,68,000		2,89,22,63
	1,60,71,703		2,03,68,00
	-111114		
		32,27,811 (38,96,493) . 63,098 (9,83,335) (3,95,43,250) (2,93,28,773) 23,77,54,288 32,24,15,915 (7,10,00,600) 25,14,15,315 (8,44,557) 79,45,070 71,00,513 49,62,70,116 9,99,00,000 6,24,53,132 1,69,78,005 31,69,38,979 (1,14,15,147) (1,22,25,085) 42,887 (30,22,00,000) 25,55,25,000 3,90,37,069 . (29,00,00,000) (32,12,35,276) . (42,96,297)	32,27,811 (38,96,493) 63,098 (9,83,335) (3,95,43,250) (2,93,28,773) (3,53,88,463)  23,77,54,288  32,24,15,915 (7,10,00,600) 25,14,15,315 (15,21,32,022) 5,10,25,929  (8,44,557) 79,45,070 71,00,513 (22,91,959) 48,86,703  49,62,70,116 9,99,00,000 6,24,53,132 1,69,78,005  31,69,38,979  (1,14,15,147) (1,22,25,085) 42,887 (30,02,00,000) 25,55,25,000 3,90,37,069 (29,00,00,000) (32,12,35,276)  (42,96,297)

#### Notes to cash flow statement:

Cash and cash equivalents include

Cash in hand

Balances with banks

1,60,71,703

2,03,68,000 2,03,68,000

Bank balance in current accounts includes Rs 79,63,048 (Previous Year Rs. 1,09,81,047) held by the Company in fiduciary capacity on behalf of insurers/reinsurers. A corresponding Liability for the same is included in sundry creditors.

3 Previous years figures have been regrouped and rearranged wherever necessary

As per our report of even date

Batliboi & Associates LLP Redistration No.: 101049W

Per Amit Kabra Partner Membership No:094533 Place: Mumbai Date: April 28, 2015



For Aditya Birla Insurance Brokers Limited

Director



#### Notes forming part of Balance Sheet

#### Note 1: Share capital

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Authorized share capital: 30,00,000 equity shares of Rs. 10 each	3,00,00,000	3,00,00,000
	3,00,00,000	3,00,00,000
Issued, subscribed and fully paid up share capital: 2700000 (Previous year: 2700000) equity shares of Rs.10 each fully paid Of the above: 1350054 (Previous year: 1350054) equity shares held by Aditya Birla Financial Services Limited, the holding company	2,70,00,000	2,70,00,000
services milited, the notating company	2,70,00,000	2,70,00,000

### Term/right attached to equity shares:

The company has only one class of equity shares having a par value of Rs. 10 per share. Each holder of equity shares is entitled to one vote per share. The company declares and pays dividend in Indian rupees. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting.

#### Reconciliation of the number of shares outstanding at the beginning and at the end of the year.

Name of shareholder	March 31, 2015 Rs.	March 31, 2014 Rs.
Number of Shares outstanding at the beginning of the year: 2700000 of Rs 10 each	2,70,00,000	2,70,00,000
Number of Shares issued during the year Number of Shares outstanding at the end of the year : 2700000 of Rs. 10 each	2,70,00,000	2,70,00,000

### Details of Shareholder holding more than 5% Share of the Company

Name of shareholder	March 31, 2015 Nos	March 31, 2014 Nos
Aditya Birla Financial Services Limited Infocyber India Private Limited	13,50,054 13,49,946	13,50,054 13,49,946
	27,00,000	27,00,000
% of shareholding: Aditya Birla Financial Services Limited Infocyber India Private Limited	50.002 49.998	50.002 49.998

#### Note 2: Reserves and surplus

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
(1) General reserve;		
Opening balance	3,10,02,063	1,69,86,516
Addition: Transfer from surplus balance in Statement of Profit and Loss	1,75,91,535	1,40,15,547
Closing balance	4,85,93,598	3,10,02,063
(2) Surplus as per Statement of Profit and Loss:	-	
Opening balance	24,69,75,391	23,80,57,618
Add: Profit for the year	17,59,15,346	14,01,55,474
	42,28,90,737	37,82,13,092
Less: Appropriation	Terminal terminal terminal	
Transfer to general reserve	1,75,91,535	1,40,15,547
Proposed final dividend on equity shares	13,14,09,000	9,99,00,000
Tax on proposed equity dividend	2,67,51,780	1,73,22,154
Closing balance	24,71,38,422	24,69,75,391
(brai (1+2)	29,57,32,020	27,79,77,454

\* The Board of Directors has proposed the dividend on equity shares @ 48.67 per share (Previous year: Rs 37.00 per share). The slividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting.



### Notes forming part of Balance Sheet

#### Note 3: Other long-term liabilities

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Deposits from employees under own your car scheme	1,39,946	96,602
	1,39,946	96,602

## Note 4: Other long-term provisions

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Particulars ovision for deferred employees benefits	1,27,45,085	48,43,359
	1,27,45,085	48,43,359

### Note 5: Trade payables

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Payable for expenses:		
To related parties	2,94,850	¥
Payable for other expenses*	5,42,25,144	12,78,09,136
Payable for salaries, wages and other employee benefits	5,11,76,451	4,21,08,425
	10,56,96,445	16,99,17,561

<sup>\*</sup> There are no Micro and Small Enterprises, to whom the company owes dues, which are outstanding for more than 45 days as at March 31, 2015. This information as required to be disclosed under the Micro, Small and Medium Enterprises Development Act, 2006 has been determined to the extent such parties have been identified on the basis of information available with the company

### Note 6: Other current liabilities

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Other payables - Statutory dues Income received in advance	41,52,325 15,187	1,42,22,459 5,770
	41,67,512	1,42,28,229

#### Note 7: Short-term provisions

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Provisions for leave encashment	1,59,53,281	1,27,25,470
Provisions for gratuity	50,25,151	17,43,918
Provision for deferred employees benefits	27,86,901	66,83,394
Other provisions:		
Proposed final dividend on equity shares	13,14,09,000	9,99,00,000
Tax on proposed equity dividend	2,67,51,780	1,69,78,005
	18,19,26,113	13,80,30,787





## Notes forming part of Balance Sheet

### Note 8A: Tangible assets

20	r A	me	 nt	in	Re	٦

					(Amount in Rs.
Particulars	Lease hold improvements	Office computers and electronic equipments	Furniture and fixtures and other office equipments	Vehicle	Total
Gross Block					
As at April 01, 2013	74,83,594	2,22,27,634	29,06,280	16,59,966	3,42,77,47
Additions during the year	4,39,634	93,38,344	27,42,318	22,61,325	1,47,81,621
Deletions/Adjustments during the year	10,60,296	1,00,311	32,675	= 100	11,93,282
As at March 31, 2014	68,62,932	3,14,65,667	56,15,923	39,21,291	4,78,65,813
Additions during the year	*	65,43,354	13,67,269	22,17,576	1,01,28,19
Deletions/Adjustments during the year	12,841	35,57,718	79,183		36,49,742
As at March 31, 2015	68,50,091	3,44,51,303	69,04,009	61,38,867	5,43,44,270
Depreciation					
As at April 01, 2013	74,83,594	1,50,23,587	16,46,704	5,17,744	2,46,71,629
Additions during the year	1,46,545	50,85,028	5,89,170	4,56,121	62,76,864
Deletions/Adjustments during the year	10,60,296	34,763	32,675		11,27,73
As at March 31, 2014	65,69,843	2,00,73,852	22,03,199	9,73,865	2,98,20,759
Additions during the year	1,46,545	55,23,168	8,98,382	10,23,745	75,91,84
Deletions/Adjustments during the year	12,841	34,77,185	53,731	14	35,43,757
As at March 31, 2015	67,03,547	2,21,19,835	30,47,850	19,97,610	3,38,68,842
Net book amount as at March 31, 2014	2,93,089	1,13,91,815	34,12,724	29,47,426	1,80,45,054
Net book amount as at March 31, 2015	1,46,544	1,23,31,468	38,56,159	41,41,257	2,04,75,428

## Note 8B: Intangible assets

(Amount in Rs.)

Particulars	Computer software	Market know- how	Non-compete fee	Total
Gross Block				
As at April 01, 2013	63,19,585	97,31,091	32,94,388	1,93,45,064
Additions during the year	26,81,347		580 WAY ADDOLES	26,81,347
Deletions/Adjustments during the year		180	193	(3)
As at March 31, 2014	90,00,932	97,31,091	32,94,388	2,20,26,411
Additions during the year	92,69,354	-		92,69,354
Deletions/Adjustments during the year	55	3.50	(4)	549
As at March 31, 2015	1,82,70,286	97,31,091	32,94,388	3,12,95,765
Amortization				
As at April 01, 2013	54,83,458	38,92,436	21,96,258	1,15,72,152
Additions during the year	11,75,405	19,46,218	10,98,130	42,19,753
Deletions/Adjustments during the year	-			F#1
As at March 31, 2014	66,58,863	58,38,654	32,94,388	1,57,91,905
Additions during the year	22,65,338	19,46,218	1,20	42,11,556
Deletions/Adjustments during the year				-
As at March 31, 2015	89,24,201	77,84,872	32,94,388	2,00,03,461
Net book amount as at March 31, 2014	23,42,069	38,92,437	•	62,34,506
Net book amount as at March 31, 2015	93,46,085	19,46,219		1,12,92,304





#### Notes forming part of Balance Sheet

## Note 9: Deferred tax asset/(liability)

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Deferred tax asset/(liability):		
On account of accumulated depreciation and amortization	1,92,600	8,55,500
On account of provision for doubtful debts and other provisions	25,18,700	72,27,500
Net deferred tax (liability) / asset	27,11,300	80,83,000

## Note 10A: Long-term loans and advances

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Unsecured, considered good:	Charles of the	
Advance against capital expenditure		6,51,735
Rental security deposits	1,60,98,942	1,46,53,310
Other security deposits	75,323	24,663
	1,61,74,265	1,53,29,708

#### Note 10B: Short-term loans and advances

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
r at ticulars	No.	103.
Advances and other receivables from employees:		
Unsecured, considered good	13,37,593	3,12,592
Unsecured, considered doubtful	1,37,844	1,37,844
The state of the s	14,75,437	4,50,436
Less: Provision for doubtful advances	1,37,844	1,37,844
	13,37,593	3,12,592
Other advances and receivables:		
Unsecured, considered good:		
Prepaid expenses	99,86,531	81,46,509
Employee loans	15,96,336	9,94,456
Service tax receivable	24,12,077	51,10,469
Loans and advances to related parties	6,70,884	29,95,65,598
Inter corporate deposits	36,00,00,000	7,00,00,000
Rental security deposits	11,34,978	7,27,776
Other security deposits	6,25,000	4,00,000
Others	1,97,481	86,861
Advance payment of income tax & FBT- net of provision of Rs. 32,67,79,625 (previous		
year: Rs. 25,58,10,125)	4,31,15,286	6,64,58,172
	42,10,76,166	45,18,02,433

## Note 11: Other non-current assets

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Other bank balances (Fixed deposits with banks marked lien in favour of IRDA)	87,72,117	87,72,117
(Fixed deposits with banks marked near in ravour of more)	87,72,117	87,72,117





## Notes forming part of Balance Sheet

#### Note 12: Current investments

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Unquoted:		9
Investment in mutual fund units ( No of units 238336.5840 - valued at cost or market value whichever is lower )	4,76,58,335	
•	4,76,58,335	9#7

## Note 13: Trade receivables

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Due for period exceeding six months:		
Secured considered good		
Unsecured, considered good	6,34,934	2,05,463
Unsecured, considered doubtful	57,22,624	2,02,13,191
	63,57,558	2,04,18,654
Less: Provision for doubtful receivables	57,22,624	2,02,13,191
	6,34,934	2,05,463
Others:		
Secured considered good		
Unsecured, considered good	7,45,79,444	10,00,41,447
Unsecured, considered doubtful	19,67,870	91,521
	7,65,47,314	10,01,32,968
Less: Provision for doubtful receivables	19,67,870	91,521
	7,45,79,444	10,00,41,447
	7,52,14,378	10,02,46,910

## Note 14: Cash and bank balances

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Cash and cash equivalents:		
Cash on hand		
Cheques on hand		1,23,051
Balance with banks - On current account	1,60,71,703	2,02,44,949
	1,60,71,703	2,03,68,000
Other bank balances:		
Deposits with banks (marked lien in favour of IRDA)	87,72,117	87,72,117
Less: Deposits with banks marked lien in favour of IRDA (Transferred to other non-current assets)	87,72,117	87,72,117
(Translated to other non-current assets)		(4)
	1,60,71,703	2,03,68,000

## Note 15: Other current assets

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Interest accrued but not due on: Fixed deposits with bank	13,89,800	8,83,620
1,801 & ASSQ	13,89,800	8,83,620

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## Notes forming part of Statement of Profit and Loss

## Note 16: Revenue from operation

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
General insurance advisory services: Administrative services and consultancy charges Brokerage	1,01,63,938 71,98,88,403	1,25,28,737 80,84,24,988
	73,00,52,341	82,09,53,725

## Note 17: Other income

March 31, 2015 Rs.	March 31, 2014 Rs.
1,82,22,876 8,73,752 1,74,57,550 58,650 29,30,422 9,83,335	86,90,134 8,11,996 2,58,24,441 61,892
	6,96,074 3,28,248 91,892 3,65,04,677
	1,82,22,876 8,73,752 1,74,57,550 58,650 29,30,422

## Note 18: Employee benefits expenses

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Salaries and other allowances Contribution to provident and other funds Staff welfare expenses	26,58,91,552 1,43,70,235 44,23,081	21,01,22,075 95,44,442 60,09,393
	28,46,84,868	22,56,75,910





## Notes forming part of Statement of Profit and Loss

Note 19: Other expenses

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Legal and professional charges (refer Note 1 below)	89,84,608	93,22,783
Advertisement and business promotion expenses	9,05,08,220	20,83,01,637
	64,60,754	55,54,353
Telephone and communication expenses	1,89,30,010	1,32,00,049
Travelling and conveyance expenses	2,86,03,615	8,70,32,615
Rent	10,81,859	13,22,032
Rates and taxes	68,27,283	73,52,846
Repair and maintenance	95,45,612	73,24,786
Insurance expenses	1,60,14,371	4,41,98,110
Service hire charges	47,25,206	42,65,976
Electricity expenses		12,21,412
Printing and stationery	11,92,404	29,41,067
Information technology expenses	17,80,094	
Bank charges	4,54,911	3,88,106
Postage and courier expenses	6,15,392	5,20,237
Unrealised Foreign Exchange Loss	3,91,712	
Miscellaneous expenses (refer Note 2 below)	77,99,936	63,19,059
Bad debts written off	1,57,05,832	16
Provision for doubtful debts and advances	(1,26,14,218)	1,02,28,133
	20,70,07,601	40,94,93,201

## Notes:

1. Legal and professional charges include the auditors' remuneration as under:

1. Legal and professional charges include the auditors ren Category	March 31, 2015	March 31, 2014
Audit fee (including limited review fee)	6,00,000	4,00,000
Tax audit fee	1,50,000	1,00,000
Certification charges	2,00,000	1,50,000
Out of pocket expenses	25,187	42,978
Out of pocket expenses	9,75,187	6,92,978

<sup>2.</sup> Include employee recruitment expenses, security expenses, conference expenses and other office relevant expenses

Note 20: Depreciation and amortization

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Depreciation on tangible assets Amortization of intangible assets	75,91,840 42,11,556	62,76,864 42,19,753
	1,18,03,396	1,04,96,617





NOTE '21'

#### SIGNIFICANT ACCOUNTING POLICIES AND OTHER NOTES ON ACCOUNTS

## (A) SIGNIFICANT ACCOUNTING POLICIES

#### 1 BASIS OF PREPARATION

The financial statements have been prepared in accordance with generally accepted accounting principles in India (Indian GAAP) under the historical cost convention on an accrual basis in compliance with all material aspect of the Accounting Standard (AS) Notified under section 133 of the Companies Act, 2013 read together with paragraph 7 of the Companies (Accounts) Rules 2014. The accounting policies have been consistently applied by the Company and are consistent with those used in the previous year.

All assets and liabilities have been classified as current or non-current as per the Company's normal operating cycle, and other criteria set out in the Schedule III to the Companies Act, 2013. Based on the nature of products and the time between the acquisition of assets for processing and their realization in cash and cash equivalents, the Company has ascertained its operating cycle as up to twelve months for the purpose of current/non-current classification of assets and liabilities.

#### 2 USE OF ESTIMATES

The preparation of financial statements in conformity with Indian GAAP requires the management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities and the disclosure of contingent liabilities, at the end of the reporting period. Although these estimates are based on the management's best knowledge of current events and actions, uncertainly about these assumptions and estimates could result in the outcomes requiring a material adjustment to the carrying amounts of assets or liabilities in future periods.

#### 3 TANGIBLE FIXED ASSETS

Tangible Fixed Assets are stated at cost, less accumulated depreciation and impairment loss if any. Cost comprises the purchase price and any attributable cost of bringing the asset to its working condition for its intended use. Each part of an item of property, plant and equipment with a cost that is significant in relation to the total cost of the item is depreciated separately. This applies mainly to components for machinery. When significant parts of fixed assets are required to be replaced at intervals, the company recognizes such parts as individual assets with specific useful lives and depreciates them accordingly. Likewise, when a major inspection is performed, its cost is recognized in the carrying amount of the fixed assets as a replacement if the recognition criteria are satisfied. Any trade discounts and rebates are deducted in arriving at the purchase price.

Depreciation on Tangible Fixed Assets is provided on Straight Line using the rates arrived at based on the useful lives as specified in the Schedule II of the Companies Act, 2013 or estimated by the management. The company has used the following useful life to provide depreciation on its fixed assets.





NOTE '21'

#### SIGNIFICANT ACCOUNTING POLICIES AND OTHER NOTES ON ACCOUNTS

## (A) SIGNIFICANT ACCOUNTING POLICIES

A: Assets where useful life is same as Schedule II:-

Asset	Useful Life as Prescribed by Schedule II of the Co. Act,2013
NIL	<u>NIL</u>

#### B: Assets where useful life differ from Schedule II:-

Asset	Useful Life as Prescribed by Schedule II of the Co. Act, 2013	Estimated Useful Life	
Office computers	3	4	
Servers & Networks	6	4	
Electronic Equipments	10	4	
Vehicles	8	5	
Furniture & fixtures	10	7	
Other office equipments	5	7	

Useful life of assets different from prescribed in Schedule II has been estimated by management supported by technical assessment.

#### Leasehold Assets

Bedsellold 1135et3	
Leasehold Improvements	Period of Lease ranging from 1 to 3 years

Fixed Assets, individually costing less than Rupees five thousands, are fully depreciated in the year of purchase.

Depreciation on the Fixed Assets added/disposed off/discarded during the year is provided on pro-rata basis with reference to the month of addition/disposal/discarding.

## 4 INTANGIBLE ASSETS

Intangible Assets are stated at acquisition cost, net of accumulated amortization and accumulated impairment losses, if any. Intangible assets are amortized on a straight line basis over their estimated useful lives.

Category of assets	Estimated useful life in years
Technical know-how	5
Computer software	3
Non-compete fee	3

#### 5 IMPAIRMENT OF ASSETS

The carrying amounts of assets are reviewed at each Balance Sheet date if there is any indication of impairment based on internal/external factors. An asset is treated as impaired when the carrying cost of the assets exceeds its recoverable value. An impairment loss if any is charged to Statement of Profit and Loss in the year in which an asset is identified as impaired. Reversal of impairment losses recognized in prior years is recorded when there is an indication that the impairment losses recognized for the assets no longer exist or have decreased.





NOTE '21'

## SIGNIFICANT ACCOUNTING POLICIES AND OTHER NOTES ON ACCOUNTS

#### (A) SIGNIFICANT ACCOUNTING POLICIES CONTD...

#### 6 BORROWING COST

Borrowing Costs attributable to acquisition and construction of qualifying assets are capitalized as a part of the cost of such asset up to the date when such assets are ready for its intended use.

Other borrowing costs are charged to the Statement of Profit and Loss in the period in which they are incurred.

#### 7 FOREIGN CURRENCY TRANSACTIONS AND BALANCES

(a) Initial recognition

Foreign currency transactions are recorded in the reporting currency, by applying to the foreign currency amount the exchange rate between the reporting currency and the foreign currency at the date of the transaction.

(b) Conversion

Foreign currency monetary items are translated using the exchange rate prevailing at the reporting date. Non monetary items, which are measured in terms of historical cost denominated in foreign currency, are reported using the exchange rate at the date of the transaction.

(c) Exchange differences

Exchange differences arising on monetary items are recognized as income or expenses in the period in which they arise.

#### 8 INVESTMENTS

Investments are recorded at cost on the date of purchase, which includes acquisition charges such as brokerage, stamp duty, taxes, etc. Current Investments are stated at lower of cost and net realizable value. Long term investments are stated at cost after deducting provisions made, if any, for other than temporary diminution in the value.

## 9 REVENUE RECOGNITION

- (a) Brokerage revenues are recognized based upon policy issued by the Insurance Company to the client
- (b) Brokerage in respect of facultative inward / outward and treaty reinsurance placements is accounted when the premium is to be paid by the insurer to the reinsurance company
- (c) Interest income is recognized in the profit or loss account on accrual basis.
- (d) Dividend income on investment is accounted for when the right to receive the payment is established.
- (e) Realized profit/loss on sale /redemption of mutual fund units is computed on weighted average cost basis.

## 10 RETIREMENT AND OTHER EMPLOYEE BENEFITS

#### (a) Defined contribution plan

The Company makes defined contribution to Government Employee Provident Fund, Government Employee Pension Fund, Employee Deposit Linked Insurance, ESI and Superannuation Schemes which are recognized in the Statement Profit and Loss on accrual basis.

## (b) Defined benefit plan

The Company's liabilities under Payment of Gratuity Act, long term compensated absences and pension are determined on the basis of actuarial valuation made at the end of each financial year using the projected unit credit method except for Short term compensated absences which are provided for based on estimates. Actuarial gain and losses are recognized immediately in the Statement of Profit and Loss Account as income or expense. Obligation is measured at the present value of estimated future cash flows using a discounted rate that is determined by reference to market yields at the Balance Sheet date on Government bonds where the currency and terms of the Government bonds are consistent with the currency and estimated terms of the defined benefit obligation.

The Company presents the entire leave as a current liability in the balance sheet, since it does not have any unconditional right to defer its settlement for twelve months after the reporting date.

The Company's operates a long term incentive plan and a deferred compensation plan under which additional payouts are payable to select employees over a period of 3-4 years. The company's obligations for these payouts is determined on the basis of actuarial valuation made at the end of each financial year.



NOTE '21'

#### SIGNIFICANT ACCOUNTING POLICIES AND OTHER NOTES ON ACCOUNTS

#### (A) SIGNIFICANT ACCOUNTING POLICIES CONTD...

#### 11 TAXATION

Tax expense comprises of current and deferred tax.

Provision for current tax is made on the basis of estimated taxable income for the current accounting year in accordance with the Income Tax Act, 1961.

Current tax assets and current tax liabilities are offset when there is a legally enforceable right to set off the recognized amounts and there is an intention to settle the asset and the liability on a net basis.

The deferred tax for timing differences between the book and tax profits for the year is accounted for, using the tax rates and laws that have been substantively enacted as of the Balance Sheet date. Deferred tax assets arising from timing differences are recognized to the extent there is reasonable certainty that these would be realized in future.

The carrying amount of deferred tax assets are reviewed at each balance sheet date. The Company writes-down the carrying amount of a deferred tax asset to the extent that it is no longer reasonably certain or virtually certain, as the case may be, that sufficient future taxable income will be available against which deferred tax asset can be realized. Any such write-down is reversed to the extent that it becomes reasonably certain or virtually certain, as the case may be, that sufficient future taxable income will be available.

In case of unabsorbed losses and unabsorbed depreciation, all deferred tax assets are recognized only if there is virtual certainty supported by convincing evidence that they can be realized against future taxable profit. At each balance sheet date the Company reassesses unrecognized deferred tax assets.

### 12 OPERATING LEASES

Leases where significant portion of risk and reward of ownership are retained by the Lessor are classified as Operating Leases and lease rentals thereon are charged to Statement of Profit and Loss on a straight line basis over lease term.

#### 13 CONTINGENT LIABILITIES AND PROVISIONS

Contingent Liabilities are possible but not probable obligations as on Balance Sheet date, based on the available evidence

Provisions are recognized when there is a present obligation as a result of past event and it is probable that an outflow of resources will be required to settle the obligation, in respect of which a reliable estimate can be made.

Provisions are not discounted to its present value and are determined based on best estimate required to settle the obligation at the balance sheet date.

#### 14 CASH AND CASH EQUIVALENT

Cash and Cash Equivalents for the purpose of cash flow statement comprise cash in hand and cash at bank including fixed deposit with original maturity period of three months and short term highly liquid investments with an original maturity of three months or less.

## 15 MEASUREMENT OF EBITDA

As permitted by the Guidance Note on the Revised Schedule VI to the Companies Act, 1956, the Company has elected to present earnings before interest, tax, depreciation and amortization (EBITDA) as a separate line item on the face of the Statement of Profit and Loss. The Company measures EBITDA on the basis of profit/loss from continuing operations. In its measurement the Company does not include depreciation and amortization expense, finance costs and tax expense.

#### 16 EARNINGS PER SHARE

Basic earnings per share are calculated by dividing the net profit or loss for the period attributable to equity shareholders by the weighted average number of equity shares outstanding during the period. Earnings considered in ascertaining the Company's earnings per share is the net profit for the period after deducting preference dividends and any attributable tax thereto for the period. The weighted average number of equity shares outstanding during the period and for all periods presented is adjusted for events, such as bonus shares, other than the conversion of potential equity shares that have changed the number of equity shares outstanding, without a corresponding change in resources.

For the purpose of calculating diluted earnings per share, the net profit or loss for the period attributable to equity shareholders and the weighted average number of shares outstanding during the period is adjusted for the effects of all dilutive potential equity

NOTE '21'

#### SIGNIFICANT ACCOUNTING POLICIES AND OTHER NOTES ON ACCOUNTS

#### (B) OTHER NOTES TO ACCOUNTS CONTD....

- Estimated amount of contracts remaining to be executed on capital account and not provided for (net of advances) Rs. 90,18,038/-(Previous year: Rs.30,40,700).
- 2 Contingent liability not provided for:

Description	2014-15	2013-14
(a) Claims against the Company not acknowledged as debts*	1,76,117	1,64,197
(b) Claims against the Company not acknowledged as debts**	32,63,779	29,20,142
(c) Appeal filed by the DCIT with ITAT ***	2,85,763	2,85,763
(d) Service tax show cause notice (SCN) cum demand ****	89,20,108	
	1,26,45,767	33,70,102

- \* The II Additional District Consumers Disputes Redressal Forum has passed an order against the company and Bajaj Allianz General Insurance Co. Limited jointly and severally to compensate and amount of Rs. 1,76,117 to an insured. The company has filed an appeal in the State Commission to set aside this order against the company.
- \*\* R.K.W. Developers Pvt. Ltd. and Rukmini Vitthal Parab have jointly and severally filed a suit against the company as first party and Oriental Insurance Company Limited as second party before the Consumer Disputes Redressal Commission. The company had submitted a written petition before the said Commission on January 06, 2014. The Commission has not passed any order till now. The liability involved in this case is Rs. 19,09,092 plus interest @18% p.a., Rs. 50,000 towards harassment and Rs. 45,000 towards suit.
- \*\*\* The company had received a refund of Rs. 9.47,309 for assessment year 2007-08. The Deputy Commissioner of Income Tax from Income Tax Department has applied to the Income Tax Appellate Tribunal against the order of the Commissioner of Income Tax (Appeal) to disallow certain expenses. In turn ITAT has restored back the matter to the file of AO.
- \*\*\*\* The Commissioner of Service Tax I, Mumbai has issued a Show Cause Notice (SCN) to the Company, along with a demand of service tax amounting to Rs.89,20,108 along with interest at the appropriate rate and penalties for alleged non-payment and for suppressing the values of taxable service with reference to non-payment of service tax on re-insurance brokerage income earned by the Company from foreign re-insurers during the period 1st April 2009 till 30th June 2012. The Company has disputed to this demand and responded that the said income has been earned on export of services and hence is exempt from service tax. Based upon an independent legal advise obtained by the Company, the management is of the opinion that it is possible, but not probable, that the action of demand will succeed and accordingly no provision for liability has been recognized in the financial statements.
- 3 The Company is considering Accounting Standard 15 (Revised 2005) "Employee Benefits" at the end of 31st March, 2015 and pro-rata charges has been debited to the Statement of Profit and Loss of the year. The status of employees benefits as on 31st March 2015 as per actuarial valuation is as under:

Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Change in defined benefit obligation		
Opening defined benefit obligation	97,83,127	77,48,912
Current service cost	28,68,638	24,43,470
Interest cost	11,14,693	7,77,033
Actuarial losses/(gain)	26,66,505	(6,75,713)
Liabilities assumed on acquisition/settled on divestiture	3,56,540	3,07,746
Benefits paid	(5,70,642)	(8,18,321)
Closing defined benefit obligation	1,62,18,861	97,83,127
Change in fair value of assets		
Opening fair value of plan assets	80,39,209	59,36,323
Expected return on plan assets	7,15,027	5,16,783
Actuarial gain/(losses)	6,95,556	(2,26,487)
Contributes by employer	23,14,560	26,30,911
Benefits paid	(5,70,642)	(8,18,321)
Closing fair value of plan assets	1,11,93,710	80,39,209
Expected employer's contribution	30,00,000	10,00,000





NOTE '21'

# SIGNIFICANT ACCOUNTING POLICIES AND OTHER NOTES ON ACCOUNTS

## (B) OTHER NOTES TO ACCOUNTS CONTD....

Reconciliation of present value of the obligation & fair value of plan  Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Particulars	KS.	100
Fair value of plan assets at the end of the year	1,11,93,710	80,39,209
Present value of defined benefits obligation at end of period	1,62,18,861	97,83,127
Liability recognized in the balance sheet	(50,25,151)	(17,43,918)
Current service cost	28,68,638	24,43,470
Interest cost	11,14,693	7,77,033
Expected return on plan assets	(7,15,027)	(5,16,783)
Actuarial gains/(losses)	19,70,949	(4,49,226)
Losses/(gains) on acquisition/divestiture	237, 37, 12	(0.00
Net gratuity cost	52,39,253	22,54,494
Investment details of plan assets		
Government of India	26%	21%
Corporate bonds	1%	1%
Special deposit scheme	2%	3%
Insurer managed fund	51%	58%
Others	19%	17%
Experience adjustment		
Defined benefit obligation	1,62,18,861	97,83,127
Plan assets	1,11,93,710	80,39,209
Surplus/(deficit)	(50,25,151)	(17,43,918)
Experience adjustment on plan liabilities	6,36,684	9,64,093
Experience adjustment on plan assets	6,95,556	(2,26,487)
Actual return on plan assets	14,10,583	2,90,296
Principal actuarial assumptions at the balance sheet date		
Discount rate (p.a.)	8.00%	8.90%
Expected rate of return on assets (p.a.)	8.50%	8.50%

Experience adjustment	March 31, 2015	March 31, 2014	March 31, 2013	March 31, 2012	March 31, 2011
Defined benefit obligation	1,62,18,861	97,83,127	77,48,912	54,30,352	39,63,675
Plan assets	1,11,93,710	80,39,209	59,36,323	46,25,962	35,24,662
Surplus/(Deficit)	(50,25,151)	(17,43,918)	(18,12,589)	(8,04,390)	(4,39,013)
Exp. Adj. on plan liabilities	6,36,684	9,64,093	(1,11,164)	(4,27,388)	(10,45,958)
Exp.adj. on plan assets	6,95,556	(2,26,487)	(1,43,926)	(1,21,656)	(1,55,300)

## Long Term Incentive/ Retention Bonus liabilities:

Liability for the above scheme is determined based on actuarial valuation. The assumptions used for valuation are:

Particulars	31-Mar-15	31-Mar-14
Discount rate	8.00%	9.00%
Increase in Incentive Amount	0.00%	0.00%
Attrition rate	20.00%	20.00%

## 4 Defined contribution plan

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Particulars	March 31, 2015 Rs.	March 31, 2014 Rs.
Contribution to employees' provident fund (Govt. Provident Fund)	62,33,223	57,43,494
Contribution to employees' pension scheme (Govt. Pension Fund)	24,83,994	14,60,228
Contribution to superannuation fund		16,290
Contribution to ESIC fund	13,038	61,751
Contribution to MLW fund	8,422	8,186



NOTE '21'

## SIGNIFICANT ACCOUNTING POLICIES AND OTHER NOTES ON ACCOUNTS

- (B) OTHER NOTES TO ACCOUNTS CONTD ....
- 5 Related party disclosures
- (a) List of related parties:

Relationship	Name of party
Ultimate holding	Aditya Birla Nuvo Limited (ABNL)
company	
Holding company	Aditya Birla Financial Services Limited (ABFSL) (formerly known as Aditya Birla Financial Services Private Limited)

Relationship	Name of party
Fellow subsidiaries	Aditya Birla Finance Ltd (ABFL) (Subsidiary of ABFSL)
	Aditya Birla Financial Shared Services Limited (ABFSSL)
	Aditya Birla Money Mart Limited (ABMML) (Subsidiary of ABFSL)
	Birla Sunlife Insurance Company Limited (BSLICL)
	Birla Sunlife Asset Management Company Limited (BSLAMCL) (w.e.f. October 10, 2012)
	Aditya Birla Money Limited

#### Notes

- (i) The related party relationships have been identified by the management on the basis of the requirements of the Accounting Standard AS-18 'Related Party Disclosures' issued by the Institute of Chartered Accountants of India and the same have been relied upon by the auditors.
- (ii) The relationships as mentioned above except where control exists pertain to those related parties with whom transactions have taken place during the year.





NOTE '21'

SIGNIFICANT ACCOUNTING POLICIES AND OTHER NOTES ON ACCOUNTS (B) OTHER NOTES TO ACCOUNTS CONTD....

### 5 (b): Related party transactions:

The following inter company transactions/balances with Holding/Subsidiaries/Fellow Subsidiaries/Joint Ventures /Associates have taken place during the period under review and are included in the figures under respective heads:

Expenses recovered:  Aditya Birla Finance Limited (Other expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses)  Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Aditya Birla Financial Shared Services Limited (Electricity expenses recovered)  Birla Sunlife Asset Management Company Limited (Electricity expenses recovered)  Birla Sunlife Asset Management Company Limited (Employee benefit expenses recovered)  Aditya Birla Money Mart Limited (Administrative expenses)  Expenses reimbursed:  Aditya Birla Financial Company Limited (Rent expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Insurance Limited (Other expenses)  Aditya Birla Financial Services Limited (Rent expenses)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)	31st 5	March 31st 2014
Aditya Birla Finance Limited (Interest)  Expenses recovered:  Aditya Birla Finance Limited (Other expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses)  Birla Sunlife Insurance Company Limited (Rent expenses)  Birla Sunlife Insurance Company Limited (Rent expenses)  Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Aditya Birla Financial Shared Services Limited (Electricity expenses recovered)  Birla Sunlife Asset Management Company Limited (Electricity expenses recovered)  Birla Sunlife Asset Management Company Limited (Employee benefit expenses recovered)  Aditya Birla Money Mart Limited (Administrative expenses)  Expenses reimbursed:  Aditya Birla Finance Limited (Other expenses)  Birla Sunlife Asset Management Company Limited (Rent expenses)  Birla Sunlife Insurance Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Cother expenses)  Aditya Birla Financial Services Limited (Cothribution to Provident Fund & Other Fund)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit Expenses)		
Expenses recovered:  Aditya Birla Finance Limited (Other expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses)  Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Aditya Birla Financial Shared Services Limited (Electricity expenses recovered)  Birla Sunlife Asset Management Company Limited (Electricity expenses recovered)  Birla Sunlife Asset Management Company Limited (Employee benefit expenses recovered)  Aditya Birla Money Mart Limited (Administrative expenses)  Expenses reimbursed:  Aditya Birla Financial Company Limited (Rent expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Insurance Limited (Other expenses)  Aditya Birla Financial Services Limited (Rent expenses)  (Formerly known as Aditya Birla Financial Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit Expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit Expenses)		
Aditya Birla Finance Limited (Other expenses recovered)  Birla Sunlife Insurance Company Limited (Administrative expenses)  Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Aditya Birla Financial Shared Services Limited (Electricity expenses recovered)  Birla Sunlife Asset Management Company Limited (Employee benefit expenses recovered)  Birla Sunlife Asset Management Company Limited (Employee benefit expenses recovered)  Aditya Birla Money Mart Limited (Administrative expenses)  Expenses reimbursed:  Aditya Birla Finance Limited (Other expenses)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Asset Management Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses)  Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund)  Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit Expenses)	4,57,550	2,58,24,441
Birla Sunlife Insurance Company Limited (Administrative expenses)  Birla Sunlife Insurance Company Limited (Rent expenses)  Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Aditya Birla Financial Shared Services Limited (Electricity expenses recovered)  Birla Sunlife Asset Management Company Limited (Employee benefit expenses recovered)  Aditya Birla Money Mart Limited (Administrative expenses)  Expenses reimbursed:  Aditya Birla Finance Limited (Other expenses)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Asset Management Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Limited (Rent expenses)		
Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Aditya Birla Financial Shared Services Limited (Electricity expenses recovered)  Birla Sunlife Asset Management Company Limited (Employee benefit expenses recovered)  Aditya Birla Money Mart Limited (Administrative expenses)  Expenses reimbursed:  Aditya Birla Finance Limited (Other expenses)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit Expenses)	9,981	1,69,168
Birla Sunlife Insurance Company Limited (Employee Benefit Expenses)  Aditya Birla Financial Shared Services Limited (Electricity expenses recovered)  Birla Sunlife Asset Management Company Limited (Employee benefit expenses recovered)  Aditya Birla Money Mart Limited (Administrative expenses)  Expenses reimbursed:  Aditya Birla Finance Limited (Other expenses)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses)  Aditya Birla Financial Services Limited (Other expenses)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Comployee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Money Limited (Rent expenses)	2,00,637	
Aditya Birla Financial Shared Services Limited (Electricity expenses recovered )  Birla Sunlife Asset Management Company Limited (Employee benefit expenses recovered)  Aditya Birla Money Mart Limited (Administrative expenses)  Expenses reimbursed:  Aditya Birla Finance Limited (Other expenses)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses)  Aditya Birla Financial Services Limited (Other expenses)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund) (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Cother expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)	1,36,458	
Birla Sunlife Asset Management Company Limited (Employee benefit expenses recovered)  Aditya Birla Money Mart Limited (Administrative expenses)  Expenses reimbursed:  Aditya Birla Finance Limited (Other expenses)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses)  (Formerly known as Aditya Birla Financial Services Private Limited)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit Expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit Expenses)	1,32,434	3,45,222
Expenses reimbursed:  Expenses reimbursed:  Aditya Birla Finance Limited (Other expenses)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Asset Management Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses)  (Formerly known as Aditya Birla Financial Services Private Limited)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)	8,948	
Expenses reimbursed:  Aditya Birla Finance Limited (Other expenses)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Asset Management Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses)  Aditya Birla Financial Services Limited (Other expenses)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)	6,39,399	
Aditya Birla Finance Limited (Other expenses)  Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Asset Management Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses)  (Formerly known as Aditya Birla Financial Services Private Limited)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited  (Employee Benefit expenses)	7,248	
Birla Sunlife Insurance Company Limited (Rent expenses recovered)  Birla Sunlife Asset Management Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses)  (Formerly known as Aditya Birla Financial Services Private Limited)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense)  (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited  (Employee Benefit expenses)		
Birla Sunlife Asset Management Company Limited (Rent expenses)  Aditya Birla Financial Services Limited (Other expenses) (Formerly known as Aditya Birla Financial Services Private Limited)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund) (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense) (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)	1,67,397	5,34,231
Aditya Birla Financial Services Limited (Other expenses) (Formerly known as Aditya Birla Financial Services Private Limited) Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund) (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense) (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)	8,872	3,08,827
(Formerly known as Aditya Birla Financial Services Private Limited)  Aditya Birla Financial Services Limited (Contribution to Provident Fund & Other Fund) (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense) (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Money Limited (Rent expenses)	27,324	1,09,296
(Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Financial Services Limited (Employee benefit expense) (Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)	19,63,915	
(Formerly known as Aditya Birla Financials Services Private Limited)  Aditya Birla Money Mart Limited (Rent expenses)  Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)	2,23,466	
Aditya Birla Money Mart Limited (Employee Benefit Expenses)  Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)	79,91,048	
Aditya Birla Money Mart Limited (Other expenses)  Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)	48,000	36,000
Aditya Birla Money Limited (Rent expenses)  Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)		90,450
Aditya Birla Financial Shared Services Limited (Employee Benefit expenses)		70.930
(Employee Benefit expenses)	7,24,200	4,35,000
	22,78,672	
	23,10,580	21,79,28
Aditya Birla Financial Shared Services Limited (Contribution to Provident Fund & Other Fund)	1,68,838	

#### NOTE '21'

SIGNIFICANT ACCOUNTING POLICIES AND OTHER NOTES ON ACCOUNTS (B) OTHER NOTES TO ACCOUNTS CONTD....

## 5 (b): Related party transactions:

The following inter company transactions/balances with Holding/Subsidiaries/Fellow Subsidiaries/Joint Ventures /Associates have taken place during the period under review and are included in the figures under respective heads:

Particulars	March 31st 2015	March 31st 2014
Aditya Birla Financial Shared Services Limited (Other expenses)	5,60,263	84,936
Dividend paid:		
Aditya Birla Financial Services Limited Formerly known as Aditya Birla Financial Services Private Limited	4,99,51,998	2,22,75,891
Trade Payables:		
Aditya Birla Finance Limited (Payable against Other expenses)	1,61,366	
Birla Sunlife Insurance Company Limited (Payable against Other expenses)		5,464
Birla Sunlife Asset Management Company Limited ( Payable against Other expenses )		27,969
Aditya Birla Money Limited (Payable against Other expenses)	1,33,484	92,124
Aditya Birla Financial Shared Services Limited (Payable against Other expenses)		7,56,246
Trade Receivable:		
Aditya Birla Finance Limited (Receivable against other expenses)		29,95,65,596
Birla Sunlife Insurance Company Limited (Receivable against other expenses)	3,44,516	
Aditya Birla Financial Shared Services Limited (Advance against expenses)	58,820	
Aditya Birla Financial Services Limited (Advance against expenses) (Formerly Known as Aditya Birla Financials Services Private Limited)	2,67,548	
Loan repaid / granted:		
Aditya Birla Finance Limited	37,69,00,000	69,23,03,275
Loan obtained / received back:		
Aditya Birla Finance Limited	67,64,65,596	58,55,38,629

#### Notes:

- 1. Expenses are net of service tax
- 2 Payables/Receivables are net of TDS
- 3. Previous year/ period figures have been regrouped / rearranged wherever necessary to conform to the current year presentation.





## NOTE '21'

# SIGNIFICANT ACCOUNTING POLICIES AND OTHER NOTES ON ACCOUNTS

- (B) OTHER NOTES TO ACCOUNTS CONTD...
- 6 The Company has entered into an operating lease agreement for use of premises which is non cancellable for a period of two years

The future minimum lease payments for the leases at the balance sheet date are as follows:

Future minimum lease payments payables for the period	March 31, 2015	March 31, 2014
Not later than one year	1,58,82,517	24,58,400
Later than one year and not later than five years	1,77,77,753	7,14,000
Later than five years	•	

The lease payments recognized in the statement of profit and loss for the year ended 31st March, 2015 is Rs. 2,86,03,615/- (Previous year Rs 8,71,23,587)

- The Company has single reportable segment viz-insurance advisory & broking services for the purpose of Accounting Standard 17 on 'Segment Reporting'. The Company does not have any reportable geographical segment
- 8 Earnings per share (basic and diluted):

Particulars	March 31, 2015	March 31, 2014
Net profit after tax available for equity shareholders (Rs) Weighted average number of equity shares outstanding (Nos):	17,59,15,346	14,01,55,474
Number of shares at the beginning of the year Bonus Shares issued during the year Number of shares at the end of the year	2700000 NIL 2700000	2700000 NIL 2700000
Earning per share (Rs)	65.15	51.91
Nominal value of share (Rs)	10	10

9 Foreign currency transactions:

Nature of transaction	March 31, 2015	March 31, 2014
Earning in foreign currency (Rs) Expenses in foreign currencies (Travel expenses) (Rs) Expenses in foreign currencies (Other expenses) (Rs)	1,09,04,131 7,82,564 5,87,949	90,79,894 8,45,645 3,70,300

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10 The figures in respect of the previous year have been regrouped / rearranged, wherever necessary to make them comparable.

As per our report of even date

For S. R. BATLIBOI & ASSOCIATES LLP

ICALFirm Registration No.: 101049W

Chartered accountants

Per Amit Kabra

Membership No: 094533

Place: Mumbai Date: April 28, 2015 For and on behalf of the Board of Directors of Aditya Birla Insurance Brokers Limited

Divoctor

Director

