

## General Information:

### 1) What is “Bonus”?

Bonus is allocation of surpluses generated under With-Profits fund of the Company to With-Profit Policies. The bonus is declared every financial year in respect of the previous year provided the policy has been in-force. Bonuses declared every year are accrued and paid out only along with the final benefit.

### 2) What are bases for the Bonus declared in KLI?

It will depend on the type of products. In KLI’s traditional “With-Profits” plans following are the bases for Bonus depending on the product types:

- **Conventional Participating Plan:**

This category consists of the plans given under the table “Conventional Participating Plans” in the next pages, and in these plans the Bonus (Reversionary / Interim / Terminal) is based on the Basic Sum Assured under the plan, i.e. Bonus is calculated as percentage of the Basic Sum Assured.

- **Accumulating Participating Plan:**

This category consists of the plans given under the table “Accumulating Participating Plans” in the next pages, and in these plans the Bonus (Reversionary / Interim / Terminal) is based on the Accumulation Account Value under the plan, i.e. Bonus is calculated as percentage of the Accumulation Account compounded monthly.

### 3) What is Interim bonus and how does it work at KLI?

This bonus is for those policies which are claimed for in between two bonus cycles. In such cases, a bonus is added on the basis of interim bonus rates announced by the company. This bonus rate will be based on either Basic Sum Assured or Accumulation Account depending on the plan type.

### 4) What is Terminal bonus and how does it work at KLI?

Terminal bonus as the name suggest is the Bonus paid out upon the termination of the policy either on maturity / in the unfortunate event of death subject to conditions in the base plan, wherein bonus may be payable only after completion of certain number of policy years. This bonus rate will be based on either Basic Sum Assured or Accumulation Account depending on the plan type.

The bonus rates declared for all our policies this year and also since inception are given in the following tables.

## ➤ Conventional Participating Plans

Plan name		Bonus (SRB*) declared							
		2017	2016	2015	2014	2013	2012	2008-11	2007
<b>Kotak Sukhi Jeevan (UIN: 107N036V01)</b>	-	2.50%	2.50%	2.25%	2%	2%	2%	2%	2%
<b>Kotak Eternal Life Classic Shield (UIN: 107N040V01)</b>	Policies which have not completed 5 policy yrs	2.75%	2.50%	2.25%	2%	2%	2%	2%	-
<b>Kotak Eternal Life Premier Shield (UIN: 107N041V01)</b>	Policies which have completed 5 policy yrs	3.00%	2.75%	2.50%	2.25%	2.25%			
<b>Kotak Surakshit Jeevan (UIN: 107N042V01)</b>	Policies which have completed 5 policy yrs	3.00%	2.75%	2.50%	2.25%	2.25%			
<b>Kotak Child Edu Plan (UIN: 107N072V01)</b>	Policies which have not completed 5 policy yrs	3.00%	2.50%	2.25%	2.00%	2.00%	2.00%	-	-
<b>Kotak Child Future Plan (UIN: 107N071V01)</b>	Policies which have completed 5 policy yrs	3.25%							
<b>Kotak Classic Endowment Plan (UIN: 107N082V01)</b>	Regular PPT	2.50%	2.50%	2.50%	2.50%	-			
	Limited PPT 7 years	2.75%	3.00%	3.00%	3.00%				
	Limited PPT of 10 years or more	2.60%	3.00%	3.00%	3.00%				
<b>Kotak Premier Moneyback Plan (UIN: 107N083V01)</b>	Limited PPT of 8 years	2.70%	3.00%	3.00%	3.00%	-			
	Limited PPT of 10 years	2.75%	3.00%	3.00%	3.00%				
	Limited PPT of 12 years	2.85%	3.00%	3.00%	3.00%				
<b>Kotak Premier Life Plan (UIN: 107N096V01)</b>	All Limited PPT	3%	3%	-					
<b>Kotak Premier Endowment Plan (UIN: 107N079V01)</b>	-	Bonus not applicable in the first 5 years, Guaranteed additions @ 5% p.a. of Sum Assured accrues during this period.							
<b>Kotak Premier Pension Plan (UIN: 107N094V01)</b>	-	Bonus not applicable in the first 5 years, Guaranteed additions as % Sum Assured accrues during this period: Regular/Limited PPT: 5% p.a., Single PPT: 2% p.a.							
<b>Kotak Premier Income Plan (UIN: 107N099V01)</b>	Limited PPT of 8 years	2.90%	-						
	Limited PPT of 10 years	3.25%							
	Limited PPT of 12 years	3.50%							

\*SRB: Simple Reversionary Bonus - expressed as a percentage of the Basic Sum Assured

### Note:

- Terminal Bonus** rates applicable for the below products for Financial Year 2016 – 17
  - Kotak Sukhi Jeevan** - 1% p.a. for each policy year for policies completing at least 10 policy years
  - Kotak Surakshit Jeevan** – 2% for each policy year for policies completing at least 10 policy years
  - Kotak Eternal Life Classic Shield Plan & Kotak Eternal Life Premier Shield** – 3% for each policy year for policies completing at least 10 policy years
- Interim bonus** (which is a pro-rated reversionary bonus, based on duration from previous policy anniversary) will be paid on deaths and surrenders depending on the plan, in case the policy exits in between two policy years.

### 3. Special terminal bonus for conventional plans for the next financial year (FY2017-18) for the following products

- **Kotak Surakshit Jeevan** – 2.5% for each policy year applicable to *only in-force premium paying policyholders* that mature in FY2017-18.
- **Kotak Eternal Life Classic Shield & Kotak Eternal Life Premier Shield** – 2% for each premium payment year applicable to *only in-force premium paying policyholders* that complete premium payment term in FY2017-18.

### ➤ Accumulating Participating Plans

Plan name	Bonus <sup>1</sup> declared										
	2017	2016	2011 - 15	2010	2009	2008	2006 & 2007	2005	2004	2003	2002
<b>Kotak Retirement Income Plan</b> (UINs: 107N013V01 & 107N014V01)	8%	8%	8%	8%	7%	8%	7%	6.75%	6.50%	7.50%	--
<b>Kotak Capital Multiplier Plan</b> (UIN: 107N011V01)	7%	7%	7%	7%	5%	7%	7%	7%	7%	8%	--
<b>Kotak Child Advantage Plan</b> (UIN: 107N008V01)	7%	7%	7%	7%	5%	7%	7%	6.75%	6.50%	7.50%	--
<b>Kotak Endowment Plan</b> (UIN: 107N002V01)	7%	7%	7%	7%	5%	7%	7%	7%	7%	8%	8%
<b>Kotak Money Back Plan</b> (UIN: 107N003V01)	7%	7%	7%	7%	5%	7%	7%	6.75%	6.50%	7.50%	0.08

#### **Note:**

1. Bonuses are expressed as a percentage of the Accumulation Account compounded monthly
2. The rates shown in the table are inclusive of the guaranteed return of 3% p.a. as specified in the plan details
3. **Interim bonus for accumulating plans for the next financial year (FY2017-18)** accumulating-participating-policyholders who exit due to surrender, maturity or death during Financial Year 2017 - 18:
  - (a) For Accumulating Life (Savings) Plans: 4% p.a. of accumulation account value, compounded monthly from 1st April 2017 up to the time of exit
  - (b) For Accumulating Pension Plans: 5% p.a. of accumulation account value, compounded monthly from 1st April 2017 up to the time of exit
4. **Terminal bonus for accumulating plans for the next financial year (FY2017-18)**
  - (a) For Accumulating Life (Savings) Plans: 15% of Accumulation Account (after all other applicable bonuses) at the time of exit, effective 1<sup>st</sup> April 2017
  - (b) For Accumulating Pension Plans: 10% of Accumulation Account (after all other applicable bonuses) at the time of exit, effective 1<sup>st</sup> April 2017.
5. Terminal bonus will not be awarded on top-ups or on surrenders or on maturities from ACM / paid-up status

**Disclaimer:** The bonus rates shown are specific to the years mentioned and are not indicative of bonus rates that may be declared in future.