



Monthly Factsheet | November 2014

# A unique combination to unlock the potential of your savings!

- Growth potential >
- Income opportunity **>**
- Efficient equity taxation >

## Birla Sun Life Equity Savings Fund

(An Open ended Equity Scheme)

NFO Period: 11<sup>th</sup> to 25<sup>th</sup> November, 2014

### Call toll-free 1-800-270-7000 (BSNL/MTNL)

#### Visit www.birlasunlife.com

For further details and clarification on the scheme please refer to the scheme information document available on our website. Investors are requested to note that Fiscal laws may change from time to time and there can be no guarantee that the current tax position may continue in the future. Investors are advised to consult their tax advisor in view of individual nature of tax implication.

| Birla Sun Life Equity Savings Fund (An Open ended Equity 3 | Scheme) |
|--|---------|
| This product is suitable for investors who are seeking*:   |         |

- long term capital growth and income
- an open ended equity scheme investing in equity and equity related securities including the use of equity derivatives strategies and arbitrage opportunities with balance exposure in debt and moneymarket instruments
- medium risk
   (YELLOW)

\*Investors should consult their financial advisors, if in doubt about whether the product is suitable for them.

Note: Risk is represented as: (BLUE) investors understand that their principal will be at low risk

(YELLOW) investors understand that their principal will be at medium risk

For more details, please turn overleaf.

sms 'GAIN' to 56161

(Premium SMS charges apply.)

(**BROWN)** investors understand that their principal will be at high risk

Mutual Fund investments are subject to market risks, read all scheme related documents carefully.

#### **Highlights**

- Tax efficiency
- Lower volatility
- Diversified strategy

Highlights do not indicate

assurance of

future scheme performance.

Savings Fund (An Open ended Equity Scheme) – a unique investment opportunity that aims to provide capital appreciation and income distribution by using a combination of equity derivatives strategies, arbitrage opportunities and pure equity investments. This provides a

Presenting, Birla Sun Life Equity

greater degree of diversification than investing in a single asset class. This scheme also provides the tax efficiency of an equity fund i.e. the income becomes tax-free if the holding period is more than one year.

#### Investment objective

To provide capital appreciation and income distribution to the investors by using a blend of equity derivatives strategies, arbitrage opportunities and pure equity investments. The scheme does not guarantee/indicate any returns. There is no assurance that the schemes' objectives will be met.

#### Key features of Birla Sun Life Equity Savings Fund

**Low volatility** – Enjoys low volatility and risk compared to other equity funds due to limited exposure to directional equity.

**Arbitrage opportunities** – A part of portfolio will be managed using the arbitrage strategy by taking advantage of price differentials prevailing in equity market.

**Tax efficiency** – With an asset allocation mix comprising of spot equity, arbitrage and fixed income, tax treatment is similar to that of equity funds.

**Diversified strategy** – An efficient mix of 3 strategies helps reduce volatility while providing opportunities to participate in the market upside while restricting the downside.

#### What is arbitrage opportunity?

An Arbitrage opportunity arises when there is a price differential or mispricing prevailing for stocks/index in different markets segments (cash & futures) due to market inefficiencies. It can be used to one's advantage by buying stock/index from the market where the price is lower and selling it in the market where the price is higher and vice-versa. Let us understand this with the help of an illustration –

For example, Company XYZ's stock trades at ₹ 100 per share in cash market and the same is trading at ₹ 105 in futures market. An arbitrageur would purchase the stock for ₹ 100 in cash market and sell it for ₹ 105 in future market, making the difference of ₹ 5 per share as profit.

This is assuming the cost to be zero. In practice there is a cost of executing the arbitrage transaction (in this case, it's the STT and the brokerage charges) – The above is only for the purpose of illustration.

#### Birla Sun Life Equity Savings Fund

#### Tax efficiency

| Particulars                        | Non Equity Taxation | Equity Taxation |
|------------------------------------|---------------------|-----------------|
| Investment Amount                  | 10,000              | 10,000          |
| Assumed pre-tax annualised returns | 9.00%               | 9.00%           |
| Interest earned after 1 year       | 900                 | 900             |
| Amount withdrawable after 1 year   | 10,900              | 10,900          |
| Taxable Income / Gains             | 900                 | 900             |
| Applicable Tax Rate*               | 33.99%              | 0%              |
| Tax Liability                      | 305.91              | 0               |
| Post Tax Gains                     | 594.09              | 900             |
| Post Tax Annualised Yield          | 5.94%               | 9.00%           |

Given the tax advantage, Birla Sun Life Equity Savings Fund can generate potentially higher post tax returns as compared to non equity investments.

\*Higher tax bracket assumed for Applicable Tax Rate in respective investment categories (Equity & non Equity) investors are advised to consult their tax advisor in view of individual nature of tax benefits.

## Birla Sun Life Equity Savings Fund

(An Open ended Equity Scheme)

Birla Sun Life Mutual Fund www.birlasunlife.com

call 1-800-270-7000

Premium SMS charges apply.

Mutual Fund: Birla Sun Life Mutual Fund. Asset Management Company/Investment Manager: Birla Sun Life Asset Management Company Ltd. CIN: U65991MH1994PLC080811. Registered Office: One India Bulls Centre, Tower - 1, 17th Floor, Jupiter Mill Compound, 841, S. B. Marg, Elphinstone Road, Mumbai - 400013.

sms GAIN to 56161

Mutual Fund investments are subject to market risks, read all scheme related documents carefully.

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## Information



To provide you with ease while you glance through the Empower booklet, we have structured the important information in an organised way.





# Brilliance can come from varied sectors and sizes.

# Birla Sun Life Equity Fund

(An Open ended Growth Scheme)

Opportunities can come from companies big and small, from new industries or old ones. It may also keep changing; today one company or sector yields spectacular returns; tomorrow, another might overshadow it.

Presenting, Birla Sun Life Equity Fund (An Open ended Growth Scheme) which looks for opportunities without any sectoral or size bias with the aim of giving you long term capital growth.



www.birlasunlife.com

### Premium SMS charges apply.

call 1-800-270-7000

Birla Sun Life Equity Fund (An Open ended Growth Scheme) This product is suitable for investors who are seeking:

- long term capital growth
- investments in equity and equity related securities
- high risk (BROWN)

Investors should consult their financial advisors, if in doubt about whether the product is suitable for them. Note: Risk is represented as:

- (BLUE) investors understand that their principal will be at low risk
  - (YELLOW) investors understand that their principal will be at medium risk
- (BROWN) investors understand that their principal will be at high risk

Mutual Fund: Birla Sun Life Mutual Fund. Asset Management Company/Investment Manager: Birla Sun Life Asset Management Company Ltd. CIN: U65991MH1994PLC080811. Registered Office: One Indiabulls Centre, Tower - 1, 17th Floor, Jupiter Mill Compound, 841, Senapati Bapat Marg, Elphinstone Road, Mumbai - 400013.

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## Mutual Fund investments are subject to market risks, read all scheme related documents carefully.







## Now simply click a picture of the application form and get it digitally time stamped instantly.

## Presenting the Click-in Form Upload application

Sometimes the joy of closing a business deal may be accompanied with the anxiety of ensuring that the application reaches the AMC within the cut-off time. At Birla Sun Life Asset Management Company, it is our endeavour to ensure that you always have an easy and seamless post-sales experience.

With this in mind, we are proud to present a first-of-its-kind initiative called Click-in Form Upload.

### What is Click-in Form Upload?

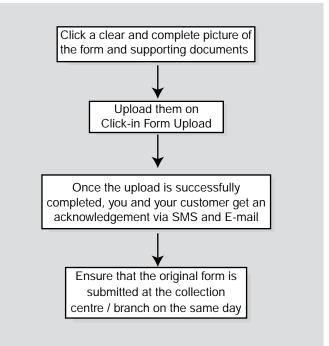
Click-in Form Upload is a smart phone application that lets you click the image of the filled application form and upload the digitally signed PDF image via GPRS to our server.

## How does Click-in Form Upload work?

Click-in Form Upload offers real time upload and stamping. However, the original documents have to be submitted at the branch/collection centre later in the day.

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- Gross & Net Sales
- Client Locator
- Commission
- Dividend Record Date
- NAV Query and Tracking of NAVs
- SIP Calculators
  New Fund Offer
- Scheme Investment Performance
- Scheme Minimum Transaction Amount for subsciption, redemption & switch
- Abridged Fact Sheet
- Focused Scheme





## **Investment Outlook**

### Equity Investment Outlook

Indian equity markets resumed upmove with the S&P BSE SENSEX and CNX Nifty rising by 4.6% and 4.5% respectively during last month; midcaps were slightly slow to start off and gave returns 3.2% (S&P BSE Midcap Index). The gains were led by Capital Goods, Banks, Power and Auto sectors; Oil & Gas and Metals were performed in-line with the markets while Real Estate, FMCG, Healthcare and IT lagged behind. (Source: Bloomberg)

FPIs were net sellers to the tune of US\$ 191mn in the month as compared to inflow of US\$ 845mn in the previous month. Domestic mutual funds were net buyers with inflows of ₹ 5,940 Crs vs. an inflow of ₹ 4,172 Crs in September'14. (Source: SEBI, NSDL)

Some of the key policy initiatives taken by the Government include diesel deregulation; hike in the natural gas price to US\$ 5.61 per mmBtu with effect from November 1<sup>st</sup> (except RIL's KG-D6 output) and a system of half yearly review; Coal mine auction – transparent coal mine auctions scheduled for the mines cancelled by the SC with option of allowing commercial mining in future; and easier norms for FDI in construction with minimum foreign investment cut to \$5mn from \$10 mn, minimum floor area for construction development projects cut to 20,000 sq. Km from 50,000 sq. Km. and no conditions for projects with 30% affordable housing. (*Source: BOAML*)

Pleasant news continued on inflation front with September CPI falling to 6.5% and WPI falling to 2.4% - a five-year low. The decline was broad-based with both food and core CPI inflation declining to 7.6% and 5.9% respectively although the base effect is expected to reverse after November. The decline in food inflation was led by normalization in veggie prices and fuel inflation came off on account of lower crude prices – the full effect of the drop is yet to be reflected. (Source: Citi)

IIP continued to be volatile with 0.4% YoY growth in August 2014. This was in contrast to the core sector trends which rose 5.8%. Both capital goods and consumer goods contracted by 11.3% and 6.9% respectively. Oct Manufacturing PMI came in at 51.6 vs 51 the previous month, suggesting better trends ahead. (Source: Citi)

While the earnings season is still progressing, 18 SENSEX companies that have reported numbers till date show 12.3% YoY profit growth and ex-Energy this is 13.9% YoY. This is against expectations of 8% YoY growth in Q2 FY15. Most of the positive surprise is lead by Telecom, Cement, Pharma an Auto. The key observation is that earnings growth skew is now pretty balanced: across domestic cyclicals (16%), global cyclicals (20%), FX sensitives (20%) and Domestic Defensives (13%). We believe a gradual recovery in earnings growth would continue in FY15 and improve further in FY16. (Source: Citi)

Since the lows of August 13, S&P BSE SENSEX has risen 56% (Source: Bloomberg) in little over one year. These days, recommendations to continue to invest in equities after such a rise are met with cynicism. If one appreciates the power of compounding and understands the potential for equities which can provide 6-10x returns over 10-15 year period, one would realise that intermittent rallies of two or three fold increase are only milestones and still leave 2-5x returns on the table. Healthy scepticism that leads to sensible inquiry is required to avoid irrational decisions. At the same time adequate conviction is needed to reap the rewards of investing.





## **Investment Outlook**

#### **Debt Investment Outlook**

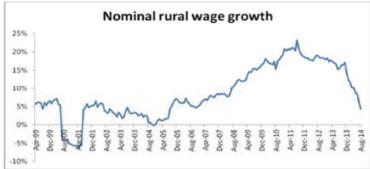
The month gone by saw some interesting developments on macro and political fronts. With 2 more states in BJP's kitty (Haryana and Maharashtra), the political resolve to change things for good would only strengthen.

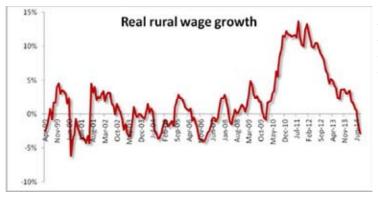
On the macro fronts, while inflation moderated sharply, growth remained muted.

**Growth:** FY 14 -15 was to be the year of convincing recovery, but with incremental prints of most high frequency indicators painting a rather dim picture; green shoots may take some more time to facilitate a full blown recovery. IIP grew at a tepid 0.4% in August (*Source: MOSPI*) and no major turnaround is expected in September keeping in mind the decline in car sales and PMI (Purchasing Managers index) - manufacturing. On the services side as well, the high frequency indicators show a mixed picture, and PMI services has been declining. In light of this, we expect Q2 GDP to be below 5%, falling from an 8 quarter high of 5.7% in Q1FY15. (*Source: MOSPI*)

**Inflation:** With crude prices falling to multi year lows and diesel deregulation, the prices of both diesel and petrol were cut back. This offered support to the already moderating inflation trajectory. Correction of vegetable prices also aided this downward movement. On account of these, retail inflation fell to the series low (since Jan'12) and wholesale inflation fell to 5 year low of 2.4%. The most heartening thing was the highest ever monthly decline in core CPI of a good 100bps, bringing it down to 5.9% in September. Core WPI also declined to 2.8%. We expect this moderation to continue and that should help RBI over achieve its Jan 2015 CPI target of 8% and well in time achieve its Jan 2016 target of 6% CPI. (*Source: MoSPI*)

Nominal rural wage growth has been decelerating sharply on the back of lower increase in MSP (Minimum Support Price) give complete term , and ongoing fiscal consolidation by the Government.





Real wage growth deflated by CPI-AL (Consumer Price Index-Agricultural Laborers) has now turned negative. This augurs well for inflation.

**External dynamics:** The trade deficit in September rose to 14.2bn\$ on account of higher imports and a less than remarkable improvement in exports. While some festival led increase in demand was anticipated, the higher oil import despite a fall in global crude oil price was confusing. The higher non oil, non gold imports were on account of increased coal, steel and metal imports. This could be on account of Supreme Court's verdict on coal block allocation. With ordinance on coal block allocation underway, this problem should get resolved soon. We expect Q2's CAD to be largely similar to that in Q1 (of 7.8bn\$). (Source: Ministry of Commerce)

**Fiscal Front:** The government used up 83% of its budgeted fiscal deficit in H1 of the fiscal. In normal situation this would have raised some concerns, but with announcements coming in on austerity measures and subsidy payouts to decline on account of fall in crude oil price, the situation looks manageable. We expect the above mentioned measures along with higher disinvestment proceeds to make up for revenue slippage. This should allow the govt. to meet the daunting task of keeping fiscal deficit at 4.1% of GDP in FY15. (*Source: CGA*)

**Other key developments:** Crude prices corrected by another \$10 over the last one month. At current levels, Brent is trading at 3 year low levels. India being the net importer of crude is the biggest beneficiary of this crude price correction. (Bloomberg) UN Food and Agriculture World Food Price Index, popularly called FAO index is down 7.5% on a yoy basis.FAO index is also trading at multiyear lows. (Bloomberg) CRY index, a global proxy for commodity prices, after peaking out at 312 in Jun 2014, is hovering at 267, down 15% from the peak. (Source: Bloomberg)

If the correction in the global commodity prices sustain, then in combination with domestic slowdown, CPI inflation in India could settle at lower levels of sub 6% levels for a longer period of time. **Portfolio strategy:** Spreads were the King in the rate markets in October 2014. While 10 year benchmark Gsec corrected by 20bps over the month, long Gsecs and corporate bonds corrected by anywhere between 30-40 bps. (*Source: Bloomberg*) In our duration funds we were long duration chiefly through spread assets. This strategy benefitted all our duration portfolios.

Given our constructive view on rates backed by expected Inflation moderation, we continue to stay invested in our portfolio with a bias towards longer duration.

We would like to reemphasize the fact that duration is turning out to be a very good alternative at this stage. Investors with tolerance to volatility can constructively look to invest in our long duration funds and/ or stay put with their current investments in duration fund categories.

(Source: Labor Bureau, BSLAMC internal calculations)





## Schemes



It is our constant endeavour to only offer you schemes that best suit your needs, thus we have classified our schemes under four broad solutions.





|   | This was dead in suitable for investigation of the first state   |
|---|--|
| Name of Scheme  | This product is suitable for investors who are seeking*:   |
| Birla Sun Life '95 Fund   | long term capital growth and income  |
| An Open ended Balanced<br>Scheme)   | investment predominantly in equity and equity related securities as well as debt and money market instruments                                |
| , series, s | high risk (BROWN)  |
| Birla Sun Life Frontline Equity   | long term capital growth   |
| Fund  | · investments in equity and equity related securities, diversified across various industries in line with the benchmark inde                 |
| An Open ended Growth<br>Scheme)   | S&P BSE 200  |
| Selicitie)  | high risk <b>BROWN)</b>  |
| Birla Sun Life Top 100 Fund   | Iong term capital growth   |
| An Open ended Growth  | investments in equity and equity related securities of top 100 companies as measured by market capitalisation                                |
| Scheme)   | high risk (BROWN)  |
| Birla Sun Life Equity Fund  | long term capital growth   |
| An Open ended Growth  | <ul> <li>investments in equity and equity related securities</li> </ul>  |
| Scheme)   | <ul> <li>high risk (BROWN)</li> </ul>  |
|   |  |
| Birla Sun Life Long Term  | long term capital growth   |
| An Open ended Diversified   | investments in equity and equity related securities  |
| Equity Scheme)  | high risk (BROWN)  |
| Birla Sun Life MNC Fund   | long term capital growth   |
| An Open ended Growth  | investments primarily in equity and equity related securities of multinational companies (MNCs)  |
| Scheme)   | high risk (BROWN)  |
| Birla Sun Life Dividend Yield   | long term capital growth   |
| Plus (An Open ended Growth  | <ul> <li>investments in equity and equity related securities of companies having relatively high dividend yield</li> </ul>                   |
| Scheme)   | high risk (BROWN)  |
| Pielo Cum Life Mideon Fund  |  |
| Birla Sun Life Midcap Fund<br>An Open ended Growth  | iong torm ouplied growth   |
| Scheme)   | investments primarily in mid cap stocks  |
|   | high risk (BROWN)  |
| Birla Sun Life Small & Midcap   | long term capital growth   |
| <b>Fund</b><br>An Open ended Small and Mid  | • investments predominantly in equity and equity related securities of companies considered to be small and midcap.                          |
| Cap Equity Scheme)  | high risk (BROWN)  |
| Birla Sun Life Advantage  | long term capital growth   |
| und   | investments in equity and equity related securities  |
| An Open ended Growth<br>Scheme)   | • high risk <b>BROWN</b> )   |
| Birla Sun Life India GenNext  | long term capital growth   |
| und (An Open ended Growth   | <ul> <li>investments in equity and equity related securities of companies that are expected to benefit from the rising consumpti</li> </ul>  |
| cheme)  | patterns in India fuelled by high disposable incomes   |
|   | high risk (BROWN)  |
| Birla Sun Life Buy India Fund   |  |
| An Open ended Growth  | long term capital growth   |
| Scheme  | investments in equity and equity related securities of companies driven by India's large population and inherent                             |
|   | consumption patterns with focus on consumer and healthcare sectors   |
|   | high risk <b>BROWN)</b>  |
| Birla Sun Life Infrastructure   | long term capital growth   |
| und (An Open ended Growth   | <ul> <li>investments in equity and equity related securities of companies that are participating in the growth and development of</li> </ul> |
| Scheme)   | Infrastructure in India  |
|   | high risk (BROWN)  |
| Birla Sun Life Pure Value Fund  | Ingritik (Chown)     Ingritik (Chown)  |
| An Open ended Diversified   | <ul> <li>investments in equity and equity related securities by following value investing strategy.</li> </ul>                               |
| Equity Scheme)  | high risk (BROWN)  |
| Dirlo Cup Life International  |  |
| Birla Sun Life International Equity Fund-Plan A   | long term capital growth   |
| An Open ended Diversified   | investments predominantly in equity and equity related securities in the international markets   |
| Equity Scheme)  | high risk (BROWN)  |
| Birla Sun Life International  | long term capital growth   |
| Equity Fund-Plan B  | <ul> <li>investments in equity and equity related securities in the domestic market (65 to 75%) and in international markets (25</li> </ul>  |
| An Open ended Diversified   |  |
|   |  |
| Equity Scheme)  | <ul> <li>high risk (BROWN)</li> </ul>  |

(BLUE) Investors understand that their principal will be at medium risk (BROWN) Investors understand that their principal will be at high risk



| Name of Scheme   | This product is suitable for investors who are seeking*:  |
|--|---|
| Birla Sun Life Commodity<br>Equities Fund - Global Agri<br>Plan (GAP)<br>(An Open ended Growth<br>Scheme)            | <ul> <li>long term capital growth</li> <li>investments in stocks of Agri commodity companies, i.e., companies engaged in or focusing on the Agri business, wheth issued in India or overseas</li> <li>high risk (BROWN)</li> </ul>  |
| Birla Sun Life India Reforms<br>Fund (An Open ended Equity<br>Scheme)  | <ul> <li>long term capital growth</li> <li>investments in equity and equity related securities of companies expected to benefit from the economic reforms, PSU divestment and increased government spending</li> <li>high risk (BROWN)</li> </ul>   |
| Birla Sun Life New Millennium<br>Fund<br>(An Open ended Growth<br>Scheme)  | <ul> <li>long term capital growth</li> <li>investments in equity and equity related securities with a focus on investing in IT, media, telecom related and other technology enabled companies</li> <li>high risk (BROWN)</li> </ul>   |
| Birla Sun Life India<br>Opportunities Fund<br>(An Open ended Growth<br>Scheme)                                       | <ul> <li>long term capital growth</li> <li>investments in equity and equity related securities of companies that seek to leverage India's competitive advantages in global outsourcing theme.</li> <li>high risk (BROWN)</li> </ul>   |
| Birla Sun Life Special<br>Situations Fund<br>(An Open ended Diversified<br>Equity Scheme)                            | <ul> <li>long term capital growth</li> <li>investments in equity and equity related securities by following investment strategy that would take advantage of Special Situations like buy backs, open offers, demerger etc. &amp; contrarian investment style.</li> <li>high risk (BROWN)</li> </ul> |
| Birla Sun Life Asset Allocation<br>Fund – Aggressive Plan<br>(An Open ended Fund of Funds<br>Scheme)                 | <ul> <li>long term capital growth and income</li> <li>investments in basket of equity and debt mutual fund schemes</li> <li>high risk (BROWN)</li> </ul>  |
| Birla Sun Life Asset Allocation<br>Fund – Moderate Plan<br>(An Open ended Fund of Funds<br>Scheme)                   | Iong term capital growth and income     investments in basket of equity and debt mutual fund schemes     medium risk (YELLOW)   |
| Birla Sun Life Asset Allocation<br>Fund – Conservative Plan<br>(An Open ended Fund of Funds<br>Scheme)               | <ul> <li>long term capital growth and income</li> <li>investments in basket of debt and equity mutual fund schemes</li> <li>medium risk (YELLOW)</li> </ul>   |
| Birla Sun Life Index Fund<br>(An Open ended Index Linked<br>Scheme)  | <ul> <li>long term capital growth</li> <li>investments in stocks in line with CNX Nifty and / or in exchange traded derivatives on the CNX Nifty to generate comparable returns, subject to tracking errors.</li> <li>high risk (BROWN)</li> </ul>  |
| Birla Sun Life Gold Fund<br>(An Open ended Fund of Fund<br>Scheme)   | <ul> <li>returns in line with performance of Birla Sun Life Gold ETF (BSL GETF) over long term</li> <li>investments predominantly in units of Birla Sun Life Gold ETF. BSL GETF invests in physical gold of 99.5% purity (fineness)</li> <li>high risk (BROWN)</li> </ul>                           |
| <b>Birla Sun Life Gold ETF</b><br>(An Open ended Gold Exchange<br>Traded Fund)                                       | <ul> <li>returns that are in line with the performance of gold over long term, subject to tracking errors.</li> <li>investments in physical gold of 99.5% purity (fineness)</li> <li>high risk (BROWN)</li> </ul>   |
|  | TAX SAVINGS SOLUTIONS   |
| Birla Sun Life Tax Relief '96<br>(An Open Ended Equity Linked<br>Savings Scheme (ELSS) with a<br>lock-in of 3 years) | <ul> <li>long term capital growth</li> <li>investments in equity and equity related securities, with tax benefit under section 80C, subject to eligibility</li> <li>high risk (BROWN)</li> </ul>  |
| Birla Sun Life Tax Plan<br>(An Open ended Equity Linked<br>Savings Scheme (ELSS) with a<br>lock-in of 3 years)       | <ul> <li>long term capital growth</li> <li>investments in equity and equity related securities, with tax benefit under section 80C, subject to eligibility</li> <li>high risk (BROWN)</li> </ul>  |
|  | of the Income Tax Act, 1961 is subject to conditions specified therein. Investors are requested to note that Fiscal laws may change<br>no guarantee that the current tax position may continue in the future. Investors are advised to consult their tax advisor in view of                         |
| *Investors should consult their finan<br>Note : Risk is represented as:  | ncial advisors if in doubt about whether the product is suitable for them.  |
| (BLUE) Investors understand that   | (YELLOW) Investors understand that (BROWN) Investors understand that  |

(BLUE) Investors understand that their principal will be at medium risk (BROWN) Investors understand that their principal will be at high risk





| Name of Scheme  | This product is suitable for investors who are seeking*:   |
|---|--|
| Birla Sun Life Monthly Income<br>(An Open ended Income<br>Scheme. Monthly income is<br>not assured and is subject<br>to availability of distributable<br>surplus)             | <ul> <li>regular income with capital growth over medium to long term</li> <li>investments in debt and money market instruments as well as equity and equity related securities [upto 15%]</li> <li>medium risk (YELLOW)</li> </ul>                         |
| Birla Sun Life MIP<br>(An Open ended Income<br>Scheme. Monthly income is<br>not assured and is subject<br>to availability of distributable<br>surplus)                        | <ul> <li>regular income with capital growth over medium to long term.</li> <li>investments in debt and money market instruments as well as equity and equity related securities [upto 15%].</li> <li>medium risk (YELLOW)</li> </ul>                       |
| Birla Sun Life MIP II - Wealth<br>25 Plan<br>(An Open ended Income<br>Scheme. Monthly income is<br>not assured and is subject<br>to availability of distributable<br>surplus) | <ul> <li>regular income with capital growth over medium to long term</li> <li>investments in debt and money market instruments as well as equity and equity related securities [20-30%]</li> <li>medium risk (YELLOW)</li> </ul>                           |
| Birla Sun Life MIP II - Savings<br>5 Plan<br>(An Open ended Income<br>Scheme. Monthly income is<br>not assured and is subject<br>to availability of distributable<br>surplus) | <ul> <li>regular income with capital growth over medium to long term</li> <li>investments in debt and money market instruments as well as equity and equity related securities [0-10%]</li> <li>medium risk (YELLOW)</li> </ul>                            |
|   | SAVINGS SOLUTIONS  |
| <b>Birla Sun Life Cash Plus</b><br>(An Open ended Liquid<br>Scheme)   | <ul> <li>reasonable returns with high levels of safety and convenience of liquidity over short term</li> <li>investments in high quality debt and money market instruments with maturity of upto 91 days only</li> <li>low risk (BLUE)</li> </ul>          |
| <b>Birla Sun Life Cash Manager</b><br>(An Open ended Income<br>Scheme)  | <ul> <li>reasonable returns with convenience of liquidity over short term</li> <li>investments in a basket of debt and money market instruments of very short maturities</li> <li>low risk (BLUE)</li> </ul>   |
| Birla Sun Life Savings Fund<br>(An Open ended Short Term<br>Income Scheme)  | <ul> <li>reasonable returns with convenience of liquidity over short term</li> <li>investments in debt and money market instruments</li> <li>low risk (BLUE)</li> </ul>  |
| Birla Sun Life Treasury<br>Optimizer Plan<br>(earlier Birla Sun Life Ultra<br>Short Term Fund)<br>(An Open ended Short Term<br>Income Scheme)                                 | <ul> <li>reasonable returns with convenience of liquidity over short term</li> <li>investments in debt and money market securities with relatively low levels of interest rate risk</li> <li>low risk (BLUE)</li> </ul>                                    |
| Birla Sun Life Dynamic Bond<br>Fund<br>(An Open ended Income<br>Scheme)   | <ul> <li>income with capital growth over short term</li> <li>investments in actively managed portfolio of high quality debt and money market instruments including government securities.</li> <li>low risk (BLUE)</li> </ul>                              |
| Birla Sun Life Short Term<br>Opportunities Fund<br>(An Open ended Income<br>Scheme)   | <ul> <li>income with capital growth over short to medium term</li> <li>investments in debt and money market instruments with short to medium term maturities across the credit spectrum with the investment grade</li> <li>medium risk (YELLOW)</li> </ul> |
| <b>Birla Sun Life Medium Term</b><br><b>Plan</b><br>(An Open ended Income<br>Scheme)  | <ul> <li>income with capital growth over medium to long term</li> <li>investments in debt and money market instruments</li> <li>medium risk (YELLOW)</li> </ul>  |
| Birla Sun Life Short Term<br>Fund<br>(An Open ended Income<br>Scheme)   | <ul> <li>income with capital growth over short term</li> <li>investments in debt and money market instruments.</li> <li>low risk (BLUE)</li> </ul>   |
| <b>Birla Sun Life Income Plus</b><br>(An Open ended Income<br>Scheme)   | <ul> <li>income with capital growth over medium to long term</li> <li>investments in a combination of debt and money market instruments including government securities of varying maturiti</li> <li>medium risk (YELLOW)</li> </ul>                       |

Note : Risk is represented as:

| (BLUE) Investors understand that their principal will be at low risk | (YELLOW) Investors understand that their principal will be at medium risk | (BROWN) Investors understand that their principal will be at high risk |
|--|---|--|
|--|---|--|





| Name of Scheme  | This product is suitable for investors who are seeking*:   |
|---|--|
| Birla Sun Life Floating Rate<br>Fund - Short Term Plan<br>(An Open ended Income<br>Scheme)  | <ul> <li>reasonable returns with convenience of liquidity over short term</li> <li>investments in debt and money market instruments with maturity of upto 91 days only</li> <li>low risk (BLUE)</li> </ul>   |
| Birla Sun Life Floating Rate<br>Fund - Long Term Plan<br>(An Open ended Income<br>Scheme)   | <ul> <li>income with capital growth over short term</li> <li>investments in a mix of fixed and floating rate debt and money market instruments</li> <li>low risk (BLUE)</li> </ul>   |
| Birla Sun Life Gilt<br>Plus - Liquid Plan<br>(An Open ended Government<br>Securities Scheme)  | <ul> <li>income with capital growth over short term</li> <li>investments exclusively in Government Securities</li> <li>low risk (BLUE)</li> </ul>  |
| Birla Sun Life Gilt Plus - PF<br>Plan<br>(An Open ended Government<br>Securities Scheme)  | <ul> <li>income with capital growth over medium to long term</li> <li>investments exclusively in Government Securities</li> <li>low risk (BLUE)</li> </ul>   |
| Birla Sun Life Gilt Plus<br>- Regular Plan (An Open<br>ended Government Securities<br>Scheme)   | <ul> <li>credit risk-free returns based on their own view on interest rate scenario over short to medium term</li> <li>investments in a portfolio of Central Government securities of around 10 year average maturity.</li> <li>low risk (BLUE)</li> </ul>   |
| Birla Sun Life Government<br>Securities Fund - Long Term<br>Plan (An Open ended Gilt<br>Scheme)   | <ul> <li>income with capital growth over medium to long term</li> <li>investments exclusively in Government Securities</li> <li>low risk (BLUE)</li> </ul>   |
| Birla Sun Life Government<br>Securities Fund - Short Term<br>Plan (An Open ended Gilt<br>Scheme)  | <ul> <li>income with capital growth over short term</li> <li>investments exclusively in Government Securities</li> <li>low risk (BLUE)</li> </ul>  |
| Birla Sun Life Enhanced<br>Arbitrage Fund<br>(An Open ended Equity<br>Scheme)   | <ul> <li>income over short term</li> <li>investments in equity and equity related securities including derivatives for taking advantage from the price differentials/<br/>mis-pricing prevailing for stock/index in various segments (Cash &amp; Futures)</li> <li>low risk (BLUE)</li> </ul>  |
|   | CLOSE ENDED SCHEMES - PRODUCT LABEL  |
| Birla Sun Life Capital<br>Protection Oriented Fund -<br>Series 12, 13 & 14<br>(A Close ended Capital<br>Protection Oriented Scheme)                                   | <ul> <li>capital protection and capital appreciation linked to equity market at the end of medium / long term tenure</li> <li>investments in highest rated debt and money market instruments maturing on or before the tenure of the scheme and exposure to derivative instruments (long call options)</li> <li>low risk (BLUE)</li> </ul> |
| Birla Sun Life Capital<br>Protection Oriented Fund -<br>Series 9, 10, 11, 16, 17, 18, 19,<br>20, 21, 22 & 23<br>(A Close ended Capital<br>Protection Oriented Scheme) | <ul> <li>capital protection and capital appreciation linked to equity market at the end of medium / long term tenure</li> <li>investments in highest rates debt and money market instruments maturing on or before the tenure of the scheme and equity and equity related securities</li> <li>low risk (BLUE)</li> </ul>                   |

\*Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

Note : Risk is represented as:

| (BLUE) Investors understand that their principal will be at low risk | (YELLOW) Investors understand that their principal will be at medium risk | (BROWN) Investors understand that their principal will be at high risk |
|--|---|--|
|--|---|--|







## Wealth Creation Solutions

#### What are Wealth Creation Solutions?

Our Wealth Creation Solutions aim to grow your money through equity/gold investments and are available in a range of conservative to aggressive options.

#### Who can benefit from Wealth Creation Solutions?

These solutions can be ideal for investors who are planning for future expenses, like higher education of children, marriage, buying a home etc. These solutions are available in the range of aggressive to conservative options to suit the needs of the investor.



### Tax Savings Solutions

#### What are Tax Savings Solutions?

Our Tax Savings Solutions help to reduce your tax burden and at the same time, aim to grow your money through equity investments.

#### Who can benefit from Tax Savings Solutions?

Tax saving is important, especially when investors can save up to ₹ 50,985 in taxes! Section 80C of the Income Tax Act, 1961 provides options to save tax by reducing the taxable income by up to ₹ 1.5 lakh. But, wealth creation is also important. Isn't it?

That's why this solution is ideal for investors who would like to create wealth along with tax saving.

Tax savings of ₹ 50,985 is calculated assuming qualifying amount of deduction is ₹ 1.5 lakh & investor falls in the top income tax slab of 33.99% & includes applicable cess & surcharge. Investors are advised to consult their tax advisor in view of individual nature of tax benefits. Further, Tax deduction(s) available u/s 80C of the Income Tax Act, 1961 is subject to conditions specified therein. Investors are requested to note that fiscal laws may change from time to time and there can be no guarantee that the current tax position may continue in the future.

The rates are applicable for the financial year 2014-15.

### **Regular Income Solutions**

#### What are Regular Income Solutions?

Our Regular Income Solutions aim to preserve your money and provide regular income.

#### Who can benefit from Regular Income Solutions?

This is an ideal solutions for investors who are interested in alternative modes of regular income, either in present of after retirement stage, and have low propensity for risk. (Regular income is not assured & is subject to availability of distributable surplus.)



### Savings Solutions

#### What are Saving Solutions?

Our Savings Solutions are aimed at preserving your money, providing you with liquidity and giving you tax-efficient returns.

#### Who can benefit from Saving Solutions?

This is an ideal solutions for investors who have low - medium propensity for risk and high liquidity. These can be ideal for first inestors for investors in mutual funds.

The Financial Solution(s) stated above is ONLY for highlighting the many advantages perceived from investments in Mutual Funds but does not in any manner, indicate or imply, either the quality of any particular Scheme or guarantee any specific performance/returns.





### Wealth Creation Solutions



#### What are Wealth Creation Solutions?

Our Wealth Creation Solutions aim to grow your money through equity/gold investments and are available in a range of conservative to aggressive options.

#### Who can benefit from Wealth Creation Solutions?

Equity may be considered as an ideal option to give attractive long term returns and hence may be used for funding long-term needs (like child's education, buying a home etc.)

#### Benefits of Wealth Creation Solutions:

**Tax Free Returns:** No capital gains tax (on withdrawal) if you stay invested for over a year as per current tax laws. Invest in the long-term to overcome short-term ups and downs.

**Risk is lowered:** Mutual funds invest in many companies and funds are managed by experts; which can be considered as an alternative to direct investment in shares.

Investors are requested to consult their tax advisor before investing for individual nature of tax benefit. The Financial Solution (Wealth Creation Solution) stated above is ONLY for highlighting the many advantages perceived from investments in Mutual Funds but does not in any manner, indicate or imply, either the quality of any particular Scheme or guarantee any specific performance/returns.





## Birla Sun Life '95 Fund

Wealth Creation Solutions

#### What is it?

A fund that seeks to achieve long-term growth of your investment at moderate levels of risk by striking a balance between potential growth of equity and relative safety of debt.

| Fund Details   |   | As on October 31, 2014  |
|--|---|---|
| Fund Manager:       Mr. Mahesh Patil &<br>Mr. Prasad Dhonde         Managing Fund Since:       January 16, 2014         Total Experience:       23 years & 16 years         Date of inception:       February 10, 1995 | NAV of Plans / Options (₹)<br>Regular Plan<br>Growth: 513.80<br>Dividend: 144.54<br>Direct Plan <sup>s</sup>                    | Exit Load**: 1% if redeemed /switched<br>out within 365 days from<br>the date of allotment. Nil if<br>redeemed /switched after<br>365 days from the date of |
| Nature of the scheme: An Open-ended Balanced<br>Scheme   | Growth: 520.95<br>Dividend: 158.33  | allotment<br>**Exit Load is NIL for units<br>issued in Bonus & Dividend   |
| Application Amount for fresh subscription*:<br>₹ 5,000 (plus in multiplies of ₹ 1)<br>Min. Addl. Investment:   | Benchmark: CRISIL Bala<br>Index   | nced Fund Reinvestment.<br>Other Parameter<br>Modified Duration: 4.91 years   |
| ₹ 1,000 (plus in multiplies of ₹ 1)<br>SIP: Monthly: Minimum ₹ 1,000/-   | Quarterly Average AUM: ₹886.08 Cro<br>(as on 30th September 2014)<br>Load Structure (as % of NAV) (Incl. for<br>Entry Load: Nil | Standard Deviation: 12.98%  |

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Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Dividend       |   |   |                     | NAV as on September 30, 2014: ₹ 145.85        |   |                     |       |
|--|---|---|---------------------|---|---|---------------------|-------|
| Date of Inception: Feb 10, 1995                        | NAV Per Birla Sun<br>Unit. * Life '95 Fund<br>(₹) (%) | CRISIL<br>Balanced<br>Fund<br>Index # (%) | CNX Nifty<br>## (%) | Value of Standard Investment of ₹<br>10000 in |   |                     |       |
|  |   |   |                     | Birla Sun<br>Life '95<br>Fund (₹)             | CRISIL<br>Balanced<br>Fund<br>Index # (₹) | CNX Nifty<br>## (₹) |       |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00   | 22.22                                     | N/A                 | 10.93   | 515343                                    | N/A                 | 76794 |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 104.33  | 47.26                                     | 28.89               | 38.87   | 14726                                     | 12889               | 13887 |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 107.30  | 1.77                                      | 1.87                | 0.56  | 10177                                     | 10187               | 10056 |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 100.73  | 11.82                                     | 13.72               | 15.38   | 11182                                     | 11372               | 11538 |

#### SIP Performance – Regular Plan - Dividend (assuming SIP of ₹ 5000 per month)

| Since Inception | last 5 years  | last 3 years   | last 1 year   |  |  |  |  |  |
|-----------------|---|--|---|--|--|--|--|--|
| 1180000         | 300000  | 180000   | 60000   |  |  |  |  |  |
| 14931849        | 454818  | 256104   | 72200   |  |  |  |  |  |
| 22.01           | 16.66   | 24.30  | 39.77   |  |  |  |  |  |
| NA              | 13.16   | 18.91  | 31.84   |  |  |  |  |  |
| 13.88           | 15.39   | 24.07  | 42.23   |  |  |  |  |  |
|                 | Since Inception<br>1180000<br>14931849<br>22.01<br>NA | Since Inception         Iast 5 years           1180000         300000           14931849         454818           22.01         16.66           NA         13.16 | Since Inception         last 5 years         last 3 years           1180000         300000         180000           14931849         454818         256104           22.01         16.66         24.30           NA         13.16         18.91 |  |  |  |  |  |

Date of First Installment: March 01, 1995 & Scheme Inception Date: February 10, 1995. Past Performance may or may not be sustained in future. This scheme is jointly managed with Mr. Prasad Dhonde.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

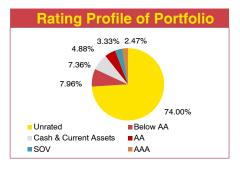
CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme benchmark returns are not available, they have not been shown. Total Schemes Co-Managed by Fund Managers is 2. Total Schemes managed by Mr. Mahesh Patil is 10. Total Schemes managed by Mr. Prasad Dhonde is 27. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



| Top Ten Portfolio Holdings |                 |            |                      |                 |        |
|----------------------------|-----------------|------------|----------------------|-----------------|--------|
| Issuer                     | % to net Assets | Rating     | Issuer               | % to net Assets | Rating |
| Hindalco Industries Ltd    | 5.63%           |            | DLF Ltd              | 2.97%           | ICRA A |
| IDBI Bank Ltd              | 4.98%           | CRISIL AA- | HDFC Bank Ltd        | 2.58%           |        |
| ICICI Bank Ltd             | 3.91%           |            | Larsen & Toubro Ltd  | 2.44%           |        |
| LIC Housing Finance Ltd    | 3.41%           |            | The Federal Bank Ltd | 2.07%           |        |
| Tata Motors Ltd            | 3.09%           |            | Government of India  | 1.76%           | SOV    |





A diversified equity fund that invests across sectors in line with S&P BSE 200 Index, with a bias for large caps but not exclusively focused on them.

| Fund Details                |                      |                          |                        |                        | As on October 31, 2014        |   |
|-----------------------------|----------------------|--------------------------|------------------------|------------------------|-------------------------------|---|
| Fund Manager:               | Mr. Mahesh Patil     | NAV of Plans / Opt       | ons (₹)                | Load Structure (as % o | f NAV) (Incl. for SIP)        | - |
| Managing Fund Since:        | November 17, 2005    | Regular Plan             |                        | Entry Load:            | Nil                           |   |
| Total Experience:           | 23 years             | Growth:                  | 152.19                 | Exit Load**:           | 1% if redeemed /switched      |   |
| Date of inception:          | August 30, 2002      | Dividend:                | 29.30                  |                        | out within 365 days from      |   |
| Nature of the scheme:       | An Open-ended Growth | Direct Plan <sup>s</sup> |                        |                        | the date of allotment. Nil if |   |
|                             | Scheme               | Growth:                  | 154.46                 |                        | redeemed /switched after      |   |
|                             |                      | Dividend:                | 34.43                  |                        | 365 days from the date of     |   |
| Application Amount for      | fresh subscription*: |                          |                        |                        | allotment                     |   |
| ₹ 5,000 (plus in multiplies | of ₹ 1)              | Benchmark:               | S&P BSE 200            |                        | **Exit Load is NIL for units  |   |
| Min. Addl. Investment:      |                      |                          |                        |                        | issued in Bonus & Dividend    |   |
| ₹1,000 (plus in multiplies  | of ₹ 1)              | Quarterly Average        | AUM: ₹ 6,396.30 Crores |                        | Reinvestment.                 |   |
|                             |                      | (as on 30th Septemb      | ber 2014)              | Other Parameter        |                               |   |
| SIP: Monthly: Minimum ₹     | 1,000/-              |                          | -                      | Standard Deviation:    | 16.73%                        |   |
| -                           |                      |                          |                        | Sharpe Ratio##:        | 0.84                          |   |
|                             |                      |                          |                        | Beta:                  | 0.92                          |   |

Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth         |   |                     |   |         | NAV as on September 30, 2014: ₹ 145.35               |                      |                     |  |
|--|---|---------------------|---|---------|--|----------------------|---------------------|--|
| Date of Inception: Aug 30, 2002                        | e of Inception: Aug 30, 2002 NAV Per Birla Sun S&P BSE Unit. * Life Frontline 200 # (%) | CNX Nifty<br>## (%) | Value of Standard Investment of ₹<br>10000 in |         |  |                      |                     |  |
|  | (₹)   | Equity Fund<br>(%)  |   | ## (76) | Birla<br>Sun Life<br>Frontline<br>Equity<br>Fund (₹) | S&P BSE<br>200 # (₹) | CNX Nifty<br>## (₹) |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00   | 24.77               | 19.49   | 18.62   | 145350   | 86096                | 78813               |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 96.90   | 50.00               | 42.50   | 38.87   | 15000  | 14250                | 13887               |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 92.18   | 5.12                | -1.11   | 0.56    | 10512  | 9889                 | 10056               |  |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 78.54   | 17.37               | 13.77   | 15.38   | 11737  | 11377                | 11538               |  |

#### SIP Performance – Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars                     | Since Inception | last 5 years | last 3 years | last 1 year |  |  |  |  |
|---------------------------------|-----------------|--------------|--------------|-------------|--|--|--|--|
| Total Amount Invested (₹)       | 730000          | 300000       | 180000       | 60000       |  |  |  |  |
| Market Value of amount Invested | 3087426         | 499093       | 281761       | 76145       |  |  |  |  |
| Scheme Returns (CAGR)           | 21.86           | 20.47        | 31.39        | 53.44       |  |  |  |  |
| S&P BSE 200 returns# (CAGR)     | 16.00           | 15.22        | 24.79        | 45.27       |  |  |  |  |
| CNX Nifty returns# (CAGR)       | 15.81           | 15.39        | 24.07        | 42.23       |  |  |  |  |

Date of First Installment: September 01, 2002 & Scheme Inception Date: August 30, 2002. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Mahesh Patil is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>sr</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| Issuer          | % to net Assets | Issuer                  | % to net Assets |
|-----------------|-----------------|-------------------------|-----------------|
| ICICI Bank Ltd  | 5.27%           | Larsen & Toubro Ltd     | 3.48%           |
| HDFC Bank Ltd   | 4.94%           | Reliance Industries Ltd | 3.03%           |
| Tata Motors Ltd | 3.82%           | HCL Technologies Ltd    | 2.71%           |
| Infosys Ltd     | 3.71%           | State Bank of India     | 2.66%           |
| ITC Ltd         | 3.67%           | Tech Mahindra Ltd       | 2.47%           |





A large cap focused fund that invests in equity and equity related securities of top 100 companies in India as measured by market capitalization.

| Fund Details  |   |  |   |   | As on October 31, 2014  |
|---|---|--|---|---|---|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme: | Mr. Mahesh Patil<br>July 29, 2010<br>23 years<br>October 24, 2005<br>An Open-ended Growth<br>Scheme | Direct Plan <sup>s</sup><br>Growth:<br>Dividend:<br>Benchmark:<br>Quarterly Average AU | 41.1183<br>23.4277<br>CNX Nifty<br>M: ₹715.52 Crores  |   | days but before 540<br>days from the date of<br>allotment: 0.50%.<br>For redemption / switch-<br>out of units after 540 days<br>from the date of<br>allotment: Nil. |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:                           | s of ₹ 1)   | (as on 30th September<br>Load Structure (as %  | 2014)<br>of NAV) (Incl. for SIP)  |   | **Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment.   |
| ₹ 1,000 (plus in multiplies SIP: Monthly: Minimum   | ,   | Entry Load:<br>Exit Load**:  | Nil<br>For redemption / switchout<br>of units within 365 days<br>from the date of           | Other Parameter<br>Standard Deviation:<br>Sharpe Ratio##: | 17.51%<br>0.85  |
| NAV of Plans / Options<br>Regular Plan<br>Growth:<br>Dividend:  | <b>(₹)</b><br>40.5718<br>18.1414  |  | allotment:1.50% of<br>applicable NAV.<br>For redemption / switch-<br>out of units after 365 | Beta:   | 1.00  |
| Note:   |   |  |   |   |   |

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance                                 |                    |                           | -                  |  |   | er 30, 2014:                |            |
|--|--------------------|---------------------------|--------------------|--|---|-----------------------------|------------|
| Date of Inception: Oct 24, 2005                        | NAV Per<br>Unit. * | Birla Sun<br>Life Top 100 | CNX Nifty<br># (%) | S&P BSE<br>SENSEX ##                     | Value of Standard Investmen<br>10000 in |                             | tment of ₹ |
|  | (₹) Fund (%)       |                           | (%)                | Birla Sun<br>Life Top<br>100 Fund<br>(₹) | CNX Nifty<br># (₹)                      | S&P BSE<br>SENSEX<br>## (₹) |            |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00              | 16.32                     | 14.39              | 14.53                                    | 38625                                   | 33258                       | 33621      |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 25.04              | 54.25                     | 38.87              | 37.41                                    | 15425                                   | 13887                       | 13741      |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 24.32              | 2.97                      | 0.56               | 3.29                                     | 10297                                   | 10056                       | 10329      |
| September 30, 2011 to                                  | 20.65              | 17.79                     | 15.38              | 14.03                                    | 11779                                   | 11538                       | 11403      |

#### CID Deufeume A 7 E000

| Sir Performance – negular Plan - Growth (assuming Sir Or ( 5000 per month) |  |   |  |  |  |  |  |
|--|--|---|--|--|--|--|--|
| Since Inception  | last 5 years   | last 3 years  | last 1 year  |  |  |  |  |
| 545000   | 300000   | 180000  | 60000  |  |  |  |  |
| 1192922  | 512936   | 287107  | 77040  |  |  |  |  |
| 16.59  | 21.60  | 32.81   | 56.59  |  |  |  |  |
| 12.65  | 15.39  | 24.07   | 42.23  |  |  |  |  |
| 12.67  | 15.61  | 24.58   | 41.85  |  |  |  |  |
|  | Since Inception<br>545000<br>1192922<br>16.59<br>12.65 | Since Inception         last 5 years           545000         300000           1192922         512936           16.59         21.60           12.65         15.39 | Since Inception         last 5 years         last 3 years           545000         300000         180000           1192922         512936         287107           16.59         21.60         32.81           12.65         15.39         24.07 |  |  |  |  |

Date of First Installment: November 01, 2005 & Scheme Inception Date: October 24, 2005. Past Performance may or may not be sustained in future.

# Scheme Benchmark ## Additional Benchmark \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Mahesh Patil is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>\$</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return).Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### **Top Ten Portfolio Holdings**

September 28, 2012 (Absolute)

| Issuer              | % to net Assets | Issuer                  | % to net Assets |
|---------------------|-----------------|-------------------------|-----------------|
| ICICI Bank Ltd      | 5.22%           | LIC Housing Finance Ltd | 2.73%           |
| HDFC Bank Ltd       | 4.63%           | Bharti Airtel Ltd       | 2.61%           |
| Tata Motors Ltd     | 3.60%           | Larsen & Toubro Ltd     | 2.58%           |
| Infosys Ltd         | 3.34%           | Bajaj Auto Ltd          | 2.39%           |
| State Bank of India | 3.10%           | Reliance Industries Ltd | 2.33%           |
|                     |                 |                         |                 |





A Diversified Equity Fund that looks for opportunities without any sectoral or market cap bias with the aim to give you long term growth of capital.

| Eu | ind | D | eta | ils |
|----|-----|---|-----|-----|
|    |     |   |     |     |

As on October 31, 2014

| i una Detans                |                      |                           |                             |                     |                              |
|-----------------------------|----------------------|---------------------------|-----------------------------|---------------------|------------------------------|
| Fund Manager:               | Mr. Anil Shah        | Direct Plan <sup>s</sup>  |                             |                     | from the date of allotment:  |
| Managing Fund Since:        | October 03, 2012     | Growth:                   | 451.29                      |                     | 1.00%. For redemption /      |
| Total Experience:           | 25 years             | Dividend:                 | 97.38                       |                     | switch-out of units after    |
| Date of inception:          | August 27, 1998      |                           |                             |                     | 540 days from the date of    |
| Nature of the scheme:       | An Open-ended Growth | Benchmark:                | S&P BSE 200                 |                     | allotment: Nil.              |
|                             | Scheme               |                           |                             |                     | **Exit Load is NIL for units |
|                             |                      | Quarterly Average AUM:    | ₹ 1,174.12 Crores           |                     | issued in Bonus & Dividend   |
| Application Amount for      |                      | (as on 30th September 20  | 14)                         |                     | Reinvestment.                |
| ₹ 5,000 (plus in multiplies | s of ₹ 1)            |                           |                             |                     |                              |
| Min. Addl. Investment:      |                      | Load Structure (as % of I | NAV) (Incl. for SIP)        | Other Parameter     |                              |
| ₹ 1,000 (plus in multiplies | s of ₹ 1)            | Entry Load:               | Nil                         | Standard Deviation: | 19.15%                       |
|                             |                      | Exit Load**:              | For redemption / switch-out | Sharpe Ratio##:     | 0.79                         |
| SIP: Monthly: Minimum       | ₹ 1,000/-            |                           | of units within 365 days    | Beta:               | 1.02                         |
|                             |                      |                           | from the date of            |                     |                              |
| NAV of Plans / Options      | (₹)                  |                           | allotment: 1.50% of         |                     |                              |
| Regular Plan                |                      |                           | applicable NAV.             |                     |                              |
| Growth:                     | 445.25               |                           | For redemption / switch-    |                     |                              |
| Dividend:                   | 90.91                |                           | out of units after 365      |                     |                              |
|                             |                      |                           | days but within 540 days    |                     |                              |

Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Date of Inception: Aug 27,1998                         | NAV Per<br>Unit. * | Birla Sun<br>Life Equity | S&P BSE<br>200 # (%) | CNX Nifty<br>## (%) | Value of S                           | Standard Inves<br>10000 in | tment of ₹          |
|--|--------------------|--------------------------|----------------------|---------------------|--------------------------------------|----------------------------|---------------------|
|  | (₹) Fund (%)       |                          |                      |                     | Birla Sun<br>Life Equity<br>Fund (₹) | S&P BSE<br>200 # (₹)       | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00              | 26.24                    | 15.70                | 14.68               | 426190                               | 104695                     | 90772               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 253.95             | 67.82                    | 42.50                | 38.87               | 16782                                | 14250                      | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 258.96             | -1.93                    | -1.11                | 0.56                | 9807                                 | 9889                       | 10056               |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 225.85             | 14.66                    | 13.77                | 15.38               | 11466                                | 11377                      | 11538               |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| · · · · · · · · · · · · · · · · · · · | -                                   | •  |  |
|---------------------------------------|-------------------------------------|--|--|
| Since Inception                       | last 5 years                        | last 3 years   | last 1 year  |
| 975000                                | 300000                              | 180000   | 60000  |
| 8180031                               | 507609                              | 298250   | 79431  |
| 23.02                                 | 21.17                               | 35.72  | 65.10  |
| 16.10                                 | 15.22                               | 24.79  | 45.27  |
| 15.23                                 | 15.39                               | 24.07  | 42.23  |
|                                       | 975000<br>8180031<br>23.02<br>16.10 | 975000         300000           8180031         507609           23.02         21.17           16.10         15.22 | 975000         300000         180000           8180031         507609         298250           23.02         21.17         35.72           16.10         15.22         24.79 |

Date of First Installment: September 01, 1998 & Scheme Inception Date: August 27, 1998. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Anil Shah is 5. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above. For SIP calculations above, the data assumes the

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| Top Ten Portfolio Holding | S |
|---------------------------|---|
|---------------------------|---|

| Issuer                  | % to net Assets | Issuer             | % to net Assets |
|-------------------------|-----------------|--------------------|-----------------|
| HDFC Bank Ltd           | 6.88%           | Wipro Ltd          | 3.64%           |
| HCL Technologies Ltd    | 5.29%           | Tata Chemicals Ltd | 3.35%           |
| ICICI Bank Ltd          | 4.18%           | United Spirits Ltd | 2.78%           |
| Maruti Suzuki India Ltd | 4.16%           | Lupin Ltd          | 2.70%           |
| Tech Mahindra Ltd       | 4.13%           | IDFC Ltd.          | 2.39%           |





An Open ended Equity fund that invests in a Diversified portfolio of equity and equity related securities

| Fund Details   |  |  |  |  | As on October 31, 2014  |
|--|--|--|--|--|---|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:      | Mr. Mahesh Patil<br>October 03, 2012<br>23 years<br>October 10, 2006<br>An Open Ended Diversified<br>Equity Scheme | Direct Plan <sup>s</sup><br>Growth:<br>Dividend:<br>Benchmark:                                 | 24.85<br>22.97<br>S&P BSE 200  |  | within 540 days from the date of<br>allotment: 0.50%.<br>For redemption / switch-out of<br>units after 540 days from the<br>date of allotment: Nil. |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies | fresh subscription*:<br>of ₹ 1)  | Quarterly Average AUM:<br>(as on 30th September 20<br>Load Structure (as % of I<br>Entry Load: | 14)<br><b>NAV) (Incl. for SIP)</b><br>Nil  | Other Parameter<br>Standard Deviation:<br>Sharpe Ratio##:<br>Beta: | 17.32%<br>0.80<br>1.05  |
| SIP: Monthly: Minimum ₹  | , .  | Exit Load:   | For redemption / switchout of<br>units within 365 days from the<br>date of allotment: 1.50% of |  |   |
| NAV of Plans / Options (<br>Regular Plan<br>Growth:  | 24.52  |  | applicable NAV.<br>For redemption / switch-<br>out of units after 365 days but                 |  |   |
| Dividend:<br>Note:   | 20.59  |  |  | <u>i</u>   |   |

Standard Deviation & Sharpe Ratio are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth         |                    |                               | h     | NAV as on September 30, 2014: ₹ 23.37 |   |                      |                     |
|--|--------------------|-------------------------------|-------|---------------------------------------|---|----------------------|---------------------|
| Date of Inception: Oct 10, 2006                        | NAV Per<br>Unit. * |                               |       | CNX Nifty<br>## (%)                   | Value of Standard Investment of ₹<br>10000 in           |                      |                     |
|  | (₹)                | Term<br>Advantage<br>Fund (%) |       | (.6)                                  | Birla Sun<br>Life Long<br>Term<br>Advantage<br>Fund (₹) | S&P BSE<br>200 # (₹) | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00              | 11.23                         | 10.20 | 10.58                                 | 23370   | 21703                | 22304               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 14.81              | 57.80                         | 42.50 | 38.87                                 | 15780   | 14250                | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 14.36              | 3.13                          | -1.11 | 0.56                                  | 10313   | 9889                 | 10056               |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 12.86              | 11.66                         | 13.77 | 15.38                                 | 11166   | 11377                | 11538               |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| · · · · · · · · · · · · · · · · · · · |                 |              |              |             |
|---------------------------------------|-----------------|--------------|--------------|-------------|
| Particulars                           | Since Inception | last 5 years | last 3 years | last 1 year |
| Total Amount Invested (₹)             | 485000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested       | 966880          | 507189       | 290503       | 78515       |
| Scheme Returns (CAGR)                 | 16.59           | 21.13        | 33.71        | 61.83       |
| S&P BSE 200 returns# (CAGR)           | 12.62           | 15.22        | 24.79        | 45.27       |
| CNX Nifty returns## (CAGR)            | 12.64           | 15.39        | 24.07        | 42.23       |
|                                       |                 |              |              |             |

Date of First Installment: November 01, 2006 & Scheme Inception Date: October 10, 2006. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Mahesh Patil is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| Issuer            | % to net Assets | Issuer               | % to net Assets |
|-------------------|-----------------|----------------------|-----------------|
| HDFC Bank Ltd     | 4.43%           | Tata Motors Ltd      | 2.52%           |
| Tech Mahindra Ltd | 4.20%           | HCL Technologies Ltd | 2.36%           |
| ICICI Bank Ltd    | 3.70%           | Indraprastha Gas Ltd | 2.24%           |
| ITC Ltd           | 3.27%           | The Federal Bank Ltd | 2.22%           |
| Infosys Ltd       | 2.62%           | Yes Bank Ltd         | 2.20%           |





The fund that invests in securities of multinational companies in order to achieve long-term growth of capital with relatively moderate levels of risk.

| Fund Details  |   |   |  |  | As on October 31, 2014  |
|---|---|---|--|--|---|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme: | Mr. Ajay Garg<br>June 18, 2009<br>21 years<br>December 27, 1999<br>An Open-ended Growth<br>Scheme | NAV of Plans / Opti<br>Regular Plan<br>Growth:<br>Dividend:<br>Direct Plan <sup>s</sup><br>Growth:<br>Dividend: | ions (₹)<br>430.84<br>127.11<br>435.53<br>147.69 | Exit Load**:                           | 1% if redeemed /switched<br>out within 365 days from<br>the date of allotment.Nil if<br>redeemed /switched after<br>365 days from the date of<br>allotment.<br>**Exit Load is NIL for units |
| Application Amount for t<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:                         |   | Benchmark:  | CNX MNC  |  | issued in Bonus & Dividend<br>Reinvestment.   |
| ₹1,000 (plus in multiplies  | ,   | Quarterly Average<br>(as on 30th Septemb  | AUM: ₹676.17 Crores<br>ber 2014)                 | Other Parameter<br>Standard Deviation: | 17.54%  |
| SIP: Monthly: Minimum ₹   | 1,000/-   | Load Structure (as<br>Entry Load:   | % of NAV) (Incl. for SIP)<br>Nil                 | Sharpe Ratio##:<br>Beta:               | 1.06<br>0.80  |

Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance                                 | NAV as c | on Septemb | <b>ber 30, 201</b> 4 | 4: ₹ 424.83 |                                   |                  |                     |
|--|----------|------------|----------------------|-------------|-----------------------------------|------------------|---------------------|
| Date of Inception: Dec 27, 1999                        |          |            |                      |             | Standard Inves<br>10000 in        | tment of ₹       |                     |
|  | (₹)      | Fund (%)   |                      |             | Birla Sun<br>Life MNC<br>Fund (₹) | CNX MNC<br># (₹) | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 36.11    | 18.16      | 11.31                | 12.32       | 117649                            | 48688            | 55616               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 256.67   | 65.52      | 48.15                | 38.87       | 16552                             | 14815            | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 249.83   | 2.74       | 0.61                 | 0.56        | 10274                             | 10061            | 10056               |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 208.61   | 19.76      | 22.67                | 15.38       | 11976                             | 12267            | 11538               |

| SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month) | SIP Performance - Requ | ular Plan - Growth | (assuming SIP | of ₹ 5000 | per month) |  |
|--|------------------------|--------------------|---------------|-----------|------------|--|
|--|------------------------|--------------------|---------------|-----------|------------|--|

|                                 | •               | -            | •            |             |
|---------------------------------|-----------------|--------------|--------------|-------------|
| Particulars                     | Since Inception | last 5 years | last 3 years | last 1 year |
| Total Amount Invested (₹)       | 895000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested | 5821606         | 567775       | 300168       | 80776       |
| Scheme Returns (CAGR)           | 22.43           | 25.82        | 36.22        | 69.94       |
| CNX MNC returns# (CAGR)         | 15.90           | 19.54        | 28.45        | 56.79       |
| CNX Nifty returns## (CAGR)      | 15.52           | 15.39        | 24.07        | 42.23       |
|                                 |                 |              |              |             |

Date of First Installment: January 01, 2000 & Scheme Inception Date: December 27, 1999. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Ajay Garg is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| Top | Ten l | Portfol | io Ho | Idinas |
|-----|-------|---------|-------|--------|
|     |       |         |       |        |

| Issuer                         | % to net Assets | Issuer                              | % to net Assets |
|--------------------------------|-----------------|-------------------------------------|-----------------|
| ING Vysya Bank Ltd             | 8.77%           | Bosch Ltd                           | 5.04%           |
| Bayer CropScience Ltd          | 8.32%           | Glaxosmithkline Pharmaceuticals Ltd | 4.37%           |
| Honeywell Automation India Ltd | 7.79%           | CRISIL Ltd                          | 4.30%           |
| ICRA Ltd                       | 6.94%           | Wyeth Ltd                           | 4.16%           |
| Maruti Suzuki India Ltd        | 5.21%           | Sterling Holiday Resorts India Ltd  | 3.98%           |





### **Birla Sun Life Dividend Yield Plus**

#### What is it?

A fund that invests in high dividend paying companies across market cap which typically have steady cash flow generation.

| Fund Manager: Mr. Naysar Shah & NAV of Plans / Opti   | ions (₹)                         | Exit Load**:                           |  |
|---|----------------------------------|--|--|
|   |                                  | EXILLOAD                               | 1% if redeemed /switched                                   |
| Mr. Vineet Maloo Regular Plan   |                                  |  | out within 365 days from                                   |
| Managing Fund Since: January 16, 2014 Growth:   | 135.22                           |  | the date of allotment. Nil if                              |
| Total Experience: 14 years & 10 years Dividend:   | 16.57                            |  | redeemed /switched after                                   |
| Date of inception: February 26, 2003 Direct Plan <sup>s</sup>                                 |                                  |  | 365 days from the date of                                  |
| Nature of the scheme: An Open-ended Growth Growth:  | 136.99                           |  | allotment.   |
| Scheme Dividend:  | 19.71                            |  | **Exit Load is NIL for units<br>issued in Bonus & Dividend |
| Application Amount for fresh subscription*: Benchmark:<br>₹ 5,000 (plus in multiplies of ₹ 1) | CNX 500                          |  | Reinvestment.  |
|   | AUM: ₹1,120.76 Crores            | Other Parameter                        |  |
| ₹ 1,000 (plus in multiplies of ₹ 1) (as on 30th September 1)                                  |                                  | Standard Deviation:<br>Sharpe Ratio##: | 17.80%<br>0.53   |
| SIP: Monthly: Minimum ₹ 1,000/- Load Structure (as Entry Load:                                | % of NAV) (Incl. for SIP)<br>Nil | Beta:                                  | 0.91   |

Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth         |  |       |  |   | on Septemb          | oer 30, 2014 | <mark>l: ₹ 128.98</mark> |
|--|--|-------|--|---|---------------------|--------------|--------------------------|
| Date of Inception: Feb 26, 2003                        | Feb 26, 2003NAV Per<br>Unit.*<br>(₹)Birla Sun<br>Life Dividend<br>Yield Plus<br>(%)CNX 500<br># (%)CNX Nifty<br>## (%) |       | CNX Nifty  | Value of Standard Investment of ₹<br>10000 in |                     |              |                          |
|  |  |       | Birla<br>Sun Life<br>Dividend<br>Yield Plus<br>(₹) | CNX 500<br># (₹)                              | CNX Nifty<br>## (₹) |              |                          |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00  | 24.66 | 20.29  | 19.09   | 128980              | 85213        | 75881                    |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 81.01  | 59.21 | 46.08  | 38.87   | 15921               | 14608        | 13887                    |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 89.26  | -9.24 | -2.49  | 0.56  | 9076                | 9751         | 10056                    |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 80.88  | 10.36 | 13.22  | 15.38   | 11036               | 11322        | 11538                    |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

|                                 |                 |              | · · · · · · · · · · · · · · · · · · · |             |
|---------------------------------|-----------------|--------------|---------------------------------------|-------------|
| Particulars                     | Since Inception | last 5 years | last 3 years                          | last 1 year |
| Total Amount Invested (₹)       | 705000          | 300000       | 180000                                | 60000       |
| Market Value of amount Invested | 2413806         | 475682       | 271723                                | 79232       |
| Scheme Returns (CAGR)           | 19.50           | 18.50        | 28.67                                 | 64.38       |
| CNX 500 returns# (CAGR)         | 15.22           | 15.56        | 25.62                                 | 47.66       |
| CNX Nifty returns## (CAGR)      | 15.33           | 15.39        | 24.07                                 | 42.23       |

Date of First Installment: March 01, 2003 & Scheme Inception Date: February 26, 2003. Past Performance may or may not be sustained in future. This scheme is jointly managed with Mr. Naysar Shah.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns.

and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 1. Total Schemes managed by Mr. Naysar Shah is 4. Total Schemes managed by Mr. Vineet Maloo is 15. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| lssuer                        | % to net Assets | Issuer                           | % to net Assets |
|-------------------------------|-----------------|----------------------------------|-----------------|
| ICICI Bank Ltd                | 9.10%           | The Federal Bank Ltd             | 3.25%           |
| Infosys Ltd                   | 7.31%           | Sundaram Finance Ltd             | 2.94%           |
| Tata Consultancy Services Ltd | 4.59%           | Tata Motors Ltd                  | 2.92%           |
| Axis Bank Ltd                 | 4.04%           | ITC Ltd                          | 2.86%           |
| Cummins India Ltd             | 3.51%           | Bharat Petroleum Corporation Ltd | 2.78%           |
|                               |                 |                                  |                 |





A fund that provides an opportunity to invest in midsized companies which can be potential leaders of tomorrow.

#### Fund Details

As on October 31, 2014

| Fullu Detalls   |   |  |   |  |  |
|---|---|--|---|--|--|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:         | Mr. Hitesh Zaveri<br>January 16, 2014<br>20 years<br>October 03, 2002<br>An Open-ended Growth<br>Scheme | Direct Plan <sup>s</sup><br>Growth:<br>Dividend:<br>Benchmark:   | 187.00<br>35.12<br>CNX Midcap   |  | but within 540 days<br>from the date of<br>allotment:1.00%. For<br>redemption<br>/switch-out of units after<br>540 days from the date of |
| Application Amount for ti<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies | of₹1)   | Quarterly Average AUM:<br>(as on 30th September 201<br>Load Structure (as % of f<br>Entry Load:<br>Exit Load*: | 4)  | Other Parameter<br>Standard Deviation: | allotment:Nil.<br>**Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment.<br>19.52%                                  |
| SIP: Monthly: Minimum ₹<br>NAV of Plans / Options (<br>Regular Plan<br>Growth:<br>Dividend:                       | , .   |  | within 365 days from the<br>date of allotment:1.50%<br>of applicable NAV.For<br>redemption /switch-out of<br>units after 365 days | Sharpe Ratio##:<br>Beta:               | 0.72<br>0.78   |
| Note:   |   |  |   |  |  |

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth         |  |                 |                     | NAV as on September 30, 2014: ₹ 174.34        |   |                        |                     |
|--|--|-----------------|---------------------|---|---|------------------------|---------------------|
| Date of Inception: Oct 03, 2002                        | NAV Per Birla Sun<br>Unit. * Life Midcap | CNX<br>Midcap # | CNX Nifty<br>## (%) | Value of Standard Investment of ₹<br>10000 in |   |                        |                     |
|  | (₹)                                      |                 | (%)                 |   | Birla<br>Sun Life<br>Midcap<br>Fund (₹) | CNX<br>Midcap<br># (₹) | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00                                    | 26.90           | 23.58               | 19.41   | 174340                                  | 126917                 | 83999               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 100.47                                   | 73.52           | 63.17               | 38.87   | 17352                                   | 16317                  | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 111.56                                   | -9.94           | -10.75              | 0.56  | 9006                                    | 8925                   | 10056               |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 98.32                                    | 13.47           | 10.52               | 15.38   | 11347                                   | 11052                  | 11538               |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars   | Since Inception | last 5 years | last 3 years | last 1 year |  |  |
|---|-----------------|--------------|--------------|-------------|--|--|
| Total Amount Invested (₹)   | 725000          | 300000       | 180000       | 60000       |  |  |
| Market Value of amount Invested   | 3110727         | 503340       | 296227       | 82635       |  |  |
| Scheme Returns (CAGR)   | 22.24           | 20.82        | 35.20        | 76.69       |  |  |
| CNX Midcap returns# (CAGR)  | 17.82           | 16.28        | 28.52        | 62.90       |  |  |
| CNX Nifty returns## (CAGR)  | 15.73           | 15.39        | 24.07        | 42.23       |  |  |
| Date of First Installment: November 01, 2002 & Scheme Inception Date: October 03, 2002. Past Performance may or may not be sustained in future. |                 |              |              |             |  |  |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Hitesh Zaveri is 4. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### Top Ten Portfolio Holdings

| lssuer  | % to net Assets | Issuer                                      | % to net Assets |
|---|-----------------|---|-----------------|
| Yes Bank Ltd                                    | 5.38%           | Sadbhav Engineering Ltd                     | 3.41%           |
| The Federal Bank Ltd                            | 4.35%           | Karur Vysya Bank Ltd                        | 3.22%           |
| Indusind Bank Ltd                               | 4.17%           | Bank of Baroda                              | 3.20%           |
| Solar Industries India Ltd                      | 3.88%           | KPIT Technologies Limited                   | 2.96%           |
| The India Cements Ltd                           | 3.45%           | MRF Ltd                                     | 2.95%           |
| Indusind Bank Ltd<br>Solar Industries India Ltd | 4.17%<br>3.88%  | Bank of Baroda<br>KPIT Technologies Limited | 3.20<br>2.96    |





An Equity fund that aims to generate growth and capital appreciation by investing predominantly in equity and equity related securities of companies considered to be small and mid cap.

| Fund Details   |                          |   |                                  |  | As on October 31, 2014   |
|--|--------------------------|---|----------------------------------|--|--|
| Fund Manager:<br>Managing Fund Sin<br>Total Experience:<br>Date of inception:<br>Nature of the schen | 20 years<br>May 31, 2007 | NAV of Plans / Opti<br>Regular Plan<br>Growth:<br>Dividend:<br>Direct Plan <sup>s</sup> | ons (₹)<br>21.1224<br>18.2050    | Exit Load**:                           | 1% if redeemed /switched<br>out within 365 days from<br>the date of allotment. Nil if<br>redeemed /switched after<br>365 days from the date of |
|  | Mid Cap Equity Scheme    | Growth:<br>Dividend:  | 21.4428<br>20.7768               |  | allotment.<br>**Exit Load is NIL for units   |
| Application Amoun<br>₹ 5,000 (plus in multi<br>Min. Addl. Investme                                   | ,                        | Benchmark:  | CNX Midcap                       | Other Parameter                        | issued in Bonus & Dividend<br>Reinvestment.  |
| ₹ 1,000 (plus in multi   | plies of ₹ 1)            | Quarterly Average (as on 30th Septemb   | AUM: ₹126.29 Crores<br>ver 2014) | Standard Deviation:<br>Sharpe Ratio##: | 19.02%<br>0.73   |
| SIP: Monthly: Minim  | um ₹ 1,000/-             | Load Structure (as<br>Entry Load:   | % of NAV) (Incl. for SIP)<br>Nil | Beta:                                  | 0.75   |

Note:

Standard Deviation & Sharpe Ratio are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance                                 | NAV as on September 30, 2014: ₹ 20.5725   |                    |                     |   |   |                        |                     |
|--|---|--------------------|---------------------|---|---|------------------------|---------------------|
| Date of Inception: May 31, 2007                        | NAV Per Birla Sun<br>Unit. * Life Small & | CNX<br>Midcap #    | CNX Nifty<br>## (%) | Value of Standard Investment of ₹<br>10000 in |   |                        |                     |
|  | (₹)                                       | Midcap Fund<br>(%) | (%)                 |   | Birla Sun<br>Life Small<br>& Midcap<br>Fund (₹) | CNX<br>Midcap<br># (₹) | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00                                     | 10.33              | 10.08               | 8.78  | 20573   | 20230                  | 18541               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 11.61                                     | 77.23              | 63.17               | 38.87   | 17723   | 16317                  | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 12.38                                     | -6.20              | -10.75              | 0.56  | 9380  | 8925                   | 10056               |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 11.42                                     | 8.37               | 10.52               | 15.38   | 10837   | 11052                  | 11538               |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars                           | Since Inception | last 5 years       | last 3 years               | last 1 year |
|---------------------------------------|-----------------|--------------------|----------------------------|-------------|
| Total Amount Invested (₹)             | 450000          | 300000             | 180000                     | 60000       |
| Market Value of amount Invested       | 919333          | 513431             | 297912                     | 81112       |
| Scheme Returns (CAGR)                 | 18.62           | 21.64              | 35.64                      | 71.15       |
| CNX Midcap returns# (CAGR)            | 14.62           | 16.28              | 28.52                      | 62.90       |
| CNX Nifty returns## (CAGR)            | 13.10           | 15.39              | 24.07                      | 42.23       |
| Data of Einst Installes anti-lines Of | 0007 0 0        | Datas Mars 01, 000 | 7. Do at Da famo a sa a sa |             |

Date of First Installment: June 01, 2007 & Scheme Inception Date: May 31, 2007. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Hitesh Zaveri is 4. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

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# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| Issuer                    | % to net Assets | Issuer                    | % to net Assets |
|---------------------------|-----------------|---------------------------|-----------------|
| Yes Bank Ltd              | 4.33%           | The Federal Bank Ltd      | 3.14%           |
| ING Vysya Bank Ltd        | 4.01%           | The India Cements Ltd     | 2.96%           |
| MRF Ltd                   | 3.32%           | Firstsource Solutions Ltd | 2.70%           |
| VA Tech Wabag Ltd         | 3.31%           | Bajaj Finance Ltd         | 2.48%           |
| Balkrishna Industries Ltd | 3.27%           | City Union Bank Ltd       | 2.46%           |





A Diversified Equity Fund that aims to achieve long-term growth of capital, at relatively moderate levels of risk through a research-based investment approach.

#### As on October 31, 2014 **Fund Details** Fund Manager: Mr. Satyabrata Mohanty Direct Plan<sup>s</sup> out of units after 365 Managing Fund Since: October 17, 2011 Growth 259.81 days from the date of allotment: Nil. **Total Experience:** 15 years Dividend: 94.30 \*\*Exit Load is NIL for units Date of inception: February 24, 1995 Nature of the scheme: An Open-ended Growth Benchmark: **S&P BSE 200** issued in Bonus & Scheme Dividend Reinvestment. Quarterly Average AUM: ₹ 442.57 Crores Other Parameter Application Amount for fresh subscription\*: (as on 30th September 2014) Standard Deviation: 19.54% ₹ 5,000 (plus in multiplies of ₹ 1) Sharpe Ratio##: 0.68 Beta: 1.13 Min. Addl. Investment: Load Structure (as % of NAV) (Incl. for SIP) ₹ 1,000 (plus in multiplies of ₹ 1) Entry Load: Nil Exit Load\*\*: For redemption / switch-SIP: Monthly: Minimum ₹ 1,000/out of units within 365 days from the date NAV of Plans / Options (₹) of allotment: 1.00% of applicable NAV. **Regular Plan** 257.65 Growth: For redemption / switch-Dividend 93.50 Note:

Standard Deviation & Sharpe Ratio are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth         |                                   |                       |                     |   | NAV as on September 30, 2014: ₹ 246.02     |                      |                     |  |
|--|-----------------------------------|-----------------------|---------------------|---|--|----------------------|---------------------|--|
| Date of Inception: Feb 24, 1995                        | NAV Per Birla<br>Unit. * Sun Life | S&P BSE<br>200 # (%)  | CNX Nifty<br>## (%) | Value of Standard Investment of ₹<br>10000 in |  |                      |                     |  |
|  | (₹)                               | Advantage<br>Fund (%) | 200 # (/8)          |   | Birla<br>Sun Life<br>Advantage<br>Fund (₹) | S&P BSE<br>200 # (₹) | CNX Nifty<br>## (₹) |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00                             | 17.74                 | 11.54               | 11.04   | 246020                                     | 85160                | 77945               |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 148.19                            | 66.02                 | 42.50               | 38.87   | 16602                                      | 14250                | 13887               |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 151.18                            | -1.98                 | -1.11               | 0.56  | 9802                                       | 9889                 | 10056               |  |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 137.27                            | 10.13                 | 13.77               | 15.38   | 11013                                      | 11377                | 11538               |  |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Since Inception | last 5 years                          | last 3 years   | last 1 year  |
|-----------------|---------------------------------------|--|--|
| 1185000         | 300000                                | 180000   | 60000  |
| 11073363        | 494188                                | 293104   | 79313  |
| 19.47           | 20.06                                 | 34.39  | 64.68  |
| 14.73           | 15.22                                 | 24.79  | 45.27  |
| 13.84           | 15.39                                 | 24.07  | 42.23  |
|                 | 1185000<br>11073363<br>19.47<br>14.73 | 1185000         300000           11073363         494188           19.47         20.06           14.73         15.22 | 1185000         300000         180000           11073363         494188         293104           19.47         20.06         34.39           14.73         15.22         24.79 |

Date of First Installment: March 01, 1995 & Scheme Inception Date: February 24, 1995. Past Performance may or may not be sustained in future.

# Scheme Benchmark ## Additional Benchmark \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Satyabrata Mohanty is 16. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

"Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on

start of period considered above. For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return).Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### **Top Ten Portfolio Holdings**

| lssuer               | % to net Assets | Issuer                  | % to net Assets |
|----------------------|-----------------|-------------------------|-----------------|
| Yes Bank Ltd         | 5.65%           | Maruti Suzuki India Ltd | 3.26%           |
| HDFC Bank Ltd        | 5.51%           | ICICI Bank Ltd          | 3.15%           |
| Eicher Motors Ltd    | 5.20%           | Lupin Ltd               | 2.94%           |
| The Federal Bank Ltd | 4.03%           | Axis Bank Ltd           | 2.88%           |
| HCL Technologies Ltd | 3.39%           | Natco Pharma Ltd        | 2.83%           |





A Fund that strives to benefit from the rising consumption pattern in India, fuelled by high disposable incomes of the young generation (Generation Next).

| Fund Details  |  |  |   |  | As on October 31, 2014   |
|---|--|--|---|--|--|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme: | Mr. Anil Shah<br>September 23, 2013<br>25 years<br>August 05, 2005<br>An Open-ended Growth<br>Scheme | NAV of Plans / Optic<br>Regular Plan<br>Growth:<br>Dividend:<br>Direct Plan <sup>s</sup> | 46.62<br>20.59                          | Exit Load**:                           | 1% if redeemed /switched<br>out within 365 days from<br>the date of allotment. Nil if<br>redeemed /switched after<br>365 days from the date of |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:                           | fresh subscription*:   | Growth:<br>Dividend:<br>Benchmark:   | 47.34<br>22.42<br>CNX Nifty             |  | allotment.<br>**Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment.  |
| ₹ 1,000 (plus in multiplies   | ,  | Quarterly Average A<br>(as on 30th Septemb   | <b>\UM:</b> ₹ 200.99 Crores<br>er 2014) | Other Parameter<br>Standard Deviation: | 16.23%   |
| SIP. Monuny. Minimum (  | 1,000/-  | Load Structure (as 9<br>Entry Load:  | % of NAV) (Incl. for SIP)<br>Nil        | Sharpe Ratio##:<br>Beta:               | 0.94<br>0.84   |
| Note:   |  | ·····  |   | i                                      |  |

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth         |   |                     |                    | NAV as on September 30, 2014: ₹ 44.16 |  |                    |                             |
|--|---|---------------------|--------------------|---------------------------------------|--|--------------------|-----------------------------|
| Date of Inception: Aug 05, 2005                        | NAV Per Birla Sun<br>Unit. * Life India |                     | CNX Nifty<br># (%) | S&P BSE<br>SENSEX ##                  | Value of Standard Investment of ₹<br>10000 in  |                    |                             |
|  | (₹)                                     | GenNext<br>Fund (%) |                    | (%)                                   | Birla Sun<br>Life India<br>GenNext<br>Fund (₹) | CNX Nifty<br># (₹) | S&P BSE<br>SENSEX<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00                                   | 17.61               | 14.20              | 14.42                                 | 44160  | 33732              | 34344                       |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 30.79                                   | 43.42               | 38.87              | 37.41                                 | 14342  | 13887              | 13741                       |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 28.69                                   | 7.32                | 0.56               | 3.29                                  | 10732  | 10056              | 10329                       |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 23.51                                   | 22.03               | 15.38              | 14.03                                 | 12203  | 11538              | 11403                       |

| Particulars                     | Since Inception | last 5 years | last 3 years | last 1 year |
|---------------------------------|-----------------|--------------|--------------|-------------|
| Total Amount Invested (₹)       | 555000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested | 1344562         | 527447       | 280258       | 77163       |
| Scheme Returns (CAGR)           | 18.34           | 22.75        | 30.99        | 57.03       |
| CNX Nifty returns# (CAGR)       | 12.72           | 15.39        | 24.07        | 42.23       |
| S&P BSE SENSEX returns## (CAGR) | 12.75           | 15.61        | 24.58        | 41.85       |

Date of First Installment: September 01, 2005 & Scheme Inception Date: August 05, 2005. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Anil Shah is 5. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers..

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### **Top Ten Portfolio Holdings**

| Issuer                            | % to net Assets | Issuer                   | % to net Assets |
|-----------------------------------|-----------------|--------------------------|-----------------|
| ICICI Bank Ltd                    | 5.58%           | Emami Ltd                | 3.89%           |
| Zee Entertainment Enterprises Ltd | 5.53%           | Indusind Bank Ltd        | 3.79%           |
| Eicher Motors Ltd                 | 4.67%           | Britannia Industries Ltd | 3.22%           |
| Maruti Suzuki India Ltd           | 4.58%           | The Federal Bank Ltd     | 3.14%           |
| HDFC Bank Ltd                     | 4.17%           | Lupin Ltd                | 3.13%           |





An equity fund aiming to capitalize on the growth opportunities provided by companies that are driven by India's large population and consumption patterns.

| Fund Details  |   |   |   |  | As on October 31, 2014   |
|---|---|---|---|--|--|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme: | Mr. Ajay Garg<br>September 12, 2007<br>21 years<br>January 15, 2000<br>An Open-ended Growth<br>Scheme | NAV of Plans / Option<br>Regular Plan<br>Growth:<br>Dividend:<br>Direct Plan <sup>s</sup><br>Growth:<br>Dividend: | ons (₹)<br>77.07<br>33.81<br>77.84<br>34.16 | Exit Load**:                           | For redemption / switch-out<br>of units within 365 days<br>from the date of allotment:<br>1.00% of applicable NAV.<br>For redemption / switch-out<br>of units after 365 days from<br>the date of allotment: Nil. |
| Application Amount for  | fresh subscription*:  | Dividend.   | 01110                                       |  | **Exit Load is NIL for units   |
| ₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:   | of₹1)   | Benchmark:  | S&P BSE 200                                 |  | issued in Bonus & Dividend<br>Reinvestment.  |
| ₹ 1,000 (plus in multiplies   | of₹1)   | Quarterly Average A   | NUM: ₹43.97 Crores<br>er 2014)              | Other Parameter<br>Standard Deviation: | 18.06%   |
| SIP: Monthly: Minimum ₹   | 1,000/-   | `   | % of NAV) (Incl. for SIP)<br>Nil            | Sharpe Ratio##:<br>Beta:               | 0.89<br>0.90   |

Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance                                 | NAV as on September 30, 2014: ₹ 75.24 |                      |                     |   |  |                      |                     |
|--|---------------------------------------|----------------------|---------------------|---|--|----------------------|---------------------|
| Date of Inception: Jan 15, 2000                        | NAV Per Birla Sun<br>Unit. * Life Buy | S&P BSE<br>200 # (%) | CNX Nifty<br>## (%) | Value of Standard Investment of ₹<br>10000 in |  |                      |                     |
|  | (₹)                                   | India Fund<br>(%)    |                     | ## (70)                                       | Birla Sun<br>Life Buy<br>India Fund<br>(₹) | S&P BSE<br>200 # (₹) | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00                                 | 14.70                | 11.98               | 11.42   | 75240                                      | 52900                | 49082               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 44.82                                 | 67.87                | 42.50               | 38.87   | 16787                                      | 14250                | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 44.58                                 | 0.54                 | -1.11               | 0.56  | 10054                                      | 9889                 | 10056               |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 39.07                                 | 14.10                | 13.77               | 15.38   | 11410                                      | 11377                | 11538               |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars                     | Since Inception | last 5 years | last 3 years | last 1 year |
|---------------------------------|-----------------|--------------|--------------|-------------|
| Total Amount Invested (₹)       | 890000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested | 5379350         | 531006       | 299257       | 80497       |
| Scheme Returns (CAGR)           | 21.73           | 23.03        | 35.98        | 68.93       |
| S&P BSE 200 returns# (CAGR)     | 16.38           | 15.22        | 24.79        | 45.27       |
| CNX Nifty returns## (CAGR)      | 15.56           | 15.39        | 24.07        | 42.23       |

Date of First Installment: February 01, 2000 & Scheme Inception Date: January 15, 2000. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Ajay Garg is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>sr</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| Issuer                                      | % to net Assets | lssuer                             | % to net Assets |
|---|-----------------|------------------------------------|-----------------|
| Sundaram Clayton Ltd                        | 8.18%           | Wyeth Ltd                          | 4.51%           |
| Bayer CropScience Ltd                       | 6.52%           | Sterling Holiday Resorts India Ltd | 4.48%           |
| ICRA Ltd                                    | 6.27%           | Shopper's Stop Ltd                 | 4.29%           |
| Housing Development Finance Corporation Ltd | 4.86%           | Zee Entertainment Enterprises Ltd  | 3.29%           |
| MRF Ltd                                     | 4.85%           | Kansai Nerolac Paints Ltd          | 3.23%           |





### **Birla Sun Life Infrastructure Fund**

#### Wealth Creation Solutions

#### What is it?

A fund that seeks to participate in growth and development of infrastructure in India by investing in equity and equity related securities of companies in the infra sector.

| Fund Details                |                      |                           |                     |                     | As on October 31, 2014              |
|-----------------------------|----------------------|---------------------------|---------------------|---------------------|-------------------------------------|
| Fund Manager:               | Mr. Mahesh Patil &   | NAV of Plans / Options (₹ | )                   | Exit Load**:        | 1% if redeemed /switched out        |
|                             | Mr. Naysar Shah      | Regular Plan              | 04.00               |                     | within 365 days from the date of    |
| Managing Fund Since:        | Since inception &    | Growth:                   | 24.39               |                     | allotment. Nil if redeemed /        |
|                             | Dec 05, 2011         | Dividend:                 | 14.90               |                     | switched after 365 days from the    |
| Total Experience:           | 23 years & 14 years  | Direct Plan <sup>s</sup>  |                     |                     | date of allotment.                  |
| Date of inception:          | March 17, 2006       | Growth:                   | 24.70               |                     | **Exit Load is NIL for units issued |
| Nature of the scheme:       | An Open-ended Growth | Dividend:                 | 16.96               |                     | in Bonus & Dividend                 |
|                             | Scheme               |                           |                     |                     | Reinvestment.                       |
|                             |                      | Benchmark:                | CNX Nifty           |                     |                                     |
| Application Amount for      | fresh subscription*: |                           | 5                   | Other Parameter     |                                     |
| ₹ 5,000 (plus in multiplies |                      | Quarterly Average AUM:    | ₹ 692.45 Crores     | Standard Deviation: | 26.34%                              |
| Min. Addl. Investment:      |                      | (as on 30th September 201 |                     | Sharpe Ratio##:     | 0.39                                |
| ₹ 1,000 (plus in multiplies | of ₹ 1)              |                           |                     | Beta:               | 1.41                                |
|                             |                      | Load Structure (as % of N | AV) (Incl. for SIP) | 50.0.               |                                     |
| SIP: Monthly: Minimum ₹     | 1 000/               | Entry Load:               | Nil                 |                     |                                     |
|                             | 1,000/-              | Entry Load:               | INII                |                     |                                     |

#### Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

#### **Investment Performance - Regular Plan - Growth**

NAV as on September 30, 2014: ₹ 22.89

| Date of Inception: Mar 17, 2006                        |                | Birla Sun Life             | CNX            | S&P BSE<br>SENSEX ##<br>(%) | Value of Standard Investment of ₹ 10000 in   |                    |                             |
|--|----------------|----------------------------|----------------|-----------------------------|--|--------------------|-----------------------------|
|  | Unit. *<br>(₹) | Infrastructure<br>Fund (%) | Nifty #<br>(%) |                             | Birla Sun Life<br>Infrastructure<br>Fund (₹) | CNX Nifty<br># (₹) | S&P BSE<br>SENSEX<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00          | 10.18                      | 11.12          | 11.07                       | 22890  | 24628              | 24522                       |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 12.75          | 79.53                      | 38.87          | 37.41                       | 17953  | 13887              | 13741                       |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 15.29          | -16.61                     | 0.56           | 3.29                        | 8339   | 10056              | 10329                       |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 14.26          | 7.22                       | 15.38          | 14.03                       | 10722  | 11538              | 11403                       |

| SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month) |                 |              |              |             |  |  |  |
|--|-----------------|--------------|--------------|-------------|--|--|--|
| Particulars  | Since Inception | last 5 years | last 3 years | last 1 year |  |  |  |
| Total Amount Invested (₹)  | 520000          | 300000       | 180000       | 60000       |  |  |  |
| Market Value of amount Invested  | 927832          | 468410       | 291159       | 82301       |  |  |  |
| Scheme Returns (CAGR)  | 12.96           | 17.86        | 33.88        | 75.47       |  |  |  |
| CNX Nifty returns# (CAGR)  | 12.49           | 15.39        | 24.07        | 42.23       |  |  |  |
| S&P BSE SENSEX returns## (CAGR)  | 12.49           | 15.61        | 24.58        | 41.85       |  |  |  |

Date of First Installment: April 01, 2006 & Scheme Inception Date: March 17, 2006. Past Performance may or may not be sustained in future. This scheme is jointly managed with Mr. Naysar Shah.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns.

and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 1. Total Schemes managed by Mr. Mahesh Patili is 10. Total Schemes managed by Mr. Naysar Shah is 4. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return).Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### **Top Ten Portfolio Holdings**

| Issuer                            | % to net Assets | Issuer               | % to net Assets |
|-----------------------------------|-----------------|----------------------|-----------------|
| ICICI Bank Ltd                    | 9.29%           | Larsen & Toubro Ltd  | 3.65%           |
| HDFC Bank Ltd                     | 4.73%           | The Federal Bank Ltd | 3.32%           |
| Cummins India Ltd                 | 4.36%           | Wabco India Ltd      | 2.84%           |
| Tata Motors Ltd                   | 4.17%           | Orient Cement Ltd    | 2.60%           |
| Oil & Natural Gas Corporation Ltd | 3.68%           | PTC India Ltd        | 2.49%           |





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#### What is it?

An Open ended Diversified Equity fund that follows value investing strategy to generate consistent long-term capital appreciation.

| Fund Details                    |                           |                             |                             |                     | As on October 31, 2014       |
|---------------------------------|---------------------------|-----------------------------|-----------------------------|---------------------|------------------------------|
| Fund Manager:                   | Mr. Mahesh Patil &        | NAV of Plans / Options (    | ₹)                          |                     | allotment: 2.00% of          |
|                                 | Mr. Milind Bafna          | Regular Plan                |                             |                     | applicable NAV.              |
| Managing Fund Since:            | January 16, 2014          | Growth:                     | 35.2144                     |                     | For redemption / switch-out  |
| Total Experience:               | 23 years & 14 years       | Dividend:                   | 25.4349                     |                     | of units after 365 days but  |
| Date of inception:              | March 27, 2008            | Direct Plan <sup>s</sup>    |                             |                     | within 730 days from the     |
| Nature of the scheme:           | An Open-ended Diversified | Growth:                     | 35.6319                     |                     | date of allotment:           |
|                                 | Equity Scheme             | Dividend:                   | 31.1898                     |                     | 1.00% of applicable NAV.     |
|                                 |                           |                             |                             |                     | For redemption / switchout   |
| Application Amount for          | fresh subscription*:      | Benchmark:                  | S&P BSE 200                 |                     | of units after 730 days from |
| ₹ 5,000 (plus in multiplies     | of₹1)                     |                             |                             |                     | the date of allotment: Nil.  |
| Min. Addl. Investment:          | ,                         | Quarterly Average AUM:      | ₹ 260.38 Crores             |                     | **Exit Load is NIL for units |
| ₹1,000 (plus in multiplies      | of ₹ 1)                   | (as on 30th September 2014) |                             |                     | issued in Bonus & Dividend   |
|                                 | ,                         | <b>`</b>                    | ,                           |                     | Reinvestment.                |
| SIP: Monthly: Minimum ₹ 1,000/- |                           | Load Structure (as % of     | NAV) (Incl. for SIP)        | Other Parameter     |                              |
| 2                               | , .                       | Entry Load:                 | Nil                         | Standard Deviation: | 23.71%                       |
|                                 |                           | Exit Load**:                | For redemption / switch-out | Sharpe Ratio##:     | 0.90                         |
|                                 |                           |                             | of units within 365         | Beta:               | 1.66                         |
|                                 |                           |                             | days from the date of       |                     |                              |
| Note:                           |                           |                             |                             |                     |                              |

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth         |                    |                        |                      | NAV as or           | n Septembe                                  | er 30, 2014:         | ₹ 33.5271           |
|--|--------------------|------------------------|----------------------|---------------------|---|----------------------|---------------------|
| Date of Inception: Mar 27, 2008                        | NAV Per<br>Unit. * | Birla Sun<br>Life Pure | S&P BSE<br>200 # (%) | CNX Nifty<br>## (%) | 10000 im                                    |                      |                     |
|  | (₹)                | Value Fund<br>(%)      |                      |                     | Birla Sun<br>Life Pure<br>Value<br>Fund (₹) | S&P BSE<br>200 # (₹) | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00              | 20.40                  | 8.10                 | 7.98                | 33527                                       | 16607                | 16489               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 16.55              | 102.56                 | 42.50                | 38.87               | 20256                                       | 14250                | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 16.97              | -2.45                  | -1.11                | 0.56                | 9755  | 9889                 | 10056               |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 15.77              | 7.58                   | 13.77                | 15.38               | 10758                                       | 11377                | 11538               |

| SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month) |
|--|
|--|

| Particulars                     | Since Inception | last 5 years | last 3 years | last 1 year |  |  |
|---------------------------------|-----------------|--------------|--------------|-------------|--|--|
| Total Amount Invested (₹)       | 400000          | 300000       | 180000       | 60000       |  |  |
| Market Value of amount Invested | 999400          | 610873       | 348543       | 89195       |  |  |
| Scheme Returns (CAGR)           | 27.18           | 28.89        | 48.02        | 101.09      |  |  |
| S&P BSE 200 returns# (CAGR)     | 14.88           | 15.22        | 24.79        | 45.27       |  |  |
| CNX Nifty returns## (CAGR)      | 14.74           | 15.39        | 24.07        | 42.23       |  |  |
|                                 |                 |              |              |             |  |  |

Date of First Installment: April 01, 2008 & Scheme Inception Date: March 27, 2008. Past Performance may or may not be sustained in future. This scheme is jointly managed with Mr. Milind Bafna.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 3. Total Schemes managed by Mr. Mahesh Patil is 10. Total Schemes managed by Mr. Milind Bafna is 4. Refer annexure on page

managed by Mr. Milind Bafna is 4. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above. For SIP calculations above, the data assumes the

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### **Top Ten Portfolio Holdings**

| Issuer               | % to net Assets | Issuer                    | % to net Assets |
|----------------------|-----------------|---------------------------|-----------------|
| The Federal Bank Ltd | 5.19%           | J.Kumar Infraprojects Ltd | 3.14%           |
| Biocon Ltd           | 4.19%           | LIC Housing Finance Ltd   | 2.96%           |
| Bajaj Auto Ltd       | 4.08%           | ICICI Bank Ltd            | 2.93%           |
| MRF Ltd              | 4.06%           | Grasim Industries Ltd     | 2.92%           |
| Tata Motors Ltd      | 3.51%           | State Bank of India       | 2.92%           |
|                      |                 |                           |                 |





### **Birla Sun Life India Reforms Fund**

#### Wealth Creation Solutions

#### What is it?

An Equity fund that aims to generate growth and capital appreciation by building a portfolio of companies that are expected to benefit from the economic reforms, PSU divestment and increased government spending.

| Fund Details                |                      |                          |                  |                        | As on October 31, 2014        |
|-----------------------------|----------------------|--------------------------|------------------|------------------------|-------------------------------|
| Fund Manager:               | Mr. Naysar Shah      | NAV of Plans / Options   | (₹)              | Load Structure (as % o | of NAV) (Incl. for SIP)       |
| Managing Fund Since:        | January 24, 2011     | Regular Plan             | ()               | Entry Load:            | Nil                           |
| Total Experience:           | 14 years             | Growth:                  | 13.42            | Exit Load**:           | 1% if redeemed /switched      |
| Date of inception:          | June 25, 2010        | Dividend:                | 12.52            |                        | out within 1 year from        |
| Nature of the scheme:       | An Open-ended Equity | Direct Plan <sup>s</sup> |                  |                        | the date of allotment. Nil if |
|                             | Scheme               | Growth:                  | 13.55            |                        | redeemed /switched after      |
|                             |                      | Dividend:                | 13.56            |                        | 1 year from the date of       |
| Application Amount for      | fresh subscription*: |                          |                  |                        | allotment.                    |
| ₹ 5,000 (plus in multiplies | of₹1) .              | Benchmark:               | CNX 500          |                        | **Exit Load is NIL for units  |
| Min. Addl. Investment:      | ,                    |                          |                  |                        | issued in Bonus & Dividend    |
| ₹1,000 (plus in multiplies  | of ₹ 1)              | Quarterly Average AUM    | I: ₹50.00 Crores |                        | Reinvestment.                 |
|                             |                      | (as on 30th September 2  | 014)             | Other Parameter        |                               |
| SIP: Monthly: Minimum ₹     | 1,000/-              |                          | •                | Standard Deviation:    | 26.92%                        |
| 2                           |                      |                          |                  | Sharpe Ratio##:        | 0.18                          |
|                             |                      |                          |                  | Beta                   | 1 38                          |

Note:

Standard Deviation & Sharpe Ratio are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth         |   |                     |                     | NAV as on September 30, 2014: ₹ 12.68         |  |                  |                     |
|--|---|---------------------|---------------------|---|--|------------------|---------------------|
| Date of Inception: June 25, 2010                       | NAV Per Birla Sun<br>Unit. * Life India | CNX 500<br># (%)    | CNX Nifty<br>## (%) | Value of Standard Investment of ₹<br>10000 in |  |                  |                     |
|  | (₹)                                     | Reforms<br>Fund (%) |                     | "" (70)                                       | Birla Sun<br>Life India<br>Reforms<br>Fund (₹) | CNX 500<br># (₹) | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00                                   | 5.72                | 9.44                | 10.16   | 12680  | 14695            | 15116               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 7.29                                    | 73.94               | 46.08               | 38.87   | 17394  | 14608            | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 9.45                                    | -22.86              | -2.49               | 0.56  | 7714   | 9751             | 10056               |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 9.07                                    | 4.19                | 13.22               | 15.38   | 10419  | 11322            | 11538               |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars                     | Since Inception | last 3 years | last 1 year |  |  |
|---------------------------------|-----------------|--------------|-------------|--|--|
| Total Amount Invested (₹)       | 265000          | 180000       | 60000       |  |  |
| Market Value of amount Invested | 381602          | 269504       | 80969       |  |  |
| Scheme Returns (CAGR)           | 16.61           | 28.06        | 70.63       |  |  |
| CNX 500 returns# (CAGR)         | 17.25           | 25.62        | 47.66       |  |  |
| CNX Nifty returns## (CAGR)      | 16.78           | 24.07        | 42.23       |  |  |

Date of First Installment: July 01, 2010 & Scheme Inception Date: June 25, 2010. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Naysar Shah is 4. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>sr</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### **Top Ten Portfolio Holdings**

| Issuer                            | % to net Assets | Issuer                  | % to net Assets |
|-----------------------------------|-----------------|-------------------------|-----------------|
| ICICI Bank Ltd                    | 9.37%           | Indusind Bank Ltd       | 4.56%           |
| Oil & Natural Gas Corporation Ltd | 5.83%           | VA Tech Wabag Ltd       | 4.31%           |
| Larsen & Toubro Ltd               | 5.72%           | PTC India Ltd           | 4.04%           |
| The Federal Bank Ltd              | 4.91%           | KEC International Ltd   | 4.00%           |
| Bharat Petroleum Corporation Ltd  | 4.73%           | Sadbhav Engineering Ltd | 3.60%           |





A thematic fund that invests in companies related to the IT sector like hardware, peripherals and components, software, telecom, media, internet and e-commerce and other technology enabled companies.

| Fund Details  |   |   |                             |  | As on October 31, 2014   |
|---|---|---|-----------------------------|--|--|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme: | Mr. Kunal Sangoi<br>January 16, 2014<br>8 years<br>January 15, 2000<br>An Open-ended Growth | NAV of Plans / Options (₹<br>Regular Plan<br>Growth:<br>Dividend:<br>Direct Plan <sup>s</sup> | )<br>32.84<br>18.62         | Exit Load**:                           | 1% if redeemed /switched out<br>within 365 days from the date of<br>allotment. Nil if redeemed /<br>switched after 365 days from the<br>date of allotment. |
| Nature of the scheme.   | Scheme  | Growth:<br>Dividend:  | 33.26<br>17.10              |  | **Exit Load is NIL for units issued<br>in Bonus & Dividend   |
| Application Amount for  | fresh subscription*:  |   |                             |  | Reinvestment.  |
| ₹ 5,000 (plus in multiplies   | of₹1)   | Benchmark:  | S&P BSE Teck                |  |  |
| Min. Addl. Investment:  |   |   |                             | Other Parameter                        |  |
| ₹ 1,000 (plus in multiplies   | of₹1)   | Quarterly Average AUM:<br>(as on 30th September 201   |                             | Standard Deviation:<br>Sharpe Ratio##: | 18.18%<br>0.72   |
| SIP: Monthly: Minimum ₹   | 1,000/-   | Load Structure (as % of N<br>Entry Load:  | IAV) (Incl. for SIP)<br>Nil | Beta:                                  | 0.93   |

Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth         |       |                        |                     | NAV as | on Septem                                       | iber 30, 201          | l4:₹ <mark>32.7</mark> 4 |
|--|-------|------------------------|---------------------|--------|---|-----------------------|--------------------------|
| Date of Inception: Jan 15, 2000                        |       |                        | CNX Nifty<br>## (%) |        |   |                       |                          |
|  | (₹)   | Millennium<br>Fund (%) |                     |        | Birla Sun<br>Life New<br>Millennium<br>Fund (₹) | S&P BSE<br>Teck # (₹) | CNX Nifty<br>## (₹)      |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00 | 8.39                   | N/A                 | 11.42  | 32740   | N/A                   | 49082                    |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 23.19 | 41.18                  | 33.39               | 38.87  | 14118   | 13339                 | 13887                    |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 18.51 | 25.28                  | 29.85               | 0.56   | 12528   | 12985                 | 10056                    |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 16.83 | 9.98                   | 5.09                | 15.38  | 10998   | 10509                 | 11538                    |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars                     | Since Inception | last 5 years | last 3 years | last 1 year |
|---------------------------------|-----------------|--------------|--------------|-------------|
| Total Amount Invested (₹)       | 890000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested | 3058913         | 485898       | 279720       | 70602       |
| Scheme Returns (CAGR)           | 15.22           | 19.37        | 30.84        | 34.34       |
| S&P BSE Teck returns# (CAGR)    | NA              | 18.52        | 27.72        | 30.01       |
| CNX Nifty returns## (CAGR)      | 15.56           | 15.39        | 24.07        | 42.23       |

Date of First Installment: February 01, 2000 & Scheme Inception Date: January 15, 2000. Past Performance may or may not be sustained in future

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme benchmark returns are not available, they have not been shown.

Total Schemes managed by Mr. Kunal Sangoi is 1. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

S'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### **Top Ten Portfolio Holdings**

| issuer                        |  |
|-------------------------------|--|
| Infosys Ltd                   |  |
| Tata Consultancy Services Ltd |  |
| Tech Mahindra Ltd             |  |
| HCL Technologies Ltd          |  |
| Cyient Limited                |  |

lecuor

| % to net Assets |  |  |  |  |  |
|-----------------|--|--|--|--|--|
| 24.44%          |  |  |  |  |  |
| 17.47%          |  |  |  |  |  |
| 10.60%          |  |  |  |  |  |
| 10.19%          |  |  |  |  |  |
| 6.09%           |  |  |  |  |  |
|                 |  |  |  |  |  |

| Issuer                                | % to net Assets |
|---------------------------------------|-----------------|
| Wipro Ltd                             | 5.02%           |
| Bharti Airtel Ltd                     | 5.01%           |
| Persistent Systems Ltd                | 4.57%           |
| Sasken Communication Technologies Ltd | 2.23%           |
| Inox Leisure Ltd                      | 2.13%           |



### **Birla Sun Life India Opportunities Fund**

#### What is it?

A fund that allows investors to participate in India's global outsourcing theme by identifying companies that seek to utilize India's low cost and high quality resources to service the needs of global customers.

| Fund Details                                |   |                                       |                           |                     | As on October 31, 2014                              |
|---|---|---------------------------------------|---------------------------|---------------------|---|
| Fund Manager:<br>Managing Fund Since:       | Mr. Naysar Shah<br>October 03, 2012       | NAV of Plans / Optic<br>Regular Plan  |                           | Exit Load**:        | For redemption / switch-<br>out of units within 365 |
| Total Experience:                           | 14 years                                  | Growth:                               | 98.48                     |                     | days from the date of                               |
| Date of inception:<br>Nature of the scheme: | December 27, 1999<br>An Open-ended Growth | Dividend:<br>Direct Plan <sup>s</sup> | 27.46                     |                     | allotment: 1.00% of<br>applicable NAV.              |
|   | Scheme                                    | Growth:                               | 99.33                     |                     | For redemption / switch-out                         |
|   |   | Dividend:                             | 29.89                     |                     | of units after 365 days from                        |
| Application Amount for                      | fresh subscription*:                      |                                       |                           |                     | the date of allotment: Nil.                         |
| ₹ 5,000 (plus in multiplies                 | of₹1)                                     | Benchmark:                            | CNX 500                   |                     | **Exit Load is NIL for units                        |
| Min. Addl. Investment:                      |   |                                       |                           |                     | issued in Bonus & Dividend                          |
| ₹ 1,000 (plus in multiplies                 | of ₹ 1)                                   | Quarterly Average A                   | UM: ₹ 77.65 Crores        |                     | Reinvestment.                                       |
|   |   | (as on 30th Septembe                  | er 2014)                  | Other Parameter     |   |
| SIP: Monthly: Minimum ₹                     | 1,000/-                                   |                                       |                           | Standard Deviation: | 15.23%  |
|   |   | Load Structure (as 9                  | % of NAV) (Incl. for SIP) | Sharpe Ratio##:     | 1.35  |
|   |   | Entry Load:                           | Nil                       | Beta:               | 0.57  |
|   |   |                                       |                           | l                   |   |

Note: Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns.

Investment Performance - Regular Plan - Growth

## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

NAV as on September 30, 2014: ₹ 97.57

| Date of Inception: Dec 27, 1999                        | NAV Per<br>Unit. * | Birla Sun<br>Life India      | CNX 500 #<br>(%) | CNX Nifty<br>## (%)      | Value of Standard Investment of ₹<br>10000 in        |                  |                     |  |
|--|--------------------|------------------------------|------------------|--------------------------|--|------------------|---------------------|--|
|  | (₹)                | Opportunities<br>Fund<br>(%) |                  | "" ( <i>/</i> 0 <b>/</b> | Birla Sun<br>Life India<br>Opportunities<br>Fund (₹) | CNX 500 #<br>(₹) | CNX Nifty<br>## (₹) |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 23.70              | 10.05                        | 12.33            | 12.32                    | 41169  | 55672            | 55616               |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 56.57              | 72.48                        | 46.08            | 38.87                    | 17248  | 14608            | 13887               |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 52.62              | 7.51                         | -2.49            | 0.56                     | 10751  | 9751             | 10056               |  |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 44.41              | 18.49                        | 13.22            | 15.38                    | 11849  | 11322            | 11538               |  |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars                     | Since Inception | last 5 years | last 3 years | last 1 year |
|---------------------------------|-----------------|--------------|--------------|-------------|
| Total Amount Invested (₹)       | 895000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested | 3497188         | 546234       | 317130       | 79739       |
| Scheme Returns (CAGR)           | 16.61           | 24.21        | 40.49        | 66.20       |
| CNX 500 returns# (CAGR)         | 16.14           | 15.56        | 25.62        | 47.66       |
| CNX Nifty returns## (CAGR)      | 15.53           | 15.39        | 24.07        | 42.23       |
|                                 |                 |              |              |             |

Date of First Installment: January 01, 2000 & Scheme Inception Date: December 27, 1999. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Naysar Shah is 4. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

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# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above. For SIP calculations above, the data assumes

the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return).Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| Issuer                         | % to net Assets | lssuer                        | % to net Assets |
|--------------------------------|-----------------|-------------------------------|-----------------|
| Cummins India Ltd              | 8.61%           | Tata Consultancy Services Ltd | 4.92%           |
| Infosys Ltd                    | 6.68%           | Lupin Ltd                     | 4.84%           |
| Hindustan Zinc Ltd             | 6.46%           | Wabco India Ltd               | 4.79%           |
| Wipro Ltd                      | 5.98%           | Cipla Ltd                     | 4.71%           |
| Honeywell Automation India Ltd | 5.16%           | Bajaj Auto Ltd                | 4.61%           |





A Fund that endeavors to generate longterm growth by identifying stocks that may have the potential for special situation like buy backs, open offers, demerger, etc. and a contrarian investment style.

| Fund Details   |   |  |  |   | As on October 31, 2014   |
|--|---|--|--|---|--|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:              | Mr. Anil Shah<br>January 04, 2013<br>25 years<br>January 31, 2008<br>An Open-ended Diversified<br>Equity Scheme | NAV of Plans / Options (<br>Regular Plan<br>Growth:<br>Dividend:<br>Direct Plan <sup>s</sup><br>Growth:<br>Dividend: | 15.6181<br>14.2241<br>15.7874<br>15.7856 | Exit Load**:                                    | 1% if redeemed /switched<br>out within 365 days from<br>the date of allotment. Nil if<br>redeemed /switched after<br>365 days from the date of<br>allotment.<br>**Exit Load is NIL for units |
| Application Amount for f<br>₹ 5,000 (plus in multiplies of<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies of | of ₹ 1)   | Benchmark:<br>Quarterly Average AUM:   | S&P BSE 200<br>₹ 143 00 Crores           | Other Parameter                                 | issued in Bonus & Dividend<br>Reinvestment.  |
| SIP: Monthly: Minimum ₹  | ,   | (as on 30th September 201<br>Load Structure (as % of N<br>Entry Load:  | 14)                                      | Standard Deviation:<br>Sharpe Ratio##:<br>Beta: | 19.76%<br>0.62<br>1.00   |

Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance                                 | NAV as on September 30, 2014: ₹ 14.8002   |                        |                     |            |  |                      |                     |
|--|---|------------------------|---------------------|------------|--|----------------------|---------------------|
| Date of Inception: Jan 31, 2008                        | NAV Per Birla Sun<br>Unit. * Life Special | S&P BSE<br>200 # (%)   | CNX Nifty<br>## (%) | Value of S | Standard Inves<br>10000 in                             | tment of ₹           |                     |
|  | (₹)                                       | Situations<br>Fund (%) |                     | ## (/0)    | Birla<br>Sun Life<br>Special<br>Situations<br>Fund (₹) | S&P BSE<br>200 # (₹) | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00                                     | 6.06                   | 5.82                | 6.80       | 14800  | 14580                | 15503               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 8.93                                      | 65.82                  | 42.50               | 38.87      | 16582  | 14250                | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 9.54                                      | -6.49                  | -1.11               | 0.56       | 9351   | 9889                 | 10056               |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 8.48                                      | 12.58                  | 13.77               | 15.38      | 11258  | 11377                | 11538               |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Since Inception | last 5 years  | last 3 years   | last 1 year   |  |  |  |  |  |
|-----------------|---|--|---|--|--|--|--|--|
| 410000          | 300000  | 180000   | 60000   |  |  |  |  |  |
| 722582          | 482313  | 289235   | 80896   |  |  |  |  |  |
| 16.33           | 19.06   | 33.37  | 70.37   |  |  |  |  |  |
| 14.41           | 15.22   | 24.79  | 45.27   |  |  |  |  |  |
| 14.33           | 15.39   | 24.07  | 42.23   |  |  |  |  |  |
|                 | Since Inception<br>410000<br>722582<br>16.33<br>14.41 | Since Inception         last 5 years           410000         300000           722582         482313           16.33         19.06           14.41         15.22 | Since Inception         last 5 years         last 3 years           410000         300000         180000           722582         482313         289235           16.33         19.06         33.37           14.41         15.22         24.79 |  |  |  |  |  |

Date of First Installment: February 01, 2008 & Scheme Inception Date: January 31, 2008. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Anil Shah is 5. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>sv</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### **Top Ten Portfolio Holdings**

| lssuer                     | % to net Assets | Issuer                  | % to net Assets |
|----------------------------|-----------------|-------------------------|-----------------|
| Indusind Bank Ltd          | 6.19%           | Wipro Ltd               | 4.65%           |
| Maruti Suzuki India Ltd    | 5.74%           | ICICI Bank Ltd          | 4.47%           |
| Motherson Sumi Systems Ltd | 5.42%           | HCL Technologies Ltd    | 4.42%           |
| Wabco India Ltd            | 4.94%           | Tech Mahindra Ltd       | 4.33%           |
| Lupin Ltd                  | 4.71%           | LIC Housing Finance Ltd | 4.11%           |
|                            |                 |                         |                 |





### **Birla Sun Life International Equity Fund - Plan A**

#### Wealth Creation Solutions

#### What is it?

A fund that provides an opportunity to grow your money by investing in worldclass companies across the globe.

| Fund Details  |   |  |   |  | As on October 31, 2014  |
|---|---|--|---|--|---|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:                                 | Mr. Vineet Maloo<br>Since Inception<br>10 years<br>October 31, 2007<br>An Open-ended Diversified<br>Equity Scheme | NAV of Plans / Option<br>Regular Plan<br>Growth:<br>Dividend:<br>Direct Plan <sup>s</sup><br>Growth:           | ns (₹)<br>15.3642<br>15.3698<br>15.5235 | Exit Load**:   | For redemption / switch-out<br>of units within 365 days<br>from the date of allotment:<br>1.00% of applicable NAV.<br>For redemption / switch-<br>out of units after 365 days |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP: Monthly: Minimum ₹ | f <b>resh subscription*:</b><br>of ₹ 1)<br>of ₹ 1)  | Dividend:<br>Benchmark:<br>Quarterly Average Al<br>(as on 30th Septembe<br>Load Structure (as %<br>Entry Load: |   | Other Parameter<br>Standard Deviation:<br>Sharpe Ratio##:<br>Beta: | from the date of allotment:<br>Nil.<br>**Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment.<br>9.90%<br>0.81<br>0.89                                   |

Note:

Standard Deviation & Sharpe Ratio are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| <b>Investment Performance</b> | - Regular Plan - Growth   |  |
|-------------------------------|---------------------------|--|
| investment renormance         | - negulai Flail - Glowill |  |

NAV as on September 30, 2014: ₹ 15.4716

| Date of Inception: Oct 31, 2007                        | NAV Per        |  |                         | S&P CNX Nifty |  | Value of Standard Investment of ₹ 10000 in |                     |  |  |
|--|----------------|--|-------------------------|---------------|--|--|---------------------|--|--|
|  | Unit. *<br>(₹) | Sun Life<br>International<br>Equity Fund -<br>Plan A (%) | Global<br>1200 #<br>(%) | ## (%)        | Birla Sun Life<br>International<br>Equity Fund -<br>Plan A (₹) | S&P Global<br>1200 # (₹)                   | CNX Nifty<br>## (₹) |  |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00          | 6.51   | 6.84                    | 4.43          | 15472  | 15804                                      | 13498               |  |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 15.13          | 2.26   | 8.70                    | 38.87         | 10226  | 10870                                      | 13887               |  |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 11.20          | 35.03  | 38.47                   | 0.56          | 13503  | 13847                                      | 10056               |  |  |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 8.86           | 26.47  | 28.82                   | 15.38         | 12647  | 12882                                      | 11538               |  |  |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars                     | Since Inception | last 5 years | last 3 years | last 1 year |
|---------------------------------|-----------------|--------------|--------------|-------------|
| Total Amount Invested (₹)       | 425000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested | 650838          | 424491       | 217637       | 59088       |
| Scheme Returns (CAGR)           | 11.82           | 13.85        | 12.73        | -2.81       |
| S&P Global 1200 returns# (CAGR) | 14.35           | 17.29        | 18.05        | 4.97        |
| CNX Nifty returns## (CAGR)      | 13.60           | 15.39        | 24.07        | 42.23       |

Date of First Installment: November 01, 2007 & Scheme Inception Date: October 31, 2007. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Vineet Maloo is 15. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>sv</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above. For SIP calculations above, the data assumes the

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return).Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| Issuer                             | % to net Assets | lssuer                        | % to net Assets |
|------------------------------------|-----------------|-------------------------------|-----------------|
| McKesson Corp.                     | 5.10%           | AFLAC INC                     | 3.12%           |
| Chubb Corp                         | 4.85%           | Wal Mart Stores Inc.          | 3.05%           |
| Aetna Inc New                      | 4.19%           | Fedex Corp                    | 2.76%           |
| Roche Holdings Ag Genus Bearer Shs | 3.57%           | Valero Energy Corporation Ltd | 2.59%           |
| Apple Inc.                         | 3.28%           | THE BOEING CO                 | 2.53%           |





#### Wealth Creation Solutions

#### What is it?

A fund that provides an opportunity to grow your money by investing in worldclass companies across the globe, with at least 65% exposure to domestic markets.

| Fund Details  |   |  |  |  | As on October 31, 2014  |
|---|---|--|--|--|---|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:                                 | Mr. Vineet Maloo<br>Since Inception<br>10 years<br>October 31, 2007<br>An Open-ended Diversified<br>Equity Scheme | NAV of Plans / Opt<br>Regular Plan<br>Growth:<br>Dividend:<br>Direct Plan <sup>s</sup><br>Growth:<br>Dividend: | tions (₹)<br>13.2684<br>13.2681<br>13.3987<br>13.3987  | Load Structure (as % o<br>Entry Load:<br>Exit Load**:              | f NAV) (Incl. for SIP)<br>Nii<br>1% if redeemed /switched<br>out within 365 days from<br>the date of allotment. Nii if<br>redeemed /switched after<br>365 days from the date of |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP: Monthly: Minimum ₹ | of₹1)<br>of₹1)  | Benchmark:<br>† A customized ben<br>to the extent of 65%<br>the extent of 35% or                               | Customised Index †<br>chmark created using S&P BSE 200<br>5 of portfolio and S&P Global 1200 to<br>f portfolio.<br><b>AUM:</b> ₹ 121.07 Crores | Other Parameter<br>Standard Deviation:<br>Sharpe Ratio##:<br>Beta: | allotment.<br>**Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment.<br>12.08%<br>0.48<br>1.06   |

Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth         |                    |  |                  |                 | NAV as on September 30, 2014: ₹ 12.8579                        |                                |                     |  |
|--|--------------------|--|------------------|-----------------|--|--------------------------------|---------------------|--|
| Date of Inception: Oct 31, 2007                        | NAV Per<br>Unit. * | Birla<br>Sun Life  | Customised       | CNX             |  |                                |                     |  |
|  | (₹)                | Sun Life<br>International<br>Equity Fund -<br>Plan B (%) | Index † #<br>(%) | Nifty ##<br>(%) | Birla Sun Life<br>International<br>Equity Fund -<br>Plan B (₹) | Customised<br>Index †<br># (₹) | CNX Nifty<br>## (₹) |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00              | 3.70   | 6.03             | 4.43            | 12858  | 14996                          | 13498               |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 9.84               | 30.65  | 29.98            | 38.87           | 13065  | 12998                          | 13887               |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 9.67               | 1.76   | 11.92            | 0.56            | 10176  | 11192                          | 10056               |  |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 8.46               | 14.33  | 19.47            | 15.38           | 11433  | 11947                          | 11538               |  |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars                        | Since Inception | last 5 years | last 3 years | last 1 year |
|------------------------------------|-----------------|--------------|--------------|-------------|
| Total Amount Invested (₹)          | 425000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested    | 640296          | 414149       | 239623       | 69476       |
| Scheme Returns (CAGR)              | 11.37           | 12.86        | 19.50        | 30.56       |
| Customised Index † returns# (CAGR) | 14.43           | 16.30        | 25.65        | 29.98       |
| CNX Nifty returns## (CAGR)         | 13.60           | 15.39        | 24.07        | 42.23       |

Date of First Installment: November 01, 2007 & Scheme Inception Date: October 31, 2007. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns.

Total Schemes managed by Mr. Vineet Maloo is 15. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

† A customized benchmark created using S&P BSE 200 to the extent of 65% of portfolio and S&P Global 1200 to the extent of 35% of portfolio.

<sup>sv</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### **Top Ten Portfolio Holdings** Issuer % to net Assets Issuer % to net Assets The Federal Bank Ltd Maruti Suzuki India Ltd 4.49% 2 59% HDFC Bank Ltd 4.46% Tata Motors Ltd 2.29% ICICI Bank Ltd 3.97% ITC Ltd 2.24% Infosys Ltd 2.90% Tata Consultancy Services Ltd 2.08% Axis Bank Ltd Kewal Kiran Clothing Ltd 2.05% 2.77%





#### Wealth Creation Solutions

#### What is it?

A Fund that provides exposure to commodities, by investing in handpicked commodity companies worldwide, that have business exposure to Agricultural commodities.

| Fund Details                   |                      |                          |                             |                     | As on October 31, 2014       |
|--------------------------------|----------------------|--------------------------|-----------------------------|---------------------|------------------------------|
| Fund Manager:                  | Mr. Vineet Maloo     | Direct Plan <sup>s</sup> |                             |                     | days from the date of        |
| Managing Fund Since:           | Since Inception      | Growth:                  | 20.1858                     |                     | allotment: 1.00% of          |
| Total Experience:              | 10 years             | Dividend:                | 17.3478                     |                     | applicable NAV. For          |
| Date of inception:             | November 07, 2008    |                          |                             |                     | redemption/switch-out of     |
| Nature of the scheme:          | An Open-ended Growth | Benchmark:               | S&P Global Agribusiness     |                     | units after 365 days from    |
|                                | Scheme               |                          | Index                       |                     | the date of allotment: Nil.  |
|                                |                      |                          |                             |                     | **Exit Load is NIL for units |
| Application Amount for f       | •                    | Quarterly Average AUM:   |                             |                     | issued in Bonus & Dividend   |
| ₹ 5,000 (plus in multiplies of | of₹1)                | (as on 30th September 20 | 14)                         |                     | Reinvestment.                |
| Min. Addl. Investment:         |                      |                          |                             | Other Parameter     |                              |
| ₹ 1,000 (plus in multiplies of | of₹1)                | Load Structure (as % of  | NAV) (Incl. for SIP)        | Standard Deviation: | 9.73%                        |
|                                |                      | Entry Load:              | Nil                         | Sharpe Ratio##:     | 0.04                         |
| SIP: Monthly: Minimum ₹        | 1,000/-              | Exit Load**:             | 3% if redeemed / switched   | Beta:               | 0.41                         |
|                                |                      |                          | out within 30 days from the |                     |                              |
| NAV of Plans / Options (       | ₹)                   |                          | date of allotment.          |                     |                              |
| Regular Plan                   |                      |                          | For redemption/             |                     |                              |
| Growth:                        | 19.9904              |                          | switchout of units after    |                     |                              |
| Dividend:                      | 17.1751              |                          | 30 days but before 365      |                     |                              |
| Note:                          |                      |                          |                             |                     |                              |

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Global Agri Plan - Regular Plan - Growth NAV as on September 30, 2014: ₹ 20.0872 |                           |   |   |        |   | 4: ₹ <b>20.0872</b>                       |           |
|---|---------------------------|---|---|--------|---|---|-----------|
| Date of Inception: Nov 07, 2008   | NAV Per<br>Unit. *<br>(₹) | Birla Sun Life<br>Commodity<br>Equities Fund<br>- Global Agri<br>Plan - Regular<br>Growth (%) | S&P Global<br>Agribusiness<br>Index # (%) | ·····, | Value of Stand<br>Birla Sun Life<br>Commodity<br>Equities Fund<br>- Global Agri<br>Plan - Regular<br>Growth (₹) | S&P Global<br>Agribusiness<br>Index # (₹) | CNX Nifty |
| Since inception till<br>September 30, 2014 (CAGR)   | 10.00                     | 12.55   | 22.40                                     | 18.18  | 20087   | 32951                                     | 26790     |
| September 30, 2013 to<br>September 30, 2014 (Absolute)  | 18.57                     | 8.15  | 12.05                                     | 38.87  | 10815   | 11205                                     | 13887     |
| September 28, 2012 to<br>September 30, 2013 (Absolute)  | 16.87                     | 10.09   | 30.52                                     | 0.56   | 11009   | 13052                                     | 10056     |
| September 30, 2011 to<br>September 28, 2012 (Absolute)  | 13.76                     | 22.59   | 26.43                                     | 15.38  | 12259   | 12643                                     | 11538     |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars  | Since Inception | last 5 years | last 3 years | last 1 year |  |
|--|-----------------|--------------|--------------|-------------|--|
| Total Amount Invested (₹)  | 360000          | 300000       | 180000       | 60000       |  |
| Market Value of amount Invested  | 460239          | 359128       | 202825       | 60795       |  |
| Scheme Returns (CAGR)  | 8.09            | 7.13         | 7.91         | 2.47        |  |
| S&P Global Agribusiness Index returns# (CAGR)  | 17.60           | 16.36        | 16.42        | 7.55        |  |
| CNX Nifty returns## (CAGR)   | 16.01           | 15.39        | 24.07        | 42.23       |  |
| Date of First Installment: December 01, 2008 & Scheme Inception Date: November 07, 2008. Past Performance may or may not be sustained in future. |                 |              |              |             |  |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Vineet Maloo is 15. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>\$</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on

start of period considered above. For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return).Where Benchmark returns are not available, they have not been shown

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| lssuer                       | % to net Assets | Issuer                          | % to net Assets |
|------------------------------|-----------------|---------------------------------|-----------------|
| Monsanto Co                  | 9.56%           | TYSON FOODS INC                 | 6.54%           |
| ASSOCIATED BRITISH FOODS PLC | 9.17%           | BUNGE LTD                       | 6.15%           |
| ARCHER-DANIELS-MIDLAND CO    | 8.79%           | Deere And Co Ltd                | 5.60%           |
| BRF SA                       | 8.41%           | Kubota Corp                     | 4.90%           |
| Syngenta Ltd Reg Shs         | 7.40%           | Potash Corp Of Saskatchewan Inc | 4.51%           |
|                              |                 |                                 |                 |





# **Birla Sun Life Index Fund**

Wealth Creation Solutions

## What is it?

A fund that is designed to mirror the market performance of the 50 companies in the Nifty Index.

| Fund Details  |                      |                           |                      |                     | As on October 31, 2014                      |
|---|----------------------|---------------------------|----------------------|---------------------|---|
| Fund Manager:   | Mr. Ajay Garg        | NAV of Plans / Options (₹ | ·<br>·)              | Exit Load**:        | For redemption / switchout of               |
| Managing Fund Since:                                  | October 01, 2006     | Regular Plan              |                      |                     | units within 90 days from the               |
| Total Experience:                                     | 21 years             | Growth:                   | 81.4204              |                     | date of allotment: 1.00%                    |
| Date of inception:                                    | September 18, 2002   | Dividend:                 | 21.0008              |                     | of applicable NAV.                          |
| Nature of the scheme:                                 | An Open-ended Index  | Direct Plan <sup>s</sup>  |                      |                     | For redemption / switch-out of              |
|   | Linked Growth Scheme | Growth:                   | 81.3403              |                     | units after 90 days from the date           |
|   |                      | Dividend:                 | 21,1542              |                     | of allotment: Nil.                          |
| Application Amount for                                | fresh subscription*: |                           |                      |                     | **Exit Load is NIL for units                |
| ₹ 5,000 (plus in multiplies<br>Min. Addl. Investment: | •                    | Benchmark:                | CNX Nifty            |                     | issued in Bonus & Dividend<br>Reinvestment. |
| ₹1,000 (plus in multiplies                            | of ₹ 1)              | Quarterly Average AUM:    | ₹ 864.34 Crores      | Other Parameter     |   |
| · · , · · · · (- · · · · · · · · · · · · · ·          |                      | (as on 30th September 20  |                      | Standard Deviation: | 16.60%                                      |
| SIP: Monthly: Minimum ₹                               | 1,000/-              |                           | '')                  |                     | 10.0070                                     |
|   |                      | Load Structure (as % of I | NAV) (Incl. for SIP) |                     |   |
|   |                      | Entry Load:               | Nil                  |                     |   |
|   |                      |                           |                      |                     |   |
| Note:   |                      |                           |                      |                     |   |

Standard Deviation is calculated on Annualised basis using 3 years history of monthly returns.

| Investment Performance                                 | NAV as on September 30, 2014: ₹ 77.9581 |              |                    |                             |   |                    |                             |
|--|---|--------------|--------------------|-----------------------------|---|--------------------|-----------------------------|
| Date of Inception: Sept 18, 2002                       | NAV Per Birla Sun<br>Unit. * Life Index |              | CNX Nifty<br># (%) | S&P BSE<br>SENSEX ##<br>(%) | Value of Standard Investment of ₹<br>10000 in |                    |                             |
|  | (₹)                                     | (₹) Fund (%) |                    |                             | Birla Sun<br>Life Index<br>Fund (₹)           | CNX Nifty<br># (₹) | S&P BSE<br>SENSEX<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00                                   | 18.60        | 18.97              | 19.65                       | 77958   | 80976              | 86751                       |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 56.33                                   | 38.39        | 38.87              | 37.41                       | 13839   | 13887              | 13741                       |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 55.98                                   | 0.64         | 0.56               | 3.29                        | 10064   | 10056              | 10329                       |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 48.81                                   | 14.69        | 15.38              | 14.03                       | 11469   | 11538              | 11403                       |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| la de la constante de la const | •               | • ·          | · · · · · · · · · · · · · · · · · · · |             |
|--|-----------------|--------------|---------------------------------------|-------------|
| Particulars  | Since Inception | last 5 years | last 3 years                          | last 1 year |
| Total Amount Invested (₹)  | 730000          | 300000       | 180000                                | 60000       |
| Market Value of amount Invested  | 1968672         | 437628       | 254776                                | 72779       |
| Scheme Returns (CAGR)  | 15.27           | 15.09        | 23.93                                 | 41.76       |
| CNX Nifty returns# (CAGR)  | 15.82           | 15.39        | 24.07                                 | 42.23       |
| S&P BSE SENSEX returns# (CAGR)   | 16.29           | 15.61        | 24.58                                 | 41.85       |

Date of First Installment: October 01, 2002, & Scheme Inception Date: September 18, 2002. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Ajay Garg is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above. For SIP calculations above, the data assumes the

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| Top Ten Portfolio Holdings                  |                 |                               |                 |
|---|-----------------|-------------------------------|-----------------|
| Issuer                                      | % to net Assets | lssuer                        | % to net Assets |
| Nifty Index                                 | 12.54%          | HDFC Bank Ltd                 | 5.29%           |
| ITC Ltd                                     | 6.12%           | Reliance Industries Ltd       | 5.12%           |
| Infosys Ltd                                 | 6.08%           | Larsen & Toubro Ltd           | 4.20%           |
| ICICI Bank Ltd                              | 5.84%           | Tata Consultancy Services Ltd | 4.14%           |
| Housing Development Finance Corporation Ltd | 5.38%           | Tata Motors Ltd               | 2.99%           |





## What is it?

An ETF that invests in physical gold of 99.5% purity to generate returns in line with performance of gold, subject to tracking errors.

| Fund Details  |   |  |  |   | As on October 31, 2014  |
|---|---|--|--|---|---|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:   | Mr. Prasad Dhonde<br>October 03, 2012<br>16 years<br>May 13, 2011<br>An Open ended Gold<br>Exchange Traded Fund | Benchmark:<br>Quarterly Average AUM:<br>(as on 30th September 20<br>Load Structure (as % of I<br>Entry Load: | 14)  | Other Parameter                                 | to bear costs in form of bid/ask<br>spread and brokerage or such<br>other cost as charged by his<br>broker for transacting in units of<br>the scheme through secondary<br>market. |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP: Monthly: Minimum ₹<br>NAV (₹): | of ₹ 1)<br>of ₹ 1)  | Exit Load(Including<br>fractional units, if any):  | Nil; **The units of the scheme<br>are compulsorily traded in<br>dematerialized form, and hence,<br>there shall be no entry/exit load<br>for the units purchased or sold<br>through stock exchanges.<br>However,the investor shall have | Standard Deviation:<br>Sharpe Ratio##:<br>Beta: | 19.06%<br>-0.59<br>0.94   |
| Nata  |   | 1  |  |   |   |

Note: Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 1 year history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance NAV as on September 30, 2014: ₹ 2599.7186 |                        |                                |                               |   |   |  |  |
|--|------------------------|--------------------------------|-------------------------------|---|---|--|--|
| Date of Inception: May 13, 2011                                  | NAV Per Unit. *<br>(₹) | Birla Sun Life<br>Gold ETF (%) | Domestic price<br>of physical | Value of Standard Investment of ₹<br>10000 in |   |  |  |
|  |                        |                                | gold # (%)                    | Birla Sun Life<br>Gold ETF (₹)                | Domestic price<br>of physical gold<br># (₹) |  |  |
| Since inception till<br>September 30, 2014 (CAGR)                | 2227.8530              | 4.68                           | 5.81                          | 11669   | 12103                                       |  |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute)           | 2942.0147              | -11.63                         | -10.80                        | 8837  | 8920  |  |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute)           | 3136.5437              | -6.20                          | -5.29                         | 9380  | 9471  |  |  |
| September 30, 2011 to<br>September 28, 2012 (Absolute)           | 2599.0208              | 20.68                          | 22.09                         | 12068   | 12209                                       |  |  |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Prasad Dhonde is 27. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

| Top Portfolio Holdings        |                 |
|-------------------------------|-----------------|
| Issuer                        | % to net Assets |
| Gold (Fineness 0.995) 1KG BAR | 99.63%          |
| Cash & Current Assets         | 0.56%           |
| Net receivables / payables    | -0.19%          |





# **Birla Sun Life Gold Fund**

Wealth Creation Solutions

## What is it?

An open ended fund of fund scheme that predominantly invests in units of Birla Sun Life Gold ETF (underlying scheme) and one doesn't require a Demat Account to invest in it.

| Fund Details   |  |  |                                    |                     | As on October 31, 2014   |
|--|--|--|------------------------------------|---------------------|--|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience: | Mr. Satyabrata Mohanty<br>March 20, 2012 | NAV of Plans / Options (₹<br>Regular Plan<br>Growth: | 5)<br>8.93                         | Exit Load**:        | 2% if redeemed / switched<br>out within 365 days from<br>the date of allotment. Nil if |
| Date of inception:   | 15 years<br>March 20. 2012               | Dividend:  | 8.93<br>8.92                       |                     | redeemed /switched after   |
| Nature of the scheme:                                      | An Open ended Fund of                    | Direct Plan <sup>s</sup>                             | 0.02                               |                     | 365 days from the date of  |
|  | Fund Scheme                              | Growth:  | 8.96                               |                     | allotment.   |
|  |  | Dividend:  | 8.96                               |                     | **Exit Load is NIL for units   |
| Application Amount for f                                   | resh subscription*:                      |  |                                    |                     | issued in Bonus & Dividend   |
| ₹ 5,000 (plus in multiplies of Min. Addl. Investment:      | of₹1)                                    | Benchmark:   | Domestic price of physical<br>gold |                     | Reinvestment   |
| ₹1,000 (plus in multiplies of                              | of₹1)                                    |  | 0                                  | Other Parameter     |  |
|  |  | Quarterly Average AUM:                               | ₹ 58.10 Crores                     | Standard Deviation: | 12.88%   |
| SIP: Monthly: Minimum ₹                                    | 1,000/-                                  | (as on 30th September 201                            | 14)                                | Sharpe Ratio##:     | -1.78  |
|  |  |  |                                    | Beta:               | 0.75   |
|  |  | Load Structure (as % of N                            | NAV) (Incl. for SIP)               |                     |  |
| - Note:  |  | Entry Load:  | Nil                                |                     |  |

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 1 year history of monthly returns.

## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance                                 | NAV as on September 30, 2014: ₹ 9.1340 |                                 |                               |   |   |  |
|--|--|---------------------------------|-------------------------------|---|---|--|
| Date of Inception: Mar 20, 2012                        | NAV Per Unit. *<br>(₹)                 | Birla Sun Life<br>Gold Fund (%) | Domestic price<br>of physical | Value of Standard Investment of ₹<br>10000 in |   |  |
|  |  |                                 | gold # (%)                    | Birla Sun Life<br>Gold Fund (₹)               | Domestic price<br>of physical gold<br># (₹) |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000                                | -3.51                           | -1.63                         | 9134  | 9593  |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 10.3190                                | -11.48                          | -10.80                        | 8852  | 8920  |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 10.8988                                | -5.32                           | -5.29                         | 9468  | 9471  |  |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Satyabrata Mohanty is 16. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

Investors should note that, Birla Sun Life Gold Fund being an open ended fund of fund scheme invests in Birla Sun Life Gold ETF which invests in physical gold of 99.5% purity and they shall bear the recurring expenses of the underlying scheme (i.e. Birla Sun Life Gold ETF) in addition to the recurring expenses of the Scheme.

<sup>sr</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

| Top Portfolio Holdings     |                 |
|----------------------------|-----------------|
| Issuer                     | % to net Assets |
| Birla Sun Life Gold ETF    | 97.75%          |
| Cash & Current Assets      | 2.38%           |
| Net receivables / payables | -0.13%          |





## **Birla Sun Life Asset Allocation Fund - Aggressive Plan**

Wealth Creation Solutions

#### What is it?

An open ended Fund-of-Funds scheme with 3 plans to help you plan your investments to suit your risk profile.

| Fund Details   |  |   |                               |  | As on October 31, 2014 |
|--|--|---|-------------------------------|--|------------------------|
| Fund Manager:  | Mr. Satyabrata Mohanty &<br>Mr. Vineet Maloo                                       | NAV of Plans / Options (₹<br>Regular Plan                   | )                             | Exit Load:                             | Nil                    |
| Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme: | June 18, 2009<br>15 years & 10 years<br>February 24, 2004<br>An Open-ended Fund of | Growth:<br>Dividend:<br>Direct Plan <sup>s</sup><br>Growth: | 48.1726<br>43.8060<br>48.1723 | Other Parameter<br>Standard Deviation: | 12.63%                 |
| Nature of the scheme.  | Funds Scheme   | Dividend:   | 43.7314                       |  |                        |
| Application Amount for<br>₹ 5,000 (plus in multiplies                                    |  | Benchmark:  | CNX Nifty                     |  |                        |
| Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies                                    | of₹1)  | Quarterly Average AUM:<br>(as on 30th September 201         |                               |  |                        |
| SIP: Monthly: Minimum ₹  | 1,000/-  | Load Structure (as % of N<br>Entry Load:                    | IAV) (Incl. for SIP)<br>Nil   |  |                        |
| Note:  |  |   |                               |  |                        |

Standard Deviation is calculated on Annualised basis using 3 years history of monthly returns.

| Investment Performance - Ag                            | gressive Pla                            | an - Regular Pl | an - Growth        | NAV as  | on Septemi         | ber 30, 2014:               | ₹ 45.9789     |
|--|---|-----------------|--------------------|---|--------------------|-----------------------------|---------------|
| Date of Inception: Feb 24, 2004                        | NAV Per Birla Sun<br>Unit. * Life AAF - |                 | CNX Nifty<br># (%) | S&P BSE<br>SENSEX ##                              | Value of Star      | idard Investme              | ent of ₹10000 |
|  | (₹) Aggressive<br>Plan (%)              |                 | (%)                | Birla Sun<br>Life AAF -<br>Aggressive<br>Plan (₹) | CNX Nifty<br># (₹) | S&P BSE<br>SENSEX<br>## (₹) |               |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00                                   | 15.47           | 14.93              | 15.58   | 45979              | 43730                       | 46440         |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 33.14                                   | 38.73           | 38.87              | 37.41   | 13873              | 13887                       | 13741         |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 34.74                                   | -4.61           | 0.56               | 3.29  | 9539               | 10056                       | 10329         |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 32.12                                   | 8.17            | 13.71              | 12.36   | 10817              | 11371                       | 11236         |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

|                                 |                 |              | 1            |             |
|---------------------------------|-----------------|--------------|--------------|-------------|
| Particulars                     | Since Inception | last 5 years | last 3 years | last 1 year |
| Total Amount Invested (₹)       | 650000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested | 1475423         | 420206       | 245526       | 72317       |
| Scheme Returns (CAGR)           | 14.37           | 13.45        | 21.25        | 40.21       |
| CNX Nifty returns# (CAGR)       | 14.05           | 15.36        | 24.02        | 41.95       |
| S&P BSE SENSEX returns## (CAGR) | 14.32           | 15.58        | 24.53        | 41.55       |

Date of First Installment: March 01, 2004 & Scheme Inception Date: February 24, 2004. Past Performance may or may not be sustained in future. This scheme is jointly managed with Mr. Vineet Maloo.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 1. Total Schemes managed by Mr. Satyabrata Mohanty is 16. Total Schemes managed by Mr. Vineet Maloo is 15. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>sv</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| Top Portfolio Holdings                             |                 |  |                 |
|--|-----------------|--|-----------------|
| Issuer   | % to net Assets | Issuer   | % to net Assets |
| Birla Sun Life Advantage Fund - Gr - Dir Pl        | 30.39%          | Birla Sun Life New Millennium Fund Direct Plan Gro | 9.53%           |
| Birla Sun Life Infra. Fund - Grth - Direct Plan    | 14.62%          | Birla Sun Life Income Plus - Growth - Direct Plan  | 7.91%           |
| Birla Sun Life Top 100 Fund - Growth - Direct Plan | 14.33%          | Cash & Current Assets                              | 2.47%           |
| Birla Sun Life Govt Sec. Long Term Grwth Direct    | 10.51%          | Net receivables / payables                         | 0.12%           |
| Birla Sunlife Banking and Fin Ser Fund-Dir P-GR    | 10.12%          |  |                 |

Empower 🔐



## **Birla Sun Life Asset Allocation Fund - Moderate Plan**

Wealth Creation Solutions

#### What is it?

An open ended Fund-of-Funds scheme with 3 plans to help you plan your investments to suit your risk profile.

| Fund Details  |  |  |  |   | As on October 31, 2014                        |
|---|--|--|--|---|---|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:                                   | Mr. Satyabrata Mohanty &<br>Mr. Vineet Maloo<br>June 18, 2009<br>15 years & 10 years<br>February 24, 2004<br>An Open-ended Fund of<br>Funds Scheme | NAV of Plans / Options (₹)<br>Regular Plan<br>Growth:<br>Dividend:<br>Direct Plan <sup>s</sup><br>Growth:<br>Dividend: | 40.0610<br>40.0611<br>40.0615<br>40.0607 | Load Structure (as % o<br>Entry Load:<br>Exit Load:<br>Other Parameter<br>Standard Deviation: | f NAV) (Incl. for SIP)<br>Nil<br>Nil<br>9.53% |
| Application Amount for i<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP: Monthly: Minimum ₹ | of₹1)  | Benchmark:<br>Quarterly Average AUM:<br>(as on 30th September 201  |  |   |   |

Note:

Standard Deviation is calculated on Annualised basis using 3 years history of monthly returns.

| Date of Inception: Feb 24, 2004                        | NAV Per<br>Unit. * | Birla Sun<br>Life AAF - | CRISIL<br>Balanced | CNX Nifty<br>## (%) | Value of Sta                                    | ndard Investme<br>in                      | ent of ₹1000        |
|--|--------------------|-------------------------|--------------------|---------------------|---|---|---------------------|
|  | (₹)                | Moderate Plan<br>(%)    |                    | *** (70)            | Birla Sun<br>Life AAF -<br>Moderate<br>Plan (₹) | CRISIL<br>Balanced<br>Fund Index<br># (₹) | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00              | 13.53                   | 12.01              | 14.93               | 38413   | 33291                                     | 43730               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 29.55              | 30.01                   | 28.89              | 38.87               | 13001   | 12889                                     | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 30.12              | -1.91                   | 1.87               | 0.56                | 9809  | 10187                                     | 10056               |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 27.24              | 10.59                   | 12.66              | 13.71               | 11059   | 11266                                     | 11371               |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Particulars                                | Since Inception | last 5 years | last 3 years | last 1 year |
|--|-----------------|--------------|--------------|-------------|
| Total Amount Invested (₹)                  | 650000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested            | 1349661         | 409672       | 234492       | 70080       |
| Scheme Returns (CAGR)                      | 12.86           | 12.42        | 17.96        | 32.61       |
| CRISIL Balanced Fund Index returns# (CAGR) | 11.96           | 13.14        | 18.89        | 31.71       |
| CNX Nifty returns## (CAGR)                 | 14.05           | 15.36        | 24.02        | 41.95       |
|  |                 |              |              |             |

Date of First Installment: March 01, 2004 & Scheme Inception Date: February 24, 2004. Past Performance may or may not be sustained in future. This scheme is jointly managed with Mr. Vineet Maloo.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns.

Total Schemes Co-Managed by Fund Managers is 1. Total Schemes managed by Mr. Satyabrata Mohanty is 16. Total Schemes managed by Mr. Vineet Maloo is 15. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>\$</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on

start of period considered above. For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return).Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

| % to net Assets | lssuer   | % to net Assets   |
|-----------------|--|---|
| 25.13%          | Birla Sun Life Infra. Fund - Grth - Direct Plan    | 8.08%   |
| 24.74%          | Birla Sun Life Top 100 Fund - Growth - Direct Plan | 7.36%   |
| 13.18%          | Cash & Current Assets                              | 2.72%   |
| 9.46%           | Net receivables / payables                         | 0.04%   |
| 9.29%           |  |   |
|                 | 25.13%<br>24.74%<br>13.18%<br>9.46%                | 25.13%Birla Sun Life Infra. Fund - Grth - Direct Plan24.74%Birla Sun Life Top 100 Fund - Growth - Direct Plan13.18%Cash & Current Assets9.46%Net receivables / payables |





## **Birla Sun Life Asset Allocation Fund - Conservative Plan**

Wealth Creation Solutions

#### What is it?

An open ended Fund-of-Funds scheme with 3 plans to help you plan your investments to suit your risk profile.

| Fund Details  |  |  |  |   | As on October 31, 2014                        |
|---|--|--|--|---|---|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme: | Mr. Satyabrata Mohanty &<br>Mr. Vineet Maloo<br>June 18, 2009<br>15 years & 10 years<br>February 24, 2004<br>An Open-ended Fund of<br>Funds Scheme | NAV of Plans / Options (<br>Regular Plan<br>Growth:<br>Dividend:<br>Direct Plan <sup>s</sup><br>Growth:<br>Dividend: | 7)<br>27.9334<br>27.9333<br>27.9333<br>11.3810 | Load Structure (as % o<br>Entry Load:<br>Exit Load:<br>Other Parameter<br>Standard Deviation: | f NAV) (Incl. for SIP)<br>Nil<br>Nil<br>5.53% |
| Application Amount for  | fresh subscription*:   | Benchmark:   | CRISIL MIP Blended Index                       |   |   |
| ₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies                      | ,  | Quarterly Average AUM:<br>(as on 30th September 20   |  |   |   |
| SIP: Monthly: Minimum ₹   | 1,000/-  |  |  |   |   |

Note:

Standard Deviation is calculated on Annualised basis using 3 years history of monthly returns.

| Date of Inception: Feb 24, 2004                        | NAV Per Birla Sun<br>Unit. * Life AAF -<br>(₹) Conservative<br>Plan (%) | CRISIL MIP<br>Blended | CNX Nifty<br>## (%) | Value of Stand                                      | ard Investmen<br>in                  | it of ₹1000         |       |
|--|---|-----------------------|---------------------|---|--------------------------------------|---------------------|-------|
|  |   | Index # (%)           | ## (70)             | Birla Sun<br>Life AAF -<br>Conservative<br>Plan (₹) | CRISIL MIP<br>Blended<br>Index # (₹) | CNX Nifty<br>## (₹) |       |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00   | 9.80                  | 7.56                | 14.93   | 26949                                | 21662               | 43730 |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 22.97   | 17.35                 | 15.45               | 38.87   | 11735                                | 11545               | 13887 |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 22.71   | 1.13                  | 3.22                | 0.56  | 10113                                | 10322               | 10056 |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 20.78   | 9.31                  | 10.38               | 13.71   | 10931                                | 11038               | 11371 |

#### SIP Performance - Regular Plan - Growth (assuming SIP of ₹ 5000 per month)

| Since Inception | last 5 years                      | last 3 years   | last 1 year  |
|-----------------|-----------------------------------|--|--|
| 650000          | 300000                            | 180000   | 60000  |
| 1122492         | 381765                            | 216090   | 66883  |
| 9.69            | 9.58                              | 12.24  | 21.97  |
| 8.37            | 9.49                              | 11.34  | 18.00  |
| 14.05           | 15.36                             | 24.02  | 41.95  |
|                 | 650000<br>1122492<br>9.69<br>8.37 | 650000         300000           1122492         381765           9.69         9.58           8.37         9.49 | 650000         300000         180000           1122492         381765         216090           9.69         9.58         12.24           8.37         9.49         11.34 |

Date of First Installment: March 01, 2004 & Scheme Inception Date: February 24, 2004. Past Performance may or may not be sustained in future. This scheme is jointly managed with Mr. Vineet Maloo.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns.

and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 1. Total Schemes managed by Mr. Satyabrata Mohanty is 16. Total Schemes managed by Mr. Vineet Maloo is 15. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return). Where Benchmark returns are not available, they have not been shown.

Past performance may or may not be sustained in future. Returns greater than 1 year period are compounded annualized. Dividends are assumed to be reinvested and bonus is adjusted. Load is not taken into consideration. For SIP returns, monthly investment of equal amounts invested on the 1st day of every month has been considered.

#### **Top Ten Portfolio Holdings**

| Issuer   | % to net Assets | lssuer   | % to net Assets |
|--|-----------------|--|-----------------|
| Birla Sun Life Govt Sec. Long Term Grwth Direct    | 39.88%          | Birla Sun Life Infra. Fund - Grth - Direct Plan    | 3.46%           |
| Birla Sun Life Income Plus - Growth - Direct Plan  | 33.43%          | Birla Sun Life Top 100 Fund - Growth - Direct Plan | 2.85%           |
| Birla Sun Life Advantage Fund - Gr - Dir Pl        | 11.14%          | Cash & Current Assets                              | 1.43%           |
| Birla Sun Life New Millennium Fund Direct Plan Gro | 3.84%           | Net receivables / payables                         | 0.36%           |
| Birla Sunlife Banking and Fin Ser Fund-Dir P-GR    | 3.62%           |  |                 |







# Tax Savings Solutions



#### What are Tax Savings Solutions?

Our Tax Savings Solutions help to reduce your tax burden and at the same time, aim to grow your money through equity investments.

#### Who can benefit from Tax Savings Solutions?

Tax saving is important, especially when investors can save up to ₹ 50,985 in taxes! Section 80C of the Income Tax Act, 1961 provides options to save tax by reducing the taxable income by up to ₹ 1.5 lakh.

But, wealth creation is also important. Isn't it? That's why this solution is ideal for investors who would like to create wealth along with tax saving.

Tax savings of ₹ 50,985 is calculated assuming qualifying amount of deduction is ₹ 1.5 lakh & investor falls in the top income tax slab of 33.99% & includes applicable cess & surcharge. Investors are advised to consult their tax advisor in view of individual nature of tax benefits. Further, Tax deduction(s) available u/s 80C of the Income Tax Act, 1961 is subject to conditions specified therein. Investors are requested to note that fiscal laws may change from time to time and there can be no guarantee that the current tax position may continue in the future.

The rates are applicable for the financial year 2014-15.

## Benefits of Tax Savings Solutions:

Low lock-in period: Your money is locked-in for just 3 years, as against the much longer lock-in periods in other options.

**Potential to earn dividends:** While your money is locked-in for 3 years, you may opt for the dividend option and can receive returns in the form of tax-free dividends during this time. This feature is unique only to tax saving solutions from mutual funds.

Earn market linked returns: Since investments are made in stocks of Indian companies, the value of your investment moves with the stock market. Although it comes with market related risks, your money is diversified i.e. spread out across stocks of multiple companies and is being monitored by an investment expert with an aim to minimize such risks.

Tax-free returns: When you withdraw your investment after 3 years, the returns are totally tax free. Yes, you save taxes on both, your initial investment and also on the returns.

Tax deduction(s) available u/s 80C of the Income Tax Act, 1961 is subject to conditions specified therein.

Investors are requested to note that fiscal laws may change from time to time and there can be no guarantee that the current tax position may continue in the future.

Investors are advised to consult their tax advisor in view of individual nature of tax benefits.

The Financial Solution (Savings Solution) stated above is ONLY for highlighting the many advantages perceived from investments in Mutual Funds but does not in any manner, indicate or imply, either the quality of any particular Scheme or guarantee any specific performance/returns.





# Birla Sun Life Tax Relief '96

**Tax Savings Solutions** 

#### What is it?

A fund that provides an opportunity to save tax while growing your money through Equity investments.

| Fund Details  |   |  |   |  | As on October 31, 2014        |
|---|---|--|---|--|-------------------------------|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:                                     | Mr. Ajay Garg<br>October 01, 2006<br>21 years<br>March 29, 1996<br>An Open-ended ELSS<br>Scheme with a lock - in of 3<br>years from the date of<br>allotment. | NAV of Plans / Options (₹<br>Regular Plan<br>Growth (w.e.f. 06/03/08):<br>Dividend:<br>Direct Plan <sup>\$</sup><br>Growth:<br>Dividend: | )<br>18.40<br>117.66<br>18.68<br>128.97 | Exit Load:<br>Other Parameter<br>Standard Deviation:<br>Sharpe Ratio##:<br>Beta: | Nil<br>17.08%<br>0.82<br>0.92 |
| Application Amount for f<br>₹ 500 (plus in multiplies of<br>Min. Addl. Investment:<br>₹ 500 (plus in multiplies of<br>SIP: Monthly: Minimum ₹ | ₹1)<br>₹1)  | Benchmark:<br>Quarterly Average AUM:<br>(as on 30th September 201<br>Load Structure (as % of N<br>Entry Load:                            | 4)                                      |  |                               |

Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance                                 | - Regular I                           | Plan - Divide         | nd N                 | IAV as on S         | eptember                                      | <mark>30, 2014:</mark> ₹ | 114.07              |
|--|---------------------------------------|-----------------------|----------------------|---------------------|---|--------------------------|---------------------|
| Date of Inception: Mar 29, 1996                        | NAV Per Birla Sun<br>Unit. * Life Tax | Birla Sun<br>Life Tax | S&P BSE<br>200 # (%) | CNX Nifty<br>## (%) | Value of Standard Investment of ₹<br>10000 in |                          |                     |
|  | (₹)                                   | Relief '96<br>(%)     |                      |                     | Birla Sun<br>Life Tax<br>Relief '96<br>(₹)    | S&P BSE<br>200<br># (₹)  | CNX Nifty<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.00                                 | 27.14                 | 12.87                | 11.95               | 853818  | 94147                    | 80836               |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 73.95                                 | 60.14                 | 42.50                | 38.87               | 16014   | 14250                    | 13887               |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 76.42                                 | 0.60                  | -1.11                | 0.56                | 10060   | 9889                     | 10056               |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 68.70                                 | 13.66                 | 13.77                | 15.38               | 11366   | 11377                    | 11538               |

| SIP Performance - Regular Plan - Dividend (assuming SIP of ₹ 5000 per month) |                    |                      |                     |                     |  |  |  |  |  |
|--|--------------------|----------------------|---------------------|---------------------|--|--|--|--|--|
| Particulars  | Since Inception    | last 5 years         | last 3 years        | last 1 year         |  |  |  |  |  |
| Total Amount Invested (₹)  | 1120000            | 300000               | 180000              | 60000               |  |  |  |  |  |
| Market Value of amount Invested  | 16204292           | 486638               | 287251              | 77986               |  |  |  |  |  |
| Scheme Returns (CAGR)  | 24.47              | 19.43                | 32.85               | 59.94               |  |  |  |  |  |
| S&P BSE 200 returns# (CAGR)  | 15.19              | 15.22                | 24.79               | 45.27               |  |  |  |  |  |
| CNX Nifty returns## (CAGR)   | 14.26              | 15.39                | 24.07               | 42.23               |  |  |  |  |  |
| Data of First Installment: April 01  | 1006 & Sohomo Inco | ntion Date: March 20 | 1006 Doot Dorformon | a may ar may not be |  |  |  |  |  |

Date of First Installment: April 01, 1996 & Scheme Inception Date: March 29, 1996. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Ajay Garg is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

Tax deduction(s) available u/s 80C of the Income Tax Act, 1961 is subject to conditions specified therein.

Investors are requested to note that fiscal laws may change from time to time and there can be no guarantee that the current tax position may continue in the future. Investors are advised to consult their tax advisor in view of individual nature of tax benefits.

<sup>sr</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return).Where Benchmark returns are not available, they have not been shown.

#### **Top Ten Portfolio Holdings**

| Issuer                         | % to net Assets | Issuer                        | % to net Assets |
|--------------------------------|-----------------|-------------------------------|-----------------|
| Sundaram Clayton Ltd           | 5.59%           | Tata Consultancy Services Ltd | 3.71%           |
| Honeywell Automation India Ltd | 4.96%           | ING Vysya Bank Ltd            | 3.59%           |
| Bayer CropScience Ltd          | 4.38%           | ICRA Ltd                      | 3.52%           |
| ICICI Bank Ltd                 | 3.95%           | Shopper's Stop Ltd            | 3.44%           |
| Reliance Industries Ltd        | 3.81%           | MRF Ltd                       | 3.42%           |





# **Birla Sun Life Tax Plan**

**Tax Savings Solutions** 

## What is it?

A fund that provides an opportunity to save tax while growing your money through Equity investments.

| Fund Details                            |                                     |                           |                      |                     | As on October 31, 2014 |
|---|-------------------------------------|---------------------------|----------------------|---------------------|------------------------|
| Fund Manager:                           | Mr. Ajay Garg                       | NAV of Plans / Options (  | <b>(</b> )           | Entry Load:         | Nil                    |
| Managing Fund Since:                    | October 17, 2011                    | Regular Plan<br>Growth:   | 23.46                | Exit Load:          | Nil                    |
| Total Experience:<br>Date of inception: | 21 years<br>February 16, 1999       | Dividend:                 | 23.46                | Other Parameter     |                        |
| Nature of the scheme:                   | An Open-ended ELSS                  | Dividend.                 | 09.00                | Standard Deviation: | 16.92%                 |
|   | Scheme with a lock - in of          | Growth:                   | 23.84                | Sharpe Ratio##:     | 0.80                   |
|   | 3 years from the date of allotment. | Dividend:                 | 78.52                | Beta:               | 0.99                   |
|   |                                     | Benchmark:                | S&P BSE SENSEX       |                     |                        |
| Application Amount for f                | resh subscription*:                 |                           |                      |                     |                        |
| ₹ 500 (plus in multiplies of            | ₹1)                                 | Quarterly Average AUM:    | ₹ 164.92 Crores      |                     |                        |
| Min. Addl. Investment:                  |                                     | (as on 30th September 20  | 14)                  |                     |                        |
| ₹ 500 (plus in multiplies of            | ₹1)                                 |                           |                      |                     |                        |
|   |                                     | Load Structure (as % of I | NAV) (Incl. for SIP) |                     |                        |
| SIP: Monthly: Minimum ₹                 | 500/-                               |                           |                      |                     |                        |

#### Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Dividend NAV as on September 30, 2014: ₹ 66.96 |                    |                            |                   |       |                                   |                            |                     |  |  |  |
|--|--------------------|----------------------------|-------------------|-------|-----------------------------------|----------------------------|---------------------|--|--|--|
| Date of Inception: Feb 16, 1999  | NAV Per<br>Unit. * | Birla Sun<br>Life Tax Plan | S&P BSE<br>SENSEX |       | Value of \$                       | tment of ₹                 |                     |  |  |  |
|  | (₹)                | (%)                        |                   |       | Birla Sun<br>Life Tax<br>Plan (₹) | S&P BSE<br>SENSEX<br># (₹) | CNX Nifty<br>## (₹) |  |  |  |
| Since inception till<br>September 30, 2014 (CAGR)                                      | 10.00              | 21.43                      | 14.19             | 14.50 | 207917                            | 79621                      | 83062               |  |  |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute)                                 | 45.80              | 58.66                      | 37.41             | 38.87 | 15866                             | 13741                      | 13887               |  |  |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute)                                 | 47.20              | 0.16                       | 3.29              | 0.56  | 10016                             | 10329                      | 10056               |  |  |  |
| September 30, 2011 to<br>September 28, 2012 (Absolute)                                 | 41.48              | 13.79                      | 14.03             | 15.38 | 11379                             | 11403                      | 11538               |  |  |  |

#### SIP Performance - Regular Plan - Dividend (assuming SIP of ₹ 5000 per month)

| Particulars                     | Since Inception | last 5 years | last 3 years | last 1 year |
|---------------------------------|-----------------|--------------|--------------|-------------|
| Total Amount Invested (₹)       | 945000          | 300000       | 180000       | 60000       |
| Market Value of amount Invested | 5551419         | 493302       | 282726       | 77297       |
| Scheme Returns (CAGR)           | 20.04           | 19.99        | 31.65        | 57.50       |
| S&P BSE SENSEX returns# (CAGR)  | 15.61           | 15.61        | 24.58        | 41.85       |
| CNX Nifty returns## (CAGR)      | 15.23           | 15.39        | 24.07        | 42.23       |

Date of First Installment: March 01, 1999 & Scheme Inception Date: February 16, 1999. Past Performance may or may not be sustained in future.

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Ajay Garg is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

Tax deduction(s) available u/s 80C of the Income Tax Act, 1961 is subject to conditions specified therein.

Investors are requested to note that fiscal laws may change from time to time and there can be no guarantee that the current tax position may continue in the future. Investors are advised to consult their tax advisor in view of individual nature of tax benefits.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

For SIP calculations above, the data assumes the investment of ₹ 5000/- on 1st day of every month or the subsequent working day. Load & Taxes are not considered for computation of returns. Performance for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV.

CAGR returns are computed after accounting for the cash flow by using XIRR method (investment internal rate of return).Where Benchmark returns are not available, they have not been shown.

#### **Top Ten Portfolio Holdings**

| Issuer                         | % to net Assets | Issuer                        | % to net Assets |
|--------------------------------|-----------------|-------------------------------|-----------------|
| Sundaram Clayton Ltd           | 5.59%           | Tata Consultancy Services Ltd | 3.70%           |
| Honeywell Automation India Ltd | 4.92%           | ING Vysya Bank Ltd            | 3.54%           |
| Bayer CropScience Ltd          | 4.37%           | ICRA Ltd                      | 3.52%           |
| ICICI Bank Ltd                 | 3.90%           | Shopper's Stop Ltd            | 3.45%           |
| Reliance Industries Ltd        | 3.78%           | MRF Ltd                       | 3.43%           |









#### What are Regular Income Solutions?

Our Regular Income Solutions aim to preserve your money and provide regular income.

### Who can benefit from Regular Income Solutions?

This is an ideal solutions for investors who are interested in alternative modes of regular income, either in present of after retirement stage, and have low propensity for risk.

(Regular income is not assured & is subject to availability of distributable surplus.)

## **Benefits of Regular Income Solutions:**

They aim to preserve your money & provide regular income: These schemes generally invest in instruments like bonds of reputed Indian companies and securities (bonds) issued by the Government of India which are considered relatively safe in order to generate regular income for you.

They aim to fight Inflation: A small part is invested in equity i.e. stocks of Indian companies to help you stay ahead of inflation.

**Tax-efficient Returns:** You may opt for a monthly dividend option where, in addition to the growth of your invested amount, a portion of the same comes to you as monthly income which is given in the form of dividends. These dividends are completely tax-free in your hands!

A dividend distribution tax of 28.325% is applicable and is deducted by the fund house.

The DDT rate of 28.325% is effective June 01, 2013 and further, upto May 31, 2013 DDT rate applicable shall be 14.1625% as amended by Finance Bill/Act 2013.

Investors are requested to note that fiscal laws may change from time to time and there can be no guarantee that the current tax position may continue in the future.

Investors are advised to consult their tax advisor in view of individual nature of tax benefits

Wherever mentioned, Regular Income / Second Income / Monthly Dividend is not assured and is subject to availability of distributable surplus. The Financial Solution (Regular Income Solution) stated above is ONLY for highlighting the many advantages perceived from investments in Mutual Funds but does not in any manner, indicate or imply, either the quality of any particular Scheme or guarantee any specific performance/returns.





## What is it?

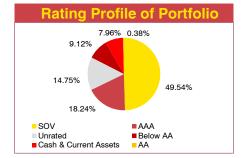
A fund that seeks to provide you regular income with an opportunity to grow your money through fixed income investments and a limited exposure to the equity markets.

| Fund Details   |  |   |   |  | As on October 31, 2014  |
|--|--|---|---|--|---|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:  | Mr. Satyabrata Mohanty &<br>Mr. Kaustubh Gupta<br>June 18, 2009<br>15 years & 8 years<br>July 14, 1999<br>An Open-ended Income | Direct Plan <sup>s</sup><br>Growth :<br>Dividend:<br>Quarterly Dividend:<br>Benchmark:                    | 50.4905<br>12.8958<br>12.6732<br>CRISIL MIP Blended Index |  | For redemption/switch out of<br>units after 540 days from the<br>date of allotment: Nil.<br>**Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment. |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP:<br>Monthly: Minimum ₹ 1,000<br>NAV of Plans / Options<br>Regular Plan<br>Growth :<br>Dividend:<br>Quarterly Dividend: | s of ₹ 1)<br>s of ₹ 1)<br>D/-  | Quarterly Average AUM<br>(as on 30th September 2<br>Load Structure (as % o<br>Entry Load:<br>Exit Load**: | 2014)   | Other Parameter<br>Modified Duration:<br>Yield to Maturity:<br>(for Debt Component)<br>Standard Deviation:<br>Sharpe Ratio##:<br>Beta: | 6.28 years<br>8.90%<br>4.37%<br>0.36<br>0.86  |

#### Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Date of Inception: July 14, 1999                       | NAV Per<br>Unit. * | Birla Sun<br>Life Monthly |                |                              | Value of \$                                | Value of Standard Investm<br>10000 in |   |
|--|--------------------|---------------------------|----------------|------------------------------|--|---------------------------------------|---|
|  | (₹)                | Income (%)                | Index #<br>(%) | Year Gilt<br>Index ##<br>(%) | Birla<br>Sun Life<br>Monthly<br>Income (₹) | e Blended<br>V Index # (₹)            | CRISIL 10<br>Year Gilt<br>Index<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000            | 10.94                     | N/A            | N/A                          | 48563                                      | N/A                                   | N/A                                       |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 42.0288            | 15.55                     | 15.45          | 6.85                         | 11555                                      | 11545                                 | 10685                                     |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 40.8381            | 2.92                      | 3.22           | 2.45                         | 10292                                      | 10322                                 | 10245                                     |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 37.4461            | 9.06                      | 10.38          | 8.03                         | 10906                                      | 11038                                 | 10803                                     |



# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/ additional benchmark returns are not available, they have not been shown. Performance of scheme may or may not be strictly comparable with that of its additional benchmark in view of hybrid nature of scheme. Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Satyabrata Mohanty is 16. Total Schemes managed by Mr. Kaustubh Gupta is 115. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>\$</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details. Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

| lssuer                        | % to net Assets | Rating                    | Issuer                              | % to net Assets | Rating     |
|-------------------------------|-----------------|---------------------------|-------------------------------------|-----------------|------------|
| Government of India           | 48.72%          | SOV                       | Eicher Motors Ltd                   | 1.75%           |            |
| Power Finance Corporation Ltd | 16.65%          | CRISIL AAA                | Power Grid Corporation of India Ltd | 1.60%           | CRISIL AAA |
| IDBI Bank Ltd                 | 5.55%           | CRISIL AA+,<br>CRISIL AA- | V-Mart Retail Limited               | 1.59%           |            |
| DLF Ltd                       | 3.95%           | ICRA A                    | Kewal Kiran Clothing Ltd            | 1.35%           |            |
| Repco Home Finance Ltd        | 1.90%           |                           | ICICI Bank Ltd                      | 1.27%           |            |





## What is it?

A fund that seeks to provide you regular income with an opportunity to grow your money through fixed income investments and a limited exposure to the equity markets.

| Fund Details  |                |  |                             |  |   |
|---|----------------|--|-----------------------------|--|---|
| Fund Details<br>Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:<br>Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP:<br>Monthly: Minimum ₹ 1,000<br>NAV of Plans / Options of<br>Regular Plan<br>Growth :<br>Monthly Dividend: | of₹1)<br>of₹1) | Direct Plan <sup>s</sup><br>Growth :<br>Monthly Dividend:<br>Benchmark:<br>Quarterly Average Al<br>(as on 30th Septembe<br>Load Structure (as %<br>Entry Load:<br>Exit Load**: |                             | Other Parameter<br>Modified Duration:<br>Yield to Maturity:<br>(for Debt Component)<br>Standard Deviation:<br>Sharpe Ratio##:<br>Beta: | within 1095 days from the<br>date of allotment: 1.00% of<br>the applicable NAV.<br>For redemption/switch out of<br>units after 1095 days from<br>the date of allotment: Nil<br>**Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment.<br>3.74 years<br>10.13%<br>4.12%<br>0.33<br>0.79 |
|   |                | 1  | of units after 730 days but | :  |   |

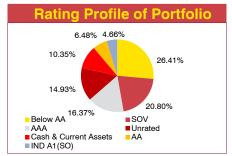
#### Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

#### **Investment Performance - Regular Plan - Growth**

#### NAV as on September 30, 2014: ₹ 35.3780

| Date of Inception: Nov 20, 2000                        | NAV Per<br>Unit. * | Birla Sun<br>Life MIP (%) | CRISIL MIP<br>Blended | CRISIL 10<br>Year Gilt       | Value of                             | Standard Investment of ₹<br>10000 in      |       |
|--|--------------------|---------------------------|-----------------------|------------------------------|--------------------------------------|---|-------|
|  | (7)                | Index #<br>(%)            | Index ##<br>(%)       | Birla Sun<br>Life MIP<br>(₹) | CRISIL MIP<br>Blended<br>Index # (₹) | CRISIL 10<br>Year Gilt<br>Index<br>## (₹) |       |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000            | 9.54                      | N/A                   | N/A                          | 35378                                | N/A                                       | N/A   |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 30.9286            | 14.39                     | 15.45                 | 6.85                         | 11439                                | 11545                                     | 10685 |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 29.6337            | 4.37                      | 3.22                  | 2.45                         | 10437                                | 10322                                     | 10245 |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 26.9527            | 9.95                      | 10.38                 | 8.03                         | 10995                                | 11038                                     | 10803 |



# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

As on October 31, 2014

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/ additional benchmark returns are not available, they have not been shown. Performance of scheme may or may not be strictly comparable with that of its additional benchmark in view of hybrid nature of scheme. Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Satyabrata Mohanty is 16. Total Schemes managed by Mr. Kaustubh Gupta is 115. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>sr</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

| · · · · · · · · · · · · · · · · · · · |                 |                           |  |                 |            |
|---------------------------------------|-----------------|---------------------------|--|-----------------|------------|
| Issuer                                | % to net Assets | Rating                    | Issuer   | % to net Assets | Rating     |
| DLF Ltd                               | 18.84%          | ICRA A                    | RHC Holding Pvt Ltd                                    | 4.66%           | IND A1(SO) |
| Government of India                   | 15.92%          | SOV                       | National Bank For Agriculture and Rural<br>Development | 0.93%           | CRISIL AAA |
| Power Finance Corporation Ltd         | 15.12%          | CRISIL AAA                | HDFC Bank Ltd  | 0.83%           |            |
| IDBI Bank Ltd                         | 14.05%          | CRISIL AA+,<br>CRISIL AA- | ICICI Bank Ltd   | 0.77%           |            |
| State Government Securities           | 4.88%           | SOV                       | ITC Ltd  | 0.63%           |            |



#### What is it?

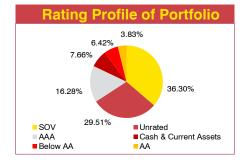
A fund that seeks to provide you regular income with an opportunity to grow your money through fixed income investments and a limited exposure to the equity markets.

| Fund Details  |   |   |   |  | As on October 31, 2014   |
|---|---|---|---|--|--|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:   | Mr. Satyabrata Mohanty &<br>Mr. Kaustubh Gupta<br>June 18, 2009<br>15 years & 8 years<br>May 22, 2004<br>An Open-ended Income<br>Scheme | Direct Plan <sup>s</sup><br>Growth :<br>Monthly Dividend:<br>Benchmark:<br>Quarterly Average Al | 27.1903<br>15.2962<br>CRISIL MIP Blended Index<br>JM: ₹ 227.17 Crores |  | of units after 730 days but<br>within 1095 days from the<br>date of allotment: 1.00% of<br>the applicable NAV.<br>For redemption/switch out of<br>units after 1095 days<br>from the date of allotment: |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP:<br>Monthly: Minimum ₹ 1,000<br>NAV of Plans / Options (<br>Regular Plan<br>Growth :<br>Monthly Dividend: | fresh subscription*:<br>of ₹ 1)<br>of ₹ 1)  | (as on 30th Septembe  |   | Other Parameter<br>Modified Duration:<br>Yield to Maturity:<br>(for Debt Component)<br>Standard Deviation:<br>Sharpe Ratio##:<br>Beta: | Nil.<br>**Exit Load is NIL for<br>units issued in Bonus &<br>Dividend Reinvestment.<br>6.01 years<br>8.92%<br>6.14%<br>0.88<br>1.08  |

#### Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

| Investment Performance - Regular Plan - Growth NAV as on September 30, 2014: ₹ 26.1184 |         |   |                                      |   |       |       |       |  |  |  |  |  |
|--|---------|---|--------------------------------------|---|-------|-------|-------|--|--|--|--|--|
| Date of Inception: May 22, 2004 NAV Per<br>Unit. * Birla Sun<br>Life MIP II - Blended  |         |   | CRISIL 10                            | Value of Standard Investment of ₹<br>10000 in |       |       |       |  |  |  |  |  |
|  | (₹)     | Ulfe MIP II -<br>Wealth 25<br>Plan (%) (%) (%) Vear Gilt<br>Index #<br>(%) Birla Sun<br>Life MIP<br>II - Wealth<br>25 Plan<br>(₹) | CRISIL MIP<br>Blended<br>Index # (₹) | CRISIL 10<br>Year Gilt<br>Index<br>## (₹)     |       |       |       |  |  |  |  |  |
| Since inception till<br>September 30, 2014 (CAGR)                                      | 10.0000 | 9.71  | 7.83                                 | 4.41  | 26118 | 21839 | 15635 |  |  |  |  |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute)                                 | 20.9755 | 24.52   | 15.45                                | 6.85  | 12452 | 11545 | 10685 |  |  |  |  |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute)                                 | 19.9216 | 5.29  | 3.22                                 | 2.45  | 10529 | 10322 | 10245 |  |  |  |  |  |
| September 29, 2011 to<br>September 28, 2012 (Absolute)                                 | 18.1245 | 9.92  | 10.38                                | 8.03  | 10992 | 11038 | 10803 |  |  |  |  |  |



# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Performance of scheme may or may not be strictly comparable with that of its additional benchmark in view of hybrid nature of scheme. Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Kaustubh Gupta is 115. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>sr</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

| lssuer                              | % to net Assets | Rating     | Issuer                     | % to net Assets | Rating     |
|-------------------------------------|-----------------|------------|----------------------------|-----------------|------------|
| Government of India                 | 36.30%          | SOV        | Eicher Motors Ltd          | 3.25%           |            |
| Power Grid Corporation of India Ltd | 8.92%           | CRISIL AAA | IDBI Bank Ltd              | 2.86%           | CRISIL AA- |
| Power Finance Corporation Ltd       | 7.36%           | CRISIL AAA | Repco Home Finance Ltd     | 2.82%           |            |
| Yes Bank Ltd                        | 4.24%           | ICRA AA+   | V-Mart Retail Limited      | 1.43%           |            |
| DLF Ltd                             | 3.56%           | ICRA A     | Motherson Sumi Systems Ltd | 1.33%           |            |





#### What is it?

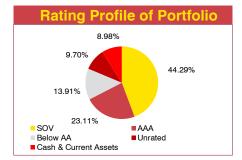
A fund that seeks to provide you regular income with an opportunity to grow your money through fixed income investments and a limited exposure to the equity markets.

| Fund Details                 |                          |                          |   |                      | A3 011 OCIODEI 01, 2014       |
|------------------------------|--------------------------|--------------------------|---|----------------------|-------------------------------|
| Fund Manager:                | Mr. Satyabrata Mohanty & | Direct Plan <sup>s</sup> |   |                      | For redemption/switch out of  |
|                              | Mr. Kaustubh Gupta       | Growth :                 | 25.1873   |                      | units after 540 days from the |
| Managing Fund Since:         | June 18, 2009            | Monthly Dividend:        | 13.0443   |                      | date of allotment: Nil        |
| Total Experience:            | 15 years & 8 years       |                          |   |                      | **Exit Load is NIL for        |
| Date of inception:           | May 22, 2004             | Benchmark:               | CRISIL MIP Blended Index                                |                      | units issued in Bonus &       |
| Nature of the scheme:        | An Open-ended Income     |                          |   |                      | Dividend Reinvestment.        |
|                              | Scheme                   | Quarterly Average A      | UM: ₹ 226.34 Crores                                     |                      |                               |
|                              |                          | (as on 30th Septembe     | er 2014)  | Other Parameter      |                               |
| Application Amount for       |                          |                          |   | Modified Duration:   | 5.12 years                    |
| ₹ 5,000 (plus in multiplies  | of ₹ 1)                  | Load Structure (as %     | 6 of NAV) (Incl. for SIP)                               | Yield to Maturity:   | 9.06%                         |
| Min. Addl. Investment:       |                          | Entry Load:              | Nil   | (for Debt Component) | 2.000                         |
| ₹ 1,000 (plus in multiplies  | of ₹ 1)                  | Exit Load**:             | For redemption/switch out of                            | Standard Deviation:  | 3.82%                         |
|                              |                          |                          | units within 365 days from                              | Sharpe Ratio##:      | 0.68                          |
| SIP:                         |                          |                          | the date of allotment: 1.50%                            | Beta:                | 0.75                          |
| Monthly: Minimum ₹ 1,000     | )/-                      |                          | of the applicable NAV.                                  |                      |                               |
|                              | (7)                      |                          | For redemption/switch out                               |                      |                               |
| NAV of Plans / Options       | (<)                      |                          | of units after 365 days but<br>within 540 days from the |                      |                               |
| Regular Plan                 | 04.0047                  |                          | date of allotment: 0.50% of                             |                      |                               |
| Growth :<br>Monthly Dividend | 24.9947                  |                          | the applicable NAV                                      |                      |                               |
| Monthly Dividend:            | 12.5173                  |                          |   |                      |                               |
|                              |                          | 1                        |   |                      |                               |

#### Note:

Standard Deviation, Sharpe Ratio & Beta are calculated on Annualised basis using 3 years history of monthly returns. ## Risk-free rate assumed to be 8.255% (91 day T-bill yield as on Oct 31, 2014)

**Investment Performance - Regular Plan - Growth** NAV as on September 30, 2014: ₹ 24.3331 Value of Standard Investment of ₹ 10000 in NAV Per Birla Sun Life MIP II - Savings 5 CRISIL MIP CRISII 10 Date of Inception: May 22, 2004 Unit. \* Blended Year Gilt Index # (%) Birla Sun Life MIP II CRISIL MIP Blended (₹) Index ## CRISIL 10 Plan (%) (%) Year Gilt Savings 5 Index # Index Plan (₹) (₹) ## (₹) Since inception till 10.0000 8.96 7.83 24333 21839 15635 4.41 September 30, 2014 (CAGR) September 30, 2013 to 21.1475 15.06 15.45 6.85 11506 11545 10685 September 30, 2014 (Absolute) September 28, 2012 to 10322 10245 20.2036 4.67 2.45 10467 3.22 September 30, 2013 (Absolute) September 29, 2011 to 18.2083 10.96 10.38 8.03 11096 11038 10803 September 28, 2012 (Absolute)



# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

As on October 31, 2014

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns.Performance of scheme may or may not be strictly comparable with that of its additional benchmark in view of hybrid nature of scheme. Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Kaustubh Gupta is 115. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

| Rating |
|--------|
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# Savings Solutions



#### What are Saving Solutions?

Our Savings Solutions are aimed at preserving your money, providing you with liquidity and giving you tax - efficient returns.

#### Who can benefit from Saving Solutions?

This is an ideal solution for investors who have low - medium propensity for risk and high liquidity. These can be ideal for first time investors in mutual funds.

## **Benefits of Savings Solutions:**

**Make Inflation work in your favour:** Inflation affects your returns from any investment including mutual funds. But, in case of savings solutions, you can use it to your advantage - through indexation - which can help you reduce the amount on which you have to pay tax. You can benefit from indexation, if investing for more than 1 year. Please consult your tax advisor on how to take advantage of indexation.

Aim to preserve your money: These schemes generally invest in instruments like bonds of reputed Indian companies and securities (bonds) issued by the Government of India which are considered relatively safe.

Aim to provide Liquidity: If you need to withdraw your money, all you have to do is submit a redemption slip and your money is normally credited to your bank account within one working day. You may also opt for an online redemption facility offered by many fund houses for added convenience.

**Tax-efficient returns:** You can earn returns in the form of monthly / quarterly dividends etc. which are completely tax-free in your hands. A dividend distribution tax of 28.325% is applicable and is deducted by the fund house.

There are various savings solutions available depending on the time period that you would like to invest for: a. 1 day to 3 months b. 3 to 6 months c. 6 months to 1 year d. 1 year +

The DDT rate of 28.325% is effective June 01, 2013 and further, upto May 31, 2013 DDT rate applicable shall be 14.1625% as amended by Finance Bill/Act 2013.

Investors are requested to note that fiscal laws may change from time to time and there can be no guarantee that the current tax position may continue in the future.

Investors are advised to consult their tax advisor in view of individual nature of tax benefits

The Financial Solution (Savings Solution) stated above is ONLY for highlighting the many advantages perceived from investments in Mutual Funds but does not in any manner, indicate or imply, either the quality of any particular Scheme or guarantee any specific performance/returns.stated above is ONLY for highlighting the many advantages perceived from investments in Mutual Funds but does not in any manner, indicate or imply, either the quality of any particular Scheme or guarantee any specific performance/returns.stated above is ONLY for highlighting the many advantages perceived from investments in Mutual Funds but does not in any manner, indicate or imply, either the quality of any particular Scheme or guarantee any specific performance/returns.





# **Birla Sun Life Cash Plus**

**Savings Solutions** 

## What is it?

A fund that aims to provide the convenience of a savings account with the opportunity to earn higher post-tax returns. (Investors are advised to consult their tax advisor in view of individual nature of tax benefits.)

| Fund Details                |                      |                           |   |                       | AS ON OCIODER 31, 2014 |
|-----------------------------|----------------------|---------------------------|---|-----------------------|------------------------|
| Fund Manager:               | Mr. Kaustubh Gupta & | Dividend:                 | 163.6940                                | Quarterly Average AU  | M: ₹ 20,885.51 Crores  |
|                             | Ms. Sunaina Da Cunha | Institutional Plan        |   | (as on 30th September | 2014)                  |
| Managing Fund Since:        | July 15, 2011        | Growth :                  | 360.5831                                |                       |                        |
| Total Experience:           | 8 years & 10 years   | Dividend:                 | 108.0230                                | Load Structure (as %  | of NAV)                |
| Date of inception:          | June 16, 1997        | Weekly Dividend:          | 108.0680                                | Entry Load:           | Nil                    |
| Nature of the scheme:       | An Open-ended Liquid | Regular Plan <sup>s</sup> |   | Exit Load:            | Nil                    |
|                             | Scheme               | Growth :                  | 216.5288                                |                       |                        |
|                             |                      | Daily Dividend:           | 100.1950                                | Other Parameter       |                        |
| Application Amount for      | fresh subscription*: | Weekly Dividend:          | 100.2250                                | Modified Duration:    | 0.11 years             |
| ₹ 5,000 (plus in multiplies | s of ₹ 1)            | Direct Plan <sup>s</sup>  |   | Yield to Maturity:    | 8.64%                  |
| Min. Addl. Investment:      |                      | Growth :                  | 216.7548                                | Standard Deviation    |                        |
| ₹ 1,000 (plus in multiplies | s of ₹ 1)            | Daily Dividend:           | 100.1950                                | Retail Plan:          | 0.30%                  |
|                             |                      | Weekly Dividend:          | 100.2250                                | Institutional Plan:   | 0.29%                  |
| SIP:                        |                      | Dividend:                 | 117.1564                                | Regular Plan:         | 0.30%                  |
| Monthly: Minimum ₹ 1,00     | 0/-                  | ^The Face Value per uni   | t of all the plans/ options under Birla | <b>U</b>              |                        |
|                             |                      | Sun Life Cash Plus has I  | been changed from ₹.10/- to ₹.100/-     |                       |                        |
| NAV of Plans / Options      | (₹)^                 | effective from October 0  | 7,2011                                  |                       |                        |
| Retail Plan                 |                      |                           |   |                       |                        |
| Growth :                    | 351.3764             | Benchmark:                | CRISIL Liquid Fund Index                |                       |                        |

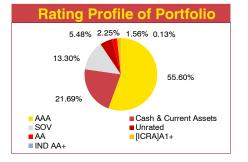
Standard Deviation is calculated on Annualised basis using 1 year history of monthly returns.

**Investment Performance - Retail Plan - Growth** 

**Top Ten Portfolio Holdings** 

## NAV as on September 30, 2014: ₹ 348.8057

| Date of Inception: June 16, 1997                       | NAV Per Birla Sun<br>Unit. * Life Cash |          |                     | CRISIL 1<br>Year T-Bill        | Value of \$                             | Standard Investment of ₹<br>10000 in |       |  |
|--|--|----------|---------------------|--------------------------------|---|--------------------------------------|-------|--|
|  | (₹)                                    | Plus (%) | Fund Index<br># (%) | ndex Index ## Birla Sun CRISIL | CRISIL 1<br>Year T-Bill<br>Index ## (₹) |                                      |       |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 100.0000                               | 7.49     | N/A                 | 6.56                           | 34881                                   | N/A                                  | 30033 |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 319.6739                               | 9.11     | 9.49                | 8.35                           | 10911                                   | 10949                                | 10835 |  |
| September 30, 2012 to<br>September 30, 2013 (Absolute) | 294.6833                               | 8.48     | 8.54                | 5.65                           | 10848                                   | 10854                                | 10565 |  |
| September 29, 2011 to<br>September 30, 2012 (Absolute) | 269.8550                               | 9.20     | 8.72                | 8.18                           | 10920                                   | 10872                                | 10818 |  |



# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

As on October 31 2014

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/additional benchmark returns are not available, they have not been shown. Total Schemes Co-Managed by Fund Managers is 5. Total Schemes managed by Mr. Kaustubh Gupta is 115. Total Schemes managed by Ms. Sunaina Da Cunha is 5. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

S'These Plan/Options continue for fresh subscriptions under the scheme. 'Direct Plan' is only for investors who purchase / subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

| Issuer                                      | % to net Assets | Rating                    | Issuer                         | % to net Assets | Rating                 |
|---|-----------------|---------------------------|--------------------------------|-----------------|------------------------|
| Government of India                         | 13.30%          | SOV                       | Kotak Mahindra Bank Ltd        | 3.11%           | CRISIL A1+             |
| Housing Development Finance Corporation Ltd | 6.03%           | CRISIL AAA,<br>ICRA A1+   | South Indian Bank Ltd          | 3.11%           | CARE A1+               |
| Indusind Bank Ltd                           | 3.60%           | CRISIL A1+,<br>CRISIL AAA | National Co-Op Dev Corporation | 2.62%           | ICRA A1+,<br>[ICRA]A1+ |
| Karur Vysya Bank Ltd                        | 3.23%           | CRISIL A1+,<br>ICRA A1+   | RELIANCE RETAIL LTD            | 2.50%           | CARE A1+               |
| Axis Bank Ltd                               | 3.13%           |                           | Gruh Finance Ltd               | 2.09%           | CRISIL A1+             |





# **Birla Sun Life Cash Manager**

Savings Solutions

#### What is it?

A fund that aims to provide the convenience of a savings account with the opportunity to earn higher post-tax returns. (Investors are advised to consult their tax advisor in view of individual nature of tax benefits.)

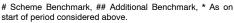
| Fund Details              |                      |                           |                                      |                       | As on October 31, 2014      |
|---------------------------|----------------------|---------------------------|--------------------------------------|-----------------------|-----------------------------|
| Fund Manager:             | Mr. Kaustubh Gupta & | NAV of Plans / Optio      | ns (₹)^                              | Quarterly Average AU  | <b>M:</b> ₹ 5,434.44 Crores |
| -                         | Ms. Sunaina Da Cunha | Regular Plan <sup>s</sup> |                                      | (as on 30th September | 2014)                       |
| Managing Fund Since:      | July 15, 2011        | Growth :                  | 324.5154                             |                       |                             |
| otal Experience:          | 8 years & 10 years   | Daily Dividend:           | 100.3456                             | Load Structure (as %  | of NAV) (Incl. for SIP)     |
| Date of inception         | , ,                  | Weekly Dividend:          | 100.2530                             | Entry Load:           | Nil                         |
| letail Plan:              | May 14, 1998         | Institutional Plan        |                                      | Exit Load:            | Nil                         |
| nstitutional Plan:        | September 27, 2004   | Growth :                  | 227.5309                             |                       |                             |
| lature of the scheme:     | An Open-ended Income | Daily Dividend:           | 100.2105                             | Other Parameter       |                             |
|                           | Scheme               | Weekly Dividend:          | 100.2421                             | Modified Duration:    | 0.42 years                  |
|                           |                      | Direct Plan <sup>s</sup>  |                                      | Yield to Maturity:    | 9.23%                       |
| Application Amount for    | fresh subscription*: | Growth :                  | 329.1483                             | Standard Deviation    |                             |
| 5,000 (plus in multiplies | of₹1)                | Daily Dividend:           | 100.3629                             | Regular Plan:         | 0.68%                       |
| lin. Addl. Investment:    |                      | Weekly Dividend:          | 100.2686                             | Institutional Plan:   | 0.66%                       |
| 1,000 (plus in multiplies | of₹1)                | ,                         | unit of all the plans/ options under |                       |                             |
|                           |                      |                           | anager has been changed from         |                       |                             |
| SIP:                      |                      |                           | ive from October 07, 2011            |                       |                             |
| Monthly: Minimum ₹ 1,000  | D/-                  |                           | ,                                    |                       |                             |
|                           |                      | Benchmark:                | CRISIL Short Term Bond<br>Fund Index |                       |                             |

Standard Deviation is calculated on Annualised basis using 3 years history of monthly returns.

**Investment Performance - Regular Plan - Growth** 

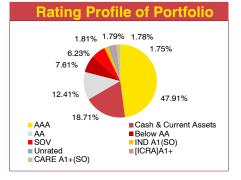
NAV as on September 30, 2014: ₹ 321.9300

| Date of Inception: May 14, 1998                        | NAV Per<br>Unit. * | Unit. * Life Cash | e Cash Short Term | CRISIL 1<br>Year T-Bill | Value of Standard Investment of ₹<br>10000 in |  |  |  |
|--|--------------------|-------------------|-------------------|-------------------------|---|--|--|--|
|  | (₹)                |                   |                   | Index ##<br>(%)         | Birla Sun<br>Life Cash<br>Manager<br>(₹)      | CRISIL<br>Short Term<br>Bond Fund<br>Index # (₹) | CRISIL 1<br>Year<br>T-Bill Index<br>## (₹) |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 100.0000           | 7.39              | N/A               | 6.44                    | 32193   | N/A  | 27801                                      |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 294.6486           | 9.26              | 10.12             | 8.35                    | 10926   | 11012  | 10835                                      |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 271.8389           | 8.39              | 7.78              | 5.70                    | 10839   | 10778  | 10570                                      |  |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 248.8630           | 9.23              | 9.21              | 8.14                    | 10923   | 10921  | 10814                                      |  |



Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/additional benchmark returns are not available, they have not been shown. Total Schemes Co-Managed by Fund Managers is 5. Total Schemes managed by Mr. Kaustubh Gupta is 115. Total Schemes managed by Ms. Sunaina Da Cunha is 5. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s-</sup>These Plan/Options continue for fresh subscriptions under the scheme. 'Direct Plan' is only for investors who purchase / subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birdasunlife.com



#### **Top Ten Portfolio Holdings**

| Issuer                            | % to net Assets | Rating           | Issuer   | % to net Assets | Rating                     |
|-----------------------------------|-----------------|------------------|--|-----------------|----------------------------|
| Indiabulls Housing Finance Ltd    | 7.57%           | CARE AAA         | Government of India                            | 3.82%           | SOV                        |
| Sesa Sterlite Ltd                 | 5.97%           | CRISIL A1+       | RHC Holding Pvt Ltd                            | 3.77%           | CARE A1(SO),<br>IND A1(SO) |
| IL&FS Transportation Networks Ltd | 5.33%           | ICRA A, ICRA A1+ | IDFC Ltd.                                      | 3.55%           | ICRA A1+                   |
| Kotak Mahindra Prime Ltd          | 4.86%           | CRISIL AAA       | Shapoorji Pallonji and Company Private Limited | 3.48%           | ICRA A1+                   |
| Tata Motors Finance Ltd           | 4.23%           | CRISIL AA        | Dewan Housing Finance Corporation Ltd          | 3.18%           | CRISIL A1+                 |



# **Birla Sun Life Savings Fund**

**Savings Solutions** 

## What is it?

A fund that aims to provide the convenience of a savings account with the opportunity to earn higher post-tax returns. (Investors are advised to consult their tax advisor in view of individual nature of tax benefits.)

| Fund Details  |  |                                     |                                      |                       | As on October 31, 2014               |
|---|--|-------------------------------------|--------------------------------------|-----------------------|--------------------------------------|
| Fund Manager:                                       | Mr. Kaustubh Gupta &<br>Ms. Sunaina Da Cunha | NAV of Plans / Optio<br>Retail Plan | ns (₹)^                              | Benchmark:            | CRISIL Short Term Bond<br>Fund Index |
| Managing Fund Since:                                | July 15, 2011 &                              | Growth :                            | 250.9151                             |                       |                                      |
|   | June 20, 2014                                | Daily Dividend:                     | 100.2963                             | Quarterly Average AU  | IM: ₹ 7,533.49 Crores                |
| Total Experience:                                   | 8 years & 10 years                           | Weekly Dividend:                    | 100.3092                             | (as on 30th September | 2014)                                |
| Date of inception                                   |  | Regular Plan <sup>s</sup>           |                                      |                       |                                      |
| Retail Plan:  | November 27, 2001                            | Growth :                            | 259.3136                             | Load Structure (as %  | of NAV) (Incl. for SIP)              |
| nstitutional Plan:                                  | April 16, 2003                               | Daily Dividend:                     | 100.2970                             | Entry Load:           | Nil                                  |
| Nature of the scheme:                               | An Open-ended Short Term                     | Weekly Dividend:                    | 100.3092                             | Exit Load:            | Nil                                  |
|   | Income Scheme                                | Direct Plan <sup>s</sup>            |                                      |                       |                                      |
|   |  | Growth :                            | 259.7398                             | Other Parameter       |                                      |
| Application Amount for                              |  | Daily Dividend:                     | 100.2972                             | Modified Duration:    | 0.38 years                           |
| 5,000 (plus in multiplies                           | of < 1)                                      | Weekly Dividend:                    | 100.3108                             | Yield to Maturity:    | 8.90%                                |
| Min. Addl. Investment:<br>1,000 (plus in multiplies | of 7 1)                                      | ^The Face Value per ι               | init of all the plans/ options under | Standard Deviation    |                                      |
| 1,000 (plus in multiplies                           | UIX I)                                       | Birla Sun Life Savings              | Fund has been changed from           | Retail Plan:          | 0.65%                                |
| SIP:  |  | ₹.10/- to ₹.100/- effect            | ive from October 07, 2011            | Regular Plan:         | 0.65%                                |
|   | N  |                                     |                                      |                       |                                      |
| Monthly: Minimum ₹ 1,000                            | <i>y</i> /-                                  |                                     |                                      |                       |                                      |
| Note:   |  |                                     |                                      |                       |                                      |

Standard Deviation is calculated on annualised basis using 1 year history of monthly returns.

**Investment Performance - Retail Plan - Growth** 

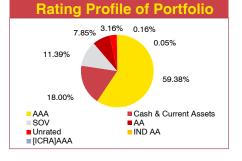
## NAV as on September 30, 2014: ₹ 248.8148

| Date of Inception: Nov 27, 2001                        | NAV Per<br>Unit. * |          | CRISIL<br>Short Term        | CRISIL 1<br>Year T-Bill | Value of Standard Investment of ₹<br>10000 in |  |   |
|--|--------------------|----------|-----------------------------|-------------------------|---|--|---|
|  | (₹)                | Fund (%) | Bond Fund<br>Index #<br>(%) | Index ##<br>(%)         | Birla<br>Sun Life<br>Savings<br>Fund (₹)      | CRISIL<br>Short Term<br>Bond Fund<br>Index # (₹) | CRISIL 1<br>Year T-Bill<br>Index ## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 100.0000           | 7.35     | N/A                         | 5.67                    | 24881   | N/A  | 20323                                   |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 226.6792           | 9.77     | 10.12                       | 8.35                    | 10977   | 11012  | 10835                                   |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 208.2630           | 8.84     | 7.78                        | 5.70                    | 10884   | 10778  | 10570                                   |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 189.9650           | 9.63     | 9.21                        | 8.14                    | 10963   | 10921  | 10814                                   |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/additional benchmark returns are not available, they have not been shown. Total Schemes Co-Managed by Fund Managers is 5. Total Schemes managed by Mr. Kaustubh Gupta is 115. Total Schemes managed by Ms. Sunaina Da Cunha is 5. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>These Plan/Options continue for fresh subscriptions under the scheme. 'Direct Plan' is only for investors who purchase / subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



#### **Top Ten Portfolio Holdings**

| % to net Assets | Rating                           |
|-----------------|----------------------------------|
| 9.33%           | CRISIL A1+                       |
| 7.50%           | SOV                              |
| 6.34%           | CARE AAA                         |
| 5.53%           | CARE AAA,<br>CRISIL A1+          |
| 4.23%           | CRISIL AAA,<br>ICRA A1+          |
|                 | 9.33%<br>7.50%<br>6.34%<br>5.53% |

| Issuer                        | % to net Assets | Rating              |
|-------------------------------|-----------------|---------------------|
| Tata Motors Finance Ltd       | 3.95%           | CRISIL AA, ICRA A1+ |
| State Government Securities   | 3.89%           | SOV                 |
| Power Finance Corporation Ltd | 3.35%           | CRISIL AAA          |
| Kotak Mahindra Bank Ltd       | 3.16%           |                     |
| JSW Steel Ltd                 | 2.91%           | CARE A1+            |

Savings Solutions

## What is it?

A fund that aims to provide the convenience of parking your savings with an opportunity to earn higher post-tax returns. (Investors are advised to consult their tax advisor in view of individual nature of tax benefits)

| Fund Managari                  | Mr. Kauatubh Gupta 8                      | Quarterly Dividend:       | 106.8255                            | Load Structure (as % of | of NAV/) (Incl. for SID)                                  |
|--------------------------------|---|---------------------------|-------------------------------------|-------------------------|---|
| Fund Manager:                  | Mr. Kaustubh Gupta &<br>Mr. Prasad Dhonde | Regular Plan <sup>s</sup> | 100.8255                            | Entry Load:             | Nil   |
| Managing Fund Since:           |   | Growth :                  | 165.8567                            | Exit Load:              | For redemption / switchout                                |
| Total Experience:              | 8 years & 16 years                        | Monthly Dividend:         | 103.8374                            |                         | of units within 90 days                                   |
| Date of inception:             | April 19, 2002                            | Quarterly Dividend:       | 104.1767                            |                         | from the date of allotment:                               |
| Nature of the scheme:          | An Open-ended Short Term                  | Dividend:                 | 112.3261                            |                         | 0.25% of applicable NAV.                                  |
|                                | Income Scheme                             | Direct Plan <sup>s</sup>  |                                     |                         | For redemption / switch-ou                                |
|                                |   | Growth :                  | 166.3251                            |                         | of units after 90 days from<br>the date of allotment: Nil |
| Application Amount for         |   | Monthly Dividend:         | 104.0390                            |                         | the date of anotherit. Nil                                |
| ₹ 5,000 (plus in multiplies    | s of ₹ 1)                                 | Quarterly Dividend:       | 104.2241                            | Other Parameter         |   |
| Min. Addl. Investment:         |   | Dividend:                 | 112.5490                            | Modified Duration:      | 2.46 years  |
| ₹ 1,000 (plus in multiplies    | s of ₹ 1)                                 |                           | nit of all the plans/ options under | Yield to Maturity:      | 8.72%   |
| CID.                           |   |                           | has been changed from ₹.10/- to     | Standard Deviation:     | 0.94%   |
| SIP:<br>Menthly: Minimum ≢1.00 | 0/  | ₹.100/- effective from C  | October 07, 2011                    |                         | 0.0170  |
| Monthly: Minimum ₹ 1,00        | 0/-                                       | Demokrativ                |                                     |                         |   |
| NAV of Plans / Options         | (7)                                       | Benchmark:                | CRISIL Short Term Bond              |                         |   |
| Retail Plan                    | (())                                      |                           | Fund Index                          |                         |   |
| Growth :                       | 248.9751                                  | Quarterly Average AL      | IM. ₹ 1 399 37 Croros               |                         |   |
| Monthly Dividend:              | 103.8155                                  |                           |                                     |                         |   |
| Monthly Dividend:              | 103.8155                                  | (as on 30th September     | 2014)                               |                         |   |

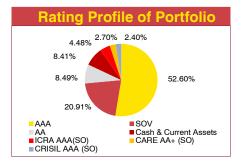
Standard Deviation is calculated on annualised basis using 1 year history of monthly returns.

| Date of Inception: April 19, 2002                      | NAV Per<br>Unit. * |                          | CRISIL<br>Short Term        | CRISIL 1<br>Year T-Bill | Value of Standard Investment of ₹<br>10000 in             |  |  |
|--|--------------------|--------------------------|-----------------------------|-------------------------|---|--|--|
|  | (₹)                | Optimizer<br>Plan<br>(%) | Bond Fund<br>Index #<br>(%) | Index ##<br>(%)         | Birla<br>Sun Life<br>Treasury<br>Optimizer<br>Plan<br>(₹) | CRISIL<br>Short Term<br>Bond Fund<br>Index # (₹) | CRISIL 1<br>Year<br>T-Bill Index<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 100.0000           | 7.45                     | 6.91                        | 5.61                    | 24474   | 22998  | 19737                                      |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 220.7498           | 10.87                    | 10.12                       | 8.35                    | 11087   | 11012  | 10835                                      |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 202.8174           | 8.84                     | 7.78                        | 5.70                    | 10884   | 10778  | 10570                                      |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 184.9220           | 9.68                     | 9.21                        | 8.14                    | 10968   | 10921  | 10814                                      |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Kaustubh Gupta is 115. Total Schemes managed by Mr. Prasad Dhonde is 27. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>These Plan/Options continue for fresh subscriptions under the scheme. 'Direct Plan' is only for investors who purchase / subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



| Issuer                                | % to net Assets | Rating                  | Issuer   | % to net Assets | Rating     |
|---------------------------------------|-----------------|-------------------------|--|-----------------|------------|
| State Government Securities           | 17.65%          | SOV                     | Housing Development Finance<br>Corporation Ltd | 3.98%           | CRISIL AAA |
| Rural Electrification Corporation Ltd | 13.72%          | CRISIL AAA              | Shriram Transport Finance Company Ltd          | 3.34%           | CRISIL AA  |
| LIC Housing Finance Ltd               | 10.69%          | CARE AAA,<br>CRISIL AAA | Reliance Jio Infocomm Limited                  | 3.32%           | CRISIL AAA |
| Power Finance Corporation Ltd         | 8.52%           | CRISIL AAA              | Government of India                            | 3.26%           | SOV        |
| NABHA POWER LTD                       | 4.48%           | ICRA AAA(SO)            | Power Grid Corporation of India Ltd            | 3.14%           | CRISIL AAA |





# **Birla Sun Life Dynamic Bond Fund**

Savings Solutions

#### What is it?

An income solution that aims to generate optimal returns through active management by capturing positive price and credit spread movements.

| Fund Details                  |                      |   |                        |                        | As on October 31, 2014                      |
|-------------------------------|----------------------|---|------------------------|------------------------|---|
| Fund Manager:                 | Mr. Maneesh Dangi    | NAV of Plans / Option                         | ıs (₹)                 | Load Structure (as % o | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,     |
| Managing Fund Since:          | September 12, 2007   | Regular Plan                                  |                        | Entry Load:            | Nil   |
| Total Experience:             | 14 years             | Growth :                                      | 22.8846                | Exit Load**:           | For redemption / switch-out                 |
| Date of inception:            | September 27, 2004   | Monthly Dividend::                            | 10.6337                |                        | of units within 365 days from               |
| Nature of the scheme:         | An Open-ended Income | Quarterly Dividend:                           | 10.9761                |                        | the date of allotment: 1.00%                |
|                               | Scheme               | Direct Plan <sup>s</sup>                      |                        |                        | of applicable NAV.                          |
|                               |                      | Growth :                                      | 23.0308                |                        | For redemption / switch-out                 |
| <b>Application Amount for</b> | fresh subscription*: | Monthly Dividend:                             | 10.5981                |                        | of units after 365 days from                |
| ₹ 5,000 (plus in multiplies   | of ₹ 1)              | Quarterly Dividend:                           | 11.0748                |                        | the date of allotment: Nil.                 |
| Min. Addl. Investment:        |                      |   |                        |                        | **Exit Load is NIL for units                |
| ₹ 1,000 (plus in multiplies   | s of ₹ 1)            | Benchmark:                                    | CRISIL Short Term Bond |                        | issued in Bonus & Dividend<br>Reinvestment. |
| SIP:                          |                      |   | Fund Index             | Other Parameter        |   |
| Monthly: Minimum ₹ 1,000      | /                    |   | (w.e.f 27 May, 2013)   | Modified Duration:     | 6.08 years                                  |
|                               | - 10                 |   |                        | Yield to Maturity:     | 8.39%                                       |
|                               |                      | Quarterly Average AL<br>(as on 30th September | ,                      | Standard Deviation:    | 2.77%                                       |

Standard Deviation is calculated on annualised basis using 3 years history of monthly returns.

Investment Performance - Regular Plan - Growth

NAV as on September 30, 2014: ₹ 22.3025

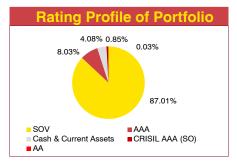
| Date of Inception: Sept 27, 2004                       | NAV Per<br>Unit. * | Birla Sun                          | CRISIL<br>Short Term        | CRISIL 10<br>Year Gilt            | Value of Standard Investment of ₹ 10000 in       |  |   |  |
|--|--------------------|------------------------------------|-----------------------------|-----------------------------------|--|--|---|--|
|  | (₹)                | * Life Dynamic<br>Bond Fund<br>(%) | Bond Fund<br>Index #<br>(%) | Bond Fund Index<br>Index # ## (%) | Birla<br>Sun Life<br>Dynamic<br>Bond Fund<br>(₹) | CRISIL<br>Short Term<br>Bond Fund<br>Index # (₹) | CRISIL 10<br>Year Gilt<br>Index<br>## (₹) |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000            | 8.34                               | 7.21                        | 5.05                              | 22303  | 20085  | 16377                                     |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 20.1896            | 10.47                              | 10.12                       | 6.85                              | 11047  | 11012  | 10685                                     |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 18.9699            | 6.43                               | 7.78                        | 2.45                              | 10643  | 10778  | 10245                                     |  |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 17.1299            | 10.74                              | 9.21                        | 8.03                              | 11074  | 10921  | 10803                                     |  |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns.

Total Schemes managed by Mr. Maneesh Dangi is 2. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



#### **Top Ten Portfolio Holdings**

| lssuer                            | % to net Assets | Rating                  | Issuer   | % to net Assets | Rating                  |
|-----------------------------------|-----------------|-------------------------|--|-----------------|-------------------------|
| Government of India               | 84.03%          | SOV                     | Rural Electrification Corporation Ltd          | 0.70%           | CRISIL AAA              |
| Power Finance Corporation Ltd     | 4.37%           | CRISIL AAA,<br>ICRA AAA | Reliance Gas Transportation Infrastructure Ltd | 0.40%           | CARE AAA,<br>CRISIL AAA |
| State Government Securities       | 2.98%           | SOV                     | LIC Housing Finance Ltd                        | 0.36%           | CRISIL AAA              |
| Reliance Jio Infocomm Limited     | 1.64%           | CRISIL AAA              | Housing Development Finance Corporation Lt     | d 0.34%         | CRISIL AAA              |
| IOT Utkal Energy Services Limited | 0.85% C         | RISIL AAA (SO)          | Power Grid Corporation of India Ltd            | 0.11%           | CRISIL AAA              |

Savings Solutions

#### What is it?

A scheme that focuses on enhancing the portfolio returns by identifying and selectively investing in mispriced credit opportunities in the market.

| Fund Details   |   |   |   |  | As on October 31, 2014   |
|--|---|---|---|--|--|
| Fund Manager:  | Mr. Kaustubh Gupta &<br>Ms. Sunaina Da Cunha  | Quarterly Dividend:<br>Institutional Plan   | 10.6028   | Entry Load:<br>Exit Load**:  | Nil<br>For redemption / switchout  |
| Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:                               | September 11, 2014 &<br>July 15, 2011<br>8 years & 10 years<br>May 09, 2003<br>An Open-ended Income<br>Scheme | Growth :<br>Dividend:<br>Direct Plan <sup>s</sup><br>Growth :<br>Dividend:<br>Quarterly Dividend: | 16.1135<br>-<br>22.1359<br>14.1520<br>10.7430   |  | of units within 365 days from<br>the date of allotment:1.50%<br>of applicable NAV. For<br>redemption /switch-out of<br>units after 365 days but<br>within 540 days from the                              |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP: | s of ₹ 1)   | ^the dividend options u<br>renamed w.e.f July 02,   | Inder the scheme have been<br>2012. Please refer addendum<br>e 29, 2012 for further details.<br>CRISIL AA Short Term Bond<br>Fund Index |  | date of allotment: 0.50% of<br>applicable NAV. For<br>redemption/switch out of<br>units after 540 days from the<br>date of allotment: Nil<br>** Exit Load is NIL for units<br>issued in Bonus & Dividend |
| Monthly: Minimum ₹ 1,00  | D/-   |   | (w.e.f May 27, 2013)  |  | Reinvestment.  |
| <b>NAV of Plans / Options<br/>Regular Plan<sup>s</sup><br/>Growth :<br/>Dividend:</b>                                  | (₹)^<br>21.9036<br>14.0084  | (as on 30th Septembe  | JM: ₹ 3,586.26 Crores<br>r 2014)<br>• of NAV) (Incl. for SIP)   | Other Parameter<br>Modified Duration:<br>Yield to Maturity:<br>Standard Deviation: | 1.95 years<br>9.33%<br>1.67%   |

Note:

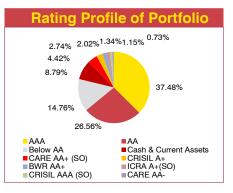
Standard Deviation Is calculated on Annualised basis using 3 years history of monthly returns.

| Date of Inception: May 09, 2003                        | NAV Per<br>Unit. * | Birla Sun Life<br>Short Term | CRISIL<br>AA Short               | CRISIL 1<br>Year T - Bill        | Value of Standard Investment of ₹<br>10000 in             |  |   |
|--|--------------------|------------------------------|----------------------------------|----------------------------------|---|--|---|
|  | (₹)                | Opportunities<br>Fund (%)    | Term Bond<br>Fund Index<br># (%) | Year 1 - Bill<br>Index ##<br>(%) | Birla Sun Life<br>Short Term<br>Opportunities<br>Fund (₹) | CRISIL AA<br>Short Term<br>Bond Fund<br>Index<br># (₹) | CRISIL 1<br>Year T -<br>Bill<br>Index<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000            | 6.99                         | 8.69                             | 5.52                             | 21597   | 25870  | 18456   |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 19.4808            | 10.86                        | 11.14                            | 8.35                             | 11086   | 11114  | 10835   |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 17.7623            | 9.67                         | 9.02                             | 5.70                             | 10967   | 10902  | 10570   |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 16.0202            | 10.87                        | 10.81                            | 8.14                             | 11087   | 11081  | 10814   |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 5. Total Schemes managed by Mr. Kaustubh Gupta is 115. Total Schemes managed by Ms. Sunaina Da Cunha is 5. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>These Plan/Options continue for fresh subscriptions under the scheme. 'Direct Plan' is only for investors who purchase / subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birdasunlife.com



#### **Top Ten Portfolio Holdings**

| Top Ton Tontiono Honanigo                 |                 |            |                                       |                 |               |
|---|-----------------|------------|---------------------------------------|-----------------|---------------|
| Issuer                                    | % to net Assets | Rating     | Issuer                                | % to net Assets | Rating        |
| Rural Electrification Corporation Ltd     | 10.95%          | CRISIL AAA | S.D. Corporation Pvt. Ltd             | 4.73%           | ICRA AA+(SO)  |
| Power Finance Corporation Ltd             | 9.34%           | CRISIL AAA | Shriram Transport Finance Company Ltd | 3.56%           | CRISIL AA     |
| TRIL Infopark Ltd (TATA Realty SPV)       | 6.23%           | BWR A(SO)  | Tata Motors Finance Ltd               | 2.96%           | CRISIL AA     |
| LIC Housing Finance Ltd                   | 5.72%           | CRISIL AAA | Sterlite Technologies Ltd             | 2.74%           | CRISIL A+     |
| Adani Ports and Special Economic Zone Ltd | 4.87%           | ICRA AA-   | GSPC Distribution Networks Ltd.       | 2.73%           | CARE AA+ (SO) |

# **Birla Sun Life Medium Term Plan**

Savings Solutions

#### What is it?

An income scheme that aims to optimize returns by identifying mispriced credit opportunities in medium term securities in the market and then selectively investing in them.

| Managing Fund Since:       September 01, 2014       Growth :       15.7954       of applicable NAV.         Total Experience:       14 years       Quarterly Dividend:       -       For redemption / switcho         Date of inception:       March 25, 2009       Half Yearly Dividend:       -       of units after 365 days bu         Nature of the scheme:       An Open-ended Income Scheme       Direct Plan <sup>s</sup> before 730 days from the date of allotment: 1.00% applicable NAV.         Application Amount for fresh subscription*:       Half Yearly Dividend:       10.5560       applicable NAV. For redemption / switch-out of units after 730 days from the date of allotment: 1.00% applicable NAV. For redemption / switch-out of units after 730 days from the date of allotment: Nil.         ₹ 5,000 (plus in multiplies of ₹ 1)       Dividend:       12.1929       units after 730 days from date of allotment: Nil.         **Exit Load is NIL for unit       Senchmark:       CRISIL AA Short Term Bond       **Exit Load is NIL for unit | Fund Details   |   |  |   |  | As on October 31, 2014   |
|---|--|---|--|---|--|--|
| NAV of Plans / Options (₹)       Quarterly Average AUM: ₹ 3,306.38 Crores<br>(as on 30th September 2014)       Modified Duration:       2.17 years         Regular Plans <sup>*</sup> Load Structure (as % of NAV) (Incl. for SIP)       Standard Deviation       Standard Deviation         Quarterly Dividend:       10.4772       Entry Load:       Nil       Nil       Institutional Plan:       2.08%         Half Yearly Dividend:       12.0604       Exit Load**:       For redemption / switch-out<br>of units within 365 days from       Standard Deviation:       2.08%  | Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:<br>Application Amount for f<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP:<br>Monthly: Minimum ₹ 1,000,<br>NAV of Plans / Options (<br>Regular Plan <sup>s</sup><br>Growth :<br>Quarterly Dividend:<br>Half Yearly Dividend: | September 01, 2014<br>14 years<br>March 25, 2009<br>An Open-ended Income<br>Scheme<br>fresh subscription*:<br>of ₹ 1)<br>of ₹ 1)<br>/-<br>₹)<br>16.2699<br>10.4772<br>10.8394 | Growth :<br>Quarterly Dividend:<br>Half Yearly Dividend:<br>Direct Plan <sup>\$</sup><br>Growth :<br>Quarterly Dividend:<br>Half Yearly Dividend:<br>Dividend:<br>Benchmark:<br>Quarterly Average AUI<br>(as on 30th September 2<br>Load Structure (as % of<br>Entry Load: | -<br>-<br>16.4525<br>10.5560<br>11.1360<br>12.1929<br>CRISIL AA Short Term Bond<br>Fund Index<br>(w.e.f May 27, 2013)<br>M: ₹ 3,306.38 Crores<br>2014)<br>of NAV) (Incl. for SIP)<br>Nil<br>For redemption / switch-out | Modified Duration:<br>Yield to Maturity:<br>Standard Deviation | For redemption / switchout<br>of units after 365 days but<br>before 730 days from the<br>date of allotment: 1.00% of<br>applicable NAV. For<br>redemption / switch-out of<br>units after 730 days from the<br>date of allotment: Nil.<br>**Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment.<br>2.17 years<br>10.06% |

Note:

Standard Deviation Is calculated on Annualised basis using 3 years history of monthly returns.

## Investment Performance - Regular Plan - Growth NA

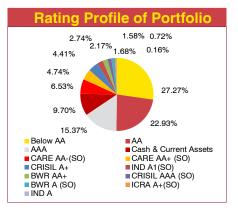
NAV as on September 30, 2014: ₹ 16.0586

| Date of Inception: Mar 25, 2009                        | NAV Per<br>Unit. * | Birla Sun<br>Life Medium |                             | CRISIL 10<br>Year Gilt | Value of Standard Investment of ₹<br>10000 in   |  |  |
|--|--------------------|--------------------------|-----------------------------|------------------------|---|--|--|
|  | (₹)                | Term Plan<br>(%)         | Bond Fund<br>Index #<br>(%) | Index ##<br>(%)        | Birla<br>Sun Life<br>Medium<br>Term Plan<br>(₹) | CRISIL AA<br>Short Term<br>Bond Fund<br>Index<br># (₹) | CRISIL 10<br>Year Gilt<br>Index ## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000            | 8.96                     | 9.77                        | 4.31                   | 16059   | 16728  | 12623                                  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 14.3887            | 11.61                    | 11.14                       | 6.85                   | 11161   | 11114  | 10685                                  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 13.1494            | 9.42                     | 9.02                        | 2.45                   | 10942   | 10902  | 10245                                  |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 11.8388            | 11.07                    | 10.81                       | 8.03                   | 11107   | 11081  | 10803                                  |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Maneesh Dangi is 2. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>These Plan/Options continue for fresh subscriptions under the scheme. 'Direct Plan' is only for investors who purchase / subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



| lssuer                           | % to net Assets | Rating       | Issuer  | % to net Assets | Rating       |
|----------------------------------|-----------------|--------------|---|-----------------|--------------|
| RKN RETAIL PVT. LTD              | 10.32%          | BWR A-(SO)   | Power Finance Corporation Ltd                       | 4.36%           | CRISIL AAA   |
| DLF Ltd                          | 9.89%           | ICRA A       | S.D. Corporation Pvt. Ltd                           | 3.88%           | ICRA AA+(SO) |
| Relationships Properties Pvt Ltd | 6.53%           | CARE AA-(SO) | Cholamandalam Investment and Finance<br>Company Ltd | 3.62%           | ICRA AA      |
| Tata Motors Finance Ltd          | 5.03%           | CRISIL AA    | Reliance Jio Infocomm Limited                       | 3.59%           | CRISIL AAA   |
| Sterlite Technologies Ltd        | 4.41%           | CRISIL A+    | TRIL Infopark Ltd (TATA Realty SPV)                 | 3.18%           | BWR A(SO)    |



Savings Solutions

## What is it?

A moderate income scheme that invests in diversified portfolio of debt and money market instruments of short to medium term maturity which can offer superior levels of yields at relatively lower levels of risk.

| Fund Details   |   |   |  |  | As on October 31, 2014  |
|--|---|---|--|--|---|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:  | Mr. Prasad Dhonde<br>July 01, 2011<br>16 years<br>March 3, 1997<br>An Open-ended Income<br>Scheme | NAV of Plans / Option<br>Regular Plan<br>Growth :<br>Dividend:<br>Monthly Dividend:<br>Direct Plan <sup>s</sup><br>Growth : | 50.2017<br>10.2310<br>11.8061<br>50.2995 | Load Structure (as % o<br>Entry Load:<br>Exit Load**:                              | of NAV) (Incl. for SIP)<br>Nil<br>For Redemption / Switchout<br>of units within 30 days from<br>the date of allotment: 0.50%<br>of applicable NAV. For<br>Redemption / Switchout<br>of units after 30 days from |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP:<br>Monthly: Minimum ₹ 1,000 | of ₹ 1)<br>of ₹ 1)  | Dividend:<br>Monthly Dividend:<br>Benchmark:<br>Quarterly Average Al<br>(as on 30th September                               |  | Other Parameter<br>Modified Duration:<br>Yield to Maturity:<br>Standard Deviation: | the date of allotment: Nil<br>**Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment.<br>1.51 years<br>8.71%<br>1.56%   |

Note: Standard Deviation is calculated on Annualised basis using 3 years history of monthly returns.

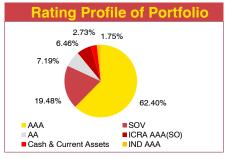
Investment Performance - Regular Plan - Growth NAV as on September 30, 2014: ₹ 49.5379

| Date of Inception: March 3, 1997                       | NAV Per<br>Unit. * | Birla Sun<br>Life Short | CRISIL<br>Short Term        | CRISIL 10<br>Year Gilt | Value of S                                  | Standard Inves<br>10000 in                       | tment of ₹                             |
|--|--------------------|-------------------------|-----------------------------|------------------------|---|--|--|
|  | (₹)                | Term Fund<br>(%)        | Bond Fund<br>Index #<br>(%) | Index<br>## (%)        | Birla Sun<br>Life Short<br>Term Fund<br>(₹) | CRISIL<br>Short Term<br>Bond Fund<br>Index # (₹) | CRISIL 10<br>Year Gilt<br>Index ## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000            | 9.52                    | N/A                         | N/A                    | 49538                                       | N/A  | N/A                                    |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 44.8977            | 10.34                   | 10.12                       | 6.85                   | 11034                                       | 11012  | 10685                                  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 41.5926            | 7.95                    | 7.78                        | 2.45                   | 10795                                       | 10778  | 10245                                  |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 37.5617            | 10.73                   | 9.21                        | 8.03                   | 11073                                       | 10921  | 10803                                  |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/additional benchmark returns are not available, they have not been shown.Total Schemes managed by Mr. Prasad Dhonde is 27. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



#### **Top Ten Portfolio Holdings**

| Issuer                                      | % to net Assets | Rating                           | Issuer                                | % to net Assets | Rating                  |
|---|-----------------|----------------------------------|---------------------------------------|-----------------|-------------------------|
| Housing Development Finance Corporation Ltd | 12.11%          | CRISIL AAA,<br>ICRA A1+,ICRA AAA | Rural Electrification Corporation Ltd | 8.25%           | CARE A1+,<br>CRISIL AAA |
| LIC Housing Finance Ltd                     | 12.05%          | CARE AAA,<br>CRISIL AAA          | NABHA POWER LTD                       | 6.46%           | ICRA AAA(SO)            |
| State Government Securities                 | 11.02%          | SOV                              | Oriental Bank of Commerce             | 4.30%           | CRISIL A1+              |
| Power Finance Corporation Ltd               | 9.45%           | CRISIL AAA                       | Export Import Bank of India           | 3.24%           | CRISIL AAA              |
| Government of India                         | 8.46%           | SOV                              | Punjab & Sind Bank                    | 1.90%           | ICRA A1+                |

# **Birla Sun Life Income Plus**

**Savings Solutions** 

### What is it?

A fund that invests in a combination of bonds and Government securities of varying maturities from time to time with an aim to optimize returns.

| Fund Details   |  |   |  |   | As on October 31, 2014  |
|--|--|---|--|---|---|
| Fund Manager:<br>Managing Fund Since:  | Mr. Prasad Dhonde<br>January 11, 2010                          | NAV of Plans / Option<br>Regular Plan   | is (₹)   | Load Structure (as % o<br>Entry Load:                           | of NAV) (Incl. for SIP)<br>Nil  |
| Total Experience:<br>Date of inception:<br>Nature of the scheme:   | 16 years<br>October 21, 1995<br>An Open-ended Income<br>Scheme | Growth :<br>Quarterly Dividend:<br><b>Direct Plan<sup>s</sup></b><br>Growth : | 58.9169<br>12.9361<br>59.5105                  | Exit Load:  | For redemption / switch-<br>out of units within 365 days<br>from the date of allotment:<br>1.00% of applicable NAV. |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies | s of ₹ 1)  | Quarterly Dividend:<br>Benchmark:   | 13.1378<br>CRISIL Composite Bond<br>Fund Index | Other Parameter   | For redemption / switch-out<br>of units after 365 days from<br>the date of allotment: Nil.                          |
| SIP:<br>Monthly: Minimum ₹ 1,000   | )<br>D/-   | Quarterly Average AL<br>(as on 30th September                                 |  | Modified Duration:<br>Yield to Maturity:<br>Standard Deviation: | 8.12 years<br>8.48%<br>4.73%  |
| Note:  |  |   |  |   |   |

NAV as on September 30, 2014: ₹ 57.1753

Birla

Sun Life

Income

Plus (₹)

57175

10941

10377

11039

Value of Standard Investment of ₹

10000 in

CRISII 10

Year Gilt

Index

## (₹)

N/A

10685

10245

10803

CRISII

Composite

Bond Fund

Index # (₹)

N/A

11161

10349

10953

Standard Deviation is calculated on annualised basis using 1 year history of monthly returns.

Birla Sun

Life Income

Plus (%)

9.63

9.41

3.77

10.39

CRISIL

Composite

Bond Fund

Index #

(%)

N/A

11.61

3.49

9.53

CRISIL 10

Year Gilt

Index

## (%)

N/A

6.85

2.45

8.03

Investment Performance - Regular Plan - Growth

NAV Per

Unit. \*

(₹)

10.0000

52.2599

50.3593

45.6181

Date of Inception: Oct 21, 1995

Since inception till

September 28, 2012 to

September 30, 2014 (CAGR) September 30, 2013 to

September 30, 2014 (Absolute)

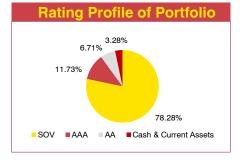
September 30, 2013 (Absolute) September 29, 2011 to

September 28, 2012 (Absolute)

# Scheme Benchmark ## Additional Benchmark \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When additional benchmark returns are not available, they have not been shown. Total Schemes managed by Mr. Prasad Dhonde is 27. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

S'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



| lssuer                              | % to net Assets | Rating                  | lssuer  | % to net Assets | Rating     |
|-------------------------------------|-----------------|-------------------------|---|-----------------|------------|
| Government of India                 | 75.84%          | SOV                     | Reliance Jio Infocomm Limited                     | 2.32%           | CRISIL AAA |
| Oriental Bank of Commerce           | 4.59%           | CRISIL A1+,<br>ICRA AA+ | Hindalco Industries Ltd                           | 2.16%           | CRISIL AA  |
| Power Grid Corporation of India Ltd | 3.67%           | CRISIL AAA              | Export Import Bank of India                       | 1.88%           | CRISIL AAA |
| State Government Securities         | 2.44%           | SOV                     | Power Finance Corporation Ltd                     | 0.83%           | CRISIL AAA |
| India Infradebt Ltd                 | 2.41%           | CRISIL AAA              | Reliance Gas Transportation<br>Infrastructure Ltd | 0.33%           | CRISIL AAA |



# Birla Sun Life Floating Rate Fund - Short Term Plan

Savings Solutions

#### What is it?

A fund that provides the convenience of parking your savings with an opportunity to earn higher post-tax returns. (Investors are advised to consult their tax advisor in view of individual nature of tax benefits.)

| Fund Details   |  |  |   |   | As on October 31, 2014   |
|--|--|--|---|---|--|
| Fund Manager:  | Mr. Kaustubh Gupta &<br>Ms. Sunaina Da Cunha                                 | NAV of Plans / Option<br>Retail Plan   | ( )   | Benchmark:  | CRISIL Liquid Fund Index   |
| Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:   | July 15, 2011<br>8 years & 10 years<br>June 05, 2003<br>An Open-ended Income | Growth :<br>Daily Dividend:<br>Weekly Dividend:<br><b>Regular Plan<sup>s</sup></b> | 221.3561<br>100.0150<br>103.8430  | Quarterly Average AU (as on 30th September                                  |  |
|  | Scheme   | Growth :<br>Daily Dividend:  | 179.6262<br>100.0200  | Load Structure (as %<br>Entry Load:   | of NAV) (Incl. for SIP)<br>Nil   |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP:<br>Monthly: Minimum ₹ 1,000 | ; of ₹ 1)<br>; of ₹ 1)   |  | 100.1705<br>179.7981<br>100.0200<br>100.1714<br>Init of all the plans/ options under<br>Rate Fund – Short Term Plan | Exit Load**:<br>Other Parameter<br>Modified Duration:<br>Yield to Maturity: | Nil<br>** Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment.<br>0.10 years<br>8.62% |
| Note:  |  | has been changed fro<br>October 07, 2011   | m ₹.10/- to ₹.100/- effective from  | Standard Deviation:   | 0.27%  |

Standard Deviation is calculated on annualised basis using 1 year history of monthly returns.

**Investment Performance - Retail Plan - Growth** 

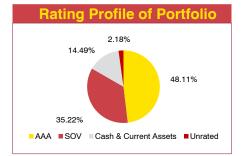
#### NAV as on September 30, 2014: ₹ 219.7259

| Date of Inception: June 05, 2003                       | NAV Per<br>Unit. * | Birla Sun CRISIL<br>Life Floating Liquid |                     | CRISIL 1<br>Year T - Bill | Value of Standard Investment of ₹<br>10000 in                             |   |   |  |
|--|--------------------|--|---------------------|---------------------------|---|---|---|--|
|  | (₹)                | Rate Fund -<br>Short Term<br>Plan (%)    | Fund Index<br># (%) | Index<br>## (%)           | Birla<br>Sun Life<br>Floating<br>Rate Fund<br>- Short<br>Term Plan<br>(₹) | CRISIL<br>Liquid<br>Fund Index<br># (₹) | CRISIL 1<br>Year T - Bill<br>Index ## (₹) |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 100.0000           | 7.20                                     | 6.67                | 5.53                      | 21973   | 20776                                   | 18397                                     |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 201.0649           | 9.28                                     | 9.49                | 8.35                      | 10928   | 10949                                   | 10835                                     |  |
| September 30, 2012 to<br>September 30, 2013 (Absolute) | 184.8701           | 8.76                                     | 8.54                | 5.65                      | 10876   | 10854                                   | 10565                                     |  |
| September 29, 2011 to<br>September 30, 2012 (Absolute) | 168.5100           | 9.71                                     | 8.72                | 8.18                      | 10971   | 10872                                   | 10818                                     |  |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 5. Total Schemes managed by Mr. Kaustubh Gupta is 115. Total Schemes managed by Ms. Sunaina Da Cunha is 5. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>These Plan/Options continue for fresh subscriptions under the scheme. 'Direct Plan' is only for investors who purchase / subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



| Top Ten | <b>Portfolio</b> | Holdings |
|---------|------------------|----------|
|---------|------------------|----------|

| Issuer                                     | % to net Assets | Rating     | lssuer   | % to net Assets | Rating                  |
|--|-----------------|------------|--|-----------------|-------------------------|
| Government of India                        | 35.22%          | SOV        | Sesa Sterlite Ltd                                      | 2.75%           | CRISIL A1+              |
| Mahindra & Mahindra Financial Services Ltd | 6.63%           | CRISIL A1+ | Konkan Railway Corporation Ltd                         | 2.22%           | CARE A1+                |
| Indusind Bank Ltd                          | 6.53%           | CRISIL A1+ | National Bank For Agriculture and Rural<br>Development | 2.21%           | CRISIL A1+              |
| Bharat Aluminium Co Ltd.                   | 4.39%           | CRISIL A1+ | JM Financial Products Ltd                              | 2.21%           | CRISIL A1+,<br>ICRA A1+ |
| Indiabulls Housing Finance Ltd             | 3.20%           | CRISIL A1+ | Fedbank Financial Services Ltd                         | 2.21%           | CRISIL A1+              |

## Birla Sun Life Floating Rate Fund - Long Term Plan

Savings Solutions

#### What is it?

Note:

A fund that aims to generate income by investing substantially into floating rate debt/ money market instruments.

| Fund Details   |  |   |  |  | As on October 31, 2014   |
|--|--|---|--|--|--|
| Fund Manager:<br>Managing Fund Since:<br>Total Experience:<br>Date of inception:<br>Nature of the scheme:  | Mr. Prasad Dhonde &<br>Mr. Kaustubh Gupta<br>July 15, 2011 &<br>June 20, 2014<br>16 years & 8 years<br>June 05, 2003<br>An Open-ended Income<br>Scheme | NAV of Plans / Optio<br>Retail Plan<br>Growth :<br>Weekly Dividend:<br>Regular Plan <sup>s</sup><br>Growth :<br>Daily Dividend:<br>Weekly Dividend: | ns (₹)^<br>233.5461<br>100.2269<br>161.4736<br>100.3952<br>100.2270  | Quarterly Average Al<br>(as on 30th September<br>Load Structure (as %<br>Entry Load:<br>Exit Load**: | of NAV) (Incl. for SIP)<br>Nil<br>For Redemption / Switchout<br>of units within 30 days from<br>the date of allotment: 0.25%   |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies<br>SIP:<br>Monthly: Minimum ₹ 1,000 | of₹1)<br>of₹1)   | Birla Sun Life Floating   | 162.0378<br>100.3918<br>100.2290<br>Init of all the plans/ options under<br>Rate Fund – Long Term Plan<br>m ₹.10/- to ₹.100/- effective from<br>CRISIL Liquid Fund Index | Other Parameter<br>Modified Duration:<br>Yield to Maturity:<br>Standard Deviation:                   | of applicable NAV.<br>For Redemption / Switchout<br>of units after 30 days from<br>the date of allotment : Nil<br>** Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment.<br>0.49 years<br>8.84%<br>0.63% |

Standard Deviation is calculated on annualised basis using 1 year history of monthly returns.

Investment Performance - Retail Plan - Growth

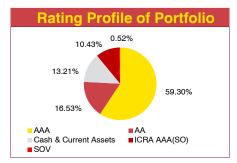
## NAV as on September 30, 2014: ₹ 231.5208

| Date of Inception: June 05, 2003                       | NAV Per<br>Unit. * | Birla Sun<br>Life Floating           | CRISIL<br>Liquid    | CRISIL 1<br>Year T - Bill | Value of S   | Standard Inves<br>10000 in              | andard Investment of ₹<br>10000 in           |  |
|--|--------------------|--------------------------------------|---------------------|---------------------------|--|---|--|--|
|  | (₹)                | Rate Fund -<br>Long Term<br>Plan (%) | Fund Index<br># (%) | Index ##<br>(%)           | Birla<br>Sun Life<br>Floating<br>Rate Fund<br>- Long<br>Term Plan<br>(₹) | CRISIL<br>Liquid<br>Fund Index<br># (₹) | CRISIL 1<br>Year T - Bill<br>Index<br>## (₹) |  |
| Since inception till<br>September 30, 2014 (CAGR)      | 100.0000           | 7.69                                 | 6.67                | 5.53                      | 23152  | 20776                                   | 18397  |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 211.2045           | 9.62                                 | 9.49                | 8.35                      | 10962  | 10949                                   | 10835  |  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 193.7600           | 9.00                                 | 8.59                | 5.70                      | 10900  | 10859                                   | 10570  |  |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 176.0180           | 10.08                                | 8.67                | 8.14                      | 11008  | 10867                                   | 10814  |  |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Kaustubh Gupta is 115. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'These Plan/Options continue for fresh subscriptions under the scheme. 'Direct Plan' is only for investors who purchase / subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



#### **Top Ten Portfolio Holdings**

| · · · · ·                             |                 |              |   |                 |            |
|---------------------------------------|-----------------|--------------|---|-----------------|------------|
| lssuer                                | % to net Assets | Rating       | Issuer  | % to net Assets | Rating     |
| Shriram Transport Finance Company Ltd | 15.50%          | CRISIL AA    | Power Finance Corporation Ltd                       | 5.13%           | CRISIL AAA |
| Rural Electrification Corporation Ltd | 12.26%          | CARE A1+     | Oriental Bank of Commerce                           | 5.13%           | CRISIL A1+ |
| NABHA POWER LTD                       | 10.43%          | ICRA AAA(SO) | Deutsche Investments India Pvt Ltd                  | 5.11%           | CRISIL A1+ |
| Sesa Sterlite Ltd                     | 6.14%           | CRISIL A1+   | Cholamandalam Investment and<br>Finance Company Ltd | 5.01%           | ICRA A1+   |
| Allahabad Bank                        | 5.14%           | ICRA A1+     | Housing Development Finance<br>Corporation Ltd      | 4.85%           | CRISIL AAA |

Empower



# Birla Sun Life Gilt Plus - Liquid Plan

Savings Solutions

#### What is it?

A fund that aims to generate income and capital appreciation by investing exclusively in Government Securities.

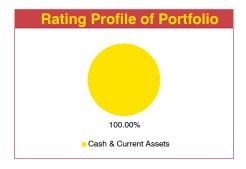
| Fund Details  |   |  |                               |  | As on October 31, 2014  |
|---|---|--|-------------------------------|--|-------------------------|
| Fund Manager:   | Mr. Prasad Dhonde &<br>Mr. Kaustubh Gupta     | NAV of Plans / Options<br>Regular Plan                         | (₹)                           | Quarterly Average AUI<br>(as on 30th September 2 |                         |
| Managing Fund Since:  | July 01, 2011 &<br>June 20, 2014              | Growth :<br>Daily Dividend:                                    | 29.7673<br>10.0100            | Load Structure (as % c                           | of NAV) (Incl. for SIP) |
| Total Experience:<br>Date of inception:<br>Nature of the scheme:                | 16 years & 8 years<br>October 12, 1999        | Weekly Dividend:<br>Quarterly Dividend:                        | 10.0178<br>10.8126<br>10.8550 | Entry Load:<br>Exit Load:                        | Nil<br>Nil              |
| Nature of the scheme:   | An Open-ended Government<br>Securities Scheme | Annual Dividend Option:<br>Direct Plan <sup>s</sup><br>Growth: | 10.8560<br>29.8946            | Other Parameter<br>Modified Duration:            | 0.00 years              |
| Application Amount for<br>₹ 5,000 (plus in multiplies<br>Min. Addl. Investment: | of ₹ 1)                                       | Daily Dividend:<br>Annual Dividend:<br>Quarterly Dividend:     | -<br>11.0380<br>10.8964       | Yield to Maturity:<br>Standard Deviation:        | 8.00%<br>0.72%          |
| ₹ 1,000 (plus in multiplies   | ,   | Weekly Dividend:<br>Benchmark:                                 | -<br>I-Sec SI-BEX             |  |                         |
| Monthly: Minimum ₹ 1,000  | D/-   |  |                               |  |                         |

Note:

Standard Deviation is calculated on annualised basis using 3 years history of monthly returns.

\_\_\_\_\_

| Date of Inception: Oct 12, 1999                        | eption: Oct 12, 1999 NAV Per Birla Sun I-Sec SI-BEX CRISIL 1 Value of Star<br>Unit. * Life Gilt Plus- # (%) Year |                    | ndard Investme<br>in | idard Investment of ₹10000<br>in |   |                       |  |
|--|--|--------------------|----------------------|----------------------------------|---|-----------------------|--|
|  | (₹)  | Liquid Plan<br>(%) | " (,0)               | T-Bill Index<br>## (%)           | Birla Sun<br>Life Gilt<br>Plus - Liquid<br>Plan (₹) | I-Sec SI-BEX<br># (₹) | CRISIL 1 Yea<br>T-Bill Index<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000  | 7.51               | N/A                  | 6.31                             | 29588   | N/A                   | 25014                                  |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 27.2824  | 8.45               | 8.93                 | 8.35                             | 10845   | 10893                 | 10835                                  |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 24.9969  | 9.14               | 7.15                 | 5.70                             | 10914   | 10715                 | 10570                                  |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 23.1628  | 7.92               | 9.57                 | 8.14                             | 10792   | 10957                 | 10814                                  |



# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/additional benchmark returns are not available, they have not been shown. Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Kaustubh Gupta is 115. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>sr</sup>Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

**Top Portfolio Holdings** 

Issuer

Cash & Current Assets

% to net Assets 100.00%

Empower



# Birla Sun Life Gilt Plus - PF Plan

Savings Solutions

#### What is it?

A fund that aims to generate income and capital appreciation by investing exclusively in Government Securities.

| Fund Details  |  |  |   |   | As on October 31, 2014  |
|---|--|--|---|---|---|
| Fund Manager:   | Mr. Prasad Dhonde &                                    | NAV of Plans / Option                                  | ns (₹)  |   | of units within 90 days from  |
| Managing Fund Since:  | Mr. Kaustubh Gupta<br>July 01, 2011 &<br>June 20, 2014 | <b>Regular Plan</b><br>Growth :<br>Quarterly Dividend: | 35.0499<br>10.5854  |   | of applicable NAV For<br>redemption /switch-out of                          |
| Total Experience:<br>Date of inception:   | 16 years & 8 years<br>October 12, 1999                 | <b>Direct Plan<sup>s</sup></b><br>Growth:              | 35.3188   |   | units after 90 days from the date of allotment: Nil.                        |
| Nature of the scheme:   | An Open-ended Government<br>Securities Scheme          | Quarterly Dividend:                                    | 10.7362   |   | **Exit Load is NIL for units<br>issued in Bonus & Dividend<br>Reinvestment. |
| Application Amount for  | fresh subscription*:                                   | Benchmark:   | I-Sec LI-BEX  |   | Heinvestment.   |
| ₹ 5,000 (plus in multiplies<br><b>Min. Addl. Investment:</b><br>₹ 1,000 (plus in multiplies | of₹1)  | Quarterly Average AL<br>(as on 30th September          |   | Other Parameter<br>Modified Duration:<br>Yield to Maturity: | 7.29 years<br>8.34%   |
| SIP:<br>Monthly: Minimum ₹ 1,000  | D/-  | Load Structure (as %<br>Entry Load:<br>Exit Load**:    | of NAV) (Incl. for SIP)<br>Nil<br>For redemption / switch-out | Standard Deviation:   | 5.27%   |
| Note:   |  |  |   |   |   |

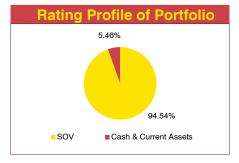
Standard Deviation is calculated on annualised basis using 3 years history of monthly returns.

| Date of Inception: Oct 12, 1999                        | NAV Per<br>Unit. * | Birla Sun Life<br>Gilt Plus- PF | I-Sec LI-BEX<br># (%) | CRISIL 10<br>Year    | Value of Sta                                   | ndard Investme        | ent of ₹10000                             |
|--|--------------------|---------------------------------|-----------------------|----------------------|--|-----------------------|---|
|  | (₹)                | Plan (%)                        | # (%)                 | Gilt Index<br>## (%) | Birla Sun<br>Life Gilt<br>Plus- PF<br>Plan (₹) | I-Sec LI-BEX<br># (₹) | CRISIL 10<br>Year<br>Gilt Index<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000            | 8.55                            | N/A                   | N/A                  | 34173  | N/A                   | N/A                                       |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 30.3169            | 12.72                           | 12.85                 | 6.85                 | 11272  | 11285                 | 10685                                     |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 29.1687            | 3.94                            | 2.96                  | 2.45                 | 10394  | 10296                 | 10245                                     |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 25.9574            | 12.37                           | 10.32                 | 8.03                 | 11237  | 11032                 | 10803                                     |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above. Past performance may or may not be sustained in future.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/additional benchmark returns are not available, they have not been shown.Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Kaustubh Gupta is 115. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

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| Top Portfolio Holdings               |                 |        |
|--------------------------------------|-----------------|--------|
| Issuer                               | % to net Assets | Rating |
| 8.60% GOI (MD 02/06/2028)            | 77.92%          | SOV    |
| 8.28% GOI (M/D 21/09/2027)           | 11.84%          | SOV    |
| 8.62% Tamil Nadu SDL (MD 20/02/2023) | 4.78%           | SOV    |
| Cash & Current Assets                | 5.46%           |        |



# Birla Sun Life Gilt Plus - Regular Plan

## Savings Solutions

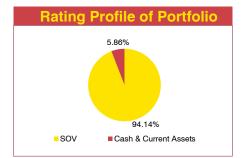
#### What is it?

A fund that aims to generate income and capital appreciation by investing exclusively in Government Securities.

| June 20, 2014     Quarterly Dividend:     12.4153     Standard Deviation:     4.50%       Total Experience:     16 years & 8 years     Direct Plan <sup>5</sup> Growth:     39.2899       Date of inception:     October 12, 1999     Growth:     39.2899       Nature of the scheme:     An Open-ended Government Securities Scheme     Quarterly Dividend:     11.4626       Application Amount for fresh subscription*:     F.Sec LI-BEX     Benchmark:     I-Sec LI-BEX       Application Amount for fresh subscription*:     Quarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)     Coad Structure (as % of NAV) (Incl. for SIP) Entry Load:       SIP:     Load Structure (as % of NAV) (Incl. for SIP)     Entry Load:     Nil   |                            |                      |                          |                         |                     |            |
|--|----------------------------|----------------------|--------------------------|-------------------------|---------------------|------------|
| Mr. Kaustubh Gupta       Regular Plan       Modified Duration:       5.86 years         Managing Fund Since:       July 01, 2011 & June 20, 2014       Growth :       39.1384       Yield to Maturity:       8.24%         Total Experience:       16 years & 8 years       Direct Plan*       Standard Deviation:       4.50%         Date of inception:       October 12, 1999       Growth:       39.2899       Standard Deviation:       4.50%         Nature of the scheme:       An Open-ended Government Securities Scheme       Quarterly Dividend:       11.4626       Here Scheme:       A.00         Application Amount for fresh subscription*:       ₹ 5,000 (plus in multiplies of ₹ 1)       Quarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)       Quarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)       Load Structure (as % of NAV) (Incl. for SIP)       Entry Load:       Nil | Fund Manager:              | Mr. Prasad Dhonde &  | NAV of Plans / Option    | ns (₹)                  | Other Parameter     |            |
| June 20, 2014       Quarterly Dividend:       12.4153       Standard Deviation:       4.50%         Total Experience:       16 years & 8 years       Direct Plan <sup>\$</sup> Growth:       39.2899       Quarterly Dividend:       11.4626         Nature of the scheme:       An Open-ended Government Securities Scheme       Multiplies of ₹ 1)       Quarterly Dividend:       11.4626         Application Amount for fresh subscription*:       ₹ 5,000 (plus in multiplies of ₹ 1)       Quarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)       Quarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)         SIP:       Load Structure (as % of NAV) (Incl. for SIP)       Entry Load:       Nil   |                            | Mr. Kaustubh Gupta   |                          | - ( )                   | Modified Duration:  | 5.86 years |
| Total Experience:       16 years & 8 years       Direct Plan <sup>s</sup> Date of inception:       October 12, 1999       Growth:       39.2899         Nature of the scheme:       An Open-ended Government Securities Scheme       Quarterly Dividend:       11.4626         Application Amount for fresh subscription*:       ₹ 5,000 (plus in multiplies of ₹ 1)       Quarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)         Min. Addl. Investment:       ₹ 1,000 (plus in multiplies of ₹ 1)       Quarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)         SIP:       Load Structure (as % of NAV) (Incl. for SIP)       Entry Load:         Nil       Nil  | Managing Fund Since:       | July 01, 2011 &      | Growth :                 | 39.1384                 | Yield to Maturity:  | 8.24%      |
| Date of inception:       October 12, 1999       Growth:       39.2899         Nature of the scheme:       An Open-ended Government Securities Scheme       Growth:       11.4626         Application Amount for fresh subscription*:       Eenchmark:       I-Sec LI-BEX         Application Amount for fresh subscription*:       Quarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)         Min. Addl. Investment:       Coust Securities of ₹ 1)       Quarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)         SIP:       Load Structure (as % of NAV) (Incl. for SIP)       Entry Load:         Number Minimum ₹ 4 000/       Nil   |                            | June 20, 2014        | Quarterly Dividend:      | 12.4153                 | Standard Deviation: | 4.50%      |
| Nature of the scheme:       An Open-ended Government Securities Scheme       Quarterly Dividend:       11.4626         Application Amount for fresh subscription*:       Benchmark:       I-Sec LI-BEX         Application Amount for fresh subscription*:       Quarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)         Min. Addl. Investment:       Cuarterly Average AUM: ₹ 52.66 Crores (as on 30th September 2014)         SIP:       Load Structure (as % of NAV) (Incl. for SIP) Entry Load:         Nil       Nil  | Total Experience:          | 16 years & 8 years   | Direct Plan <sup>s</sup> |                         |                     |            |
| Securities Scheme     Benchmark:     I-Sec LI-BEX       Application Amount for fresh subscription*:     ₹ 5,000 (plus in multiplies of ₹ 1)     Quarterly Average AUM: ₹ 52.66 Crores       Min. Addl. Investment:     ₹ 1,000 (plus in multiplies of ₹ 1)     Quarterly Average AUM: ₹ 52.66 Crores       SIP:     Load Structure (as % of NAV) (Incl. for SIP)       SIP:     Load Structure (as % of NAV) (Incl. for SIP)       SIP:     Nil  | Date of inception:         | October 12, 1999     | Growth:                  | 39.2899                 |                     |            |
| Application Amount for fresh subscription*:  | Nature of the scheme:      |                      | Quarterly Dividend:      | 11.4626                 |                     |            |
| ₹ 5,000 (plus in multiplies of ₹ 1)       Quarterly Average AUM: ₹ 52.66 Crores         Min. Addl. Investment:       (as on 30th September 2014)         ₹ 1,000 (plus in multiplies of ₹ 1)       Load Structure (as % of NAV) (Incl. for SIP)         SIP:       Entry Load:       Nil   |                            |                      | Benchmark:               | I-Sec LI-BEX            |                     |            |
| Min. Addl. Investment:     (as on 30th September 2014)       ₹ 1,000 (plus in multiplies of ₹ 1)     Load Structure (as % of NAV) (Incl. for SIP)       SIP:     Entry Load:     Nil   | Application Amount for     | fresh subscription*: |                          |                         |                     |            |
| ₹ 1,000 (plus in multiplies of ₹ 1)     Load Structure (as % of NAV) (Incl. for SIP)       SIP:     Entry Load: Nil  |                            | of ₹ 1)              | Quarterly Average AL     | JM: ₹ 52.66 Crores      |                     |            |
| SIP: Load Structure (as % of NAV) (Incl. for SIP)<br>Entry Load: Nil   |                            |                      | (as on 30th September    | r 2014)                 |                     |            |
| SIP: Entry Load: Nil   | ₹1,000 (plus in multiplies | of ₹ 1)              |                          |                         |                     |            |
|  |                            |                      | Load Structure (as %     | of NAV) (Incl. for SIP) |                     |            |
| Monthly: Minimum ₹ 1,000/- Exit Load: Nil  |                            |                      | Entry Load:              | Nil                     |                     |            |
|  | Monthly: Minimum ₹ 1,000   | D/-                  | Exit Load:               | Nil                     |                     |            |

Standard Deviation is calculated on annualised basis using 3 years history of monthly returns.

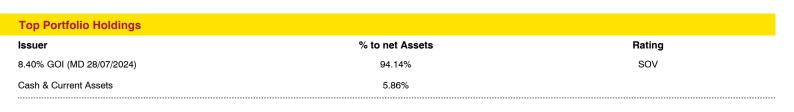
| Investment Performance - R                             | egular Plan        | - Regular Plan                | - Growth              | NAV as on September 30, 2014: ₹ 38.3305 |  |                                   |   |
|--|--------------------|-------------------------------|-----------------------|---|--|-----------------------------------|---|
| Date of Inception: Oct 12, 1999                        | NAV Per<br>Unit. * | Birla Sun Life<br>Gilt Plus - | I-Sec LI-BEX<br># (%) | CRISIL 10<br>Year                       | Value of Sta   | ndard Investment of ₹ 10000<br>in |   |
|  | (₹)                | Regular Plan<br>(%)           |                       | Gilt Index<br>## (%)                    | Birla Sun<br>Life Gilt<br>Plus-<br>Regular<br>Plan (₹) | I-Sec LI-BEX<br># (₹)             | CRISIL 10<br>Year<br>Gilt Index<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000            | 9.39                          | N/A                   | N/A                                     | 38331  | N/A                               | N/A                                       |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 36.0681            | 6.27                          | 12.85                 | 6.85                                    | 10627  | 11285                             | 10685                                     |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 35.2049            | 2.45                          | 2.96                  | 2.45                                    | 10245  | 10296                             | 10245                                     |
| September 29, 2011 to<br>September 28, 2012 (Absolute) | 32.6091            | 7.96                          | 10.32                 | 8.03                                    | 10796  | 11032                             | 10803                                     |



# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/additional benchmark returns are not available, they have not been shown. Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Kaustubh Gupta is 115. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



## Birla Sun Life Government Securities Fund - Long Term Plan

Savings Solutions

### What is it?

A fund that aims to generate current income consistent with the portfolio invested exclusively in Government Securities.

| Fund Details                |                           |                          |                           |                     | As on October 31, 2014       |
|-----------------------------|---------------------------|--------------------------|---------------------------|---------------------|------------------------------|
| Fund Manager:               | Mr. Prasad Dhonde &       | NAV of Plans / Option    | s (₹)                     |                     | out within 365 days from the |
|                             | Mr. Kaustubh Gupta        | Regular Plan             |                           |                     | date of allotment.           |
| Managing Fund Since:        | October 03, 2012 &        | Growth :                 | 38.5015                   |                     | **Exit Load is NIL for units |
|                             | June 20, 2014             | Half Yearly Dividend:    | 10.6685                   |                     | issued in Bonus & Dividend   |
| Total Experience:           | 16 years & 8 years        | Direct Plan <sup>s</sup> |                           |                     | Reinvestment.                |
| Date of inception:          | October 28, 1999          | Growth:                  | 38.7227                   |                     |                              |
| Nature of the scheme:       | An Open-ended Gilt Scheme | Dividend:                | 11.0671                   | Other Parameter     |                              |
|                             | •                         |                          |                           | Modified Duration:  | 8.83 years                   |
| Application Amount for      | fresh subscription*:      | Benchmark:               | I-Sec LI-BEX              | Yield to Maturity:  | 8.35%                        |
| ₹ 5,000 (plus in multiplies |                           |                          |                           | Standard Deviation: | 5.28%                        |
| Min. Addl. Investment:      | ,                         | Quarterly Average AU     | M• ₹ 349 53 Crores        |                     |                              |
| ₹ 1,000 (plus in multiplies | s of ₹ 1)                 | (as on 30th September    |                           |                     |                              |
| , u i                       | ,                         | (as on ooth September    | 2014)                     |                     |                              |
| SIP:                        |                           | Load Structure (as % of  | of NAV) (Incl. for SIP)   |                     |                              |
| Monthly: Minimum ₹ 1,00     | 0/-                       | Entry Load:              | Nil                       |                     |                              |
|                             | -,                        |                          |                           |                     |                              |
|                             |                           | Exit Load**:             | 1% if redeemed / switched |                     |                              |

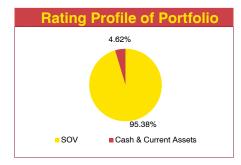
Standard Deviation is calculated on annualised basis using 1 year history of monthly returns.

| Date of inception. Oct 20, 1999 NAV Per Dina Poec Li- Chibic to the state of the |                |   |              |                              | dard Investment of ₹   |                        |   |
|--|----------------|---|--------------|------------------------------|--|------------------------|---|
|  | Unit. *<br>(₹) | Sun Life<br>Government<br>Securities<br>Fund - Long<br>Term Plan<br>(%) | BEX<br># (%) | Year Gilt<br>Index<br>## (%) | Birla<br>Sun Life<br>Government<br>Securities<br>Fund - Long<br>Term Plan<br>(₹) | I-Sec LI-<br>BEX # (₹) | CRISIL 10<br>Year Gilt<br>Index ##<br>(₹) |
| Since inception till<br>September 30, 2014 (CAGR)                                | 10.0000        | 9.20  | N/A          | N/A                          | 37244  | N/A                    | N/A                                       |
| September 30, 2013 to<br>September 30, 2014 (Absolute)                           | 33.8221        | 10.12   | 12.85        | 6.85                         | 11012  | 11285                  | 10685                                     |
| September 28, 2012 to<br>September 30, 2013 (Absolute)                           | 32.5112        | 4.03  | 2.96         | 2.45                         | 10403  | 10296                  | 10245                                     |
| September 29, 2011 to<br>September 28, 2012 (Absolute)                           | 29.1690        | 11.46   | 10.32        | 8.03                         | 11146  | 11032                  | 10803                                     |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/additional benchmark returns are not available, they have not been shown. Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Kaustubh Gupta is 115. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com



| Top Portfolio Holdings     |                 |        |                                       |                 |        |
|----------------------------|-----------------|--------|---------------------------------------|-----------------|--------|
| Issuer                     | % to net Assets | Rating | Issuer                                | % to net Assets | Rating |
| 8.32% GOI (MD 02/08/2032)  | 30.01%          | SOV    | Cash & Current Assets                 | 4.62%           |        |
| 8.60% GOI (MD 02/06/2028)  | 18.13%          | SOV    | 9.51% Haryana SDL (MD 12/02/2024)     | 4.55%           | SOV    |
| 8.28% GOI (M/D 21/09/2027) | 17.35%          | SOV    | 9.19% Kerala SDL (MD 28/05/2024)      | 3.92%           | SOV    |
| 9.23% GOI (MD 23/12/2043)  | 12.57%          | SOV    | 8.62% Maharashtra SDL (MD 20/02/2023) | 0.27%           | SOV    |
| 8.30% GOI (MD 31/12/2042)  | 8.57%           | sov    |                                       |                 |        |

# **Birla Sun Life Government Securities Fund - Short Term Plan**

Savings Solutions

## What is it?

A fund that aims to generate current income consistent with the portfolio invested exclusively in Government Securities.

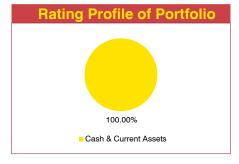
| Fund Details  |   |   |                    |  | As on October 31, 2014                      |
|---|---|---|--------------------|--|---|
| Fund Manager:   | Mr. Prasad Dhonde &<br>Mr. Kaustubh Gupta | NAV of Plans / Option<br>Regular Plan         | ıs (₹)             | Load Structure (as % o<br>Entry Load:    | of NAV) (Incl. for SIP)<br>Nil              |
| Managing Fund Since:                                  | October 03, 2012 &<br>June 20, 2014       | Growth :<br>Daily Dividend:                   | 24.8917<br>10.0031 | Exit Load**:                             | Nil<br>**Exit Load is NIL for units         |
| Total Experience:<br>Date of inception:               | 16 years & 8 years<br>October 28, 1999    | Weekly Dividend:<br>Direct Plan <sup>s</sup>  | -                  |  | issued in Bonus & Dividend<br>Reinvestment. |
| Nature of the scheme:                                 | An Open-ended Gilt Scheme                 | Growth:<br>Dividend:                          | 11.3000<br>10.1173 | Other Parameter                          |   |
| Application Amount for<br>₹ 5,000 (plus in multiplies |   | Weekly Dividend:                              | -                  | Modified Duration:<br>Yield to Maturity: | 0.00 years<br>8.00%                         |
| Min. Addl. Investment:<br>₹ 1,000 (plus in multiplies | of ₹ 1)                                   | Benchmark:                                    | I-Sec SI-BEX       | Standard Deviation:                      | 0.39%                                       |
| <b>SIP:</b><br>Monthly: Minimum ₹ 1,000               | 0/-                                       | Quarterly Average AL<br>(as on 30th September |                    |  |   |
| <b>Note:</b><br>Standard Deviation is cale            | culated on annualised basis using 1       | year history of monthly re                    | turns.             | ii                                       |   |

| Investment Performance - Short Term Plan - Regular Plan - Growth NAV as on September 30, 2014: ₹ 24.740 |                   |  |      |                 |  | 14: ₹ <mark>24.7407</mark> |   |
|---|-------------------|--|------|-----------------|--|----------------------------|---|
| Date of Inception: Oct 28, 1999   | Birla<br>Sun Life |  |      | Value of Sta    | Value of Standard Investment of ₹<br>10000 in                                  |                            |   |
|   | (₹)               | Government<br>Securities<br>Fund - Short<br>Term Plan<br>(%) |      | Index ##<br>(%) | Birla<br>Sun Life<br>Government<br>Securities<br>Fund - Short<br>Term Plan (₹) | I-Sec<br>SI-BEX<br># (₹)   | CRISIL 1<br>Year T - Bill<br>Index ## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)   | 10.0000           | 6.25   | N/A  | 6.30            | 24741  | N/A                        | 24893                                     |
| September 30, 2013 to<br>September 30, 2014 (Absolute)  | 22.9148           | 7.97   | 8.93 | 8.35            | 10797  | 10893                      | 10835                                     |
| September 28, 2012 to<br>September 30, 2013 (Absolute)  | 21.1916           | 8.13   | 7.15 | 5.70            | 10813  | 10715                      | 10570                                     |
| September 29, 2011 to<br>September 28, 2012 (Absolute)  | 19.7148           | 7.49   | 9.57 | 8.14            | 10749  | 10957                      | 10814                                     |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of dividends declared, net of dividend distribution tax, if any, at the then prevailing NAV. Load and Taxes are not considered for computation of returns. When scheme/additional benchmark returns are not available, they have not been shown. Total Schemes Co-Managed by Fund Managers is 4. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Kaustubh Gupta is 115. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com





#### What is it?

A fund that aims to generate income by investing in equity and equity related instruments and take advantage of the price differentials or mis-pricing prevailing in a stock or index.

| Fund Details   |  |                                    |   |   | As on October 31, 2014   |
|--|--|------------------------------------|---|---|--|
| Fund Manager:<br>Managing Fund Sin<br>Total Experience:<br>Date of inception:<br>Nature of the scher<br>Application Amoun<br>₹ 5,000 (plus in multi<br>Min. Addl. Investme<br>₹ 1,000 (plus in multi<br>SIP:<br>Monthly: Minimum ₹ | 21 years<br>July 24, 2009<br>me: An Open-ended Equity<br>Scheme<br>at for fresh subscription*:<br>iplies of ₹ 1)<br>ent:<br>iplies of ₹ 1) |                                    | 14.3785<br>10.6947<br>14.4817<br>10.7600<br>CRISIL Liquid Fund Index<br>AUM: ₹ 64.99 Crores | Load Structure (as<br>Entry Load:<br>Exit Load: | s % of NAV) (Incl. for SIP)<br>Nil<br>For redemption/switch out of<br>units within 90 days from the<br>date of allotment: 0.50% of<br>the applicable NAV<br>For redemption/switch out of<br>units after 90 days from the<br>date of allotment: Nil |
| ₹ 5,000 (plus in multi<br>Min. Addl. Investme<br>₹ 1,000 (plus in multi<br>SIP:  | t for fresh subscription*:<br>iplies of ₹ 1)<br>ent:<br>iplies of ₹ 1)   | Growth:<br>Dividend:<br>Benchmark: | 10.7600<br>CRISIL Liquid Fund Index<br>AUM: ₹ 64.99 Crores                                  |   | For redemption/switc<br>units after 90 days fro  |

#### **Investment Performance - Regular Plan - Growth**

NAV as on September 30, 2014: ₹ 14.2556

| Date of Inception: July 24, 2009                       | NAV Per<br>Unit. * | Birla<br>Sun Life                 | CRISIL<br>Liquid    | S&P BSE<br>SENSEX ## | Value of Standard Investment of<br>10000 in            |   | 10000                       | tment of ₹ |
|--|--------------------|-----------------------------------|---------------------|----------------------|--|---|-----------------------------|------------|
|  | (₹)                | Enhanced<br>Arbitrage<br>Fund (%) | Fund Index<br># (%) | (%)                  | Birla<br>Sun Life<br>Enhanced<br>Arbitrage<br>Fund (₹) | CRISIL<br>Liquid<br>Fund Index<br># (₹) | S&P BSE<br>SENSEX<br>## (₹) |            |
| Since inception till<br>September 30, 2014 (CAGR)      | 10.0000            | 7.07                              | 7.51                | 11.16                | 14256  | 14558                                   | 17316                       |            |
| September 30, 2013 to<br>September 30, 2014 (Absolute) | 13.1850            | 8.12                              | 9.49                | 37.41                | 10812  | 10949                                   | 13741                       |            |
| September 28, 2012 to<br>September 30, 2013 (Absolute) | 12.1647            | 8.39                              | 8.59                | 3.29                 | 10839  | 10859                                   | 10329                       |            |
| September 30, 2011 to<br>September 28, 2012 (Absolute) | 11.3170            | 7.49                              | 8.65                | 14.03                | 10749  | 10865                                   | 11403                       |            |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above.

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Ajay Garg is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

<sup>s</sup>'Direct Plan' is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor. For further details, Investors are advised to refer to Addendum no. 44/2012 dated December 27, 2012 available on our website www.birlasunlife.com

| Top Ten Portfolio Holdings |                 |                       |                 |  |
|----------------------------|-----------------|-----------------------|-----------------|--|
| Issuer                     | % to net Assets | Issuer                | % to net Assets |  |
| Reliance Industries Ltd    | 9.79%           | Grasim Industries Ltd | 5.84%           |  |
| Lupin Ltd                  | 8.75%           | JSW Steel Ltd         | 4.37%           |  |
| HDFC Bank Ltd              | 8.69%           | Axis Bank Ltd         | 3.87%           |  |
| Tata Motors Ltd            | 8.53%           | Apollo Tyres Ltd      | 3.66%           |  |
| ITC Ltd                    | 8.25%           | Reliance Capital Ltd  | 3.47%           |  |



# Portfolios



To ensure that you strategically make all your investment moves, we provide you with the complete portfolio holdings of our funds.





# Portfolio

#### Wealth Creation Solutions

#### Birla Sun Life '95 Fund

| of Net Assets         Rating         %           IDBI Bank Ltd         CRISIL AA-         4.98%           ICICI Bank Ltd         CRISIL AA-         4.88%           ICICI Bank Ltd         ICRA A         2.87%           LIC Housing Finance Ltd         CRISIL AAA         2.47%           Larsen & Toubro Ltd         CRISIL AAA         2.47%           Larsen & Toubro Ltd         2.24%         7%           Federal Bank Ltd         2.07%         1.07%           Sundaram Finance Ltd         1.67%         1.66%           Shoppers Stop Ltd         1.66%         1.66%           9.67% Jharkhand SDL (MD 12/02/2024)         SOV         1.47%           8.32% GOI (MD 02/08/2032)         SOV         1.47%           Bash Ltd         1.44%         1.44%           Indusind Bank Ltd         1.44%         1.33%           Glaxosmithkline Pharmaceuticals Ltd         1.34%           He                 | Allocation as a %                     |            |       |
|--|---------------------------------------|------------|-------|
| Hindalco Industries LtdCRISIL AA4.88%<br>LGI Bank Ltd3.91%<br>DLF LtdDLF LtdICRA A2.97%LDF CBank LtdCRISIL AAA2.47%<br>Larsen & Toubro LtdCRISIL AAA2.47%<br>Larsen & Toubro Ltd2.244%Larsen & Toubro LtdCRISIL AAA2.44%Faderal Bank Ltd2.07%<br>Infosys Ltd1.66%Sundaram Finance Ltd1.66%9.67% Jharkhand SDL (MD 12/02/02/2024)SOV1.57%Tata Consultancy Services Ltd1.47%8.32% GOI (MD 02/08/2032)SOV1.47%Muthoot Finance Ltd1.44%Indusind Bank Ltd1.44%Indusind Bank Ltd1.47%Muthoot Finance Ltd1.37%State Bank of India1.37%State Bank of India1.37%Tech Mahindra Ltd1.34%Hero MotoCorp Ltd1.34%Hero MotoCorp Ltd1.25%Motherson Sumi Systems Ltd1.25%Mindreson Sumi Systems Ltd1.07%Hagmond Ltd1.03%Hard Clustine Ltd1.02%Mindree Ltd1.02%Pizer Ltd1.02%Mindree Ltd0.94%LiC Housing Finance Ltd0.94%LiC Housing Finance Ltd0.94%Hero MotoCorp Ltd0.92%Mindree Ltd0.94%Hero MotoCorp Ltd0.94%Hero MotoCorp Ltd0.92%Mindree Ltd0.94%LiC Housing Finance Ltd0.94%LiC Housing Finance Ltd0.94%Jagran Prakashan Ltd0.94% <td< th=""><th>of Net Assets</th><th>Rating</th><th>%</th></td<>  | of Net Assets                         | Rating     | %     |
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| ING Vysya Bank Ltd1.25%Motherson Sumi Systems Ltd1.24%Reliance Capital Ltd1.17%Repco Home Finance Ltd1.15%Raymond Ltd1.09%Hindustan Zinc Ltd1.09%Whirlpool of India Ltd1.09%Windree Ltd1.09%Cyient Limited1.03%Bharat Electronics Ltd1.02%Jagran Prakashan Ltd1.02%Pidlitle Industries Ltd0.97%Indraprastha Gas Ltd0.94%LIC Housing Finance Ltd0.94%DFC Ltd.0.92%Hindustan Petroleum Corporation Ltd0.91%Crompton Greaves Ltd0.89%Bayer Cropscience Ltd0.87%Tata Motors Ltd DVR Shares0.85%Natco Pharma Ltd0.79%Bajaj Auto Ltd0.79%Hindustries Ltd0.79%Bajaj Auto Ltd0.75%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%PTC India Ltd0.65%Bharat Forge Ltd0.56%United Spirits Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.55%   | · · · · · · · · · · · · · · · · · · · |            |       |
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| Bharat Electronics Ltd1.02%Jagran Prakashan Ltd1.02%Pidilite Industries Ltd0.97%Indraprastha Gas Ltd0.94%LIC Housing Finance Ltd0.94%IDFC Ltd.0.92%Hindustan Petroleum Corporation Ltd0.91%Crompton Greaves Ltd0.90%Barger Paints India Ltd0.88%Bayer Cropscience Ltd0.87%Tata Motors Ltd DVR Shares0.85%Natco Pharma Ltd0.80%Reliance Industries Ltd0.79%Bajaj Auto Ltd0.75%Bosch Ltd0.75%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%PTC India Ltd0.66%PTC India Ltd0.66%PTC India Ltd0.63%Baliance Infrastructure Ltd0.66%PTC India Ltd0.55%Bharat Forge Ltd0.55%Sun TV Network Ltd0.55%Sun TV Network Ltd0.55%   |                                       |            |       |
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| Pfizer Ltd0.97%Indraprastha Gas Ltd0.94%LIC Housing Finance Ltd0.94%IDFC Ltd.0.92%Hindustan Petroleum Corporation Ltd0.91%Crompton Greaves Ltd0.90%Berger Paints India Ltd0.88%Bayer Cropscience Ltd0.87%Tata Motors Ltd DVR Shares0.85%Natco Pharma Ltd0.84%Wipro Ltd0.83%Tata Chemicals Ltd0.70%Bajaj Auto Ltd0.77%KEC International Ltd0.75%Bosch Ltd0.75%Bosch Ltd0.71%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%PTC India Ltd0.63%Balkrishna Industries Ltd0.63%Balkrishna Industries Ltd0.63%Bolt Analysis and Research Limited0.63%Balkrishna Industries Ltd0.53%Orient Cement Ltd0.55%United Spirits Ltd0.55%Sun TV Network Ltd0.50%   | Jagran Prakashan Ltd                  |            | 1.02% |
| Indraprastha Gas Ltd0.94%LIC Housing Finance Ltd0.94%IDFC Ltd.0.92%Hindustan Petroleum Corporation Ltd0.91%Crompton Greaves Ltd0.90%Berger Paints India Ltd0.88%Bayer Cropscience Ltd0.87%Tata Motors Ltd DVR Shares0.85%Natco Pharma Ltd0.84%Wipro Ltd0.83%Tata Chemicals Ltd0.80%Reliance Industries Ltd0.77%KEC International Ltd0.75%Bosch Ltd0.75%Bosch Ltd0.71%VST Industries Ltd0.71%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%PTC India Ltd0.63%Balkrishna Industries Ltd0.63%Balkrishna Industries Ltd0.63%Bilance Infrastructure Ltd0.63%Bord Ltd0.55%Sun TV Network Ltd0.55%  |                                       |            |       |
| LIC Housing Finance Ltd0.94%IDFC Ltd.0.92%Hindustan Petroleum Corporation Ltd0.91%Crompton Greaves Ltd0.90%Berger Paints India Ltd0.88%Bayer Cropscience Ltd0.87%Tata Motors Ltd DVR Shares0.85%Natco Pharma Ltd0.84%Wipro Ltd0.83%Faliance Industries Ltd0.79%Bajaj Auto Ltd0.77%KEC International Ltd0.75%Bosch Ltd0.75%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%PTC India Ltd0.66%PTC India Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.55%Orient Cement Ltd0.55%United Spirits Ltd0.55%Sun TV Network Ltd0.50%   |                                       |            |       |
| IDFC Ltd.0.92%Hindustan Petroleum Corporation Ltd0.91%Crompton Greaves Ltd0.90%Berger Paints India Ltd0.88%Bayer Cropscience Ltd0.87%Tata Motors Ltd DVR Shares0.85%Natco Pharma Ltd0.84%Wipro Ltd0.84%Galance Industries Ltd0.80%Reliance Industries Ltd0.77%KEC International Ltd0.75%Bosch Ltd0.75%VST Industries Ltd0.71%Care Ltd0.66%PTC India Ltd0.66%PTC India Ltd0.66%PTC India Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.55%Sun TV Network Ltd0.55%  |                                       |            |       |
| Crompton Greaves Ltd0.90%Berger Paints India Ltd0.88%Bayer Cropscience Ltd0.87%Tata Motors Ltd DVR Shares0.85%Natco Pharma Ltd0.84%Wipro Ltd0.83%Tata Chemicals Ltd0.80%Reliance Industries Ltd0.79%Bajaj Auto Ltd0.75%Hindalco Industries Ltd0.75%Bosch Ltd0.73%VST Industries Ltd0.71%Procter & Gamble Hygiene and Health0.66%PTC India Ltd0.63%Beliance Infrastructure Ltd0.63%Beliance Infrastructure Ltd0.63%Baharat Forge Ltd0.55%United Spirits Ltd0.55%Sun TV Network Ltd0.50%   | -                                     |            |       |
| Berger Paints India Ltd0.88%Bayer Cropscience Ltd0.87%Tata Motors Ltd DVR Shares0.85%Natco Pharma Ltd0.84%Wipro Ltd0.83%Tata Chemicals Ltd0.80%Reliance Industries Ltd0.79%Bajaj Auto Ltd0.77%KEC International Ltd0.75%Bosch Ltd0.75%Procter & Gamble Hygiene and Health0.66%Credit Analysis and Research Limited0.63%Paliance Infrastructure Ltd0.63%Baliance Infrastructure Ltd0.63%Bharat Forge Ltd0.55%United Spirits Ltd0.55%Sun TV Network Ltd0.50%   | Hindustan Petroleum Corporation Ltd   |            | 0.91% |
| Bayer Cropscience Ltd0.87%Tata Motors Ltd DVR Shares0.85%Natco Pharma Ltd0.84%Wipro Ltd0.83%Tata Chemicals Ltd0.80%Reliance Industries Ltd0.79%Bajaj Auto Ltd0.77%KEC International Ltd0.75%Bosch Ltd0.75%VST Industries Ltd0.71%Care Ltd0.71%Credit Analysis and Research Limited0.66%PTC India Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.53%Orient Cement Ltd0.55%Bharat Forge Ltd0.55%Sun TV Network Ltd0.50%  |                                       |            |       |
| Tata Motors Ltd DVR Shares0.85%Natco Pharma Ltd0.84%Wipro Ltd0.83%Tata Chemicals Ltd0.80%Reliance Industries Ltd0.79%Bajaj Auto Ltd0.77%KEC International Ltd0.75%Bosch Ltd0.75%Bosch Ltd0.73%VST Industries Ltd0.71%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%PTC India Ltd0.66%Reliance Infrastructure Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.59%Orient Cement Ltd0.55%Sun TV Network Ltd0.50%   | -                                     |            |       |
| Natco Pharma Ltd0.84%Wipro Ltd0.83%Tata Chemicals Ltd0.80%Reliance Industries Ltd0.79%Bajaj Auto Ltd0.77%KEC International Ltd0.75%Bidato Industries Ltd0.75%Bosch Ltd0.73%VST Industries Ltd0.71%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%PTC India Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.53%Orient Cement Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.50%   |                                       |            |       |
| Tata Chemicals Ltd0.80%Reliance Industries Ltd0.79%Bajaj Auto Ltd0.77%KEC International Ltd0.75%Hindalco Industries Ltd0.75%Bosch Ltd0.73%VST Industries Ltd0.71%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%PTC India Ltd0.66%PTC India Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.59%Orient Cement Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.50%  |                                       |            |       |
| Reliance Industries Ltd0.79%Bajaj Auto Ltd0.77%KEC International Ltd0.75%Hindalco Industries Ltd0.75%Bosch Ltd0.73%VST Industries Ltd0.71%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%PTC India Ltd0.66%PTC India Ltd0.63%Baliance Infrastructure Ltd0.61%Wyeth Ltd0.59%Orient Cement Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.50%   | Wipro Ltd                             |            | 0.83% |
| Bajaj Auto Ltd0.77%KEC International Ltd0.75%Hindalco Industries Ltd0.75%Bosch Ltd0.73%VST Industries Ltd0.71%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%DTC India Ltd0.66%PTC India Ltd0.63%Baliance Infrastructure Ltd0.61%Wyeth Ltd0.59%Orient Cement Ltd0.58%Bharat Forge Ltd0.55%Sun TV Network Ltd0.50%   |                                       |            | 0.80% |
| KEC International Ltd0.75%Hindalco Industries Ltd0.75%Bosch Ltd0.73%VST Industries Ltd0.71%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%Credit Analysis and Research Limited0.66%PTC India Ltd0.63%Baliance Infrastructure Ltd0.61%Wyeth Ltd0.59%Orient Cement Ltd0.58%Bharat Forge Ltd0.55%Sun TV Network Ltd0.50%   |                                       |            |       |
| Hindalco Industries Ltd0.75%Bosch Ltd0.73%VST Industries Ltd0.71%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%Credit Analysis and Research Limited0.66%PTC India Ltd0.63%Balkrishna Industries Ltd0.63%Wyeth Ltd0.59%Orient Cement Ltd0.55%Bharat Forge Ltd0.55%Sun TV Network Ltd0.50%   |                                       |            |       |
| Bosch Ltd0.73%VST Industries Ltd0.71%Procter & Gamble Hygiene and Health<br>Care Ltd0.66%Credit Analysis and Research Limited0.66%PTC India Ltd0.63%Beliance Infrastructure Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.59%Orient Cement Ltd0.55%United Spirits Ltd0.55%Sun TV Network Ltd0.50%   |                                       |            |       |
| Procter & Gamble Hygiene and Health<br>Care Ltd0.66%Credit Analysis and Research Limited0.66%PTC India Ltd0.63%Reliance Infrastructure Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.58%Orient Cement Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.50%  |                                       |            |       |
| Care Ltd0.66%Credit Analysis and Research Limited0.66%PTC India Ltd0.63%Reliance Infrastructure Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.59%Orient Cement Ltd0.58%Bharat Forge Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.50%  | VST Industries Ltd                    |            | 0.71% |
| Credit Analysis and Research Limited0.66%PTC India Ltd0.63%Reliance Infrastructure Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.59%Orient Cement Ltd0.58%Bharat Forge Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.50%   |                                       |            | 0.66% |
| PTC India Ltd0.63%Reliance Infrastructure Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.59%Orient Cement Ltd0.58%Bharat Forge Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.50%  |                                       |            | 0,66% |
| Reliance Infrastructure Ltd0.63%Balkrishna Industries Ltd0.61%Wyeth Ltd0.59%Orient Cement Ltd0.58%Bharat Forge Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.50%  |                                       |            |       |
| Wyeth Ltd         0.59%           Orient Cement Ltd         0.58%           Bharat Forge Ltd         0.56%           United Spirits Ltd         0.55%           Sun TV Network Ltd         0.50%   | Reliance Infrastructure Ltd           |            |       |
| Orient Cement Ltd0.58%Bharat Forge Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.50%  |                                       |            |       |
| Bharat Forge Ltd0.56%United Spirits Ltd0.55%Sun TV Network Ltd0.50%  |                                       |            |       |
| United Spirits Ltd 0.55%<br>Sun TV Network Ltd 0.50%   |                                       |            |       |
| Sun TV Network Ltd 0.50%   | -                                     |            |       |
| The Jammu and Kashmir Bank Ltd 0.42%   |                                       |            |       |
|  | The Jammu and Kashmir Bank Ltd        |            | 0.42% |

| Edelweiss Financial Services Ltd                      |     | 0.38%   |
|---|-----|---------|
| Andhra Bank Ltd                                       |     | 0.33%   |
| Texmaco Rail & Engineering Ltd                        |     | 0.31%   |
| 7.61% GOI OIL Bond (07/03/2015)                       | SOV | 0.29%   |
| Grasim Industries Ltd                                 |     | 0.28%   |
| 6% Cum. NCv. Prefer Zee Entertainment<br>Enter'es Ltd |     | 0.03%   |
| Globsyn Technologies Ltd                              |     | 0.01%   |
| Collabera Solutions Pvt Ltd                           |     | 0.00%   |
| Magnasound (I) Ltd                                    |     | 0.00%   |
| Cash & Current Assets                                 |     | 7.36%   |
| Total   |     | 100.00% |
|   |     |         |

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#### Birla Sun Life Frontline Equity Fund

| Equity Fund                                 |                |
|---|----------------|
| Allocation as a %<br>of Net Assets          | %              |
| ICICI Bank Ltd                              | 5.27%          |
| HDFC Bank Ltd                               | 4.94%          |
| Infosys Ltd                                 | 3.71%          |
| ITC Ltd                                     | 3.67%          |
| Larsen & Toubro Ltd                         | 3.48%          |
| Tata Motors Ltd                             | 3.22%          |
| Reliance Industries Ltd                     | 3.03%          |
| HCL Technologies Ltd                        | 2.71%          |
| State Bank of India                         | 2.66%          |
| Tech Mahindra Ltd                           | 2.47%          |
| Grasim Industries Ltd                       | 2.26%          |
| Dr Reddy Laboratories Ltd                   | 2.24%          |
| Wipro Ltd                                   | 2.24%          |
| Maruti Suzuki India Ltd                     | 2.19%          |
| Bharti Airtel Ltd                           | 2.06%          |
| Motherson Sumi Systems Ltd                  | 2.05%          |
| Indusind Bank Ltd                           | 2.04%          |
| Tata Consultancy Services Ltd               | 1.99%          |
| Housing Development Finance Corporation Ltd | 1.89%          |
| Axis Bank Ltd                               | 1.85%          |
| LIC Housing Finance Ltd<br>Federal Bank Ltd | 1.82%<br>1.79% |
| IDFC Ltd.                                   | 1.79%          |
| Cummins India Ltd                           | 1.77%          |
| Lupin Ltd                                   | 1.73%          |
| Power Grid Corporation of India Ltd         | 1.64%          |
| Bajaj Auto Ltd                              | 1.60%          |
| ING Vysya Bank Ltd                          | 1.50%          |
| Bosch Ltd                                   | 1.44%          |
| Yes Bank Ltd                                | 1.42%          |
| Hero MotoCorp Ltd                           | 1.35%          |
| Crompton Greaves Ltd                        | 1.26%          |
| United Spirits Ltd                          | 1.18%          |
| Hindustan Zinc Ltd                          | 1.13%          |
| Oil & Natural Gas Corporation Ltd           | 1.12%          |
| Reliance Capital Ltd                        | 1.06%          |
| Sesa Sterlite Ltd                           | 1.06%          |
| Hindalco Industries Ltd                     | 1.04%          |
| Kotak Mahindra Bank Ltd                     | 1.01%          |
| Muthoot Finance Ltd                         | 0.95%          |
| Godrej Consumer Products Ltd                | 0.89%          |
| Britannia Industries Ltd                    | 0.81%          |
| Sanofi India Ltd                            | 0.77%          |
| Zee Entertainment Enterprises Ltd           | 0.75%          |
| Shriram Transport Finance Company Ltd       | 0.72%          |
| Bharat Petroleum Corp Ltd                   | 0.67%          |
| Glaxosmithkline Pharmaceuticals Ltd         | 0.66%          |
| Sun Pharmaceuticals Industries Ltd          | 0.66%          |
| NMDC Ltd                                    | 0.65%          |
| Idea Cellular Ltd                           | 0.63%          |
| Tata Motors Ltd DVR Shares                  | 0.60%          |
| Alstom India Limited                        | 0.59%          |

| Adani Port and Special Economic Zone Ltd           | 0.57%   |
|--|---------|
| Bayer Cropscience Ltd                              | 0.54%   |
| Bajaj Finance Ltd                                  | 0.54%   |
| Akzo India Nobel Ltd                               | 0.48%   |
| TATASTEEL_27/11/2014                               | 0.43%   |
| Marico Ltd   | 0.43%   |
| Shree Cement Ltd                                   | 0.38%   |
| Jagran Prakashan Ltd                               | 0.36%   |
| Bank of India Ltd                                  | 0.35%   |
| DB Corp Ltd  | 0.35%   |
| Hindustan Petroleum Corporation Ltd                | 0.33%   |
| Nestle India Ltd                                   | 0.31%   |
| Titan Company Limited                              | 0.29%   |
| Procter & Gamble Hygiene and Health Care Ltd       | 0.28%   |
| IL&FS Transportation Networks Ltd                  | 0.26%   |
| Sun TV Network Ltd                                 | 0.25%   |
| Cairn India Ltd                                    | 0.21%   |
| Ranbaxy Laboratories Ltd                           | 0.21%   |
| IPCA Laboratories Ltd                              | 0.20%   |
| Jet Airways India Ltd                              | 0.16%   |
| Power Finance Corporation Ltd                      | 0.10%   |
| 6% Cum. NCv. Prefer Zee Entertainment Enter'es Ltd | 0.03%   |
| Marico Kaya Enterprises Ltd                        | 0.02%   |
| Cash & Current Assets                              | 1.92%   |
| Net receivables / payables                         | -0.98%  |
| Total  | 100.00% |

## Birla Sun Life Top 100 Fund

| Allocation as a %                           | ~     |
|---|-------|
| of Net Assets                               | %     |
| ICICI Bank Ltd                              | 5.22% |
| HDFC Bank Ltd                               | 4.63% |
| Infosys Ltd                                 | 3.34% |
| State Bank of India                         | 3.10% |
| Tata Motors Ltd                             | 2.74% |
| LIC Housing Finance Ltd                     | 2.73% |
| Bharti Airtel Ltd                           | 2.61% |
| Larsen & Toubro Ltd                         | 2.58% |
| Bajaj Auto Ltd                              | 2.39% |
| Reliance Industries Ltd                     | 2.33% |
| ITC Ltd                                     | 2.26% |
| Tech Mahindra Ltd                           | 2.20% |
| Grasim Industries Ltd                       | 2.14% |
| Reliance Capital Ltd                        | 2.00% |
| HCL Technologies Ltd                        | 1.98% |
| Yes Bank Ltd                                | 1.96% |
| Tata Consultancy Services Ltd               | 1.91% |
| IDFC Ltd.                                   | 1.91% |
| Wipro Ltd                                   | 1.89% |
| Maruti Suzuki India Ltd                     | 1.85% |
| Hindalco Industries Ltd                     | 1.75% |
| Federal Bank Ltd                            | 1.74% |
| Motherson Sumi Systems Ltd                  | 1.62% |
| Dr Reddy Laboratories Ltd                   | 1.47% |
| Indusind Bank Ltd                           | 1.45% |
| Muthoot Finance Ltd                         | 1.44% |
| Housing Development Finance Corporation Ltd | 1.43% |
| Cummins India Ltd                           | 1.42% |
| ING Vysya Bank Ltd                          | 1.36% |
| Axis Bank Ltd                               | 1.34% |
| Kotak Mahindra Bank Ltd                     | 1.27% |
| Sanofi India Ltd                            | 1.24% |
| Crompton Greaves Ltd                        | 1.23% |
| Hero MotoCorp Ltd                           | 1.23% |
| National Aluminium Company Ltd              | 1.15% |
| Ranbaxy Laboratories Ltd                    | 1.12% |
| PTC India Ltd                               | 1.11% |
|   |       |

# Portfolio

### **Birla Sun Life Top 100 Fund**

| TATASTEEL_27/11/20141.10%Power Grid Corporation of India Ltd1.05%Lupin Ltd0.98%United Spirits Ltd0.90%Bata India Ltd0.87%Tata Motors Ltd DVR Shares0.85%BANKNIFTY_27/11/20140.81%Zee Entertainment Enterprises Ltd0.78%Tata Chemicals Ltd0.75%Hindustan Zinc Ltd0.75%Bosch Ltd0.65%Power Finance Corporation Ltd0.64%Cognizant Technology Solutions Corp0.62%Britannia Industries Ltd0.65%Glaxosmithkline Pharmaceuticals Ltd0.56%Power LNG Ltd0.55%Petronet LNG Ltd0.55%Pitzer Ltd0.55%Pitzer Ltd0.55%Oil & Natural Gas Corporation Ltd0.56%Oil & Natural Gas Corporation Ltd0.55%Oil & Natural Gas Corporation Ltd0.49%Ambuja Cements Ltd0.49%Dabur India Ltd0.49%Oil India Ltd0.49%Sun TV Network Ltd0.42%Bank of India Ltd0.42%Bank of India Ltd0.02%Sun Pharmaceuticals Industries Ltd0.02%Sun Pharmaceuticals Industries Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mabrid Cum. NCV. Prefer Zee Entertainment<br>Enter'es Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mahindra & Mahindra Ltd0.01%NHDC Ltd0.01%Sesa Sterilite Ltd0.01%NTPC Ltd0.01%NTPC L  | Allocation as a %<br>of Net Assets  | %       |
|---|-------------------------------------|---------|
| Power Grid Corporation of India Ltd         1.05%           Lupin Ltd         0.98%           United Spirits Ltd         0.90%           Bata India Ltd         0.87%           Tata Motors Ltd DVR Shares         0.85%           BANKNIFTY_27/11/2014         0.81%           Zee Entertainment Enterprises Ltd         0.78%           Tata Chemicals Ltd         0.75%           Hindustan Zinc Ltd         0.75%           Raymond Ltd         0.65%           Power Finance Corporation Ltd         0.64%           Cognizant Technology Solutions Corp         0.62%           Britannia Industries Ltd         0.65%           Power Finance Corporation Ltd         0.65%           Glaxosmithkline Pharmaceuticals Ltd         0.62%           Bharat Electronics Ltd         0.65%           Cadila Healthcare Ltd         0.55%           Petronet LNG Ltd         0.55%           Pfizer Ltd         0.55%           Pizer Ltd         0.55%           Oil & Natural Gas Corporation Ltd         0.55%           Oil & Natural Gas Corporation Ltd         0.49%           Ambuja Cements Ltd         0.49%           Oabur India Ltd         0.49%           Oall India Ltd         0.43% |                                     | 1 10%   |
| Lupin Ltd0.98%United Spirits Ltd0.90%Bata India Ltd0.87%Tata Motors Ltd DVR Shares0.85%BANKNIFTY_27/11/20140.81%Zee Entertainment Enterprises Ltd0.75%Tata Chemicals Ltd0.75%Hindustan Zinc Ltd0.75%Bosch Ltd0.65%Power Finance Corporation Ltd0.66%Cognizant Technology Solutions Corp0.62%Britannia Industries Ltd0.60%Glaxosmithkline Pharmaceuticals Ltd0.55%Potronet LNG Ltd0.55%Petronet LNG Ltd0.55%Pitzer Ltd0.55%Pitzer Ltd0.55%Pitzer Ltd0.55%Oil & Natural Gas Corporation Ltd0.55%Oil & Natural Gas Corporation Ltd0.55%Pitzer Ltd0.55%Oil & Natural Gas Corporation Ltd0.49%Oil India Ltd0.49%Oil India Ltd0.49%Sun TV Network Ltd0.42%Bank of India Ltd0.30%Bayaj Finance Ltd0.30%Bayar Cropscience Ltd0.27%Bharat Forge Ltd0.01%Mahindra & Mahindra Ltd0.01%Mahindra & Mahindra Ltd0.01%Nindra & Mahindra Ltd0.01%Nindra & Mahindra Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%  | -                                   |         |
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| IPCA Laboratories Ltd0.53%Pfizer Ltd0.52%Akzo India Nobel Ltd0.50%Oil & Natural Gas Corporation Ltd0.49%Ambuja Cements Ltd0.49%Dabur India Ltd0.48%Oil India Ltd0.43%Sun TV Network Ltd0.42%Bank of India Ltd0.40%NMDC Ltd0.34%Bayer Cropscience Ltd0.30%Bayer Cropscience Ltd0.17%6% Cum. NCV. Prefer Zee Entertainment<br>Enter'es Ltd0.01%Sun Pharmaceuticals Industries Ltd0.01%Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   | ·                                   | 0.55%   |
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| Oil & Natural Gas Corporation Ltd0.49%Ambuja Cements Ltd0.49%Dabur India Ltd0.48%Oil India Ltd0.43%Sun TV Network Ltd0.42%Bank of India Ltd0.40%NMDC Ltd0.34%Bajaj Finance Ltd0.30%Bayer Cropscience Ltd0.27%Bharat Forge Ltd0.17%6% Cum. NCv. Prefer Zee Entertainment<br>Enter'es Ltd0.01%Sun Pharmaceuticals Industries Ltd0.01%Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%  | Pfizer Ltd                          | 0.52%   |
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| Ambuja Cements Ltd0.49%Dabur India Ltd0.48%Oil India Ltd0.43%Sun TV Network Ltd0.42%Bank of India Ltd0.40%NMDC Ltd0.34%Bajaj Finance Ltd0.30%Bayer Cropscience Ltd0.27%Bharat Forge Ltd0.17%6% Cum. NCv. Prefer Zee Entertainment<br>Enter'es Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%  | Oil & Natural Gas Corporation Ltd   | 0.49%   |
| Oil India Ltd0.43%Sun TV Network Ltd0.42%Bank of India Ltd0.40%NMDC Ltd0.34%Bajaj Finance Ltd0.30%Bayer Cropscience Ltd0.27%Bharat Forge Ltd0.17%6% Cum. NCv. Prefer Zee Entertainment<br>Enter'es Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mahindra & Mahindra Ltd0.01%Reliance Infrastructure Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   |                                     | 0.49%   |
| Sun TV Network Ltd0.42%Bank of India Ltd0.40%NMDC Ltd0.34%Bajaj Finance Ltd0.30%Bayer Cropscience Ltd0.27%Bharat Forge Ltd0.17%6% Cum. NCv. Prefer Zee Entertainment<br>Enter'es Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mahindra & Mahindra Ltd0.01%Reliance Infrastructure Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   | Dabur India Ltd                     | 0.48%   |
| Bank of India Ltd0.40%NMDC Ltd0.34%Bajaj Finance Ltd0.30%Bayer Cropscience Ltd0.27%Bharat Forge Ltd0.17%6% Curn. NCv. Prefer Zee Entertainment<br>Enter'es Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mahindra & Mahindra Ltd0.01%Reliance Infrastructure Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   | Oil India Ltd                       | 0.43%   |
| NMDC Ltd0.34%Bajaj Finance Ltd0.30%Bayer Cropscience Ltd0.27%Bharat Forge Ltd0.17%6% Curn. NCv. Prefer Zee Entertainment<br>Enter'es Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mahindra & Mahindra Ltd0.01%Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   | Sun TV Network Ltd                  | 0.42%   |
| Bajaj Finance Ltd0.3%Bayer Cropscience Ltd0.27%Bharat Forge Ltd0.17%6% Cum. NCv. Prefer Zee Entertainment<br>Enter'es Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mahindra & Mahindra Ltd0.01%Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%  | Bank of India Ltd                   | 0.40%   |
| Bayer Cropscience Ltd0.27%Bharat Forge Ltd0.17%6% Cum. NCv. Prefer Zee Entertainment<br>Enter'es Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mahindra & Mahindra Ltd0.01%Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   | NMDC Ltd                            | 0.34%   |
| Bharat Forge Ltd0.17%6% Cum. NCv. Prefer Zee Entertainment<br>Enter'es Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mahindra & Mahindra Ltd0.01%Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   | Bajaj Finance Ltd                   | 0.30%   |
| 6% Cum. NCv. Prefer Zee Entertainment<br>Enter'es Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mahindra & Mahindra Ltd0.01%Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%  | Bayer Cropscience Ltd               | 0.27%   |
| Enteries Ltd0.02%Sun Pharmaceuticals Industries Ltd0.01%Mahindra & Mahindra Ltd0.01%Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   | Bharat Forge Ltd                    | 0.17%   |
| Mahindra & Mahindra Ltd0.01%Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   |                                     | 0.02%   |
| Reliance Infrastructure Ltd0.01%Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   | Sun Pharmaceuticals Industries Ltd  | 0.01%   |
| Thermax Ltd0.01%Sesa Sterlite Ltd0.01%NTPC Ltd0.00%Cash & Current Assets6.26%   | Mahindra & Mahindra Ltd             | 0.01%   |
| Sesa Sterlite Ltd     0.01%       NTPC Ltd     0.00%       Cash & Current Assets     6.26%  | Reliance Infrastructure Ltd         | 0.01%   |
| NTPC Ltd     0.00%       Cash & Current Assets     6.26%  | Thermax Ltd                         | 0.01%   |
| Cash & Current Assets 6.26%   | Sesa Sterlite Ltd                   | 0.01%   |
|   | NTPC Ltd                            | 0.00%   |
| Network where the second second   | Cash & Current Assets               | 6.26%   |
| ivet receivables / payables -1.76%  | Net receivables / payables          | -1.76%  |
| Total 100.00%   | Total                               | 100.00% |

## **Birla Sun Life Equity Fund**

| Allocation as a %<br>of Net Assets | %     |
|------------------------------------|-------|
| HDFC Bank Ltd                      | 6.88% |
| HCL Technologies Ltd               | 5.29% |
| ICICI Bank Ltd                     | 4.18% |
| Maruti Suzuki India Ltd            | 4.16% |
| Tech Mahindra Ltd                  | 4.13% |
| Wipro Ltd                          | 3.64% |
| Tata Chemicals Ltd                 | 3.35% |
| United Spirits Ltd                 | 2.78% |
| Lupin Ltd                          | 2.70% |
| IDFC Ltd.                          | 2.39% |
| Bajaj Auto Ltd                     | 2.26% |
| Larsen & Toubro Ltd                | 2.17% |
| Indusind Bank Ltd                  | 2.16% |
| LIC Housing Finance Ltd            | 2.14% |
| Bosch Ltd                          | 1.96% |
| Sesa Sterlite Ltd                  | 1.93% |

| Motherson Sumi Systems Ltd                  | 1.93%          |
|---|----------------|
| Tata Power Co Ltd                           | 1.85%          |
| Tata Motors Ltd                             | 1.76%          |
| Strides Arcolab Ltd                         | 1.75%          |
| Karur Vysya Bank Ltd                        | 1.67%          |
| Godrej Industries Ltd                       | 1.58%          |
| Shriram Transport Finance Company Ltd       | 1.56%          |
| Cairn India Ltd                             | 1.47%          |
| Bharat Forge Ltd                            | 1.34%          |
| Century Textiles & Industries Ltd           | 1.27%          |
| ITC Ltd                                     | 1.16%          |
| Great Eastern Shipping Company Ltd          | 1.16%          |
| Infosys Ltd                                 | 1.09%          |
| Indian Bank                                 | 1.06%          |
| Hindustan Zinc Ltd                          | 0.99%          |
| Arvind Ltd                                  | 0.98%          |
| Karnataka Bank Ltd                          | 0.98%          |
| Kewal Kiran Clothing Limited                | 0.94%          |
| KEC International Ltd                       | 0.94%          |
| Reliance Capital Ltd                        | 0.94%          |
| Housing Development Finance Corporation Ltd | 0.91%          |
| Bata India Ltd                              | 0.85%          |
| ING Vysya Bank Ltd                          | 0.85%          |
| Yes Bank Ltd                                | 0.79%          |
| Radico Khaitan Ltd                          | 0.77%          |
| The Jammu and Kashmir Bank Ltd              | 0.75%          |
| Rallis India Ltd                            | 0.75%          |
| Bank of India Ltd                           | 0.75%          |
| BANKINDIA_27/11/2014                        | 0.75%          |
| Union Bank of India                         | 0.74%          |
| Container Corporation of India Ltd          | 0.67%          |
| Sun TV Network Ltd                          | 0.64%          |
| Ambuja Cements Ltd                          | 0.64%          |
| Bank Of Baroda                              | 0.61%          |
| Tata Steel Ltd                              | 0.58%          |
| Muthoot Finance Ltd                         | 0.54%          |
| Tata Communications Ltd                     | 0.53%          |
| Cummins India Ltd                           | 0.49%          |
| IPCA Laboratories Ltd                       | 0.48%          |
| Bajaj Electricals Ltd                       | 0.47%          |
| South Indian Bank Ltd                       | 0.45%<br>0.41% |
| Shoppers Stop Ltd<br>NIIT Technologies Ltd  |                |
| PTC India Ltd                               | 0.39%<br>0.36% |
| Power Finance Corporation Ltd               | 0.35%          |
| Reliance Communications Ltd                 | 0.35%          |
| Clariant Chemicals India Ltd                | 0.32%          |
| Bharat Bijlee Ltd                           | 0.28%          |
| Sasken Communication Technologies Ltd       | 0.23%          |
| DQ Entertainment International Ltd          | 0.20%          |
| Shasun Pharmaceuticals Ltd                  | 0.16%          |
| Lanco Infratech Ltd                         | 0.13%          |
| Jaiprakash Power Ventures Ltd               | 0.13%          |
| IL&FS Transportation Networks Ltd           | 0.12%          |
| Megasoft Ltd                                | 0.08%          |
| Jyoti Structures Ltd                        | 0.07%          |
| United Breweries Holdings Ltd               | 0.05%          |
| Cash & Current Assets                       | 5.06%          |
| Net receivables / payables                  | -1.27%         |
| Total                                       | 100.00%        |
|   |                |

## Birla Sun Life Long Term Advantage Fund

| of Net Assets                                   | %              |
|---|----------------|
| HDFC Bank Ltd                                   | 4.43%          |
| Tech Mahindra Ltd<br>ICICI Bank Ltd             | 4.20%          |
| ITC Ltd   | 3.70%<br>3.27% |
| Infosys Ltd                                     | 2.62%          |
| Tata Motors Ltd                                 | 2.52%          |
| HCL Technologies Ltd                            | 2.36%          |
| Indraprastha Gas Ltd                            | 2.24%          |
| Federal Bank Ltd                                | 2.22%          |
| Yes Bank Ltd                                    | 2.20%          |
| State Bank of India                             | 2.17%          |
| Tata Consultancy Services Ltd                   | 2.13%          |
| Housing Development Finance Corporation Ltd     | 1.94%          |
| Maruti Suzuki India Ltd                         | 1.88%          |
| PTC India Ltd<br>Bharti Airtel Ltd              | 1.87%          |
| Axis Bank Ltd                                   | 1.84%<br>1.77% |
| Motherson Sumi Systems Ltd                      | 1.77%          |
| Larsen & Toubro Ltd                             | 1.75%          |
| Indusind Bank Ltd                               | 1.71%          |
| Petronet LNG Ltd                                | 1.66%          |
| Tata Steel Ltd                                  | 1.55%          |
| Reliance Industries Ltd                         | 1.53%          |
| Gulf Oil Lubricants India Ltd                   | 1.43%          |
| Torrent Power Ltd                               | 1.35%          |
| Orient Refractories Limited                     | 1.31%          |
| Gujarat Fluorochemicals Ltd                     | 1.27%          |
| Lupin Ltd                                       | 1.25%          |
| Hindalco Industries Ltd                         | 1.23%          |
| IDFC Ltd.<br>SKS Microfinance Ltd               | 1.15%<br>1.11% |
| ING Vysya Bank Ltd                              | 1.09%          |
| Century Textiles & Industries Ltd               | 1.07%          |
| LIC Housing Finance Ltd                         | 1.03%          |
| Hindustan Zinc Ltd                              | 1.02%          |
| Birla Corporation Ltd                           | 1.01%          |
| Ranbaxy Laboratories Ltd                        | 0.99%          |
| Muthoot Finance Ltd                             | 0.98%          |
| Cummins India Ltd                               | 0.98%          |
| Wabco India Ltd                                 | 0.97%          |
| Ultratech Cement Ltd                            | 0.97%          |
| Cipla Ltd                                       | 0.95%          |
| Gujarat State Petronet Ltd                      | 0.92%          |
| STERLING HOLIDAY RESORTS INDIA LTD              | 0.91%          |
| OMKAR SPECIALITY CHEMICALS LIMITED              | 0.90%<br>0.89% |
| Godrej Industries Ltd<br>Repco Home Finance Ltd | 0.85%          |
| Sun Pharmaceuticals Industries Ltd              | 0.83%          |
| Eicher Motors Ltd                               | 0.78%          |
| Marico Ltd                                      | 0.76%          |
| Bajaj Auto Ltd                                  | 0.73%          |
| Castrol India Ltd (FV Rs. 5/-)                  | 0.72%          |
| Atul Auto Ltd                                   | 0.70%          |
| Orient Cement Ltd                               | 0.68%          |
| Asian Paints Ltd                                | 0.67%          |
| Shriram Transport Finance Company Ltd           | 0.67%          |
| Cyient Limited                                  | 0.66%          |
| Bank of India Ltd                               | 0.65%          |
| National Aluminium Company Ltd                  | 0.65%          |
| Britannia Industries Ltd<br>Baymond Ltd         | 0.64%<br>0.60% |
| Raymond Ltd<br>Indian Bank                      | 0.60%          |
| Crompton Greaves Ltd                            | 0.58%          |
| United Spirits Ltd                              | 0.58%          |
| Natco Pharma Ltd                                | 0.57%          |
| Coromandel International Ltd                    | 0.52%          |
| Titan Company Limited                           | 0.32%          |
| Pidilite Industries Ltd                         | 0.48%          |
|   | 0.4070         |

# Portfolio

## Birla Sun Life Long Term Advantage Fund

| Allocation as a %                     |         |
|---------------------------------------|---------|
| of Net Assets                         | %       |
| Phoenix Mills Ltd                     | 0.40%   |
| Zee Entertainment Enterprises Ltd     | 0.37%   |
| Sadbhav Engineering Ltd               | 0.36%   |
| Bata India Ltd                        | 0.36%   |
| Astral Poly Technik Ltd               | 0.36%   |
| Colgate Palmolive India Ltd           | 0.36%   |
| Inox Leisure Ltd                      | 0.33%   |
| Sanofi India Ltd                      | 0.31%   |
| Shoppers Stop Ltd                     | 0.30%   |
| Sasken Communication Technologies Ltd | 0.29%   |
| J Kumar Infraprojects Ltd             | 0.28%   |
| KEC International Ltd                 | 0.26%   |
| Divis Laboratories Ltd                | 0.26%   |
| Prestige Estates Projects Ltd         | 0.24%   |
| Thermax Ltd                           | 0.21%   |
| DB Corp Ltd                           | 0.15%   |
| Alembic Pharmaceuticals Ltd           | 0.11%   |
| Cash & Current Assets                 | 2.66%   |
| Net receivables / payables            | -0.51%  |
| Total                                 | 100.00% |
|                                       |         |

**Birla Sun Life MNC Fund** 

| Allocation as a %                            |         |
|--|---------|
| of Net Assets                                | %       |
| ING Vysya Bank Ltd                           | 8.77%   |
| Bayer Cropscience Ltd                        | 8.32%   |
| Honeywell Automation India Ltd               | 7.79%   |
| ICRA Ltd                                     | 6.94%   |
| Maruti Suzuki India Ltd                      | 5.21%   |
| Bosch Ltd                                    | 5.04%   |
| Glaxosmithkline Pharmaceuticals Ltd          | 4.37%   |
| Crisil Ltd                                   | 4.30%   |
| Wyeth Ltd                                    | 4.16%   |
| STERLING HOLIDAY RESORTS INDIA LTD           | 3.98%   |
| Hindustan Unilever Ltd                       | 3.41%   |
| Wabco India Ltd                              | 2.95%   |
| Cummins India Ltd                            | 2.71%   |
| Bata India Ltd                               | 2.06%   |
| SML Isuzu Ltd                                | 2.00%   |
| Kansai Nerolac Paints Ltd                    | 1.99%   |
| Oracle Financial Services Software Ltd       | 1.96%   |
| Colgate Palmolive India Ltd                  | 1.95%   |
| FAG Bearings India Ltd                       | 1.89%   |
| Gillette India Ltd                           | 1.88%   |
| Pfizer Ltd                                   | 1.79%   |
| Procter & Gamble Hygiene and Health Care Ltd | 1.73%   |
| Ambuja Cements Ltd                           | 1.52%   |
| Nestle India Ltd                             | 1.38%   |
| Fulford India Ltd                            | 1.20%   |
| ITC Ltd                                      | 0.99%   |
| Blue Dart Express Ltd                        | 0.87%   |
| Alstom T&D India Ltd                         | 0.84%   |
| Federal-Mogul Goetze (India) Ltd             | 0.79%   |
| Akzo India Nobel Ltd                         | 0.77%   |
| Alstom India Limited                         | 0.76%   |
| Sanofi India Ltd                             | 0.76%   |
| Siemens Ltd                                  | 0.75%   |
| ABB India Ltd                                | 0.68%   |
| Castrol India Ltd (FV Rs. 5/-)               | 0.65%   |
| Disa India Ltd                               | 0.65%   |
| ITD Cementation India Ltd                    | 0.56%   |
| Ranbaxy Laboratories Ltd                     | 0.53%   |
| Schneider Electric Infrastructure Ltd        | 0.35%   |
| Mphasis Ltd                                  | 0.12%   |
| Cash & Current Assets                        | 1.12%   |
| Net receivables / payables                   | -0.49%  |
| Total  | 100.00% |

## Birla Sun Life Dividend Yield Plus

| Allocation as a %<br>of Net Assets                          | %              |
|---|----------------|
| ICICI Bank Ltd  | 9.10%          |
| Infosys Ltd   | 7.31%          |
| Tata Consultancy Services Ltd                               | 4.59%          |
| Axis Bank Ltd   | 4.04%          |
| Cummins India Ltd   | 3.51%          |
| Federal Bank Ltd<br>Sundaram Finance Ltd                    | 3.25%<br>2.94% |
| Tata Motors Ltd DVR Shares                                  | 2.94%          |
| ITC Ltd   | 2.86%          |
| Bharat Petroleum Corp Ltd                                   | 2.78%          |
| Orient Cement Ltd   | 2.37%          |
| Wyeth Ltd   | 2.30%          |
| Bajaj Auto Ltd  | 2.30%          |
| Hindustan Zinc Ltd  | 2.13%          |
| Jagran Prakashan Ltd  | 2.08%          |
| Akzo India Nobel Ltd<br>Oil & Natural Gas Corporation Ltd   | 2.08%          |
| Greaves Cotton Ltd  | 1.94%<br>1.84% |
| Hero MotoCorp Ltd   | 1.84%          |
| Kewal Kiran Clothing Limited                                | 1.76%          |
| The Jammu and Kashmir Bank Ltd                              | 1.67%          |
| Housing Development Finance Corporation Ltd                 | 1.64%          |
| Wipro Ltd   | 1.35%          |
| KEC International Ltd                                       | 1.32%          |
| Glaxosmithkline Pharmaceuticals Ltd                         | 1.31%          |
| Hindustan Petroleum Corporation Ltd                         | 1.27%          |
| Oil India Ltd   | 1.22%          |
| HCL Technologies Ltd  | 1.12%          |
| Punjab National Bank<br>PTC India Ltd                       | 1.12%<br>1.10% |
| Alstom India Limited  | 1.09%          |
| Gateway Distriparks Ltd                                     | 1.09%          |
| Procter & Gamble Hygiene and Health Care Ltd                | 1.08%          |
| Credit Analysis and Research Limited                        | 1.07%          |
| State Bank of India   | 1.03%          |
| Oriental Bank Of Commerce                                   | 1.03%          |
| Atul Auto Ltd   | 1.02%          |
| VST Industries Ltd  | 1.02%          |
| Power Grid Corporation of India Ltd<br>Sun TV Network Ltd   | 0.99%<br>0.98% |
| Engineers India Ltd   | 0.98%          |
| Canara Bank Ltd   | 0.97%          |
| Muthoot Finance Ltd   | 0.95%          |
| Karur Vysya Bank Ltd  | 0.94%          |
| Pfizer Ltd  | 0.89%          |
| Orient Refractories Limited                                 | 0.89%          |
| Apar Industries Ltd   | 0.88%          |
| Indian Bank   | 0.85%          |
| Automotive Axles Ltd  | 0.82%          |
| Gujarat Industries Power Company Ltd<br>Oriental Hotels Ltd | 0.71%<br>0.53% |
| Bharat Bijlee Ltd   | 0.29%          |
| DB Corp Ltd   | 0.28%          |
| '<br>ING Vysya Bank Ltd                                     | 0.23%          |
| Jyoti Structures Ltd  | 0.16%          |
| HDFC Bank Ltd   | 0.16%          |
| Sun Pharmaceuticals Industries Ltd                          | 0.13%          |
| Bank Of Baroda  | 0.12%          |
| ACC Ltd   | 0.08%          |
| 6% Cum. NCv. Prefer Zee Entertainment<br>Enter'es Ltd       | 0.07%          |
| Hinduja Ventures Ltd  | 0.06%          |
| Cash & Current Assets                                       | 2.74%          |
| Net receivables / payables                                  | -1.17%         |
| Total   | 100.00%        |

## **Birla Sun Life Midcap Fund**

| Allocation as a %<br>of Net Assets                       | %              |
|--|----------------|
| Yes Bank Ltd   | 5.38%          |
| Federal Bank Ltd   | 4.35%          |
| Indusind Bank Ltd  | 4.17%          |
| Solar Industries (I) Ltd                                 | 3.88%          |
| India Cements Ltd  | 3.45%          |
| Sadbhav Engineering Ltd                                  | 3.41%          |
| Karur Vysya Bank Ltd                                     | 3.22%          |
| Bank Of Baroda   | 3.20%          |
| KPIT Technologies Limited                                | 2.96%          |
| MRF Ltd  | 2.95%          |
| Hinduja Global Solutions Ltd<br>Britannia Industries Ltd | 2.83%<br>2.71% |
| ING Vysya Bank Ltd                                       | 2.68%          |
| Kalpataru Power Transmission Ltd                         | 2.36%          |
| Eicher Motors Ltd  | 2.31%          |
| Jagran Prakashan Ltd                                     | 2.26%          |
| Simplex Infrastructures Ltd                              | 2.08%          |
| Emami Ltd  | 1.98%          |
| LIC Housing Finance Ltd                                  | 1.84%          |
| SKS Microfinance Ltd                                     | 1.82%          |
| GMR Infrastructure Ltd                                   | 1.64%          |
| HSIL Ltd   | 1.63%          |
| Jubilant Life Sciences Ltd                               | 1.52%<br>1.52% |
| Motherson Sumi Systems Ltd<br>NIIT Technologies Ltd      | 1.52%          |
| Aurobindo Pharma Ltd                                     | 1.47%          |
| Glenmark Pharmaceuticals Ltd                             | 1.43%          |
| Edelweiss Financial Services Ltd                         | 1.41%          |
| Firstsource Solutions Ltd                                | 1.41%          |
| Balkrishna Industries Ltd                                | 1.33%          |
| J Kumar Infraprojects Ltd                                | 1.25%          |
| Torrent Pharmaceuticals Ltd                              | 1.13%          |
| FAG Bearings India Ltd                                   | 1.13%          |
| Reliance Capital Ltd                                     | 1.12%          |
| Marico Ltd<br>VA Tech Wabag Ltd                          | 1.03%<br>0.93% |
| Tech Mahindra Ltd  | 0.91%          |
| National Aluminium Company Ltd                           | 0.83%          |
| IPCA Laboratories Ltd                                    | 0.83%          |
| IDFC Ltd.  | 0.81%          |
| Cyient Limited   | 0.81%          |
| Jyothy Laboratories Ltd                                  | 0.80%          |
| Dish TV India Ltd  | 0.79%          |
| Shree Cement Ltd   | 0.79%          |
| Akzo India Nobel Ltd<br>Bharat Electronics Ltd           | 0.76%<br>0.75% |
| Bajaj Corp Ltd   | 0.73%          |
| Apollo Tyres Ltd   | 0.69%          |
| DB Corp Ltd  | 0.62%          |
| Mindtree Ltd   | 0.55%          |
| Sundaram Finance Ltd                                     | 0.49%          |
| Sun TV Network Ltd                                       | 0.43%          |
| Persistent Systems Ltd                                   | 0.42%          |
| The Ramco Cements Limited                                | 0.41%          |
| Indian Bank  | 0.36%          |
| Phoenix Mills Ltd  | 0.35%          |
| Prestige Estates Projects Ltd                            | 0.34%          |
| Supreme Industries Ltd<br>Kansai Nerolac Paints Ltd      | 0.31%<br>0.28% |
| Finolex Industries Ltd                                   | 0.28%          |
| Shriram City Union Finance Limited                       | 0.24%          |
| Sasken Communication Technologies Ltd                    | 0.13%          |
| HT Media Ltd   | 0.13%          |
| Marico Kaya Enterprises Ltd                              | 0.07%          |
|  |                |

#### **Birla Sun Life Midcap Fund**

| Allocation as a %<br>of Net Assets | %       |
|------------------------------------|---------|
| Cash & Current Assets              | 4.71%   |
| Net receivables / payables         | -0.94%  |
| Total                              | 100.00% |

#### Birla Sun Life Small & Midcap Fund

| Allocation as a %<br>of Net Assets               | %              |
|--|----------------|
| Yes Bank Ltd                                     | 4.33%          |
| ING Vysya Bank Ltd                               | 4.01%          |
| MRF Ltd  | 3.32%          |
| VA Tech Wabag Ltd                                | 3.31%          |
| Balkrishna Industries Ltd                        | 3.27%          |
| Federal Bank Ltd                                 | 3.14%          |
| India Cements Ltd                                | 2.96%          |
| Firstsource Solutions Ltd                        | 2.70%          |
| Bajaj Finance Ltd                                | 2.48%          |
| City Union Bank Ltd                              | 2.46%          |
| Indian Bank                                      | 2.46%          |
| Eicher Motors Ltd                                | 2.26%          |
| Birla Corporation Ltd                            | 2.16%          |
| Jagran Prakashan Ltd                             | 2.15%          |
| KPIT Technologies Limited                        | 2.06%          |
| Bharat Electronics Ltd                           | 1.96%          |
| Repco Home Finance Ltd                           | 1.95%          |
| HT Media Ltd                                     | 1.94%          |
| Cyient Limited                                   | 1.92%          |
| Exide Industries Ltd                             | 1.92%          |
| Texmaco Rail & Engineering Ltd                   | 1.83%          |
| Kalpataru Power Transmission Ltd                 | 1.82%          |
| Bank Of Baroda                                   | 1.64%          |
| Wabco India Ltd                                  | 1.59%          |
|  | 1.55%          |
| Kewal Kiran Clothing Limited                     | 1.55%          |
| Jyothy Laboratories Ltd<br>IPCA Laboratories Ltd |                |
| Cholamandalam Investment and Finance Company     | 1.42%<br>1.39% |
| Ltd<br>MT Educare Ltd                            | 1.39%          |
| Mindtree Ltd                                     | 1.29%          |
| V-Mart Retail Limited                            | 1.23%          |
| Shemaroo Entertainment Ltd                       | 1.13%          |
| JK Cements Ltd                                   | 1.07%          |
| Finolex Industries Ltd                           | 1.04%          |
| Finolex Cables Ltd                               | 0.99%          |
| Century Textiles & Industries Ltd                | 0.98%          |
| J Kumar Infraprojects Ltd                        | 0.95%          |
| Jubilant Life Sciences Ltd                       | 0.94%          |
| Hexaware Technologies Ltd                        | 0.87%          |
| Glenmark Pharmaceuticals Ltd                     | 0.85%          |
| Natco Pharma Ltd                                 | 0.85%          |
| Great Eastern Shipping Company Ltd               | 0.40%          |
| Motherson Sumi Systems Ltd                       | 0.84%          |
| Tech Mahindra Ltd                                | 0.84%          |
| LIC Housing Finance Ltd                          | 0.76%          |
| Disa India Ltd                                   | 0.70%          |
| Sadbhav Engineering Ltd                          | 0.72%          |
| Dish TV India Ltd                                | 0.68%          |
|  |                |
| Bajaj Corp Ltd                                   | 0.63%          |
| Union Bank of India                              | 0.59%          |
| Zydus Wellness Ltd                               | 0.58%          |
| Oriental Bank Of Commerce                        | 0.54%          |
| Power Finance Corporation Ltd                    | 0.50%          |
| Karnataka Bank Ltd                               | 0.49%          |
| Alstom India Limited                             | 0.49%          |
| Raymond Ltd                                      | 0.48%          |

| Sun TV Network Ltd                  | 0.44%   |
|-------------------------------------|---------|
| Radico Khaitan Ltd                  | 0.44%   |
| Akzo India Nobel Ltd                | 0.43%   |
| Max India Ltd                       | 0.41%   |
| Divis Laboratories Ltd              | 0.41%   |
| CESC Ltd                            | 0.40%   |
| Great Eastern Shipping Company Ltd  | 0.40%   |
| Dalmia Bharat Limited               | 0.37%   |
| Strides Arcolab Ltd                 | 0.32%   |
| Allahabad Bank Ltd                  | 0.30%   |
| NIIT Technologies Ltd               | 0.26%   |
| Muthoot Finance Ltd                 | 0.24%   |
| Talwalkars Better Value Fitness Ltd | 0.21%   |
| Crompton Greaves Ltd                | 0.20%   |
| Tata Global Beverages Ltd           | 0.16%   |
| Supreme Industries Ltd              | 0.06%   |
| Cash & Current Assets               | 7.61%   |
| Net receivables / payables          | -0.60%  |
| Total                               | 100.00% |

#### Birla Sun Life Advantage Fund

| Allocation as a %                                     |                |
|---|----------------|
| of Net Assets   | %              |
| Yes Bank Ltd  | 5.65%          |
| HDFC Bank Ltd   | 5.51%          |
| Eicher Motors Ltd                                     | 5.20%          |
| Federal Bank Ltd                                      | 4.03%          |
| HCL Technologies Ltd                                  | 3.39%          |
| Maruti Suzuki India Ltd                               | 3.26%          |
| ICICI Bank Ltd  | 3.15%          |
| Lupin Ltd   | 2.94%          |
| Axis Bank Ltd   | 2.88%          |
| Natco Pharma Ltd                                      | 2.83%          |
| Bharat Forge Ltd                                      | 2.82%          |
| Motherson Sumi Systems Ltd                            | 2.71%          |
| VA Tech Wabag Ltd                                     | 2.59%          |
| State Bank of India                                   | 2.43%          |
| Orient Cement Ltd                                     | 2.39%          |
| Cyient Limited  | 2.24%          |
| Indusind Bank Ltd                                     | 2.09%          |
| Repco Home Finance Ltd                                | 2.08%          |
| Emami Ltd   | 1.89%          |
| Tech Mahindra Ltd                                     | 1.84%          |
| Dalmia Bharat Limited                                 | 1.80%          |
| V GUARD INDUSTRIES LIMITED                            | 1.76%          |
| Titan Company Limited                                 | 1.62%          |
| Voltas Ltd  | 1.57%          |
| Shree Cement Ltd                                      | 1.55%          |
| Asian Paints Ltd                                      | 1.55%          |
| Tata Motors Ltd DVR Shares                            | 1.55%          |
| LIC Housing Finance Ltd                               | 1.53%          |
| AIA Engineering Ltd                                   | 1.50%          |
| Hero MotoCorp Ltd                                     | 1.50%          |
| Shoppers Stop Ltd                                     | 1.42%          |
| Berger Paints India Ltd                               | 1.37%          |
| Sanofi India Ltd                                      | 1.37%          |
| Amara Raja Batteries Ltd<br>KEC International Ltd     | 1.29%          |
| Cummins India Ltd                                     | 1.29%<br>1.23% |
|   | 1.23%          |
| Cipla Ltd   |                |
| Coromandel International Ltd<br>TVS Motor Company Ltd | 1.18%<br>1.10% |
| Tata Motors Ltd                                       | 1.10%          |
|   | 1.03%          |
| Castrol India Ltd (FV Rs. 5/-)<br>Arvind Ltd          | 1.03%          |
| Alstom T&D India Ltd                                  | 0.96%          |
| Crompton Greaves Ltd                                  | 0.96%          |
| Texmaco Rail & Engineering Ltd                        | 0.88%          |
| lexinaco nali a Engineening Liu                       | 0.75%          |

| Kalpataru Power Transmission Ltd                   | 0.70%   |
|--|---------|
| Greaves Cotton Ltd                                 | 0.66%   |
| JK Cements Ltd                                     | 0.62%   |
| Persistent Systems Ltd                             | 0.62%   |
| Marico Ltd   | 0.56%   |
| Kaveri Seed Company Ltd                            | 0.54%   |
| Gulf Oil Lubricants India Ltd                      | 0.51%   |
| Dharti Dredging                                    | 0.31%   |
| 6% Cum. NCv. Prefer Zee Entertainment Enter'es Ltd | 0.05%   |
| Cash & Current Assets                              | 0.91%   |
| Net receivables / payables                         | -0.54%  |
| Total  | 100.00% |

#### Birla Sun Life India GenNext Fund

| of Net Assets%ICICI Bank Ltd5.58%Zee Entertainment Enterprises Ltd5.27%Eicher Motors Ltd4.67%Maruti Suzuki India Ltd4.58%HDFC Bank Ltd4.17%Emami Ltd3.89%Indusind Bank Ltd3.79%Britannia Industries Ltd3.22%Federal Bank Ltd3.14%Lupin Ltd3.13%Sun TV Network Ltd2.78%PVR Ltd2.69%IPCA Laboratories Ltd2.69%IPCA Laboratories Ltd2.69%Karur Vysya Bank Ltd2.57%ITC Ltd2.44%Pidilite Industries Ltd2.38%Bata India Ltd2.30%Muthoot Finance Ltd2.27%Ranbaxy Laboratories Ltd2.26%Repco Home Finance Ltd2.20%Page Industries Ltd1.80%ING Vysya Bank Ltd1.69%Prestige Estates Projects Ltd1.54%Bajaj Corp Ltd1.30%MT Educare Ltd1.28%South Indian Bank Ltd1.28%South Indian Bank Ltd1.28%South Indian Bank Ltd1.27%United Spirits Ltd1.27%United Spirits Ltd1.20%  |   |
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| Kotak Mahindra Bank Ltd1.28%South Indian Bank Ltd1.27%   |   |
| South Indian Bank Ltd 1.27%  |   |
|  |   |
| United Spirits Ltd 1.20%   |   |
|  |   |
| Zydus Wellness Ltd 1.11%   |   |
| Arvind Ltd 0.94%   |   |
| Radico Khaitan Ltd 0.94%   |   |
| DB Corp Ltd 0.81%  |   |
| Bajaj Auto Ltd 0.72%   |   |
| Cox and Kings Ltd 0.52%  |   |
| Shoppers Stop Ltd 0.40%  |   |
| Trent Ltd 0.30%  |   |
| 6% Cum. NCv. Prefer Zee Entertainment Enter'es Ltd 0.26%   |   |
| Future Lifestyle Fashions Ltd 0.14%  |   |
| Oracle Financial Services Software Ltd 0.09%   |   |
| Cash & Current Assets 0.92%  |   |
| Net receivables / payables -0.44%  | , |
| Total 100.009  |   |

#### Birla Sun Life Buy India Fund

| Allocation as a %<br>of Net Assets          | %       |
|---|---------|
| Sundaram Clayton Ltd                        | 8.18%   |
| Bayer Cropscience Ltd                       | 6.52%   |
| ICRA Ltd                                    | 6.27%   |
| Housing Development Finance Corporation Ltd | 4.86%   |
| MRF Ltd                                     | 4.85%   |
| Wyeth Ltd                                   | 4.51%   |
| STERLING HOLIDAY RESORTS INDIA LTD          | 4.48%   |
| Shoppers Stop Ltd                           | 4.29%   |
| Zee Entertainment Enterprises Ltd           | 3.29%   |
| Kansai Nerolac Paints Ltd                   | 3.23%   |
| Glaxosmithkline Pharmaceuticals Ltd         | 3.13%   |
| Maruti Suzuki India Ltd                     | 3.09%   |
| Biocon Ltd                                  | 2.97%   |
| Hindustan Unilever Ltd                      | 2.82%   |
| Trent Ltd                                   | 2.82%   |
| ICICI Bank Ltd                              | 2.80%   |
| Yes Bank Ltd                                | 2.76%   |
| ING Vysya Bank Ltd                          | 2.74%   |
| Tata Motors Ltd                             | 2.67%   |
| Gillette India Ltd                          | 2.38%   |
| Bata India Ltd                              | 2.32%   |
| Indusind Bank Ltd                           | 2.29%   |
| Axis Bank Ltd                               | 2.27%   |
| Mahindra & Mahindra Ltd                     | 2.25%   |
| Kotak Mahindra Bank Ltd                     | 2.24%   |
| Colgate Palmolive India Ltd                 | 1.94%   |
| Jet Airways India Ltd                       | 1.79%   |
| IDFC Ltd.                                   | 1.65%   |
| Pfizer Ltd                                  | 1.57%   |
| ITC Ltd                                     | 0.95%   |
| Tata Global Beverages Ltd                   | 0.92%   |
| United Breweries Holdings Ltd               | 0.53%   |
| Magnasound (I) Ltd                          | 0.00%   |
| Cash & Current Assets                       | 1.15%   |
| Net receivables / payables                  | -0.50%  |
| Total                                       | 100.00% |

#### **Birla Sun Life Infrastructure Fund**

| Allocation as a %                     |       |
|---------------------------------------|-------|
| of Net Assets                         | %     |
| ICICI Bank Ltd                        | 9.29% |
| HDFC Bank Ltd                         | 4.73% |
| Cummins India Ltd                     | 4.36% |
| Tata Motors Ltd                       | 4.17% |
| Oil & Natural Gas Corporation Ltd     | 3.68% |
| Larsen & Toubro Ltd                   | 3.65% |
| Federal Bank Ltd                      | 3.32% |
| Wabco India Ltd                       | 2.84% |
| Orient Cement Ltd                     | 2.60% |
| PTC India Ltd                         | 2.49% |
| ING Vysya Bank Ltd                    | 2.09% |
| Bharat Electronics Ltd                | 2.06% |
| Shriram Transport Finance Company Ltd | 2.05% |
| KEC International Ltd                 | 1.98% |
| Indusind Bank Ltd                     | 1.87% |
| Oriental Bank Of Commerce             | 1.85% |
| Reliance Industries Ltd               | 1.82% |
| VA Tech Wabag Ltd                     | 1.71% |
| Tata Power Co Ltd                     | 1.70% |
| Oil India Ltd                         | 1.65% |
| The Jammu and Kashmir Bank Ltd        | 1.53% |
| FAG Bearings India Ltd                | 1.52% |
| Honeywell Automation India Ltd        | 1.50% |
| Ambuja Cements Ltd                    | 1.48% |

| Crompton Greaves Ltd                 | 1.47%   |
|--------------------------------------|---------|
| Sobha Ltd                            | 1.40%   |
| Hindustan Zinc Ltd                   | 1.33%   |
| Gujarat Industries Power Company Ltd | 1.33%   |
| ACC Ltd                              | 1.29%   |
| Idea Cellular Ltd                    | 1.25%   |
| Punjab National Bank                 | 1.21%   |
| Ashok Leyland Ltd                    | 1.21%   |
| Andhra Bank Ltd                      | 1.20%   |
| Indian Bank                          | 1.19%   |
| Kalpataru Power Transmission Ltd     | 1.15%   |
| Axis Bank Ltd                        | 1.14%   |
| Sadbhav Engineering Ltd              | 1.06%   |
| Bajaj Finance Ltd                    | 1.02%   |
| Orient Refractories Limited          | 0.93%   |
| Grasim Industries Ltd                | 0.91%   |
| Texmaco Rail & Engineering Ltd       | 0.87%   |
| Bharat Petroleum Corp Ltd            | 0.85%   |
| Reliance Infrastructure Ltd          | 0.83%   |
| Automotive Axles Ltd                 | 0.75%   |
| Gujarat State Petronet Ltd           | 0.74%   |
| Finolex Cables Ltd                   | 0.73%   |
| J Kumar Infraprojects Ltd            | 0.73%   |
| Century Textiles & Industries Ltd    | 0.72%   |
| Credit Analysis and Research Limited | 0.69%   |
| GMR Infrastructure Ltd               | 0.53%   |
| Jaiprakash Power Ventures Ltd        | 0.52%   |
| ICRA Ltd                             | 0.51%   |
| Oberoi Realty Ltd                    | 0.49%   |
| Karnataka Bank Ltd                   | 0.48%   |
| National Aluminium Company Ltd       | 0.42%   |
| Power Finance Corporation Ltd        | 0.37%   |
| Muthoot Finance Ltd                  | 0.34%   |
| Disa India Ltd                       | 0.29%   |
| Jaypee Infratech Ltd                 | 0.27%   |
| Hindalco Industries Ltd              | 0.21%   |
| Cash & Current Assets                | 1.79%   |
| Net receivables / payables           | 1.90%   |
| Total                                | 100.00% |

)%

#### Birla Sun Life Pure Value Fund

| Allocation as a %                  |       |
|------------------------------------|-------|
| of Net Assets                      | %     |
| Federal Bank Ltd                   | 5.19% |
| Biocon Ltd                         | 4.19% |
| Bajaj Auto Ltd                     | 4.08% |
| MRF Ltd                            | 4.06% |
| J Kumar Infraprojects Ltd          | 3.14% |
| LIC Housing Finance Ltd            | 2.96% |
| ICICI Bank Ltd                     | 2.93% |
| Grasim Industries Ltd              | 2.92% |
| State Bank of India                | 2.92% |
| Gujarat State Petronet Ltd         | 2.91% |
| Coromandel International Ltd       | 2.80% |
| Cyient Limited                     | 2.78% |
| OMKAR SPECIALITY CHEMICALS LIMITED | 2.67% |
| Banco Products India Ltd           | 2.65% |
| Gujarat Fluorochemicals Ltd        | 2.63% |
| Godrej Industries Ltd              | 2.61% |
| Tata Motors Ltd                    | 2.58% |
| Tata Chemicals Ltd                 | 2.57% |
| Reliance Capital Ltd               | 2.49% |
| India Cements Ltd                  | 2.17% |
| Orient Cement Ltd                  | 2.17% |
| Gulf Oil Lubricants India Ltd      | 2.17% |
| Raymond Ltd                        | 2.12% |
| Muthoot Finance Ltd                | 1.98% |
| Axis Bank Ltd                      | 1.93% |

| Andhra Bank Ltd                       | 1.79%   |
|---------------------------------------|---------|
| Radico Khaitan Ltd                    | 1.69%   |
| TATASTEEL_27/11/2014                  | 1.62%   |
| Torrent Power Ltd                     | 1.62%   |
| Indraprastha Gas Ltd                  | 1.54%   |
| Indian Bank                           | 1.39%   |
| Petronet LNG Ltd                      | 1.37%   |
| Shemaroo Entertainment Ltd            | 1.29%   |
| Edelweiss Financial Services Ltd      | 1.11%   |
| Atul Auto Ltd                         | 1.11%   |
| Oriental Bank Of Commerce             | 1.10%   |
| PFC_27/11/2014                        | 1.08%   |
| Corporation Bank Ltd                  | 1.05%   |
| Gulf Oil Corporation Ltd              | 1.01%   |
| Sasken Communication Technologies Ltd | 0.98%   |
| Tata Motors Ltd DVR Shares            | 0.93%   |
| Bharat Electronics Ltd                | 0.93%   |
| Yes Bank Ltd                          | 0.85%   |
| Karnataka Bank Ltd                    | 0.84%   |
| Heritage Foods Limited                | 0.73%   |
| Indiabulls Power Ltd                  | 0.62%   |
| Finolex Cables Ltd                    | 0.62%   |
| Pfizer Ltd                            | 0.32%   |
| Tech Mahindra Ltd                     | 0.19%   |
| Brigade Enterprises Ltd               | 0.17%   |
| Inox Leisure Ltd                      | 0.06%   |
| Cash & Current Assets                 | 6.48%   |
| Net receivables / payables            | -4.13%  |
| Total                                 | 100.00% |

#### **Birla Sun Life India Reforms Fund**

| Allocation as a %                    |       |
|--------------------------------------|-------|
| of Net Assets                        | %     |
| ICICI Bank Ltd                       | 9.37% |
| Oil & Natural Gas Corporation Ltd    | 5.83% |
| Larsen & Toubro Ltd                  | 5.72% |
| Federal Bank Ltd                     | 4.91% |
| Bharat Petroleum Corp Ltd            | 4.73% |
| Indusind Bank Ltd                    | 4.56% |
| VA Tech Wabag Ltd                    | 4.31% |
| PTC India Ltd                        | 4.04% |
| KEC International Ltd                | 4.00% |
| Sadbhav Engineering Ltd              | 3.60% |
| Crompton Greaves Ltd                 | 3.26% |
| Bajaj Finance Ltd                    | 3.23% |
| Max India Ltd                        | 3.07% |
| Oil India Ltd                        | 3.05% |
| Bank Of Baroda                       | 2.68% |
| ING Vysya Bank Ltd                   | 2.48% |
| HDFC Bank Ltd                        | 2.45% |
| Dish TV India Ltd                    | 2.21% |
| Shoppers Stop Ltd                    | 2.06% |
| Alstom India Limited                 | 2.04% |
| Hindustan Petroleum Corporation Ltd  | 2.04% |
| Bharat Electronics Ltd               | 2.00% |
| Idea Cellular Ltd                    | 1.56% |
| JSW Energy Ltd                       | 1.54% |
| Trent Ltd                            | 1.53% |
| Punjab National Bank                 | 1.43% |
| Gujarat Industries Power Company Ltd | 1.37% |
| J Kumar Infraprojects Ltd            | 1.18% |
| Texmaco Rail & Engineering Ltd       | 1.10% |
| Indian Bank                          | 0.96% |
| Canara Bank Ltd                      | 0.62% |
| Power Finance Corporation Ltd        | 0.54% |
| Jaiprakash Power Ventures Ltd        | 0.51% |
| Karur Vysya Bank Ltd                 | 0.35% |
|                                      |       |

#### Birla Sun Life India Reforms Fund

| Allocation as a %<br>of Net Assets                    | %       |
|---|---------|
| Kalpataru Power Transmission Ltd                      | 0.21%   |
| 6% Cum. NCv. Prefer Zee Entertainment Enter'es<br>Ltd | 0.19%   |
| Cash & Current Assets                                 | 3.57%   |
| Net receivables / payables                            | 1.69%   |
| Total   | 100.00% |

#### Birla Sun Life New Millennium Fund

| Allocation as a %<br>of Net Assets                    | %       |
|---|---------|
| Infosys Ltd   | 24.44%  |
| Tata Consultancy Services Ltd                         | 17.47%  |
| Tech Mahindra Ltd                                     | 10.60%  |
| HCL Technologies Ltd                                  | 10.19%  |
| Cyient Limited  | 6.09%   |
| Wipro Ltd   | 5.02%   |
| Bharti Airtel Ltd                                     | 5.01%   |
| Persistent Systems Ltd                                | 4.57%   |
| Sasken Communication Technologies Ltd                 | 2.23%   |
| Inox Leisure Ltd                                      | 2.13%   |
| Firstsource Solutions Ltd                             | 1.96%   |
| Info Edge India Ltd                                   | 1.59%   |
| Jagran Prakashan Ltd                                  | 1.51%   |
| Shemaroo Entertainment Ltd                            | 1.43%   |
| Sonata Software Ltd                                   | 0.88%   |
| DQ Entertainment International Ltd                    | 0.60%   |
| Sun TV Network Ltd                                    | 0.55%   |
| Megasoft Ltd  | 0.26%   |
| Zee Entertainment Enterprises Ltd                     | 0.26%   |
| 6% Cum. NCv. Prefer Zee Entertainment Enter'es<br>Ltd | 0.18%   |
| Cash & Current Assets                                 | 2.25%   |
| Net receivables / payables                            | 0.77%   |
| Total   | 100.00% |

#### Birla Sun Life India Opportunities Fund

| Allocation as a %<br>of Net Assets     | %     |
|--|-------|
| Cummins India I td                     | 8.61% |
| ourinino inula Eta                     |       |
| Infosys Ltd                            | 6.68% |
| Hindustan Zinc Ltd                     | 6.46% |
| Wipro Ltd                              | 5.98% |
| Honeywell Automation India Ltd         | 5.16% |
| Tata Consultancy Services Ltd          | 4.92% |
| Lupin Ltd                              | 4.84% |
| Wabco India Ltd                        | 4.79% |
| Cipla Ltd                              | 4.71% |
| Bajaj Auto Ltd                         | 4.61% |
| KEC International Ltd                  | 3.88% |
| Tech Mahindra Ltd                      | 3.86% |
| Motherson Sumi Systems Ltd             | 3.47% |
| Dr Reddy Laboratories Ltd              | 3.36% |
| AIA Engineering Ltd                    | 3.32% |
| Crisil Ltd                             | 3.28% |
| Balkrishna Industries Ltd              | 2.81% |
| Natco Pharma Ltd                       | 2.72% |
| Mindtree Ltd                           | 2.58% |
| HCL Technologies Ltd                   | 2.46% |
| Oracle Financial Services Software Ltd | 2.39% |
| Sanofi India Ltd                       | 2.35% |
| Reliance Industries Ltd                | 1.65% |
|  |       |

#### Birla Sun Life India Opportunities Fund

| Allocation as a %<br>of Net Assets | %       |
|------------------------------------|---------|
| Unichem Laboratories Ltd           | 1.16%   |
| Praj Industries Ltd                | 0.74%   |
| Sesa Sterlite Ltd                  | 0.63%   |
| Cash & Current Assets              | 2.94%   |
| Net receivables / payables         | -0.36%  |
| Total                              | 100.00% |

#### Birla Sun Life Special Situations Fund

| Allocation as a %                 | ~       |
|-----------------------------------|---------|
| of Net Assets                     | %       |
| Indusind Bank Ltd                 | 6.19%   |
| Maruti Suzuki India Ltd           | 5.74%   |
| Motherson Sumi Systems Ltd        | 5.42%   |
| Wabco India Ltd                   | 4.94%   |
| Lupin Ltd                         | 4.71%   |
| Wipro Ltd                         | 4.65%   |
| ICICI Bank Ltd                    | 4.47%   |
| HCL Technologies Ltd              | 4.42%   |
| Tech Mahindra Ltd                 | 4.33%   |
| LIC Housing Finance Ltd           | 4.11%   |
| Century Textiles & Industries Ltd | 3.82%   |
| PTC India Ltd                     | 3.62%   |
| Larsen & Toubro Ltd               | 3.41%   |
| Strides Arcolab Ltd               | 3.22%   |
| HDFC Bank Ltd                     | 3.13%   |
| Hindustan Zinc Ltd                | 3.13%   |
| Tata Power Co Ltd                 | 2.98%   |
| Canara Bank Ltd                   | 2.77%   |
| Sesa Sterlite Ltd                 | 2.64%   |
| Yes Bank Ltd                      | 2.35%   |
| Muthoot Finance Ltd               | 2.25%   |
| Tata Chemicals Ltd                | 2.10%   |
| Cummins India Ltd                 | 1.69%   |
| Karur Vysya Bank Ltd              | 1.50%   |
| Hinduja Ventures Ltd              | 1.45%   |
| Simplex Infrastructures Ltd       | 1.37%   |
| Bharat Petroleum Corp Ltd         | 1.25%   |
| Union Bank of India               | 1.16%   |
| Corporation Bank Ltd              | 1.05%   |
| Radico Khaitan Ltd                | 0.82%   |
| Jaiprakash Power Ventures Ltd     | 0.67%   |
| JSW Energy Ltd                    | 0.62%   |
| Bombay Dyeing & Mfg Company Ltd   | 0.46%   |
| Cash & Current Assets             | 3.92%   |
| Net receivables / payables        | -0.33%  |
| Total                             | 100.00% |

#### Birla Sun Life International Equity Fund - Plan A

| Allocation as a %<br>of Net Assets | %     |
|------------------------------------|-------|
| McKesson Corp                      | 5.10% |
| Chubb Corp                         | 4.85% |
| Aetna Inc New                      | 4.19% |
| ROCHE HOLDINGS AG GENUS BEARER SHS | 3.57% |
| APPLE INC                          | 3.28% |
| AFLAC INC                          | 3.12% |
| WAL MART STORES INC                | 3.05% |
| FEDEX CORP                         | 2.76% |
| VALERO ENERGY CORP                 | 2.59% |
| The Boeing Co                      | 2.53% |

#### Birla Sun Life International Equity Fund - Plan A

| Allocation as a %<br>of Net Assets          | %       |
|---|---------|
| TELENOR                                     | 2.53%   |
| HARMAN INTERNATIONAL                        | 2.53%   |
| AMERISOURCE BERGEN CORP                     | 2.44%   |
| EMC CORP                                    | 2.43%   |
| T ROWE PRICE GROUP I                        | 2.40%   |
| INTERNATIONAL BUSINESS MACHINES CORP<br>IBM | 2.29%   |
| AXA SA                                      | 2.28%   |
| Zurich Insurance Group Ag                   | 2.23%   |
| CHINA CONSTRUCT BANK SHS H HKD 0939         | 2.21%   |
| Viacom Inc                                  | 2.17%   |
| COACH INC                                   | 2.17%   |
| Delta Air Lines Inc                         | 2.11%   |
| MARKS & SPENCER GROUP PLC                   | 2.06%   |
| SAMSUNG ELECTRONICS - GDR                   | 2.05%   |
| Allianz SE                                  | 2.03%   |
| CENTRICA PLC                                | 2.01%   |
| CVS CAREMARK CORP                           | 1.99%   |
| CNOOC LTD                                   | 1.84%   |
| TOYOTA MOTOR CORP                           | 1.84%   |
| Vivendi SA                                  | 1.79%   |
| Japan Airlines Co Ltd                       | 1.71%   |
| Koninklijke AHOLD NV                        | 1.68%   |
| JGC CORP-JPY                                | 1.64%   |
| BOC Hong Kong Holdings Ltd                  | 1.58%   |
| Constellation Brands Inc                    | 1.58%   |
| CenturyLink Inc                             | 1.56%   |
| Schneider Electric SA                       | 1.56%   |
| CANON INC                                   | 1.38%   |
| Skandinaviska Enskilda Banken AB            | 1.38%   |
| Michelin Cie Generale Des Etablissements    | 1.36%   |
| EASTMAN CHEMICAL CO                         | 1.20%   |
| TECK Resources Ltd                          | 1.19%   |
| MICHAEL KORS HOLDINGS LTD                   | 1.12%   |
| BEIERSDORF AG                               | 1.05%   |
| Cash & Current Assets                       | 2.80%   |
| Net receivables / payables                  | -1.23%  |
| Total                                       | 100.00% |

Birla Sun Life International Equity Fund - Plan B

| Allocation as a %   |                |
|---|----------------|
| of Net Assets   | %              |
| Maruti Suzuki India Ltd                                       | 4.49%          |
| HDFC Bank Ltd   | 4.46%          |
| ICICI Bank Ltd  | 3.97%          |
| Infosys Ltd   | 2.90%          |
| Axis Bank Ltd   | 2.77%          |
| Federal Bank Ltd<br>Tata Motors Ltd                           | 2.59%<br>2.29% |
| ITC Ltd   | 2.29%          |
| Tata Consultancy Services Ltd                                 | 2.08%          |
| Kewal Kiran Clothing Limited                                  | 2.05%          |
| Eicher Motors Ltd   | 1.88%          |
| Indusind Bank Ltd   | 1.71%          |
| HCL Technologies Ltd  | 1.62%          |
| Power Grid Corporation of India Ltd                           | 1.59%          |
| Bajaj Auto Ltd<br>National Aluminium Company Ltd              | 1.54%<br>1.53% |
| Oil India Ltd   | 1.50%          |
| Repco Home Finance Ltd  | 1.49%          |
| Shriram City Union Finance Limited                            | 1.47%          |
| Century Textiles & Industries Ltd                             | 1.40%          |
| J Kumar Infraprojects Ltd                                     | 1.33%          |
| Texmaco Rail & Engineering Ltd                                | 1.23%          |
| Cummins India Ltd   | 1.21%          |
| DB Corp Ltd   | 1.20%          |
| Grasim Industries Ltd<br>Chubb Corp                           | 1.18%<br>1.17% |
| Hindustan Petroleum Corporation Ltd                           | 1.17%          |
| McKesson Corp   | 1.16%          |
| Akzo India Nobel Ltd  | 1.09%          |
| Aetna Inc New   | 1.08%          |
| Dr Reddy Laboratories Ltd                                     | 1.07%          |
| Atul Auto Ltd   | 1.01%          |
| Cognizant Technology Solutions Corp                           | 0.99%          |
| Hindalco Industries Ltd<br>ROCHE HOLDINGS AG GENUS BEARER SHS | 0.97%<br>0.92% |
| Wipro Ltd   | 0.92%          |
| APPLE INC   | 0.88%          |
| Shriram Transport Finance Company Ltd                         | 0.88%          |
| Tech Mahindra Ltd   | 0.85%          |
| Reliance Industries Ltd                                       | 0.84%          |
| Orient Refractories Limited                                   | 0.84%          |
| VST Industries Ltd  | 0.83%          |
| OMKAR SPECIALITY CHEMICALS LIMITED                            | 0.80%          |
| State Bank of India<br>Karur Vysya Bank Ltd                   | 0.80%<br>0.78% |
| Hero MotoCorp Ltd   | 0.77%          |
| FEDEX CORP  | 0.77%          |
| Jagran Prakashan Ltd  | 0.76%          |
| WAL MART STORES INC   | 0.75%          |
| Hindustan Zinc Ltd  | 0.72%          |
| AMERISOURCE BERGEN CORP                                       | 0.70%          |
| The Jammu and Kashmir Bank Ltd                                | 0.70%          |
| Sanofi India Ltd  | 0.70%          |
| Oil & Natural Gas Corporation Ltd<br>AXA SA                   | 0.68%<br>0.66% |
| AFLAC INC   | 0.65%          |
| Automotive Axles Ltd  | 0.64%          |
| TELENOR   | 0.63%          |
| T ROWE PRICE GROUP I  | 0.63%          |
| Zurich Insurance Group Ag                                     | 0.62%          |
| HARMAN INTERNATIONAL  | 0.62%          |
|   | 0.62%          |
| STERLING HOLIDAY RESORTS INDIA LTD<br>The Boeing Co           | 0.60%<br>0.58% |
| Strides Arcolab Ltd   | 0.58%          |
|   | 5.6770         |

| SAMSUNG ELECTRONICS - GDR                          | 0.57%   |
|--|---------|
| Orient Cement Ltd                                  | 0.56%   |
| CHINA CONSTRUCT BANK SHS H HKD 0939                | 0.56%   |
| VALERO ENERGY CORP                                 | 0.56%   |
| COACH INC  | 0.55%   |
| Ranbaxy Laboratories Ltd                           | 0.53%   |
| CVS CAREMARK CORP                                  | 0.53%   |
| INTERNATIONAL BUSINESS MACHINES CORP<br>IBM        | 0.51%   |
| Delta Air Lines Inc                                | 0.51%   |
| Japan Airlines Co Ltd                              | 0.50%   |
| Allianz SE   | 0.48%   |
| CENTRICA PLC                                       | 0.47%   |
| MARKS & SPENCER GROUP PLC                          | 0.44%   |
| Yes Bank Ltd                                       | 0.43%   |
| Vivendi SA   | 0.43%   |
| CNOOC LTD  | 0.42%   |
| TOYOTA MOTOR CORP                                  | 0.42%   |
| Constellation Brands Inc                           | 0.42%   |
| Viacom Inc   | 0.41%   |
| EASTMAN CHEMICAL CO                                | 0.39%   |
| JGC CORP-JPY                                       | 0.39%   |
| Koninklijke AHOLD NV                               | 0.38%   |
| Skandinaviska Enskilda Banken AB                   | 0.37%   |
| CenturyLink Inc                                    | 0.36%   |
| Schneider Electric SA                              | 0.35%   |
| BOC Hong Kong Holdings Ltd                         | 0.31%   |
| CANON INC  | 0.31%   |
| Michelin Cie Generale Des Etablissements           | 0.31%   |
| TECK Resources Ltd                                 | 0.27%   |
| City Union Bank Ltd                                | 0.26%   |
| MICHAEL KORS HOLDINGS LTD                          | 0.26%   |
| BEIERSDORF AG                                      | 0.25%   |
| Procter & Gamble Hygiene and Health Care Ltd       | 0.09%   |
| 6% Cum. NCv. Prefer Zee Entertainment Enter'es Ltd | 0.03%   |
| Cash & Current Assets                              | 2.55%   |
| Net receivables / payables                         | -0.34%  |
| Total  | 100.00% |

#### Birla Sun Life Commodity Equities Fund -Global Agri Plan (GAP)

| Allocation as a %<br>of Net Assets        | %       |
|---|---------|
| MONSANTO CO                               | 9.56%   |
| ASSOCIATED BRITISH FOODS PLC              | 9.17%   |
| ARCHER-DANIELS-MIDLAND CO                 | 8.79%   |
| BRF SA                                    | 8.41%   |
| SYNGENTA LTD REG SHS                      | 7.40%   |
| TYSON FOODS INC                           | 6.54%   |
| BUNGE LTD                                 | 6.15%   |
| DEERE & CO                                | 5.60%   |
| Kubota Corp                               | 4.90%   |
| Potash Corp Of Saskatchewan Inc USD       | 4.51%   |
| CF INDUSTRIES HOLDINGS INC ORD SHS        | 3.95%   |
| AGRIUM INC                                | 3.76%   |
| The Mosaic Company Limited                | 3.07%   |
| Marine Harvest ASA                        | 3.03%   |
| WILMAR INTERNATIONAL LTD                  | 3.01%   |
| Nippon Meat Pack Ord                      | 2.62%   |
| GOLDEN AGRI-RESOURCES LTD                 | 1.88%   |
| INGREDION INC                             | 1.65%   |
| YARA INTERNATIONAL ASA                    | 1.62%   |
| Uralkaliy OJSC SHS GDR                    | 1.48%   |
| Sociedad Quimica yMinera de Chile SA      | 0.77%   |
| Israel Chemicals Ltd                      | 0.51%   |
| CHAODA MODERN AGRICULTURE HOLDINGS<br>LTD | 0.00%   |
| Cash & Current Assets                     | 3.25%   |
| Net receivables / payables                | -1.64%  |
| Total                                     | 100.00% |

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**Birla Sun Life Index Fund** 

| Allocation as a %<br>of Net Assets          | %       |
|---|---------|
| NIFTY_27/11/2014                            | 12.54%  |
| Cash & Current Assets                       | 10.72%  |
| ITC Ltd                                     | 6.12%   |
| Infosys Ltd                                 | 6.08%   |
| ICICI Bank Ltd                              | 5.84%   |
| Housing Development Finance Corporation Ltd | 5.38%   |
| HDFC Bank Ltd                               | 5.29%   |
| Reliance Industries Ltd                     | 5.12%   |
| Larsen & Toubro Ltd                         | 4.20%   |
| Tata Consultancy Services Ltd               | 4.14%   |
| Tata Motors Ltd                             | 2.99%   |
| State Bank of India                         | 2.60%   |
| Axis Bank Ltd                               | 2.28%   |
| Oil & Natural Gas Corporation Ltd           | 2.26%   |
| Sun Pharmaceuticals Industries Ltd          | 1.98%   |
| Mahindra & Mahindra Ltd                     | 1.86%   |
| Bharti Airtel Ltd                           | 1.72%   |
| Hindustan Unilever Ltd                      | 1.63%   |
| Kotak Mahindra Bank Ltd                     | 1.48%   |
| Maruti Suzuki India Ltd                     | 1.37%   |
| HCL Technologies Ltd                        | 1.33%   |
| Dr Reddy Laboratories Ltd                   | 1.25%   |
| Tech Mahindra Ltd                           | 1.17%   |
| Wipro Ltd                                   | 1.15%   |
| Hero MotoCorp Ltd                           | 1.14%   |
| Bajaj Auto Ltd                              | 1.09%   |
| Cipla Ltd                                   | 1.05%   |
| Lupin Ltd                                   | 1.02%   |
| Tata Steel Ltd                              | 1.02%   |
| Power Grid Corporation of India Ltd         | 1.00%   |
| NTPC Ltd                                    | 0.96%   |
| Indusind Bank Ltd                           | 0.96%   |
| Sesa Sterlite Ltd                           | 0.93%   |
| Asian Paints Ltd                            | 0.92%   |
| Ultratech Cement Ltd                        | 0.81%   |
| Gail (India) Ltd                            | 0.76%   |
| Coal India Ltd                              | 0.75%   |
| Bharat Heavy Electricals Ltd                | 0.72%   |
| Grasim Industries Ltd                       | 0.69%   |
| Hindalco Industries Ltd                     | 0.65%   |
| IDFC Ltd.                                   | 0.60%   |
| Zee Entertainment Enterprises Ltd           | 0.58%   |
| Bharat Petroleum Corp Ltd                   | 0.58%   |
| Ambuja Cements Ltd                          | 0.54%   |
| Bank Of Baroda                              | 0.54%   |
| Tata Power Co Ltd                           | 0.53%   |
| Cairn India Ltd                             | 0.50%   |
| ACC Ltd                                     | 0.44%   |
| Punjab National Bank                        | 0.43%   |
| NMDC Ltd                                    | 0.42%   |
| Jindal Steel and Power Ltd                  | 0.18%   |
| DLF Ltd                                     | 0.17%   |
| Net receivables / payables                  | -10.51% |
| Total                                       | 100.00% |



#### **Tax Savings Solutions**

#### Birla Sun Life Tax Relief '96

| Allocation as a %<br>of Net Assets          | %               |
|---|-----------------|
| Sundaram Clayton Ltd                        | 5.59%           |
| Honeywell Automation India Ltd              | 4.96%           |
| Bayer Cropscience Ltd                       | 4.38%           |
| ICICI Bank Ltd                              | 3.95%           |
| Reliance Industries Ltd                     | 3.81%           |
| Tata Consultancy Services Ltd               | 3.71%           |
| ING Vysya Bank Ltd                          | 3.59%           |
| ICRA Ltd                                    | 3.52%           |
| Shoppers Stop Ltd                           | 3.44%           |
| MRF Ltd                                     | 3.42%           |
| Larsen & Toubro Ltd                         | 3.35%           |
| Cummins India Ltd                           | 2.99%           |
| Housing Development Finance Corporation Ltd | 2.92%           |
| Zee Entertainment Enterprises Ltd           | 2.69%           |
| Tata Motors Ltd                             | 2.63%           |
|   | 2.51%           |
| STERLING HOLIDAY RESORTS INDIA LTD          | 2.49%           |
| Bosch Ltd<br>Biocon Ltd                     | 2.48%           |
| Axis Bank Ltd                               | 2.32%<br>2.23%  |
| Grasim Industries Ltd                       | 2.23%           |
| Yes Bank Ltd                                | 1.93%           |
| HCL Technologies Ltd                        | 1.93%           |
| Sun Pharmaceuticals Industries Ltd          | 1.90%           |
| Shree Cement Ltd                            | 1.86%           |
| Wyeth Ltd                                   | 1.73%           |
| Infosys Ltd                                 | 1.69%           |
| Maruti Suzuki India Ltd                     | 1.55%           |
| Hindustan Unilever Ltd                      | 1.46%           |
| Tech Mahindra Ltd                           | 1.45%           |
| Indusind Bank Ltd                           | 1.43%           |
| Glaxosmithkline Pharmaceuticals Ltd         | 1.41%           |
| Pfizer Ltd                                  | 1.30%           |
| Century Textiles & Industries Ltd           | 1.26%           |
| Bata India Ltd                              | 1.23%           |
| IDFC Ltd.                                   | 1.12%           |
| Gillette India Ltd                          | 1.09%           |
| Jet Airways India Ltd                       | 1.04%           |
| ITC Ltd                                     | 1.02%           |
| Sesa Sterlite Ltd                           | 0.83%           |
| Mahindra & Mahindra Ltd                     | 0.67%           |
| Container Corporation of India Ltd          | 0.48%           |
| Colgate Palmolive India Ltd                 | 0.47%           |
| Jain Irrigation Systems Ltd                 | 0.37%           |
| Ashok Leyland Ltd                           | 0.34%           |
| SKS Microfinance Ltd                        | 0.34%           |
| Shriram Transport Finance Company Ltd       | 0.27%           |
| United Breweries Holdings Ltd               | 0.22%           |
| Kansai Nerolac Paints Ltd                   | 0.19%           |
| Bharat Bijlee Ltd                           | 0.14%           |
| Kansai Nerolac Paints Ltd                   | 0.19%           |
| Bharat Bijlee Ltd                           | 0.14%           |
| Cash & Current Assets                       | 0.34%<br>-0.26% |
| Net receivables / payables<br>Total         | -0.26%          |

#### Birla Sun Life Tax Plan

| Allocation as a %                           |         |
|---|---------|
| of Net Assets                               | %       |
| Sundaram Clayton Ltd                        | 5.59%   |
| Honeywell Automation India Ltd              | 4.92%   |
| Bayer Cropscience Ltd                       | 4.37%   |
| ICICI Bank Ltd                              | 3.90%   |
| Reliance Industries Ltd                     | 3.78%   |
| Tata Consultancy Services Ltd               | 3.70%   |
| ING Vysya Bank Ltd                          | 3.54%   |
| ICRA Ltd                                    | 3.52%   |
| Shoppers Stop Ltd                           | 3.45%   |
| MRF Ltd                                     | 3.43%   |
| Larsen & Toubro Ltd                         | 3.35%   |
| Cummins India Ltd                           | 3.00%   |
| Housing Development Finance Corporation Ltd | 2.88%   |
| Zee Entertainment Enterprises Ltd           | 2.66%   |
| Tata Motors Ltd                             | 2.60%   |
| STERLING HOLIDAY RESORTS INDIA LTD          | 2.48%   |
| HDFC Bank Ltd                               | 2.48%   |
| Bosch Ltd                                   | 2.46%   |
| Biocon Ltd                                  | 2.28%   |
| Grasim Industries Ltd                       | 2.21%   |
| Axis Bank Ltd                               | 2.17%   |
| HCL Technologies Ltd                        | 1.92%   |
| Yes Bank Ltd                                | 1.91%   |
| Sun Pharmaceuticals Industries Ltd          | 1.88%   |
| Shree Cement Ltd                            | 1.86%   |
| Wyeth Ltd                                   | 1.72%   |
| Infosys Ltd                                 | 1.69%   |
| Maruti Suzuki India Ltd                     | 1.53%   |
| Hindustan Unilever Ltd                      | 1.46%   |
| Tech Mahindra Ltd                           | 1.44%   |
| Glaxosmithkline Pharmaceuticals Ltd         | 1.42%   |
| Indusind Bank Ltd                           | 1.38%   |
| Pfizer Ltd                                  | 1.29%   |
| Century Textiles & Industries Ltd           | 1.26%   |
| Bata India Ltd                              | 1.23%   |
| IDFC Ltd.                                   | 1.08%   |
| Gillette India Ltd                          | 1.07%   |
| Jet Airways India Ltd                       | 1.05%   |
| ITC Ltd                                     | 1.03%   |
| Sesa Sterlite Ltd                           | 0.83%   |
| Mahindra & Mahindra Ltd                     | 0.65%   |
| Container Corporation of India Ltd          | 0.46%   |
| Colgate Palmolive India Ltd                 | 0.46%   |
| Jain Irrigation Systems Ltd                 | 0.35%   |
| Ashok Leyland Ltd                           | 0.32%   |
| SKS Microfinance Ltd                        | 0.32%   |
| Shriram Transport Finance Company Ltd       | 0.26%   |
| United Breweries Holdings Ltd               | 0.21%   |
| Kansai Nerolac Paints Ltd                   | 0.19%   |
| Bharat Bijlee Ltd                           | 0.12%   |
| Magnasound (I) Ltd                          | 0.00%   |
| Cash & Current Assets                       | 1.23%   |
| Net receivables / payables                  | -0.37%  |
| Total                                       | 100.00% |

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#### **Regular Income Solutions**

#### **Birla Sun Life Monthly Income**

| Allocation as a %                                     |            | <b>e</b> ( |
|---|------------|------------|
| of Net Assets   | Rating     | %          |
| 8.28% GOI (M/D 21/09/2027)                            | SOV        | 23.48%     |
| Power Finance Corporation Ltd                         | CRISIL AAA | 16.36%     |
| 8.60% GOI (MD 02/06/2028)                             | SOV        | 15.37%     |
| IDBI Bank Ltd   | CRISIL AA- | 5.17%      |
| 9.23% GOI (MD 23/12/2043)                             | SOV        | 4.29%      |
| DLF Ltd   | ICRA A     | 3.95%      |
| 9.20% GOI (MD 30/09/2030)                             | SOV        | 2.10%      |
| 8.24% GOI (MD 15/02/2027)                             | SOV        | 1.93%      |
| Repco Home Finance Ltd                                |            | 1.90%      |
| Eicher Motors Ltd                                     |            | 1.75%      |
| Power Grid Corporation of India Ltd                   | CRISIL AAA | 1.60%      |
| V-Mart Retail Limited                                 |            | 1.59%      |
| 8.32% GOI (MD 02/08/2032)                             | SOV        | 1.56%      |
| Kewal Kiran Clothing Limited                          |            | 1.35%      |
| ICICI Bank Ltd  |            | 1.27%      |
| Indusind Bank Ltd                                     |            | 1.13%      |
| 9.40% Andhra Pradesh SDL (MD<br>30/01/2024)           | SOV        | 0.82%      |
| HDFC Bank Ltd   |            | 0.71%      |
| Bajaj Finance Ltd                                     |            | 0.59%      |
| Indraprastha Gas Ltd                                  |            | 0.56%      |
| Cummins India Ltd                                     |            | 0.49%      |
| HCL Technologies Ltd                                  |            | 0.47%      |
| Voltas Ltd  |            | 0.41%      |
| Siemens Ltd   |            | 0.41%      |
| IDBI Bank Ltd   | CRISIL AA+ | 0.38%      |
| National Aluminium Company Ltd                        |            | 0.34%      |
| Shriram City Union Finance Limited                    |            | 0.34%      |
| Bank Of Baroda  |            | 0.30%      |
| IPCA Laboratories Ltd                                 |            | 0.29%      |
| Power Finance Corporation Ltd                         | CRISIL AAA | 0.28%      |
| OMKAR SPECIALITY CHEMICALS                            |            | 0.25%      |
| Motherson Sumi Systems Ltd                            |            | 0.25%      |
| Oriental Hotels Ltd                                   |            | 0.14%      |
| Maruti Suzuki India Ltd                               |            | 0.13%      |
| 6% Cum. NCv. Prefer Zee<br>Entertainment Enter'es Ltd |            | 0.03%      |
| ING Vysya Bank Ltd                                    |            | 0.03%      |
| Cash & Current Assets                                 |            | 7.96%      |
| Total   |            | 100.00%    |
|   |            |            |

#### **Birla Sun Life MIP**

| Allocation as a %                                      |            |        |
|--|------------|--------|
| of Net Assets  | Rating     | %      |
| DLF Ltd  | ICRA A     | 18.84% |
| Power Finance Corporation Ltd                          | CRISIL AAA | 14.61% |
| 8.60% GOI (MD 02/06/2028)                              | SOV        | 10.46% |
| IDBI Bank Ltd  | CRISIL AA- | 7.58%  |
| IDBI Bank Ltd  | CRISIL AA+ | 6.48%  |
| 9.40% Andhra Pradesh SDL (MD 30/01/2024)               | SOV        | 4.88%  |
| RHC Holding Pvt Ltd                                    | IND A1(SO) | 4.66%  |
| 6.90% GOI (MD 13/07/2019)                              | SOV        | 2.68%  |
| 8.28% GOI (M/D 21/09/2027)                             | SOV        | 1.85%  |
| National Bank For Agriculture and<br>Rural Development | CRISIL AAA | 0.93%  |
| 8.35% GOI 2022 (M/d. 14.05.2022)                       | SOV        | 0.93%  |
| HDFC Bank Ltd  |            | 0.83%  |
| ICICI Bank Ltd   |            | 0.77%  |
| ITC Ltd  |            | 0.63%  |
| Infosys Ltd  |            | 0.59%  |
| Larsen & Toubro Ltd                                    |            | 0.51%  |
| Power Finance Corporation Ltd                          | CRISIL AAA | 0.50%  |
|  |            |        |

| Bosch Ltd  |            | 0.46%          |
|--|------------|----------------|
| Maruti Suzuki India Ltd                            |            | 0.44%          |
| HCL Technologies Ltd                               |            | 0.44%          |
| Dr Reddy Laboratories Ltd                          |            | 0.39%          |
| Tata Motors Ltd DVR Shares                         |            | 0.38%          |
| Tata Consultancy Services Ltd                      |            | 0.36%          |
| Wipro Ltd  |            | 0.35%          |
|  |            |                |
| Tech Mahindra Ltd                                  |            | 0.35%          |
| State Bank of India                                |            | 0.34%          |
| Motherson Sumi Systems Ltd                         |            | 0.34%          |
| Bharti Airtel Ltd                                  |            | 0.34%          |
| Indusind Bank Ltd                                  |            | 0.34%          |
| Lupin Ltd  |            | 0.33%          |
| Housing Development Finance                        |            | 0.000/         |
| Corporation Ltd                                    |            | 0.32%          |
| Oriental Bank of Commerce                          | CRISIL A1+ | 0.32%          |
| Cummins India Ltd                                  |            | 0.30%          |
| Grasim Industries Ltd                              |            | 0.30%          |
| Axis Bank Ltd                                      |            | 0.28%          |
| Hero MotoCorp Ltd                                  |            | 0.26%          |
| LIC Housing Finance Ltd                            |            | 0.25%          |
| ING Vysya Bank Ltd                                 |            | 0.24%          |
| Power Grid Corporation of India Ltd                |            | 0.24%          |
| Bajaj Auto Ltd                                     |            | 0.23%          |
| Bharat Petroleum Corp Ltd                          |            | 0.23%          |
| Crompton Greaves Ltd                               |            | 0.20%          |
| Zee Entertainment Enterprises Ltd                  |            | 0.20%          |
| Sun Pharmaceuticals Industries Ltd                 |            | 0.20%          |
| Yes Bank Ltd                                       |            | 0.20%          |
| IDFC Ltd.  |            | 0.19%          |
| Federal Bank Ltd                                   |            | 0.17%          |
| Oil & Natural Gas Corporation Ltd                  |            | 0.17%          |
| Akzo India Nobel Ltd                               |            | 0.17%          |
| Kotak Mahindra Bank Ltd                            |            | 0.16%          |
| Hindustan Zinc Ltd                                 |            | 0.14%          |
| Sesa Sterlite Ltd                                  |            | 0.14%          |
| Coal India Ltd                                     |            | 0.14%          |
| Godrej Consumer Products Ltd                       |            | 0.14%          |
| Kewal Kiran Clothing Limited                       |            | 0.13%          |
| Muthoot Finance Ltd                                |            | 0.13%          |
| Britannia Industries Ltd                           |            | 0.13%          |
| Alstom India Limited                               |            | 0.11%          |
| Shriram City Union Finance Limited                 |            | 0.10%          |
| Glaxosmithkline Pharmaceuticals Ltd                |            | 0.10%          |
| Reliance Capital Ltd                               |            | 0.10%          |
| United Spirits Ltd                                 |            | 0.10%          |
| Bayer Cropscience Ltd                              |            | 0.09%          |
| Bank of India Ltd                                  |            | 0.09%          |
| Shree Cement Ltd                                   |            | 0.08%          |
| Adani Port and Special Economic                    |            |                |
| Zone Ltd   |            | 0.08%          |
| Marico Ltd   |            | 0.08%          |
| Hindalco Industries Ltd                            |            | 0.08%          |
| Bajaj Finance Ltd                                  |            | 0.08%          |
| Tata Motors Ltd                                    |            | 0.06%          |
| Nestle India Ltd                                   |            | 0.06%          |
| NTPC Ltd   |            | 0.05%          |
| DB Corp Ltd  |            | 0.05%          |
| Jagran Prakashan Ltd                               |            | 0.05%          |
| Future Lifestyle Fashions Ltd                      |            | 0.03%          |
| Sun TV Network Ltd                                 |            | 0.03%          |
| Reliance Industries Ltd                            |            | 0.02%          |
| 6% Cum, NCv, Prefer Zee                            |            |                |
| Entertainment Enter'es Ltd                         |            | 0.01%          |
| Tata Steel Ltd                                     |            | 0.01%          |
| Mahindra & Mahindra Ltd                            |            |                |
|  |            | 0.01%          |
| Marico Kaya Enterprises Ltd<br>City Union Bank Ltd |            | 0.01%<br>0.00% |
| City Union Bank Ltd<br>Cairn India Ltd             |            | 0.00%          |
| Cash & Current Assets                              |            | 10.35%         |
| Total  |            | 100.00%        |
| Total  |            | 100.00%        |
|  |            |                |

#### Birla Sun Life MIP II - Wealth 25 Plan

| Allocation as a %<br>of Net Assets  | Rating     | %      |
|-------------------------------------|------------|--------|
| 8.60% GOI (MD 02/06/2028)           | SOV        | 12.75% |
| Power Grid Corporation of India Ltd | CRISIL AAA | 8.92%  |
| 8.28% GOI (M/D 21/09/2027)          | SOV        | 8.73%  |
| Power Finance Corporation Ltd       | CRISIL AAA | 7.36%  |
| 8.24% GOI (MD 15/02/2027)           | SOV        | 5.22%  |
| Yes Bank Ltd                        | ICRA AA+   | 3.83%  |
| DLF Ltd                             | ICRA A     | 3.56%  |

| 7 000/ 001 (ND 00/05/0000)                                  | 001/       | 0.440/  |
|---|------------|---------|
| 7.80% GOI (MD 03/05/2020).                                  | SOV        | 3.44%   |
| 7.28% GOI (MD 03/06/2019)                                   | SOV        | 3.39%   |
| Eicher Motors Ltd   |            | 3.25%   |
| IDBI Bank Ltd   | CRISIL AA- | 2.86%   |
| Repco Home Finance Ltd                                      |            | 2.82%   |
| V-Mart Retail Limited                                       |            | 1.43%   |
| Motherson Sumi Systems Ltd                                  |            | 1.33%   |
| Maruti Suzuki India Ltd                                     |            | 1.28%   |
| 8.32% GOI (MD 02/08/2032)                                   | SOV        | 1.05%   |
| Bharat Forge Ltd  |            | 1.00%   |
| Page Industries Ltd   |            | 0.94%   |
| Indusind Bank Ltd   |            | 0.77%   |
| Federal Bank Ltd  |            | 0.76%   |
| Lupin Ltd   |            | 0.72%   |
| 8.83% GOI (MD 25/11/2023)                                   | SOV        | 0.72%   |
| Oracle Financial Services Software                          |            | 0.700/  |
| Ltd   |            | 0.72%   |
| Kaveri Seed Company Ltd                                     |            | 0.65%   |
| 7.61% GOI OIL Bond (07/03/2015)                             | SOV        | 0.64%   |
| MRF Ltd   |            | 0.64%   |
| V GUARD INDUSTRIES LIMITED                                  |            | 0.61%   |
| South Indian Bank Ltd                                       |            | 0.59%   |
| ICICI Bank Ltd  |            | 0.57%   |
| Cummins India Ltd   |            | 0.57%   |
|   |            | 0.57%   |
| HCL Technologies Ltd  |            |         |
| Shriram City Union Finance Limited                          |            | 0.55%   |
| Indraprastha Gas Ltd  |            | 0.54%   |
| Orient Cement Ltd   |            | 0.53%   |
| State Bank of India   |            | 0.52%   |
| Natco Pharma Ltd  |            | 0.51%   |
| Bayer Cropscience Ltd                                       |            | 0.50%   |
| AIA Engineering Ltd   |            | 0.50%   |
| TVS Motor Company Ltd                                       |            | 0.48%   |
| Voltas Ltd  |            | 0.44%   |
| Berger Paints India Ltd                                     |            | 0.42%   |
| J Kumar Infraprojects Ltd                                   |            | 0.41%   |
| Yes Bank Ltd  |            | 0.41%   |
| Dalmia Bharat Limited                                       |            | 0.40%   |
| Siemens Ltd   |            | 0.40%   |
| JK Cements Ltd  |            | 0.38%   |
| Raymond Ltd   |            | 0.37%   |
| 8.35% GOI 2022 (M/d. 14.05.2022)                            | SOV        | 0.35%   |
| Arvind Ltd  |            | 0.35%   |
| Titan Company Limited                                       |            | 0.35%   |
| Gujarat Fluorochemicals Ltd                                 |            | 0.33%   |
| HT Media Ltd  |            | 0.31%   |
| Pidilite Industries Ltd                                     |            | 0.29%   |
| Whirlpool of India Ltd                                      |            | 0.26%   |
| Action Construction Equipment Ltd                           |            | 0.26%   |
| Emami Ltd   |            | 0.23%   |
| Cyient Limited  |            | 0.22%   |
| IPCA Laboratories Ltd                                       |            | 0.14%   |
| UPL Limited   |            | 0.07%   |
| DQ Entertainment International Ltd                          |            | 0.06%   |
| 6% Cum. NCv. Prefer Zee<br>Entertainment Enter'es Ltd       |            | 0.03%   |
| Entertainment Enter'es Ltd<br>Hathway Cable and Datacom Ltd |            | 0.02%   |
| Cash & Current Assets                                       |            | 7.66%   |
| Total   |            | 100.00% |
|   |            |         |

#### Birla Sun Life MIP Saving 5 Plan

| Allocation as a %<br>of Net Assets | Rating     | %      |
|------------------------------------|------------|--------|
| Power Finance Corporation Ltd      | CRISIL AAA | 23.11% |
| 8.28% GOI (M/D 21/09/2027)         | SOV        | 13.81% |
| 8.60% GOI (MD 02/06/2028)          | SOV        | 12.63% |
| IDBI Bank Ltd                      | CRISIL AA- | 9.44%  |
| 8.24% GOI (MD 15/02/2027)          | SOV        | 6.56%  |

| DLF Ltd                                  | ICRA A | 4.47%   |
|--|--------|---------|
| 7.80% GOI (MD 03/05/2020).               | SOV    | 4.32%   |
| 8.32% GOI (MD 02/08/2032)                | SOV    | 3.53%   |
| 9.40% Andhra Pradesh SDL (MD 30/01/2024) | SOV    | 1.39%   |
| Repco Home Finance Ltd                   |        | 1.36%   |
| 8.35% GOI 2022 (M/d. 14.05.2022)         | SOV    | 1.32%   |
| V-Mart Retail Limited                    |        | 1.07%   |
| Indusind Bank Ltd                        |        | 0.85%   |
| ICICI Bank Ltd                           |        | 0.72%   |
| Eicher Motors Ltd                        |        | 0.68%   |
| Maruti Suzuki India Ltd                  |        | 0.67%   |
| HDFC Bank Ltd                            |        | 0.63%   |
| Shriram City Union Finance Limited       |        | 0.59%   |
| City Union Bank Ltd                      |        | 0.56%   |
| Cummins India Ltd                        |        | 0.49%   |
| 8.40% GOI (MD 28/07/2024)                | SOV    | 0.45%   |
| Indraprastha Gas Ltd                     |        | 0.37%   |
| Bharat Petroleum Corp Ltd                |        | 0.32%   |
| MRF Ltd                                  |        | 0.26%   |
| Voltas Ltd                               |        | 0.24%   |
| 9.41% Kerala SDL (MD 30/01/2024)         | SOV    | 0.23%   |
| Raymond Ltd                              |        | 0.20%   |
| Bank Of Baroda                           |        | 0.19%   |
| OMKAR SPECIALITY CHEMICALS<br>LIMITED    |        | 0.17%   |
| National Aluminium Company Ltd           |        | 0.11%   |
| IPCA Laboratories Ltd                    |        | 0.10%   |
| Oriental Hotels Ltd                      |        | 0.10%   |
| 8.62% Tamil Nadu SDL (MD<br>20/02/2023)  | SOV    | 0.05%   |
| Kewal Kiran Clothing Limited             |        | 0.03%   |
| Cash & Current Assets                    |        | 8.98%   |
| Total                                    |        | 100.00% |
|  |        |         |

#### **Savings Solutions**

#### **Birla Sun Life Cash Plus**

| Allocation as a %                              |            |       |
|--|------------|-------|
| of Net Assets                                  | Rating     | %     |
| 91 Days Tbill (MD 25/12/2014)                  | SOV        | 4.24% |
| Housing Development Finance<br>Corporation Ltd | ICRA A1+   | 3.78% |
| Axis Bank Ltd                                  |            | 3.13% |
| South Indian Bank Ltd                          | CARE A1+   | 3.11% |
| Indusind Bank Ltd                              | CRISIL A1+ | 2.58% |
| RELIANCE RETAIL LTD                            | CARE A1+   | 2.50% |
| Housing Development Finance<br>Corporation Ltd | CRISIL AAA | 2.24% |
| Gruh Finance Ltd                               | CRISIL A1+ | 2.09% |
| Mahindra & Mahindra Financial Services<br>Ltd  | CRISIL A1+ | 2.09% |
| Bajaj Finance Ltd                              | ICRA A1+   | 2.08% |
| Kotak Mahindra Bank Ltd                        | CRISIL A1+ | 2.07% |
| Karur Vysya Bank Ltd                           | CRISIL A1+ | 1.95% |
| Canara Bank                                    | CRISIL A1+ | 1.83% |
| Oriental Bank of Commerce                      | CRISIL A1+ | 1.68% |
| Reliance Capital Ltd                           | CRISIL A1+ | 1.57% |
| 91 Days Tbill (MD 06/11/2014)                  | SOV        | 1.53% |
| Indiabulls Housing Finance Ltd                 | CRISIL A1+ | 1.49% |
| 182 DAYS TBILL (MD 18/12/2014)                 | SOV        | 1.45% |
| Dewan Housing Finance Corporation Ltd          | CRISIL A1+ | 1.39% |
| National Co-Op Dev Corporation                 | ICRA A1+   | 1.31% |
| National Co-Op Dev Corporation                 | [ICRA]A1+  | 1.30% |
| Karur Vysya Bank Ltd                           | ICRA A1+   | 1.28% |
| Deutsche Investments India Pvt Ltd             | CRISIL A1+ | 1.22% |
| JM Financial Products Ltd                      | CRISIL A1+ | 1.18% |
| 91 Days Tbill (MD 26/01/2015)                  | SOV        | 1.17% |
| 91 Days Tbill (MD 04/12/2014)                  | SOV        | 1.13% |

#### **Birla Sun Life Cash Plus**

| Allocation as a %                                      |                          |                |
|--|--------------------------|----------------|
| of Net Assets  | Rating                   | %              |
| PNB Housing Finance Ltd                                | CRISIL A1+               | 1.05%          |
| National Bank For Agriculture and Rural<br>Development | CRISIL A1+               | 1.05%          |
| National Fertilizers Ltd                               | CRISIL A1+               | 1.05%          |
| Kotak Mahindra Bank Ltd                                | CRISIL A1+               | 1.04%          |
| Rashtriya Ispat Nigam Ltd                              | IND A1+                  | 1.03%          |
| Indusind Bank Ltd                                      | CRISIL AAA               | 1.02%          |
| 91 Days Tbill (MD 27/11/2014)                          | SOV                      | 1.01%          |
| Sesa Sterlite Ltd                                      | CRISIL A1+               | 0.94%          |
| Edelweiss Commodities Ltd                              | CRISIL A1+               | 0.89%          |
| 91 Days Tbill (MD 18/12/2014)                          | SOV                      | 0.84%          |
| Tata Capital Financial Services Ltd<br>ICICI Bank Ltd  | CARE AA+<br>UNRATED      | 0.79%<br>0.79% |
| Piramal Enterprises Ltd                                | ICRA A1+                 | 0.78%          |
|  |                          |                |
| Ratnakar Bank Ltd<br>91 Days Tbill (MD 29/01/2015)     | ICRA A1+<br>SOV          | 0.78%<br>0.70% |
| 11.83% GOI M/D 12/11/2014                              | SOV                      | 0.70%          |
| Tata Motors Ltd  | ICRA A1+                 | 0.53%          |
| IDFC Ltd.  | ICRA A1+                 | 0.53%          |
| Allahabad Bank   | ICRA A1+                 | 0.53%          |
| L&T Finance Ltd  | CARE A1+                 | 0.52%          |
| Religare Finvest Ltd                                   | ICRA A1+                 | 0.52%          |
| Larsen & Toubro Ltd                                    | CRISIL A1+               | 0.52%          |
| SREI Equipment Finance Ltd<br>Ratnakar Bank Ltd        | CARE A1+                 | 0.52%<br>0.52% |
| Talwandi Sabo Power Ltd                                | CRISIL                   | 0.52%          |
| HDB Financial Services Ltd                             | A1+(SO)<br>CARE A1+      | 0.52%          |
| Tata Capital Ltd                                       | CRISIL A1+               | 0.52%          |
| LIC Housing Finance Ltd                                | CRISIL A1+               | 0.47%          |
| Shriram Transport Finance Company Ltd                  | CARE AA+                 | 0.40%          |
| GIC Housing Finance Ltd                                | ICRA A1+                 | 0.39%          |
| Kotak Securities Ltd                                   | ICRA A1+                 | 0.39%          |
| STCI Finance Limited                                   | CRISIL A1+               | 0.39%          |
| Power Finance Corporation Ltd                          | CRISIL AAA               | 0.34%          |
| Indiabulls Housing Finance Ltd<br>Magma Fincorp Ltd    | CARE AAA<br>CARE AA      | 0.30%<br>0.26% |
| Sundaram Finance Ltd                                   |                          | 0.26%          |
| Tata Motors Finance Ltd                                | CRISIL AA                | 0.26%          |
| Sundaram BNP Paribas Home Fina Ltd                     | CARE AA+                 | 0.26%          |
| 182 Days Tbill (MD 04/12/2014)                         | SOV                      | 0.26%          |
| MAGMA HOUSING FINANCE                                  | CRISIL A1+               | 0.26%          |
| Fedbank Financial Services Ltd                         | CRISIL A1+               | 0.26%          |
| Religare Finvest Ltd                                   | IND A1+                  | 0.26%          |
| Tata Motors Ltd  | [ICRA]A1+                | 0.26%          |
| Tata Sons Ltd  | CRISIL AAA<br>ICRA A1+   | 0.24%          |
| Godrej Agrovet Ltd<br>LIC Housing Finance Ltd          | CRISIL AAA               | 0.21%<br>0.19% |
| Standard Chartered Invest & Loans Ltd.                 | CRISIL A1+               | 0.16%          |
| Sundaram Finance Ltd                                   | IND AA+                  | 0.13%          |
| 364 Days Tbill (MD 11/12/2014)                         | SOV                      | 0.13%          |
| Indian Bank  | IND A1+                  | 0.13%          |
| 364 Days Tbill (MD 25/12/2014)                         | SOV                      | 0.13%          |
| Andhra Bank  | CARE A1+                 | 0.12%          |
| Union Bank of India                                    | CRISIL A1+               | 0.10%          |
| Corporation Bank                                       | CRISIL A1+               | 0.10%          |
| 91 Days Tbill (MD 13/11/2014)                          | SOV                      | 0.09%          |
| HDB Financial Services Ltd<br>Bank of Maharashtra      | CRISIL AAA<br>CRISIL A1+ | 0.08%<br>0.03% |
| Rural Electrification Corporation Ltd                  | CARE A1+                 | 0.03%          |
| 91 Days Tbill (MD 08/01/2015)                          | SOV                      | 0.03%          |
| Cash & Current Assets                                  |                          | 21.55%         |
| Total  |                          | 100.00%        |
|  |                          |                |

#### Birla Sun Life Cash Manager

| Allocation as a %                                 | Detter       | 0/      |
|---|--------------|---------|
| of Net Assets                                     | Rating       | %       |
| Indiabulls Housing Finance Ltd                    | CARE AAA     | 7.57%   |
| Sesa Sterlite Ltd                                 | CRISIL A1+   | 5.97%   |
| Kotak Mahindra Prime Ltd                          | CRISIL AAA   | 4.86%   |
| Tata Motors Finance Ltd                           | CRISIL AA    | 4.23%   |
| IDFC Ltd.   | ICRA A1+     | 3.55%   |
| Shapoorji Pallonji and Company<br>Private Limited | ICRA A1+     | 3.48%   |
| Dewan Housing Finance<br>Corporation Ltd          | CRISIL A1+   | 3.18%   |
| IL&FS Transportation Networks Ltd                 | ICRA A1+     | 3.06%   |
| Religare Finvest Ltd                              | ICRA AA-     | 2.84%   |
| Family Credit Ltd                                 | CARE AA      | 2.82%   |
| Godrej Properties Ltd                             | ICRA A1+     | 2.69%   |
| L & T Infrastructure Finance Co Ltd               | CARE AA+     | 2.63%   |
| Reliance Capital Ltd                              | CARE AAA     | 2.27%   |
| IL&FS Transportation Networks Ltd                 | ICRA A       | 2.27%   |
| 364 Days Tbill (MD 06/10/2015)                    | SOV          | 2.02%   |
| RHC Holding Pvt Ltd                               | CARE A1(SO)  | 1.96%   |
| Power Finance Corporation Ltd                     | CRISIL AAA   | 1.92%   |
| Tata Capital Financial Services Ltd               | CRISIL AA+   | 1.81%   |
| RHC Holding Pvt Ltd                               | IND A1(SO)   | 1.81%   |
| 7.17% GOI (MD 14/06/2015)                         | SOV          | 1.80%   |
| Kotak Mahindra Bank Ltd                           |              | 1.79%   |
| Housing Development Finance Corporation Ltd       | ICRA A1+     | 1.79%   |
| Tata Power Company Ltd                            | [ICRA]A1+    | 1.78%   |
| S.D. Corporation Pvt. Ltd                         | CARE A1+(SO) | 1.75%   |
| 8.85% Haryana SDL (MD 13/08/2016)                 | SOV          | 1.68%   |
| Vodafone India Ltd                                | CRISIL A1+   | 1.50%   |
| Standard Chartered Invest & Loans Ltd.            | CRISIL A1+   | 1.19%   |
| Piramal Enterprises Ltd                           | ICRA A1+     | 1.08%   |
| L and T Fincorp Limited                           | CARE AA+     | 0.91%   |
| Tata Housing Development Co Ltd                   | CARE A1+     | 0.90%   |
| Barclays Invest & Loans India Ltd                 | ICRA A1+     | 0.83%   |
| TATA Realty & Infrastructure Ltd                  | CARE A1+     | 0.72%   |
| Adani Ports and Special Economic<br>Zone Ltd      | ICRA A1+     | 0.69%   |
| 8.77% Karnataka SDL (MD<br>21/11/2016)            | SOV          | 0.64%   |
| Adani Ports and Special Economic<br>Zone Ltd      | ICRA AA-     | 0.55%   |
| Reliance Mediaworks Ltd                           | CARE AAA(SO) | 0.45%   |
| Power Grid Corporation of India Ltd               | CRISIL AAA   | 0.18%   |
| 8.58% Karnataka SDL (MD 25/10/2016)               | SOV          | 0.09%   |
| Yes Bank Ltd                                      | ICRA A1+     | 0.04%   |
| Tata Capital Financial Services Ltd               | CARE AA+     | 0.01%   |
| Canara Bank                                       | CRISIL A1+   | 0.004%  |
| Corporation Bank                                  | CRISIL A1+   | 0.004%  |
| Bank of India                                     | CRISIL A1+   | 0.002%  |
| Cash & Current Assets                             |              | 18.71%  |
| Total   |              | 100.00% |

#### Birla Sun Life Savings Fund

| Allocation as a %<br>of Net Assets             | Rating     | %     |
|--|------------|-------|
| Sesa Sterlite Ltd                              | CRISIL A1+ | 9.33% |
| Indiabulls Housing Finance Ltd                 | CARE AAA   | 6.34% |
| Housing Development Finance<br>Corporation Ltd | ICRA A1+   | 4.20% |
| Reliance Capital Ltd                           | CRISIL A1+ | 4.19% |
| Power Finance Corporation Ltd                  | CRISIL AAA | 3.35% |

| Kotak Mahindra Bank Ltd                                       |                        | 3.16%          |
|---|------------------------|----------------|
| JSW Steel Ltd   | CARE A1+               | 2.91%          |
| Kotak Mahindra Prime Ltd                                      | CRISIL AAA             | 2.82%          |
| Fullerton India Credit Co Ltd                                 | ICRA A1+               | 2.48%          |
| Tata Motors Finance Ltd                                       | CRISIL AA              | 2.39%          |
| Bharat Aluminium Co Ltd.<br>Dewan Housing Finance Corporation | CRISIL A1+<br>CARE AAA | 2.32%<br>2.29% |
| Ltd<br>Shapoorji Pallonji and Company                         | ICRA A1+               | 2.29%          |
| Private Limited   | CRISIL A1+             | 2.29%          |
| Cholamandalam Investment and                                  | ICRA A1+               | 2.07%          |
| Finance Company Ltd<br>Vodafone India Ltd                     | CRISIL A1+             | 2.02%          |
| 364 Days Tbill (MD 06/10/2015)                                | SOV                    | 1.73%          |
| 8.85% Haryana SDL (MD 13/08/2016)                             | SOV                    | 1.61%          |
| Shriram Transport Finance Company<br>Ltd                      | CRISIL AA              | 1.61%          |
| Mahindra & Mahindra Financial<br>Services Ltd                 | CRISIL AA+             | 1.61%          |
| Export Import Bank of India                                   | CRISIL A1+             | 1.60%          |
| Tata Motors Finance Ltd                                       | ICRA A1+               | 1.56%          |
| Reliance Capital Ltd  | CARE AAA               | 1.34%          |
| 7.17% GOI (MD 14/06/2015)                                     | SOV                    | 1.33%          |
| STCI Finance Limited  | CRISIL A1+             | 1.04%          |
| 364 Days Tbill (MD 03/09/2015)                                | SOV                    | 0.87%          |
| 364 Days Tbill (MD 17/09/2015)                                | SOV                    | 0.82%          |
| 6.49% GOI (MD 08/06/2015)                                     | SOV                    | 0.79%          |
| 91 Days Tbill (MD 26/01/2015)                                 | SOV                    | 0.79%          |
| Kotak Mahindra Investments Ltd                                | CRISIL A1+             | 0.78%          |
| Export Import Bank of India                                   | CRISIL AAA             | 0.69%          |
| Cholamandalam Investment and<br>Finance Company Ltd           | ICRA AA                | 0.63%          |
| Canara Bank   | CRISIL A1+             | 0.61%          |
| 5.85% Maharashtra SDL (MD 13/10/2015)                         | SOV                    | 0.60%          |
| Barclays Invest & Loans India Ltd                             | ICRA A1+               | 0.54%          |
| 182 Days Tbill (MD 26/03/2015)                                | SOV                    | 0.54%          |
| L and T Fincorp Limited                                       | CARE AA+               | 0.53%          |
| Indusind Bank Ltd   | CRISIL A1+             | 0.53%          |
| 364 DAYS TBILL (MD 19/02/2015)                                | SOV                    | 0.52%          |
| Tata Capital Financial Services Ltd                           | CARE AA+               | 0.50%          |
| 5.85% Gujarat SDL(MD 13/10/2015)                              | SOV                    | 0.33%          |
| IDFC Ltd.<br>5.85% Rajasthan SDL (MD                          | ICRA AAA<br>SOV        | 0.32%          |
| 13/10/2015)<br>HDB Financial Services Ltd                     | CARE AAA               | 0.31%          |
| Magma Fincorp Ltd   | CARE AA                | 0.27%          |
| Hindustan Petroleum Corporation Ltd                           | CRISIL AAA             | 0.27%          |
| National Bank For Agriculture and                             | CRISIL AAA             | 0.27%          |
| Rural Development<br>Central Bank of India                    | CRISIL A1+             | 0.26%          |
| 5.85% Madhya Pradesh SDL (MD 13/10/2015)                      | SOV                    | 0.26%          |
| 6.20% Gujarat SDL 25/08/2015                                  | SOV                    | 0.21%          |
| Kotak Mahindra Investments Ltd                                | CRISIL AAA             | 0.18%          |
| Cholamandalam Investment and<br>Finance Company Ltd           | IND AA                 | 0.16%          |
| Tube Investments of India Ltd                                 | CRISIL AA              | 0.16%          |
| 5.85% Karnataka SDL (13/10/2015<br>5.85% Andhra Pradesh SDL   | SOV                    | 0.15%          |
| (13/10/2015)  | SOV                    | 0.15%          |
| 364 Days Tbill (MD 15/10/2015)                                | SOV                    | 0.11%          |
| Sundaram Finance Ltd  | ICRA AA+               | 0.11%          |
| 5.85% Kerala SDL - (13/10/2015)                               | SOV                    | 0.07%          |
| Oriental Bank of Commerce                                     | CRISIL A1+             | 0.06%          |
| L & T Infrastructure Finance Co Ltd                           | CARE AA+               | 0.05%          |
| IDFC Ltd.   |                        | 0.05%          |
| Corporation Bank  | CRISIL A1+             | 0.05%          |
| Union Bank of India<br>6 20% Bajasthan SDL (25/08/2015)       | CRISIL A1+             | 0.05%          |

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6.20% Rajasthan SDL (25/08/2015)

State Bank of Hyderabad

SOV

ICRA A1+

0.05%

0.05%

#### **Birla Sun Life Savings Fund**

| Allocation as a %                              |            |         |
|--|------------|---------|
| of Net Assets                                  | Rating     | %       |
| 5.85% Sikkim SDL 13/10/2015                    | SOV        | 0.05%   |
| Punjab National Bank                           | ICRA A1+   | 0.05%   |
| 5.85% Tamil Naidu SDL(MD<br>13/10/2015)        | SOV        | 0.05%   |
| Rural Electrification Corporation Ltd          | CRISIL AAA | 0.04%   |
| 6.20% Tamilnadu SDL (25/08/2015)               | SOV        | 0.03%   |
| Bank of India                                  | CRISIL A1+ | 0.03%   |
| Housing Development Finance<br>Corporation Ltd | CRISIL AAA | 0.02%   |
| Andhra Bank                                    | CARE A1+   | 0.02%   |
| Axis Bank Ltd                                  | CRISIL A1+ | 0.01%   |
| LIC Housing Finance Ltd                        | CARE AAA   | 0.01%   |
| 91 Days Tbill (MD 13/11/2014)                  | SOV        | 0.01%   |
| Cash & Current Assets                          |            | 17.94%  |
| Total  |            | 100.00% |

#### **Birla Sun Life Treasury Optimizer Plan** (earlier Birla Sun Life Ultra Short Term Fund)

| Allocation as a %<br>of Net Assets                       | Deting                   | %               |
|--|--------------------------|-----------------|
|  | Rating                   |                 |
| LIC Housing Finance Ltd<br>Power Finance Corporation Ltd | CRISIL AAA<br>CRISIL AAA | 10.46%<br>8.52% |
| Rural Electrification Corporation Ltd                    | CRISIL AAA               | 0.52%<br>7.43%  |
| Rural Electrification Corporation Ltd                    | CRISIL AAA               | 6.30%           |
| 9.60% Gujarat SDL(MD 12/03/2018)                         | SOV                      | 5.12%           |
| NABHA POWER LTD  | ICRA AAA(SO)             | 4.48%           |
| 9.06% Punjab SDL GOI (MD<br>10/09/2019)                  | SOV                      | 4.06%           |
| Housing Development Finance<br>Corporation Ltd           | CRISIL AAA               | 3.98%           |
| Shriram Transport Finance Company<br>Ltd                 | CRISIL AA                | 3.34%           |
| Reliance Jio Infocomm Limited                            | CRISIL AAA               | 3.32%           |
| 91 Days Tbill (MD 26/01/2015)                            | SOV                      | 3.26%           |
| Talwandi Sabo Power Ltd                                  | CRISIL AA+<br>(SO)       | 2.94%           |
| GSPC Distribution Networks Ltd.                          | CARE AA+<br>(SO)         | 2.70%           |
| 9.08% Punjab SDL (MD 27/08/2019)                         | SOV                      | 2.40%           |
| IOT Utkal Energy Services Limited                        | CRISIL AAA<br>(SO)       | 2.40%           |
| 8.85% Punjab SDL (MD 09/07/2019)                         | SOV                      | 2.25%           |
| Sesa Sterlite Ltd  | CRISIL AA+               | 2.22%           |
| Export Import Bank of India                              | CRISIL AAA               | 2.06%           |
| Power Grid Corporation of India Ltd                      | CRISIL AAA               | 2.02%           |
| India Infradebt Ltd                                      | CRISIL AAA               | 1.81%           |
| National Bank For Agriculture and<br>Rural Development   | CRISIL AAA               | 1.78%           |
| IDFC Ltd.  | ICRA AAA                 | 1.75%           |
| ICICI Home Finance Company Ltd                           | ICRA AAA                 | 1.34%           |
| 9.11% Punjab SDL (MD 13/08/2019)                         | SOV                      | 1.13%           |
| Power Grid Corporation of India Ltd                      | CRISIL AAA               | 1.12%           |
| 8.89% Assam SDL GOI (MD<br>12/03/2019)                   | SOV                      | 1.12%           |
| 8.81% Harayana SDL (MD<br>09/07/2018)                    | SOV                      | 1.12%           |
| Airport Authority of India Ltd                           | CRISIL AAA               | 0.49%           |
| 8.00% Maharastra SDL (MD<br>18/02/2018)                  | SOV                      | 0.44%           |
| LIC Housing Finance Ltd                                  | CARE AAA                 | 0.23%           |
| Cash & Current Assets                                    |                          | 8.41%           |
| Total  |                          | 100.00%         |

#### **Birla Sun Life Dynamic Bond Fund**

| Allocation as a % of Net Assets | Rating | %      |
|---------------------------------|--------|--------|
| 8.60% GOI (MD 02/06/2028)       | SOV    | 26.79% |
| 8.12% GOI (MD 10/12/2020)       | SOV    | 25.25% |

| 7.8% Pay Fixed & Rec Mibor (MD<br>11/07/2016)IRS194A<br>Cash & Current Assets |                      | -0.16%<br>4.08% |
|---|----------------------|-----------------|
| 7.8% Pay Fixed & Rec Mibor (MD  |                      | -0.16%          |
|   |                      |                 |
| 30/01/2024)<br>Forbes & Company Ltd   | CRISIL AA-           | 0.00%           |
| 9.40% Madhya Pradesh SDL (MD  | SOV                  | 0.01%           |
| 8.63% KERLA SDL - (MD 06/03/2023)   | SOV                  | 0.02%           |
| Rural Development<br>7.98% Punjab SDL (MD 03/07/2023)                         | SOV                  | 0.02%           |
| National Bank For Agriculture and   | CRISIL AAA           | 0.02%           |
| Tata Capital Financial Services Ltd<br>Power Finance Corporation Ltd          | ICRA AA+<br>ICRA AAA | 0.03%<br>0.02%  |
| 30/01/2024)   | SOV                  | 0.04%           |
| 9.71% Haryana SDL (MD 12/03/2024)<br>9.38% Himachal Pradesh SDL (MD           | SOV                  | 0.04%           |
| Tata Sons Ltd<br>9 71% Hanvana SDL (MD 12/03/2024)                            | CRISIL AAA           | 0.05%           |
| 23/01/2023)   | SOV                  | 0.05%           |
| 8.65% Kerala SDL (MD 09/01/2023)<br>8.59% Andhra pradesh SDL (MD              | SOV                  | 0.05%           |
| Export Import Bank of India   | CRISIL AAA           | 0.06%           |
| 09/07/2024)   | SOV                  | 0.06%           |
| 9.14% Kerala SDL (MD 25/04/2022)<br>8.99% Madhya Pradesh SDL (MD              | SOV                  | 0.06%           |
| DEC/2023)   |                      | 0.06%           |
| Infrastructure Ltd<br>9.38% Tamilnadu SDL (MD 04/                             | SOV                  |                 |
| Reliance Gas Transportation   | CRISIL AAA           | 0.06%           |
| 9.72% West Bengal SDL (MD 12/02/2024)   | SOV                  | 0.06%           |
| 8.40% GOI (MD 28/07/2024)   | SOV                  | 0.06%           |
| Housing Development Finance<br>Corporation Ltd                                | CRISIL AAA           | 0.06%           |
| 7.98% Kerala SDL (MD 03/07/2023)  | SOV                  | 0.11%           |
| Power Grid Corporation of India Ltd   | CRISIL AAA           | 0.11%           |
| 9.03% Puducherry SDL -<br>(21-Mar-2022)                                       | SOV                  | 0.11%           |
| 9.72% Kerala SDL (MD 28/08/2023)  | SOV                  | 0.12%           |
| 8.11% Punjab SDL (MD 08/05/2023)  | SOV                  | 0.16%           |
| 11/07/2016)IRS194   |                      | 0.16%           |
| 8.33% GOI 2036 (07/06/2036)<br>7.8% Pay Fixed & Rec Mibor (MD                 | SOV                  | 0.17%           |
| 9.75% Gujarat SDL(MD 26/02/2024)  | SOV                  | 0.18%           |
| 8.28% GOI (M/D 21/09/2027)  | SOV                  | 0.22%           |
| 20/02/2023)   | SOV                  | 0.22%           |
| Rural Electrification Corporation Ltd<br>8.64% Madhya Pradesh SDL (MD         | CRISIL AAA           | 0.22%           |
| 9.60% Gujarat SDL(MD 12/03/2018)  | SOV                  | 0.23%           |
| 8.25% Kerala SDL (MD 25/04/2023)  | SOV                  | 0.27%           |
| Corporation Ltd   | CRISIL AAA           | 0.28%           |
| 9.41% Kerala SDL (MD 30/01/2024)<br>Housing Development Finance               | SOV                  | 0.29%           |
| 20/03/2023)   | SOV                  | 0.33%           |
| Infrastructure Ltd<br>8.63% Madhya Pradesh SDL (MD                            |                      |                 |
| Reliance Gas Transportation   | CARE AAA             | 0.34%           |
| LIC Housing Finance Ltd   | CRISIL AAA           | 0.36%           |
| Rural Electrification Corporation Ltd   | CRISIL AAA           | 0.48%           |
| 9.69% Punjab SDL (MD 12/02/2024)<br>7.16% GOI (MD 20/05/2023)                 | SOV<br>SOV           | 0.53%<br>0.51%  |
|   | (SO)                 |                 |
| IOT Utkal Energy Services Limited   | CRISIL AAA           | 0.85%           |
| 8.33% GOI 2026 (M/D 09/07/2026)<br>Power Finance Corporation Ltd              | SOV<br>CRISIL AAA    | 0.93%<br>0.86%  |
| 9.20% GOI (MD 30/09/2030)   | SOV                  | 1.54%           |
| Reliance Jio Infocomm Limited   | CRISIL AAA           | 1.64%           |
| 7.80% GOI (MD 03/05/2020).  | SOV                  | 2.51%           |
| 8.83% GOI (MD 25/11/2023)   | SOV                  | 3.20%           |
| 8.30% GOI (MD 31/12/2042)   | SOV                  | 3.21%           |
| Power Finance Corporation Ltd   | CRISIL AAA           | 3.49%           |
| 8.35% GOI 2022 (M/d. 14.05.2022)  | SOV                  | 4.22%           |
| 8.27% GOI (MD 09/06/2020)<br>8.32% GOI (MD 02/08/2032)                        | SOV<br>SOV           | 4.80%<br>4.66%  |
|   | 2014                 | 4 0001          |

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9.23% GOI (MD 23/12/2043)

SOV

5.98%

#### **Birla Sun Life Short Term Opportunities Fund**

| Allocation as a % of Net Assets                     | Rating             | %       |
|---|--------------------|---------|
| Rural Electrification Corporation Ltd               | CRISIL AAA         | 9.87%   |
| TRIL Infopark Ltd (TATA Realty SPV)                 | BWR A(SO)          | 6.23%   |
| LIC Housing Finance Ltd                             | CRISIL AAA         | 5.72%   |
| Power Finance Corporation Ltd                       | CRISIL AAA         | 5.61%   |
| Adani Ports and Special Economic Zone Ltd           | ICRA AA-           | 4.87%   |
| S.D. Corporation Pvt. Ltd                           | ICRA AA+(SO)       | 4.73%   |
| Power Finance Corporation Ltd                       | CRISIL AAA         | 3.74%   |
| Shriram Transport Finance Company<br>Ltd            | CRISIL AA          | 3.56%   |
| Tata Motors Finance Ltd                             | CRISIL AA          | 2.96%   |
| Sterlite Technologies Ltd                           | CRISIL A+          | 2.74%   |
| GSPC Distribution Networks Ltd.                     | CARE AA+<br>(SO)   | 2.73%   |
| Indiabulls Housing Finance Ltd                      | CARE AAA           | 2.49%   |
| RKN RETAIL PVT. LTD                                 | BWR A-(SO)         | 2.04%   |
| Cholamandalam Investment and<br>Finance Company Ltd | ICRA AA            | 2.03%   |
| Mandava Holdings Private Limited                    | BWR AA+            | 2.02%   |
| Reliance Jio Infocomm Limited                       | CRISIL AAA         | 2.01%   |
| Hindalco Industries Ltd                             | CRISIL AA          | 2.00%   |
| Securities Trading Corp Ind Ltd                     | ICRA AA            | 1.99%   |
| Reliance Ports and Terminals Ltd                    | CRISIL AAA         | 1.92%   |
| Tata Housing Development Co Ltd                     | ICRA AA            | 1.84%   |
| Floreat Investments Ltd                             | ICRA AA+(SO)       | 1.73%   |
| L&T Vrindavan Properties Ltd                        | CARE AA+(SO)       | 1.70%   |
| Bharat Aluminium Co Ltd.                            | CRISIL AA-         | 1.62%   |
| Sundaram Finance Ltd                                | ICRA AA+           | 1.35%   |
| Hero Realty Ltd                                     | ICRA A+(SO)        | 1.34%   |
| Vizag General Cargo Berth Pvt Ltd                   | CRISIL AA+<br>(SO) | 1.34%   |
| Sesa Sterlite Ltd                                   | CRISIL AA+         | 1.20%   |
| IOT Utkal Energy Services Limited                   | CRISIL AAA<br>(SO) | 1.15%   |
| Hero Fincorp Limited                                | CRISIL AA+         | 1.12%   |
| Power Grid Corporation of India Ltd                 | CRISIL AAA         | 1.08%   |
| Rural Electrification Corporation Ltd               | CRISIL AAA         | 1.08%   |
| Export Import Bank of India                         | CRISIL AAA         | 0.97%   |
| Indian Railway Finance Corp Ltd                     | CRISIL AAA         | 0.82%   |
| Jyothy Laboratories Ltd                             | CARE AA-           | 0.73%   |
| Housing Development Finance Corporation Ltd         | CRISIL AAA         | 0.68%   |
| IDBI Bank Ltd                                       | CRISIL A1+         | 0.67%   |
| Sundaram BNP Paribas Home Fina<br>Ltd               | CARE AA+           | 0.58%   |
| Power Grid Corporation of India Ltd                 | CRISIL AAA         | 0.55%   |
| India Infradebt Ltd                                 | CRISIL AAA         | 0.27%   |
| Pantaloons Fashion & Retail India Ltd               | ICRA AA            | 0.13%   |
| Cash & Current Assets                               |                    | 8.79%   |
| Total   |                    | 100.00% |

#### **Birla Sun Life Medium Term Plan**

| Allocation as a % of Net Assets                     | Rating  | %  |
|---|---|--|
| RKN RETAIL PVT. LTD                                 | BWR A-(SO)  | 10.32%   |
| DLF Ltd   | ICRA A  | 9.89%  |
| Relationships Properties Pvt Ltd                    | CARE AA-(SO)  | 6.53%  |
| Tata Motors Finance Ltd                             | CRISIL AA   | 5.03%  |
| Sterlite Technologies Ltd                           | CRISIL A+   | 4.41%  |
| Power Finance Corporation Ltd                       | CRISIL AAA  | 4.36%  |
| S.D. Corporation Pvt. Ltd                           | ICRA AA+(SO)  | 3.88%  |
| Cholamandalam Investment and<br>Finance Company Ltd | ICRA AA   | 3.62%  |
| Reliance Jio Infocomm Limited                       | CRISIL AAA  | 3.59%  |
| TRIL Infopark Ltd (TATA Realty SPV)                 | BWR A(SO)   | 3.18%  |
|   | of Net Assets<br>RKN RETAIL PVT. LTD<br>DLF Ltd<br>Relationships Properties Pvt Ltd<br>Tata Motors Finance Ltd<br>Sterlite Technologies Ltd<br>Power Finance Corporation Ltd<br>S.D. Corporation Pvt. Ltd<br>Cholamandalam Investment and<br>Finance Company Ltd<br>Reliance Jio Infocomm Limited | of Net Assets         Rating           RKN RETAIL PVT. LTD         BWR A-(SO)           DLF Ltd         ICRA A           Relationships Properties Pvt Ltd         CARE AA-(SO)           Tata Motors Finance Ltd         CRISIL AA           Sterlite Technologies Ltd         CRISIL AA           S.D. Corporation Pvt. Ltd         ICRA AA+(SO)           Cholamandalam Investment and<br>Finance Company Ltd         ICRA AA           Reliance Jio Infocomm Limited         CRISIL AAA |

| IL&FS Transportation Networks Ltd              | ICRA A             | 3.01%   |
|--|--------------------|---------|
| GSPC Distribution Networks Ltd.                | CARE AA+<br>(SO)   | 2.93%   |
| Reliance Ports and Terminals Ltd               | CRISIL AAA         | 2.75%   |
| RHC Holding Pvt Ltd                            | IND A1(SO)         | 2.74%   |
| Mandava Holdings Private Limited               | BWR AA+            | 2.17%   |
| Securities Trading Corp Ind Ltd                | ICRA AA            | 2.13%   |
| Tata Housing Development Co Ltd                | ICRA AA            | 1.97%   |
| L&T Vrindavan Properties Ltd                   | CARE AA+(SO)       | 1.82%   |
| Rural Electrification Corporation Ltd          | CRISIL AAA         | 1.69%   |
| IOT Utkal Energy Services Limited              | CRISIL AAA<br>(SO) | 1.68%   |
| Sahyadri Agencies Ltd                          | BWR A (SO)         | 1.58%   |
| Shriram Transport Finance Company<br>Ltd       | CRISIL AA          | 1.47%   |
| Floreat Investments Ltd                        | ICRA AA+(SO)       | 1.16%   |
| Pantaloons Fashion & Retail India Ltd          | ICRA AA            | 1.02%   |
| Hero Fincorp Limited                           | CRISIL AA+         | 0.91%   |
| Adani Ports and Special Economic<br>Zone Ltd   | ICRA AA-           | 0.87%   |
| Piramal Enterprises Ltd                        | ICRA A1+           | 0.86%   |
| Rural Electrification Corporation Ltd          | CRISIL AAA         | 0.73%   |
| Sundaram Finance Ltd                           | ICRA AA+           | 0.72%   |
| Family Credit Ltd                              | CARE AA            | 0.72%   |
| Reliance Mediaworks Ltd                        | CARE AAA(SO)       | 0.72%   |
| Hero Realty Ltd                                | ICRA A+(SO)        | 0.72%   |
| Housing Development Finance<br>Corporation Ltd | CRISIL AAA         | 0.38%   |
| Kotak Mahindra Investments Ltd                 | CRISIL AAA         | 0.29%   |
| Sesa Sterlite Ltd                              | CRISIL AA+         | 0.29%   |
| RHC Holding Pvt Ltd                            | IND A              | 0.16%   |
| Kotak Mahindra Prime Ltd                       | CRISIL AAA         | 0.02%   |
| Cash & Current Assets                          |                    | 9.70%   |
| Total  |                    | 100.00% |

#### Birla Sun Life Short Term Fund

| Allocation as a %<br>of Net Assets             | Rating             | %      |
|--|--------------------|--------|
|  |                    |        |
| LIC Housing Finance Ltd                        | CRISIL AAA         | 10.41% |
| Housing Development Finance<br>Corporation Ltd | CRISIL AAA         | 9.91%  |
| 8.58% Karnataka SDL (MD<br>25/10/2016)         | SOV                | 7.23%  |
| NABHA POWER LTD                                | ICRA AAA(SO)       | 6.46%  |
| Power Finance Corporation Ltd                  | CRISIL AAA         | 6.20%  |
| Rural Electrification Corporation Ltd          | CRISIL AAA         | 5.17%  |
| Oriental Bank of Commerce                      | CRISIL A1+         | 4.30%  |
| 91 Days Tbill (MD 26/01/2015)                  | SOV                | 3.74%  |
| Power Finance Corporation Ltd                  | CRISIL AAA         | 3.25%  |
| Export Import Bank of India                    | CRISIL AAA         | 3.24%  |
| Punjab & Sind Bank                             | ICRA A1+           | 1.90%  |
| 91 Days Tbill (MD 04/12/2014)                  | SOV                | 1.89%  |
| Rural Electrification Corporation Ltd          | CARE A1+           | 1.88%  |
| IL&FS Financial Services Ltd                   | IND AAA            | 1.75%  |
| Housing Development Finance Corporation Ltd    | ICRA AAA           | 1.73%  |
| Kotak Mahindra Prime Ltd                       | CRISIL AAA         | 1.72%  |
| Aditya Birla Nuvo Ltd                          | ICRA AA+           | 1.70%  |
| LIC Housing Finance Ltd                        | CARE AAA           | 1.64%  |
| Tata Capital Financial Services Ltd            | ICRA AA+           | 1.45%  |
| Sundaram Finance Ltd                           | ICRA AA+           | 1.45%  |
| PNB Housing Finance Ltd                        | CARE AAA           | 1.44%  |
| Rural Electrification Corporation Ltd          | CRISIL AAA         | 1.19%  |
| Power Grid Corporation of India Ltd            | CRISIL AAA         | 1.16%  |
| Talwandi Sabo Power Ltd                        | CRISIL AA+<br>(SO) | 1.15%  |
| Piramal Enterprises Ltd                        | ICRA A1+           | 1.13%  |
| IDFC Ltd.                                      | ICRA AAA           | 1.07%  |
| 9.06% Punjab SDL GOI (MD<br>10/09/2019)        | SOV                | 0.97%  |
| Sesa Sterlite Ltd                              | CRISIL AA+         | 0.95%  |

| 91 Days Tbill (MD 13/11/2014)                  | SOV        | 0.95%   |
|--|------------|---------|
| Allahabad Bank                                 | ICRA A1+   | 0.95%   |
| 6.49% GOI (MD 08/06/2015)                      | SOV        | 0.94%   |
| 8.12% GOI (MD 10/12/2020)                      | SOV        | 0.94%   |
| 8.93% Punjab SDL (MD 23/07/19)                 | SOV        | 0.88%   |
| HDB Financial Services Ltd                     | CRISIL AAA | 0.80%   |
| 9.08% Punjab SDL (MD 27/08/2019)               | SOV        | 0.77%   |
| 8.75% Gujarat SDL(MD 03/10/2016)               | SOV        | 0.68%   |
| Airport Authority of India Ltd                 | CRISIL AAA | 0.67%   |
| ICICI Home Finance Company Ltd                 | ICRA AAA   | 0.67%   |
| Sesa Sterlite Ltd                              | CRISIL A1+ | 0.66%   |
| Mahindra & Mahindra Financial<br>Services Ltd  | CRISIL AA+ | 0.48%   |
| Housing Development Finance<br>Corporation Ltd | ICRA A1+   | 0.47%   |
| IDFC Ltd.                                      | ICRA AAA   | 0.38%   |
| 8.67% Karnataka SDL (MD<br>18/07/2017)         | SOV        | 0.38%   |
| National Housing Bank                          | FITCH AAA  | 0.19%   |
| Power Grid Corporation of India Ltd            | CRISIL AAA | 0.10%   |
| 8.43% Madhya Pradesh SDL (MD<br>19/12/2017)    | SOV        | 0.10%   |
| Axis Bank Ltd                                  | CRISIL A1+ | 0.05%   |
| National Housing Bank                          | CRISIL AAA | 0.05%   |
| Bank of India                                  | CRISIL A1+ | 0.04%   |
| Canara Bank                                    | CRISIL A1+ | 0.01%   |
| 7.4950% Rec Mibor & Pay Fix (MD 31/10/2019)    |            | 0.00%   |
| Cash & Current Assets                          |            | 2.73%   |
| Total  |            | 100.00% |

#### Birla Sun Life Income Plus

| Allocation as a %<br>of Net Assets                     | Rating                   | %              |
|--|--------------------------|----------------|
|  | SOV                      |                |
| 8.32% GOI (MD 02/08/2032)                              |                          | 29.38%         |
| 8.24% GOI (MD 15/02/2027)                              | SOV                      | 15.95%         |
| 8.30% GOI (MD 31/12/2042)                              | SOV<br>SOV               | 9.27%<br>8.77% |
| 8.28% GOI (M/D 21/09/2027)                             | SOV                      | 8.77%<br>6.12% |
| 9.23% GOI (MD 23/12/2043)                              | ICRA AA+                 |                |
| Oriental Bank of Commerce<br>8.60% GOI (MD 02/06/2028) | SOV                      | 4.55%<br>4.53% |
| Power Grid Corporation of India Ltd                    | CRISIL AAA               | 4.55%<br>2.89% |
| India Infradebt Ltd                                    |                          | 2.69%          |
| Reliance Jio Infocomm Limited                          | CRISIL AAA<br>CRISIL AAA | 2.41%          |
| Export Import Bank of India                            | CRISIL AAA<br>CRISIL AAA | 2.32%          |
| 7.80% GOI (MD 03/05/2020).                             | SOV                      | 1.67%          |
| 8.99% Tamil Nadu SDL                                   | 307                      | 1.07 /6        |
| (MD 10/09/2024)  | SOV                      | 1.59%          |
| Hindalco Industries Ltd                                | CRISIL AA                | 1.54%          |
| Power Finance Corporation Ltd                          | CRISIL AAA               | 0.81%          |
| Power Grid Corporation of India Ltd                    | CRISIL AAA               | 0.78%          |
| Hindalco Industries Ltd                                | CRISIL AA                | 0.62%          |
| Reliance Gas Transportation<br>Infrastructure Ltd      | CRISIL AAA               | 0.33%          |
| 9.29% Punjab SDL (MD 09-Oct-2023)                      | SOV                      | 0.32%          |
| 9.63% Maharastra SDL (MD<br>12/02/2024)                | SOV                      | 0.17%          |
| 9.18% Andhra Pradesh SDL -<br>(28-May-2024)            | SOV                      | 0.16%          |
| ICICI Bank Ltd   | CRISIL AAA               | 0.10%          |
| 8.40% GOI (MD 28/07/2024)                              | SOV                      | 0.09%          |
| 8.64% Jharkhand SDL (MD 06/03/2023)                    | SOV                      | 0.08%          |
| 9.55% Tamilnadu SDL (MD<br>11/09/2023)                 | SOV                      | 0.05%          |
| 1.44% GOI Inflation Indexed bond<br>(MD 05/06/2023)    | SOV                      | 0.05%          |
| Oriental Bank of Commerce                              | CRISIL A1+               | 0.04%          |
| 9.56% Maharashtra (MD 28/08/2023)                      | SOV                      | 0.03%          |
| Housing Development Finance<br>Corporation Ltd         | CRISIL AAA               | 0.03%          |
| Canara Bank  | CRISIL A1+               | 0.03%          |
|  |                          |                |

| Total                               |            | 100.00% |
|-------------------------------------|------------|---------|
| Cash & Current Assets               |            | 3.28%   |
| 8.51% Punjab SDL (MD 10/04/2023)    | SOV        | 0.01%   |
| 8.35% GOI 2022 (M/d. 14.05.2022)    | SOV        | 0.01%   |
| Power Finance Corporation Ltd       | CRISIL AAA | 0.02%   |
| Axis Bank Ltd                       | CRISIL A1+ | 0.03%   |
| 9.45% Rahasthan SDL (MD 26/03/2024) | SOV        | 0.03%   |
| Corporation Bank                    | CRISIL A1+ | 0.03%   |
| Andhra Bank                         | CARE A1+   | 0.03%   |
|                                     |            |         |

#### Birla Sun Life Floating Rate Fund -Short Term Plan

| Allocation as a % of Net Assets                        | Rating            | %       |
|--|-------------------|---------|
| 91 Days Tbill (MD 06/11/2014)                          | SOV               | 9.32%   |
| 91 Days Tbill (MD 27/11/2014)                          | SOV               | 7.62%   |
| Mahindra & Mahindra Financial<br>Services Ltd          | CRISIL A1+        | 6.63%   |
| 91 Days Tbill (MD 26/01/2015)                          | SOV               | 6.54%   |
| Indusind Bank Ltd                                      | CRISIL A1+        | 6.53%   |
| 91 Days Tbill (MD 04/12/2014)                          | SOV               | 4.52%   |
| Bharat Aluminium Co Ltd.                               | CRISIL A1+        | 4.39%   |
| 182 Days Tbill (MD 29/01/2015)                         | SOV               | 4.35%   |
| Indiabulls Housing Finance Ltd                         | CRISIL A1+        | 3.20%   |
| Sesa Sterlite Ltd                                      | CRISIL A1+        | 2.75%   |
| Konkan Railway Corporation Ltd                         | CARE A1+          | 2.22%   |
| National Bank For Agriculture and<br>Rural Development | CRISIL A1+        | 2.21%   |
| Fedbank Financial Services Ltd                         | CRISIL A1+        | 2.21%   |
| Dewan Housing Finance<br>Corporation Ltd               | CRISIL A1+        | 2.21%   |
| Kotak Mahindra Bank Ltd                                | CRISIL A1+        | 2.18%   |
| 91 Days Tbill (MD 29/01/2015)                          | SOV               | 2.18%   |
| Godrej Industries Ltd                                  | ICRA A1+          | 1.88%   |
| Housing Development Finance<br>Corporation Ltd         | ICRA A1+          | 1.87%   |
| JM Financial Products Ltd                              | CRISIL A1+        | 1.66%   |
| Credila Financial Services Pvt Ltd                     | ICRA A1+          | 1.11%   |
| MAGMA HOUSING FINANCE                                  | CRISIL A1+        | 1.10%   |
| MAHINDRA RURAL HOUSING<br>FINANCE                      | CRISIL A1+        | 1.10%   |
| Larsen & Toubro Ltd                                    | CRISIL A1+        | 1.10%   |
| Ratnakar Bank Ltd                                      | ICRA A1+          | 1.10%   |
| L and T Fincorp Limited                                | CARE A1+          | 1.09%   |
| Talwandi Sabo Power Ltd                                | CRISIL<br>A1+(SO) | 0.77%   |
| Religare Finvest Ltd                                   | IND A1+           | 0.55%   |
| ICICI Securities Ltd                                   | CRISIL A1+        | 0.55%   |
| Godrej Agrovet Ltd                                     | ICRA A1+          | 0.55%   |
| 91 Days Tbill (MD 20/11/2014)                          | SOV               | 0.55%   |
| TATA Realty & Infrastructure Ltd                       | CARE A1+          | 0.55%   |
| JM Financial Products Ltd                              | ICRA A1+          | 0.55%   |
| Andhra Bank  | CARE A1+          | 0.22%   |
| 91 Days Tbill (MD 15/01/2015)                          | SOV               | 0.13%   |
| Cash & Current Assets                                  |                   | 14.49%  |
| Total  |                   | 100.00% |

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#### Birla Sun Life Floating Rate Fund -Long Term Plan

| Allocation as a %<br>of Net Assets                  | Rating       | %       |
|---|--------------|---------|
| Shriram Transport Finance Company<br>Ltd            | CRISIL AA    | 15.50%  |
| Rural Electrification Corporation Ltd               | CARE A1+     | 12.26%  |
| NABHA POWER LTD                                     | ICRA AAA(SO) | 10.43%  |
| Sesa Sterlite Ltd                                   | CRISIL A1+   | 6.14%   |
| Allahabad Bank                                      | ICRA A1+     | 5.14%   |
| Power Finance Corporation Ltd                       | CRISIL AAA   | 5.13%   |
| Oriental Bank of Commerce                           | CRISIL A1+   | 5.13%   |
| Deutsche Investments India Pvt Ltd                  | CRISIL A1+   | 5.11%   |
| Cholamandalam Investment and<br>Finance Company Ltd | ICRA A1+     | 5.01%   |
| Housing Development Finance<br>Corporation Ltd      | CRISIL AAA   | 4.85%   |
| Small Industries Dev Bank of India                  | CARE AAA     | 4.66%   |
| Tata Sons Ltd                                       | CRISIL AAA   | 2.59%   |
| IDFC Ltd.   | ICRA AAA     | 2.25%   |
| Tata Motors Finance Ltd                             | CRISIL AA    | 1.03%   |
| Indiabulls Housing Finance Ltd                      | CARE AAA     | 0.54%   |
| 8.7% GUJARATSDL (MD 20/09/2016)                     | SOV          | 0.52%   |
| Vodafone India Ltd                                  | CRISIL A1+   | 0.50%   |
| Cash & Current Assets                               |              | 13.21%  |
| Total   |              | 100.00% |

### Birla Sun Life Enhanced Arbitrage Fund

| Allocation as a %<br>of Net Assets | %       |
|------------------------------------|---------|
| Reliance Industries Ltd            | 9.79%   |
| Lupin Ltd                          | 8.75%   |
| HDFC Bank Ltd                      | 8.69%   |
| Tata Motors Ltd                    | 8.53%   |
| ITC Ltd                            | 8.25%   |
| Grasim Industries Ltd              | 5.84%   |
| JSW Steel Ltd                      | 4.37%   |
| Axis Bank Ltd                      | 3.87%   |
| Apollo Tyres Ltd                   | 3.66%   |
| Reliance Capital Ltd               | 3.47%   |
| HCL Technologies Ltd               | 2.52%   |
| LIC Housing Finance Ltd            | 1.80%   |
| LICHSGFIN_27/11/2014               | -1.80%  |
| HCLTECH_27/11/2014                 | -2.52%  |
| RELCAPITAL_27/11/2014              | -3.49%  |
| APOLLOTYRE_27/11/2014              | -3.68%  |
| AXISBANK_27/11/2014                | -3.87%  |
| JSWSTEEL_27/11/2014                | -4.38%  |
| GRASIM_27/11/2014                  | -5.87%  |
| ITC_27/11/2014                     | -8.29%  |
| TATAMOTORS_27/11/2014              | -8.55%  |
| HDFCBANK_27/11/2014                | -8.79%  |
| LUPIN_27/11/2014                   | -8.82%  |
| RELIANCE_27/11/2014                | -9.83%  |
| Cash & Current Assets              | 10.33%  |
| Net receivables / payables         | 90.03%  |
| Total                              | 100.00% |







Here's a platform for you to check your dividend declaration, history and all the other vital information on dividends.





|   | WEALTH CREATION SOLUTIONS           |   |                                    |                                  |                               |  |  |  |  |  |
|---|-------------------------------------|---|------------------------------------|----------------------------------|-------------------------------|--|--|--|--|--|
| EQUITY SCHEMES  | Declared on date                    | Non Corporate Dividend <sup>#</sup><br>(₹ per unit) | Dividend <sup>#</sup> (₹ per unit) | Face value (₹)                   | Cum Dividend NAV (₹ per unit) |  |  |  |  |  |
| Birla Sun Life Equity Fund - Regular Plan                         | 16-Oct-14<br>21-Mar-14<br>15-Mar-13 | 4.50<br>0.00<br>0.00                                | 4.50<br>4.00<br>3.00               | 10.00<br>10.00<br>10.00          | 89.18<br>70.10<br>63.27       |  |  |  |  |  |
| Birla Sun Life Equity Fund - Direct Plan                          | 16-Oct-14<br>21-Mar-14              | 4.50<br>0.00  | 4.50<br>4.00                       | 10.00<br>10.00                   | 95.17<br>74.18                |  |  |  |  |  |
| Birla Sun Life Advantage Fund - Regular Plan                      | 05-Sep-14<br>23-May-14<br>17-May-13 | 15.00<br>0.00<br>0.00                               | 15.00<br>7.20<br>4.00              | 10.00<br>10.00<br>10.00          | 104.59<br>101.29<br>75.70     |  |  |  |  |  |
| Birla Sun Life Advantage Fund - Direct Plan                       | 05-Sep-14<br>23-May-14<br>17-May-13 | 15.00<br>0.00<br>0.00                               | 15.00<br>7.20<br>4.00              | 10.00<br>10.00<br>10.00          | 105.26<br>101.77<br>75.79     |  |  |  |  |  |
| Birla Sun Life Midcap Fund - Regular Plan                         | 24-Jul-14<br>19-Jul-13<br>22-Jun-12 | 2.50<br>1.50<br>1.50                                | 2.50<br>1.50<br>1.50               | 10.00<br>10.00<br>10.00<br>10.00 | 28.67<br>20.01<br>19.97       |  |  |  |  |  |
| Birla Sun Life Small & Midcap Fund - Regular Plan                 | 24-Jul-14<br>19-Jul-13              | 0.00<br>0.00  | 1.50<br>0.35                       | 10.00                            | 18.20<br>11.79                |  |  |  |  |  |
| Birla Sun Life Frontline Equity Fund - Regular Plan               | 17-Apr-14<br>29-Nov-13<br>12-Apr-13 | 0.00<br>0.00<br>0.00                                | 1.20<br>1.00<br>1.00               | 10.00<br>10.00<br>10.00          | 23.88<br>22.31<br>20.71       |  |  |  |  |  |
| Birla Sun Life India GenNext Fund - Regular Plan                  | 27-Jun-14<br>28-Jun-13<br>22-Jun-12 | 0.00<br>0.00<br>1.00                                | 2.00<br>1.00<br>1.00               | 10.00<br>10.00<br>10.00          | 19.57<br>16.47<br>14.01       |  |  |  |  |  |
| Birla Sun Life India GenNext Fund - Direct Plan                   | 27-Jun-14                           | 0.00  | 2.00                               | 10.00                            | 21.07                         |  |  |  |  |  |
| Birla Sun Life New Millennium Fund - Regular Plan                 | 11-Sep-14<br>27-Sep-13<br>09-Sep-10 | 1.60<br>0.00<br>0.85                                | 1.60<br>0.85<br>0.85               | 10.00<br>10.00<br>10.00          | 19.90<br>15.20<br>14.16       |  |  |  |  |  |
| Birla Sun Life Top 100 Fund - Regular Plan                        | 27-Jun-14<br>24-Jan-14<br>28-Jun-13 | 0.00<br>0.00<br>0.00                                | 0.85<br>0.80<br>0.80               | 10.00<br>10.00<br>10.00          | 17.16<br>13.99<br>13.14       |  |  |  |  |  |
| Birla Sun Life Buy India Fund - Regular Plan                      | 18-Sep-14<br>27-Sep-13<br>21-Sep-12 | 3.00<br>0.00<br>1.00                                | 3.00<br>1.20<br>1.00               | 10.00<br>10.00<br>10.00          | 36.23<br>22.65<br>22.81       |  |  |  |  |  |
| Birla Sun Life Buy India Fund - Direct Plan                       | 18-Sep-14<br>27-Sep-13              | 3.00<br>0.00  | 3.00<br>1.20                       | 10.00<br>10.00                   | 36.56<br>22.73                |  |  |  |  |  |
| Birla Sun Life MNC Fund - Regular Plan                            | 17-Apr-14<br>29-Nov-13<br>12-Apr-13 | 0.00<br>0.00<br>0.00                                | 4.75<br>2.00<br>5.00               | 10.00<br>10.00<br>10.00          | 94.32<br>88.94<br>80.20       |  |  |  |  |  |
| Birla Sun Life Index Fund - Regular Plan                          | 07-Oct-14<br>24-Jan-14<br>31-Jan-13 | 6.00<br>0.00<br>0.00                                | 6.00<br>1.00<br>2.00               | 10.00<br>10.00<br>10.00          | 25.83<br>21.68<br>22.76       |  |  |  |  |  |
| Birla Sun Life Index Fund - Direct Plan                           | 07-Oct-14<br>24-Jan-14<br>31-Jan-13 | 6.00<br>0.00<br>0.00                                | 6.00<br>1.00<br>2.00               | 10.00<br>10.00<br>10.00<br>10.00 | 25.97<br>21.72<br>22.77       |  |  |  |  |  |
| Birla Sun Life India Opportunities Fund - Regular Plan            | 27-Dec-13<br>09-Nov-12<br>25-Feb-11 | 0.00<br>0.00<br>1.25                                | 1.50<br>0.75<br>1.25               | 10.00<br>10.00<br>10.00<br>10.00 | 19.86<br>16.29<br>17.38       |  |  |  |  |  |
| Birla Sun Life Dividend Yield Plus - Regular Plan                 | 29-Oct-14<br>27-Jun-14<br>27-Dec-13 | 0.50<br>0.00<br>0.00                                | 0.50<br>0.80<br>0.50               | 10.00<br>10.00<br>10.00<br>10.00 | 16.69<br>15.94<br>12.68       |  |  |  |  |  |
| Birla Sun Life '95 Fund - Regular Plan                            | 01-Oct-14<br>21-Mar-14<br>18-Feb-13 | 7.00<br>0.00<br>0.00                                | 7.00<br>6.00<br>5.00               | 10.00<br>10.00<br>10.00          | 145.91<br>118.32<br>112.18    |  |  |  |  |  |
| Birla Sun Life '95 Fund - Direct Plan                             | 01-Oct-14<br>21-Mar-14              | 7.00<br>0.00  | 7.00 3.00                          | 10.00                            | 159.03<br>124.74              |  |  |  |  |  |
| Birla Sun Life Pure Value Fund - Regular Plan                     | 31-Jul-14<br>23-Aug-13              | 2.80<br>0.00  | 2.80<br>1.00                       | 10.00                            | 26.19<br>13.44                |  |  |  |  |  |
| Birla Sun Life Enhanced Arbitrage Fund - Dividend - Regular Plan  | 21-Aug-14<br>02-Jun-14<br>04-Mar-14 | 0.06<br>0.00<br>3.00                                | 0.06<br>0.10<br>3.00               | 10.00<br>10.00<br>10.00          | 10.61<br>10.54<br>13.24       |  |  |  |  |  |
| Birla Sun Life Enhanced Arbitrage Fund - Dividend - Direct Plan   | 21-Aug-14<br>02-Jun-14<br>04-Mar-14 | 0.06<br>0.00<br>3.00                                | 0.06<br>0.10<br>3.00               | 10.00<br>10.00<br>10.00          | 10.67<br>10.60<br>13.29       |  |  |  |  |  |
| Birla Sun Life Long Term Advantage Fund - Dividend - Regular Plan | 23-May-14                           | 0.00  | 1.75                               | 10.00                            | 19.23                         |  |  |  |  |  |
| BSL CEF - Global Agri Plan - Dividend- Regular Plan               | 23-May-14                           | 1.50  | 1.12                               | 10.00                            | 18.20                         |  |  |  |  |  |
| BSL CEF - Global Agri Plan - Dividend- Direct Plan                | 23-May-14                           | 1.50  | 1.12                               | 10.00                            | 18.32                         |  |  |  |  |  |
| Birla Sun Life Infrastructure Fund - Dividend - Regular Plan      | 27-Jun-14                           | 0.00  | 1.75                               | 10.00                            | 15.48                         |  |  |  |  |  |
| Birla Sun Life Special Situations Fund - Dividend - Regular Plan  | 28-Aug-14                           | 1.30  | 1.30                               | 10.00                            | 14.57                         |  |  |  |  |  |
| Birla Sun Life AAF - Aggressive Plan - Dividend - Regular Plan    | 14-Aug-14                           | 4.00  | 2.99                               | 10.00                            | 44.13                         |  |  |  |  |  |
| Birla Sun Life AAF - Aggressive Plan - Dividend - Direct Plan     | 14-Aug-14                           | 4.00  | 2.99                               | 10.00                            | 44.10                         |  |  |  |  |  |
| Birla Sun Life India Reforms Fund - Dividend - Regular Plan       | 08-Aug-14                           | 0.80  | 0.80                               | 10.00                            | 11.90                         |  |  |  |  |  |

Note: The NAV of the scheme, pursuant to pay out of dividend would fall to the extent of the payout and statutory levy (if applicable). Past performance may or may not be sustained in future.



| TAX SAVINGS SOLUTIONS         |                  |   |                                    |                |                               |  |  |  |  |  |
|-------------------------------|------------------|---|------------------------------------|----------------|-------------------------------|--|--|--|--|--|
| EQUITY SCHEMES                | Declared on date | Non Corporate Dividend <sup>#</sup><br>(₹ per unit) | Dividend <sup>#</sup> (₹ per unit) | Face value (₹) | Cum Dividend NAV (₹ per unit) |  |  |  |  |  |
| Birla Sun Life Tax Relief '96 | 07-Feb-14        | 0.00  | 3.00                               | 10.00          | 81.54                         |  |  |  |  |  |
|                               | 08-Mar-13        | 0.00  | 3.00                               | 10.00          | 78.66                         |  |  |  |  |  |
|                               | 31-Mar-11        | 4.00  | 4.00                               | 10.00          | 82.85                         |  |  |  |  |  |
| Birla Sun Life Tax Plan       | 21-Mar-14        | 0.00  | 4.25                               | 10.00          | 54.12                         |  |  |  |  |  |
|                               | 15-Mar-13        | 0.00  | 1.50                               | 10.00          | 48.00                         |  |  |  |  |  |
|                               | 20-May-11        | 1.00  | 1.00                               | 10.00          | 45.13                         |  |  |  |  |  |

Note: The NAV of the scheme, pursuant to pay out of dividend would fall to the extent of the payout and statutory levy (if applicable). Past performance may or may not be sustained in future.

|  | REGULAR IN                                       | ICOME SOL                                 | UTIONS   |  |  |
|--|--|---|--|--|--|
| DEBT Schemes   | Declared on date                                 | Face Value                                | Non Corporate<br>Dividend <sup>#</sup><br>(₹ per unit) | Corporate<br>Dividend <sup>#</sup><br>(₹ per unit) | – Cum Dividend NAV#<br>(₹ per unit)      |
| Birla Sun Life Monthly Income - Monthly Dividend - Regular Plan            | 31-Oct-14  | 10.00                                     | 0.0699   | 0.0471   | 12.0790                                  |
|  | 30-Sep-14  | 10.00                                     | 0.0737   | 0.0550   | 11.8266                                  |
|  | 28-Aug-14  | 10.00                                     | 0.0624   | 0.0466   | 11.7120                                  |
| Birla Sun Life Monthly Income - Monthly Dividend - Direct Plan             | 31-Oct-14  | 10.00                                     | 0.0746   | 0.0502   | 12.8958                                  |
|  | 30-Sep-14  | 10.00                                     | 0.0787   | 0.0587   | 12.6195                                  |
|  | 28-Aug-14  | 10.00                                     | 0.0665   | 0.0496   | 12.4899                                  |
| Birla Sun Life Monthly Income - Quarterly Dividend - Regular Plan          | <b>30-Sep-14</b>                                 | 10.00                                     | 0.2713   | 0.2025   | 12.2949                                  |
|  | 30-Jun-14  | 10.00                                     | 0.2688   | 0.2006   | 12.2296                                  |
|  | 28-Mar-14  | 10.00                                     | 0.2481   | 0.1852   | 11.8422                                  |
| Birla Sun Life Monthly Income - Quarterly Dividend - Direct Plan           | 30-Sep-14  | 10.00                                     | 0.2776   | 0.2072   | 12.6016                                  |
|  | 30-Jun-14  | 10.00                                     | 0.2370   | 0.1769   | 12.4761                                  |
|  | 28-Mar-14  | 10.00                                     | 0.1109   | 0.0828   | 11.9193                                  |
| Birla Sun Life MIP - Monthly Dividend Plan - Regular Plan                  | 31-Oct-14  | 10.00                                     | 0.0795   | 0.0535   | 12.0572                                  |
|  | 26-Sep-14  | 10.00                                     | 0.0567   | 0.0423   | 11.8996                                  |
|  | 01-Sep-14  | 10.00                                     | 0.0858   | 0.0640   | 11.9193                                  |
|  | 25-Jul-14  | 10.00                                     | 0.0630   | 0.0470   | 11.8408                                  |
| irla Sun Life MIP - Monthly Dividend Plan - Direct Plan                    | 31-Oct-14  | 10.00                                     | 0.0851   | 0.0573   | 12.9105                                  |
|  | 26-Sep-14  | 10.00                                     | 0.0607   | 0.0453   | 12.7349                                  |
|  | 01-Sep-14  | 10.00                                     | 0.0918   | 0.0685   | 12.7511                                  |
|  | 25-Jul-14  | 10.00                                     | 0.0674   | 0.0503   | 12.6579                                  |
| irla Sun Life MIP II - Wealth 25 Plan Monthly Dividend Plan - Regular Plan | 31-Oct-14<br>26-Sep-14<br>01-Sep-14<br>25-Jul-14 | 10.00<br>10.00<br>10.00<br>10.00<br>10.00 | 0.0866<br>0.0612<br>0.0916<br>0.0671                   | 0.0583<br>0.0457<br>0.0684<br>0.0501               | 13.3506<br>12.9635<br>12.8771<br>12.6415 |
| irla Sun Life MIP II - Savings 5 Plan Monthly Dividend Plan - Regular Plan | 31-Oct-14<br>26-Sep-14<br>01-Sep-14<br>25-Jul-14 | 10.00<br>10.00<br>10.00<br>10.00<br>10.00 | 0.0818<br>0.0583<br>0.0880<br>0.0647                   | 0.0551<br>0.0435<br>0.0657<br>0.0483               | 12.5173<br>12.2513<br>12.2139<br>12.1439 |
| irla Sun Life MIP II - Savings 5 Plan Monthly Dividend Plan - Direct Plan  | 31-Oct-14  | 10.00                                     | 0.0853   | 0.0574   | 13.0443                                  |
|  | 26-Sep-14  | 10.00                                     | 0.0606   | 0.0452   | 12.7621                                  |
|  | 01-Sep-14  | 10.00                                     | 0.0916   | 0.0684   | 12.7196                                  |
|  | 25-Jul-14  | 10.00                                     | 0.0674   | 0.0503   | 12.6417                                  |

Note: The NAV of the scheme, pursuant to pay out of dividend would fall to the extent of the payout and statutory levy (if applicable). Past performance may or may not be sustained in future.

| SAVINGS SOLUTIONS  |  |   |  |  |   |  |  |  |  |
|--|--|---|--|--|---|--|--|--|--|
| DEBT Schemes   | Declared on date                                 | Face Value                                | Non Corporate<br>Dividend <sup>#</sup><br>(₹ per unit) | Corporate<br>Dividend <sup>#</sup><br>(₹ per unit) | Cum Dividend NAV <sup>#</sup><br>(₹ per unit) |  |  |  |  |
| Birla Sun Life Savings Fund – Institutional Monthly Dividend               | 11-Feb-11  | 10.00                                     | 0.0350   | 0.0287   | 10.3099                                       |  |  |  |  |
|  | 28-Jan-11  | 10.00                                     | 0.0497   | 0.0607   | 10.3384                                       |  |  |  |  |
|  | 31-Dec-10  | 10.00                                     | 0.0587   | 0.0547   | 10.3413                                       |  |  |  |  |
| Birla Sun Life Savings Fund – Retail Monthly Dividend                      | 11-Feb-11  | 10.00                                     | 0.0350   | 0.0287   | 10.2848                                       |  |  |  |  |
|  | 28-Jan-11  | 10.00                                     | 0.0469   | 0.0573   | 10.3108                                       |  |  |  |  |
|  | 31-Dec-10  | 10.00                                     | 0.0529   | 0.0493   | 10.3105                                       |  |  |  |  |
| Birla Sun Life Treasury Optimizer Plan - Retail - Quarterly Dividend       | 15-Sep-14  | 10.00                                     | 1.7230   | 1.2859   | 106.1341                                      |  |  |  |  |
|  | 16-Jun-14  | 10.00                                     | 4.4362   | 3.3108   | 108.7083                                      |  |  |  |  |
| Birla Sun Life Treasury Optimizer Plan - Retail - Monthly Dividend         | 31-Oct-14<br>26-Sep-14<br>01-Sep-14<br>25-Jul-14 | 10.00<br>10.00<br>10.00<br>10.00<br>10.00 | 0.7827<br>0.5569<br>0.8475<br>0.6244                   | 0.5269<br>0.4156<br>0.6325<br>0.4660               | 103.8155<br>102.5866<br>102.4624<br>102.3758  |  |  |  |  |
| Birla Sun Life Treasury Optimizer Plan - Monthly Dividend - Regular Plan   | 31-Oct-14  | 10.00                                     | 0.7829   | 0.5270   | 103.8374                                      |  |  |  |  |
|  | 26-Sep-14  | 10.00                                     | 0.5569   | 0.4156   | 102.6081                                      |  |  |  |  |
|  | 01-Sep-14  | 10.00                                     | 0.8476   | 0.6326   | 102.4838                                      |  |  |  |  |
|  | 25-Jul-14  | 10.00                                     | 0.6244   | 0.4660   | 102.3971                                      |  |  |  |  |
| Birla Sun Life Treasury Optimizer Plan - Monthly Dividend - Direct Plan    | 31-Oct-14  | 10.00                                     | 0.7842   | 0.5279   | 104.0390                                      |  |  |  |  |
|  | 26-Sep-14  | 10.00                                     | 0.5577   | 0.4162   | 102.7778                                      |  |  |  |  |
|  | 01-Sep-14  | 10.00                                     | 0.8486   | 0.6333   | 102.6319                                      |  |  |  |  |
|  | 25-Jul-14  | 10.00                                     | 0.6251   | 0.4665   | 102.5122                                      |  |  |  |  |
| Birla Sun Life Treasury Optimizer Plan - Quarterly Dividend - Regular Plan | 15-Sep-14  | 10.00                                     | 1.6804   | 1.2541   | 103.5026                                      |  |  |  |  |
|  | 16-Jun-14  | 10.00                                     | 3.9527   | 2.9500   | 105.6393                                      |  |  |  |  |
|  | 11-Mar-14  | 10.00                                     | 0.3548   | 0.2648   | 102.0628                                      |  |  |  |  |
| Birla Sun Life Treasury Optimizer Plan - Quarterly Dividend - Direct Plan  | 15-Sep-14  | 10.00                                     | 1.7624   | 1.3153   | 103.5924                                      |  |  |  |  |
|  | 16-Jun-14  | 10.00                                     | 4.0326   | 3.0096   | 105.7236                                      |  |  |  |  |
|  | 11-Mar-14  | 10.00                                     | 0.3549   | 0.2649   | 102.0629                                      |  |  |  |  |
| Birla Sun Life Dynamic Bond Fund – Monthly Dividend - Regular Plan         | 31-Oct-14  | 10.00                                     | 0.0798   | 0.0537   | 10.6337                                       |  |  |  |  |
|  | 26-Sep-14  | 10.00                                     | 0.0567   | 0.0423   | 10.4593                                       |  |  |  |  |
|  | 01-Sep-14  | 10.00                                     | 0.0867   | 0.0647   | 10.4165                                       |  |  |  |  |
|  | 25-Jul-14  | 10.00                                     | 0.0636   | 0.0475   | 10.4770                                       |  |  |  |  |
| Birla Sun Life Dynamic Bond Fund – Monthly Dividend - Direct Plan          | 31-Oct-14<br>26-Sep-14<br>01-Sep-14<br>25-Jul-14 | 10.00<br>10.00<br>10.00<br>10.00<br>10.00 | 0.0795<br>0.0565<br>0.0864<br>0.0634                   | 0.0535<br>0.0422<br>0.0645<br>0.0473               | 10.5981<br>10.4199<br>10.3743<br>10.4296      |  |  |  |  |
| Birla Sun Life Dynamic Bond Fund – Quarterly Dividend - Regular Plan       | 30-Sep-14<br>30-Jun-14<br>28-Mar-14              | 10.00<br>10.00<br>10.00<br>10.00          | 0.3272<br>0.3339<br>0.3107                             | 0.2442<br>0.2492<br>0.2319                         | 11.0235<br>11.1504<br>11.1142                 |  |  |  |  |
| Birla Sun Life Dynamic Bond Fund - Quarterly Dividend - Direct Plan        | 30-Sep-14  | 10.00                                     | 0.3292   | 0.2457   | 11.1170                                       |  |  |  |  |
|  | 30-Jun-14  | 10.00                                     | 0.3356   | 0.2505   | 11.2210                                       |  |  |  |  |
|  | 28-Mar-14  | 10.00                                     | 0.3121   | 0.2329   | 11.1728                                       |  |  |  |  |





| Birla Sun Life Short Term Opportunities Fund - Quarterly Dividend - Regular Plan   | 15-Sep-14<br>16-Jun-14<br>18-Mar-14 | 10.00<br>10.00<br>10.00 | 0.2611<br>0.2559<br>0.2622 | 0.1949<br>0.1910<br>0.1957 | 10.6582<br>10.7295<br>10.6403 |
|--|-------------------------------------|-------------------------|----------------------------|----------------------------|-------------------------------|
| Birla Sun Life Short Term Opportunities Fund - Quarterly Dividend -<br>Direct Plan | 15-Sep-14<br>16-Jun-14<br>18-Mar-14 | 10.00<br>10.00<br>10.00 | 0.2642<br>0.2584<br>0.2642 | 0.1972<br>0.1928<br>0.1972 | 10.7948<br>10.8556<br>10.7448 |
| Birla Sun Life Medium Term Plan - Dividend - Regular Plan                          | 25-Mar-13                           | 10.00                   | 0.8000                     | 0.6040                     | 10.9834                       |
| Birla Sun Life Medium Term Plan - Dividend -Direct Plan                            | 25-Mar-13                           | 10.00                   | 0.8000                     | 0.6040                     | 10.9909                       |
|  | 15-Sep-14                           | 10.00                   | 0.5019                     | 0.3746                     | 11.1487                       |
| Birla Sun Life Medium Term Plan - Half Yearly Dividend - Regular Plan              | 18-Mar-14<br>17-Sep-13              | 10.00<br>10.00          | 0.4980<br>0.1770           | 0.3717<br>0.1321           | 11.0629<br>10.6438            |
|  | 17-Sep-13<br>15-Sep-14              | 10.00                   | 0.5512                     | 0.4114                     | 11.4790                       |
| Birla Sun Life Medium Term Plan - Half Yearly Dividend - Direct Plan               | 18-Mar-14                           | 10.00                   | 0.5464                     | 0.4078                     | 11.3838                       |
|  | 17-Sep-13<br>15-Sep-14              | 10.00                   | 0.1963 0.2338              | 0.1465<br>0.1745           | 10.9266<br>10.5249            |
| Birla Sun Life Medium Term Plan - Quarterly Dividend - Regular Plan                | 16-Jun-14                           | 10.00                   | 0.3039                     | 0.2268                     | 10.6355                       |
|  | 18-Mar-14<br>15-Sep-14              | 10.00                   | 0.3121<br>0.3129           | 0.2329<br>0.2335           | 10.5792<br>10.6714            |
| Birla Sun Life Medium Term Plan - Quarterly Dividend - Direct Plan                 | 16-Jun-14                           | 10.00                   | 0.3070                     | 0.2291                     | 10.7629                       |
|  | 18-Mar-14                           | 10.00                   | 0.3145                     | 0.2347                     | 10.6854                       |
| Birla Sun Life Medium Term Plan -Institutional - Half Yearly Dividend              | 18-Mar-14<br>17-Sep-13              | 10.00<br>10.00          | 0.4980<br>0.1716           | 0.3717<br>0.1281           | 11.0642<br>10.6397            |
|  | 17-May-13                           | 10.00                   | 0.2151                     | 0.1605                     | 10.6706                       |
| Birla Sun Life Medium Term Plan -Institutional - Quarterly Dividend                | 16-Dec-13<br>17-Sep-13              | 10.00<br>10.00          | 0.3043<br>0.1373           | 0.2271<br>0.1025           | 10.5925<br>10.4170            |
| bina Sun Elle Meulum lenn Fian Institutional - Quarteny Dividend                   | 17-Sep-13<br>17-May-13              | 10.00                   | 0.2106                     | 0.1572                     | 10.4473                       |
|  | 16-Oct-14                           | 10.00                   | 0.1020                     | 0.0687                     | 11.8286                       |
| Birla Sun Life Short Term Fund - Monthly Dividend - Regular Plan                   | 15-Sep-14<br>19-Aug-14              | 10.00<br>10.00          | 0.0843<br>0.0971           | 0.0629<br>0.0725           | 11.7829<br>11.7929            |
|  | 16-Oct-14                           | 10.00                   | 0.1032                     | 0.0695                     | 11.8350                       |
| Birla Sun Life Short Term Fund - Monthly Dividend - Direct Plan                    | 15-Sep-14<br>19-Aug-14              | 10.00<br>10.00          | 0.0852<br>0.0982           | 0.0636<br>0.0733           | 11.7890<br>11.7991            |
|  | 15-Mar-10                           | 10.00                   | 0.2453                     | 0.2283                     | 11.5557                       |
| Birla Sun Life Short Term Fund- Half Yearly Dividend                               | 16-Mar-09                           | 10.00                   | 0.4467                     | 0.4158                     | 11.9496                       |
|  | 17-Mar-08<br>15-Dec-11              | 10.00                   | 0.4752<br>0.1131           | 0.4423 0.0854              | 11.6359<br>11.6606            |
| Birla Sun Life Short Term Fund - Quarterly Dividend                                | 15-Sep-11                           | 10.00                   | 0.0856                     | 0.0646                     | 11.6201                       |
|  | 15-Jun-11                           | 10.00                   | 0.1443                     | 0.1090                     | 11.4526                       |
| Birla Sun Life Short Term Fund -Dividend-Regular Plan                              | 05-Sep-14<br>26-Sep-14              | 10.00<br>10.00          | 0.7000<br>0.1500           | 0.5224<br>0.1119           | 10.8741<br>10.2400            |
| Birla Sun Life Short Term Fund -Dividend-Direct Plan                               | 05-Sep-14                           | 10.00                   | 0.7000                     | 0.5224                     | 10.9668                       |
|  | 26-Sep-14                           | 10.00                   | 0.2500                     | 0.1866                     | 10.3339                       |
| Birla Sun Life Income Plus - Quarterly Dividend - Regular Plan                     | 15-Sep-14<br>16-Jun-14              | 10.00<br>10.00          | 0.2837<br>0.2732           | 0.2117<br>0.2039           | 12.7638<br>12.9171            |
|  | 17-May-13                           | 10.00                   | 0.3908                     | 0.2917                     | 13.3336                       |
| Birla Sun Life Income Plus - Quarterly Dividend - Direct Plan                      | 15-Sep-14<br>16-Jun-14              | 10.00<br>10.00          | 0.2877<br>0.2767           | 0.2147<br>0.2065           | 12.9544<br>13.0934            |
| bina Sun Elle income rius - Quarteny binuena - birect rian                         | 17-May-13                           | 10.00                   | 0.3710                     | 0.2769                     | 13.4232                       |
| Diele Cue Life Cill Diver Limited Dien - Overheite Dividend - Denvies Dien         | 15-Sep-14                           | 10.00                   | 0.2137                     | 0.1595                     | 10.9282                       |
| Birla Sun Life Gilt Plus - Liquid Plan – Quarterly Dividend - Regular Plan         | 16-Jun-14<br>18-Mar-14              | 10.00<br>10.00          | 0.2112<br>0.2160           | 0.1576<br>0.1612           | 10.9268<br>10.9243            |
|  | 15-Sep-14                           | 10.00                   | 0.2152                     | 0.1606                     | 11.0093                       |
| Birla Sun Life Gilt Plus - Liquid Plan – Quarterly Dividend - Direct Plan          | 16-Jun-14<br>18-Mar-14              | 10.00<br>10.00          | 0.2125<br>0.2173           | 0.1586<br>0.1622           | 11.0009<br>10.9923            |
| Diele Cue Life Cill Dhue Lieuid Arguel Dividend Denvies Dies                       | 18-Mar-14                           | 10.00                   | 0.8222                     | 0.6136                     | 11.1595                       |
| Birla Sun Life Gilt Plus - Liquid - Annual Dividend - Regular Plan                 | 15-Mar-13                           | 10.00                   | 0.7620                     | 0.5753                     | 10.9546                       |
| Birla Sun Life Gilt Plus - Liquid - Annual Dividend - Direct Plan                  | 18-Mar-14<br>15-Mar-13              | 10.00<br>10.00          | 0.8306<br>0.6625           | 0.6199<br>0.5002           | 11.3187<br>10.9601            |
|  | 15-Sep-14                           | 10.00                   | 0.3911                     | 0.2919                     | 10.6825                       |
| Birla Sun Life Gilt Plus - PF Plan Quarterly Dividend - Regular Plan               | 16-Jun-14<br>18-Mar-14              | 10.00<br>10.00          | 0.3792<br>0.3909           | 0.2830<br>0.2917           | 10.8378<br>10.6438            |
|  | 15-Sep-14                           | 10.00                   | 0.3958                     | 0.2917                     | 10.8252                       |
| Birla Sun Life Gilt Plus - PF Plan Quarterly Dividend - Direct Plan                | 16-Jun-14                           | 10.00                   | 0.3831                     | 0.2859                     | 10.9643                       |
|  | 18-Mar-14                           | 10.00                   | 0.3945                     | 0.2944                     | 10.7524                       |
| Birla Sun Life Gilt Plus - Regular Plan Quarterly Dividend - Regular Plan          | 15-Sep-14<br>16-Jun-14              | 10.00<br>10.00          | 0.2207<br>0.1838           | 0.1647<br>0.1372           | 12.3450<br>12.3935            |
| - · · ·  | 16-Dec-13                           | 10.00                   | 0.3571                     | 0.2665                     | 11.7950                       |
| Birla Sun Life Gilt Plus - Regular Plan Quarterly Dividend - Direct Plan           | 15-Sep-14<br>16-Jun-14              | 10.00<br>10.00          | 0.3410<br>0.3371           | 0.2545<br>0.2516           | 11.5299<br>11.7302            |
|  | 18-Mar-14                           | 10.00                   | 0.3460                     | 0.2582                     | 11.7394                       |
| Birla Sun Life Government Securities Fund - Long Term Dividend -                   | 15-Sep-14<br>18-Mar-14              | 10.00<br>10.00          | 0.6119<br>0.6373           | 0.4567<br>0.4756           | 10.8844<br>10.9208            |
| Regular Plan   | 17-Sep-13                           | 10.00                   | 0.4873                     | 0.3637                     | 11.1375                       |
| Birla Sun Life Government Securities Fund - Long Term Dividend -                   | 15-Sep-14<br>18-Mar-14              | 10.00                   | 0.6339                     | 0.4731                     | 11.2875                       |
| Direct Plan  | 18-Mar-14<br>17-Sep-13              | 10.00<br>10.00          | 0.6587<br>0.5033           | 0.4916<br>0.3756           | 11.3130<br>11.5120            |
|  | 29-Feb-12                           | 10.00                   | 0.0016                     | 0.0022                     | 10.0031                       |
| Birla Sun Life Government Securities Fund - Short Term Dividend                    | 15-Dec-10<br>15-Sep-10              | 10.00<br>10.00          | 0.1108<br>0.1120           | 0.1032<br>0.1044           | 10.2407<br>10.2297            |
| Note: The NAV of the scheme, pursuant to pay out of dividend wo                    |                                     |                         |                            |                            | 10.2277                       |

Note: The NAV of the scheme, pursuant to pay out of dividend would fall to the extent of the payout and statutory levy (if applicable). Past performance may or may not be sustained in future.





### **Close Ended Scheme Performance**

#### **Birla Sun Life Capital Protection Oriented Fund - Series 9**

| Date of Inception: Mar 28, 2012<br>Fund Manager: Mr. Satyabrata | NAV Per<br>Unit.* life Capital<br>(₹) Protection<br>Oriented<br>- Series<br>9 (%) | CRISIL MIP<br>Blended<br>Index #<br>(%) | CRISIL 1<br>Year<br>T-Bill<br>Index ##<br>(%) | Value of Standard Investment of ₹<br>10000 in                         |                                      |   |       |
|---|---|---|---|---|--------------------------------------|---|-------|
| Mohanty<br>NAV (as on 30th September<br>2014): ₹ 12.5350        |   |   |   | Birla Sun<br>life Capital<br>Protection<br>Oriented<br>- Series 9 (₹) | CRISIL MIP<br>Blended<br>Index # (₹) | CRISIL 1<br>Year<br>T-Bill<br>Index<br>## (₹) |       |
| Since inception till<br>September 30, 2014 (CAGR)               | 10.0000   | 9.42                                    | 9.63  | 7.29  | 12535                                | 12597   | 11932 |
| September 30, 2013 to<br>September 30, 2014 (Absolute)          | 10.8717   | 15.30                                   | 15.45   | 8.35  | 11530                                | 11545   | 10835 |
| September 28, 2012 to<br>September 30, 2013 (Absolute)          | 10.5377   | 3.17                                    | 3.22  | 5.70  | 10317                                | 10322   | 10570 |

# Scheme Benchmark, ## Additional Benchmark, \* As on start of period considered above

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes managed by Mr. Satyabrata Mohanty is 16. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

The Scheme offered is "oriented towards protection of capital" and "not with guaranteed returns". The orientation towards protection of the capital originates from the portfolio structure of the scheme and not from any bank guarantee, insurance cover, etc.

#### **Birla Sun Life Capital Protection Oriented Fund - Series 12**

| Date of Inception: Aug 29, 2012<br>Fund Manager: Mr. Prasad         | NAV Per<br>Unit. *                               | life Capital   | Blended                   | Year   | Value of Standard Investment<br>10000 in |   | ent of ₹ |
|---|--|----------------|---------------------------|--|--|---|----------|
| Dhonde & Ajay Garg<br>NAV (as on 30th September<br>2014): ₹ 13.8978 | (₹) Protection<br>Oriented<br>- Series<br>12 (%) | Index #<br>(%) | T-Bill<br>Index ##<br>(%) | Birla Sun<br>life Capital<br>Protection<br>Oriented<br>- Series 12 (₹) | CRISIL MIP<br>Blended<br>Index # (₹)     | CRISIL<br>Year<br>T-Bill<br>Index<br>## (₹) |          |
| Since inception till<br>September 30, 2014 (CAGR)                   | 10.0000  | 17.08          | 9.83                      | 7.09   | 13898                                    | 12162                                       | 11537    |
| September 30, 2013 to<br>September 30, 2014 (Absolute)              | 10.8489  | 28.10          | 15.45                     | 8.35   | 12810                                    | 11545                                       | 10835    |
| September 28, 2012 to<br>September 30, 2013 (Absolute)              | 10.5192  | 3.13           | 3.22                      | 5.70   | 10313                                    | 10322                                       | 10570    |

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 3. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Ajay Garg is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

The Scheme offered is "oriented towards protection of capital" and "not with guaranteed returns". The orientation towards protection of the capital originates from the portfolio structure of the scheme and not from any bank guarantee, insurance cover, etc.

#### **Birla Sun Life Capital Protection Oriented Fund - Series 14**

| Date of Inception: Dec 13, 2012<br>Fund Manager: Mr. Prasad       | NAV Per<br>Unit. *                               | Birla Sun<br>life Capital | CRISIL MIP<br>Blended     | Year   |                                      | ndard Investment of ₹<br>10000 in             |       |
|---|--|---------------------------|---------------------------|--|--------------------------------------|---|-------|
| Honde & Ajay Garg<br>IAV (as on 30th September<br>014): ₹ 12.7080 | (₹) Protection<br>Oriented<br>- Series<br>14 (%) | Index #<br>(%)            | T-Bill<br>Index ##<br>(%) | Birla Sun<br>life Capital<br>Protection<br>Oriented<br>- Series 14 (₹) | CRISIL MIP<br>Blended<br>Index # (₹) | CRISIL 1<br>Year<br>T-Bill<br>Index<br>## (₹) |       |
| Since inception till<br>September 30, 2014 (CAGR)                 | 10.0000  | 14.26                     | 9.19                      | 6.93   | 12708                                | 11712   | 11280 |
| September 30, 2013 to<br>September 30, 2014 (Absolute)            | 10.0178  | 26.85                     | 15.45                     | 8.35   | 12685                                | 11545   | 10835 |

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 3. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Ajay Garg is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

The Scheme offered is "oriented towards protection of capital" and "not with guaranteed returns". The orientation towards protection of the capital originates from the portfolio structure of the scheme and not from any bank guarantee, insurance cover, etc.

#### Birla Sun Life Capital Protection Oriented Fund - Series 10

| Date of Inception: Jul 11, 2012<br>Fund Manager: Mr. Prasad            | NAV Per<br>Unit. * | Birla Sun<br>life Capital                    | CRISIL MIP<br>Blended | Year                      | Value of Standard Invest<br>10000 in                                   |                                      | ment of ₹                                     |
|--|--------------------|--|-----------------------|---------------------------|--|--------------------------------------|---|
| Dhonde & Vineet Maloo<br>NAV (as on 30th September<br>2014): ₹ 12.5309 | (₹)                | Protection<br>Oriented<br>- Series<br>10 (%) | Index #<br>(%)        | T-Bill<br>Index ##<br>(%) | Birla Sun<br>life Capital<br>Protection<br>Oriented<br>- Series 10 (₹) | CRISIL MIP<br>Blended<br>Index # (₹) | CRISIL 1<br>Year<br>T-Bill<br>Index<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)                      | 10.0000            | 10.69  | 9.69                  | 7.10                      | 12531  | 12282                                | 11647   |
| September 30, 2013 to<br>September 30, 2014 (Absolute)                 | 10.7865            | 16.17  | 15.45                 | 8.35                      | 11617  | 11545                                | 10835   |
| September 28, 2012 to<br>September 30, 2013 (Absolute)                 | 10.3769            | 3.95   | 3.22                  | 5.70                      | 10395  | 10322                                | 10570   |

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of

tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 10. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Vineet Maloo is 15. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers. The Scheme offered is 'oriented towards protection of capital' and "not with guaranteed returns". The orientation

The Scheme offered is "oriented towards protection of capital" and "not with guaranteed returns". The orientation towards protection of the capital originates from the portfolio structure of the scheme and not from any bank guarantee, insurance cover, etc.

#### **Birla Sun Life Capital Protection Oriented Fund - Series 11**

| Date of Inception: Oct 15, 2012<br>Fund Manager: Mr. Prasad            | NAV Per Birla Sun<br>Unit. * life Capital |  | CRISIL MIP CRISIL 1<br>Blended Year | Value of Standard Investment of ₹<br>10000 in |  |                                      |   |
|--|---|--|-------------------------------------|---|--|--------------------------------------|---|
| Dhonde & Vineet Maloo<br>NAV (as on 30th September<br>2014): ₹ 12.0506 | (₹)                                       | Protection<br>Oriented<br>- Series<br>11 (%) | Index #<br>(%)                      | T-Bill<br>Index ##<br>(%)                     | Birla Sun<br>life Capital<br>Protection<br>Oriented<br>- Series 11 (₹) | CRISIL MIP<br>Blended<br>Index # (₹) | CRISIL 1<br>Year<br>T-Bill<br>Index<br>## (₹) |
| Since inception till<br>September 30, 2014 (CAGR)                      | 10.0000                                   | 9.99   | 9.15                                | 6.98  | 12051  | 11872                                | 11414   |
| September 30, 2013 to<br>September 30, 2014 (Absolute)                 | 10.4327                                   | 15.51  | 15.45                               | 8.35  | 11551  | 11545                                | 10835   |

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of

tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 10. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Vineet Maloo is 15. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

The Scheme offered is "oriented towards protection of capital" and "not with guaranteed returns". The orientation towards protection of the capital originates from the portfolio structure of the scheme and not from any bank guarantee, insurance cover, etc.

#### Birla Sun Life Capital Protection Oriented Fund - Series 13

| Date of Inception: Nov 08, 2012<br>Fund Manager: Mr. Prasad         | NAV Per<br>Unit. * | Birla Sun<br>life Capital                    | CRISIL MIP<br>Blended | CRISIL 1<br>Year<br>T-Bill | 10000 in   |                                      | stment of ₹                                   |  |
|---|--------------------|--|-----------------------|----------------------------|--|--------------------------------------|---|--|
| Dhonde & Ajay Garg<br>NAV (as on 30th September<br>2014): ₹ 13.3433 | (₹)                | Protection<br>Oriented<br>- Series<br>13 (%) | Index #<br>(%)        | 1-Bill<br>Index ##<br>(%)  | Birla Sun<br>life Capital<br>Protection<br>Oriented<br>- Series 13 (₹) | CRISIL MIP<br>Blended<br>Index # (₹) | CRISIL 1<br>Year<br>T-Bill<br>Index<br>## (₹) |  |
| Since inception till<br>September 30, 2014 (CAGR)                   | 10.0000            | 16.46  | 9.26                  | 7.01                       | 13343  | 11825                                | 11368   |  |
| September 30, 2013 to<br>September 30, 2014 (Absolute)              | 10.6090            | 25.77  | 15.45                 | 8.35                       | 12577  | 11545                                | 10835   |  |

Past performance may or may not be sustained in future. Returns for dividend option would assume reinvestment of tax free dividends declared at the then prevailing NAV. Load and Taxes are not considered for computation of returns. Total Schemes Co-Managed by Fund Managers is 3. Total Schemes managed by Mr. Prasad Dhonde is 27. Total Schemes managed by Mr. Ajay Garg is 10. Refer annexure on page no. 85 to know more on performance of schemes managed by Fund Managers.

The Scheme offered is "oriented towards protection of capital" and "not with guaranteed returns". The orientation towards protection of the capital originates from the portfolio structure of the scheme and not from any bank guarantee, insurance cover. etc.

Performance details for close ended Capital Protection Oriented Schemes with less than 1 year of existence have not been disclosed.



## Fund Manager-wise Scheme Details

| Sr.no | Funds Managed By Mr. Maneesh Dangi  | Refer<br>page No |
|-------|---|------------------|
| 1     | Birla Sun Life Medium Term Plan   | 55               |
| 2     | Birla Sun Life Dynamic Bond Fund  | 53               |
| Sr.no | Funds Managed By Mr. Kaustubh Gupta   | Refer<br>page No |
| 1     | Birla Sun Life MIP II - Wealth 25 Plan*   | 46               |
| 2     | Birla Sun Life Monthly Income*  | 44               |
| 3     | Birla Sun Life MIP II - Savings 5 Plan*   | 47               |
| 4     | Birla Sun Life MIP*   | 45               |
| 5     | Birla Sun Life Gilt Plus PF Plan <sup>s</sup>   | 61               |
| 6     | Birla Sun Life Treasury Optimizer Plan <sup>s</sup><br>(earlier Birla Sun Life Ultra Short Term Fund) | 52               |
| 7     | Birla Sun Life Short Term Opportunities Fund*   | 54               |
| 8     | Birla Sun Life Government Securities Fund Long Term Plans   | 63               |
| 9     | Birla Sun Life Savings Fund <sup>#</sup>  | 51               |
| 10    | Birla Sun Life Floating Rate Fund - Long Term Plans   | 59               |
| 11    | Birla Sun Life Floating Rate Fund - Short Term Plan*  | 58               |
| 12    | Birla Sun Life Cash Manager#  | 50               |
| 13    | Birla Sun Life Cash Plus <sup>#</sup>   | 49               |
| 14    | Birla Sun Life Gilt Plus Liquid Plan <sup>s</sup>   | 60               |
| 15    | Birla Sun Life Government Securities Fund Short Term Plan <sup>s</sup>                                | 64               |
| 16    | Birla Sun Life Gilt Plus Regular Plan <sup>s</sup>  | 62               |

- \* Funds co-managed by Mr. Satyabrata Mohanty
- # Funds co-managed by Ms. Sunaina Da Cunha

\$ Funds co-managed by Mr. Prasad Dhonde

| Sr.no | Funds Managed By Ms. Sunaina Da Cunha                | Refer<br>page No |
|-------|--|------------------|
| 1     | Birla Sun Life Short Term Opportunities Fund         | 54               |
| 2     | Birla Sun Life Savings Fund*                         | 51               |
| 3     | Birla Sun Life Floating Rate Fund - Short Term Plan* | 58               |
| 4     | Birla Sun Life Cash Manager*                         | 50               |
| 5     | Birla Sun Life Cash Plus*                            | 49               |

\* Funds co-managed by Mr. Kaustubh Gupta

| Sr.no | Funds Managed By Mr. Ajay Garg                               | Refer<br>page No |
|-------|--|------------------|
| 1     | Birla Sun Life Buy India Fund                                | 24               |
| 2     | Birla Sun Life MNC Fund                                      | 18               |
| 3     | Birla Sun Life Tax Relief '96                                | 41               |
| 4     | Birla Sun Life Tax Plan                                      | 42               |
| 5     | Birla Sun Life Index Fund                                    | 34               |
| 6     | Birla Sun Life Capital Protection Oriented Fund - Series 12* | 84               |
| 7     | Birla Sun Life Capital Protection Oriented Fund - Series 14* | 84               |
| 8     | Birla Sun Life Capital Protection Oriented Fund - Series 13# | 84               |
| ٩     | Birla Sun Life Enhanced Arbitrage Fund                       | 65               |

\* Funds co-managed by Mr. Satyabrata Mohanty

# Funds co-managed by Mr. Prasad Dhonde

| Sr.no | Funds Managed By Mr. Prasad Dhonde  | Refer<br>page No |
|-------|---|------------------|
| 1     | Birla Sun Life '95 Fund*  | 13               |
| 2     | Birla Sun Life Capital Protection Oriented Fund - Series 12*  | 84               |
| 3     | Birla Sun Life Capital Protection Oriented Fund - Series 14*  | 84               |
| 4     | Birla Sun Life Capital Protection Oriented Fund - Series 13*  | 84               |
| 5     | Birla Sun Life Capital Protection Oriented Fund - Series 10 <sup>s</sup>                              | 84               |
| 6     | Birla Sun Life Capital Protection Oriented Fund - Series 11 <sup>s</sup>                              | 84               |
| 7     | Birla Sun Life Gilt Plus PF Plan <sup>e</sup>   | 61               |
| 8     | Birla Sun Life Treasury Optimizer Plan <sup>®</sup><br>(earlier Birla Sun Life Ultra Short Term Fund) | 52               |
| 9     | Birla Sun Life Short Term Fund  | 56               |
| 10    | Birla Sun Life Government Securities Fund Long Term Plan®   | 63               |
| 11    | Birla Sun Life Floating Rate Fund - Long Term Plan®   | 59               |
| 12    | Birla Sun Life Income Plus  | 57               |
| 13    | Birla Sun Life Gilt Plus Liquid Plan <sup>®</sup>   | 60               |
| 14    | Birla Sun Life Government Securities Fund Short   | 64               |
| 15    | Birla Sun Life Gilt Plus Regular Plan <sup>®</sup>  | 62               |
| 16    | Birla Sun Life Gold ETF   | 35               |

Funds co-managed by Mr. Manesh Par

# Funds co-managed by Mr. Ajay Garg

\$ Funds co-managed by Mr. Vineet Maloo

@ Funds co-managed by Mr. Kaustubh Gupta

|   |                                    | Refer<br>page No |
|---|------------------------------------|------------------|
| 1 | Birla Sun Life New Millennium Fund | 28               |

| Sr.no     | Funds Managed By Mr. Mahesh Patil           | Refer<br>page No |
|-----------|---|------------------|
| 1         | Birla Sun Life Pure Value Fund <sup>®</sup> | 26               |
| 2         | Birla Sun Life Infrastructure Fund*         | 25               |
|           | Birla Sun Life Long Term Advantage Fund     | 17               |
| 4         | Birla Sun Life Top 100 Fund                 | 15               |
| 5         | Birla Sun Life Frontline Equity Fund        | 14               |
| 6         | Birla Sun Life '95 Fund <sup>#</sup>        | 13               |
| * Funds d | co-managed by Mr. Navsar Shah               |                  |

\* Funds co-managed by Mr. Prasad Dhonde

<sup>®</sup> Funds co-managed by Mr. Milind Bafna

| Sr.no | Funds Managed By Mr. Satyabrata<br>Mohanty                          | Refer<br>page No |
|-------|---|------------------|
| 1     | Birla Sun Life Advantage Fund                                       | 22               |
| 2     | Birla Sun Life Asset Allocation Fund Aggressive Plan*               | 37               |
| 3     | Birla Sun Life Asset Allocation Fund Moderate Plan <sup>#</sup>     | 38               |
| 4     | Birla Sun Life MIP II - Wealth 25 Plan*                             | 46               |
| 5     | Birla Sun Life Asset Allocation Fund Conservative Plan <sup>#</sup> | 39               |
| 6     | Birla Sun Life Monthly Income*                                      | 44               |
| 7     | Birla Sun Life Capital Protection Oriented Fund - Series 9          | 84               |
| 8     | Birla Sun Life MIP II - Savings 5 Plan*                             | 47               |
| 9     | Birla Sun Life MIP*   | 45               |
| 10    | Birla Sun Life Gold Fund  | 36               |

\* Funds co-managed by Mr. Kaustubh Gupta

# Funds co-managed by Mr. Vineet Maloo

\$ Funds co-managed by Mr. Ajay Garg

| Sr.no | Funds Managed By Mr. Hitesh Zaveri | Refer<br>page No |
|-------|------------------------------------|------------------|
|       | Birla Sun Life Small & Midcap Fund | 21               |
| 2     | Birla Sun Life Midcap Fund         | 20               |

| Sr.no | Funds Managed By Mr. Vineet Maloo                            | Refer<br>page No |
|-------|--|------------------|
|       | Birla Sun Life Dividend Yield Plus <sup>®</sup>              | 19               |
|       | Birla Sun Life Asset Allocation Fund Aggressive Plan*        | 37               |
| 3     | Birla Sun Life International Equity Fund - Plan B            | 32               |
| 4     | Birla Sun Life Asset Allocation Fund Moderate Plan*          | 38               |
| 5     | Birla Sun Life Asset Allocation Fund Conservative Plan*      | 39               |
|       | Birla Sun Life Capital Protection Oriented Fund - Series 10* | 84               |
|       | Birla Sun Life Capital Protection Oriented Fund - Series 11* | 84               |
| 0     | Birla Sun Life Commodity Equities Fund Global Agri Plan      | 33               |
| ð     | (GAP)  |                  |
| 9     | Birla Sun Life International Equity Fund - Plan A            | 31               |

\* Funds co-managed by Mr. Satyabrata Mohanty

# Funds co-managed by Mr. Prasad Dhonde

<sup>®</sup> Funds co-managed by Mr. Naysar Shah

|   | Sr.no | Funds Managed By Mr. Naysar Shah                | Refer<br>page No |
|---|-------|---|------------------|
|   | 1     | Birla Sun Life Infrastructure Fund*             | 25               |
| - | 2     | Birla Sun Life India Reforms Fund               | 27               |
|   | 3     | Birla Sun Life India Opportunities Fund         | 29               |
|   | 4     | Birla Sun Life Dividend Yield Plus <sup>®</sup> | 19               |
|   | * =   |   |                  |

\* Funds co-managed by Mr. Mahesh Patil

<sup>®</sup> Funds co-managed by Mr. Vineet Maloo

|       | Funds Managed By Mr. Anil Shah  | Refer<br>page No |
|-------|---|------------------|
| 1     | Birla Sun Life Equity Fund  | 16               |
| 2     | Birla Sun Life Special Situations Fund<br>Birla Sun Life India GenNext Fund | 30               |
| 3     | Birla Sun Life India GenNext Fund   | 23               |
|       |   |                  |
| Sr.no | Funds Managed By Mr. Milind Bafna   | Refer<br>page No |

1 Birla Sun Life Pure Value Fund\* Funds co-managed by Mr. Mahesh Patil

The Fund Manager-wise Scheme Details appearing above are as on October 31, 2014.

Schemes mentioned in order of performance for the period September 30 2013 - September 30 2014. Due to inherent difference in nature of schemes above (i.e. equity, hybrid, debt schemes) as may be managed by Fund Manager, performance of such schemes may not be strictly comparable. Further, for the schemes in existence for less than a year, the past performance details have not been provided. Further, performance of Fixed Term Plans (FTPs) / Fixed Maturity Plans (FMP) / Interval Income Schemes are not considered above, as FMPs / FTPs / Interval Income Schemes are close ended / interval schemes of varying maturities and performance of such schemes may not be strictly comparable.

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### WEALTH CREATION SOLUTIONS

| SCHEME  | PLAN/ O                     | PTION   | DEFAULT OPTION**  | MINIMUM                        | EXIT LOAD  |
|---|-----------------------------|---|---|--------------------------------|--|
|   | PLAN <sup>^</sup>           | OPTION  |   | INVESTMENT                     | For redemption-switch out consider from the date of allotment.   |
| Birla Sun Life Equity Fund                                  | Regular Plan                | Dividend (Payout/Reinvestment/Sweep)  | Dividend Reinvestment                                       | FP:₹5,000/-                    | within 365 days from the date of allotment:1.50% of  |
|   | Direct Plan                 | Growth  |   | AP: ₹ 1,000/-                  | applicable NAV. after 365 days but within 540 days from the date of allotment:1.00%.after 540 days from the date of allotment:Nil.   |
| Birla Sun Life Advantage Fund                               | Regular Plan                | Dividend (Payout/Reinvestment/Sweep)  | Dividend Reinvestment                                       | FP: ₹ 5,000/-                  | within 365 days from the date of allotment: 1.00%<br>of applicable NAV. after 365 days from the date of  |
| Birla Sun Life Midcap Fund                                  | Direct Plan                 | Growth  |   | AP: ₹ 1,000/-                  | allotment: Nil   |
| Biria sun lite Miocap fund                                  | Regular Plan<br>Direct Plan | Dividend (Payout / Reinvestment / Sweep)<br>Growth (Growth with Triggered Facility) | Dividend Reinvestment                                       | FP: ₹ 5,000/-<br>AP: ₹ 1,000/- | within 365 days from the date of allotment:1.50% of<br>applicable NAV.after 365 days but within 540 days from<br>the date of allotment: 1.00%. after 540 days from the<br>date of allotment:Nii. |
| Birla Sun Life Frontline Equity Fund                        | Regular Plan<br>Direct Plan | Dividend (Payout/Reinvestment/Sweep)<br>Growth                                      | Dividend Reinvestment                                       | FP: ₹ 5,000/-<br>AP: ₹ 1,000/- | within 365 days/1% of applicable NAV.  |
| Birla Sun Life Infrastructure Fund                          | Regular Plan                | Dividend (Payout/Reinvestment/Sweep)<br>Growth                                      | Dividend Reinvestment                                       | FP: ₹ 5,000/-<br>AP: ₹ 1,000/- | within 365 days/1% of applicable NAV.  |
| Birla Sun Life India GenNext Fund                           | Direct Plan<br>Regular Plan | Dividend (Payout/Reinvestment/Sweep)  |   | FP: ₹ 5,000/-                  |  |
|   | Direct Plan                 | Growth  | Dividend Reinvestment                                       | AP: ₹ 1,000/-                  | within 365 days/1% of applicable NAV.  |
| Birla Sun Life New Millennium Fund                          | Regular Plan                | Dividend (Payout/Reinvestment/Sweep)  | Dividend Reinvestment                                       | FP: ₹ 5,000/-                  | within 365 days/1% of applicable NAV.  |
|   | Direct Plan                 | Growth  |   | AP: ₹ 1,000/-                  |  |
| Birla Sun Life Top 100 Fund                                 | Regular Plan<br>Direct Plan | Dividend (Payout/Reinvestment/Sweep)<br>Growth                                      | Dividend Reinvestment                                       | FP: ₹ 5,000/-<br>AP: ₹ 1,000/- | within 365 days/1.50% of applicable NAV. after 365 days but before 540 days/0.50% of applicable NAV. after 540 days from the date of allotment: NIL.   |
| Birla Sun Life Buy India Fund                               | Regular Plan                | Dividend (Payout/Reinvestment/Sweep)  | Dividend Deinvestment                                       | FP: ₹ 5,000/-                  | within 365 days from the date of allotment: 1.00% of applicable NAV, after 365 days from the date of   |
|   | Direct Plan                 | Growth  | Dividend Reinvestment                                       | AP: ₹ 1,000/-                  | applicable NAV. after 365 days from the date of allotment: Nil.  |
| Birla Sun Life MNC Fund                                     | Regular Plan                | Dividend (Payout/Reinvestment/Sweep)  |   | FP:₹5.000/-                    |  |
|   | Direct Plan                 | Growth  | Dividend Reinvestment                                       | AP: ₹ 1,000/-                  | within 365 days/1% of applicable NAV.  |
| Birla Sun Life Index Fund                                   | Regular Plan                | Dividend (Payout/Reinvestment/Sweep)  |   | FP: ₹ 5,000/-                  | within 90 days from the date of allotment: 1.00%   |
|   | Direct Plan                 | Growth  | Dividend Reinvestment                                       | AP: ₹ 1,000/-                  | of applicable NAV. after 90 days from the date of allotment: Nil.  |
| Birla Sun Life India<br>Opportunities Fund                  | Regular Plan                | Dividend (Payout/Reinvestment/Sweep)  | Dividend Reinvestment                                       | FP: ₹ 5,000/-                  | 365 days from the date of allotment: 1.00% of applicable NAV. after 365 days from the date of  |
| opportunities rund  | Direct Plan                 | Growth  | Dividend Renivesunen  | AP:₹1,000/-                    | allotment: Nil.  |
| Birla Sun Life Small & Midcap Fund                          | Regular Plan<br>Direct Plan | Dividend (Payout / Reinvestment)<br>Growth  | Dividend Payout   | FP:₹5,000/-<br>AP:₹1,000/-     | within 365 days/1% of applicable NAV.  |
| Birla Sun Life India Reforms Fund                           | Regular Plan                | Dividend (Payout / Reinvestment)  | Dividend Reinvestment                                       | FP:₹5,000/-                    | within 1 year/1% of applicable NAV.  |
| Birla Sun Life Dividend Yield Plus                          | Direct Plan                 | Growth  |   | AP:₹1,000/-                    |  |
| Birla Sun Life Dividend Tield Plus                          | Regular Plan                | Dividend (Payout/Reinvestment/Sweep)  | Dividend Reinvestment                                       | FP: ₹ 5,000/-<br>AP: ₹ 1,000/- | within 365 days/1% of applicable NAV.  |
| Birla Sun Life '95 Fund                                     | Direct Plan<br>Regular Plan | Growth Dividend (Payout/Reinvestment/Sweep)   |   |                                |  |
| Diria Suli Life 95 ruliu                                    | Direct Plan                 | Growth  | Dividend Reinvestment                                       | FP: ₹ 5,000/-<br>AP: ₹ 1,000/- | within 365 days/1% of applicable NAV.  |
| Birla Sun Life Asset Allocation Fund -<br>Aggressive Plan   | Regular Plan                |   |   |                                |  |
| Birla Sun Life Asset Allocation Fund -<br>Moderate Plan     |                             | Dividend (Payout / Reinvestment)<br>Growth  | Dividend Reinvestment                                       | FP: ₹ 5,000/-<br>AP: ₹ 1,000/- | Nil  |
| Birla Sun Life Asset Allocation Fund -<br>Conservative Plan | Direct Plan                 |   |   |                                |  |
| Birla Sun Life Special Situations Fund                      | Regular Plan<br>Direct Plan | Dividend (Payout/Reinvestment/Sweep)<br>Growth                                      | Choice of Plan : Growth     Choice of Option : Reinvestment | FP: ₹ 5,000/-<br>AP: ₹ 1,000/- | within 365 days/1% of applicable NAV.  |
| Birla Sun Life Commodity Equities Fund - Global             | Regular Plan                | Dividend (Payout / Reinvestment /Sweep)   |   | FP: ₹ 5,000/-                  | within 30 days/3% of applicable NAV.   |
| Agri Plan (GAP)   | Direct Plan                 | Growth  | Growth / Reinvestment                                       | PP: ₹ 5,000/-<br>AP: ₹ 1,000/- | after 30 days but before 365 days/1% of applicable NAV.  |
| Birla Sun Life International Equity Fund (Plan A)           | Regular Plan                | Dividend (Payout/Reinvestment/Sweep)  | Dividend Deinvestment                                       | FP: ₹ 5,000/-                  | within 365 daysfrom the date of allotment: 1.00% of  |
|   | Direct Plan                 | Growth  | Dividend Reinvestment                                       | AP: ₹ 1,000/-                  | applicable NAV. after 365 days from the date of allotment: Nil.  |
| Birla Sun Life International Equity Fund (Plan B)           | Regular Plan<br>Direct Plan | Dividend (Payout/Reinvestment/Sweep)<br>Growth                                      | Dividend Reinvestment                                       | FP: ₹ 5,000/-<br>AP: ₹ 1,000/- | within 365 days/1% of applicable NAV.  |
| Birla Sun Life Pure Value Fund                              | Regular Plan                | Dividend (Payout/Reinvestment)  | Choice of Plan : Growth                                     | FP : ₹ 5,000/-                 | within 365 days from the date of allotment: 2.00% of applicable NAV. after 365 days but within 730 days  |
|   | Direct Plan                 | Growth  | Choice of Option : Reinvestment                             | AP:₹1,000/-                    | from the date of allotment: 1.00% of applicable NAV.<br>after 730 days from the date of allotment: Nil.  |
| Birla Sun Life Long Term<br>Advantage Fund                  | Regular Plan<br>Direct Plan | Dividend (Payout/Reinvestment)<br>Growth  | Dividend Reinvestment                                       | FP:₹5,000/-<br>AP:₹1,000/-     | within 365 days/1.50% of applicable NAV. after 365 days but within 540 days/0.50% of applicable NAV. after 540 days from the date of allotment: Nil.   |

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\*\*Default Plan: In case Distributor code is mentioned in the application form, but "Direct Plan" is indicated against the Scheme name, the Distributor code will be ignored and the application will be processed under Direct Plan. Further, where application is received for Regular Plan without Distributor code or "Direct" mentioned in the ARN Column, the application will be processed under Direct Plan. The default option under the Regular or Direct Plan of the Scheme, as the case maybe, shall be applied accordingly. The Financial Solution(s) stated above is ONLY for highlighting the many advantages perceived from investments in Mutual Funds but does not in any manner, indicate or imply, either

the quality of any particular Scheme or guarantee any specific performance/returns.





### WEALTH CREATION SOLUTIONS

#### LIST OF PLANS/OPTIONS DISCONTINUED FOR FURTHER SUBSCRIPTIONS W.E.F OCTOBER 01, 2012

| SCHEME   | PLAN                |                    | EXIT LOAD<br>For redemption-switch out consider from the date<br>of allotment.                  |
|--|---------------------|--------------------|---|
| Birla Sun Life Dividend Yield Plus*                                | PF Plan*            | Dividend<br>Growth | within 365 days/1% of applicable NAV.   |
| Birla Sun Life Commodity Equities Fund - Global Agri Plan<br>(GAP) | Institutional Plan* | Dividend<br>Growth | within 30 days/3% of applicable NAV.<br>after 30 days but before 365 days/1% of applicable NAV. |

\*Pursuant to SEBI Circular No. CIR/IMD/DF/21/2012 dated September 13, 2012 the aforesaid plans/options under respective scheme(s) stand discontinued for further subscriptions w.e.f October 01, 2012. The existing investments, if any, under above plan/option shall continue till such investors remain invested in the said plan/option. \*Said Plans/Options stand discontinued and closed as there are no Unitholders thereunder.

| TAX SAVINGS SOLUTIONS                |                   |                                      |                 |                      |   |
|--------------------------------------|-------------------|--------------------------------------|-----------------|----------------------|---|
| SCHEME PLAN/ OPTION DEFAULT OPTION** |                   |                                      |                 |                      | EXIT LOAD<br>For redemption-switch out consider |
|                                      | PLAN <sup>^</sup> | OPTION                               |                 | INVESTMENT<br>AMOUNT | from the date of allotment.                     |
| Birla Sun Life Tax Relief '96        | Regular Plan      | Dividend (Payout/Reinvestment/Sweep) | Dividend Payout | FP: ₹ 500/-          | Nil   |
|                                      | Direct Plan       | Growth                               | Dividend Payout | AP : ₹ 500/-         | NII IVII  |
| Birla Sun Life Tax Plan              | Regular Plan      | Dividend (Payout/Reinvestment/Sweep) | Dividend Pavout | FP: ₹ 500/-          | Nil   |
|                                      | Direct Plan       | Growth                               |                 | AP: ₹ 500/-          | NII   |

^Direct Plan under the Schemes is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor.

\*\*Default Plan: In case Distributor code is mentioned in the application form, but "Direct Plan" is indicated against the Scheme name, the Distributor code will be ignored and the application will be processed under Direct Plan. Further, where application is received for Regular Plan without Distributor code or "Direct" mentioned in the ARN Column, the application will be processed under Direct Plan. The default option under the Regular or Direct Plan of the Scheme, as the case maybe, shall be applied accordingly.

### **REGULAR INCOME SOLUTIONS**

| SCHEME                                 | PLAN/ OPTION      |  | DEFAULT OPTION**  | MINIMUM   | EXIT LOAD<br>For redemption-switch out consider   |
|--|-------------------|--|---|---|---|
|  | PLAN <sup>^</sup> | OPTION   |   | INVESTMENT<br>AMOUNT  | from the date of allotment.   |
| Birla Sun Life Monthly Income          | Regular Plan      | Monthly Dividend (Payout/Reinvestment/Sweep)<br>Quarterly Dividend (Payout/Reinvestment/Sweep) |   | FP: ₹ 25,000/-<br>AP: ₹ 5,000/-   | within 365 days/1.50% of applicable NAV.<br>after 365 days but within 540 days/ 0.50% of  |
|  | Direct Plan       | Growth   | Choice of Plan within Quarterly Dividend :<br>Dividend Reinvestment                                       | FP: ₹ 5,000/-<br>AP: ₹ 1,000/-  | applicable NAV. after 540 days/ Nil   |
| Birla Sun Life MIP                     | Regular Plan      | Monthly Dividend (Payout/Reinvestment/Sweep)<br>Monthly Payment (Instant / Deferred)           | Dividend Reinvestment <ul> <li>Choice of Option within Monthly Payment</li> </ul>                         | FP: Dividend & Payment<br>Option ₹ 25,000/-<br>Growth: ₹ 5,000/-<br>AP: ₹ 1,000/- | within 365 days/2% of applicable NAV. after 365<br>days but within 730 days/1.50% of applicable<br>NAV. after 730 days but within 1095 days/1.00%<br>of applicable NAV. after 1095 days/ Nil. |
|  | Direct Plan       | Growth   |   |   |   |
| Birla Sun Life MIP II - Savings 5 Plan | Regular Plan      | Monthly Dividend (Payout / Reinvestment /Sweep)<br>Monthly Payment                             | Choice of Option : Growth     Choice of Sub-Option within Monthly Dividend Option : Dividend Reinvestment | FP: Dividend & Payment<br>Option ₹ 25,000/-<br>Growth ₹ 5,000/-<br>AP: ₹ 1,000/-  | within 365 days/1.50% of applicable NAV.<br>after 365 days but within 540 days/ 0.50% of<br>applicable NAV. after 540 days/Nil.   |
|  | Direct Plan       | Growth   |   |   |   |
| Birla Sun Life MIP II - Wealth 25 Plan | Regular Plan      | Monthly Dividend (Payout / Reinvestment /Sweep)<br>Monthly Payment                             |   |   | within 365 days/2% of applicable NAV. after 365<br>days but within 730 days/1.50% of applicable<br>NAV. after 730 days but within 1095 days/1.00%<br>of applicable NAV. after 1095 days/ Nil. |
|  | Direct Plan       | Growth   |   |   |   |

<sup>^</sup>Direct Plan under the Schemes is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor.

\*\*Default Plan: In case Distributor code is mentioned in the application form, but "Direct Plan" is indicated against the Scheme name, the Distributor code will be ignored and the application will be processed under Direct Plan. Further, where application is received for Regular Plan without Distributor code or "Direct" mentioned in the ARN Column, the application will be processed under Direct Plan. The default option under the Regular or Direct Plan of the Scheme, as the case maybe, shall be applied accordingly.





### SAVINGS SOLUTIONS

| SCHEME  | subscrip                    | continue for fresh<br>otion)  | DEFAULT OPTION**                                | MINIMUM<br>INVESTMENT<br>AMOUNT                                     |                                | EXIT LOAD<br>For redemption-switch out consider from the date of<br>allotment.   |
|---|-----------------------------|---|---|---|--------------------------------|--|
|   | PLAN <sup>^</sup>           | OPTION  |   |   |                                |  |
| Birla Sun Life Cash Plus  | Regular Plan                | Daily Dividend (Reinvestment)<br>Weekly Dividend (Payout / Reinvestment)  | Daily Dividend Reinvestment                     | FP: ₹ 5,000/-   |                                | Nil  |
|   | Direct Plan                 | Dividend (Payout / Reinvestment)<br>Growth  |   | AP: ₹ 1,000/-   |                                |  |
| Birla Sun Life Cash Manager   | Regular Plan                | Daily Dividend (Reinvestment)   | Daily Dividend Reinvestment                     | FP: ₹ 5,000/-   |                                |  |
|   | Direct Plan                 | Weekly Dividend (Reinvestment)<br>Growth  |   | AP:₹1,000/-   |                                | Nil  |
| Birla Sun Life Savings Fund   | Regular Plan<br>Direct Plan | Daily Dividend (Reinvestment)<br>Weekly Dividend (Payout / Reinvestment)<br>Growth  | Daily Dividend Reinvestment                     | FP:₹5,000/-<br>AP:₹1,000/-  |                                | Nil  |
| Birla Sun Life Treasury Optimizer Plan<br>(earlier Birla Sun Life Ultra Short<br>Term Fund) | Regular Plan                | Monthly Dividend (Payout / Reinvestment)<br>Quarterly Dividend (Payout / Reinvestment)<br>Dividend (Payout / Reinvestment)  | Monthly Dividend Reinvestment                   | FP:₹5,000/-<br>AP:₹1,000/-  |                                | For redemption / switch-out of units within 90 days from the date of allotment: 0.25% of applicable NAV. For redemption / switch-out of units after 90 days  |
|   | Direct Plan                 | Growth  |   |   |                                | from the date of allotment: Nil  |
| Birla Sun Life Dynamic Bond Fund  | Regular Plan                | Monthly Dividend Sweep<br>Monthly Dividend (Payout / Reinvestment /Sweep)   | Choice of Option : Quarterly Dividend           | FP: ₹ 5,00,000/-<br>FP: ₹ 5,000/-                                   | AP: ₹ 1,000/-<br>AP: ₹ 1,000/- | For redemption/switch out of units within 365 days from the date of allotment:   |
|   | Direct Plan                 | Quarterly Dividend (Payout / Reinvestment /Sweep)<br>Growth   | Choice of Sub-Option : Dividend<br>Reinvestment | FP:₹5,000/-<br>FP:₹5,000/-  | AP: ₹ 1,000/-<br>AP: ₹ 1,000/- | 1.00% of the applicable NAV. For redemption/switch out of units after 365 days<br>from the date of allotment: Nil  |
| Birla Sun Life Short Term<br>Opportunities Fund   | Regular Plan                | Quarterly Dividend (Payout / Reinvestment)  | Growth  | FP: ₹ 5,000/-   |                                | For redemption/switch out of units within 365 days from the date of allotment:<br>1.50% of the applicable NAV For redemption/switch out of units after 365 days  |
|   | Direct Plan                 | Dividend (Payout / Reinvestment)<br>Growth  |   | AP: ₹ 1000/-<br>Max Amt : ₹ 25 Crore <sup>s</sup>                   |                                | but within 540 days from the date of allotment: 0.50% of the applicable NAV Fo<br>redemption/switch out of units after 540 days from the date of allotment: Nil  |
| Birla Sun Life Medium Term Plan   | Regular Plan                | Quarterly Dividend (Payout / Reinvestment)<br>Half Yearly Dividend (Payout / Reinvestment)<br>Dividend (Payout / Reinvestment /Sweep)   | Growth  | FP: ₹ 5,000/-<br>AP: ₹ 1,000/-<br>Max Amt : ₹ 25 Crore <sup>s</sup> |                                | For redemption / switch-out of units within 365 days from the date of allotment:<br>2.00% of applicable NAV. For redemption / switch-out of units after 365 days<br>but before 730 days from the date of allotment: 1.00% of applicable NAV. For |
|   | Direct Plan                 | Growth  |   |   |                                | redemption / switch-out of units after 730 days from the date of allotment: Nil.   |
| Birla Sun Life Short Term Fund<br>(Erstwhile Birla Sun Life Income Fund)                    | Regular Plan<br>Direct Plan | Monthly Dividend (Payout/Reinvestment/Sweep)<br>Dividend (Payout/Reinvestment/Sweep)<br>Growth  | Dividend Reinvestment                           | FP:₹5,000/-<br>AP:₹1,000/-  |                                | within 30 days/0.50% of applicable NAV   |
| Birla Sun Life Income Plus  | Regular Plan                | Dividend (Payout / Reinvestment)  | Dividend Reinvestment                           | FP: ₹ 5,000/-   |                                | For redemption/switch out of units within 365 days from the date of allotment:<br>1.00% of the applicable NAV For redemption/switch out of units after 365 days  |
|   | Direct Plan                 | Growth  |   | AP: ₹ 1,000/-   |                                | from the date of allotment: Nil  |
| Birla Sun Life Floating Rate Fund -<br>Short Term Plan                                      | Regular Plan<br>Direct Plan | Daily Dividend (Reinvestment)<br>Weekly Dividend (Reinvestment)<br>Growth   | Daily Dividend Reinvestment                     | FP:₹5,000/-<br>AP:₹1,000/-  |                                | Nil  |
| Birla Sun Life Floating Rate Fund -<br>Long Term Plan                                       | Regular Plan<br>Direct Plan | Daily Dividend (Reinvestment)<br>Weekly Dividend (Reinvestment)<br>Growth   | Daily Dividend Reinvestment                     | FP:₹5,000/-<br>AP:₹1,000/-  |                                | For Redemption / Switch-out of units within 30 days from the date of allotment: 0.25% of applicable NAV.For Redemption / Switch-out of units after 30 days from the date of allotment : Nil  |
| Birla Sun Life Gilt Plus - Regular Plan   | Regular Plan<br>Direct Plan | Quarterly Dividend (Payout / Reinvestment /Sweep)<br>Growth   |   |   |                                |  |
| Birla Sun Life Gilt Plus - Liquid Plan  |                             | Daily Dividend (Reinvestment)<br>Weekly Dividend (Payout / Reinvestment)<br>Quarterly Dividend (Payout / Reinvestment /Sweep)<br>Annual Dividend (Payout / Reinvestment /Sweep)<br>Growth | Growth  | FP: ₹ 5,000/-<br>AP: ₹ 1,000/-                                      |                                | For Liquid Plan, Regular Plan & PF Plan (Quarterly/Annual Div) Nil For PF Plan<br>(Growth) Within 90 days: 0.50% of applicable NAV. After 90 days: Nil.  |
| Birla Sun Life Gilt Plus - PF Plan  | Regular Plan<br>Direct Plan | Quarterly Dividend (Payout / Reinvestment /Sweep)<br>Growth (Quarterly Gain / Annual Gain)  |   |   |                                |  |
| Birla Sun Life Government Securities<br>Fund- Long Term Plan                                | Regular Plan<br>Direct Plan | Dividend (Payout / Reinvestment)<br>Growth  | Growth  | FP:₹5,000/-<br>AP:₹1,000/-  |                                | within 365 days/1.00% of applicable NAV.   |
| Birla Sun Life Government Securities<br>Fund- Short Term Plan                               | Regular Plan<br>Direct Plan | Daily Dividend (Reinvestment)<br>Weekly Dividend (Payout / Reinvestment)<br>Growth  | Growth  | FP: ₹ 5,000/-<br>AP: ₹ 1,000/-                                      |                                | Nii  |
| Birla Sun Life Enhanced Arbitrage<br>Fund   | Regular Plan<br>Direct Plan | Dividend (Payout / Reinvestment /Sweep)<br>Growth   | Dividend Reinvestment                           | FP: ₹ 5,000/-<br>AP: ₹ 1,000/-                                      |                                | For redemption/switch out of units within 90 days from the date of allotment: 0.50% of the applicable NAV For redemption/switch out of units after 90 days from the date of allotment: Nil   |
|   |                             | 1   | 1   | I   |                                | l  |

<sup>^</sup>Direct Plan under the Schemes is only for investors who purchase /subscribe Units in a Scheme directly with the Mutual Fund and is not available for investors who route their investments through a Distributor.

\*\*Default Plan: In case Distributor code is mentioned in the application form, but "Direct Plan" is indicated against the Scheme name, the Distributor code will be ignored and the application will be processed under Direct Plan. Further, where application is received for Regular Plan without Distributor code or "Direct" mentioned in the ARN Column, the application will be processed under Direct Plan. The default option under the Regular or Direct Plan of the Scheme, as the case maybe, shall be applied accordingly. \* per investor per day across all subscription transactions (i.e. fresh purchases, additional purchases, switch-in and trigger transactions such as SIP, STP and RSP trigger),





### LIST OF PLANS/OPTIONS DISCONTINUED FOR FURTHER SUBSCRIPTIONS W.E.F OCTOBER 01, 2012

| COLIENE  | DIAN                |  |
|--|---------------------|--|
| SCHEME   | PLAN                | OPTION                                 |
| Birla Sun Life Cash Plus   | Retail Plan         | Daily Dividend                         |
|  |                     | Growth                                 |
|  |                     | Daily Dividend                         |
|  | Institutional Plan  | Weekly Dividend                        |
|  |                     | Growth                                 |
| Birla Sun Life Cash Manager  | Institutional Plan  | Daily Dividend<br>Weekly Dividend      |
|  |                     | Growth                                 |
| Birla Sun Life Savings Fund  |                     | Daily Dividend                         |
|  | Retail Plan         | Weekly Dividend<br>Growth              |
|  |                     |  |
| Birla Sun Life Treasury Optimizer Plan<br>(earlier Birla Sun Life Ultra Short Term Fund) | Retail Plan         | Daily Dividend<br>Fortnightly Dividend |
|  | riotai rian         | Growth                                 |
| Birla Sun Life Short Term Opportunities Fund   |                     | Quarterly Dividend                     |
|  | Institutional Plan  | Dividend<br>Growth                     |
|  |                     | GIOWUI                                 |
| Birla Sun Life Medium Term Plan  |                     | Quarterly Dividend                     |
|  | Institutional Plan  | Half Yearly Dividend<br>Dividend       |
|  |                     | Growth                                 |
|  |                     |  |
| Birla Sun Life Floating Rate Fund - Short Term Plan                                      | Retail Plan         | Daily Dividend<br>Weekly Dividend      |
|  |                     | Growth                                 |
| Birla Sun Life Floating Rate Fund - Long Term Plan                                       |                     | Weekly Dividend                        |
|  | Retail Plan         | Growth                                 |
| Birla Sun Life Government Securities Fund - Short Term Plan                              |                     | Daily Dividend                         |
|  | Institutional Plan  | Weekly Dividend                        |
|  |                     | Dividend<br>Growth                     |
|  |                     |  |
| Birla Sun Life Enhanced Arbitrage Fund   | Institutional Plan* | Dividend                               |
|  |                     | Growth                                 |

\*Pursuant to SEBI Circular No. CIR/IMD/DF/21/2012 dated September 13, 2012 the aforesaid plans/options under respective scheme(s) stand discontinued for further subscriptions w.e.f October 01, 2012. The existing investments, if any, under above plan/option shall continue till such investors remain invested in the said plan/option. \*Said Plans/Options stand discontinued and closed as there are no Unitholders thereunder.





### Investment Objective

### WEALTH CREATION SOLUTIONS

| Birla Sun Life '95 Fund  | An Open ended Balanced Scheme with the objective to generate long term growth of capital and current income, through a portfolio with a target allocation of 60% equity and 40% debt and money market securities. The secondary objective is income generation and distribution of dividend.   |
|--|--|
| Birla Sun Life Frontline Equity Fund                               | An Open-ended growth scheme with the objective of long term growth of capital, through a portfolio with a target allocation of 100% equity by aiming at being as diversified across various industries and or sectors as its chosen benchmark index, S&P BSE 200.  |
| Birla Sun Life Top 100 Fund  | An Open-ended growth scheme with the objective to provide medium to long term capital appreciation, by investing predominantly in a diversified portfolio of equity and equity related securities of top 100 companies as measured by market capitalization.   |
| Birla Sun Life Equity Fund   | An Open-ended growth scheme with the objective of long term growth of capital, through a portfolio with a target allocation of 90% equity and 10% debt<br>and money market securities.   |
| Birla Sun Life Long Term Advantage<br>Fund                         | An Open ended Diversified Equity Scheme with an to provide long-term capital appreciation, by investing predominantly in a diversified portfolio of equity and equity related securities.  |
| Birla Sun Life MNC Fund  | An Open-ended growth scheme with the objective to achieve long-term growth of capital at relatively moderate levels of risk by making investments in securities of multi-national companies through a research based investment approach.  |
| Birla Sun Life Dividend Yield Plus                                 | An Open-ended growth scheme with the objective to provide capital growth and income by investing primarily in a well-diversified portfolio of dividend paying companies that have a relatively high dividend yield.  |
| Birla Sun Life Midcap Fund   | An Open ended Growth Scheme with the objective to achieve long term growth of capital at controlled level of risk by investing primarily in 'Mid-Cap' Stocks. The level of risk is somewhat higher than a fund focused on large and liquid stocks. Concomitantly, the aim is to generate higher returns than a fund focused on large and liquid stocks.  |
| Birla Sun Life Small & Midcap Fund                                 | An Open ended Small and Mid Cap Equity Scheme with an objective to generate consistent long-term capital appreciation by investing predominantly<br>in equity and equity related securities of companies considered to be small and midcap. The Scheme may also invest a certain portion of its corpus in<br>fixed income securities including money market instruments, in order to meet liquidity requirements from time to time.  |
| Birla Sun Life Advantage Fund                                      | An Open-ended growth scheme with the objective to achieve long-term growth of capital at relatively moderate levels of risk through a diversified research based investment approach.  |
| Birla Sun Life India GenNext Fund                                  | An Open-ended growth scheme with the objective to target growth of capital by investing in equity/equity related instruments of companies that are expected to benefit from the rising consumption patterns in India, which in turn is getting fuelled by high disposable incomes of the young generation (Generation Next). The scheme will invest in companies that have the following characteristics: 1. Companies that seek growth in revenues arising out of demand from the younger generation (GenNext) for their products or services. 2. They should be engaged in manufacturing of products or rendering of services that go directly to the consumer. 3. The products and services should have distinct brand identity, thereby enabling choice. |
| Birla Sun Life Buy India Fund                                      | A multi-sector open-ended growth scheme with the objective of long term growth of capital, through a portfolio with a target allocation of 100% equity, focusing on investing in businesses that are driven by India's large population and inherent consumption patterns. The focus of the scheme will be in the consumer and healthcare sectors. The secondary objective is income generation and distribution of dividend.  |
| Birla Sun Life Infrastructure Fund                                 | An Open-ended growth scheme with the objective to providing for medium to long-term capital appreciation by investing predominantly in a diversified portfolio of equity and equity related securities of companies that are participating in the growth and development of Infrastructure in India.   |
| Birla Sun Life Pure Value Fund                                     | An Open ended Diversified Equity Scheme with the objective to generate consistent long-term capital appreciation by investing predominantly in equity<br>and equity related securities by following value investing strategy.  |
| Birla Sun Life International Equity Fund - Plan A                  | An Open-ended diversified equity scheme with an objective to generate long-term growth of capital, by investing predominantly in a diversified portfolio of equity and equity related securities in the international markets.   |
| Birla Sun Life International Equity Fund - Plan B                  | An Open-ended diversified equity scheme with an objective to generate long-term growth of capital, by investing predominantly in a diversified portfolio of equity and equity related securities in the domestic and international markets.  |
| Birla Sun Life Commodity Equities<br>Fund - Global Agri Plan (GAP) | The objective of the Scheme is to offer long term growth of capital, by investing in (1) stocks of Agri commodity companies, i.e., companies engaged in<br>or focusing on the Agri business and/or (2) overseas mutual fund scheme(s) that have similar investment objectives. These securities could be issued<br>in India or overseas.   |
| Birla Sun Life India Reforms Fund                                  | An Open ended Equity Scheme with an investment objective is to generate growth and capital appreciation by building a portfolio of companies that are expected to benefit from the economic reforms, PSU divestment and increased government spending.   |
| Birla Sun Life New Millennium Fund                                 | A multi-sector open-ended growth scheme with the objective of long term growth of capital, through a portfolio with a target allocation of 100% equity, focusing on investing in technology and technology dependent companies, hardware, peripherals and components, software, telecom, media, internet and e-commerce and other technology enabled companies. The secondary objective is income generation and distribution of dividend.   |
| Birla Sun Life India Opportunities Fund                            | An Open ended Growth Scheme with the objective to achieve superior long-term growth of capital by investing in shares of companies that do one or<br>more of the following: 1. Leverage India's intellectual capital for providing services, research and creative inputs. 2. Seek to use current and impending<br>changes in patent laws / import tariffs / quotas to supply goods and services. 3. Leverage India's lower labour costs for providing services and<br>manufactured goods. 4. Leverage India's large population of English speaking people for providing services.   |
| Birla Sun Life Special Situations Fund                             | An Open-ended diversified equity scheme with an objective of the scheme is to generate long-term growth of capital by investing in a portfolio of equity<br>and equity related securities. The Scheme would follow an investment strategy that would take advantage of Special Situations & Contrarian investment<br>style.  |
| Birla Sun Life Asset Allocation Fund                               | An Open-ended Fund of Funds scheme with the objective to provide income and capital appreciation along with diversification by investing in a basket of debt and equity Mutual Fund schemes in line with the risk profile of the investors.  |
| Birla Sun Life Index Fund  | An Open-ended index-linked growth scheme with the objective to generate returns commensurate with the performance of Nifty subject to tracking errors.   |
| Birla Sun Life Gold Fund   | An Open ended Fund of Fund Scheme with the investment objective to provide returns that tracks returns provided by Birla Sun Life Gold ETF (BSL Gold ETF).   |
| Birla Sun Life Gold ETF  | An Open ended Gold Exchange Traded Fund with the investment objective to generate returns that are in line with the performance of gold, subject to tracking errors.   |





## Investment Objective

### **TAX SAVINGS SOLUTIONS**

| Birla Sun Life Tax Relief '96 | An Open-ended equity linked savings scheme (ELSS) with the objective of long term growth of capital through a portfolio with a target allocation of 80% equity, 20% debt and money market securities |
|-------------------------------|--|
| Birla Sun Life Tax Plan       | An Open-ended Equity Linked Savings Scheme (ELSS) with the objective to achieve long-term growth of capital along with income tax relief for investment.   |

### **REGULAR INCOME SOLUTIONS**

| Birla Sun Life Monthly Income          | An Open-ended income scheme with the primary investment objective to generate regular income so as to make monthly and quarterly distributions to Unit holders and the secondary objective as growth of capital. Monthly income is not assured and is subject to availability of distributable surplus  |
|--|---|
| Birla Sun Life MIP                     | The primary objective of the scheme is to generate regular income so as to make monthly distributions to unit holders with the secondary objective being growth of capital. Income may be generated through the receipt of coupon payments, the amortization of the discount on debt instruments, receipt of dividends or the purchase and sale of securities in the underlying portfolio. The schemes will under normal market conditions, invest its net assets primarily in fixed income securities, money market instruments, cash and cash equivalents while at the same time maintaining a small exposure to equity markets. (Monthly income is not assured and is subject to availability of distributable surplus.) |
| Birla Sun Life MIP II - Wealth 25 Plan | An Open-ended income scheme with the objective to generate regular income so as to make monthly payment or distribution to unit holders with the secondary objective being growth of capital. Monthly Income is not assured and is subject to availability of distributable surplus.  |
| Birla Sun Life MIP II - Savings 5 Plan | An Open-ended income scheme with the objective to generate regular income so as to make monthly payment or distribution to unit holders with the secondary objective being growth of capital. Monthly Income is not assured and is subject to availability of distributable surplus.  |

### SAVINGS SOLUTIONS

| Birla Sun Life Cash Plus   | An Open-ended liquid scheme with the objective to provide reasonable returns at a high level of safety and liquidity through judicious investments in high quality debt and money market instruments.  |
|--|--|
| Birla Sun Life Cash Manager  | An Open ended Income scheme with the objective to provide income which is consistent with a portfolio through investments in a basket of debt and money market instruments of very short maturities with a view to provide reasonable returns.   |
| Birla Sun Life Savings Fund  | The primary objective of the schemes is to generate regular income through investments in debt and money market instruments. Income maybe generated through the receipt of coupon payments or the purchase and sale of securities in the underlying portfolio. The schemes will under normal market conditions, invest its net assets in fixed income securities, money market instruments, cash and cash equivalents. |
| Birla Sun Life Treasury Optimizer<br>Plan<br>(earlier Birla Sun Life Ultra Short<br>Term Fund)                   | An Open-ended short term income scheme with the objective to generate income and capital appreciation by investing 100% of the corpus in a diversified portfolio of debt and money market securities with relatively low levels of interest rate risk.   |
| Birla Sun Life Dynamic Bond Fund   | An Open-ended income scheme with the objective to generate optimal returns with high liquidity through active management of the portfolio by investing in high quality debt and money market instruments.  |
| Birla Sun Life Short Term<br>Opportunties Fund   | An Open ended Income scheme with the objective to generate regular income by investing primarily in investment grade fixed income securities / money market instruments with short to medium term maturities and across the credit spectrum within the universe of investment grade rating.  |
| Birla Sun Life Medium Term Plan  | The primary investment objective of the Scheme is to generate regular income through investments in debt & money market instruments in order to make regular dividend payments to unit holders & secondary objective is growth of capital.   |
| Birla Sun Life Short Term Fund<br>(Erstwhile Birla Sun Life Income<br>Fund)<br>Name change (w.e.f. 01 Feb, 2012) | An Open-ended income scheme with the objective to generate income and capital appreciation by investing 100% of the corpus in a diversified portfolio of debt and money market securities.   |
| Birla Sun Life Income Plus   | An Open-ended Income Scheme to generate consistent income through superior yields on its investments at moderate levels of risk through a diversified investment approach. This income may be complemented by price changes of instruments in the portfolio.   |
| Birla Sun Life Floating Rate Fund<br>Short Term Plan   | The primary objective of the schemes is to generate regular income through investment in a portfolio comprising substantially of floating rate debt / money market instruments. The schemes may invest a portion of its net assets in fixed rate debt securities and money market instruments.   |
| Birla Sun Life Gilt Plus - Liquid Plan<br>& PF Plan  | An Open - ended government securities scheme with the objective to generate income and capital appreciation through investments exclusively in Government Securities.  |
| Birla Sun Life Gilt Plus - Regular<br>Plan   | The investment objective of the scheme is to enable investors to invest in Central Government Securities, based on their own view on the interest rate scenario & generate credit risk-free returns.   |
| Birla Sun Life Government<br>Securities Fund   | An Open-ended Gilt scheme with the objective to provide investors current income consistent with a portfolio invested 100% in securities issued by the Government of India or the State Governments, and the secondary objective is capital appreciation.  |
| Birla Sun Life Enhanced Arbitrage<br>Fund  | An Open ended Equity Scheme with an investment objective to generate income by investing predominantly in equity and equity related instruments. Scheme intends to take advantage from the price differentials / mis-pricing prevailing for stock / index in various market segments (Cash & Futures).   |





### WEALTH CREATION SOLUTIONS

#### **Birla Sun Life Equity Fund**

| Allocation as a %          | 0/      |
|----------------------------|---------|
| of Net Assets              | %       |
| Banks                      | 21.87%  |
| Software                   | 14.85%  |
| Finance                    | 8.87%   |
| Auto                       | 8.18%   |
| Consumer Non Durables      | 6.29%   |
| Pharmaceuticals            | 5.09%   |
| Auto Ancillaries           | 3.89%   |
| Chemicals                  | 3.67%   |
| Construction Project       | 3.24%   |
| Power                      | 2.41%   |
| Transportation             | 1.95%   |
| Minerals/Mining            | 1.93%   |
| Textile Products           | 1.92%   |
| Cement                     | 1.91%   |
| Industrial Products        | 1.83%   |
| Oil                        | 1.47%   |
| Consumer Durables          | 1.32%   |
| Non - Ferrous Metals       | 0.99%   |
| Telecom - Services         | 0.88%   |
| Media & Entertainment      | 0.85%   |
| Pesticides                 | 0.75%   |
| Futures and Options        | 0.75%   |
| Ferrous Metals             | 0.58%   |
| Retailing                  | 0.41%   |
| Industrial Capital Goods   | 0.28%   |
| Miscellaneous              | 0.01%   |
| Cash & Current Assets      | 5.06%   |
| Net receivables / payables | -1.27%  |
| Total Net Assets           | 100.009 |
|                            |         |

#### Birla Sun Life Infrastructure Fund

| Allocation as a % of Net Assets | %       |
|---------------------------------|---------|
| Banks                           | 29.89%  |
| Power                           | 8.01%   |
| Industrial Products             | 7.54%   |
| Construction Project            | 7.22%   |
| Cement                          | 6.99%   |
| Industrial Capital Goods        | 6.18%   |
| Auto                            | 5.38%   |
| Oil                             | 5.33%   |
| Finance                         | 4.98%   |
| Auto Ancillaries                | 3.58%   |
| Petroleum Products              | 2.66%   |
| Construction                    | 2.61%   |
| Non - Ferrous Metals            | 1.97%   |
| Engineering Services            | 1.71%   |
| Telecom - Services              | 1.25%   |
| Gas                             | 0.74%   |
| Transportation                  | 0.27%   |
| Cash & Current Assets           | 1.79%   |
| Net receivables / payables      | 1.90%   |
| Total Net Assets                | 100.00% |

#### **Birla Sun Life Advantage Fund**

| Allocation as a %<br>of Net Assets | %       |
|------------------------------------|---------|
| Banks                              | 25.74%  |
| Auto                               | 13.71%  |
| Pharmaceuticals                    | 8.33%   |
| Software                           | 8.09%   |
| Cement                             | 6.36%   |
| Consumer Non Durables              | 5.92%   |
| Industrial Capital Goods           | 5.84%   |
| Industrial Products                | 4.71%   |
| Auto Ancillaries                   | 4.01%   |
| Finance                            | 3.61%   |
| Construction Project               | 2.86%   |
| Engineering Services               | 2.59%   |
| Consumer Durables                  | 1.62%   |
| Petroleum Products                 | 1.54%   |
| Retailing                          | 1.42%   |
| Fertilisers                        | 1.18%   |
| Textile Products                   | 1.03%   |
| Power                              | 0.70%   |
| Miscellaneous                      | 0.31%   |
| Media & Entertainment              | 0.05%   |
| Cash & Current Assets              | 0.91%   |
| Net receivables / payables         | -0.54%  |
| Total Net Assets                   | 100.00% |

Birla Sun Life India GenNext Fund

| Allocation as a % of Net Assets  | %           |
|----------------------------------|-------------|
| Banks                            | 25.78%      |
| Consumer Non Durabl              | es 18.98%   |
| Media & Entertainment            | t 11.90%    |
| Auto                             | 9.97%       |
| Pharmaceuticals                  | 8.07%       |
| Finance                          | 6.53%       |
| Consumer Durables                | 4.26%       |
| Construction                     | 4.13%       |
| Textile Products                 | 2.98%       |
| Chemicals                        | 2.38%       |
| Auto Ancillaries                 | 1.80%       |
| Diversified Consumer<br>Services | 1.29%       |
| Retailing                        | 0.84%       |
| Transportation                   | 0.52%       |
| Software                         | 0.09%       |
| Cash & Current Assets            | 0.92%       |
| Net receivables / payal          | bles -0.44% |
| Total Net Assets                 | 100.00%     |
|                                  |             |

#### **Birla Sun Life Midcap Fund**

| Allocation as a %          |         |
|----------------------------|---------|
| of Net Assets              | %       |
| Banks                      | 23.37%  |
| Software                   | 11.53%  |
| Consumer Non Durables      | 8.35%   |
| Finance                    | 7.73%   |
| Auto Ancillaries           | 6.50%   |
| Pharmaceuticals            | 6.39%   |
| Construction Project       | 5.04%   |
| Cement                     | 4.65%   |
| Media & Entertainment      | 4.22%   |
| Construction               | 4.02%   |
| Chemicals                  | 3.88%   |
| Power                      | 2.36%   |
| Auto                       | 2.31%   |
| Industrial Products        | 1.73%   |
| Consumer Durables          | 1.63%   |
| Engineering Services       | 0.93%   |
| Non - Ferrous Metals       | 0.83%   |
| Industrial Capital Goods   | 0.75%   |
| Cash & Current Assets      | 4.71%   |
| Net receivables / payables | -0.94%  |
| Total Net Assets           | 100.00% |
|                            |         |

#### Birla Sun Life New Millennium Fund

| Allocation as a % of Net Assets | %       |
|---------------------------------|---------|
| Software                        | 85.31%  |
| Media & Entertainment           | 6.66%   |
| Telecom - Services              | 5.01%   |
| Miscellaneous                   | 0.00%   |
| Cash & Current Assets           | 2.25%   |
| Net receivables / payables      | 0.77%   |
| Total Net Assets                | 100.00% |

#### Birla Sun Life Buy India Fund

| Allocation as a %<br>of Net Assets | %       |
|------------------------------------|---------|
| Banks                              | 15.10%  |
| Finance                            | 13.31%  |
| Auto Ancillaries                   | 13.03%  |
| Consumer Non Durables              | 12.23%  |
| Pharmaceuticals                    | 12.18%  |
| Auto                               | 8.01%   |
| Retailing                          | 7.11%   |
| Pesticides                         | 6.52%   |
| Miscellaneous                      | 4.48%   |
| Media & Entertainment              | 3.29%   |
| Consumer Durables                  | 2.32%   |
| Transportation                     | 1.79%   |
| Cash & Current Assets              | 1.15%   |
| Net receivables / payables         | -0.50%  |
| Total Net Assets                   | 100.00% |

#### Birla Sun Life Frontline Equity Fund

| Allocation as a %          | 9/      |
|----------------------------|---------|
| of Net Assets              | %       |
| Banks                      | 22.84%  |
| Software                   | 13.13%  |
| Auto                       | 8.95%   |
| Finance                    | 8.84%   |
| Consumer Non Durables      | 8.07%   |
| Pharmaceuticals            | 6.47%   |
| Petroleum Products         | 4.02%   |
| Auto Ancillaries           | 3.49%   |
| Construction Project       | 3.48%   |
| Telecom - Services         | 2.69%   |
| Cement                     | 2.65%   |
| Non - Ferrous Metals       | 2.17%   |
| Industrial Capital Goods   | 1.84%   |
| Industrial Products        | 1.75%   |
| Media & Entertainment      | 1.74%   |
| Minerals/Mining            | 1.71%   |
| Power                      | 1.64%   |
| Oil                        | 1.33%   |
| Transportation             | 0.99%   |
| Pesticides                 | 0.54%   |
| Futures and Options        | 0.43%   |
| Consumer Durables          | 0.29%   |
| Cash & Current Assets      | 1.92%   |
| Net receivables / payables | -0.98%  |
| Total Net Assets           | 100.00% |

#### Birla Sun Life Top 100 Fund

| Allocation as a %<br>of Net Assets%Banks22.47%Software11.32%Finance10.45%Auto9.08%Pharmaceuticals6.99%Consumer Non Durables4.76%Non - Ferrous Metals3.65%Petroleum Products2.89%Cement2.63%Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.75%International Equity0.62%Gas0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%Total Net Assets100.00% |                            |         |
|---|----------------------------|---------|
| Banks22.47%Software11.32%Finance10.45%Auto9.08%Pharmaceuticals6.99%Consumer Non Durables4.76%Non - Ferrous Metals3.65%Petroleum Products2.89%Cement2.63%Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%          |                            | ~       |
| Software11.32%Finance10.45%Auto9.08%Pharmaceuticals6.99%Consumer Non Durables4.76%Non - Ferrous Metals3.65%Petroleum Products2.89%Cement2.63%Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Chemicals0.75%Textile Products0.75%International Equity0.62%Gas0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   |                            | %       |
| Finance10.45%Auto9.08%Pharmaceuticals6.99%Consumer Non Durables4.76%Non - Ferrous Metals3.65%Petroleum Products2.89%Cement2.63%Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%                                   |                            | ,•      |
| Auto9.08%Pharmaceuticals6.99%Consumer Non Durables4.76%Non - Ferrous Metals3.65%Petroleum Products2.89%Cement2.63%Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%  | Software                   |         |
| Pharmaceuticals6.99%Consumer Non Durables4.76%Non - Ferrous Metals3.65%Petroleum Products2.89%Cement2.63%Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Finance                    |         |
| Consumer Non Durables4.76%Non - Ferrous Metals3.65%Petroleum Products2.89%Cement2.63%Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Auto                       | 9.08%   |
| Non - Ferrous Metals3.65%Petroleum Products2.89%Cement2.63%Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   |                            |         |
| Petroleum Products2.89%Cement2.63%Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%  | Consumer Non Durables      | 4.76%   |
| Cement2.63%Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Non - Ferrous Metals       | 3.65%   |
| Telecom - Services2.61%Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%  | Petroleum Products         | 2.89%   |
| Construction Project2.58%Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Cement                     | 2.63%   |
| Auto Ancillaries2.27%Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%Textile Products0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%  | Telecom - Services         | 2.61%   |
| Power2.17%Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%Textile Products0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%  | Construction Project       | 2.58%   |
| Futures and Options1.91%Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%Textile Products0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%  | Auto Ancillaries           | 2.27%   |
| Industrial Capital Goods1.84%Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%Textile Products0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%  | Power                      | 2.17%   |
| Industrial Products1.60%Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%Textile Products0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Futures and Options        | 1.91%   |
| Media & Entertainment1.22%Oil0.92%Consumer Durables0.87%Chemicals0.75%Textile Products0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Industrial Capital Goods   | 1.84%   |
| Oil0.92%Consumer Durables0.82%Chemicals0.75%Textile Products0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Industrial Products        | 1.60%   |
| Consumer Durables0.87%Chemicals0.75%Textile Products0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Media & Entertainment      | 1.22%   |
| Chemicals0.75%Textile Products0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Oil                        | 0.92%   |
| Textile Products0.75%International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Consumer Durables          | 0.87%   |
| International Equity0.62%Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%  | Chemicals                  | 0.75%   |
| Gas0.54%Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Textile Products           | 0.75%   |
| Minerals/Mining0.35%Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | International Equity       | 0.62%   |
| Pesticides0.27%Cash & Current Assets6.26%Net receivables / payables-1.76%   | Gas                        | 0.54%   |
| Cash & Current Assets6.26%Net receivables / payables-1.76%  | Minerals/Mining            | 0.35%   |
| Net receivables / payables -1.76%   | Pesticides                 | 0.27%   |
|   | Cash & Current Assets      | 6.26%   |
| Total Net Assets 100.00%  | Net receivables / payables | -1.76%  |
|   | Total Net Assets           | 100.00% |

Note: The above Allocation is As on October 31, 2014 as per Industry classification as recommended by AMFI.

The Financial Solution(s) stated above is ONLY for highlighting the many advantages perceived from investments in Mutual Funds but does not in any manner, indicate or imply, either the quality of any particular Scheme or guarantee any specific performance/returns.

#### 



#### **Birla Sun Life MNC Fund**

| Allocation as a %          |         |
|----------------------------|---------|
| of Net Assets              | %       |
| Consumer Non Durables      | 14.10%  |
| Industrial Capital Goods   | 11.82%  |
| Pharmaceuticals            | 11.61%  |
| Finance                    | 11.24%  |
| Auto Ancillaries           | 8.78%   |
| Banks                      | 8.77%   |
| Pesticides                 | 8.32%   |
| Auto                       | 7.20%   |
| Miscellaneous              | 5.18%   |
| Industrial Products        | 4.60%   |
| Software                   | 2.08%   |
| Consumer Durables          | 2.06%   |
| Cement                     | 1.52%   |
| Transportation             | 0.87%   |
| Petroleum Products         | 0.65%   |
| Construction               | 0.56%   |
| Cash & Current Assets      | 1.12%   |
| Net receivables / payables | -0.49%  |
| Total Net Assets           | 100.00% |
|                            |         |

#### **Birla Sun Life Dividend Yield Plus**

| Allocation as a %<br>of Net Assets | %       |
|------------------------------------|---------|
| Banks                              | 24.50%  |
| Software                           | 14.37%  |
| Auto                               | 8.09%   |
| Consumer Non Durables              | 7.04%   |
| Finance                            | 6.60%   |
| Industrial Products                | 6.24%   |
| Pharmaceuticals                    | 4.63%   |
| Petroleum Products                 | 4.05%   |
| Media & Entertainment              | 3.48%   |
| Oil                                | 3.15%   |
| Power                              | 2.96%   |
| Cement                             | 2.45%   |
| Construction Project               | 2.30%   |
| Industrial Capital Goods           | 2.26%   |
| Non - Ferrous Metals               | 2.13%   |
| Textile Products                   | 1.76%   |
| Transportation                     | 1.09%   |
| Auto Ancillaries                   | 0.82%   |
| Hotels                             | 0.53%   |
| Cash & Current Assets              | 2.74%   |
| Net receivables / payables         | -1.17%  |
| Total Net Assets                   | 100.00% |

| Allocation as a %        | 0/    |
|--------------------------|-------|
| of Net Assets            | %     |
| Banks                    | 16.01 |
| Corporate Debt           | 15.31 |
| Software                 | 8.86% |
| Finance                  | 8.33% |
| Auto                     | 6.55% |
| Pharmaceuticals          | 5.08% |
| Industrial Products      | 3.66% |
| Construction Project     | 3.19% |
| Consumer Non Durables    | 2.819 |
| Auto Ancillaries         | 2.58% |
| Industrial Capital Goods | 2.23% |
| Non - Ferrous Metals     | 1.85% |
| Chemicals                | 1.82% |
| Government Bond          | 1.76% |
| Petroleum Products       | 1.69% |
| Retailing                | 1.66% |
| State Government Bond    | 1.579 |
| Media & Entertainment    | 1.56% |
| Power                    | 1.25% |
| Textile Products         | 1.10% |
| Consumer Durables        | 1.09% |
| Gas                      | 0.94% |
| Pesticides               | 0.87% |
| Cement                   | 0.86% |
| Miscellaneous            | 0.019 |
| Cash & Current Assets    | 7.36% |
|                          |       |

**Total Net Assets** 

Allocation as a %

Media & Entertainment

Industrial Capital Goods

Consumer Non Durables

**Engineering Services** 

Industrial Products

**Diversified Consumer** 

**Construction Project** 

Cash & Current Assets

**Total Net Assets** 

Net receivables / payables

**Textile Products** 

Pharmaceuticals

of Net Assets

Auto Ancillaries

Banks

Software

Finance

Cement

Auto

Power

Services

Retailing

Services

Construction

Transportation

**Birla Sun Life** 

**Small & Midcap Fund** 

%

19.96%

10.94%

9.94%

7.74%

7.54%

6.34%

5.21%

4.79%

3.71%

3.31%

2.26% 2.23%

2.10%

2.03%

1.39%

1.23%

0.95%

0.70%

0.40%

0.21%

7.61%

-0.60%

100.00%

Birla Sun Life '95 Fund

|  | %       |  | Allocation as a %<br>of Net Assets |
|--|---------|--|------------------------------------|
|  | 16.01%  |  | Banks                              |
|  | 15.31%  |  | Software                           |
|  | 8.86%   |  | Futures and Options                |
|  | 8.33%   |  | Consumer Non Durables              |
|  | 6.55%   |  | Auto                               |
|  | 5.08%   |  | Finance                            |
|  | 3.66%   |  | Petroleum Products                 |
|  | 3.19%   |  | Pharmaceuticals                    |
|  | 2.81%   |  | Construction Project               |
|  | 2.58%   |  | Oil                                |
|  | 2.23%   |  | Power                              |
|  | 1.85%   |  | Cement                             |
|  | 1.82%   |  | Minerals/Mining                    |
|  | 1.76%   |  | Telecom - Services                 |
|  | 1.69%   |  | Ferrous Metals                     |
|  | 1.66%   |  | Gas                                |
|  | 1.57%   |  | Industrial Capital Goods           |
|  | 1.56%   |  | Non - Ferrous Metals               |
|  | 1.25%   |  | Media & Entertainment              |
|  | 1.10%   |  | Construction                       |
|  | 1.09%   |  | Cash & Current Assets              |
|  | 0.94%   |  | Net receivables / payables         |
|  | 0.87%   |  | Total Net Assets                   |
|  | 0.86%   |  |                                    |
|  | 0.01%   |  |                                    |
|  | 7.36%   |  | Birla Sun Life Long                |
|  | 100.00% |  | Advantage Fund                     |
|  |         |  | Allocation as a %                  |

#### of Net Assets Banks 20.93% Software 12.27% Finance 7.74% **Consumer Non Durables** 7.17% 6.61% Auto Pharmaceuticals 5.27% 4.81% Gas Cement 3.73% **Petroleum Products** 3.69% Power 3.22% Non - Ferrous Metals 2.90% Auto Ancillaries 2.74% Chemicals 2.65% Industrial Products 2.65% **Construction Project** 2.38% **Telecom - Services** 1.84% Ferrous Metals 1.55% Construction 0.92% Miscellaneous 0.91% Media & Entertainment 0.85% **Consumer Durables** 0.84% Industrial Capital Goods 0.80% Textile Products 0.60% Fertilisers 0.52% Retailing 0.30% Cash & Current Assets 2.66% Net receivables / payables -0.51% **Total Net Assets** 100.00%

#### **Birla Sun Life Index Fund**

%

19.43%

13.87% 12.54%

8.67%

8.46%

5.98%

5.70%

5.30%

4.20%

2.76%

2.49%

2.48%

2.11%

1.72% 1.20% 0.76%

0.72%

0.65%

0.58% 0.17% 10.72%

-10.51%

100.00%

**Ferm** 

#### Allocation as a % of Net Assets % Software 28.86% Pharmaceuticals 19.13% Auto Ancillaries 11.07% Industrial Capital Goods 9.22% Industrial Products 8.61% Non - Ferrous Metals 6.46% Auto 4.61% Construction Project 3.88% Finance 3.28% **Petroleum Products** 1.65% Minerals/Mining 0.63% Cash & Current Assets 2.94% Net receivables / payables -0.36% **Total Net Assets** 100.00% **Birla Sun Life** India Reforms Fund Allocation as a %

**Birla Sun Life** 

India Opportunities Fund

| OT NET ASSETS              | %       |
|----------------------------|---------|
| Banks                      | 29.80%  |
| Construction Project       | 13.32%  |
| Oil                        | 8.88%   |
| Industrial Capital Goods   | 8.40%   |
| Power                      | 7.68%   |
| Finance                    | 6.84%   |
| Petroleum Products         | 6.77%   |
| Engineering Services       | 4.31%   |
| Retailing                  | 3.59%   |
| Media & Entertainment      | 2.40%   |
| Telecom - Services         | 1.56%   |
| Construction               | 1.18%   |
| Cash & Current Assets      | 3.57%   |
| Net receivables / payables | 1.69%   |
| Total Net Assets           | 100.00% |
|                            |         |

#### **Birla Sun Life Pure Value Fund**

| Allocation as a %          |         |
|----------------------------|---------|
| of Net Assets              | %       |
| Banks                      | 19.98%  |
| Auto                       | 8.70%   |
| Finance                    | 8.55%   |
| Chemicals                  | 7.88%   |
| Cement                     | 7.27%   |
| Auto Ancillaries           | 6.71%   |
| Gas                        | 5.81%   |
| Consumer Non Durables      | 5.03%   |
| Pharmaceuticals            | 4.51%   |
| Software                   | 3.96%   |
| Construction               | 3.32%   |
| Petroleum Products         | 3.18%   |
| Fertilisers                | 2.80%   |
| Futures and Options        | 2.71%   |
| Power                      | 2.24%   |
| Textile Products           | 2.12%   |
| Media & Entertainment      | 1.35%   |
| Industrial Capital Goods   | 0.93%   |
| Industrial Products        | 0.62%   |
| Cash & Current Assets      | 6.48%   |
| Net receivables / payables | -4.13%  |
| Total Net Assets           | 100.00% |

#### Note: The above Allocation is As on October 31, 2014 as per Industry classification as recommended by AMFI.





| Birla Sun Life Long<br>Advantage Fund  | Miscellaneous<br>Media & Entertainment   |  |
|--|--|--|
| Allocation as a % of Net Assets  | %  | Consumer Durables<br>Industrial Capital Goods<br>Textile Products                                  |
| Banks<br>Software<br>Finance<br>Consumer Non Durables<br>Auto<br>Pharmaceuticals<br>Gas<br>Cement<br>Petroleum Products<br>Power<br>Non - Ferrous Metals<br>Auto Ancillaries<br>Chemicals<br>Industrial Products<br>Construction Project<br>Telecom - Services<br>Ferrous Metals | 20.93%<br>12.27%<br>7.74%<br>6.61%<br>5.27%<br>4.81%<br>3.73%<br>3.69%<br>3.22%<br>2.90%<br>2.74%<br>2.65%<br>2.65%<br>2.38%<br>1.84%<br>1.55% | Fertilisers<br>Retailing<br>Cash & Current Assets<br>Net receivables / payable<br>Total Net Assets |
|  |  |  |

0.92%

#### 0.85% 0.84% 0.80% 0.60% 0.52% 0.30% 2.66% -0.51% es 100.00%

0.91%

## Country/Industry Allocation

**Birla Sun Life Commodity Equities Fund - Global Agri Plan** 

Construction

| (GAP)                           |         |  |
|---------------------------------|---------|--|
| Allocation as a % of Net Assets | %       |  |
| United States                   | 58.74%  |  |
| Switzerland                     | 16.57%  |  |
| Japan                           | 7.53%   |  |
| Mauritius                       | 4.89%   |  |
| Norway                          | 4.65%   |  |
| Canada                          | 3.76%   |  |
| Russian Federation              | 1.48%   |  |
| Chile                           | 0.77%   |  |
| Cash & Current Assets           | 3.25%   |  |
| Net receivables / payables      | -1.64%  |  |
| Total Net Assets                | 100.00% |  |
|                                 |         |  |

#### **Birla Sun Life International** Equity Fund - Plan A

| Allocation as a %<br>of Net AssetsSwitzerland<br>ConstructionUnited States61.13%Hong Kong<br>Industrial Cap<br>FranceSwitzerland5.80%FranceHong Kong5.63%United Kingdo<br>ChemicalsFrance4.71%ChemicalsUnited Kingdom4.07%Germany<br>MorwaySorway2.53%Norway<br>Miscellaneou<br>Korea, Republic Of2.05%<br>CanadaNetherlands1.68%Netherlands<br>CanadaCash & Current Assets2.80%Cash & Current<br>AssetsNet receivables / payables-1.23%Net receivableTotal Net Assets100.00%Total Net Assets | Equity Fund Filan A  |   | Power   |
|---|--|---|---|
| Japan6.57%Industrial CapJapan6.57%Industrial CapSwitzerland5.80%FranceHong Kong5.63%United KingdoFrance4.71%ChemicalsUnited Kingdom4.07%GermanyGermany3.07%NorwayNorway2.53%MiscellaneouKorea, Republic Of2.05%Korea, ReputNetherlands1.68%NetherlandsCanada1.19%CanadaCash & Current Assets2.80%Cash & CurrentNet receivables / payables-1.23%Net receivables  |  | %   |   |
|   | Japan<br>Switzerland<br>Hong Kong<br>France<br>United Kingdom<br>Germany<br>Norway<br>Korea, Republic Of<br>Netherlands<br>Canada<br>Cash & Current Assets<br>Net receivables / payables | 6.57%<br>5.80%<br>5.63%<br>4.71%<br>4.07%<br>3.07%<br>2.53%<br>2.05%<br>1.68%<br>1.19%<br>2.80%<br>-1.23% | Industrial Cap<br>France<br>United Kingdo<br>Chemicals<br>Germany<br>Auto Ancillari<br>Norway<br>Miscellaneou<br>Korea, Reput<br>Netherlands<br>Canada<br>Cash & Curre<br>Net receivabl |

**Birla Sun Life International Equity Fund - Plan B** 

|   |   | Allocation as a %          |         |
|---|---|----------------------------|---------|
|   |   | of Net Assets              | %       |
|   | E | Banks                      | 18.48%  |
|   | ι | Jnited States              | 16.12%  |
|   | F | Auto                       | 11.98%  |
|   | 5 | Software                   | 8.36%   |
|   | ( | Consumer Non Durables      | 4.26%   |
|   | F | Finance                    | 3.83%   |
|   | 1 | Non - Ferrous Metals       | 3.22%   |
|   | ( | Cement                     | 3.14%   |
|   | F | Pharmaceuticals            | 2.87%   |
|   | ( | Dil                        | 2.18%   |
|   | 1 | ndustrial Products         | 2.05%   |
| 6 | ٦ | Textile Products           | 2.05%   |
|   | F | Petroleum Products         | 2.00%   |
|   | N | Aedia & Entertainment      | 1.99%   |
|   |   | lapan                      | 1.62%   |
|   | F | Power                      | 1.59%   |
|   | 5 | Switzerland                | 1.54%   |
|   | ( | Construction               | 1.33%   |
|   |   | long Kong                  | 1.29%   |
|   | 1 | ndustrial Capital Goods    | 1.23%   |
|   | F | France                     | 1.09%   |
|   | ι | Jnited Kingdom             | 0.92%   |
|   | ( | Chemicals                  | 0.80%   |
|   | ( | Germany                    | 0.73%   |
|   | F | Auto Ancillaries           | 0.64%   |
|   | ٦ | Norway                     | 0.63%   |
|   | N | Aiscellaneous              | 0.60%   |
|   | ł | Korea, Republic Of         | 0.57%   |
|   | - | Netherlands                | 0.38%   |
|   |   | Canada                     | 0.27%   |
|   |   | Cash & Current Assets      | 2.55%   |
|   |   | Net receivables / payables | -0.34%  |
| 6 | ٦ | Total Net Assets           | 100.00% |

Note: The above Allocation is As on October 31, 2014 as per Industry classification as recommended by AMFI.





### TAX SAVINGS SOLUTIONS

#### **Birla Sun Life Tax Plan**

#### Birla Sun Life Tax Relief '96

| Allocation as a % of Net Assets | %       | Allocation as a % of Net Assets | %       |
|---------------------------------|---------|---------------------------------|---------|
| Banks                           | 15.38%  | Banks                           | 15.64%  |
| Auto Ancillaries                | 11.48%  | Auto Ancillaries                | 11.49%  |
| Software                        | 8.75%   | Software                        | 8.78%   |
| Pharmaceuticals                 | 8.59%   | Pharmaceuticals                 | 8.66%   |
| Finance                         | 8.27%   | Finance                         | 8.39%   |
| Cement                          | 5.33%   | Cement                          | 5.34%   |
| Auto                            | 5.10%   | Auto                            | 5.19%   |
| Industrial Capital Goods        | 5.04%   | Industrial Capital Goods        | 5.10%   |
| Pesticides                      | 4.37%   | Pesticides                      | 4.38%   |
| Consumer Non Durables           | 4.20%   | Consumer Non Durables           | 4.22%   |
| Petroleum Products              | 3.78%   | Petroleum Products              | 3.81%   |
| Retailing                       | 3.45%   | Retailing                       | 3.44%   |
| Construction Project            | 3.35%   | Industrial Products             | 3.36%   |
| Industrial Products             | 3.35%   | Construction Project            | 3.35%   |
| Media & Entertainment           | 2.66%   | Media & Entertainment           | 2.69%   |
| Miscellaneous                   | 2.48%   | Miscellaneous                   | 2.49%   |
| Transportation                  | 1.51%   | Transportation                  | 1.52%   |
| Consumer Durables               | 1.23%   | Consumer Durables               | 1.23%   |
| Minerals/Mining                 | 0.83%   | Minerals/Mining                 | 0.83%   |
| Cash & Current Assets           | 1.23%   | Cash & Current Assets           | 0.34%   |
| Net receivables / payables      | -0.37%  | Net receivables / payables      | -0.26%  |
| Total Net Assets                | 100.00% | Total Net Assets                | 100.00% |
|                                 |         |                                 |         |

### SAVINGS SOLUTIONS

#### Birla Sun Life Enhanced Arbitrage Fund

| Allocation as a %<br>of Net Assets | %       |
|------------------------------------|---------|
| Banks                              | 12.56%  |
| Petroleum Products                 | 9.79%   |
| Pharmaceuticals                    | 8.75%   |
| Auto                               | 8.53%   |
| Consumer Non Durables              | 8.25%   |
| Cement                             | 5.84%   |
| Finance                            | 5.27%   |
| Ferrous Metals                     | 4.37%   |
| Auto Ancillaries                   | 3.66%   |
| Software                           | 2.52%   |
| Futures and Options                | -69.89% |
| Cash & Current Assets              | 10.33%  |
| Net receivables / payables         | 90.03%  |
| Total Net Assets                   | 100.00% |

Note: The above Allocation is As on October 31, 2014 as per Industry classification as recommended by AMFI.







# assistance round the clock

- View portfolio summary
- View transaction history
- Track portfolio

- Purchase, Switch & Redeem
- Change TPIN (Track portfolio personal Identification Number
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| NDORE   | NASIK<br>PANIPAT  |   |   |   |  |  |
|   |   |   |   |   |  |  |
|   |   |   |   |   |  |  |
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