

Exide Life Campus Presentation

June 2022

Life Insurance Industry has been growing consistently and offers limitless opportunities



In the last 2 decades the Life Industry has registered a **CAGR of 17%**



The Industry is **expected to grow** from INR 5.79 Lakh Crores in 2019 to INR 27.83 Lakh Crores by 2029



Only **2.74 out of 100** people in India are Insured, it has a huge untapped potential



It provides significant opportunity for **Direct and Indirect employment**



Life Insurance is one of the most **preferred investments** → Increase in overall household income offers a tremendous opportunity for Insurance



About Company

About Us



Lamba Saath, Bharose Ki Baat

Exide Life Insurance Company Limited, an established and profitable life insurance company, commenced operations in 2001-02 and is head quartered in Bengaluru. The Company is 100% owned by HDFC Life. The Company manages assets of INR 18,381 Crores (as on 31 March, 2021).

Exide Life Insurance distributes its products through multiple channels viz. Agency, Bancassurance, Corporate Agency & Broking, Direct Channel and Online. The Agency channel comprises of 40,000+ advisors attached to 200 Company offices (as on 31 March 2021) across the country. The Company also offers group life insurance solutions.

Exide Life Insurance is focused on providing long-term protection and savings plans and has a strong traditional product portfolio with a consistent bonus track record. The Company has ISO 9001:2015 quality certification for all Customer Service processes and the ISO/IEC 27001:2013 for Information Security Management.



Sar utha ke jiyo!

HDFC Life Insurance Company Limited (formerly HDFC Standard Life Insurance Company Limited) was established as a joint venture between HDFC Ltd., India's leading housing finance institution and abrdn plc, (formerly Standard Life Aberdeen plc), a global investment company.

Established in 2000, HDFC Life is a leading long-term life insurance solutions provider in India, offering a range of individual and group insurance solutions that meet various customer needs such as Protection, Pension, Savings, Investment, Annuity and Health. As on September 30, 2021, the Company had 38 individual and 13 group products in its portfolio, along with 7 optional rider benefits, catering to a diverse range of customer needs. HDFC Life continues to benefit from its increased presence across the country having a wide reach with 372 branches and additional distribution touch-points through several new tie-ups and partnerships. The count of our partnerships is over 300, comprising traditional partners such as NBFCs, MFIs and SFBs, and including new-ecosystem partners. The Company has a strong base of financial consultants.

We are a wholly owned subsidiary of HDFC Life Insurance Co. Ltd.

Our employees Stay with us



Our employees have internally grown in both sales and non sales grades.

Sales

10+
years

There are more than
239 employees

5+
years

There are more than
580 employees

Non Sales

There are more than
134 employees

There are more
than 322 employees

.....and Grow with us



52%

Senior Managers & above
are internal promotes



48%

Middle Managers are
internal promotes



9.5 years

Average vintage of
leadership team



49%

Of Branch Managers are
internal promotes



54%

Of Area Managers are
internal promotes

Awards and Accolades



GPTW Certified in February 2021



Winner of 'ET Best Brands 2020' in BFSI category



Exide Life Smart Term Plan Voted 'Product of the Year'



Insurance Asia News Award – Digital Insurer of the year (India)



'100 Best Companies for women to work in India' by Working Mother Media



Sabre Awards 2018 South Asia for Corporate Social Responsibility



Sabre Awards 2018 South Asia for Public Education



Drivers of Digital – Special mention for use of Digital for Social & Economic Development



The 2018 DMA ECHO Awards



Drivers of Digital – Best Viral Marketing



MADDYs -Best Use of Digital

For #HelmetSaves CSR Campaign

For #1CroreChallenge Awareness Campaign

Our Values... Defined



Dependable

High Integrity

Trustworthy

Dynamic

Taking Initiatives

Constant Improvement

Responsive

Empathy

Proactive & Quick Response

Forsighted

Understand external environment

Long Term Focus

EXIDE LIFE VALUES



About Actuarial Function

Our Senior Management Team in Actuarial



B N Ranga Rajan
Chief Risk Officer and
Appointed Actuary

Fellow - Actuary
M.Sc. Statistics, 1994
20+ Years Experience



Sabyasachi Sarkar
Director – Actuarial

Fellow - Actuary
M.Sc. Mathematics, 1993
17+ Years Experience

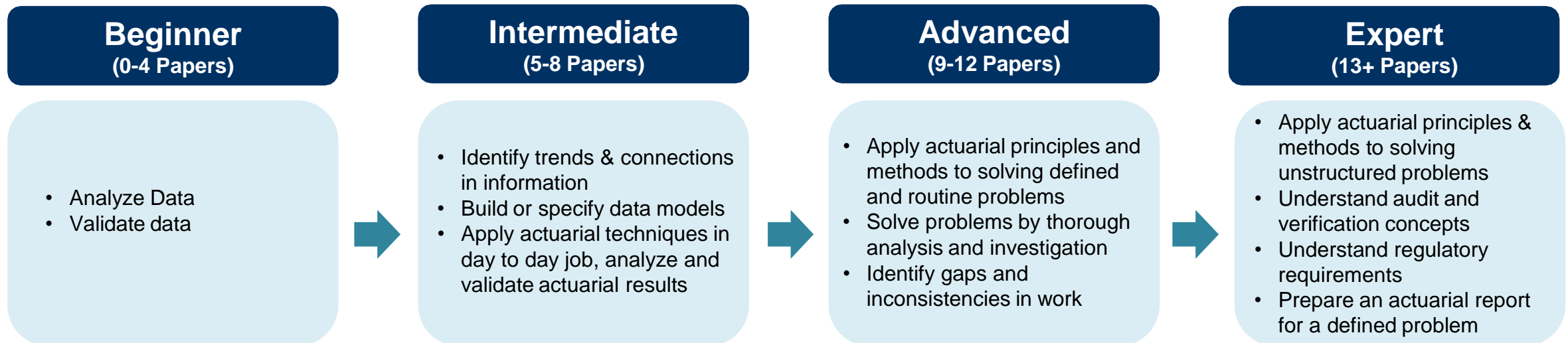
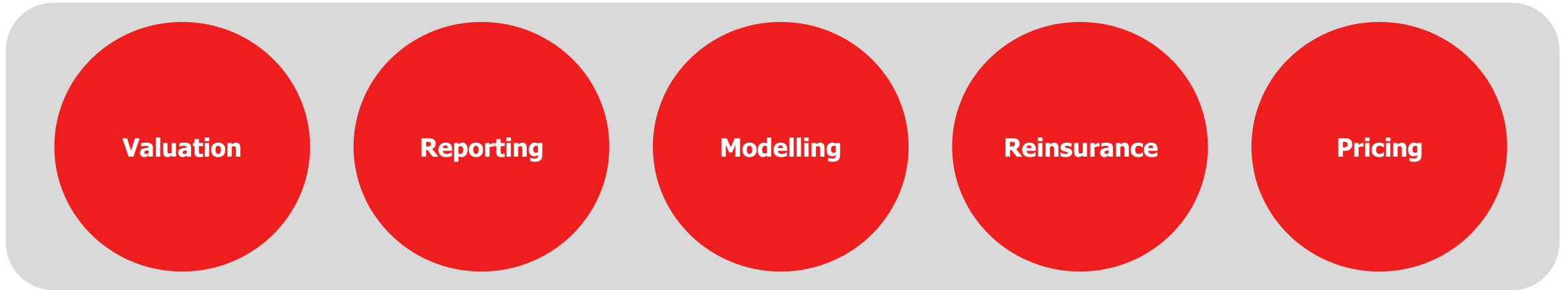


Sanghamitra Dey
Vice President – Actuarial

Fellow - Actuary
B.Sc. Mathematics, 2006
16+ Years Experience

You get an opportunity to learn from the best leaders & mentors

Actuarial Function & Career Path



We support your growth & learning



Incentives

Papers Passed	Salary Increase per annum
CS/CM Series	Above Rs.50000 pa
CB Series	Rs.24000 pa – Rs.36000 pa
CP & SP Series	Rs.50000 pa – Rs.70000 pa
SA Paper	Above Rs.70000 pa
18th paper & qualifying for Fellowship	Above Rs.75000 pa
Fellowship	Rs.200000

Study Leave

10 days of paid study leave in a calendar year

We ensure learning happens

We expand your abilities by offering new opportunities

We build your career for the long term

What are we looking for?



Qualification

- Bachelor's degree in Actuarial Science, Mathematics, Statistics, or similar background requiring quantitative analysis

Competency

- Analyze & Validate data
- Strong command over Excel as well as some knowledge of programming and databases such as SQL, Visual Basic and Macros

Personal Attributes

- Strong analytical abilities including understanding of advanced mathematics and statistical concepts
- Demonstrated ability to think logically and perform analysis in a timely manner
- Solid written and oral communication skills

You will be working on various projects that demands application of actuarial principles and regulations

Lead – Cleared 2 to 3 Actuarial papers
Assistant Manager – Cleared 4+ papers



Compensation & Benefits

Compensation & Benefits



	Lead	
	Total Fixed Cost	4,25,000
	Annual Performance Bonus	34,000
	Total CTC	4,59,000
	Assistant Manager	
	Total Fixed Cost	5,50,000
	Annual Performance Bonus	34,000
Total CTC	5,84,000	

Additional:

- Group Term Life Insurance
- Medical Insurance – Single INR 3,00,000; Married INR 5,00,000
- Relocation Benefits – Up to INR 80,000

Please Note:

- Performance Bonus as per Annual Bonus Plan; subject to organizational and individual performance
- Relocation Benefit applicable as per policy
- Any offer is subject to satisfactory candidate background verification



Skill Development – “Skill Up”

Frequent Recognition – “All Stars”

Insurance Cover – Life/ Medical

Paid Time Off – Holidays/ Leaves

Employee Wellness Programs

Financial Assistance – Salary Advance



Contact:

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E chitra.kapur@exidelife.in

Interested candidates can forward their CV's to the given email id.

Thank You