

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

# Kotak Wealth Optima Plan

Individual, Unit-Linked, Non-Par,  
Endowment Life Insurance Plan

**Enhance your wealth**  
with trust and confidence



The Unit linked Insurance products do not offer any liquidity during the first five years of the contract. The policyholder will not be able to surrender or withdraw the monies invested in Unit Linked Insurance Products completely or partially during lock-in period i.e. till the end of first five years

# Key Features



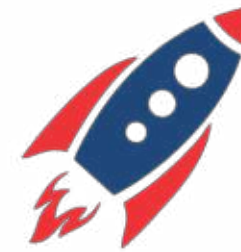
**Whole life cover**



**Provides flexibility to  
choose from two  
Investment Strategies**



**Enhances fund growth  
through Yearly Additions  
post Lock-in period**



**Boosts long term  
savings through  
Wealth Boosters**



**Enhanced protection  
with optional riders**



## SELF-MANAGED STRATEGY
















- Enables you to manage your investments as per your requirements.
- The flexibility to choose from a range of 7 fund options to balance your risk profile with the tenure of your investment:
  - Classic Opportunities Fund (*ULIF-033-16/12/09-CLAOPPFND-107*)
  - Frontline Equity Fund (*ULIF-034-17/12/09-FRLEQUFND-107*)
  - Balanced Fund (*ULIF-037-21/12/09-BALKFND-107*)
  - Dynamic Bond Fund (*ULIF-015-15/04/04-DYBNDFND-107*)
  - Dynamic Floating Rate Fund (*ULIF-020-07/12/04-DYFLTRFND-107*)
  - Dynamic Gilt Fund (*ULIF-006-27/06/03-DYGLTFND-107*)
  - Money Market Fund (*ULIF-041-05/01/10-MNMKKFND-107*)



Money Market Fund (*ULIF-041-05/01/10-MNMKKFND-107*) is the Default Fund in case of closure or modification of any fund offered under this product, unless a specific fund is opted for by the Policyholder.



## AGE BASED STRATEGY

- In this investment strategy, allocation is done basis Age & Risk Appetite between Classic Opportunities Fund and Dynamic Bond Fund.
- Option to change the Risk Appetite during the policy term is available 4 times in a policy year free of cost.
- This strategy cannot be opted in the last policy year.

Age of Life Insured (years)	0 - 25	26 - 35	36 - 45	46 - 50	51 onwards
AGGRESSIVE					
MODERATE					
CONSERVATIVE					

 Classic Opportunities Fund  
 Dynamic Bond Fund



## AGE BASED STRATEGY

- **Monthly Rebalancing:** On a monthly basis, units shall be rebalanced as necessary to achieve the said proportions of the Fund Value in the identified funds. The re-balancing of units shall be done on the monthly policy anniversary.
- **Safety on Maturity:** As the Policy approaches the Maturity date, to ensure that short-term market volatility does not affect the accumulated savings, the total corpus will be transferred from the above funds to the Money Market Fund during last 12 Policy months. It works as following:

Policy Month	1	2	3	4	5	6	7	8	9	10	11	12
Proportion of units transferred	1/12	1/11	1/10	1/9	1/8	1/7	1/6	1/5	1/4	1/3	1/2	1/1

## Enhances fund growth through Yearly Additions post Lock-in period

To enhance fund growth, your fund will start accruing Yearly Additions starting from the end of 6th policy year till the end of the policy term. Yearly Addition rates will be based on the Premium Payment Term (PPT).

For Premium Payment Term =  
5 years:

**0.15% p.a.**

Yearly Addition at  
the end of **6<sup>th</sup> - 7<sup>th</sup>**  
policy year

**0.30% p.a.**

Yearly Addition at  
the end of **8<sup>th</sup>**  
policy year

For Premium Payment Term =  
7 / 10 / 15 & 20 years:

**0.25% p.a.**

Yearly Addition at  
the end of **6<sup>th</sup> - 7<sup>th</sup>**  
policy year

**0.40% p.a.**

Yearly Addition at  
the end of **8<sup>th</sup>**  
policy year

Yearly Addition % (of Average Fund Value in last 12 months)



## Boosts long term savings through Wealth Boosters

In addition to Yearly Additions, the plan further rewards longer tenure savings by providing Wealth Boosters every 5 years starting from the end of 10th policy year.

# 2.00%

**10<sup>th</sup>** Policy Year

# 2.25%

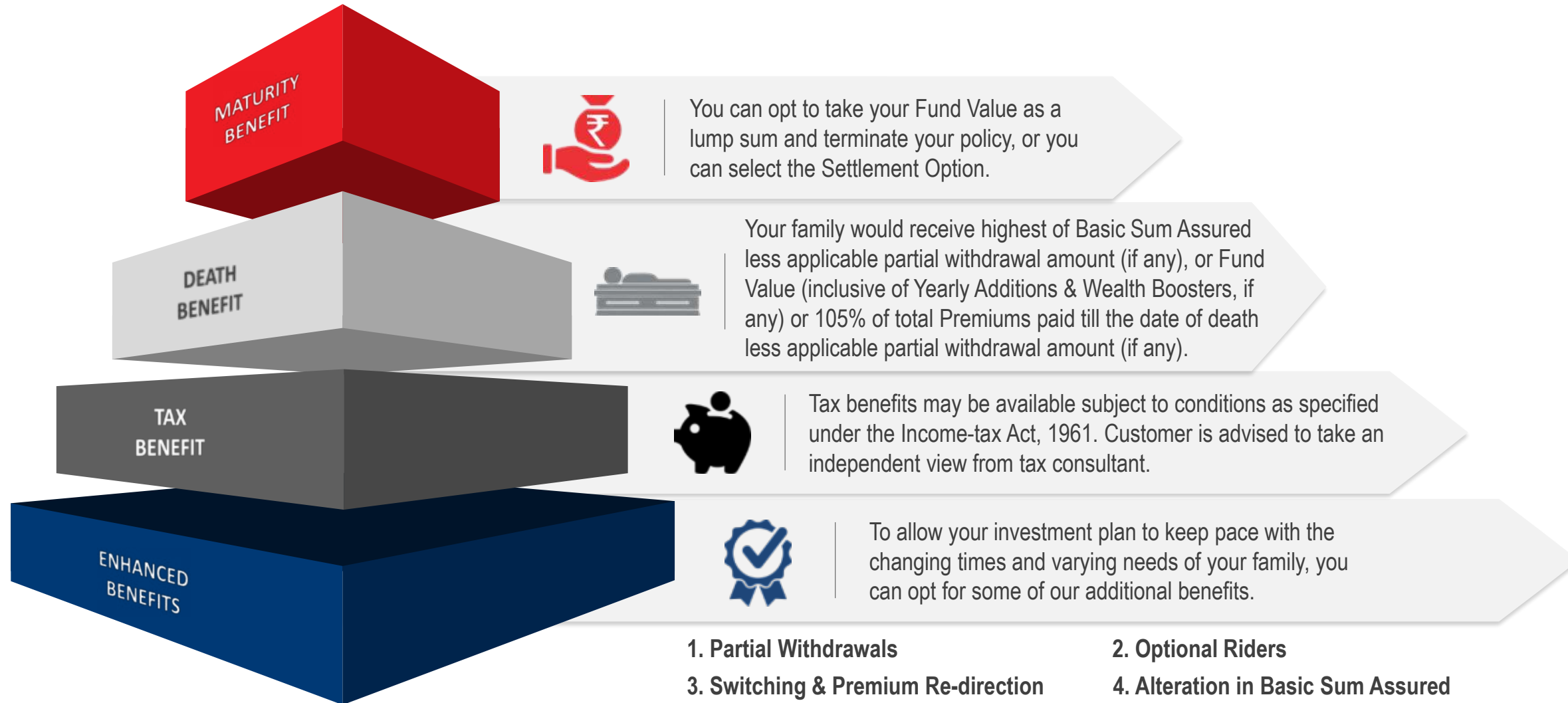
**15<sup>th</sup>** Policy Year

# 2.50%

**20<sup>th</sup>** Policy Year &  
every 5<sup>th</sup> Year  
thereafter

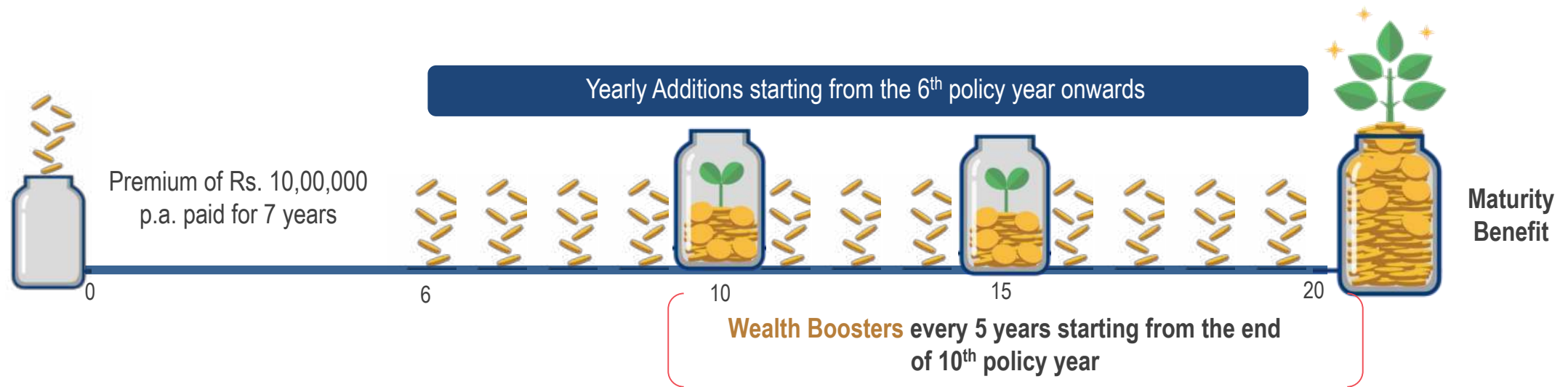
Wealth Booster % - [of Average Fund Value in the last 3 years (policy anniversaries)]

# Benefits





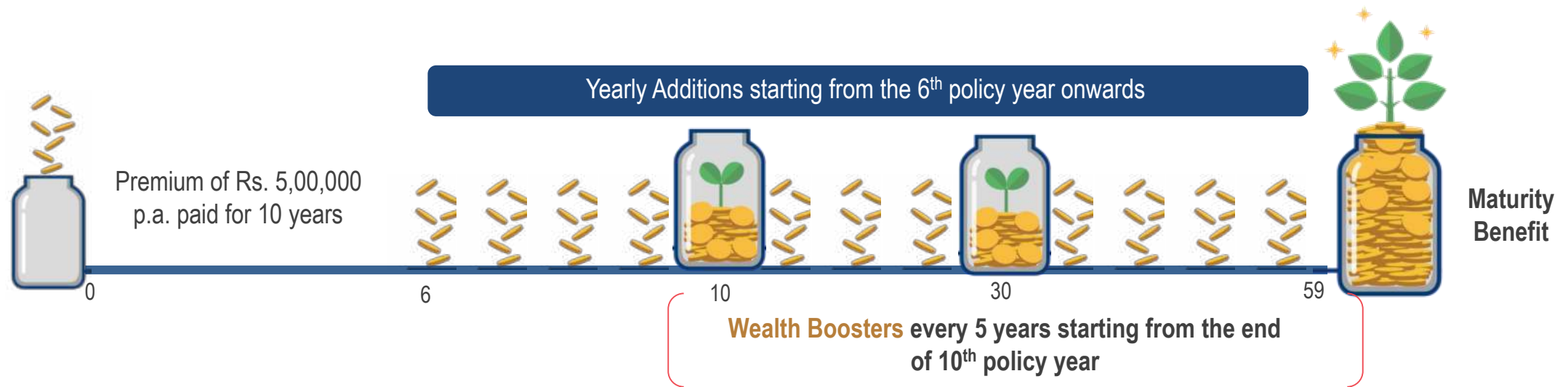
# Illustration



End of year	Age (years)	Cumulative Premium (Rs.)	Benefit @ 8% <sup>#</sup> p.a.			Benefit @ 4% <sup>#</sup> p.a.		
			Cumulative Additions to the Fund (Rs.)	Fund Value (Rs.)	Death Benefit (Rs.)	Cumulative Additions to the Fund (Rs.)	Fund Value (Rs.)	Death Benefit (Rs.)
10	45	70,00,000	3,53,726	1,08,11,092	1,08,11,092	2,84,386	82,31,060	1,00,00,000
15	50	70,00,000	9,25,428	1,52,86,575	1,52,86,575	6,66,243	96,08,418	1,00,00,000
20	55	70,00,000	17,85,378	2,17,92,568	NA	11,40,553	1,13,36,810	NA

Given above is an illustration of the benefits payable to a 35 years healthy female for a 20 year policy term and 7 years PPT with an Annual Premium of Rs. 10,00,000 and a Sum Assured of Rs. 10,000,000 under Age Based Strategy with Aggressive Risk Appetite. The illustration is an extract of a separate, more detailed benefit illustration. For full details, please refer to the Benefit Illustration. The above figures are net of Goods and Services Tax and Cess, as applicable. Goods and Services Tax and Cess are subject to change from time to time as per the prevailing tax laws. <sup>#</sup>The values are based on assumed investment rate of return of 4% p.a. & 8% p.a. The values shown are not guaranteed and they are not the upper and lower limit of what you might get back as the value of your policy is dependent on a number of factors including future investment performance. The actual experience may be different from the illustrated.

# Illustration – Whole Life



End of year	Age (years)	Cumulative Premium (Rs.)	Benefit @ 8%# p.a.			Benefit @ 4%# p.a.		
			Cumulative Additions to the Fund (Rs.)	Fund Value (Rs.)	Death Benefit (Rs.)	Cumulative Additions to the Fund (Rs.)	Fund Value (Rs.)	Death Benefit (Rs.)
20	60	50,00,000	1,128,492	13,896,027	13,896,027	753,558	7,631,930	7,631,930
45	85	50,00,000	9,861,976	78,377,851	78,377,851	3,379,378	16,686,363	16,686,363
59	99	50,00,000	23,338,428	203,235,096	NA	5,547,951	25,474,202	NA

Given above is an illustration of the benefits payable to a 40 years male who opted for the **Whole Life option** and 10 years PPT with an Annual Premium of Rs. 5,00,000, Sum Assured of Rs. 50,00,000 under Self Managed Strategy with Classic Opportunities Fund (SFIN: ULIF-033-16/12/09-CLAOPPFND-107). The illustration is an extract of a separate, more detailed benefit illustration. For full details, please refer to the Benefit Illustration. The above figures are net of Goods and Services Tax and Cess, as applicable. Goods and Services Tax and Cess are subject to change from time to time as per the prevailing tax laws. \*The values are based on assumed investment rate of return of 4% p.a. & 8% p.a. The values shown are not guaranteed and they are not the upper and lower limit of what you might get back as the value of your policy is dependent on a number of factors including future investment performance. The actual experience may be different from the illustrated.

# Eligibility

Eligibility	Parameters				
Entry Age (last birthday)	Min : 3 years Max : Other than Whole life: <ul style="list-style-type: none"> <li>Regular Pay: 65 years</li> <li>Limited Pay : 58 years</li> </ul> Whole Life: Limited pay : 50 years				
Maturity Age (last birthday)	Regular & Limited Pay : Min - 18 years   Max - 75 years        Whole Life :   Min - 18 years   Max - 99 years  Note : The minimum policy term will be equal to the smallest available term to ensure that the Life Insured is a Major at the time of maturity. For example if the Life Insured's age is 7, minimum policy term available would be 12 years				
Policy Term	Regular Pay & Limited Pay : 10 years / 15 years / 20 years			Whole Life : 99 minus age at entry of life insured	
Premium Payment Term		<b>Regular Pay</b>		<b>Limited Pay</b>	
	Other than Whole Life	Policy Term	Premium Paying Term	Policy Term	Premium Paying Term
		10	10	10	5 / 7
		15	15	15	5 / 7 / 10
		20	20	20	5 / 7 / 10
	Whole Life	Not Applicable		99 – Age at Entry	5 / 7 / 10 or 60 – Age at Entry

# Eligibility

Eligibility	Parameters		
Mode	Yearly, Half-yearly, Quarterly and Monthly		
Premium Levels	Min: Annual – Rs. 500,000    Half-Yearly – Rs. 250,000    Quarterly – Rs. 125,000    Monthly – Rs. 42,000 Max: No limit		
Basic Sum Assured	<b>Regular Pay</b>	<b>Limited Pay</b>	<b>Whole Life</b>
	Other than Whole life: For entry ages 3 – 60 years : <ul style="list-style-type: none"> <li>• Min: 10 times of AP</li> <li>• Max: 15 times of AP</li> </ul> For entry ages 61 – 65 years : <ul style="list-style-type: none"> <li>• Min &amp; Max - 10 times of AP</li> </ul> <b>Regular pay is not applicable under Whole life.</b>	Other than Whole life: For entry ages 3 – 45 years : <ul style="list-style-type: none"> <li>• Min: 10 times of AP</li> <li>• Max: 15 times of AP</li> </ul> For entry ages 46 – 58 years : <ul style="list-style-type: none"> <li>• Min &amp; Max - 10 times of AP</li> </ul>	For entry ages 3-45 years : <ul style="list-style-type: none"> <li>• Min: 10 times of AP</li> <li>• Max: 15 times of AP</li> </ul> For entry ages 46-50 years : <ul style="list-style-type: none"> <li>• 10 times of AP (fixed)</li> </ul>

AP refers to one Annualized Premium



## **Kotak Accidental Death Benefit Rider (Linked)**

In addition to the death benefit as per the base plan the Rider Sum Assured is payable in case of an unfortunate demise of the life insured due to accident



## **Kotak Permanent Disability Benefit Rider (Linked)**

In case of Total & Permanent disability of the life insured due to accident, the Rider Sum Assured is payable and the base policy continues.

Please refer to the respective Rider Brochures for more details.

# Charges

**Premium Allocation Charge** - This charge is a percentage of the premium.

Annual Premium Band (in lacs)	Year 1	Year 2 to 5	Year 6+
5 - 6.99 lacs	3.5%	2%	0.5%
7 - 9.99 lacs	3%	2%	0.5%
10 - 24.99 lacs	2%	2%	0.5%
25 lacs & above	NIL	NIL	NIL

## Fund Management Charge (FMC)

Fund Name	Charge
Classic Opportunities Fund	1.35% per annum
Frontline Equity Fund	1.35% per annum
Balanced Fund	1.35% per annum
Dynamic Bond Fund	1.20% per annum
Dynamic Floating Rate Fund	1.20% per annum
Dynamic Glit Fund	1.00% per annum
Money Market Fund	0.60% per annum
Discontinued Policy Fund* (Only for discontinued policies)	0.50% per annum

**Switching Charge** - The first 12 switches in a policy year are free. Rs. 250 for every additional switch thereafter.

## Discontinuance Charges

Year during which policy is discontinued	1	2	3	4	+5
For All Regular / Limited Premium Levels	Lowest of • 6% of AP • 6% of FV • Rs. 6000	Lowest of • 4% of AP • 4% of FV • Rs. 5000	Lowest of • 3% of AP • 3% of FV • Rs. 4000	Lowest of • 2% of AP • 2% of FV • Rs. 2000	NIL

AP= Annualized Premium; FV= Fund Value on the date of discontinuance.

**Partial Withdrawal Charge** - Each Partial Withdrawal in any policy year Rs. 250 will be charged.

**Policy Administration Charge** - Rs. 500 per month will be recovered through monthly cancellation of units.

## Mortality Charge

Age(in years)	20	30	40	50
Mortality Charge	0.888	1.056	1.803	4.946

\*Sum at risk = Death Benefit - Fund Value



# Partial Withdrawal

- Allowed after completion of five policy years and provided five full years premiums are paid.
- Minimum amount of Partial Withdrawal is Rs. 10,000.
- Partial withdrawal will not be allowed during Discontinuance state and Settlement period.
- Partial withdrawals shall be allowed when policy is in Reduced Paid-Up state.
- Minimum amount required to be maintained in the Fund after Partial Withdrawal is equal to 50% of the total Premiums paid till the date of Partial Withdrawal.
- Partial Withdrawals that result in Fund Value being less than 50% of the total premiums paid till the date of Partial Withdrawal will not be allowed.
- Partial withdrawal will be allowed only if the Life insured is a major.
- Basic Sum Assured payable on death will be reduced to the extent of applicable Partial Withdrawal made during the two years period immediately preceding the date of death of the life insured.
- Also, 105% of the total premiums paid under the base policy shall be reduced by partial withdrawal made from the fund during the two year period immediately preceding the death of the life insured.

# Settlement Option

- The Policyholder will have the option of taking maturity proceeds by way of pre-selected periodic instalments (yearly, half-yearly and quarterly only).
- The Settlement Options available are:
  - **Option 1** - 50% of the maturity proceeds as a lump sum and balance 50% as periodic instalments, OR
  - **Option 2** - Whole of the maturity proceeds as equated periodic instalments
- The instalments can be taken over a maximum period of 1 to 5 years called the Settlement Period.
- Life Insured should specify mode of the periodic instalments i.e. quarterly / half -yearly / yearly
  - **In case of Option 1** above, after the payment of lump sum amount, 20% of the balance amount shall be payable each year (i.e. 10% of the Maturity Benefit) over a period of 5 years.
  - **In case of Option 2**, the yearly instalments i.e. 20% of Maturity Benefit will be payable over a period of five years.
  - In case of non-annual modes, the yearly instalments for each year shall be further divided equally as per mode chosen.
- At the end of Settlement Period, on survival of the life insured, the balance of Fund Value, if any will be paid out as one lump sum and the policy will cease thereafter.

# Discontinuance of policy during lock-in period

- If premiums are not paid within the grace period, the Fund Value after deducting applicable discontinuance charges shall be credited to the Discontinued Policy Fund and the life cover and rider cover (if any) shall cease.
- This Discontinued Policy Fund will earn interest rate at least equal to the minimum guaranteed interest (currently 4% p.a.) as specified by IRDAI till the end of lock-in period (5 years from policy inception) or revival period as applicable.
- The Company shall communicate the status of the policy to the policyholder within 3 months of the first unpaid premium and provide the option to revive the policy within the revival period of 3 years or end of Lock-in period whichever is earlier.
- Investment Strategies will not be available if the policy is in the Discontinuance.
- Yearly Additions & Wealth Boosters will not be credited during Discontinuance period where policy was discontinued during lock-in period. However, on revival both Yearly Additions & Wealth Boosters applicable (if any) during the Discontinuance period will be credited.

# Discontinuance of policy after the lock-in period

- If premiums are not paid within the stipulated grace period, the policy shall be converted to Reduced Paid-Up policy and continue in such status until the end of revival period without any rider cover (if any).
- The Company shall communicate the status of the policy to the policyholder within 3 months of the first unpaid premium and provide the following options:
  - Option 1: Revive the policy within the revival period of 3 years
  - Option 2: Complete withdrawal of the policy
- Investment Strategies will be available if the policy is in Reduced Paid-Up status.
- Yearly Additions & Wealth Boosters will not be credited during Reduced Paid-up Status, on revival both Yearly Additions & Wealth Boosters applicable (if any) during the Reduced paid-up period will be credited.

# Revival

- The Policyholder shall have the right to revive a discontinued policy within three years from the date of first unpaid premium (in case the Policyholder /Life Insured has chosen the option to revive the policy).
- Policy shall be revived restoring the risk cover (including the rider cover, if applicable) & Investment Strategy applicable prior to discontinuance.
- All benefits will be reinstated on revival, subject to underwriting.
- The outstanding premium paid less the applicable allocation & admin charges along with Discontinued Policy Fund value with discontinuance charge reversed will be used for purchasing the units of the segregated fund(s).

# Section 41

**Extract of Section 41 of the Insurance Act, 1938 as amended from time to time states:**

- (1) No person shall allow or offer to allow, either directly or indirectly, as an inducement to any person to take or renew or continue an insurance in respect of any kind of risk relating to lives or property in India, any rebate of the whole or part of the commission payable or any rebate of the premium shown on the policy, nor shall any person taking out or renewing or continuing a policy accept any rebate, except such rebate as may be allowed in accordance with the published prospectuses or tables of the insurer.
- (2) Any person making default in complying with the provisions of this section shall be liable for a penalty which may extend to ten lakh rupees.



# Risk Factors

- Unit Linked Life Insurance products are different from the traditional insurance products and are subject to the risk factors.
- The premium paid in Unit Linked Life Insurance policies are subject to investment risks associated with capital markets and the NAVs of the units may go up or down based on the performance of fund and factors influencing the capital market and the insured is responsible for his/her decisions.
- Kotak Mahindra Life Insurance Company Ltd. is only the name of the Insurance Company and Kotak Wealth Optima Plan is only the name of the unit linked life insurance contract and does not in any way indicate the quality of the contract, its future prospects or returns.
- The various funds offered under this contract are the names of the funds and do not in any way indicate the quality of these plans, their future prospects and returns.
- The past performance of other Funds of the Company is not necessarily indicative of the future performance of the funds.
- Please know the associated risks and the applicable charges (along with the possibility of increase in charges), from your Insurance Agent or Corporate Agent / Insurance Broker or policy document of the insurer.

## About Us

**Kotak Mahindra Life Insurance Company Ltd.** is a 100% owned subsidiary of Kotak Mahindra Bank Limited (Kotak). For more information, please visit the company's website at <https://insurance.kotak.com>

**Kotak Mahindra Group** Established in 1985, Kotak Mahindra Group is one of India's leading financial services conglomerate. The Group offers a wide range of financial services that encompass every sphere of life. For more information, please visit the company's website at [www.kotak.com](http://www.kotak.com)

### **BEWARE OF SPURIOUS PHONE CALLS AND FICTITIOUS /FRAUDULENT OFFERS**

IRDAI is not involved in activities like selling insurance policies, announcing bonus or investment of premiums. Public receiving such phone calls are requested to lodge a police complaint.

**Kotak Wealth Optima Plan UIN:** 107L118V01, Form No: L118, **Kotak Accidental Death Benefit Rider (Linked) UIN –** 107A017V01 Form No: A017, **Kotak Permanent Disability Benefit Rider (Linked) UIN –** 107A018V01 Form No: A018. Ref. No. KLI/20-21/E-PPT/774

This is a unit linked non-participating endowment plan. For more details on risk factors, terms and conditions, please read sales brochure carefully before concluding a sale. For more details on riders please read the Rider Brochure.

**Kotak Mahindra Life Insurance Company Ltd.** Reg No. 107; CIN : U66030MH2000PLC128503; Regd. Office: 2nd Floor; Plot # C- 12, G- Block, BKC, Bandra (E), Mumbai – 400051; Toll Free: 1800 209 8800; Website: [www.insurance.kotak.com](http://www.insurance.kotak.com); Email: [clientservicedesk@kotak.com](mailto:clientservicedesk@kotak.com)

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