# 8.3.7.5 Illustration for purchase yield for HTM portfolios (as on quarter ended date)

| Portfolio        | purcha   | se yield as on 30 June, 2014   |        |                          |               |                |                    |                |                  |               |
|------------------|--|--------------------------------|--------|--------------------------|---------------|----------------|--------------------|----------------|------------------|---------------|
| Purchase         | Date   | Security                       | Coupon | Coupon payment Frequency | Maturity Date | Purchase Price | Face Value (in Rs) | Purchase Yield | Annualised Yield | Book value    |
|                  |  |                                |        |                          |               |                |                    |                |                  | (in Rs Crore) |
| 01-              | -Jan-15  | 6.20% FERT CO GOI SPLBOND 2022 | 6.20%  | 2                        | 24-Dec-22     | 83.79          | 100                | 8.43%          | =((1+8.43%/2)^2) | 15            |
|                  |  |                                |        |                          |               |                |                    |                | -1 (A)           |               |
| 17-              | Feb-15   | 7.50% GOVT STOCK 2035          | 7.50%  | 2                        | 10-Aug-34     | 91.5           | 100                | 8.34%          | =((1+8.34%/2)^2) | 21            |
|                  |  |                                |        |                          |               |                |                    |                | -1 (B)           |               |
| 31-              | Mar-15   | 8.60% PFC 2019                 | 8.60%  | 1                        | 07-Aug-19     | 98.53          | 100                | 8.86%          | =((1+8.86%/1)^1) | 14            |
|                  |  |                                |        |                          |               |                |                    |                | -1 (C)           |               |
| Total Book value |  |                                |        |                          |               |                | above (D)          |                |                  |               |
| Portfolio p      | Portfolio purchase yield as on 30th June, 2014 |                                |        |                          |               |                |                    | Cx14)/D        |                  |               |

This calculation needs to be done for each HTM portfolio which is termed as Eligible Portfolios in Glossary & Definitions section for all 20 quarter ended dates starting from June 2014 to March 2019.

The book value (net of provisions and write-offs) should be calculated excluding investments done for short term parking of funds including money market instruments, fixed deposits (FD) of up to 1 year etc

#### 8.3.7.6 Illustration for calculation of asset weighted point to point returns across all MTM portfolios

Step 1: Calculation of one year rolling asset weighted return for each applicant

|               |             | Quarterly Average AUM<br>(Rs cr) |         |             | point to point<br>psolute) (%) | Asset weighted point to point returns      | Asset weighted point to point | One year rolling asset weighted return   |
|---------------|-------------|----------------------------------|---------|-------------|--------------------------------|--|-------------------------------|--|
| Quarter ended | Portfolio 1 | Portfolio 2                      | Total   | Portfolio 1 | Portfolio 2                    | (absolute %)                               | returns (annualized %)        | (annualized %)   |
|               |             |                                  |         |             |                                |  | A                             | В  |
| 31-Mar-15     | 190         | 180                              | 190+180 | 7.70        | 5.00                           | A1 = (190x7.70+180*5.00)/(190+180) = 6.39  | 4*A1 = 4* 6.39 = 25.55        | -  |
| 30-Jun-15     | 210         | 145                              | 210+145 | -4.90       | 5.50                           | A2 = Calculated similarly as above = -0.65 | 4*A2 = -2.61                  | -  |
| 30-Sep-15     | 215         | 165                              | 215+165 | 6.00        | 4.70                           | A3 = Calculated similarly as above = 5.44  | 4*A3 = 21.74                  | -  |
| 31-Dec-15     | 140         | 115                              | 140+115 | 3.00        | 3.05                           | A4 = Calculated similarly as above = 3.02  | 4*A4 = 12.09                  | {(370*4A1)+(355*4A2)+<br>(380*4A3)+(255*4A4)}/(370+355+380+25<br>5) = 14.61<br>{(355*4A2)+(380*4A3)+ |
| 31-Mar-16     | 150         | 120                              | 150+120 | 1.50        | 1.75                           | A5 = Calculated similarly as above = 1.61  | 4*A5 = 6.44                   | (255*4A4)+(270*4A5)}/(355+380+255+27<br>0) = 9.65  |
| 30-Jun-16     | 160         | 140                              | 160+140 | -4.50       | -3.50                          | A6 = Calculated similarly as above         | 4*A6                          | Calculated similarly as above  |
| 30-Sep-16     | 171         | 130                              | 171+130 | -1.00       | -2.50                          | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 31-Dec-16     | 170         | 145                              | 170+145 | 7.73        | 7.68                           | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 31-Mar-17     | 155         | 95                               | 155+95  | 3.00        | 4.00                           | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 30-Jun-17     | 155         | 122                              | 155+122 | 4.55        | 4.00                           | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 30-Sep-17     | 200         | 133                              | 200+133 | -0.50       | -0.75                          | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 31-Dec-17     | 250         | 150                              | 250+150 | 3.45        | 3.00                           | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 31-Mar-18     | 185         | 185                              | 185+185 | 4.17        | 4.00                           | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 30-Jun-18     | 205         | 220                              | 205+220 | -8.00       | 4.00                           | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 30-Sep-18     | 198         | 180                              | 198+180 | -8.70       | 5.00                           | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 31-Dec-18     | 208         | 175                              | 208+175 | 12.38       | 2.00                           | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 31-Mar-19     | 105         | 170                              | 105+170 | 1.69        | 1.00                           | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 30-Jun-19     | 95          | 175                              | 95+175  | 1.67        | -1.00                          | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 30-Sep-19     | 102         | 175                              | 102+175 | 2.46        | -6.00                          | Calculated similarly as above              | Calculated similarly as above | Calculated similarly as above  |
| 31-Dec-19     | 85          | 190                              | 85+190  | 2.40        | -7.00                          | A28 = Calculated similarly as above        | 4*A28                         | Calculated similarly as above  |
|               |             |                                  |         | Average     |                                |  |                               | Applicant 1 MTM returns B1 = Average of above all  |

Please note that the data to be provided by the Applicant is as per section 8.3.3; columns A and B of the above table should not be calculated by the Applicant. Columns A and B have been shown for illustration of the calculation that will be done for the parameter.

For the purpose of performance evaluation all the Eligible Portfolios would have to be segregated based on the type of valuation practice into MTM and HTM portfolios. The above table should be used for MTM returns data

Step 2: Calculation of MTM portfolio performance score for each applicant

| Quarter ended    | One year rolling asset<br>weighted return<br>(annualized %) Applicant<br>1 | One year rolling asset<br>weighted return<br>(annualized %) Applicant<br>2 | One year rolling asset<br>weighted return<br>(annualized %) Applicant<br>3 |
|------------------|--|--|--|
|                  | B1   | B2   | Bn   |
| 31-Mar-15        |  |  |  |
| 30-Jun-15        |  |  |  |
| 30-Sep-15        |  |  |  |
| 31-Dec-15        | 14.61  | 12.50  | 10.00  |
| 31-Mar-16        | 9.65   | 8.05   | 7.95   |
| 30-Jun-16        | 6.84   | 10.45  | 9.89   |
| 30-Sep-16        | -1.78  | 1.00   | 2.05   |
| 31-Dec-16        | 3.90   | 5.30   | 6.50   |
| 31-Mar-17        | 5.37   | 7.01   | 7.01   |
| 30-Jun-17        | 13.89  | 11.27  | 11.54  |
| 30-Sep-17        | 14.52  | 10.46  | 10.05  |
| 31-Dec-17        | 10.00  | 12.39  | 13.30  |
| 31-Mar-18        | 11.07  | 11.39  | 10.30  |
| 30-Jun-18        | 4.88   | 4.90   | 5.90   |
| 30-Sep-18        | 3.16   | 3.16   | 3.16   |
| 31-Dec-18        | 7.34   | 9.34   | 6.34   |
| 31-Mar-19        | 4.63   | 4.63   | 4.63   |
| 30-Jun-19        | 7.45   | 9.45   | 8.45   |
| 30-Sep-19        | 8.16   | 10.16  | 9.60   |
| 31-Dec-19        | -5.81  | -4.87  | -6.91  |
| Minimum          | Min = Minimum of all the   | above values = -6.91   |  |
| Maximum          | Max = Maximum of all the   | above values = 14.61   |  |
| Difference       | Diff= 14.61 - (-6.91) = 21.5   | 2  |  |
| Average          | Average of B1 values = 6.93  | Average of B2 values = 7.45  | Average of Bn values = 7.04  |
| MTM scaled score | ((6.93-(-6.91))/21.52)*100<br>= 64.33                                      | ((7.45-(-6.91))/21.52)*100<br>= 66.71                                      | ((7.04-(-6.91))/21.52)*100<br>= 64.85                                      |

Please note that the above table is for illustrating the scoring methodology and the Applicant will not be required to do the calculation as shown in the above table

# 8.3.3 Performance of Mark-to-Market (MTM) portfolios#

| Quarter   |             | Quarterly Avera | ge AUM^ (Rs cr) |       | Quarterly po | int to point returns (a | bsolute)* (%) | Asset weighted                   |
|-----------|-------------|-----------------|-----------------|-------|--------------|-------------------------|---------------|----------------------------------|
| ended     | Portfolio 1 | Portfolio 2     | Portfolio n     | Total | Portfolio 1  | Portfolio 2             | Portfolio n   | point to point returns (absolute |
| 30-Jun-14 |             |                 |                 |       |              |                         |               |                                  |
| 30-Sep-14 |             |                 |                 |       |              |                         |               |                                  |
| 31-Dec-14 |             |                 |                 |       |              |                         |               |                                  |
| 31-Mar-15 |             |                 |                 |       |              |                         |               |                                  |
| 30-Jun-15 |             |                 |                 |       |              |                         |               |                                  |
| 30-Sep-15 |             |                 |                 |       |              |                         |               |                                  |
| 31-Dec-15 |             |                 |                 |       |              |                         |               |                                  |
| 31-Mar-16 |             |                 |                 |       |              |                         |               |                                  |
| 30-Jun-16 |             |                 |                 |       |              |                         |               |                                  |
| 30-Sep-16 |             |                 |                 |       |              |                         |               |                                  |
| 31-Dec-16 |             |                 |                 |       |              |                         |               |                                  |
| 31-Mar-17 |             |                 |                 |       |              |                         |               |                                  |
| 30-Jun-17 |             |                 |                 |       |              |                         |               |                                  |
| 30-Sep-17 |             |                 |                 |       |              |                         |               |                                  |
| 31-Dec-17 |             |                 |                 |       |              |                         |               |                                  |
| 31-Mar-18 |             |                 |                 |       |              |                         |               |                                  |
| 30-Jun-18 |             |                 |                 |       |              |                         |               |                                  |
| 30-Sep-18 |             |                 |                 |       |              |                         |               |                                  |
| 31-Dec-18 |             |                 |                 |       |              |                         |               |                                  |
| 31-Mar-19 |             |                 |                 |       |              |                         |               |                                  |

<sup>#</sup> For the purpose of performance evaluation, all the Eligible Portfolios would have to be segregated based on the type of valuation practice into MTM and HTM portfolios.

For complete illustration of calculations for above table refer to excel named "Illustrations" and tab named 8.3.7.6

Calculate returns up to 4 decimals

Please note that there should be a certification for the above by a statutory auditor

<sup>^</sup> For calculation of quarterly average AUM refer to excel named "Illustrations" and tab named 8.3.7.2 for MTM portfolios

<sup>\*</sup> For calculation of quarterly point-to-point returns refer to excel named "Illustrations" and tab named 8.3.7.3

|  | Aggregate AUM of I      | Long Term Debt Funds<br>Cro |            | ds portfolios (in Rs. |  |  |  |  |  |
|--|-------------------------|-----------------------------|------------|-----------------------|--|--|--|--|--|
| uarter end dates   | Non Owned               |                             |            |                       |  |  |  |  |  |
|  | Portfolio 1             | Portfolio 2                 | Portfolion | Total                 |  |  |  |  |  |
| Type of portfolio<br>(Long Term Debt<br>Funds/Retirement<br>Funds) | Long Term Debt<br>Funds | Retirement Funds            |            |                       |  |  |  |  |  |
| Type of portfolio<br>(MTM/HTM)                                     | мтм                     | нтм                         |            |                       |  |  |  |  |  |
| 30-Jun-14  |                         |                             |            |                       |  |  |  |  |  |
| 30-Sep-14  |                         |                             |            |                       |  |  |  |  |  |
| 31-Dec-14  |                         |                             |            |                       |  |  |  |  |  |
| 31-Mar-15  |                         |                             |            |                       |  |  |  |  |  |
| 30-Jun-15  |                         |                             |            |                       |  |  |  |  |  |
| 30-Sep-15  |                         |                             |            |                       |  |  |  |  |  |
| 31-Dec-15  |                         |                             |            |                       |  |  |  |  |  |
| 31-Mar-16  |                         |                             |            |                       |  |  |  |  |  |
| 30-Jun-16  |                         |                             |            |                       |  |  |  |  |  |
| 30-Sep-16  |                         |                             |            |                       |  |  |  |  |  |
| 31-Dec-16  |                         |                             |            |                       |  |  |  |  |  |
| 31-Mar-17  |                         |                             |            |                       |  |  |  |  |  |
| 30-Jun-17  |                         |                             |            |                       |  |  |  |  |  |
| 30-Sep-17  |                         |                             |            |                       |  |  |  |  |  |
| 31-Dec-17  |                         |                             |            |                       |  |  |  |  |  |
| 31-Mar-18  |                         |                             |            |                       |  |  |  |  |  |
| 30-Jun-18  |                         |                             |            |                       |  |  |  |  |  |
| 30-Sep-18  |                         |                             |            |                       |  |  |  |  |  |
| 31-Dec-18  |                         |                             |            |                       |  |  |  |  |  |
| 31-Mar-19  |                         |                             |            |                       |  |  |  |  |  |

^For the purpose of performance evaluation, all the Eligible Portfolios would have to be segregated based on the type of valuation practice into MTM and HTM portfolios.

For AUM, book value (net of any provisions or write-offs) should be used for HTM portfolios (excluding investments done for short term parking of funds, for e.g. money market instruments, fixed deposits (FD) of up to 1 year etc) and market value should be used for MTM portfolios

For HTM portfolio, the cumulative incremental portfolio should be considered for computing Average AUM of the fund. The legacy portfolio (investments not made during the required period) should not be considered. Only on the initial date the opening figures will be zero and thereafter on cumulative basis.

For illustrations of calculations of quarterly average AUM refer to excel named "Illustrations" and tab named 8.3.7.2 for MTM and 8.3.7.4 for HTM portfolios Please note that there should be a certification for the above by a statutory auditor

# 8.3.4 Performance of Held till Maturity (HTM) portfolios#

| Quarter   |             |             |             | Annua | alized purchase yie | ld* (%)     | Book value weighted purchase |                      |
|-----------|-------------|-------------|-------------|-------|---------------------|-------------|------------------------------|----------------------|
| ended     | Portfolio 1 | Portfolio 2 | Portfolio n | Total | Portfolio 1         | Portfolio 2 | Portfolio n                  | yield (annualized %) |
| 30-Jun-14 |             |             |             |       |                     |             |                              |                      |
| 30-Sep-14 |             |             |             |       |                     |             |                              |                      |
| 31-Dec-14 |             |             |             |       |                     |             |                              |                      |
| 31-Mar-15 |             |             |             |       |                     |             |                              |                      |
| 30-Jun-15 |             |             |             |       |                     |             |                              |                      |
| 30-Sep-15 |             |             |             |       |                     |             |                              |                      |
| 31-Dec-15 |             |             |             |       |                     |             |                              |                      |
| 31-Mar-16 |             |             |             |       |                     |             |                              |                      |
| 30-Jun-16 |             |             |             |       |                     |             |                              |                      |
| 30-Sep-16 |             |             |             |       |                     |             |                              |                      |
| 31-Dec-16 |             |             |             |       |                     |             |                              |                      |
| 31-Mar-17 |             |             |             |       |                     |             |                              |                      |
| 30-Jun-17 |             |             |             |       |                     |             |                              |                      |
| 30-Sep-17 |             |             |             |       |                     |             |                              |                      |
| 31-Dec-17 |             |             |             |       |                     |             |                              |                      |
| 31-Mar-18 |             |             |             |       |                     |             |                              |                      |
| 30-Jun-18 |             |             |             |       |                     |             |                              |                      |
| 30-Sep-18 |             |             |             |       |                     |             |                              |                      |
| 31-Dec-18 |             |             |             |       |                     |             |                              |                      |
| 31-Mar-19 |             |             |             |       |                     |             |                              |                      |

# For the purpose of performance evaluation all the Eligible Portfolios would have to be segregated based on the type of valuation practice into MTM and HTM portfolios.

For complete illustration of calculations for above table refer to excel named "Illustrations" and tab named 8.3.7.7

For Asset Under management, book value (net of any provisions or write-offs) should be used for HTM portfolios (excluding investments done for short term parking of funds, for e.g. money market instruments, fixed deposits (FD) of up to 1 year etc)

Calculate purchase yield up to 4 decimals

Please note that there should be a certification for the above by a statutory auditor

<sup>\*</sup> For calculation of annualized purchase yield refer to excel named "Illustrations" and tab named 8.3.7.5

#### **MTM Portfolios**

| Portfolio 1 |                      |   | Quarterly average AUM^ - MTM |                     |                               |  |
|-------------|----------------------|---|------------------------------|---------------------|-------------------------------|--|
| 1 1 1 1     | Portfolio 2          | Total (A)                                   | Portfolio 1                  | (Rs cr) Portfolio 2 | Total (B)                     |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      |   |                              |                     |                               |  |
|             |                      | Total of above all values (A)               |                              |                     | Total of above all values (B) |  |
|             | stments that default | stments that defaulted to average AUM = A/E |                              | (A)                 | (A)                           |  |

<sup>^</sup> For illustration of calculations of quarterly average AUM please refer to excel named "Illustrations" and tab named 8.3.7.2 for MTM portfolios Calculate ratio up to 10 decimals

The applicants must consider only Eligible Portfolios

Please note that there should be a certification for the above by a statutory auditor

#### **HTM Portfolios**

| Quarter end dates — | Total book value of     | Defaulted Investment du | ring the quarter (Rs cr)      | Quarterly average AUM^ - HTM<br>(Rs cr) |             |                               |  |
|---------------------|-------------------------|-------------------------|-------------------------------|---|-------------|-------------------------------|--|
| end dates           | Portfolio 1             | Portfolio 2             | Total (A)                     | Portfolio 1                             | Portfolio 2 | Total (B)                     |  |
| 30-Jun-14           |                         |                         |                               |   |             |                               |  |
| 30-Sep-14           |                         |                         |                               |   |             |                               |  |
| 31-Dec-14           |                         |                         |                               |   |             |                               |  |
| 31-Mar-15           |                         |                         |                               |   |             |                               |  |
| 30-Jun-15           |                         |                         |                               |   |             |                               |  |
| 30-Sep-15           |                         |                         |                               |   |             |                               |  |
| 31-Dec-15           |                         |                         |                               |   |             |                               |  |
| 31-Mar-16           |                         |                         |                               |   |             |                               |  |
| 30-Jun-16           |                         |                         |                               |   |             |                               |  |
| 30-Sep-16           |                         |                         |                               |   |             |                               |  |
| 31-Dec-16           |                         |                         |                               |   |             |                               |  |
| 31-Mar-17           |                         |                         |                               |   |             |                               |  |
| 30-Jun-17           |                         |                         |                               |   |             |                               |  |
| 30-Sep-17           |                         |                         |                               |   |             |                               |  |
| 31-Dec-17           |                         |                         |                               |   |             |                               |  |
| 31-Mar-18           |                         |                         |                               |   |             |                               |  |
| 30-Jun-18           |                         |                         |                               |   |             |                               |  |
| 30-Sep-18           |                         |                         |                               |   |             |                               |  |
| 31-Dec-18           |                         |                         |                               |   |             |                               |  |
| 31-Mar-19           |                         |                         |                               |   |             |                               |  |
|                     |                         |                         | Total of above all values (A) |   |             | Total of above all values (B) |  |
| Ratio of total i    | nvestments that default | ted to average AUM = A  |                               |   |             |                               |  |

<sup>^</sup> For illustration of calculations of quarterly average AUM please refer to excel named "Illustrations" and tab named 8.3.7.4 for HTM portfolios Calculate ratio up to 10 decimals

The bidders must consider only Eligible Portfolios

Please note that there should be a certification for the above by a statutory auditor

## 8.3.7.2 Illustration for calculation of average AUM for MTM portfolios

## MTM portfolios

# Step 1: Calculation of quarterly average AUM for one quarter

| uarterly average AUM (Rs Crores) for the quarter ended 30th June, 2014 |                                     |                                     |  |  |  |  |
|--|-------------------------------------|-------------------------------------|--|--|--|--|
| Days   | Portfolio 1 - Daily AUM (Rs Crores) | Portfolio 2 - Daily AUM (Rs Crores) |  |  |  |  |
| 01-Jan-15  | 100                                 | 85                                  |  |  |  |  |
| 02-Jan-15  | 102                                 | 65                                  |  |  |  |  |
| 03-Jan-15  | 103                                 | 75                                  |  |  |  |  |
| -  | -                                   | -                                   |  |  |  |  |
| -  | -                                   | -                                   |  |  |  |  |
| -  | -                                   | -                                   |  |  |  |  |
| 30-Mar-15  | 104                                 | 72                                  |  |  |  |  |
| 31-Mar-15  | 108                                 | 100                                 |  |  |  |  |
| Average AUM  | A=AVERAGE of all the above          | B=AVERAGE of all the above          |  |  |  |  |

The above calculation will have to be done for 20 quarters to arrive at the average AUM which will be used in the next step

Step 2: Calculation quarterly average AUM for 20 quarters

|                   | Quarterly average AUM - MTM portfolios (in Rs. Crore) |             |            |                                    |  |  |  |  |
|-------------------|---|-------------|------------|------------------------------------|--|--|--|--|
| Quarter end dates |   | Non Own     | ed         |                                    |  |  |  |  |
|                   | Portfolio 1   | Portfolio 2 | Portfolion | Total                              |  |  |  |  |
| 31-Mar-15         | A   | В           |            | C1= A+B+                           |  |  |  |  |
| 30-Jun-15         | -   | -           | -          | C2= Calculated similarly as above  |  |  |  |  |
| 30-Sep-15         | -   | -           | -          | C3= Calculated similarly as above  |  |  |  |  |
| 31-Dec-15         | -   | -           | -          | C4= Calculated similarly as above  |  |  |  |  |
| 31-Mar-16         | -   | -           | -          | C5= Calculated similarly as above  |  |  |  |  |
| 30-Jun-16         | -   | -           | -          | -                                  |  |  |  |  |
| 30-Sep-16         | -   | -           | -          | -                                  |  |  |  |  |
| 31-Dec-16         | -   | -           | -          | -                                  |  |  |  |  |
| 31-Mar-17         | -   | -           | -          | -                                  |  |  |  |  |
| 30-Jun-17         | -   | -           | -          | -                                  |  |  |  |  |
| 30-Sep-17         | -   | -           | -          | -                                  |  |  |  |  |
| 31-Dec-17         | -   | -           | -          | -                                  |  |  |  |  |
| 31-Mar-18         | -   | -           | -          | -                                  |  |  |  |  |
| 30-Jun-18         | -   | -           | -          | -                                  |  |  |  |  |
| 30-Sep-18         | -   | -           | -          | -                                  |  |  |  |  |
| 31-Dec-18         | -   | -           | -          |                                    |  |  |  |  |
| 31-Mar-19         | -   | -           | -          |                                    |  |  |  |  |
| 30-Jun-19         | -   | -           | -          | C26= Calculated similarly as above |  |  |  |  |
| 30-Sep-19         | -   | -           | -          | C27= Calculated similarly as above |  |  |  |  |
| 31-Dec-19         | -   | -           | -          | C28= Calculated similarly as above |  |  |  |  |
|                   |   | Average     |            | D = Average (C1,C2C28)             |  |  |  |  |

The final value D arrived in the above table will be used as a weight for performance evaluation of MTM portfolios

# 8.3.1 Experience in managing Long Term Debt Funds or Retirement Funds of non-owned funds

|         | Number of years of experience of Long  | g Term Debt Funds or Retirement Funds |
|---------|--|---------------------------------------|
| Sr. No. | Number of years – Long Term Debt Funds | Number of years – Retirement Funds    |
|         |  |                                       |

Values up to 2 decimals

For experience, the inception of the oldest fund or the date of incorporation of the Bidder whichever is later should be considered

# 8.3.7.3 Illustration for point to point returns for MTM portfolios

| Portfolio point to po | Portfolio point to point returns         |                                       |  |  |  |  |  |
|-----------------------|--|---------------------------------------|--|--|--|--|--|
| Quarter End Dates     | Portfolio Net asset value (NAV) per unit | Point to point return for the quarter |  |  |  |  |  |
| 31-Dec-14             | 10                                       |                                       |  |  |  |  |  |
| 31-Mar-15             | 11                                       | =11/10-1                              |  |  |  |  |  |
| 30-Jun-15             | 11.5                                     | =11.5/11-1                            |  |  |  |  |  |
| 30-Sep-15             | 11.6                                     | =11.6/11.5-1                          |  |  |  |  |  |
| -                     | -  | Calculated similarly as above         |  |  |  |  |  |
| -                     | -  | Calculated similarly as above         |  |  |  |  |  |
| -                     | -  | Calculated similarly as above         |  |  |  |  |  |
| -                     | -  | Calculated similarly as above         |  |  |  |  |  |
| -                     | -  | Calculated similarly as above         |  |  |  |  |  |
| -                     | -  | Calculated similarly as above         |  |  |  |  |  |
| 30-Jun-19             | 12.2                                     | Calculated similarly as above         |  |  |  |  |  |
| 30-Sep-19             | 12.5                                     | =12.5/12.2-1                          |  |  |  |  |  |
| 31-Dec-19             | 12.8                                     | =12.8/12.5-1                          |  |  |  |  |  |

This calculation needs to be done for each MTM portfolio which is termed as Eligible Portfolios in Glossary & Definitions section

## 8.3.7.4 Illustration for calculation of average book value for HTM portfolios

### **HTM** portfolios

Step 1: Calculation of quarterly average book value for one quarter

| Quarterly Avera | ge AUM (Rs Crores)   |  |   |
|-----------------|--|--|---|
| Days            | Portfolio 1 - Daily book<br>value of investments (Rs<br>Crores)      | Portfolio 2 - Daily book<br>value of investments<br>(Rs Crores)      | Remarks   |
| 31-Dec-14       | 0  | 0  | On the initial date, the opening figures will be zero   |
| 01-Jan-15       | 0+100=100  | 0+85=85  | Rs 100 crore investment made in Portfolio 1 and Rs 85 crore in Portfolio 2 on Jan 1                       |
| 02-Jan-15       | 100+20=120   | 85+0=85  | Additional Rs 20 crore investment made in<br>Portfolio 1 and no new investment in Portfolio<br>2 on Jan 2 |
| 03-Jan-15       | 120  | 100  | No new investment made in Portfolio 1 and additional Rs 15 crore made in Portfolio 2 on Jan 3             |
| -               | -  | -  | -   |
| -               | -  | -  | -   |
| -               | -  | -  | -   |
| 30-Mar-15       | 140  | 102  | -   |
| 31-Mar-15       | 180  | 105  | -   |
| Average AUM     | E1=AVERAGE of all the<br>above (From Jan 1, 2015 to<br>Mar 31, 2015) | F1=AVERAGE of all the<br>above (From Jan 1,<br>2015 to Mar 31, 2015) |   |
| 01-Apr-15       | 180+15 = 195   | 105+5 = 110  | Additional Rs 15 crore investment made in<br>Portfolio 1 and Rs 5 crore in Portfolio 2 on<br>Apr 1        |
| 02-Apr-15       | 195  | 110  | No new investments made in either portfolios  |
| -               | -  | -  |   |
| 30-Jun-15       |  | 120  |   |
| Average AUM     | E2=AVERAGE of all the<br>above (From Apr 1, 2015 to<br>Jun 30, 2015) | F2=AVERAGE of all the<br>above (From Apr 1,<br>2015 to Jun 30, 2015) |   |

The above calculation will have to be done for 20 quarters to arrive at the average AUM which will be used in the next step

Rook value (net of provisions and write-offs) should be used for HTM portfolios (excluding investments done for short term parking of funds for e.g., more

Book value (net of provisions and write-offs) should be used for HTM portfolios (excluding investments done for short term parking of funds, for e.g. money market instruments, fixed deposits (FD) of up to 1 year etc)

The legacy portfolio (investments not made during the required period) should not be considered. Only on the initial date the opening figures will be zero and thereafter on cumulative basis

Step 2: Calculation quarterly average book value for 20 quarters

| Quarterly average book value - HTM portfolios (in Rs. Crore) |             |             |            |                                    |  |  |  |
|--|-------------|-------------|------------|------------------------------------|--|--|--|
| Quarter end  | Non Owned   |             |            |                                    |  |  |  |
| dates  | Portfolio 1 | Portfolio 2 | Portfolion | Total                              |  |  |  |
| 31-Mar-15  | E1          | F1          |            | G1=E1+F1+                          |  |  |  |
| 30-Jun-15  | E2          | F2          | -          | G2= Calculated similarly as above  |  |  |  |
| 30-Sep-15  | -           | -           | -          | G3= Calculated similarly as above  |  |  |  |
| 31-Dec-15  | -           | -           | -          | G4= Calculated similarly as above  |  |  |  |
| 31-Mar-16  | -           | -           | -          | -                                  |  |  |  |
| 30-Jun-16  | -           | -           | -          | -                                  |  |  |  |
| 30-Sep-16  | -           | -           | -          | -                                  |  |  |  |
| 31-Dec-16  | -           | -           | -          | -                                  |  |  |  |
| 31-Mar-17  | -           | -           | -          | -                                  |  |  |  |
| 30-Jun-17  | -           | -           | -          | -                                  |  |  |  |
| 30-Sep-17  | -           | -           | -          | -                                  |  |  |  |
| 31-Dec-17  | -           | -           | -          | -                                  |  |  |  |
| 31-Mar-18  | -           | -           | -          | -                                  |  |  |  |
| 30-Jun-18  | -           | -           | -          | -                                  |  |  |  |
| 30-Sep-18  | -           | -           | -          | -                                  |  |  |  |
| 31-Dec-18  | -           | -           | -          | -                                  |  |  |  |
| 31-Mar-19  | -           | -           | -          | -                                  |  |  |  |
| 30-Jun-19  | -           | -           | -          | -                                  |  |  |  |
| 30-Sep-19  | -           | -           | -          | G27= Calculated similarly as above |  |  |  |
| 31-Dec-19  | -           | -           | -          | G28= Calculated similarly as above |  |  |  |
|  |             | Average     |            | H = Average of above all values    |  |  |  |

The final value H arrived in the above table will be used as a weight for performance evaluation of HTM portfolios

#### 8.3.7.1 Illustration to determine if a portfolio qualifies as a Long Term Debt Funds

Step 1: Calculate the average maturity of the portfolio for each of the 20 quarter ended dates starting from quarter ended June 2014 to quarter ended March 2019 as shown below

| Computation of average maturity of the portfolio for the quarter ended 30th June, 2014 |  |                              |  |  |  |
|--|--|------------------------------|--|--|--|
| Securities   | Market value of investments (in Rs.)               | Residual maturity (in years) |  |  |  |
| Security 1   | 1000   | 2.8                          |  |  |  |
| Security 2   | 1500   | 5.5                          |  |  |  |
| Security 3   | 2500   | 6.5                          |  |  |  |
| Security 4   | 1800   | 7.5                          |  |  |  |
| Total market value   |  |                              |  |  |  |
| Portfolio Averag   | = (1000x2.8 + 1500x5.5<br>+ 2500x6.5 + 1800x7.5)/A |                              |  |  |  |

Step 2: Calculate the average of the 20 quarter-ended average maturities as shown below and hence determine if the portfolio qualifies to be a long term debt portfolio or not

|   | Average Maturity for Portfolio 1 | Average Maturity for Portfolio 2 |
|---|----------------------------------|----------------------------------|
| Quarter ended                                       | (in yrs)                         | (in yrs)                         |
| 31-Mar-15   | 6                                | 4                                |
| 30-Jun-15   | 6.5                              | 5                                |
| 30-Sep-15   | 5.8                              | 3.7                              |
| 31-Dec-15   | 5.5                              | 4.7                              |
| 31-Mar-16   | 6.2                              | 4.5                              |
| 30-Jun-16   | -                                | -                                |
| 30-Sep-16   | -                                | -                                |
| 31-Dec-16   | -                                | -                                |
| 31-Mar-17   | -                                | -                                |
| 30-Jun-17   | -                                | -                                |
| 30-Sep-17   | -                                | -                                |
| 31-Dec-17   | -                                | -                                |
| 31-Mar-18   | -                                | -                                |
| 30-Jun-18   | -                                | -                                |
| 30-Sep-18   | 8                                | 3                                |
| 31-Dec-18   | 7.5                              | 4                                |
| 31-Mar-19   | 8.5                              | 5                                |
| 30-Jun-19   | 8                                | 7                                |
| 30-Sep-19   | 7.5                              | 2                                |
| 31-Dec-19   | 6                                | 2                                |
| Average maturity for the 20 quarter-end dates       | =AVERAGE of all the above        | =AVERAGE of all the above        |
| Eligibility of portfolio as Long Term Debt<br>Funds | Eligible (since >= 3 years)      | Not Eligible (since < 3 years)   |

For the purpose of calculation of weighted average maturity of HTM portfolio, book value (net of provisions and write-offs) should be used. For the purpose of calculation of weighted average maturity of MTM portfolio, market value should be used

Average maturity over the 20 quarter ending dates from June 2014 to March 2019/ since inception whichever is later must be considered

Calculate average maturity up to 2 decimals

#### 8.3.7.7 Illustration for calculation of asset weighted purchase yield across all HTM portfolios

Step 1: Calculation of book value of incremental investments made in the quarter

| Dave      | Portfolio 1 - Daily incremental book value of investments (Rs Crores) | Portfolio 2 - Daily incremental book value of investments (Rs Crores) | Remarks  |
|-----------|---|---|--|
| Days      | investments (Ks Crores)   | investments (Ks Crores)   |  |
| 01-Jan-15 | 100   | 85  | Rs 100 crore investment made in Portfolio 1 and<br>Rs 85 crore in Portfolio 2 on Jan 1       |
| 02-Jan-15 | 20  | -   | Rs 20 crore investment made in Portfolio 1 and no new investment in Portfolio 2 on Jan 2     |
| 03-Jan-15 | -   | 15  | No new investment made in Portfolio 1 and additional Rs 15 crore made in Portfolio 2 on Ja 3 |
| -         | -   | -   |  |
| -         | -   | -   |  |
| -         | -   | -   | No new investment made   |
| 30-Mar-15 | 50  | 30  | Rs 50 crore investment made in Portfolio 1 and Rs 30 crore in Portfolio 2 on March 30        |
| 31-Mar-15 | 20  | 50  | Rs 20 crore investment made in Portfolio 1 and Rs 50 crore in Portfolio 2 on March 31        |
| Total     | E1=Total of all the above (From Jan 1, 2015 to                        | F1=Total of all the above (From Jan 1, 2015 to                        |  |
| Iotai     | Mar 31, 2015) = 190   | Mar 31, 2015) = 180   |  |
| 01-Apr-15 | 150   | 110   | Rs 150 crore investment made in Portfolio 1 and Rs 110 crore in Portfolio 2 on Apr 1         |
| 02-Apr-15 | 50  | 30  | Rs 50 crore investment made in Portfolio 1 and Rs 30 crore in Portfolio 2 on Apr 2           |
| -         | -   | -   |  |
| -         | -   | -   | No new investment made   |
| 30-Jun-15 | 10  | 5   | Rs 10 crore investment made in Portfolio 1 and Rs 5 crore in Portfolio 2 on June 30          |
| Total     | E2=Total of all the above (From Apr 1, 2015 to<br>Jun 30, 2015) = 210 | F2=Total of all the above (From Apr 1, 2015 to<br>Jun 30, 2015) = 145 |  |

The book value (net of provisions and write-offs) should be calculated excluding investments done for short term parking of funds including money market instruments, fixed deposits (FD) of up to 1 year etc

Step 2: Calculation of one year rolling asset weighted purchase yield for each applicant

|               | Book Value of incremental investments made in the quarter (Rs cr) |             | Annualized<br>yield (%) | l purchase  | Book value weighted purchase yield | One year rolling asset weighted purchase  |  |
|---------------|---|-------------|-------------------------|-------------|------------------------------------|---|--|
| Quarter ended | Portfolio 1   | Portfolio 2 | Total                   | Portfolio 1 | Portfolio 2                        | (annualized %)                            | yield (annualized %)   |
|               |   |             |                         |             |                                    |   | В  |
| 31-Mar-15     | E1=190  | F1=180      | 190+180=370             | 8.4         | 8.38                               | A1 = (190x8.40+180*8.38)/(190+180) = 8.39 | -  |
| 30-Jun-15     | E2=210  | F2=145      | 210+145=355             | 8.62        | 8.59                               | A2 = Calculated similarly as above = 8.61 | -  |
| 30-Sep-15     | 215   | 165         | 215+165=380             | 8.36        | 8.37                               | A3 = Calculated similarly as above = 8.36 | -  |
| 31-Dec-15     | 140   | 115         | 140+115=255             | 7.81        | 7.83                               | A4 = Calculated similarly as above = 7.82 | {(370*A1)+(355*A2)+(380*A3)+(255*A4)}/(370+3<br>55+380+255) = 8.33 |
| 31-Mar-16     | 150   | 120         | 150+120=270             | 7.34        | 7.37                               | A5 = Calculated similarly as above = 7.35 | {(355*A2)+(380*A3)+(255*A4)+(270*A5)}/(355+3<br>80+255+270) = 8.11 |
| 30-Jun-16     | 160   | 140         | 160+140                 | 7.63        | 7.64                               | A6 = Calculated similarly as above        | Calculated similarly as above                                      |
| 30-Sep-16     | 220   | 160         | 220+160                 | 7.72        | 7.75                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 31-Dec-16     | 165   | 135         | 165+135                 | 7.47        | 7.46                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 31-Mar-17     | 155   | 95          | 155+95                  | 7.75        | 7.74                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 30-Jun-17     | 155   | 122         | 155+122                 | 8.33        | 8.3                                | Calculated similarly as above             | Calculated similarly as above                                      |
| 30-Sep-17     | 200   | 133         | 200+133                 | 8.46        | 8.38                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 31-Dec-17     | 250   | 150         | 250+150                 | 8.65        | 8.68                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 31-Mar-18     | 185   | 185         | 185+185                 | 7.28        | 7.33                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 30-Jun-18     | 205   | 220         | 205+220                 | 7.75        | 7.86                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 30-Sep-18     | 198   | 180         | 198+180                 | 7.73        | 7.75                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 31-Dec-18     | 208   | 175         | 208+175                 | 7.48        | 7.47                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 31-Mar-19     | 105   | 170         | 105+170                 | 7.74        | 7.76                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 30-Jun-19     | 95  | 175         | 95+175                  | 8.34        | 8.36                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 30-Sep-19     | 102   | 175         | 102+175                 | 8.46        | 8.44                               | Calculated similarly as above             | Calculated similarly as above                                      |
| 31-Dec-19     | 85  | 190         | 85+190                  | 8.65        | 8.67                               | A28 = Calculated similarly as above       | Calculated similarly as above                                      |
| Average       |   |             |                         |             |                                    |   | Applicant 1 HTM returns B1 = Average of<br>above all               |

Please note that the data to be provided by the Applicant is as per section 8.3.4; column B of the above table should not be calculated by the Applicant. Column B has been shown for illustration of the calculation that will be done for the parameter. For the purpose of performance evaluation all the Eligible Portfolios would have to be segregated based on the type of valuation practice into MTM and HTM portfolios. The above table should be used for HTM returns data Quarterly average book value of investments made for the respective one quarter only have to be considered for calculating average in this step

Step 3: Calculation of HTM portfolio performance score for each applicant

| Quarter ended | One year rolling asset weighted purchase yield (annualized %) Applicant 1 | One year rolling asset weighted purchase yield (annualized %) Applicant 2 | One year rolling asset weighted purchase yield (annualized %) Applicant 3 |
|---------------|---|---|---|
|               | B1  | B2  | Bn  |
| 31-Mar-15     |   |   |   |
| 30-Jun-15     |   |   |   |
| 30-Sep-15     |   |   |   |
| 31-Dec-15     | 8.33  | 8.26  | 8.29  |
| 31-Mar-16     | 8.11  | 7.98  | 8.04  |
| 30-Jun-16     | 7.84  | 7.78  | 7.99  |
| 30-Sep-16     | 7.64  | 7.86  | 7.80  |
| 31-Dec-16     | 7.56  | 8.01  | 8.00  |
| 31-Mar-17     | 7.65  | 7.89  | 8.24  |
| 30-Jun-17     | 7.80  | 8.23  | 7.77  |
| 30-Sep-17     | 8.01  | 7.99  | 8.04  |
| 31-Dec-17     | 8.34  | 8.23  | 8.26  |
| 31-Mar-18     | 8.17  | 8.29  | 8.29  |
| 30-Jun-18     | 8.04  | 8.00  | 8.04  |
| 30-Sep-18     | 7.89  | 7.79  | 7.81  |
| 31-Dec-18     | 7.59  | 7.65  | 7.68  |
| 31-Mar-19     | 7.69  | 7.58  | 7.61  |
| 30-Jun-19     | 7.79  | 7.68  | 7.73  |
| 30-Sep-19     | 7.96  | 7.90  | 7.93  |
| 31-Dec-19     | 8.30  | 8.03  | 8.04  |
| Minimum       | Min = Minimum of all the above values = 7.56                              |   |   |
| Maximum       | Max = Maximum of all the above values = 8.3                               | 4   |   |
| Difference    | Diff= 8.34 - 7.56 = 0.78  |   |   |
| Average       | Average of B1 values = 7.92   | Average of B2 values = 7.95   | Average of Bn values = 7.97   |
| HTM score     | ((7.92-7.56))/0.78)*100 = 46.68   | ((7.95-7.56))/0.78)*100 = 50.00   | ((7.97-7.56))/0.78)*100 = 53.09   |

Please note that the above table is for illustrating the scoring methodology and the applicants will not be required to do the calculation as shown in the above table