

Table I

## AUM REPORT FOR THE QUARTER ENDED (31/12/2011)

## Asset class wise disclosure of AUM &amp; AAUM

Rs. in Lakhs

| Category                        | AUM as on the last day of the Quarter (December 2011) | Average AUM for the Quarter (December 2011) |
|---------------------------------|---|---|
| Income                          | 173,390.21  | 207,436.45                                  |
| Equity (other than ELSS)        | 51,739.86   | 59,786.36                                   |
| Balanced                        | 774.91  | 828.75                                      |
| Liquid                          | 257,661.39  | 417,240.90                                  |
| Gilt                            | 3,435.46  | 2,230.48                                    |
| Equity - ELSS                   | 3,601.81  | 4,012.33                                    |
| GOLD ETF                        | 0.00  | 0.00  |
| Other ETF                       | 0.00  | 0.00  |
| Fund of Fund investing overseas | 0.00  | 0.00  |
| <b>Total</b>                    | <b>490,603.64</b>                                     | <b>691,535.28</b>                           |

Table II

## AUM REPORT FOR THE QUARTER ENDED (31/12/2011)

## Disclosure of percentage of AUM by geography

| Geographical Spread | % of Total AUM as on the last day of the Quarter December 2011 |
|---------------------|--|
| Top 5 Cities        | 85.16%   |
| Next 10 Cities      | 10.61%   |
| Next 20 Cities      | 2.26%  |
| Next 75 Cities      | 1.53%  |
| Others              | 0.44%  |
| <b>Total</b>        | <b>100.00%</b>   |