

**ING Vysya Life Insurance Company Limited**  
(Amounts in thousands of Indian Rupees unless otherwise stated)

FORM : L22-Analytical Ratios

Sl No	Ratios	For the quarter ended 30 Sep 2012	Up to the quarter ended 30 Sep 2012	For the quarter ended 30 Sep 2011	Up to the quarter ended 30 Sep 2011
1	New business premium income growth:				
	<i>Participating</i>	-14.4%	-10.8%	35.8%	40.9%
	<i>Non Participating</i>	1355.9%	847.7%	-35.5%	-70.6%
	<i>Pension- Individual</i>	9.2%	2.4%	32.3%	21.3%
	<i>Annuity</i>	91.9%	2089.6%	3936.0%	6894.4%
	<i>Unit - Linked - Individual Pension</i>	-204.2%	-122.2%	-99.5%	-98.3%
	<i>Unit - Linked - Individual</i>	-37.1%	-36.8%	-51.7%	-50.3%
	<i>Unit - Linked - Group</i>	0.0%	0.0%	0.0%	-100.0%
2	Net retention ratio	99.6%	99.5%	99.6%	99.6%
3	Ratio of expenses of management	32.2%	37.5%	40.6%	44.3%
4	Commission ratio	6.8%	6.6%	9.0%	8.4%
5	Ratio of policy holders' liabilities to shareholders' funds	2125.5%	2125.5%	1793.8%	1793.8%
6	Growth rate of shareholders' fund (over previous year same quarter)	-1.4%	-1.4%	-12.6%	-12.6%
7	Ratio of policyholders' surplus to policy holders' liability	-0.4%	-0.4%	-1.0%	-1.0%
8	Change in net worth - (Rs. Mn)	(93.4)	(41.9)	(217.9)	(437.3)
9	Profit / (loss) after tax / total income	-1.3%	-1.6%	-11.1%	-8.6%
10	(Total real estate + loans)/ cash and invested assets	0.4%	0.4%	0.3%	0.3%
11	Total investments/ (capital + total surplus) *	2241.1%	2241.1%	1878.0%	1878.0%
12	Total affiliated investments/ (capital + total surplus)	10.5%	10.5%	3.8%	3.8%
13	<b>Investment Yield (Gross and Net)</b>				
	<b>With realized gains / (losses)</b>				
	Participating	2.4%	4.4%	1.5%	3.3%
	Non Participating	2.2%	4.4%	2.1%	4.3%
	Pension	2.4%	4.6%	2.1%	4.1%
	Unit Linked Funds	6.6%	6.6%	-8.0%	-8.7%
	Shareholders	2.1%	4.0%	2.2%	4.2%
	<b>Without realized gains / (losses)</b>				
	Participating	2.2%	4.1%	1.5%	3.2%
	Non Participating	2.2%	4.3%	2.1%	4.2%
	Pension	2.2%	4.2%	2.0%	4.0%
	Unit Linked Funds	7.5%	6.9%	-5.6%	-7.1%
	Shareholders	2.1%	3.9%	2.1%	4.0%
14	Conservation Ratio	59.6%	61.3%	58.1%	59.6%
	Linked	57.7%	58.6%	59.2%	59.0%
	Non Linked	81.5%	79.6%	79.6%	80.8%
	Pension	16.4%	19.4%	11.7%	13.6%
15	Persistency Ratio **				
	For 13th month	66.0%	66.0%	67.0%	67.0%
	For 25th month	60.0%	60.0%	54.0%	54.0%
	For 37th month	41.0%	41.0%	34.0%	34.0%
	For 49th Month	39.0%	39.0%	30.0%	30.0%
	for 61st month	37.0%	37.0%	27.0%	27.0%
16	NPA Ratio	NIL	NIL	NIL	NIL

**Equity Holding Pattern for Life Insurers**

1	(a) No. of shares	1,464,883,000	1,464,883,000	1,464,883,000	1,464,883,000
2	(b) Percentage of shareholding (Indian / Foreign)				
	- Indian	74	74	74	74
	- Foreign	26	26	26	26
3	(c) %of Government holding (in case of public sector insurance companies)	NA	NA	NA	NA
4	(a) Basic and diluted EPS before extraordinary items (net of tax expense) for the period (not to be annualized)	(0.07)	(0.12)	(0.15)	(0.29)
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	(0.07)	(0.12)	(0.15)	(0.29)
6	(iv) Book value per share (Rs 10 Paid Up)	2.03	2.03	2.07	2.07

\* Investments represent the total of Form L12, L13 & L14

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- Persistency ratios have been calculated based on the data as at 30 September 2012 for those policies where premiums are due and are based on APE.
- Persistency ratios given above are to be read as follows: for e.g., 25th month's 60.0% for 2012 is based on the new business written from 1st Oct 2010 to 30th Sep 2011 and 25th month's 54.0% for 2011 is based on the new business written from 1st Oct 2009 to 30th Sep 2010 and so on.
- Single / policies with flexibility in paying premiums & group policies are not included in the persistency ratio.