

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

FORM : L22-Analytical Ratios

SI No	Ratios	Quarter ended 31 Mar 2013	Year ended 31 Mar 2013	Quarter ended 31 Mar 2012	Year ended 31 Mar 2012
1	New business premium income growth:				
	<i>Participating</i>	18.3%	3.3%	-1.5%	8.7%
	<i>Non Participating</i>	8.0%	98.1%	223.7%	75.4%
	<i>Pension- Individual</i>	-103.7%	-38.2%	-42.5%	3.0%
	<i>Annuity</i>	137.9%	972.5%	311.2%	594.3%
	<i>Unit - Linked - Individual Pension</i>	-528.5%	-100.0%	-101.6%	-98.6%
	<i>Unit - Linked - Individual</i>	14.9%	-12.0%	-38.2%	-48.8%
	<i>Unit - Linked - Group</i>	0.0%	0.0%	0.0%	-100.0%
2	Net retention ratio	99.5%	99.7%	99.6%	99.6%
3	Ratio of expenses of management	28.0%	34.2%	25.6%	36.6%
4	Commission ratio	6.9%	6.8%	7.7%	7.9%
5	Ratio of policy holders' liabilities to shareholders' funds	1904.9%	1904.9%	1902.4%	1902.4%
6	Growth rate of shareholders' fund (over previous year same quarter)	7.5%	7.5%	-9.4%	-9.4%
7	Ratio of policyholders' surplus to policy holders' liability	-0.1%	-0.1%	-1.2%	-1.2%
8	Change in net worth - (Rs. Mn)	366	238	306	(325)
9	Profit / (loss) after tax / total income	7.8%	1.0%	3.8%	-1.7%
10	(Total real estate + loans)/ cash and invested assets	0.4%	0.4%	0.3%	0.3%
11	Total investments/ (capital + total surplus) *	1954.2%	1954.2%	1989.3%	1989.3%
12	Total affiliated investments/ (capital + total surplus)	9.3%	9.3%	13.8%	13.8%
13	<b>Investment Yield (Gross and Net)</b> <b>With realized gains / (losses)</b>				
	<i>Participating</i>	1.9%	8.4%	2.5%	7.6%
	<i>Non Participating</i>	2.2%	8.8%	2.2%	8.6%
	<i>Pension</i>	1.9%	8.7%	2.4%	8.2%
	<i>Unit Linked Funds</i>	-2.3%	8.3%	10.6%	-2.8%
	<i>Shareholders</i>	2.1%	7.4%	2.1%	8.4%
	<b>Without realized gains / (losses)</b>				
	<i>Participating</i>	1.8%	7.9%	2.4%	7.3%
	<i>Non Participating</i>	2.1%	8.6%	2.2%	8.4%
	<i>Pension</i>	1.8%	8.1%	2.1%	7.7%
	<i>Unit Linked Funds</i>	-4.9%	4.0%	9.5%	-4.0%
	<i>Shareholders</i>	2.0%	7.1%	1.7%	7.8%
14	Conservation Ratio	75.0%	65.7%	63.9%	61.0%
	<i>Linked</i>	56.9%	57.0%	61.3%	59.4%
	<i>Non Linked</i>	86.3%	83.3%	81.1%	80.1%
	<i>Pension</i>	62.5%	29.5%	25.3%	18.5%
15	Persistency Ratio **				
	For 13th month	65%	65%	65%	65%
	For 25th month	58%	58%	55%	55%
	For 37th month	43%	43%	38%	38%
	For 49th Month	34%	34%	36%	36%
	for 61st month	26%	26%	38%	38%
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	100	100	74	74
	- Foreign	-	-	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)	0.16	0.16	(0.21)	(0.21)
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	0.16	0.16	(0.21)	(0.21)
6	(iv) Book value per share (Rs 10 Paid Up)	2.31	2.31	2.15	2.15

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

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1) Persistency ratios have been calculated based on the data as at 31 March 2013 for those policies where premiums are due and are based on APE.

2) Persistency ratios given above are to be read as follows: for e.g., 25th month's 58% for 2013 is based on the new business written from 1st April 2010 to 31st March 2011 and 25th month's 55 for 2012 is based on the new business written from 1st April 2009 to 31st March 2010 and so on.

3) Single / policies with flexibility in paying premiums & group policies are not included in the persistency ratio.