

FORM : L22-Analytical Ratios

| Sl No | Ratios | Quarter ended 31 Mar 2014 | Year ended 31 Mar 2014 | Quarter ended 31 Mar 2013 | Year ended 31 Mar 2013 |
|-------|--|------------------------------|---------------------------|------------------------------|---------------------------|
| 1 | New business premium income growth: | | | | |
| | Participating | -18.9% | -3.8% | 18.3% | 3.3% |
| | Non Participating | -9.9% | 12.1% | 8.0% | 98.1% |
| | Pension- Individual | -96.3% | -100.1% | -103.7% | -38.2% |
| | VIP Non Par Pension # | na | na | na | na |
| | Annuity | 185.8% | -41.9% | 137.9% | 972.5% |
| | Unit - Linked - Individual Pension | -78.9% | 0.0% | -528.5% | -100.0% |
| | Unit - Linked - Individual | -62.3% | -45.8% | 14.9% | -12.0% |
| | Unit - Linked - Group | 0.0% | 0.0% | 0.0% | 0.0% |
| 2 | Net retention ratio | 99.8% | 99.7% | 99.5% | 99.7% |
| 3 | Ratio of expenses of management | 24.3% | 33.8% | 28.0% | 34.2% |
| 4 | Commission ratio | 6.8% | 7.2% | 6.9% | 6.8% |
| 5 | Ratio of policy holders' liabilities to shareholders' funds | 1356.6% | 1356.6% | 1904.9% | 1904.9% |
| 6 | Growth rate of shareholders' fund (over previous year same quarter) | 56.3% | 56.3% | 7.5% | 7.5% |
| 7 | Ratio of policyholders' surplus to policy holders' liability | 0.3% | 0.3% | -0.1% | -0.1% |
| 8 | Change in net worth - (Rs. Mn) | 674 | 1,910 | 366 | 238 |
| 9 | Profit / (loss) after tax / total income | 7.0% | 2.1% | 7.8% | 1.0% |
| 10 | (Total real estate + loans)/ cash and invested assets | 0.6% | 0.6% | 0.4% | 0.4% |
| 11 | Total investments/ (capital + total surplus) * | 1424.3% | 1424.3% | 1954.2% | 1954.2% |
| 12 | Total affiliated investments/ (capital + total surplus) | 2.2% | 2.2% | 9.3% | 9.3% |
| 13 | Investment Yield (Gross and Net) With realized gains / (losses) | | | | |
| | Participating | 2.3% | 8.9% | 1.9% | 8.4% |
| | Non Participating | 2.1% | 8.5% | 2.2% | 8.8% |
| | Pension | 2.4% | 9.1% | 1.9% | 8.7% |
| | Unit Linked Funds | 4.7% | 13.0% | -2.3% | 8.3% |
| | Shareholders | 2.1% | 8.3% | 2.1% | 7.4% |
| | Without realized gains / (losses) | | | | |
| | Participating | 2.3% | 8.4% | 1.8% | 7.9% |
| | Non Participating | 1.8% | 7.3% | 2.1% | 8.6% |
| | Pension | 2.3% | 8.5% | 1.8% | 8.1% |
| | Unit Linked Funds | 2.4% | 8.1% | -4.9% | 4.0% |
| | Shareholders | 1.9% | 8.0% | 2.0% | 7.1% |
| 14 | Conservation Ratio | | | | |
| | Linked | 78% | 72% | 75% | 66% |
| | Non Linked | 65% | 64% | 57% | 57% |
| | Pension | 84% | 83% | 86% | 83% |
| | | 51% | 33% | 62% | 30% |
| 15 | Persistency Ratio ** | | | | |
| | For 13th month | 66% | 66% | 65% | 65% |
| | For 25th month | 57% | 57% | 58% | 58% |
| | For 37th month | 49% | 49% | 43% | 43% |
| | For 49th Month | 42% | 42% | 34% | 34% |
| | for 61st month | 26% | 26% | 26% | 26% |
| 16 | NPA Ratio | NIL | NIL | NIL | NIL |

Equity Holding Pattern for Life Insurers

| | | | | | |
|---|---|---------------|---------------|---------------|---------------|
| 1 | (a) No. of shares | 1,600,000,000 | 1,600,000,000 | 1,464,883,000 | 1,464,883,000 |
| 2 | (b) Percentage of shareholding (Indian / Foreign) | | | | |
| | - Indian | 100 | 100 | 100 | 100 |
| | - Foreign | - | - | - | - |
| 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) | 0.42 | 0.34 | 0.36 | 0.16 |
| 5 | (b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized) | 0.42 | 0.34 | 0.36 | 0.16 |
| 6 | (iv) Book value per share (Rs 10 Paid Up) | 3.29 | 3.29 | 2.31 | 2.31 |

Launched during this financial year hence comparable numbers are not available

* 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 2014 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 57% for 2014 is based on the new business written from 1st April 2011 to 31st March 2012 and 25th month's 58% for 2013 is based on the new business written from 1st April 2010 to 31st March 2011 and so on.

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