

All data unless mentioned in Rs. Billion	FY13	FY14	FY15	9M FY15	9M FY16
Key Financial Metrics					
New business Premium	44.4	40.4	54.9	34.4	38.9
<i>Individual</i>	32.9	25.5	33.1	20.7	22.7
<i>Group</i>	11.4	14.8	21.8	13.7	16.2
Renewal Premium	68.9	80.2	93.4	60.5	62.8
Total Premium	113.2	120.6	148.3	94.9	101.7
Operating Expenses	12.2	12.9	15.1	10.1	11.9
Premium Less Benefit Payouts ⁽¹⁾	74.0	73.6	65.8	36.5	44.4
Net profit	4.5	7.3	7.9	5.7	5.9
Assets Under Management	404.5	505.5	670.5	635.1	715.8
Market Consistent Embedded Value ⁽²⁾	58.7	69.9	88.1	77.8	95.5
Net Worth	13.2	19.3	25.4	23.3	29.2
Total Capital Invested	21.6	21.6	21.6	21.6	21.6
Dividend paid (inclung DDT)	-	1.2	1.7	1.7	2.2
Key Financial Ratios					
Individual New Business Margins (on loaded expenses) ⁽³⁾	17.8%	26.2%	22.5%	21.2%	22.5%
Operating Expenses / Total Premium	10.8%	10.7%	10.2%	10.7%	11.7%
Total Commissions / Total Premium	5.7%	4.3%	4.2%	4.2%	4.2%
Return on Invested Capital ⁽⁴⁾	20.9%	33.6%	36.4%	35.5%	36.4%
Return on Equity ⁽⁵⁾	41.4%	44.7%	35.1%	36.0%	28.8%
Solvency Ratio	217%	194%	196%	187%	195%
Persistency (13M / 61M) ⁽⁶⁾	76%/15%	69%/21%	73%/37%	71%/35%	77%/37%
Conservation Ratio ⁽⁷⁾	79%	79%	90%	92%	80%
Business Mix (%)					
Product (UL/Trad Non Par/Trad Par) ⁽⁸⁾	61/2/37	49/15/36	62/17/21	58/19/23	59/15/26
Indl Distribution (CA/Agency/Broker/Direct) ⁽⁸⁾	72/16/7/5	70/16/7/7	73/14/5/8	74/13/5/8	75/12/4/9
Total Distribution (CA/Agency/Broker/Direct/Group) ⁽⁹⁾	54/12/4/4/26	43/10/4/6/37	41/10/3/6/40	42/9/3/6/40	41/8/2/7/42
Other Details					
New business No. of Individual Policies Sold (In lacs)	10.3	8.8	8.8	5.3	7.3
HDFC Life Branches (No.)	450	429	414	408	402
No. of Financial Consultants (In lacs) ⁽¹⁰⁾	1.0	0.8	0.9	0.8	1.1
Total Employees (No.)	15,027	13,963	14,348	14,246	15,047

Notes:

1 Gross of reinsurance for both individual and group business

2 9M MCEV represents MCEV as on 30th Sept

3 Computed on MCEV basis based on internal Company analysis

4 Calculated using net profit and share capital including share premium. For 9M, net profit is annualised

5 Calculated using as net profit and average net worth (Net worth comprises of Share capital, Share premium and Accumulated profits/(losses)). For 9M, net profit is annualised

6 Persistency ratio is computed for rolling 12 months with a 1 month lag on original premium basis, based on individual business as per the latest IRDA circular

7 Conservation ratio for individual business

8 On individual APE. UL stands for Unit Linked & CA stands for Corporate Agents

9 On total new business premium including group

10 Comprises of individual, broker and corporate consultants