FORM L-22

Analytical Ratios:31.3.2017

| Sl.No. | Particulars | FOR THE QUARTER ENDED ON 31st MARCH 2017 | UP TO THE QUARTER ENDED ON 31st MARCH 2017 | FOR THE QUARTER ENDED ON 31st MARCH 2016 | UP TO THE QUARTER ENDED ON 31s MARCH 2016 |
|--------|---|---|---|---|--|
| 1 | New business premium income growth rate - segment wise | | | | |
| | Non-Linked | | | | |
| | Life | -4.11% | 4.26% | 24.63% | -9.98% |
| | Pension | 20.95% | 253.68% | 416.52% | 206.83% |
| | Group | 11.34% | 21.35% | 43.58% | 42.62% |
| | Linked | | | | |
| | Life | -10.32% | -26.70% | - | 1389.67% |
| | Pension | 0.00% | 0.00% | -100.00% | 0.00% |
| | Group | N.A. | N.A. | N.A. | N.A. |
| 2 | Net Retention Ratio | 99.84% | 99.90% | 99.89% | 99.92% |
| 3 | Expense of Management to Gross Direct Premium Ratio | 14.54% | 15.17% | 14.08% | 14.33% |
| 4 | Commission Ratio (Gross commission paid to Gross Premium) | 6.36% | 5.53% | 5.89% | 5.82% |
| 5 | Ratio of policy holder's liabilities to shareholder's funds | - | 4169.24 | - | 3722.55 |
| 6 | Growth rate of shareholders' fund | - | 4.03% | - | 3.63% |
| 7 | Ratio of surplus to policy holders' liability | # | 1.78% | # | 2.40% |
| 8 | Change in net worth (Amount in ₹ 000) | 25457 | 235099 | 14724 | 203987 |
| 9 | Profit after tax/Total Income | 0.014 | 0.005 | 0.019 | 0.006 |
| 10 | (Total real estate + loans)/(Cash & invested assets) | - | 4.86% | - | 5.76% |
| 11 | Total investments/(Capital + Surplus) | = | 4059.16 | - | 3630.28 |
| 12 | Total affiliated investments/(Capital+ Surplus) | = | 33.93 | - | 38.09 |
| 13 | Investment Yield * | 7.91% | 7.78% | 7.96% | 8.11% |
| 14 | Conservation Ratio | 91.51% | 91.43% | 86.25% | 91.47% |
| 15 | Persistency Ratio** | | | | |
| | For 13th month | | | | |
| | By no. of policies | 57.00% | 64.00% | 55.00% | 63.00% |
| | By annualized premium | 67.00% | 74.00% | 65.00% | 72.00% |
| | For 25th month | | | | |
| | By no. of policies | 50.00% | 56.00% | 44.00% | 60.00% |
| | By annualized premium | 60.00% | 66.00% | 54.00% | 72.00% |
| | For 37th month | | | | |
| | By no. of policies | 41.00% | 56.00% | 40.00% | 48.00% |
| | By annualized premium | 51.00% | 68.00% | 57.00% | 65.00% |
| | For 49th month | | | | |
| | By no. of policies | 38.00% | 45.00% | 40.00% | 47.00% |
| | By annualized premium | 55.00% | 62.00% | 55.00% | 62.00% |
| | For 61st month | | | | |
| | By no. of policies | 38.00% | 44.00% | 38.00% | 44.00% |
| | By annualized premium | 52.00% | 58.00% | 50.00% | 55.00% |

| 16 | NPA Ratio (of debt portfolio) | | | | |
|-------------|--|------|-------|------|-------|
| | Gross NPA Ratio | # | 4.73% | # | 3.76% |
| | Net NPA Ratio | # | 1.96% | # | 1.84% |
| Equity Hold | ing pattern for Life Insurers | | | | |
| 1 | (a) No of shares | NA | NA | NA | NA |
| 2 | (b) Percentage of shareholding | NA | NA | NA | NA |
| 3 | (c) % of Government holding | 100% | 100% | 100% | 100% |
| 4 | (a) basic and diluted EPS before extraordinary items | NA | NA | NA | NA |
| 5 | (b) Basic and diluted EPS after extraordinary items | NA | NA | NA | NA |
| 6 | (iv) Book value per share | NA | NA | NA | NA |

Previous Period's Ratios are worked out on regrouped figures

[#] cannot be worked out

^{*} Yield is calculated on Mean Policyholders' Fund.

^{**} Persistency Ratios have been calculated as per revised IRDAI guidelines