

ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED

FORM L-22 Standalone Analytical Ratios
For the year ended March 31, 2018

Sr No.	Particulars	Q4-2018	FY 2018	Q4-2017	FY 2017
1	New business premium income growth (segment-wise)				
	Participating Life	5.0%	28.9%	(32.3%)	(10.6%)
	Participating Pension	NA	NA	NA	NA
	Non Participating	51.6%	42.5%	52.8%	123.8%
	Non Participating Variable	(61.6%)	(60.5%)	NA	NA
	Non Participating Variable Pension	(100.0%)	(93.3%)	NA	NA
	Annuities Non Participating	201.3%	51.0%	(19.4%)	10.2%
	Health	NA	NA	NA	NA
	Linked Life	(5.4%)	16.2%	42.6%	33.2%
	Linked Pension	(14.1%)	(3.4%)	(18.1%)	(7.5%)
	Linked Health	NA	NA	NA	NA
	Linked Group ¹	(75.0%)	(21.9%)	(1.8%)	(60.6%)
2	Net retention ratio (Net premium divided by gross premium)	99.2%	99.0%	99.3%	99.1%
3	Ratio of expenses of management (Expenses of management including commission divided by the total gross direct premium)	12.0%	12.7%	12.6%	13.9%
4	Commission Ratio (Gross commission paid to Gross premium)	5.1%	5.2%	3.3%	3.4%
5	Ratio of policyholders liabilities to shareholders funds	1,909.9%	1,909.9%	1,802.4%	1,802.4%
6	Growth rate of shareholders fund	7.4%	7.4%	20.3%	20.3%
7	Ratio of surplus to policyholders liability				
	Participating Life	1.1%	2.3%	0.7%	1.3%
	Participating Pension	(1.0%)	2.6%	1.1%	3.2%
	Non Participating	(0.0%)	1.3%	0.1%	1.8%
	Non Participating Variable	0.2%	0.7%	0.0%	(1.8%)
	Non Participating Variable Pension	(0.1%)	0.5%	0.2%	(1.3%)
	Annuities Non Participating	(1.4%)	(2.8%)	1.7%	4.6%
	Health	86.5%	121.8%	7.5%	47.3%
	Linked Life	0.1%	0.6%	0.0%	0.3%
	Linked Pension	0.5%	2.1%	0.4%	1.8%
	Linked Health	1.0%	3.6%	1.1%	4.2%
	Linked Group ¹	N.A	N.A	0.1%	0.3%
	Linked Group Life ¹	(0.0%)	0.2%	N.A	N.A
	Linked Group Pension ¹	0.0%	0.4%	N.A	N.A
8	Change in networth (₹ in Lacs)	47,641	47,641	108,326	108,326
9	Profit after tax / Total income	4.7%	4.2%	2.9%	4.4%
10	(Total Real Estate + Loans) / Cash & invested assets	0.6%	0.6%	0.7%	0.7%
11	Total Investment / (Capital + Surplus)	2,012.4%	2,012.4%	1,897.4%	1,897.4%
12	Total Affiliated Investment / (Capital+Surplus)	6.3%	6.3%	7.0%	7.0%

Sr No.	Particulars	Q4-2018	FY 2018	Q4-2017	FY 2017
13	Investment Yield (Gross and Net)				
	A. Without unrealised gains				
	- Shareholders' Fund	15.2%	11.5%	11.8%	11.9%
	- Policyholders' Fund				
	- Non Linked				
	Par	10.2%	11.0%	9.8%	9.7%
	Non Par	7.6%	8.0%	8.3%	8.4%
	- Linked				
	Non Par	9.8%	10.4%	10.7%	11.0%
	B. With unrealised gains				
	- Shareholders' Fund	1.8%	9.9%	9.4%	12.3%
	- Policyholders' Fund				
	- Non Linked				
	Par	1.7%	7.0%	7.9%	14.0%
	Non Par	2.0%	6.3%	6.0%	13.2%
	- Linked				
	Non Par	(10.4%)	8.1%	31.3%	15.4%
14	Conservation Ratio				
	Participating Life	97.6%	93.0%	88.3%	90.8%
	Participating Pension	83.6%	83.8%	88.8%	92.3%
	Non Participating	85.7%	89.4%	92.4%	94.8%
	Non Participating Variable	NA	NA	NA	NA
	Non Participating Variable Pension	NA	NA	NA	NA
	Annuities Non Participating	NA	NA	NA	NA
	Health	83.5%	86.0%	88.1%	88.9%
	Linked Life	83.5%	83.4%	82.6%	81.1%
	Linked Pension	72.3%	77.3%	80.4%	77.6%
	Linked Health	88.1%	86.5%	87.1%	83.8%
	Linked Group ¹	204.4%	132.3%	52.2%	68.3%
15	Persistency Ratio				
	(a) Persistency ratio by premium²				
	13th month	83.7%	86.8%	84.3%	85.7%
	25th month	76.8%	78.3%	70.9%	73.9%
	37th month	66.7%	68.8%	63.6%	66.8%
	49th month	61.2%	64.2%	55.5%	59.3%
	61st month	53.1%	54.5%	53.6%	56.2%
	(b) Renewal ratio by premium²				
	13th month	83.7%	86.8%	84.4%	85.9%
	25th month	86.2%	89.8%	83.9%	87.5%
	37th month	86.6%	89.9%	86.8%	90.8%
	49th month	89.5%	93.1%	88.9%	92.6%
	61st month	88.6%	88.7%	86.5%	87.7%
	(c) Persistency ratio by policy²				
	13th month	77.6%	80.7%	78.5%	80.6%
	25th month	71.0%	73.2%	69.7%	71.3%
	37th month	65.4%	66.3%	60.5%	61.8%
	49th month	58.3%	59.4%	52.0%	53.9%
	61st month	49.0%	49.1%	48.2%	49.1%
	(d) Renewal ratio by policy²				
	13th month	77.6%	80.7%	78.7%	81.4%
	25th month	85.8%	89.1%	85.5%	88.6%
	37th month	87.1%	90.2%	86.5%	90.6%
	49th month	89.0%	92.7%	88.4%	92.1%
	61st month	87.2%	88.1%	84.7%	86.3%
16	NPA Ratio				
	- Gross NPA Ratio	NIL	NIL	NIL	NIL
	- Net NPA Ratio	NIL	NIL	NIL	NIL

1) As required by IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016, Linked Group segment has been bifurcated into Linked Group Life and Linked Group Pension from quarter ended June 2017 onwards. However, New Business Ratio and Conservation Ratio for the Linked Group Segment has been calculated at total level.

2) Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/035/01/2014 dated January 23, 2014. Persistency ratios for the quarter have been calculated on April 30, 2018 for the policies issued in January to March period of the relevant years. For example, the 13th month persistency for Q4-2018 is calculated for policies issued from January 2017 to March 2017. Persistency ratios up to the quarter have been calculated on April 30, 2018 for the policies issued in April to March period of the relevant years. For example, the 13th month persistency up to Q4-2018 is calculated for policies issued from April 2016 to March 2017. Group policies and policies under micro insurance products are excluded

Sr No.	Particulars	Q4-2018	FY 2018	Q4-2017	FY 2017
Equity Holding Pattern for Life Insurers					
1	No. of shares	1,435,498,710	1,435,498,710	1,435,347,110	1,435,347,110
2	Percentage of shareholding				
	a. Indian	65.45%	65.45%	66.03%	66.03%
	b. Foreign	34.55%	34.55%	33.97%	33.97%
	c. %of Government holding (in case of public sector insurance companies)	NA	NA	NA	NA
4	Basic and diluted EPS before extraordinary items (net of tax expense) for the period (not to be annualized)				
	- Basic	2.37	11.28	2.85	11.73
	- Diluted	2.37	11.28	2.84	11.72
5	Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)				
	- Basic	2.37	11.28	2.85	11.73
	- Diluted	2.37	11.28	2.84	11.72
6	Book value per share (Rs)	48.0	48.0	44.6	44.6