

ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED

FORM L-22 Consolidated Analytical Ratios
For the quarter ended June 30, 2018

Sr No.	Particulars	For the quarter ended June 30, 2018	Upto the quarter ended June 30, 2018	For the quarter ended June 30, 2017	Upto the quarter ended June 30, 2017
1	New business premium income growth (segment-wise)				
	Participating Life	(3.1%)	(3.1%)	(9.8%)	(9.8%)
	Participating Pension	NA	NA	NA	NA
	Non Participating	41.9%	41.9%	37.7%	37.7%
	Non Participating Variable	(76.4%)	(76.4%)	(41.9%)	(41.9%)
	Non Participating Variable Pension	(100.0%)	(100.0%)	NA	NA
	Annuities Non Participating	133.2%	133.2%	9.9%	9.9%
	Health	66.2%	66.2%	NA	NA
	Linked Life	(25.2%)	(25.2%)	100.9%	100.9%
	Linked Pension	(48.0%)	(48.0%)	42.4%	42.4%
	Linked Health	NA	NA	NA	NA
	Linked Group ¹	NA	NA	(12.6%)	(12.6%)
	Linked Group Life ¹	46.4%	46.4%	NA	NA
	Linked Group Pension ¹	(44.0%)	(44.0%)	NA	NA
2	Net retention ratio (Net premium divided by gross premium)	98.5%	98.5%	98.7%	98.7%
3	Ratio of expenses of management (Expenses of management including commission divided by the total gross direct premium)	15.9%	15.9%	12.9%	12.9%
4	Commission Ratio (Gross commission paid to Gross premium)	5.1%	5.1%	4.4%	4.4%
5	Ratio of policyholders liabilities to shareholders funds	2,043.0%	2,043.0%	1,736.7%	1,736.7%
6	Growth rate of shareholders fund²	(3.5%)	(3.5%)	19.3%	19.3%
7	Ratio of surplus to policyholders liability				
	Participating Life	0.3%	0.3%	0.4%	0.4%
	Participating Pension	0.8%	0.8%	1.9%	1.9%
	Non Participating	(0.5%)	(0.5%)	0.3%	0.3%
	Non Participating Variable	(0.1%)	(0.1%)	(0.1%)	(0.1%)
	Non Participating Variable Pension	0.2%	0.2%	0.4%	0.4%
	Annuities Non Participating	(0.3%)	(0.3%)	0.6%	0.6%
	Health	(3.9%)	(3.9%)	19.0%	19.0%
	Linked Life	0.2%	0.2%	0.3%	0.3%
	Linked Pension	0.5%	0.5%	0.4%	0.4%
	Linked Health	0.9%	0.9%	1.0%	1.0%
	Linked Group Life	0.0% ⁴	0.0% ⁴	0.1%	0.1%
	Linked Group Pension	0.0% ⁴	0.0% ⁴	0.1%	0.1%
8	Change in networth² (₹ in Lacs)	(23,694)	(23,694)	110,972	110,972
9	Profit after tax/Total income	3.6%	3.6%	4.8%	4.8%
10	(Total Real Estate + Loans)/Cash & invested assets	0.6%	0.6%	0.7%	0.7%
11	Total Investment/(Capital + Surplus)	2,139.5%	2,139.5%	1,834.6%	1,834.6%
12	Total Affiliated Investment/(Capital+Surplus)	3.3%	3.3%	6.1%	6.1%
13	Investment Yield (Gross and Net)				
	A. Without unrealised gains				
	- Shareholders' Fund	8.2%	8.2%	6.6%	6.6%
	- Policyholders' Fund				
	- Non Linked				
	Par	8.4%	8.4%	9.4%	9.4%
	Non Par	8.8%	8.8%	6.6%	6.6%
	- Linked				
	Non Par	8.3%	8.3%	11.7%	11.7%
	B. With unrealised gains				
	- Shareholders' Fund	2.1%	2.1%	10.9%	10.9%
	- Policyholders' Fund				
	- Non Linked				
	Par	(2.4%)	(2.4%)	17.7%	17.7%
	Non Par	(1.8%)	(1.8%)	15.9%	15.9%
	- Linked				
	Non Par	5.1%	5.1%	12.7%	12.7%

Sr No.	Particulars	For the quarter ended June 30, 2018	Upto the quarter ended June 30, 2018	For the quarter ended June 30, 2017	Upto the quarter ended June 30, 2017
14	Conservation Ratio				
	Participating Life	90.6%	90.6%	92.2%	92.2%
	Participating Pension	69.3%	69.3%	85.0%	85.0%
	Non Participating	81.3%	81.3%	96.4%	96.4%
	Non Participating Variable	NA	NA	NA	NA
	Non Participating Variable Pension	NA	NA	NA	NA
	Annuities Non Participating	NA	NA	NA	NA
	Health	84.2%	84.2%	89.8%	89.8%
	Linked Life	81.0%	81.0%	87.0%	87.0%
	Linked Pension	72.5%	72.5%	83.8%	83.8%
	Linked Health	85.1%	85.1%	88.6%	88.6%
	Linked Group ¹	NA	NA	70.1%	70.1%
	Linked Group Life ¹	745.2%	745.2%	NA	NA
	Linked Group Pension ¹	141.2%	141.2%	NA	NA
15	Persistency Ratio³				
(a)	Persistency ratio by premium³				
	13th month	83.8%	86.7%	85.0%	86.8%
	25th month	76.5%	79.2%	71.2%	74.7%
	37th month	66.6%	69.4%	65.7%	68.2%
	49th month	63.0%	65.1%	58.8%	60.2%
	61st month	55.1%	55.0%	52.4%	55.8%
(b)	Renewal ratio by premium³				
	13th month	83.8%	86.7%	85.0%	86.8%
	25th month	84.8%	90.1%	83.3%	88.4%
	37th month	85.1%	90.3%	86.3%	91.3%
	49th month	89.0%	93.4%	89.7%	93.6%
	61st month	88.0%	89.4%	85.5%	88.5%
(c)	Persistency ratio by policy³				
	13th month	76.8%	80.0%	78.8%	81.1%
	25th month	71.0%	73.3%	68.8%	72.1%
	37th month	64.3%	66.9%	61.5%	63.9%
	49th month	59.0%	60.7%	52.3%	54.6%
	61st month	48.7%	49.6%	46.4%	49.6%
(d)	Renewal ratio by policy³				
	13th month	76.8%	80.0%	78.8%	81.1%
	25th month	85.2%	89.3%	83.9%	89.2%
	37th month	85.3%	90.3%	85.7%	91.2%
	49th month	88.2%	92.9%	88.2%	93.0%
	61st month	86.4%	88.9%	83.3%	87.3%
16	NPA Ratio				
	- Gross NPA Ratio	NIL	NIL	NIL	NIL
	- Net NPA Ratio	NIL	NIL	NIL	NIL

Equity Holding Pattern for Life Insurers

1	No. of shares	1,435,555,035	1,435,555,035	1,435,362,410	1,435,362,410
2	Percentage of shareholding				
	a. Indian	63.5%	63.5%	65.8%	65.8%
	b. Foreign	36.5%	36.5%	34.2%	34.2%
3	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	1.96	1.96	2.83	2.83
	- Diluted	1.96	1.96	2.83	2.83
5	Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)				
	- Basic	1.96	1.96	2.83	2.83
	- Diluted	1.96	1.96	2.83	2.83
6	Book value per share (Rs)	46.1	46.1	47.7	47.7

Notes:-

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) This ratio is compared with corresponding period of previous year.

3) Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/MISC/035/01/2014 dated January 23, 2014. Persistency ratios for the quarter have been calculated on July 31, 2017 for the policies issued in April to June period of the relevant years. For example, the 13th month persistency for Q1-2018 is calculated for policies issued from April 2016 to June 2016. Persistency ratios up to the quarter have been calculated on July 31, 2017 for the policies issued in July to June period of the relevant years. For example, the 13th month persistency up to Q1-2018 is calculated for policies issued from July-2017 to June 2018. Group policies and policies under micro insurance products are excluded.

4) Insignificant.