

ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED

FORM L-22 Consolidated Analytical Ratios
For the nine months ended December 31, 2018

Sr No.	Particulars	For the quarter ended Dec 31, 2018	Upto the quarter ended Dec 31, 2018	For the quarter ended Dec 31, 2017	Upto the quarter ended Dec 31, 2017
1	New business premium income growth (segment-wise)				
	Participating Life	(12.8%)	(28.7%)	39.3%	38.5%
	Participating Pension	NA	NA	NA	NA
	Non Participating	119.9%	98.9%	54.5%	38.3%
	Non Participating Variable	245.0%	(26.2%)	(84.0%)	(60.3%)
	Non Participating Variable Pension	17,757.1%	2,588.2%	(62.2%)	(93.0%)
	Annuities Non Participating	239.3%	168.4%	(15.0%)	(7.0%)
	Health	(36.9%)	(16.0%)	NA	NA
	Linked Life	(18.6%)	(11.2%)	8.4%	27.4%
	Linked Pension	(23.4%)	(44.1%)	(12.7%)	0.8%
	Linked Health	NA	NA	NA	NA
	Linked Group ¹	NA	NA	(48.2%)	1.0%
	Linked Group Life ¹	718.8%	47.6%	NA	NA
	Linked Group Pension ¹	48.8%	(9.0%)	NA	NA
2	Net retention ratio (Net premium divided by gross premium)	98.9%	98.8%	99.1%	99.0%
3	Ratio of expenses of management (Expenses of management including commission divided by the total gross direct premium)	12.5%	13.8%	13.1%	13.0%
4	Commission Ratio (Gross commission paid to Gross premium)	4.9%	5.0%	5.5%	5.2%
5	Ratio of policyholders liabilities to shareholders funds	2,090.0%	2,090.0%	1,944.5%	1,944.5%
6	Growth rate of shareholders fund²	1.3%	1.3%	13.2%	13.2%
7	Ratio of surplus to policyholders liability				
	Participating Life	0.3%	0.9%	0.4%	1.2%
	Participating Pension	0.8%	2.7%	0.6%	3.5%
	Non Participating	(0.5%)	(0.7%)	0.4%	1.4%
	Non Participating Variable	(0.1%)	(1.4%)	(0.4%)	0.5%
	Non Participating Variable Pension	(0.0%)	(0.9%)	0.1%	0.6%
	Annuities Non Participating	(0.5%)	(1.0%)	0.6%	1.6%
	Health	7.4%	12.4%	(0.1%)	20.3%
	Linked Life	0.2%	0.5%	0.1%	0.5%
	Linked Pension	0.4%	1.4%	0.5%	1.4%
	Linked Health	0.8%	2.5%	1.0%	2.6%
	Linked Group Life	0.0%	0.1%	0.1%	0.3%
	Linked Group Pension	0.1%	0.2%	0.1%	0.3%
8	Change in networth² (₹ in Lacs)	8,754	8,754	78,331	78,331
9	Profit after tax/Total income	3.4%	3.4%	3.3%	4.1%
10	(Total Real Estate + Loans)/Cash & invested assets	0.7%	0.7%	0.6%	0.6%
11	Total Investment/(Capital + Surplus)	2,185.0%	2,185.0%	2,042.5%	2,042.5%
12	Total Affiliated Investment/(Capital+Surplus)	1.7%	1.7%	6.2%	6.2%
13	Investment Yield (Gross and Net)				
	A. Without unrealised gains				
	- Shareholders' Fund	8.1%	8.3%	13.6%	10.3%
	- Policyholders' Fund				
	- Non Linked				
	Par	7.7%	8.6%	8.0%	11.2%
	Non Par	8.5%	9.6%	8.2%	8.1%
	- Linked				
	Non Par	2.1%	6.2%	8.0%	10.6%
	B. With unrealised gains				
	- Shareholders' Fund	13.1%	5.5%	8.2%	12.7%
	- Policyholders' Fund				
	- Non Linked				
	Par	22.8%	6.9%	2.5%	9.0%
	Non Par	23.2%	7.6%	1.7%	7.8%
	- Linked				
	Non Par	(0.3%)	1.4%	26.1%	15.1%

Sr No.	Particulars	For the quarter ended Dec 31, 2018	Upto the quarter ended Dec 31, 2018	For the quarter ended Dec 31, 2017	Upto the quarter ended Dec 31, 2017
14	Conservation Ratio				
	Participating Life	84.4%	88.2%	88.8%	90.6%
	Participating Pension	87.8%	74.2%	76.2%	84.0%
	Non Participating	72.0%	78.0%	84.2%	91.0%
	Non Participating Variable	NA	NA	NA	NA
	Non Participating Variable Pension	NA	NA	NA	NA
	Annuities Non Participating	NA	NA	NA	NA
	Health	74.6%	76.7%	83.8%	86.9%
	Linked Life	77.0%	80.2%	82.4%	83.4%
	Linked Pension	71.3%	73.3%	77.6%	80.1%
	Linked Health	86.4%	87.1%	85.1%	85.5%
	Linked Group ¹	NA	NA	101.8%	108.5%
	Linked Group Life ¹	66.3%	121.8%	NA	NA
	Linked Group Pension ¹	84.0%	105.0%	NA	NA
15	Persistency Ratio³				
(a)	Persistency ratio by premium³				
	13th month	79.8%	85.4%	81.8%	86.6%
	25th month	72.4%	78.4%	75.2%	76.5%
	37th month	67.6%	69.9%	64.9%	67.8%
	49th month	61.0%	64.6%	61.7%	62.3%
	61st month	58.3%	56.6%	52.5%	54.5%
(b)	Renewal ratio by premium³				
	13th month	79.8%	85.4%	81.8%	86.6%
	25th month	82.7%	88.9%	86.4%	89.4%
	37th month	84.6%	89.6%	86.1%	90.0%
	49th month	87.9%	92.4%	89.0%	93.0%
	61st month	89.2%	90.1%	85.6%	87.9%
(c)	Persistency ratio by policy³				
	13th month	73.6%	78.2%	76.3%	80.7%
	25th month	68.4%	72.8%	69.6%	72.8%
	37th month	62.2%	66.9%	63.1%	64.9%
	49th month	58.6%	61.1%	57.4%	57.3%
	61st month	52.5%	51.4%	46.1%	48.7%
(d)	Renewal ratio by policy³				
	13th month	73.6%	78.2%	76.3%	80.7%
	25th month	84.2%	88.8%	85.3%	89.2%
	37th month	84.5%	89.5%	86.3%	90.1%
	49th month	87.6%	92.1%	88.2%	92.6%
	61st month	87.3%	89.4%	84.4%	87.1%
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	1,435,784,481	1,435,784,481	1,435,467,960	1,435,467,960
2	Percentage of shareholding	63.41%	63.41%	66.40%	66.40%
	a. Indian	36.59%	36.59%	33.60%	33.60%
	b. Foreign				
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	2.06	6.12	3.15	8.91
	- Diluted	2.06	6.11	3.15	8.91
5	Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)				
	- Basic	2.06	6.12	3.15	8.91
	- Diluted	2.06	6.11	3.15	8.91
6	Book value per share (Rs)	47.4	47.4	46.8	46.8

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 for quarter and nine months ended December 31, 2017.
- 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:
 - (i) Persistency ratios for the quarter ending December 31, 2018 have been calculated on December 31, 2018 for the policies issued in September to November period of the relevant years. For example, the 13th month persistency for quarter ending December 31, 2018 is calculated for policies issued from September 1, 2017 to November 30, 2017.
 - (ii) Persistency ratios for year ending December 31, 2018 have been calculated on December 31, 2018 for the policies issued in December to November period of the relevant years. For example, the 13th month persistency for year ending December 31, 2018 is calculated for policies issued from December 1, 2016 to November 30, 2017
 - (iii) Persistency ratios for the quarter ending December 31, 2017 have been calculated on January 31, 2018 for the policies issued in October to December period of the relevant years. For example, the 13th month persistency for quarter ending December 31, 2017 is calculated for policies issued from October 1, 2016 to December 31, 2016
 - (iv) Persistency ratios for the year ending December 31, 2017 have been calculated on January 31, 2018 for the policies issued in January to December period of the relevant years. For example, the 13th month persistency for the year ending December 31, 2017 is calculated for policies issued from January 1, 2016 to December 31, 2016.