

**ICICI Prudential Life Insurance Company Limited**  
**Statement of Standalone Audited Results for the quarter ended June 30, 2018**

(₹ in Lakhs)

Sr No.	Particulars	Three months ended/At			Year ended/At
		June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
		(Audited)	(Audited)	(Audited)	(Audited)
<b>POLICYHOLDERS' A/C</b>					
1	Gross premium income				
	(a) First Year Premium	125,871	202,132	161,475	735,619
	(b) Renewal Premium	374,760	614,761	285,103	1,785,702
	(c) Single Premium	51,159	55,999	41,907	185,556
2	Net premium income <sup>1</sup>	543,782	866,582	482,023	2,681,068
3	Income from investments: (Net) <sup>2</sup>	232,120	(161,338)	351,771	1,126,146
4	Other income	1,967	1,915	1,637	7,001
5	Transfer of funds from Shareholders' A/c	9,250	7,528	16	7,528
6	<b>Total (2 to 5)</b>	<b>787,119</b>	<b>713,687</b>	<b>835,447</b>	<b>3,821,743</b>
7	Commission on				
	(a) First Year Premium	19,961	31,781	15,065	102,447
	(b) Renewal Premium	7,130	11,606	6,119	34,406
	(c) Single Premium	865	1,272	434	3,474
8	Net Commission	27,956	44,659	21,618	140,327
9	Operating Expenses related to insurance business (a+b+c):				
	(a) Employees remuneration and welfare expenses	26,153	25,722	22,404	96,530
	(b) Advertisement and publicity	11,192	12,300	2,334	25,229
	(c) Other operating expenses	22,175	22,453	16,461	81,234
10	<b>Expenses of Management (8+9)</b>	<b>87,476</b>	<b>105,134</b>	<b>62,817</b>	<b>343,320</b>
11	<b>Provisions for doubtful debts (including bad debts written off)</b>	<b>33</b>	<b>75</b>	<b>101</b>	<b>308</b>
12	Provisions for diminution in value of investments	-	-	272	509
13	Goods and Service tax charge on linked charges <sup>4</sup>	14,502	15,960	10,887	56,451
14	Provision for taxes (a+b)	3,057	4,749	2,616	12,007
	(a) Current tax	3,057	4,749	2,616	12,007
	(b) Deferred tax	-	-	-	-
15	Benefits Paid <sup>3</sup> (Net) <sup>1</sup>	293,953	455,552	396,903	1,728,079
16	Change in actuarial liability	358,009	104,812	322,199	1,544,750
17	<b>Total (10+11+12+13+14+15+16)</b>	<b>757,030</b>	<b>686,282</b>	<b>795,795</b>	<b>3,685,424</b>
18	<b>Surplus/(Deficit) (6-17)</b>	<b>30,089</b>	<b>27,405</b>	<b>39,652</b>	<b>136,319</b>
19	<b>Appropriations</b>				
	(a) Transferred to Shareholders	24,643	19,666	33,337	108,921
	(b) Funds for Future Appropriations	5,446	7,739	6,315	27,398
20	<b>Details of Surplus/(Deficit)</b>				
	(a) Interim bonus paid	1,808	1,805	988	5,492
	(b) Allocation of bonus to policyholders	-	41,187	-	41,187
	(c) Surplus shown in the Revenue Account	30,089	27,405	39,652	136,319
	<b>Total Surplus</b>	<b>31,697</b>	<b>70,397</b>	<b>40,640</b>	<b>182,998</b>
<b>SHAREHOLDERS' A/C</b>					
21	Transfer from Policyholders' Account	24,643	19,666	33,337	108,921
22	Total income under Shareholders' Account				
	(a) Investment Income	13,958	24,728	10,379	73,955
	(b) Other income	39	421	18	484
23	Expenses other than those related to insurance business	991	1,152	911	3,876
24	Transfer of funds to Policyholders A/c	9,250	7,528	16	7,528
25	Provisions for doubtful debts (including write off)	-	-	-	-
26	Provisions for diminution in value of investments	-	-	-	-
27	<b>Profit/(loss) before tax</b>	<b>28,399</b>	<b>36,135</b>	<b>42,807</b>	<b>171,956</b>
28	Provisions for tax (a+b)	235	2,077	2,214	9,973
	(a) Current tax	235	2,077	2,214	9,973
	(b) Deferred tax	-	-	-	-
29	<b>Profit/(loss) after tax and before extraordinary items</b>	<b>28,164</b>	<b>34,058</b>	<b>40,593</b>	<b>161,983</b>
30	Extraordinary Items (Net of tax expenses)	-	-	-	-
31	<b>Profit/(loss) after tax and extraordinary items</b>	<b>28,164</b>	<b>34,058</b>	<b>40,593</b>	<b>161,983</b>
32	<b>Dividend per share (₹) (Nominal Value ₹ 10 per share):</b>				
	(a) Interim Dividend	-	-	-	3.40
	(b) Final Dividend	-	3.30	-	3.30
33	Profit/(Loss) carried to Balance Sheet	140,656	169,603	167,424	169,603
34	Paid up equity share capital	143,556	143,550	143,536	143,550
35	Reserve & Surplus (excluding Revaluation Reserve)	483,156	511,937	509,395	511,937
36	Fair value Change Account and revaluation reserve (Shareholders)	35,090	32,959	32,482	32,959
37	<b>Total Assets:</b>				
	(a) Investments:				
	- Shareholders'	680,224	774,929	691,455	774,929
	- Policyholders Fund excluding Linked Assets	3,499,965	3,328,885	2,870,947	3,328,885
	- Assets held to cover Linked Liabilities	9,973,402	9,750,197	9,009,205	9,750,197
	(b) Other Assets (Net of current liabilities and provisions)	22,822	(16,643)	13,605	(16,643)

1 Net of reinsurance

2 Net of amortisation and losses (including capital gains)

3 Inclusive of interim bonus

4 Inclusive of Goods and Service tax from July 01, 2017 onwards



**ICICI Prudential Life Insurance Company Limited**  
**Standalone Balance Sheet at June 30, 2018**

(₹ in Lakhs)

Particulars	At June 30, 2018	At March 31, 2018	At June 30, 2017
	(Audited)	(Audited)	(Audited)
<b>Sources of funds</b>			
Shareholders' funds :			
Share capital	143,556	143,550	143,536
Share application money	14	-	-
Reserve and surplus	485,306	514,086	510,573
Credit/(debit) fair value change account	32,939	30,809	31,305
<b>Sub - total</b>	<b>661,815</b>	<b>688,445</b>	<b>685,414</b>
Borrowings	-	-	-
Policyholders' funds :			
Credit/(debit) fair value change account	207,727	205,506	200,125
Revaluation reserve - Investment property	6,145	6,145	6,035
Policy liabilities (A)+(B)+(C)	13,207,464	12,849,456	11,626,906
Non unit liabilities (mathematical reserves) (A)	3,234,137	3,099,339	2,617,783
Provision for linked liabilities (fund reserves) (B)	9,367,964	9,231,236	8,547,985
(a) Provision for linked liabilities	8,412,645	8,223,729	7,401,338
(b) Credit/(debit) fair value change account (Linked)	955,319	1,007,507	1,146,647
Funds for discontinued policies (C)	605,363	518,881	461,138
(a) Discontinued on account of non-payment of premium	604,949	518,412	461,088
(b) Other discontinuance	1,540	1,179	642
(c) Credit/(debit) fair value change account	(1,126)	(710)	(592)
Total linked liabilities (B)+(C)	9,973,327	9,750,117	9,009,123
<b>Sub - total</b>	<b>13,421,336</b>	<b>13,061,107</b>	<b>11,833,066</b>
Funds for Future Appropriations			
Linked	74	80	82
Non linked	93,188	87,736	66,650
<b>Sub - total</b>	<b>93,262</b>	<b>87,816</b>	<b>66,732</b>
<b>Total</b>	<b>14,176,413</b>	<b>13,837,368</b>	<b>12,585,212</b>
<b>Application of funds</b>			
Investments			
Shareholders'	680,224	774,929	691,455
Policyholders'	3,499,965	3,328,885	2,870,947
Asset held to cover linked liabilities	9,973,402	9,750,197	9,009,205
Loans	16,897	14,506	9,662
Fixed assets - net block	44,281	42,205	20,902
Deferred tax asset	5	5	5
Current assets			
Cash and Bank balances	63,375	20,374	8,040
Advances and Other assets	234,058	251,026	193,204
Sub-Total (A)	297,433	271,400	201,244
Current liabilities			
Provisions	333,024	342,541	215,630
Sub-Total (B)	2,770	2,218	2,578
Sub-Total (B)	335,794	344,759	218,208
Net Current Assets (C) = (A-B)	(38,361)	(73,359)	(16,964)
Miscellaneous expenditure (to the extent not written-off or adjusted)	-	-	-
Debit Balance in Profit & Loss Account (Shareholders' account)	-	-	-
<b>Total</b>	<b>14,176,413</b>	<b>13,837,368</b>	<b>12,585,212</b>
Contingent liabilities	19,797	20,312	20,758



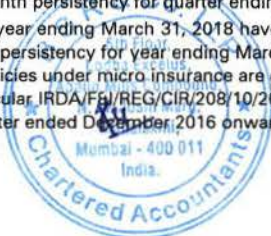
**ICICI Prudential Life Insurance Company Limited**  
**Statement of Standalone Audited Results for the quarter ended June 30, 2018**

(₹ in Lakhs)

Particulars	Three months ended/At			Year ended/At
	June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
	(Audited)	(Audited)	(Audited)	(Audited)
<b>Analytical Ratios:<sup>1</sup></b>				
(i) Solvency Ratio:	234.6%	252.5%	288.6%	252.5%
(ii) Expenses of management ratio	15.9%	12.0%	12.9%	12.7%
(iii) Policyholder's liabilities to shareholders' fund	2042.1%	1909.9%	1736.1%	1909.9%
(iv) Earnings per share (₹):				
(a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three months)	1.96	2.37	2.83	11.28
(b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three months)	1.96	2.37	2.83	11.28
(v) NPA ratios: (for policyholders' fund)				
(a) Gross & Net NPAs	NIL	NIL	NIL	NIL
(b) % of Gross & Net NPAs	NIL	NIL	NIL	NIL
(vi) Yield on Investments (On Policyholders' fund)				
A. Without unrealised gains				
- Non Linked				
Par	8.4%	10.2%	9.4%	11.0%
Non Par	8.8%	7.6%	6.6%	8.0%
- Linked				
Non Par	8.3%	9.8%	11.7%	10.4%
B. With unrealised gains				
- Non Linked				
Par	(2.4%)	1.7%	17.7%	7.0%
Non Par	(1.8%)	2.0%	15.9%	6.3%
- Linked				
Non Par	5.1%	(10.4%)	12.7%	8.1%
(vii) NPA ratios: (for shareholders' fund)				
(a) Gross & Net NPAs	NIL	NIL	NIL	NIL
(b) % of Gross & Net NPAs	NIL	NIL	NIL	NIL
(viii) Yield on Investments (on Shareholders' A/c)				
A. Without unrealised gains	8.2%	15.2%	6.6%	11.5%
B. With unrealised gains	2.1%	1.8%	10.9%	9.9%
(ix) Persistency Ratio <sup>2</sup>				
by premium				
13th month	84.2%	83.7%	85.0%	86.8%
25th month	77.9%	76.8%	71.2%	78.3%
37th month	67.8%	66.7%	65.7%	68.8%
49th month	63.3%	61.2%	58.8%	64.2%
61st month	52.7%	53.1%	52.4%	54.5%
by count				
13th month	77.1%	77.6%	78.8%	80.7%
25th month	71.6%	71.0%	68.8%	73.2%
37th month	65.2%	65.4%	61.5%	66.3%
49th month	59.3%	58.3%	52.3%	59.4%
61st month	48.6%	49.0%	46.4%	49.1%
(x) Conservation Ratio <sup>3</sup>				
Par Life	90.6%	97.6%	92.2%	93.0%
Par Pension	69.3%	83.6%	85.0%	83.8%
Non Par	81.3%	85.7%	96.4%	89.4%
Non Par Variable	NA	NA	NA	NA
Non Par Variable Pension	NA	NA	NA	NA
Annuity Non Par	NA	NA	NA	NA
Health	84.2%	83.5%	89.8%	86.0%
Linked Life	81.0%	83.5%	87.0%	83.4%
Linked Pension	72.5%	72.3%	83.8%	77.3%
Linked Health	85.1%	88.1%	88.6%	86.5%
Linked Group	NA	204.4%	70.1%	132.3%
Linked Group Life	745.2%	NA	NA	NA
Linked Group Pension	141.2%	NA	NA	NA

**Notes:**

- Analytical ratios have been calculated as per definition given in IRDAI Analytical ratios disclosure.
- Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/MISC/035/01/2014 dated January 23, 2014.
  - Persistency ratios for the quarter ending June 30, 2018 have been calculated on June 30, 2018 for the policies issued in March to May period of the relevant years. For example, the 13th month persistency for quarter ending June 30, 2018 is calculated for policies issued from March 1, 2017 to May 31, 2017.
  - Persistency ratios for the quarter ending March 31, 2018 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 quarter ending March 31, 2018 is calculated for policies issued from January 1, 2017 to March 31, 2017.
  - Persistency ratios for the quarter ending June 30, 2017 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 quarter ending June 30, 2017 is calculated for policies issued from April 1, 2016 to June 30, 2016.
  - Persistency ratios for year ending March 31, 2018 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 for year ending March 31, 2018 is calculated for policies issued from April 1, 2016 to March 31, 2017.
  - Group policies and policies under micro insurance are excluded.
- As required by IRDAI circular IRDA/FS/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 December 2016 onwards.



**ICICI Prudential Life Insurance Company Limited**  
**Segment<sup>1</sup> Reporting (Standalone) for the quarter ended June 30, 2018**

(₹ in Lakhs)

Sr No.	Particulars	Three months ended/At			Year ended/At
		June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
		(Audited)	(Audited)	(Audited)	(Audited)
1	<b>Segment Income:</b>				
	<b>Segment A: Par life</b>				
	Net Premium	60,669	103,550	52,326	317,780
	Income from investments <sup>2</sup>	24,717	28,181	20,543	107,156
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	241	203	183	798
	<b>Segment B: Par pension</b>				
	Net Premium	359	1,299	518	2,764
	Income from investments <sup>2</sup>	2,730	2,431	3,539	14,411
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	1	1	1	4
	<b>Segment C: Non Par</b>				
	Net Premium	64,942	89,465	59,049	292,615
	Income from investments <sup>2</sup>	32,436	25,361	17,943	100,382
	Transfer of Funds from shareholders' account	8,269	-	-	-
	Other income	329	297	225	1,058
	<b>Segment D: Non Par Variable</b>				
	Net Premium	568	351	2,409	3,523
	Income from investments <sup>2</sup>	172	192	203	869
	Transfer of Funds from shareholders' account	10	-	16	-
	Other income	-	-	-	-
	<b>Segment E: Non Par Variable Pension</b>				
	Net Premium	-	-	39	93
	Income from investments <sup>2</sup>	29	24	29	112
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	-	-	-	-
	<b>Segment F: Annuity Non Par</b>				
	Net Premium	11,057	17,265	4,742	31,075
	Income from investments <sup>2</sup>	5,394	4,840	4,782	19,214
	Transfer of Funds from shareholders' account	900	7,528	-	7,528
	Other income	1	1	-	2
	<b>Segment G: Health</b>				
	Net Premium	581	826	386	2,477
	Income from investments <sup>2</sup>	88	62	491	713
	Transfer of Funds from shareholders' account	71	-	-	-
	Other income	-	-	-	1
	<b>Segment H: Linked Life</b>				
	Net Premium	376,705	614,729	336,250	1,895,259
	Income from investments <sup>2</sup>	145,363	(184,466)	216,688	651,238
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	1,392	1,411	1,226	5,130
	<b>Segment I: Linked Pension</b>				
	Net Premium	9,207	17,899	11,877	55,130
	Income from investments <sup>2</sup>	18,162	(40,679)	65,250	171,749
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	1	1	1	3
	<b>Segment J: Linked Health</b>				
	Net Premium	1,020	3,072	1,330	7,165
	Income from investments <sup>2</sup>	969	(3,237)	3,849	10,470
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	-	-	-	1



Sr No.	Particulars	Three months ended/At			Year ended/At
		June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
		(Audited)	(Audited)	(Audited)	(Audited)
	<b>Segment K: Linked Group Life</b>				
	Net Premium	10,115	12,687	2,691	46,670
	Income from investments <sup>2</sup>	573	3,215	10,305	26,747
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	2	1	1	3
	<b>Segment L: Linked Group Pension</b>				
	Net Premium	8,559	4,439	10,406	26,517
	Income from investments <sup>2</sup>	1,487	2,738	7,877	22,577
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	-	-	-	1
	<b>Shareholders</b>				
	Income from investments <sup>2</sup>	13,958	24,728	10,379	73,955
	Other income	39	421	18	484
2	<b>Segment Surplus/(Deficit) (net of transfer from shareholders' A/c) :</b>				
	Segment A: Par life	4,520	14,105	4,117	29,539
	Segment B: Par pension	932	(1,174)	2,196	3,047
	Segment C: Non Par	(8,269)	(239)	4,332	20,519
	Segment D: Non Par Variable	(10)	16	(16)	65
	Segment E: Non Par Variable Pension	2	(2)	5	7
	Segment F: Annuity Non Par	(900)	(11,339)	1,286	(7,528)
	Segment G: Health	(71)	1,507	553	2,121
	Segment H: Linked Life	17,839	10,098	18,554	48,473
	Segment I: Linked Pension	5,706	5,999	6,933	27,026
	Segment J: Linked Health	819	942	879	3,471
	Segment K: Linked Group Life	133	(125)	467	897
	Segment L: Linked Group Pension	138	89	330	1,155
	Shareholders	12,771	21,920	7,272	60,590
3	<b>Segment Assets:</b>				
	Segment A: Par life	1,364,263	1,308,866	1,073,268	1,308,866
	Segment B: Par pension	119,286	118,834	118,544	118,834
	Segment C: Non Par	1,674,553	1,598,509	1,359,111	1,598,509
	Segment D: Non Par Variable	8,957	9,654	11,597	9,654
	Segment E: Non Par Variable Pension	1,394	1,391	1,430	1,391
	Segment F: Annuity Non Par	282,737	270,044	233,247	270,044
	Segment G: Health	1,793	1,742	2,910	1,742
	Segment H: Linked Life	7,986,451	7,713,464	6,778,206	7,713,464
	Segment I: Linked Pension	1,263,696	1,314,276	1,549,867	1,314,276
	Segment J: Linked Health	95,881	96,354	91,278	96,354
	Segment K: Linked Group Life	386,497	386,441	362,228	386,441
	Segment L: Linked Group Pension	329,091	329,348	318,113	329,348
	Shareholders	661,815	688,445	685,413	688,445
4	<b>Segment Policy Liabilities:</b>				
	Segment A: Par life	1,364,263	1,308,866	1,073,268	1,308,866
	Segment B: Par pension	119,286	118,834	118,544	118,834
	Segment C: Non Par	1,674,553	1,598,509	1,359,111	1,598,509
	Segment D: Non Par Variable	8,957	9,654	11,597	9,654
	Segment E: Non Par Variable Pension	1,394	1,391	1,430	1,391
	Segment F: Annuity Non Par	282,737	270,044	233,247	270,044
	Segment G: Health	1,793	1,742	2,910	1,742
	Segment H: Linked Life	7,986,451	7,713,464	6,778,206	7,713,464
	Segment I: Linked Pension	1,263,696	1,314,276	1,549,867	1,314,276
	Segment J: Linked Health	95,881	96,354	91,278	96,354
	Segment K: Linked Group Life	386,497	386,441	362,228	386,441
	Segment L: Linked Group Pension	329,091	329,348	318,113	329,348

**Footnotes:**

**1 Segments are as under:**

- (a) Linked Policies (i) Life (ii) General Annuity and Pension (iii) Health (iv) Variable  
(b) Non-Linked

1. Non-Participating Policies: (i) Life (ii) General Annuity and Pension (iii) Health (iv) Variable

2. Participating Policies : (i) Life (ii) General Annuity and Pension (iii) Health (iv) Variable

(c) Variable insurance shall be further segregated into Life, General Annuity and Pension and Health where any such segment contributes ten per cent or more of the total premium of the Company.

(d) Business within India and business outside India

**2 Net of Provisions for diminution in value of investments**



**ICICI Prudential Life Insurance Company Limited**

**Other disclosures:**

**Status of Shareholders Complaints for the quarter ended June 30, 2018:**

<b>Sr No.</b>	<b>Particulars</b>	<b>Number</b>
1	No. of investor complaints pending at the beginning of quarter	1
2	No. of investor complaints received during the quarter	25
3	No. of investor complaints disposed off during the quarter	25
4	No. of investor complaints remaining unresolved at the end of the quarter	1*

\* This complaint has been responded within timeline.



**Notes:**

1. The above financial results of the Company for the quarter ended June 30, 2018 were reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on July 24, 2018.
2. These financial results have been prepared in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, to the extent applicable, and IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016 on publication of financial results for life insurance companies.
3. The above standalone financial results are audited by the joint statutory auditors, B S R & Co. LLP, Chartered Accountants and Walker Chandio & Co LLP, Chartered Accountants.
4. In view of seasonality of Industry, the financial results for the quarter are not indicative of full year's expected performance.
5. Other income includes interest on tax refund for the quarter ended June 30, 2018 of ₹ nil, (for the quarter ended March 31, 2018 & for the year ended March 31, 2018 of ₹ 403 lakhs and for the quarter ended June 30, 2017 of ₹ nil).
6. The shareholders of the Company have approved a final dividend of ₹ 3.30 per equity share (including special dividend of ₹ 1.10 per equity share) of face value of ₹ 10 each for the year ended March 31, 2018 at Annual General Meeting held on June 26, 2018.
7. During the quarter ended June 30, 2018, the Company has allotted 56,325 equity shares of face value of ₹ 10 each pursuant to exercise of employee stock options.
8. With effect from quarter ended September 30, 2017 onwards, for more appropriate presentation, reinsurance claims receivable are accounted for in the period in which the claim is intimated. Prior to this change in accounting policy, reinsurance claims receivable were accounted in the period in which the claim was settled. Consequent to the said change, reinsurance claims and thereby the profit for the quarter ended June 30, 2018 is higher by ₹ 2,629 lakhs as compared to the quarter ended June 30, 2017. Correspondingly, reinsurance claim receivable is also higher by ₹ 3,981 lakhs at June 30, 2018.
9. The amounts for the quarter ended March 31, 2018 are balancing amounts between the amounts as per audited accounts for the year ended March 31, 2018 and nine months ended December 31, 2017.
10. Figures of the previous year have been re-grouped wherever necessary, to conform to the current year presentation.
11. In accordance with requirements of IRDAI Master Circular on "Preparation of Financial Statements and Filing of Returns of Life Insurance Business" dated December 11, 2013, the Company will publish the financials on the Company's website latest by August 14, 2018.

**For and on behalf of the Board of Directors**

*NSKannan*

**N. S. Kannan**  
**Managing Director & CEO**  
(subject to requisite approvals)  
DIN:00066009



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**Auditors' Report on Quarterly Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated 25<sup>th</sup> October 2016**

**To The Board of Directors of  
ICICI Prudential Life Insurance Company Limited**

We have audited the accompanying standalone quarterly financial results of ICICI Prudential Life Insurance Company Limited (the "Company") for the quarter ended June 30, 2018, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 2016. These standalone quarterly financial results have been prepared on the basis of the condensed standalone interim financial statements, which are the responsibility of the Company's management and have been approved by the Board of Directors on July 24, 2018. Attention is drawn to the fact that the figures for the three months ended 31 March 2018 as reported in these financial results are the balancing figures between audited figures in respect of the full previous financial year and the audited year to date figures up to the third quarter of the previous financial year.

Our responsibility is to express an opinion on these standalone financial results based on our audit of such Interim Condensed Standalone Financial Statements, which have been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard ("AS") 25, "Interim Financial Reporting", specified under Section 133 of the Companies Act, 2013 (the "Act"), including the relevant provisions of the Insurance Act, 1938 (the "Insurance Act"), the Insurance Regulatory and Development Authority Act, 1999 (the "IRDA Act") and other accounting principles generally accepted in India, to the extent considered relevant and appropriate for the purpose of standalone quarterly financial results and which are not inconsistent with the accounting principles as prescribed in the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulations, 2002 (the "IRDA Financial Statements Regulations") and orders/directions/circulars issued by the Insurance Regulatory and Development Authority of India ("IRDAI"/ "Authority") to the extent applicable.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.





**Auditors' Report on Quarterly Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated 25<sup>th</sup> October 2016 (Continued)**

## ICICI Prudential Life Insurance Company Limited

In our opinion and to the best of our information and according to the explanations given to us these standalone quarterly financial results:

- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 2016 in this regard; and
- (ii) give a true and fair view of the standalone net profit and other financial information for the quarter ended June 30, 2018.

### Other Matter

The actuarial valuation of liabilities for life policies in force is the responsibility of the Company's Appointed Actuary (the "Appointed Actuary"). The actuarial valuation of these liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists as at June 30, 2018 has been duly certified by the Appointed Actuary and in her opinion, the assumptions for such valuation are in accordance with the guidelines and norms issued by the IRDAI and the Institute of Actuaries of India in concurrence with the Authority. We have relied upon the Appointed Actuary's certificate in this regard for forming our opinion on the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists, as contained in the condensed standalone interim financial statements of the Company.

Our opinion is not modified in respect of this matter.

For **B S R & Co. LLP**  
Chartered Accountants  
ICAI Firm Registration No:  
101248W/W-100022

**Manoj Kumar Vijai**  
Partner  
Membership No: 046882  
Mumbai  
July 24, 2018



For **Walker Chandiook & Co LLP**  
Chartered Accountants  
ICAI Firm Registration No:  
001076N/N500013

**Khushroo B. Panthaky**  
Partner  
Membership No: 42423  
Mumbai  
July 24, 2018



## Performance for the quarter ended June 30, 2018

### 1. Operating performance review

(₹ in billion)				
₹ billion	FY2018	Q1-FY2018	Q1-FY2019	Growth
Value of new business (VNB) <sup>1</sup>	12.86	1.82	2.44	34.1%
APE <sup>2</sup>	77.92	17.04	13.96	(18.1%)
-Savings	73.45	16.27	12.82	(21.2%)
-Protection	4.46	0.77	1.14	48.1%
RWRP <sup>3</sup>	74.61	16.36	12.82	(21.6%)
Market share based on RWRP <sup>4</sup>	11.8%	15.3%	11.3%	-
13th month persistency <sup>5</sup>	85.8%	85.8%	85.8% <sup>6</sup>	-
49th month persistency <sup>5</sup>	62.8%	59.2%	63.7% <sup>6</sup>	-
Cost ratio (Cost/TWRP) <sup>7</sup>	13.7%	14.2%	17.5%	-
Assets under management	1,395.32	1,265.91	1,426.63	12.7%

1. For full year, based on actual cost; Q1: based on management forecast of full year cost
2. Annualized premium equivalent
3. Retail weighted received premium
4. Source: Life insurance council
5. As per IRDA circular dated January 23, 2014; excluding group and single premium policies
6. For policies issued during June to May period of relevant year measured as on June 30, 2018
7. Total Cost including commission / (Total premium – 90% of single premium)

- **Profitability**

Value of New Business (VNB) for Q1-FY2019 was ₹ 2.44 billion. The VNB margin increased from 16.5% in FY2018 to 17.5% in Q1-FY2019 primarily on account of increase in protection mix.

The Company's profit after tax was ₹ 2.82 billion for the quarter ended June 30, 2018 compared to ₹ 4.06 billion for the quarter ended June 30, 2017.

- **New business growth and market share**

The Retail weighted received premium (RWRP) was ₹ 12.82 billion for Q1-FY2019 as compared to ₹ 16.36 billion for Q1-FY2018.

In Q1-FY2019, the Company had a private market share<sup>1</sup> of 21.0% and overall market share of 11.3%.

- **Product mix**

The Company offers a range of products across protection and savings solutions to meet the specific needs of customers. During Q1-FY2019, the protection APE recorded a growth of 48.1% rising from ₹ 0.77 billion in Q1-FY2018 to ₹ 1.14 billion in Q1-FY2019.

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1. Based on RWRP; Source Life insurance council

- **Persistency**

The Company has strong focus on improving the quality of business and customer retention which is reflected in our best in class 13<sup>th</sup> month persistency ratios. Our 13<sup>th</sup> month persistency has been consistent at 85.8% for FY2018 and 2M-FY2019. The 49<sup>th</sup> month persistency improved to 63.7% in 2M-FY2019 as compared to 62.8% in FY2018.

- **Cost efficiency**

The cost to Total weighted received premium (TWRP) ratio stood at 17.5% in Q1-FY2019 compared to 14.2% in Q1-FY2018.

- **Assets under management**

The total assets under management of the Company was ₹ 1,426.63 billion at June 30, 2018 which makes it one of the largest fund managers in India. The Company had a debt-equity mix of 53%:47% at June 30, 2018. Over 90% of the debt investments are in AAA rated and government bonds.

- **Net worth and capital position**

Company's net worth was ₹ 66.18 billion at June 30, 2018. The solvency ratio was 235% against regulatory requirement of 150%.

## 2. Financial performance review

### Summary Standalone Revenue and Profit & Loss Account

(₹ in billion)

Particulars	Three months ended			Year ended
	June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
Premium earned	55.18	87.29	48.85	270.69
Premium on reinsurance ceded	(0.80)	(0.73)	(0.65)	(2.58)
<b>Net premium earned</b>	<b>54.38</b>	<b>86.56</b>	<b>48.20</b>	<b>268.11</b>
Investment income <sup>1</sup>	24.62	(13.65)	36.19	119.96
Other income	0.20	0.23	0.17	0.75
<b>Total income</b>	<b>79.20</b>	<b>73.14</b>	<b>84.56</b>	<b>388.82</b>
Commission paid	2.80	4.47	2.16	14.03
Expenses <sup>2</sup>	7.50	7.77	5.32	26.37
Tax on policyholders fund	0.31	0.47	0.26	1.20
Claims/benefits paid	29.40	45.56	39.69	172.81
Change in actuarial liability <sup>3</sup>	36.35	11.26	32.85	157.21
<b>Total Outgo</b>	<b>76.36</b>	<b>69.53</b>	<b>80.28</b>	<b>371.62</b>
<b>Profit before tax</b>	<b>2.84</b>	<b>3.61</b>	<b>4.28</b>	<b>17.20</b>
Tax charge	0.02	0.20	0.22	1.00
<b>Profit after tax</b>	<b>2.82</b>	<b>3.41</b>	<b>4.06</b>	<b>16.20</b>

1. Net of provision for diminution in value of investments

2. Includes Provisions for doubtful debts (including write off) and goods & service tax on linked charges

3. Includes movement in Funds for Future Appropriation

Profit after tax decreased from ₹ 4.06 billion in Q1-FY2018 to ₹ 2.82 billion in Q1-FY2019 primarily on account of higher new business strain<sup>2</sup> resulting from the new business growth of protection business. The performance highlights for Q1-FY2019 are given below:

- Net premium earned (gross premium less reinsurance premium) increased by 12.8% from ₹ 48.20 billion in Q1-FY2018 to ₹ 54.38 billion in Q1-FY2019. Retail renewal premium increased by 29.1% from ₹ 28.08 billion in Q1-FY2018 to ₹ 36.25 billion in Q1-FY2019. Retail new business premium decreased by 18.1% from ₹ 18.22 billion in Q1-FY2018 to ₹ 14.92 billion in Q1-FY2019. Group premium increased from ₹ 2.55 billion in Q1-FY2018 to ₹ 4.01 billion in Q1-FY2019.
- Total investment income for Q1-FY2019 includes an income of ₹ 16.43 billion (Q1-FY2018: ₹ 30.17 billion) under the unit-linked portfolio and ₹ 8.19 billion (Q1-FY2018: ₹ 6.02 billion) under the non-unit funds. The investment income under unit-linked portfolio is directly offset by a change in valuation of policyholder liabilities. Non unit investment income increased by 35.9% from ₹ 6.02 billion in Q1-FY2018 to ₹ 8.19 billion in Q1-FY2019 primarily on account of increase in interest income corresponding to an increase in interest earning assets and increase in net realized gains.
- Other income increased from ₹ 0.17 billion in Q1-FY2018 to ₹ 0.20 billion in Q1-FY2019.

<sup>2</sup> New business strain arises when the premium paid at the commencement of a contract is not sufficient to cover the initial expenses including acquisition costs and any mathematical reserve that our Company needs to set up at that point.

- Total expenses (including commission) increased by 37.9% from ₹ 7.47 billion in Q1-FY2018 to ₹ 10.30 billion in Q1-FY2019. Commission expense increased by 29.3% from ₹ 2.16 billion in Q1-FY2018 to ₹ 2.80 billion in Q1-FY2019. New business commission has increased from ₹ 1.55 billion in Q1-FY2018 to ₹ 2.08 billion in Q1-FY2019. Renewal commission has increased from ₹ 0.61 billion in Q1-FY2018 to ₹ 0.71 billion in Q1-FY2019. The increase in commission expense is on account of the change in product mix and growth in premium. Operating expenses increased by 41.3% from ₹ 5.32 billion in Q1-FY2018 to ₹ 7.50 billion in Q1-FY2019 on account of increased advertisement cost, employee cost and goods and service tax expenses.
- Claims and benefit payouts decreased by 25.9% from ₹ 39.69 billion in Q1-FY2018 to ₹ 29.40 billion in Q1-FY2019 primarily on account of decrease in surrender claims by ₹ 10.93 billion in Q1-FY2019.
- Change in actuarial liability, including funds for future appropriation, increased from ₹ 32.85 billion in Q1-FY2018 to ₹ 36.35 billion in Q1-FY2019. Fund reserve, which represents liability carried on account of units held by unit linked policyholders, increased from ₹ 22.14 billion in Q1-FY2018 to ₹ 22.32 billion in Q1-FY2019. The increase in fund reserves is primarily due a direct offset of lower claims, an increase in premium received, offset by lower investment income in the unit-linked portfolio. Non-unit reserve increased from ₹ 10.08 billion in Q1-FY2018 to ₹ 13.48 billion in Q1-FY2019 reflecting broadly the increase in premium net of benefit outgo.

#### **Disclaimer**

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'expected to', etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the actual growth in demand for insurance and other financial products and services in the countries that we operate or where a material number of our customers reside, our ability to successfully implement our strategy, including our use of the Internet and other technology our exploration of merger and acquisition opportunities, our ability to integrate mergers or acquisitions into our operations and manage the risks associated with such acquisitions to achieve our strategic and financial objectives, our growth and expansion in domestic and overseas markets, technological changes, our ability to market new products, the outcome of any legal, tax or regulatory proceedings in India and in other jurisdictions we are or become a party to, the future impact of new accounting standards, our ability to implement our dividend policy, the impact of changes in insurance regulations and other regulatory changes in India and other jurisdictions on us. ICICI Prudential Life insurance undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

This release does not constitute an offer of securities.

For investor queries please reach out to Investor Relations team on +91-22-40391600 or email [ir@iciciprulife.com](mailto:ir@iciciprulife.com).

*1 billion = 100 crore*

## **ICICI Prudential Life declares results for the quarter ended June 30, 2018**

~ **Value of New Business (VNB) registers a growth of 34.1%** ~

~ **Total Premium grew by 13.0%** ~

~ **Protection APE grew by 48.1%** ~

~ **Retail Renewal premium grew by 29.1%** ~

### **Performance Highlights**

- **Value of New Business (VNB\*) increased by 34.1% to ₹ 2.44 billion in Q1-FY2019 from ₹ 1.82 billion in Q1-FY2018**
- **Total premium grew by 13.0% to ₹ 55.18 billion in Q1-FY2019 from ₹ 48.85 in Q1-FY2018**
- **Protection APE grew by 48.1% to ₹ 1.14 billion in Q1-FY2019 from ₹ 0.77 billion in Q1-FY2018**
- **Retail renewal premium grew by 29.1% to ₹ 36.25 billion**
- **13<sup>th</sup> month persistency<sup>1</sup> stood at 85.8%**

Mr. N. S Kannan, MD & CEO, ICICI Prudential Life Insurance said *"Our focus continues to be on growing absolute Value of New Business using the Four-P strategy of focusing on Premium growth, Protection, Persistency and Productivity. This has yielded the desired outcome and we have been able to grow VNB with uncompromising focus on quality. Life insurance serves the two fundamental needs of society; those of providing financial Protection to families and of enabling customers to build Savings over the long term. The under-penetration of life insurance in the country presents a great opportunity for customer centric insurers having a diversified distribution architecture like us."*

### **VNB and Growth Drivers**

The Value of New Business grew by 34.1% to ₹ 2.44 billion in Q1-FY2019 from ₹ 1.82 billion in Q1-FY2018.

- **Premium / Annualised Premium Equivalent (APE)**

The Company's market share stood at 11.3% amongst life insurance companies, on a Retail Weighted Received Premium (RWRP\*) basis for Q1-FY2019. RWRP witnessed a healthy sequential momentum within Q1-FY2019, with the month of June 2018 registering a growth of 36.0% over the previous month. Total premium witnessed a growth of 13.0% to ₹ 55.18 billion in Q1-FY2019 from ₹ 48.85 billion in Q1-FY2018.

- **Protection**

In Q1-FY2019, protection APE registered a growth of 48.1%. Protection APE stood at 8.2% of overall APE for Q1-FY2019 compared to 4.5% for Q1-FY2018.

<sup>1</sup> Excluding group and single premium policies

- **Persistency<sup>1</sup>**

The 13<sup>th</sup> month persistency was steady at 85.8% for Q1-FY2019. The 49<sup>th</sup> month persistency improved to 63.7% in Q1-FY2019 as compared to 59.2% in Q1-FY2018. Retail renewal premium registered a growth of 29.1% and stood at ₹ 36.25 billion for Q1-FY2019 compared to ₹ 28.08 billion for Q1-FY2018.

- **Productivity**

The Cost/TWRP was 17.5% for Q1-FY2019 as compared to 14.2% in Q1-FY2018 on the back of increased investments in growing the protection business.

### Operational Metrics:

₹ Billion	Q1-FY2018	Q1-FY2019	Growth YoY
Value of New Business (VNB)	1.82	2.44	34.1%
Total Premium	48.85	55.18	13.0%
Annualized Premium Equivalent (APE)*	17.04	13.96	(18.1%)
• Savings	16.27	12.82	(21.2%)
• Protection	0.77	1.14	48.1%
Market share based on RWRP*	15.3%	11.3%	-
13 <sup>th</sup> month persistency <sup>1</sup>	85.8%	85.8% <sup>2</sup>	-
49 <sup>th</sup> month persistency <sup>1</sup>	59.2%	63.7% <sup>2</sup>	-
Retail renewal premium	28.08	36.25	29.1%
Cost Ratio (Cost/TWRP)*	14.2%	17.5%	-
Assets under management (AUM)	1,265.91	1,426.63	12.7%

<sup>1</sup> As per IRDA circular dated January 23, 2014; excluding group and single premium policies

<sup>2</sup> For policies issued during June to May period of relevant year measured as on June 30, 2018

\* Refer the section on definitions, abbreviations and explanatory notes

### **Definitions, abbreviations and explanatory notes**

- **Annual Premium Equivalent (APE):** APE is a measure of new business written by a life insurance company. It is computed as the sum of annualised first year premiums on regular premium policies, and ten percent of single premiums, written by the Company during any period from new retail and group customers.
- **Value of New Business (VNB) and VNB margin:** VNB is used to measure profitability of the new business written in a period. It is present value of all future profits to shareholders measured at the time of writing of the new business contract. Future profits are computed on the basis of long term assumptions which are reviewed annually. VNB is also referred to as NBP (new business profit). VNB margin is computed as VNB for the period/APE for the period. It is similar to profit margin for any other business.
- **Retail Weighted Received Premium (RWRP):** RWRP is a new business measure very similar to APE for the retail (also referred to as individual) business with the only difference being that the regular premiums considered here are first year premiums actually received by the life insurer and not annualised. Secondly, since it is a new business measure for retail business, it includes only premium received from retail customers. It is the sum of all retail first year premiums and ten percent of retail single premiums received in a period.
- **Persistency:** It is the most common parameter for quality of business representing the percentage of retail policies (where premiums are expected) that continue paying premiums. The method of computation of Persistency has been prescribed by IRDAI vide its circular dated January 23, 2014.
- **Total Weighted Received Premium (TWRP):** TWRP is a measure of total premiums from new and existing retail and group customers received in a period. It is sum of first year and renewal premiums on regular premium policies and ten percent of single premiums received from both retail and group customers by Company during the period.
- **Cost Ratio:** Cost ratio is a measure of the cost efficiency of a Company. Expenses are incurred by the Company on new business as well as renewal premiums. Cost ratio is computed as a ratio of all expenses incurred in a period comprising commission, operating expenses, provision for doubtful debts and bad debts written off to total weighted received premium (TWRP).

### **About ICICI Prudential Life Insurance**

*ICICI Prudential Life is promoted by ICICI Bank Ltd. and Prudential Corporation Holdings Ltd., headquartered in United Kingdom. The Company began operations in fiscal 2001 and has consistently been amongst the top private sector life insurance companies in India on a Retail Weighted Received Premium (RWRP) basis.*

*The Company offers an array of products in the Protection and Savings category which match the different life stage requirements of customers, enabling them to provide a financial safety net to their families as well as achieve their long term financial goals. The digital platform of the Company provides a paperless onboarding experience to customers, empowers them to conduct an assortment of self-service transactions, provides a convenient route to make digital payments for purchasing and making renewal premium payments, facilitates a hassle free claims settlement process etc.*

*ICICI Prudential Life is the first private life insurance company to cross the ₹ 1 trillion mark for Assets under Management (AUM). At June 30, 2018, the Company had an AUM of ₹ 1,426.63 billion and a Total Sum Assured of over ₹ 7.50 trillion. ICICI Prudential Life is listed on both National Stock Exchange (NSE) and The Bombay Stock Exchange (BSE).*





## **Disclaimer**

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For further press queries please call Deepti Nair / Akash Agarwal +91-22-50391600 (Ext: 1439 / 1732) or email [corporatecommunications@iciciprulife.com](mailto:corporatecommunications@iciciprulife.com).

**1 billion = 100 crore**

# **Searchable format**

**ICICI Prudential Life Insurance Company Limited**  
**Statement of Standalone Audited Results for the quarter ended June 30, 2018**

(₹ in Lakhs)

Sr No.	Particulars	Three months ended/At			Year ended/At
		June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
		(Audited)	(Audited)	(Audited)	(Audited)
<b>POLICYHOLDERS' A/C</b>					
1	Gross premium income				
	(a) First Year Premium	125,871	202,132	161,475	735,619
	(b) Renewal Premium	374,760	614,761	285,103	1,785,702
	(c) Single Premium	51,159	55,999	41,907	185,556
2	Net premium income <sup>1</sup>	543,782	865,582	482,023	2,681,068
3	Income from investments: (Net) <sup>2</sup>	232,120	(161,338)	351,771	1,126,146
4	Other income	1,967	1,915	1,637	7,001
5	Transfer of funds from Shareholders' A/c	9,250	7,528	16	7,528
6	<b>Total (2 to 5)</b>	<b>787,119</b>	<b>713,687</b>	<b>835,447</b>	<b>3,821,743</b>
7	Commission on				
	(a) First Year Premium	19,961	31,781	15,065	102,447
	(b) Renewal Premium	7,130	11,606	6,119	34,406
	(c) Single Premium	865	1,272	434	3,474
8	Net Commission	27,956	44,659	21,618	140,327
9	Operating Expenses related to insurance business (a+b+c):				
	(a) Employees remuneration and welfare expenses	26,153	25,722	22,404	96,530
	(b) Advertisement and publicity	11,192	12,300	2,334	25,229
	(c) Other operating expenses	22,175	22,453	16,461	81,234
10	<b>Expenses of Management (8+9)</b>	<b>87,476</b>	<b>105,134</b>	<b>62,817</b>	<b>343,320</b>
11	<b>Provisions for doubtful debts (including bad debts written off)</b>	<b>33</b>	<b>75</b>	<b>101</b>	<b>308</b>
12	Provisions for diminution in value of investments	-	-	272	509
13	Goods and Service tax charge on linked charges <sup>4</sup>	14,502	15,960	10,887	56,451
14	Provision for taxes (a+b)	3,057	4,749	2,616	12,007
	(a) Current tax	3,057	4,749	2,616	12,007
	(b) Deferred tax	-	-	-	-
15	Benefits Paid <sup>3</sup> (Net) <sup>1</sup>	293,953	455,552	396,903	1,728,079
16	Change in actuarial liability	358,009	104,812	322,199	1,544,750
17	<b>Total (10+11+12+13+14+15+16)</b>	<b>757,030</b>	<b>686,282</b>	<b>795,795</b>	<b>3,685,424</b>
18	<b>Surplus/(Deficit) (6-17)</b>	<b>30,089</b>	<b>27,405</b>	<b>39,652</b>	<b>136,319</b>
19	<b>Appropriations</b>				
	(a) Transferred to Shareholders	24,643	19,666	33,337	108,921
	(b) Funds for Future Appropriations	5,446	7,739	6,315	27,398
20	<b>Details of Surplus/(Deficit)</b>				
	(a) Interim bonus paid	1,608	1,805	988	5,492
	(b) Allocation of bonus to policyholders	-	41,187	-	41,187
	(c) Surplus shown in the Revenue Account	30,089	27,405	39,652	136,319
	<b>Total Surplus</b>	<b>31,697</b>	<b>70,397</b>	<b>40,640</b>	<b>182,998</b>
<b>SHAREHOLDERS' A/C</b>					
21	Transfer from Policyholders' Account	24,643	19,666	33,337	108,921
22	Total income under Shareholders' Account				
	(a) Investment Income	13,958	24,728	10,379	73,955
	(b) Other income	39	421	18	484
23	Expenses other than those related to insurance business	991	1,152	911	3,876
24	Transfer of funds to Policyholders A/c	9,250	7,528	16	7,528
25	Provisions for doubtful debts (including write off)	-	-	-	-
26	Provisions for diminution in value of investments	-	-	-	-
27	<b>Profit/ (loss) before tax</b>	<b>28,399</b>	<b>36,135</b>	<b>42,807</b>	<b>171,956</b>
28	Provisions for tax (a+b)	235	2,077	2,214	9,973
	(a) Current tax	235	2,077	2,214	9,973
	(b) Deferred tax	-	-	-	-
29	<b>Profit/(loss) after tax and before extraordinary items</b>	<b>28,164</b>	<b>34,058</b>	<b>40,593</b>	<b>161,983</b>
30	Extraordinary Items (Net of tax expenses)	-	-	-	-
31	<b>Profit/(loss) after tax and extraordinary items</b>	<b>28,164</b>	<b>34,058</b>	<b>40,593</b>	<b>161,983</b>
32	<b>Dividend per share (₹) (Nominal Value ₹ 10 per share):</b>				
	(a) Interim Dividend	-	-	-	3.40
	(b) Final Dividend	-	3.30	-	3.30
33	Profit/(Loss) carried to Balance Sheet	140,656	169,603	167,424	169,603
34	Paid up equity share capital	143,556	143,550	143,536	143,550
35	Reserve & Surplus (excluding Revaluation Reserve)	483,156	511,937	509,395	511,937
36	Fair value Change Account and revaluation reserve (Shareholders)	35,090	32,959	32,482	32,959
37	<b>Total Assets:</b>				
	(a) Investments:				
	- Shareholders'	680,224	774,929	691,455	774,929
	- Policyholders Fund excluding Linked Assets	3,499,965	3,328,885	2,870,947	3,328,885
	- Assets held to cover Linked Liabilities	9,973,402	9,750,197	9,009,205	9,750,197
	(b) Other Assets (Net of current liabilities and provisions)	22,822	(16,643)	13,605	(16,643)

1 Net of reinsurance

2 Net of amortisation and losses (including capital gains)

3 Inclusive of interim bonus

4 Inclusive of Goods and Service tax from July 01, 2017 onwards

**ICICI Prudential Life Insurance Company Limited**  
**Standalone Balance Sheet at June 30, 2018**

(₹ in Lakhs)

Particulars	At June 30, 2018	At March 31, 2018	At June 30, 2017
	(Audited)	(Audited)	(Audited)
<b>Sources of funds</b>			
Shareholders' funds :			
Share capital	143,556	143,550	143,536
Share application money	14	-	-
Reserve and surplus	485,306	514,086	510,573
Credit/(debit) fair value change account	32,939	30,809	31,305
<b>Sub - total</b>	<b>661,815</b>	<b>688,445</b>	<b>685,414</b>
Borrowings	-	-	-
Policyholders' funds :			
Credit/(debit) fair value change account	207,727	205,506	200,125
Revaluation reserve - Investment property	6,145	6,145	6,035
Policy liabilities (A)+(B)+(C)	13,207,464	12,849,456	11,626,906
Non unit liabilities (mathematical reserves) (A)	3,234,137	3,099,339	2,617,783
Provision for linked liabilities (fund reserves) (B)	9,367,964	9,231,236	8,547,985
(a) Provision for linked liabilities	8,412,645	8,223,729	7,401,338
(b) Credit/(debit) fair value change account (Linked)	955,319	1,007,507	1,146,647
Funds for discontinued policies (C)	605,363	518,881	461,138
(a) Discontinued on account of non-payment of premium	604,949	518,412	461,088
(b) Other discontinuance	1,540	1,179	642
(c) Credit/(debit) fair value change account	(1,126)	(710)	(592)
Total linked liabilities (B)+(C)	9,973,327	9,750,117	9,009,123
<b>Sub - total</b>	<b>13,421,336</b>	<b>13,061,107</b>	<b>11,833,066</b>
Funds for Future Appropriations			
Linked	74	80	82
Non linked	93,188	87,736	66,650
<b>Sub - total</b>	<b>93,262</b>	<b>87,816</b>	<b>66,732</b>
<b>Total</b>	<b>14,176,413</b>	<b>13,837,368</b>	<b>12,585,212</b>
<b>Application of funds</b>			
Investments			
Shareholders'	680,224	774,929	691,455
Policyholders'	3,499,965	3,328,885	2,870,947
Asset held to cover linked liabilities	9,973,402	9,750,197	9,009,205
Loans	16,897	14,506	9,662
Fixed assets - net block	44,281	42,205	20,902
Deferred tax asset	5	5	5
Current assets			
Cash and Bank balances	63,375	20,374	8,040
Advances and Other assets	234,058	251,026	193,204
Sub-Total (A)	297,433	271,400	201,244
Current liabilities	333,024	342,541	215,630
Provisions	2,770	2,218	2,578
Sub-Total (B)	335,794	344,759	218,208
Net Current Assets (C) = (A-B)	(38,361)	(73,359)	(16,964)
Miscellaneous expenditure (to the extent not written-off or adjusted)	-	-	-
Debit Balance in Profit & Loss Account (Shareholders' account)	-	-	-
<b>Total</b>	<b>14,176,413</b>	<b>13,837,368</b>	<b>12,585,212</b>
Contingent liabilities	19,797	20,312	20,758

**ICICI Prudential Life Insurance Company Limited**  
**Statement of Standalone Audited Results for the quarter ended June 30, 2018**

(₹ in Lakhs)

Particulars	Three months ended/At			Year ended/At
	June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
	(Audited)	(Audited)	(Audited)	(Audited)
<b>Analytical Ratios:<sup>1</sup></b>				
(i) Solvency Ratio:	234.6%	252.5%	288.6%	252.5%
(ii) Expenses of management ratio	15.9%	12.0%	12.9%	12.7%
(iii) Policyholder's liabilities to shareholders' fund	2042.1%	1909.9%	1736.1%	1909.9%
(iv) Earnings per share (₹):				
(a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three months)	1.96	2.37	2.83	11.28
(b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three months)	1.96	2.37	2.83	11.28
(v) NPA ratios: (for policyholders' fund)				
(a) Gross & Net NPAs	NIL	NIL	NIL	NIL
(b) % of Gross & Net NPAs	NIL	NIL	NIL	NIL
(vi) Yield on Investments (On Policyholders' fund)				
A. Without unrealised gains				
- Non Linked				
Par	8.4%	10.2%	9.4%	11.0%
Non Par	8.8%	7.6%	6.6%	8.0%
- Linked				
Non Par	8.3%	9.8%	11.7%	10.4%
B. With unrealised gains				
- Non Linked				
Par	(2.4%)	1.7%	17.7%	7.0%
Non Par	(1.8%)	2.0%	15.9%	6.3%
- Linked				
Non Par	5.1%	(10.4%)	12.7%	8.1%
(vii) NPA ratios: (for shareholders' fund)				
(a) Gross & Net NPAs	NIL	NIL	NIL	NIL
(b) % of Gross & Net NPAs	NIL	NIL	NIL	NIL
(viii) Yield on Investments (on Shareholders' A/c)				
A. Without unrealised gains	8.2%	15.2%	6.6%	11.5%
B. With unrealised gains	2.1%	1.8%	10.9%	9.9%
(ix) Persistency Ratio <sup>2</sup>				
by premium				
13th month	84.2%	83.7%	85.0%	86.8%
25th month	77.9%	76.8%	71.2%	78.3%
37th month	67.8%	66.7%	65.7%	68.8%
49th month	63.3%	61.2%	58.8%	64.2%
61st month	52.7%	53.1%	52.4%	54.5%
by count				
13th month	77.1%	77.6%	78.8%	80.7%
25th month	71.6%	71.0%	68.8%	73.2%
37th month	65.2%	65.4%	61.5%	66.3%
49th month	59.3%	58.3%	52.3%	59.4%
61st month	48.6%	49.0%	46.4%	49.1%
(x) Conservation Ratio <sup>3</sup>				
Par Life	90.6%	97.6%	92.2%	93.0%
Par Pension	69.3%	83.6%	85.0%	83.8%
Non Par	81.3%	85.7%	96.4%	89.4%
Non Par Variable	NA	NA	NA	NA
Non Par Variable Pension	NA	NA	NA	NA
Annuity Non Par	NA	NA	NA	NA
Health	84.2%	83.5%	89.8%	86.0%
Linked Life	81.0%	83.5%	87.0%	83.4%
Linked Pension	72.5%	72.3%	83.8%	77.3%
Linked Health	85.1%	88.1%	88.6%	86.5%
Linked Group	NA	204.4%	70.1%	132.3%
Linked Group Life	745.2%	NA	NA	NA
Linked Group Pension	141.2%	NA	NA	NA

**Notes:**

- Analytical ratios have been calculated as per definition given in IRDAI Analytical ratios disclosure.
- Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/MISC/035/01/2014 dated January 23, 2014.
  - Persistency ratios for the quarter ending June 30, 2018 have been calculated on June 30, 2018 for the policies issued in March to May period of the relevant years. For example, the 13th month persistency for quarter ending June 30, 2018 is calculated for policies issued from March 1, 2017 to May 31, 2017.
  - Persistency ratios for the quarter ending March 31, 2018 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 quarter ending March 31, 2018 is calculated for policies issued from January 1, 2017 to March 31, 2017.
  - Persistency ratios for the quarter ending June 30, 2017 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 quarter ending June 30, 2017 is calculated for policies issued from April 1, 2016 to June 30, 2016.
  - Persistency ratios for year ending March 31, 2018 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 for year ending March 31, 2018 is calculated for policies issued from April 1, 2016 to March 31, 2017.
  - Group policies and policies under micro insurance are excluded.
- 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 December 2016 onwards.

**ICICI Prudential Life Insurance Company Limited**  
**Segment<sup>1</sup> Reporting (Standalone) for the quarter ended June 30, 2018**

(₹ in Lakhs)

Sr No.	Particulars	Three months ended/At			Year ended/At
		June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
		(Audited)	(Audited)	(Audited)	(Audited)
1	<b>Segment Income:</b>				
	<b>Segment A: Par life</b>				
	Net Premium	60,669	103,550	52,326	317,780
	Income from investments <sup>2</sup>	24,717	28,181	20,543	107,156
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	241	203	183	798
	<b>Segment B: Par pension</b>				
	Net Premium	359	1,299	518	2,764
	Income from investments <sup>2</sup>	2,730	2,431	3,539	14,411
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	1	1	1	4
	<b>Segment C: Non Par</b>				
	Net Premium	64,942	89,465	59,049	292,615
	Income from investments <sup>2</sup>	32,436	25,361	17,943	100,382
	Transfer of Funds from shareholders' account	8,269	-	-	-
	Other income	329	297	225	1,058
	<b>Segment D: Non Par Variable</b>				
	Net Premium	568	351	2,409	3,523
	Income from investments <sup>2</sup>	172	192	203	869
	Transfer of Funds from shareholders' account	10	-	16	-
	Other income	-	-	-	-
	<b>Segment E: Non Par Variable Pension</b>				
	Net Premium	-	-	39	93
	Income from investments <sup>2</sup>	29	24	29	112
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	-	-	-	-
	<b>Segment F: Annuity Non Par</b>				
	Net Premium	11,057	17,265	4,742	31,075
	Income from investments <sup>2</sup>	5,394	4,840	4,782	19,214
	Transfer of Funds from shareholders' account	900	7,528	-	7,528
	Other income	1	1	-	2
	<b>Segment G: Health</b>				
	Net Premium	581	826	386	2,477
	Income from investments <sup>2</sup>	88	62	491	713
	Transfer of Funds from shareholders' account	71	-	-	-
	Other income	-	-	-	1
	<b>Segment H: Linked Life</b>				
	Net Premium	376,705	614,729	336,250	1,895,259
	Income from investments <sup>2</sup>	145,363	(184,466)	216,688	651,238
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	1,392	1,411	1,226	5,130
	<b>Segment I: Linked Pension</b>				
	Net Premium	9,207	17,899	11,877	55,130
	Income from investments <sup>2</sup>	18,162	(40,679)	65,250	171,749
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	1	1	1	3
	<b>Segment J: Linked Health</b>				
	Net Premium	1,020	3,072	1,330	7,165
	Income from investments <sup>2</sup>	969	(3,237)	3,849	10,470
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	-	-	-	1

Sr No.	Particulars	Three months ended/At			Year ended/At
		June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
		(Audited)	(Audited)	(Audited)	(Audited)
	<b>Segment K: Linked Group Life</b>				
	Net Premium	10,115	12,687	2,691	46,670
	Income from investments <sup>2</sup>	573	3,215	10,305	26,747
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	2	1	1	3
	<b>Segment L: Linked Group Pension</b>				
	Net Premium	8,559	4,439	10,406	26,517
	Income from investments <sup>2</sup>	1,487	2,738	7,877	22,577
	Transfer of Funds from shareholders' account	-	-	-	-
	Other income	-	-	-	1
	<b>Shareholders</b>				
	Income from investments <sup>2</sup>	13,958	24,728	10,379	73,955
	Other income	39	421	18	484
2	<b>Segment Surplus/(Deficit) (net of transfer from shareholders' A/c) :</b>				
	Segment A: Par life	4,520	14,105	4,117	29,539
	Segment B: Par pension	932	(1,174)	2,196	3,047
	Segment C: Non Par	(8,269)	(239)	4,332	20,519
	Segment D: Non Par Variable	(10)	16	(16)	65
	Segment E: Non Par Variable Pension	2	(2)	5	7
	Segment F: Annuity Non Par	(900)	(11,339)	1,286	(7,528)
	Segment G: Health	(71)	1,507	553	2,121
	Segment H: Linked Life	17,839	10,098	18,554	48,473
	Segment I: Linked Pension	5,706	5,999	6,933	27,026
	Segment J: Linked Health	819	942	879	3,471
	Segment K: Linked Group Life	133	(125)	467	897
	Segment L: Linked Group Pension	138	89	330	1,155
	Shareholders	12,771	21,920	7,272	60,590
3	<b>Segment Assets:</b>				
	Segment A: Par life	1,364,263	1,308,866	1,073,268	1,308,866
	Segment B: Par pension	119,286	118,834	118,544	118,834
	Segment C: Non Par	1,674,553	1,598,509	1,359,111	1,598,509
	Segment D: Non Par Variable	8,957	9,654	11,597	9,654
	Segment E: Non Par Variable Pension	1,394	1,391	1,430	1,391
	Segment F: Annuity Non Par	282,737	270,044	233,247	270,044
	Segment G: Health	1,793	1,742	2,910	1,742
	Segment H: Linked Life	7,986,451	7,713,464	6,778,206	7,713,464
	Segment I: Linked Pension	1,263,696	1,314,276	1,549,867	1,314,276
	Segment J: Linked Health	95,881	96,354	91,278	96,354
	Segment K: Linked Group Life	386,497	386,441	362,228	386,441
	Segment L: Linked Group Pension	329,091	329,348	318,113	329,348
	Shareholders	661,815	688,445	685,413	688,445
4	<b>Segment Policy Liabilities:</b>				
	Segment A: Par life	1,364,263	1,308,866	1,073,268	1,308,866
	Segment B: Par pension	119,286	118,834	118,544	118,834
	Segment C: Non Par	1,674,553	1,598,509	1,359,111	1,598,509
	Segment D: Non Par Variable	8,957	9,654	11,597	9,654
	Segment E: Non Par Variable Pension	1,394	1,391	1,430	1,391
	Segment F: Annuity Non Par	282,737	270,044	233,247	270,044
	Segment G: Health	1,793	1,742	2,910	1,742
	Segment H: Linked Life	7,986,451	7,713,464	6,778,206	7,713,464
	Segment I: Linked Pension	1,263,696	1,314,276	1,549,867	1,314,276
	Segment J: Linked Health	95,881	96,354	91,278	96,354
	Segment K: Linked Group Life	386,497	386,441	362,228	386,441
	Segment L: Linked Group Pension	329,091	329,348	318,113	329,348

**Footnotes:**

**1 Segments are as under:**

- (a) Linked Policies (i) Life (ii) General Annuity and Pension (iii) Health (iv) Variable  
(b) Non-Linked

1. Non-Participating Policies: (i) Life (ii) General Annuity and Pension (iii) Health (iv) Variable

2. Participating Policies : (i) Life (ii) General Annuity and Pension (iii) Health (iv) Variable

(c) Variable insurance shall be further segregated into Life, General Annuity and Pension and Health where any such segment contributes ten per cent or more of the total premium of the Company.

(d) Business within India and business outside India

2 Net of Provisions for diminution in value of investments

**ICICI Prudential Life Insurance Company Limited**

**Other disclosures:**

**Status of Shareholders Complaints for the quarter ended June 30, 2018:**

<b>Sr No.</b>	<b>Particulars</b>	<b>Number</b>
1	No. of investor complaints pending at the beginning of quarter	1
2	No. of investor complaints received during the quarter	25
3	No. of investor complaints disposed off during the quarter	25
4	No. of investor complaints remaining unresolved at the end of the quarter	1*

\* This complaint has been responded within timeline.



**Notes:**

1. The above financial results of the Company for the quarter ended June 30, 2018 were reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on July 24, 2018.
2. These financial results have been prepared in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, to the extent applicable, and IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016 on publication of financial results for life insurance companies.
3. The above standalone financial results are audited by the joint statutory auditors, B S R & Co. LLP, Chartered Accountants and Walker Chandniok & Co LLP, Chartered Accountants.
4. In view of seasonality of Industry, the financial results for the quarter are not indicative of full year's expected performance.
5. Other income includes interest on tax refund for the quarter ended June 30, 2018 of ₹ nil, (for the quarter ended March 31, 2018 & for the year ended March 31, 2018 of ₹ 403 lakhs and for the quarter ended June 30, 2017 of ₹ nil).
6. The shareholders of the Company have approved a final dividend of ₹ 3.30 per equity share (including special dividend of ₹ 1.10 per equity share) of face value of ₹ 10 each for the year ended March 31, 2018 at Annual General Meeting held on June 26, 2018.
7. During the quarter ended June 30, 2018, the Company has allotted 56,325 equity shares of face value of ₹ 10 each pursuant to exercise of employee stock options.
8. With effect from quarter ended September 30, 2017 onwards, for more appropriate presentation, reinsurance claims receivable are accounted for in the period in which the claim is intimated. Prior to this change in accounting policy, reinsurance claims receivable were accounted in the period in which the claim was settled. Consequent to the said change, reinsurance claims and thereby the profit for the quarter ended June 30, 2018 is higher by ₹ 2,629 lakhs as compared to the quarter ended June 30, 2017. Correspondingly, reinsurance claim receivable is also higher by ₹ 3,981 lakhs at June 30, 2018.
9. The amounts for the quarter ended March 31, 2018 are balancing amounts between the amounts as per audited accounts for the year ended March 31, 2018 and nine months ended December 31, 2017.
10. Figures of the previous year have been re-grouped wherever necessary, to conform to the current year presentation.
11. In accordance with requirements of IRDAI Master Circular on "Preparation of Financial Statements and Filing of Returns of Life Insurance Business" dated December 11, 2013, the Company will publish the financials on the Company's website latest by August 14, 2018.

**For and on behalf of the Board of Directors**

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**N. S. Kannan**  
**Managing Director & CEO**  
(subject to requisite approvals)  
DIN:00066009

**B S R & Co. LLP**  
*Chartered Accountants*

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**Auditors' Report on Quarterly Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated 25<sup>th</sup> October 2016**

**To The Board of Directors of  
ICICI Prudential Life Insurance Company Limited**

We have audited the accompanying standalone quarterly financial results of ICICI Prudential Life Insurance Company Limited (the “Company”) for the quarter ended June 30, 2018, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 2016. These standalone quarterly financial results have been prepared on the basis of the condensed standalone interim financial statements, which are the responsibility of the Company’s management and have been approved by the Board of Directors on July 24, 2018. Attention is drawn to the fact that the figures for the three months ended 31 March 2018 as reported in these financial results are the balancing figures between audited figures in respect of the full previous financial year and the audited year to date figures up to the third quarter of the previous financial year.

Our responsibility is to express an opinion on these standalone financial results based on our audit of such Interim Condensed Standalone Financial Statements, which have been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (“AS”) 25, “Interim Financial Reporting”, specified under Section 133 of the Companies Act, 2013 (the “Act”) , including the relevant provisions of the Insurance Act, 1938 (the “Insurance Act”), the Insurance Regulatory and Development Authority Act, 1999 (the “IRDA Act”) and other accounting principles generally accepted in India, to the extent considered relevant and appropriate for the purpose of standalone quarterly financial results and which are not inconsistent with the accounting principles as prescribed in the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditors’ Report of Insurance Companies) Regulations, 2002 (the “IRDA Financial Statements Regulations”) and orders/directions/circulars issued by the Insurance Regulatory and Development Authority of India (“IRDAI”/ “Authority”) to the extent applicable.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

**Auditors' Report on Quarterly Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated 25<sup>th</sup> October 2016 (Continued)**

## ICICI Prudential Life Insurance Company Limited

In our opinion and to the best of our information and according to the explanations given to us these standalone quarterly financial results:

- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 2016 in this regard; and
- (ii) give a true and fair view of the standalone net profit and other financial information for the quarter ended June 30, 2018.

### **Other Matter**

The actuarial valuation of liabilities for life policies in force is the responsibility of the Company's Appointed Actuary (the "Appointed Actuary"). The actuarial valuation of these liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists as at June 30, 2018 has been duly certified by the Appointed Actuary and in her opinion, the assumptions for such valuation are in accordance with the guidelines and norms issued by the IRDAI and the Institute of Actuaries of India in concurrence with the Authority. We have relied upon the Appointed Actuary's certificate in this regard for forming our opinion on the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists, as contained in the condensed standalone interim financial statements of the Company.

Our opinion is not modified in respect of this matter.

For **B S R & Co. LLP**  
*Chartered Accountants*  
ICAI Firm Registration No:  
101248W/W-100022

For **Walker Chandiok & Co LLP**  
*Chartered Accountants*  
ICAI Firm Registration No:  
001076N/N500013

**Manoj Kumar Vijai**  
*Partner*  
Membership No: 046882  
Mumbai  
July 24, 2018

**Khushroo B. Panthaky**  
*Partner*  
Membership No: 42423  
Mumbai  
July 24, 2018

## Performance for the quarter ended June 30, 2018

### 1. Operating performance review

(₹ in billion)				
₹ billion	FY2018	Q1-FY2018	Q1-FY2019	Growth
Value of new business (VNB) <sup>1</sup>	12.86	1.82	2.44	34.1%
APE <sup>2</sup>	77.92	17.04	13.96	(18.1%)
-Savings	73.45	16.27	12.82	(21.2%)
-Protection	4.46	0.77	1.14	48.1%
RWRP <sup>3</sup>	74.61	16.36	12.82	(21.6%)
Market share based on RWRP <sup>4</sup>	11.8%	15.3%	11.3%	-
13th month persistency <sup>5</sup>	85.8%	85.8%	85.8% <sup>6</sup>	-
49th month persistency <sup>5</sup>	62.8%	59.2%	63.7% <sup>6</sup>	-
Cost ratio (Cost/TWRP) <sup>7</sup>	13.7%	14.2%	17.5%	-
Assets under management	1,395.32	1,265.91	1,426.63	12.7%

1. For full year, based on actual cost; Q1: based on management forecast of full year cost
2. Annualized premium equivalent
3. Retail weighted received premium
4. Source: Life insurance council
5. As per IRDA circular dated January 23, 2014; excluding group and single premium policies
6. For policies issued during June to May period of relevant year measured as on June 30, 2018
7. Total Cost including commission / (Total premium – 90% of single premium)

- **Profitability**

Value of New Business (VNB) for Q1-FY2019 was ₹ 2.44 billion. The VNB margin increased from 16.5% in FY2018 to 17.5% in Q1-FY2019 primarily on account of increase in protection mix.

The Company's profit after tax was ₹ 2.82 billion for the quarter ended June 30, 2018 compared to ₹ 4.06 billion for the quarter ended June 30, 2017.

- **New business growth and market share**

The Retail weighted received premium (RWRP) was ₹ 12.82 billion for Q1-FY2019 as compared to ₹ 16.36 billion for Q1-FY2018.

In Q1-FY2019, the Company had a private market share<sup>1</sup> of 21.0% and overall market share of 11.3%.

- **Product mix**

The Company offers a range of products across protection and savings solutions to meet the specific needs of customers. During Q1-FY2019, the protection APE recorded a growth of 48.1% rising from ₹ 0.77 billion in Q1-FY2018 to ₹ 1.14 billion in Q1-FY2019.

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1. Based on RWRP; Source Life insurance council

- **Persistency**

The Company has strong focus on improving the quality of business and customer retention which is reflected in our best in class 13<sup>th</sup> month persistency ratios. Our 13<sup>th</sup> month persistency has been consistent at 85.8% for FY2018 and 2M-FY2019. The 49<sup>th</sup> month persistency improved to 63.7% in 2M-FY2019 as compared to 62.8% in FY2018.

- **Cost efficiency**

The cost to Total weighted received premium (TWRP) ratio stood at 17.5% in Q1-FY2019 compared to 14.2% in Q1-FY2018.

- **Assets under management**

The total assets under management of the Company was ₹ 1,426.63 billion at June 30, 2018 which makes it one of the largest fund managers in India. The Company had a debt-equity mix of 53%:47% at June 30, 2018. Over 90% of the debt investments are in AAA rated and government bonds.

- **Net worth and capital position**

Company's net worth was ₹ 66.18 billion at June 30, 2018. The solvency ratio was 235% against regulatory requirement of 150%.

## 2. Financial performance review

### Summary Standalone Revenue and Profit & Loss Account

(₹ in billion)

Particulars	Three months ended			Year ended
	June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
Premium earned	55.18	87.29	48.85	270.69
Premium on reinsurance ceded	(0.80)	(0.73)	(0.65)	(2.58)
<b>Net premium earned</b>	<b>54.38</b>	<b>86.56</b>	<b>48.20</b>	<b>268.11</b>
Investment income <sup>1</sup>	24.62	(13.65)	36.19	119.96
Other income	0.20	0.23	0.17	0.75
<b>Total income</b>	<b>79.20</b>	<b>73.14</b>	<b>84.56</b>	<b>388.82</b>
Commission paid	2.80	4.47	2.16	14.03
Expenses <sup>2</sup>	7.50	7.77	5.32	26.37
Tax on policyholders fund	0.31	0.47	0.26	1.20
Claims/benefits paid	29.40	45.56	39.69	172.81
Change in actuarial liability <sup>3</sup>	36.35	11.26	32.85	157.21
<b>Total Outgo</b>	<b>76.36</b>	<b>69.53</b>	<b>80.28</b>	<b>371.62</b>
<b>Profit before tax</b>	<b>2.84</b>	<b>3.61</b>	<b>4.28</b>	<b>17.20</b>
Tax charge	0.02	0.20	0.22	1.00
<b>Profit after tax</b>	<b>2.82</b>	<b>3.41</b>	<b>4.06</b>	<b>16.20</b>

1. Net of provision for diminution in value of investments

2. Includes Provisions for doubtful debts (including write off) and goods & service tax on linked charges

3. Includes movement in Funds for Future Appropriation

Profit after tax decreased from ₹ 4.06 billion in Q1-FY2018 to ₹ 2.82 billion in Q1-FY2019 primarily on account of higher new business strain<sup>2</sup> resulting from the new business growth of protection business. The performance highlights for Q1-FY2019 are given below:

- Net premium earned (gross premium less reinsurance premium) increased by 12.8% from ₹ 48.20 billion in Q1-FY2018 to ₹ 54.38 billion in Q1-FY2019. Retail renewal premium increased by 29.1% from ₹ 28.08 billion in Q1-FY2018 to ₹ 36.25 billion in Q1-FY2019. Retail new business premium decreased by 18.1% from ₹ 18.22 billion in Q1-FY2018 to ₹ 14.92 billion in Q1-FY2019. Group premium increased from ₹ 2.55 billion in Q1-FY2018 to ₹ 4.01 billion in Q1-FY2019.
- Total investment income for Q1-FY2019 includes an income of ₹ 16.43 billion (Q1-FY2018: ₹ 30.17 billion) under the unit-linked portfolio and ₹ 8.19 billion (Q1-FY2018: ₹ 6.02 billion) under the non-unit funds. The investment income under unit-linked portfolio is directly offset by a change in valuation of policyholder liabilities. Non unit investment income increased by 35.9% from ₹ 6.02 billion in Q1-FY2018 to ₹ 8.19 billion in Q1-FY2019 primarily on account of increase in interest income corresponding to an increase in interest earning assets and increase in net realized gains.
- Other income increased from ₹ 0.17 billion in Q1-FY2018 to ₹ 0.20 billion in Q1-FY2019.

<sup>2</sup> New business strain arises when the premium paid at the commencement of a contract is not sufficient to cover the initial expenses including acquisition costs and any mathematical reserve that our Company needs to set up at that point.

- Total expenses (including commission) increased by 37.9% from ₹ 7.47 billion in Q1-FY2018 to ₹ 10.30 billion in Q1-FY2019. Commission expense increased by 29.3% from ₹ 2.16 billion in Q1-FY2018 to ₹ 2.80 billion in Q1-FY2019. New business commission has increased from ₹ 1.55 billion in Q1-FY2018 to ₹ 2.08 billion in Q1-FY2019. Renewal commission has increased from ₹ 0.61 billion in Q1-FY2018 to ₹ 0.71 billion in Q1-FY2019. The increase in commission expense is on account of the change in product mix and growth in premium. Operating expenses increased by 41.3% from ₹ 5.32 billion in Q1-FY2018 to ₹ 7.50 billion in Q1-FY2019 on account of increased advertisement cost, employee cost and goods and service tax expenses.
- Claims and benefit payouts decreased by 25.9% from ₹ 39.69 billion in Q1-FY2018 to ₹ 29.40 billion in Q1-FY2019 primarily on account of decrease in surrender claims by ₹ 10.93 billion in Q1-FY2019.
- Change in actuarial liability, including funds for future appropriation, increased from ₹ 32.85 billion in Q1-FY2018 to ₹ 36.35 billion in Q1-FY2019. Fund reserve, which represents liability carried on account of units held by unit linked policyholders, increased from ₹ 22.14 billion in Q1-FY2018 to ₹ 22.32 billion in Q1-FY2019. The increase in fund reserves is primarily due a direct offset of lower claims, an increase in premium received, offset by lower investment income in the unit-linked portfolio. Non-unit reserve increased from ₹ 10.08 billion in Q1-FY2018 to ₹ 13.48 billion in Q1-FY2019 reflecting broadly the increase in premium net of benefit outgo.

#### **Disclaimer**

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'expected to', etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the actual growth in demand for insurance and other financial products and services in the countries that we operate or where a material number of our customers reside, our ability to successfully implement our strategy, including our use of the Internet and other technology our exploration of merger and acquisition opportunities, our ability to integrate mergers or acquisitions into our operations and manage the risks associated with such acquisitions to achieve our strategic and financial objectives, our growth and expansion in domestic and overseas markets, technological changes, our ability to market new products, the outcome of any legal, tax or regulatory proceedings in India and in other jurisdictions we are or become a party to, the future impact of new accounting standards, our ability to implement our dividend policy, the impact of changes in insurance regulations and other regulatory changes in India and other jurisdictions on us. ICICI Prudential Life insurance undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

This release does not constitute an offer of securities.

For investor queries please reach out to Investor Relations team on +91-22-40391600 or email [ir@iciciprulife.com](mailto:ir@iciciprulife.com).

*1 billion = 100 crore*

## **ICICI Prudential Life declares results for the quarter ended June 30, 2018**

~ **Value of New Business (VNB) registers a growth of 34.1%** ~

~ **Total Premium grew by 13.0%** ~

~ **Protection APE grew by 48.1%** ~

~ **Retail Renewal premium grew by 29.1%** ~

### **Performance Highlights**

- **Value of New Business (VNB\*) increased by 34.1% to ₹ 2.44 billion in Q1-FY2019 from ₹ 1.82 billion in Q1-FY2018**
- **Total premium grew by 13.0% to ₹ 55.18 billion in Q1-FY2019 from ₹ 48.85 in Q1-FY2018**
- **Protection APE grew by 48.1% to ₹ 1.14 billion in Q1-FY2019 from ₹ 0.77 billion in Q1-FY2018**
- **Retail renewal premium grew by 29.1% to ₹ 36.25 billion**
- **13<sup>th</sup> month persistency<sup>1</sup> stood at 85.8%**

Mr. N. S Kannan, MD & CEO, ICICI Prudential Life Insurance said *"Our focus continues to be on growing absolute Value of New Business using the Four-P strategy of focusing on Premium growth, Protection, Persistency and Productivity. This has yielded the desired outcome and we have been able to grow VNB with uncompromising focus on quality. Life insurance serves the two fundamental needs of society; those of providing financial Protection to families and of enabling customers to build Savings over the long term. The under-penetration of life insurance in the country presents a great opportunity for customer centric insurers having a diversified distribution architecture like us."*

### **VNB and Growth Drivers**

The Value of New Business grew by 34.1% to ₹ 2.44 billion in Q1-FY2019 from ₹ 1.82 billion in Q1-FY2018.

- **Premium / Annualised Premium Equivalent (APE)**

The Company's market share stood at 11.3% amongst life insurance companies, on a Retail Weighted Received Premium (RWRP\*) basis for Q1-FY2019. RWRP witnessed a healthy sequential momentum within Q1-FY2019, with the month of June 2018 registering a growth of 36.0% over the previous month. Total premium witnessed a growth of 13.0% to ₹ 55.18 billion in Q1-FY2019 from ₹ 48.85 billion in Q1-FY2018.

- **Protection**

In Q1-FY2019, protection APE registered a growth of 48.1%. Protection APE stood at 8.2% of overall APE for Q1-FY2019 compared to 4.5% for Q1-FY2018.

<sup>1</sup> Excluding group and single premium policies



- **Persistency<sup>1</sup>**

The 13<sup>th</sup> month persistency was steady at 85.8% for Q1-FY2019. The 49<sup>th</sup> month persistency improved to 63.7% in Q1-FY2019 as compared to 59.2% in Q1-FY2018. Retail renewal premium registered a growth of 29.1% and stood at ₹ 36.25 billion for Q1-FY2019 compared to ₹ 28.08 billion for Q1-FY2018.

- **Productivity**

The Cost/TWRP was 17.5% for Q1-FY2019 as compared to 14.2% in Q1-FY2018 on the back of increased investments in growing the protection business.

### Operational Metrics:

₹ Billion	Q1-FY2018	Q1-FY2019	Growth YoY
Value of New Business (VNB)	1.82	2.44	34.1%
Total Premium	48.85	55.18	13.0%
Annualized Premium Equivalent (APE)*	17.04	13.96	(18.1%)
• Savings	16.27	12.82	(21.2%)
• Protection	0.77	1.14	48.1%
Market share based on RWRP*	15.3%	11.3%	-
13 <sup>th</sup> month persistency <sup>1</sup>	85.8%	85.8% <sup>2</sup>	-
49 <sup>th</sup> month persistency <sup>1</sup>	59.2%	63.7% <sup>2</sup>	-
Retail renewal premium	28.08	36.25	29.1%
Cost Ratio (Cost/TWRP)*	14.2%	17.5%	-
Assets under management (AUM)	1,265.91	1,426.63	12.7%

<sup>1</sup> As per IRDA circular dated January 23, 2014; excluding group and single premium policies

<sup>2</sup> For policies issued during June to May period of relevant year measured as on June 30, 2018

\* Refer the section on definitions, abbreviations and explanatory notes

### **Definitions, abbreviations and explanatory notes**

- **Annual Premium Equivalent (APE):** APE is a measure of new business written by a life insurance company. It is computed as the sum of annualised first year premiums on regular premium policies, and ten percent of single premiums, written by the Company during any period from new retail and group customers.
- **Value of New Business (VNB) and VNB margin:** VNB is used to measure profitability of the new business written in a period. It is present value of all future profits to shareholders measured at the time of writing of the new business contract. Future profits are computed on the basis of long term assumptions which are reviewed annually. VNB is also referred to as NBP (new business profit). VNB margin is computed as VNB for the period/APE for the period. It is similar to profit margin for any other business.
- **Retail Weighted Received Premium (RWRP):** RWRP is a new business measure very similar to APE for the retail (also referred to as individual) business with the only difference being that the regular premiums considered here are first year premiums actually received by the life insurer and not annualised. Secondly, since it is a new business measure for retail business, it includes only premium received from retail customers. It is the sum of all retail first year premiums and ten percent of retail single premiums received in a period.
- **Persistency:** It is the most common parameter for quality of business representing the percentage of retail policies (where premiums are expected) that continue paying premiums. The method of computation of Persistency has been prescribed by IRDAI vide its circular dated January 23, 2014.
- **Total Weighted Received Premium (TWRP):** TWRP is a measure of total premiums from new and existing retail and group customers received in a period. It is sum of first year and renewal premiums on regular premium policies and ten percent of single premiums received from both retail and group customers by Company during the period.
- **Cost Ratio:** Cost ratio is a measure of the cost efficiency of a Company. Expenses are incurred by the Company on new business as well as renewal premiums. Cost ratio is computed as a ratio of all expenses incurred in a period comprising commission, operating expenses, provision for doubtful debts and bad debts written off to total weighted received premium (TWRP).

### **About ICICI Prudential Life Insurance**

*ICICI Prudential Life is promoted by ICICI Bank Ltd. and Prudential Corporation Holdings Ltd., headquartered in United Kingdom. The Company began operations in fiscal 2001 and has consistently been amongst the top private sector life insurance companies in India on a Retail Weighted Received Premium (RWRP) basis.*

*The Company offers an array of products in the Protection and Savings category which match the different life stage requirements of customers, enabling them to provide a financial safety net to their families as well as achieve their long term financial goals. The digital platform of the Company provides a paperless onboarding experience to customers, empowers them to conduct an assortment of self-service transactions, provides a convenient route to make digital payments for purchasing and making renewal premium payments, facilitates a hassle free claims settlement process etc.*

*ICICI Prudential Life is the first private life insurance company to cross the ₹ 1 trillion mark for Assets under Management (AUM). At June 30, 2018, the Company had an AUM of ₹ 1,426.63 billion and a Total Sum Assured of over ₹ 7.50 trillion. ICICI Prudential Life is listed on both National Stock Exchange (NSE) and The Bombay Stock Exchange (BSE).*



## **Disclaimer**

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For further press queries please call Deepti Nair / Akash Agarwal +91-22-50391600 (Ext: 1439 / 1732) or email [corporatecommunications@iciciprulife.com](mailto:corporatecommunications@iciciprulife.com).

**1 billion = 100 crore**