## ICICI PRUDENTIAL LIFE INSURANCE CO. LTD.

## FORM L-36 :Premium and number of lives covered by policy type

|          |  |   |                  | 03 F)           | 7 2015           |  |                 | Q3 FY                                 |                 |  | YTD               | FY 2015            |                  | (₹ in lakhs)                           |                  |                  |                  |  |
|----------|--|---|------------------|-----------------|------------------|--|-----------------|---------------------------------------|-----------------|--|-------------------|--------------------|------------------|--|------------------|------------------|------------------|--|
|          |  |   |                  |                 |                  |  |                 | · · · · · · · · · · · · · · · · · · · |                 |  |                   |                    |                  | 0 bd                                   |                  |                  |                  |  |
| SI. No   |  | Particulars   | Premium          | No. of Policies | No. of Lives     | Sum Insured,<br>Wherever<br>applicable | Premium         | No. of Policies                       | No. of Lives    | Sum Insured,<br>Wherever<br>applicable | Premium           | No. of<br>Policies | No. of Lives     | Sum Insured,<br>Wherever<br>applicable | Premium          | No. of Policies  | No. of Lives     | Sum Insured,<br>Wherever<br>applicable           |
| 1        | First year                                       | Premum  |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          | i  | Individual Single Premium- (ISP)                    |                  | 4               | 4                |  |                 | l .                                   |                 |  |                   | 7                  |                  |  |                  |                  | _                | -  |
|          | -  | From 0-10000<br>From 10,000-25,000                  | 143<br>643       |                 |                  | 6<br>38                                | 124<br>505      |                                       | 4<br>15         |  | 343<br>1,781      | 8                  |                  | 27<br>78                               |                  | 6<br>192         | 6<br>178         |  |
|          |  | From 25001-50,000                                   | 510              |                 | 156              | 239                                    | 424             |                                       | 151             |  | 1,478             | 560                | 548              | 795                                    | 1,349            | 679              | 639              |  |
|          |  | From 50,001- 75,000                                 | 127              |                 | 36               | 222                                    | 111             | 42                                    | 41              |  | 428               | 134                | 132              | 463                                    | 334              | 132              | 129              | 994  |
|          |  | From 75,000-100,000                                 | 222              |                 | 81               | 228                                    | 302             |                                       | 78              |  | 884               | 261                | 257              | 701                                    | 938              | 366              | 333              | 1,327  |
|          |  | From 1,00,001 -1,25,000                             | 36               |                 | 20               | 37                                     | 51              |                                       | 21              |  | 134               | 59                 | 59               | 172                                    | 108              | 54               | 53               | 668  |
|          |  | Above Rs. 1,25,000                                  | 1,420            | 154             | 152              | 3,175                                  | 1,436           | 196                                   | 182             | 1,800                                  | 4,282             | 546                | 536              | 7,941                                  | 4,498            | 539              | 520              | 4,897  |
|          | - 11   | Individual Single Premium (ISPA)- Annuity*          |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  | <u> </u>   |
|          | - "  | From 0-50000  | 31               | 91              | 157              | 26                                     | 52              | 165                                   | 156             | 4                                      | 154               | 469                | 502              | 124                                    | 198              | 648              | 604              | 16   |
|          |  | From 50,001-100,000                                 | 179              | 234             | 560              | 160                                    | 182             | 222                                   | 222             | 15                                     | 902               | 1,113              | 1,428            | 773                                    | 771              | 886              | 880              | 57   |
|          |  | From 1,00,001-150,000                               | 436              |                 | 819              | 371                                    | 288             |                                       | 232             |  |                   | 1,169              | 1,632            | 1,233                                  | 1,096            | 850              |                  |  |
|          |  | From 150,001- 2,00,000                              | 316              |                 | 392              | 270                                    | 148             |                                       | 87              |  |                   | 458                | 661              | 676                                    | 442              | 248              | 247              |  |
| -        | -  | From 2,00,,001-250,000<br>From 2,50,001 -3,00,000   | 184<br>66        |                 | 173<br>54        | 166<br>53                              | 31<br>31        |                                       | 14<br>12        |  |                   | 183<br>56          | 271<br>86        | 354<br>129                             | 114<br>89        | 50<br>33         | 50<br>33         |  |
| <b>—</b> | <del>                                     </del> | From 2,50,001 -3,00,000<br>Above Rs. 3,00,000       | 849              |                 | 158              | 53                                     | 737             |                                       | 65              |  |                   | 235                | 315              | 2,193                                  | 1,311            | 134              | 125              |  |
|          |  | Above ns. 3,00,000                                  | 043              | ,,,             | .50              | 393                                    | 737             |                                       | - 03            | 35                                     | 2,575             | 233                | 515              | 2,100                                  | 1,011            | 154              | .23              | 33   |
|          | iii  | Group Single Premium (GSP)**                        |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 0-10000  |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 10,000-25,000                                  |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 25001-50,000                                   |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  | <del>                                     </del> |
| -        |  | From 50,001- 75,000<br>From 75,000-100,000          |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  | <del>                                     </del> |
|          |  | From 1,00,001 -1,25,000                             |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | Above Rs. 1,25,000                                  |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  |   |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          | iv   | Group Single Premium- Annuity- GSPA**               |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 0-50000  |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 50,001-100,000<br>From 1,00,001-150,000        |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 150,001- 2,00,000                              |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  | <u> </u>   |
|          |  | From 2.00,.001-250,000                              |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 2,50,001 -3,00,000                             |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | Above Rs. 3,00,000                                  |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  |   |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  | <b></b>  |
| -        | v  | Individual non Single Premium- INSP<br>From 0-10000 | 280              | 5.768           | 5,722            | 110.453                                | 491             | 73.056                                | 75.154          | 112,566                                | 782               | 126.845            | 126,746          | 238.591                                | 1,519            | 206.373          | 206,913          | 343,956  |
|          |  | From 10,000-25,000                                  | 4,805            |                 | 26,359           | 323,125                                | 6,232           |                                       | 40,332          |  | 13,956            | 76,774             | 75,976           | 758,547                                | 23,255           | 131,091          | 141,098          | 901,648  |
|          |  | From 25001-50,000                                   | 20,374           |                 | 46,345           | 304,487                                | 18,084          | 45,247                                | 46,223          |  | 53,729            | 128,324            | 125,977          | 783,131                                | 54,628           | 138,509          | 141,112          | 757,369  |
|          |  | From 50,001- 75,000                                 | 3,946            |                 | 6,576            | 66,783                                 | 3,224           |                                       | 5,207           |  | 9,868             | 16,700             | 16,461           | 164,165                                | 9,783            | 17,018           | 16,598           | 154,959  |
|          |  | From 75,000-100,000                                 | 7,452            |                 | 7,551            | 86,304                                 | 7,366           | 7,740                                 | 7,222           |  | 18,517            | 19,576             | 19,214           | 214,775                                | 23,180           | 25,253           | 24,214           | 257,804  |
|          |  | From 1,00,001 -1,25,000<br>Above Rs. 1,25,000       | 15,953<br>72,912 |                 | 14,855<br>22,375 | 169,735<br>757,272                     | 8,891<br>38,614 | 8,529<br>12,691                       | 8,249<br>11,755 |  | 38,976<br>163,666 | 37,591<br>53,516   | 36,748<br>51,648 | 411,322<br>1,701,919                   | 21,540<br>83,822 | 20,966<br>29,300 | 20,419<br>27,862 | 241,472<br>934,341                               |
| -        |  | Above Rs. 1,25,000                                  | 72,912           | 23,350          | 22,375           | 151,212                                | 38,614          | 12,091                                | 11,/55          | 409,739                                | 103,000           | 53,516             | 51,048           | 1,701,919                              | 83,822           | 29,300           | 27,862           | 934,341  |
|          | vi   | Individual non Single Premium- Annuity- INSPA       |                  |                 |                  |  |                 |                                       |                 |  | l                 |                    |                  |  |                  |                  |                  |  |
|          |  | From 0-50000  |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 50,001-100,000                                 | _                |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
| <u> </u> | $\Box$   | From 1,00,001-150,000                               |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 150,001- 2,00,000<br>From 2.00,.001-250,000    |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  | <del>                                     </del> |
|          |  | From 2,50,001 -3,00,000<br>From 2,50,001 -3,00,000  |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | Above Rs. 3,00,000                                  |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  |   |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          | vii  | Group Non Single Premium (GNSP)**                   |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 0-10000  |                  |                 |                  |  |                 |                                       |                 |  | ļ                 |                    |                  |  |                  |                  |                  | <b></b>  |
| 1        |  | From 10,000-25,000                                  |                  | 1               |                  |  |                 |                                       |                 |  | <b> </b>          |                    |                  |  |                  |                  | -                | <del>                                     </del> |
| -        | 1  | From 25001-50,000<br>From 50,001- 75,000            |                  | 1               |                  |  |                 | 1                                     |                 |  | <b>-</b>          |                    |                  |  |                  | 1                | <b> </b>         |  |
|          |  | From 75,000-100,000                                 |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | From 1,00,001 -1,25,000                             |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  | Above Rs. 1,25,000                                  |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  |  |
|          |  |   |                  |                 |                  |  |                 |                                       |                 |  |                   |                    |                  |  |                  |                  |                  | 1  |

|   | viii    |                         |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|---|---------|-------------------------|--------|---------|---------|------------------------|--------|---------|-------------------|---------|---------|---------|---------|-----------|---------|---------|---------|-----------|
|   |         | From 0-10000            |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 10,000-25,000      |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 25001-50,000       |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 50,001- 75,000     |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 75,000-100,000     |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 1,00,001 -1,25,000 |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | Above Rs. 1.25,000      |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         |                         |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         |                         |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
| 2 | Renewal | Premium                 |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   | :       | Individual              |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         | -       |           |
|   |         | From 0-10000            | 8.043  | 75.288  | 73,393  | 2.392.208              | 9.258  | 87.457  | 85,196            | 482.539 | 22.838  | 353,347 | 345,125 | 3,925,008 | 26,295  | 393.877 | 384.489 | 1,743,699 |
|   |         |                         | 46,740 |         | 203,965 | 2,392,208<br>3.545.497 |        | 198.827 | 85,196<br>212,585 |         | 134,739 |         | 917,194 |           | 140.489 |         |         |           |
|   |         | From 10,000-25,000      |        | 190,163 |         |                        | 48,422 |         |                   | 877,549 |         | 855,823 |         | 6,719,033 |         | 904,864 | 971,946 | 3,037,207 |
|   |         | From 25001-50,000       | 66,462 | 145,501 | 145,506 | 1,489,968              | 55,936 | 119,126 | 114,907           | 566,908 | 172,533 | 458,716 | 464,812 | 3,095,484 | 145,489 | 386,262 | 387,475 | 1,623,428 |
|   | L       | From 50,001- 75,000     | 12,168 | 15,417  | 15,003  | 268,429                | 10,298 | 12,556  | 11,591            | 100,413 | 31,907  | 62,229  | 60,521  | 618,018   | 27,171  | 53,898  | 51,801  | 350,165   |
|   |         | From 75,000-100,000     | 32,226 | 31,365  | 29,984  | 380,755                | 27,928 | 27,094  | 24,200            | 232,682 | 84,235  | 89,562  | 85,299  | 890,938   | 73,853  | 76,491  | 71,139  | 607,645   |
|   |         | From 1,00,001 -1,25,000 | 9,829  | 9,415   | 9,159   | 158,233                | 3,481  | 2,449   | 1,788             | 42,798  | 23,837  | 26,505  | 25,831  | 363,264   | 8,033   | 8,579   | 7,770   | 111,342   |
|   |         | Above Rs. 1,25,000      | 60,541 | 21,127  | 20,426  | 709,917                | 35,471 | 11,961  | 10,408            | 314,989 | 141,780 | 53,008  | 51,472  | 1,611,027 | 91,301  | 32,042  | 29,701  | 753,845   |
|   |         |                         |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   | ii      | Individual- Annuity     |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 0-10000            |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 10,000-25,000      |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 25001-50,000       |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 50,001- 75,000     |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 75,000-100,000     |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 1.00.001 -1.25.000 |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         | -       |           |
|   |         | Above Rs. 1,25,000      |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         | -       |           |
| _ |         | Above ns. 1,23,000      |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | Group                   |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   | - 111   | From 0-10000            |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 10,000-25,000      |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         |                         |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 25001-50,000       |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 50,001- 75,000     |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 75,000-100,000     |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 1,00,001 -1,25,000 |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | Above Rs. 1,25,000      |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         |                         |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   | iv      | Group- Annuity          |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 0-10000            |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 10,000-25,000      |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 25001-50,000       |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 50,001- 75,000     |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | From 75,000-100,000     |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         | - 1     |           |
|   |         | From 1,00,001 -1,25,000 |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         | Above Rs. 1,25,000      |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         |                         |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   |         |                         |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |
|   | L       | I .                     |        |         |         |                        |        |         |                   |         |         |         |         |           |         |         |         |           |

Note:

1. Premium stands for premium amount.

2. No. of liwes means no, of liwes insured under the policies.

3. Premium collected for Annuity will be disclosed separately as stated above.

<sup>\*</sup> Annulty business includes only immediate annuity products.Comparative numbers for previous year are updated accordingly.

\*\* Group business is not provided in above table as annualised premium slab cannot be used for group business.