April 25, 2017

General Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Tower
Dalal Street
Mumbai 400 001

Vice President
Listing Department
National Stock Exchange of India Limited
'Exchange Plaza'
Bandra-Kurla Complex
Bandra (East), Mumbai 400 051

Dear Sir,

Subject: Earnings call for quarterly results

This is in furtherance to our letter dated April 21, 2017 on the captioned subject.

Please find enclosed the investor presentation and the opening remarks of the result call held on April 25, 2017 to discuss the financial results of the Company for the quarter ended March 31, 2017.

The same has also been uploaded on the Company's website and can be accessed at https://www.iciciprulife.com/about-us/investor-relations.html#financial-information.

Thanking you.

Yours sincerely,

For ICICI Prudential Life Insurance Company Limited

VManek

Vyoma Manek
Company Secretary
ACS 20384

Registered Office : ICICI Prudential Life Insurance Company Limited
ICICI PruLife Towers,1089, Appasaheb Marathe Marg, Prabhadevi, Mumbai - 400 025, India.
Tel.: +91 22 4039 1600 • Fax : +91 22 2437 6638 • Visit us at : www.iciciprulife.com
CIN : L66010MH2000PLC127837

FY2017 performance review

April 25, 2017

Agenda

Company strategy and performance

Opportunity

Industry overview

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Industry overview

Strategy: Market leadership + Profitable growth

Segmented approach to tap market opportunity- Savings & Protection	• Leverage market opportunity for saving products through
	  • Delivery of superior customer value through better products, customer service, fund performance and claims management
	  • Focus on key local markets through customized regional strategy
	• Multi prong product/ channel approach to tap protection opportunity- Retail through online and offline mode, Mortgage linked and Group term

Strengthen multi channel architecture and explore non-traditional channels	• Focus on deepening existing bancassurance relationships and seeking alliances with new banks • Focus on increasing scale of our agency distribution channel • Using data analytics capability to grow direct to customers • Establish relationship with new non bank partners with focus on quality
Focus on increasing value of new business	• Expand our protection business • Improve customer retention • Maintain market-leading cost efficiency
Leverage technology for profitable growth	• Digitalizing sales and service processes • Increasing digital marketing and sales

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Key Highlights

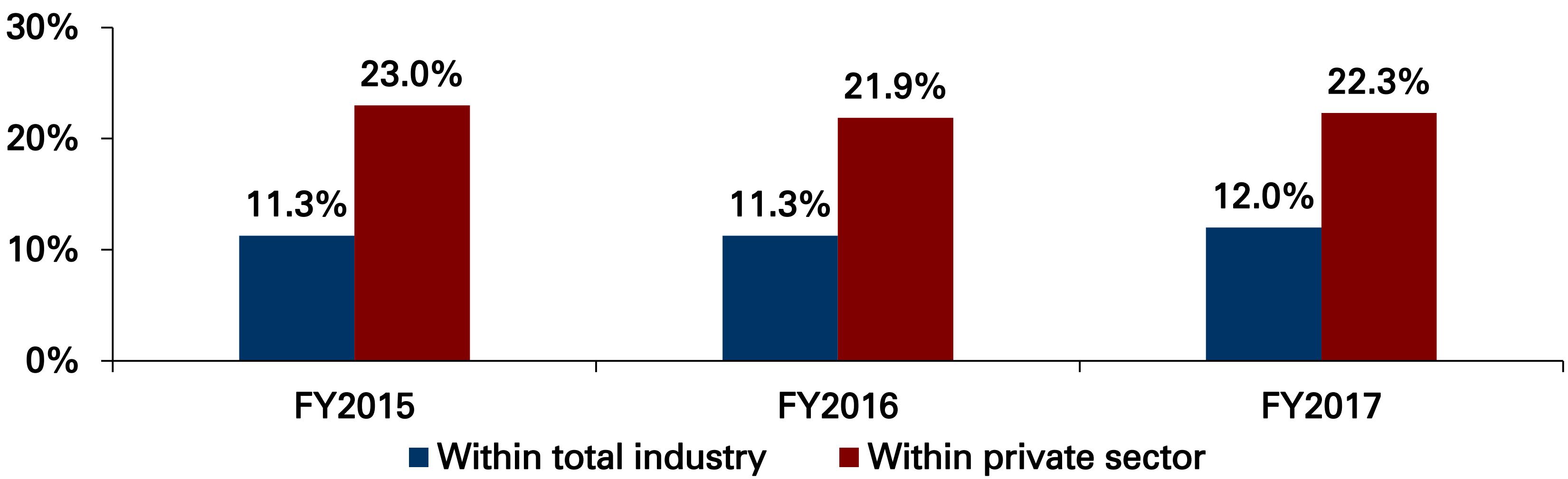
Rs bn	FY2015	FY2016	Growth	FY2017	Growth
APE[1]	47.44	51.70	*9.0%*	66.25	*28.1%*
Savings APE	46.68	50.31	*7.8%*	63.64	*26.5%*
Protection APE	0.76	1.39	*82.9%*	2.60	*87.1%*
Value of New Business (VNB) [2]	2.70	4.12	*52.6%*	6.66	*61.7%*
VNB Margin[2]	5.7%	8.0%		10.1%	
Indian Embedded Value	138.22	139.39	*0.8%*	161.84	*16.1%*

1. Annualized premium equivalent
2. Based on actual cost

New business

Market share[1]

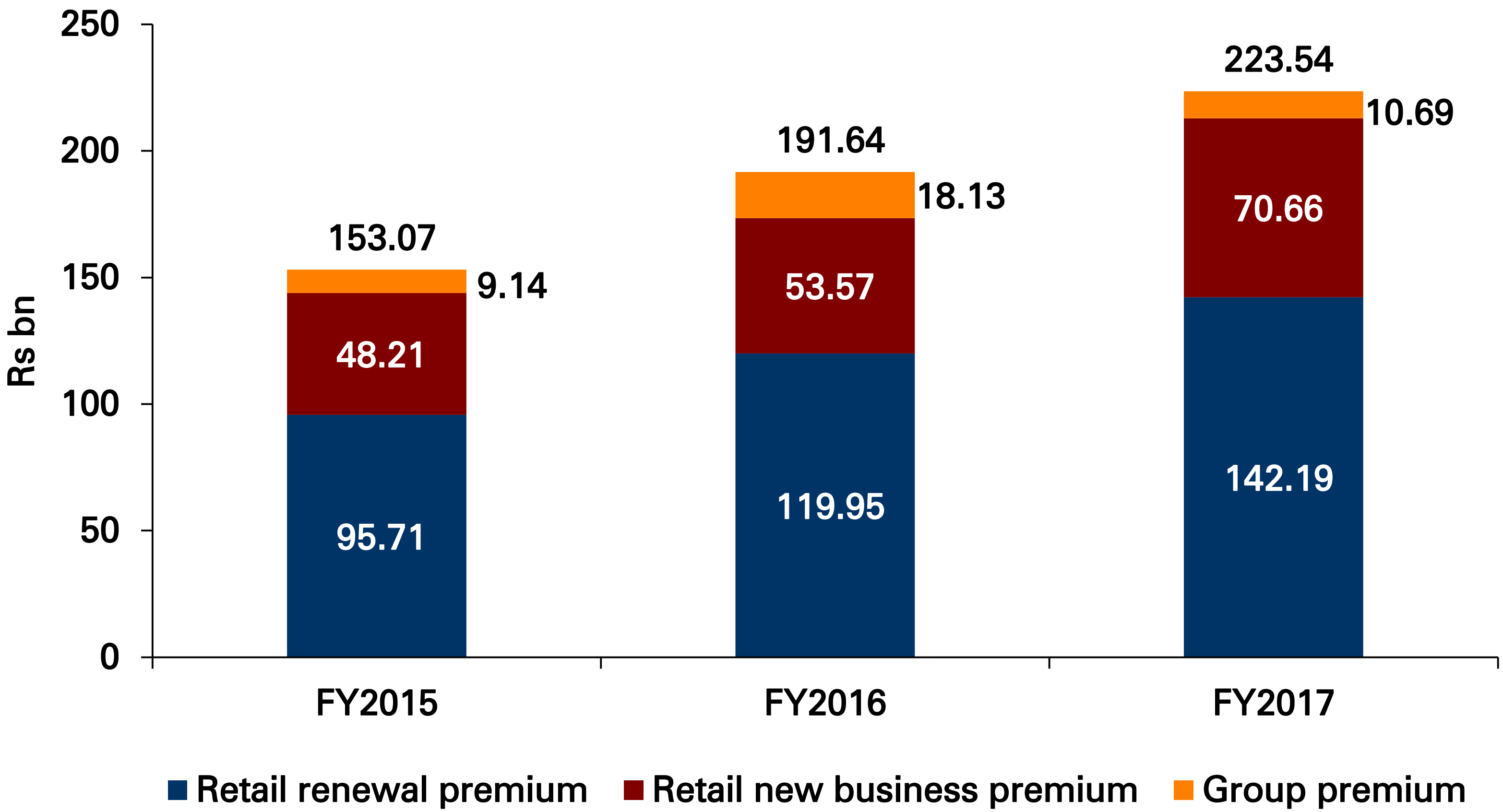
Rs bn	FY2015	Growth	FY2016	Growth	FY2017	Growth
RWRP	45.96	*41.3%*	49.68	*8.1%*	64.08	*29.0%*



Market leaders in private sector since FY2002

1. Retail weighted received premium (RWRP) basis
Source: IRDAI, Life insurance council

Premium summary



Components may not add up to the totals due to rounding off

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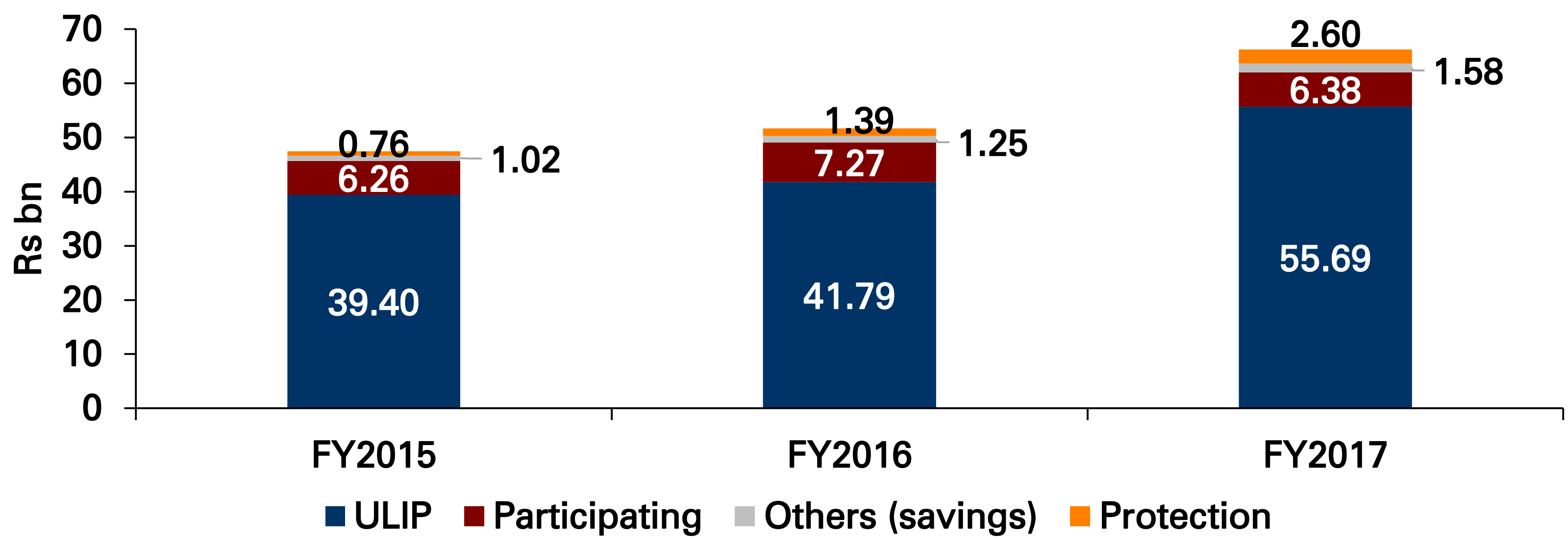
Product mix[1]

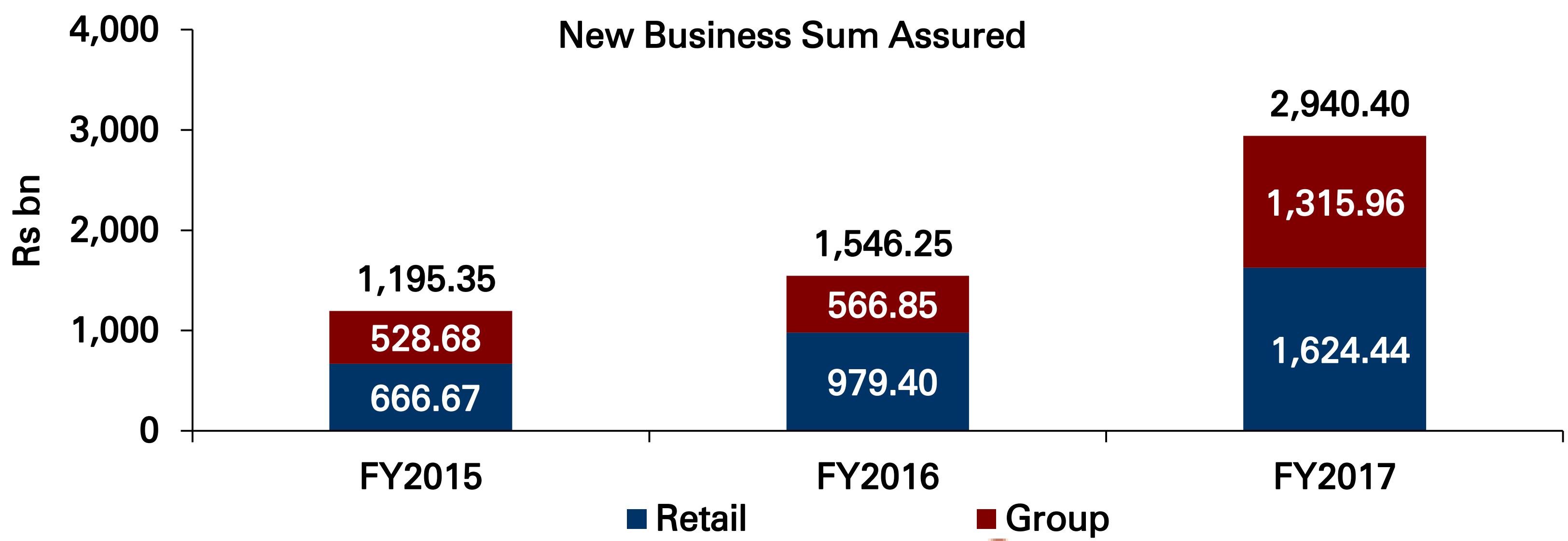
Product mix[1]	FY2015	FY2016	FY2017
Savings	98.4%	97.3%	96.1%
ULIP	*83.1%*	*80.8%*	*84.1%*
Participating	*13.2%*	*14.1%*	*9.6%*
Non-Participating	*0.6%*	*0.4%*	*1.1%*
Group[2]	*1.5%*	*2.0%*	*1.3%*
Protection[3]	1.6%	2.7%	3.9%



1. Annualized Premium Equivalent (APE) basis
2. Group excludes group protection products
3. Protection includes retail and group protection products

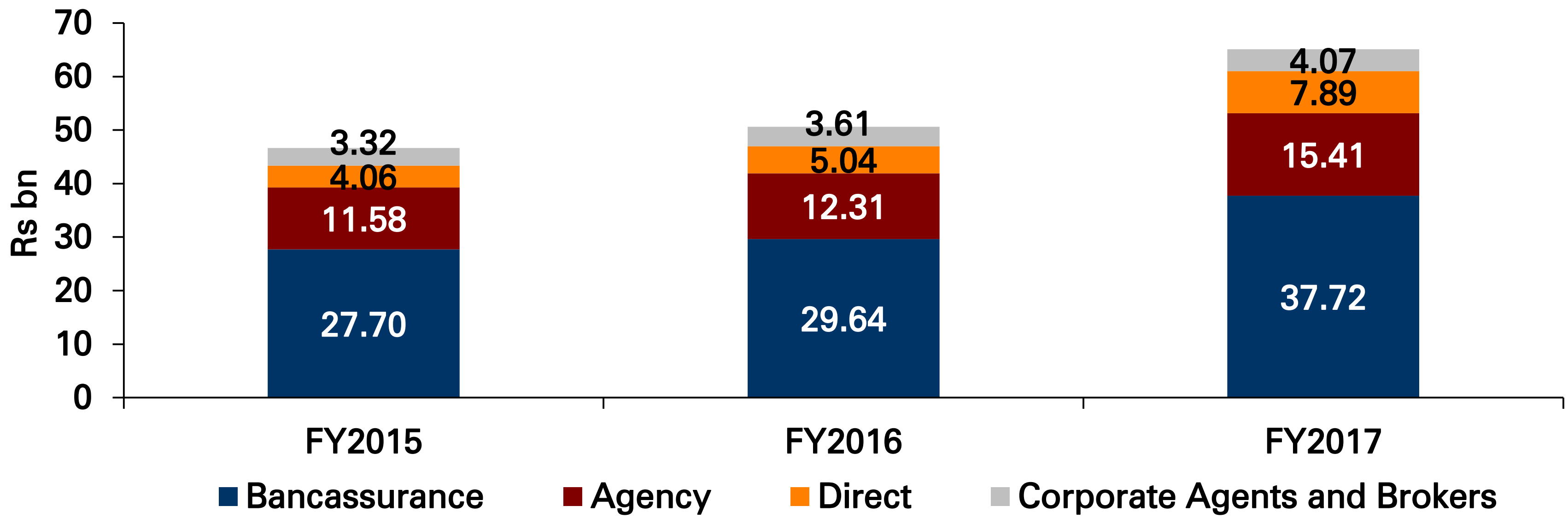
Protection

Rs bn	FY2015	FY2016	FY2017
Retail Protection	0.36	0.94	2.09
Group Term	0.06	0.06	0.13
Mortgage based	0.33	0.39	0.38
Total APE	0.76	1.39	2.60



Channel mix

Channel Mix[1]	FY2015	FY2016	FY2017
Bancassurance	58.4%	57.3%	56.9%
Agency	24.4%	23.8%	23.3%
Direct	8.6%	9.8%	11.9%
Corporate Agents and Brokers	7.0%	7.0%	6.1%
Group	1.6%	2.1%	1.7%



1. Annualized Premium Equivalent (APE) basis
Graphs are on Retail APE basis

Quality parameters

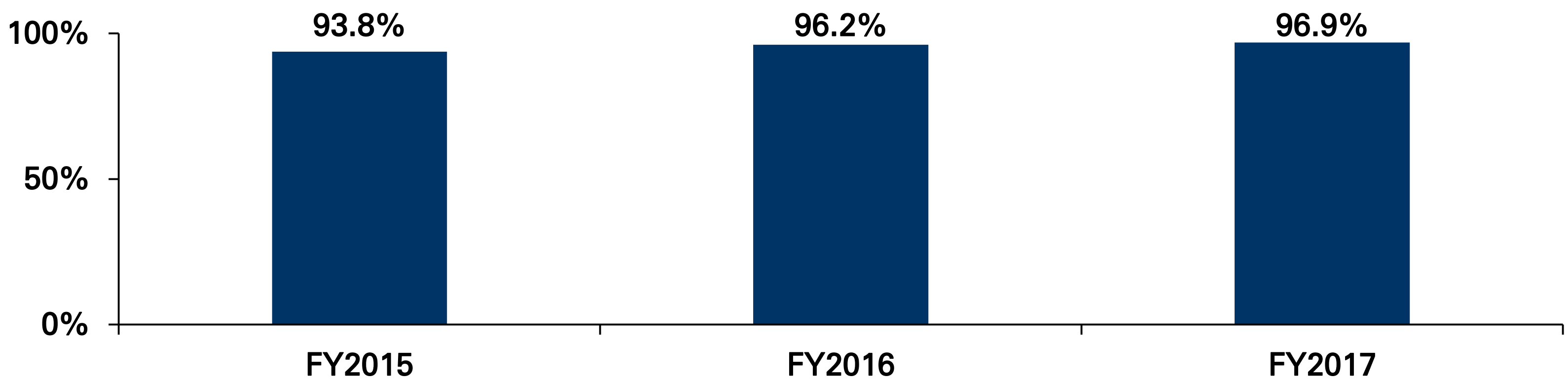
Persistency[1]

Month	FY2015	FY2016	11MFY2017
13th month	79.0%	82.4%	86.0%
25th month	65.9%	71.2%	74.2%
37th month	64.3%	61.6%	67.3%
49th month	54.4%	62.2%	61.1%
61st month	14.5%	46.0%	57.9%

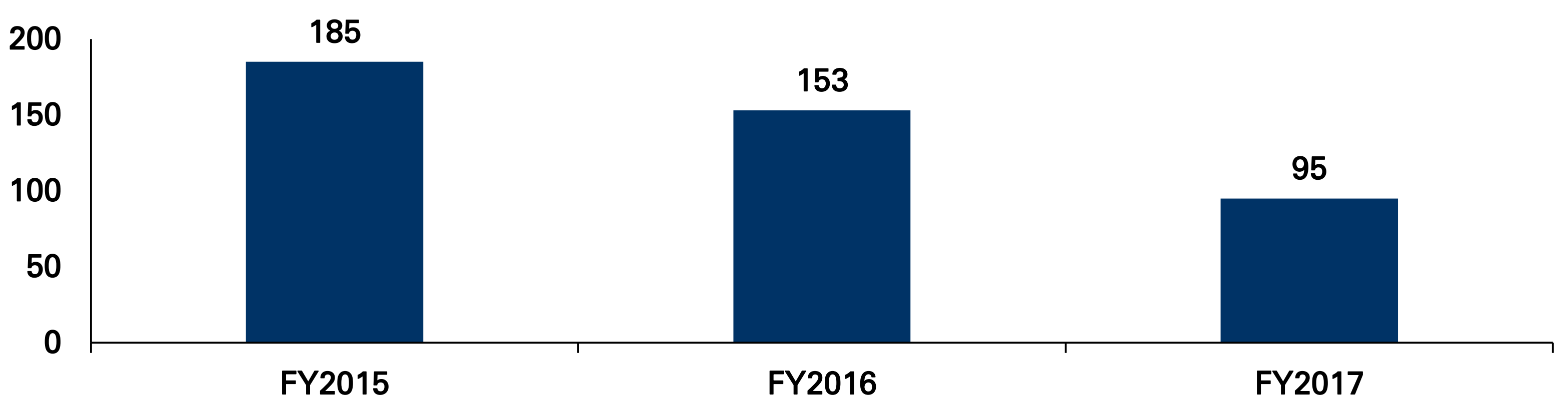
1. As per IRDA circular dated January 23, 2014

Customer Service

Claim Settlement ratio[1]



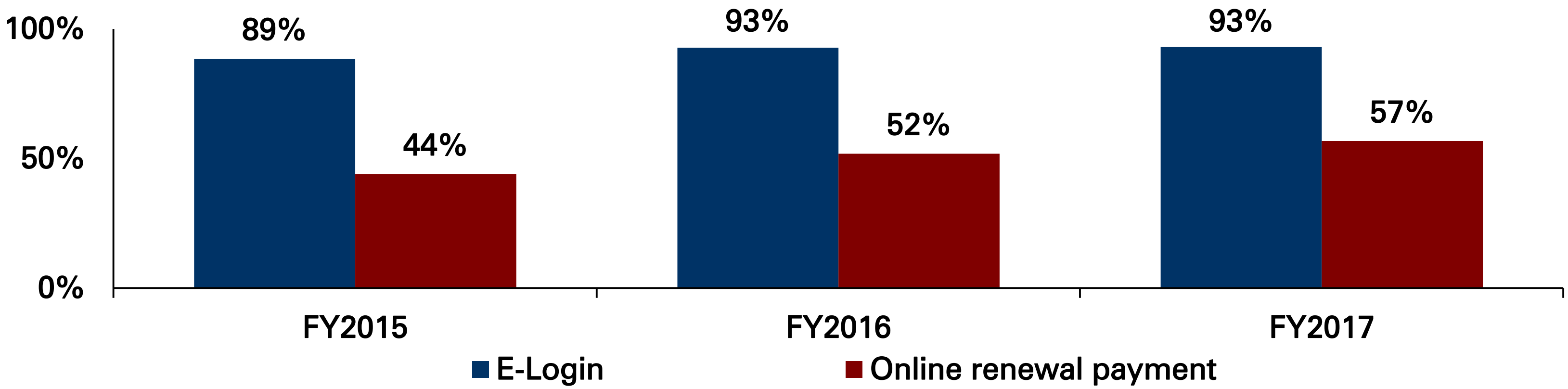
Grievance Ratio[2]



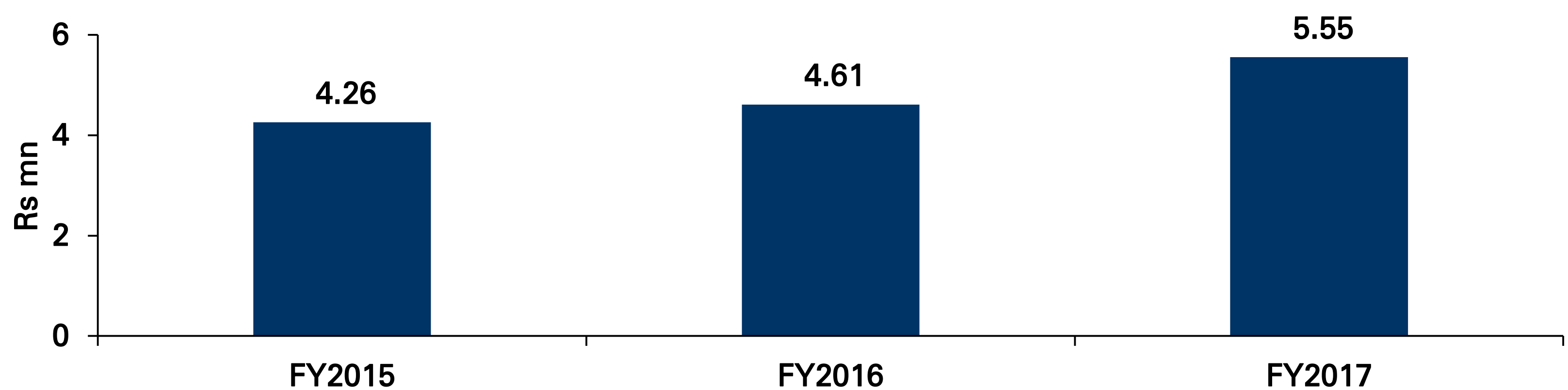
1. Individual Death Claims
2. Number of grievances per 10,000 new business policies issued in the same period

Digitization impact

E-Login[1] and online renewal payment[2]



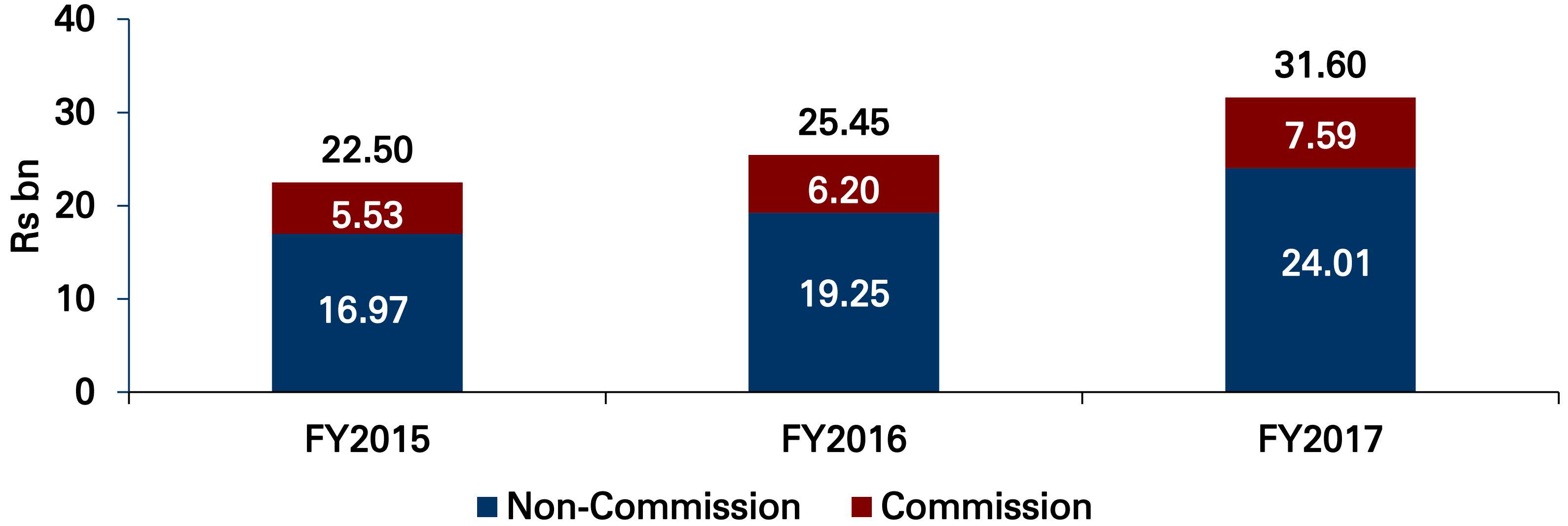
Employee productivity[3]



1. New business applications generated through digital medium
2. Transactions processed through online , direct debit and ECS
3. RWRP / Average no. of employees during the period

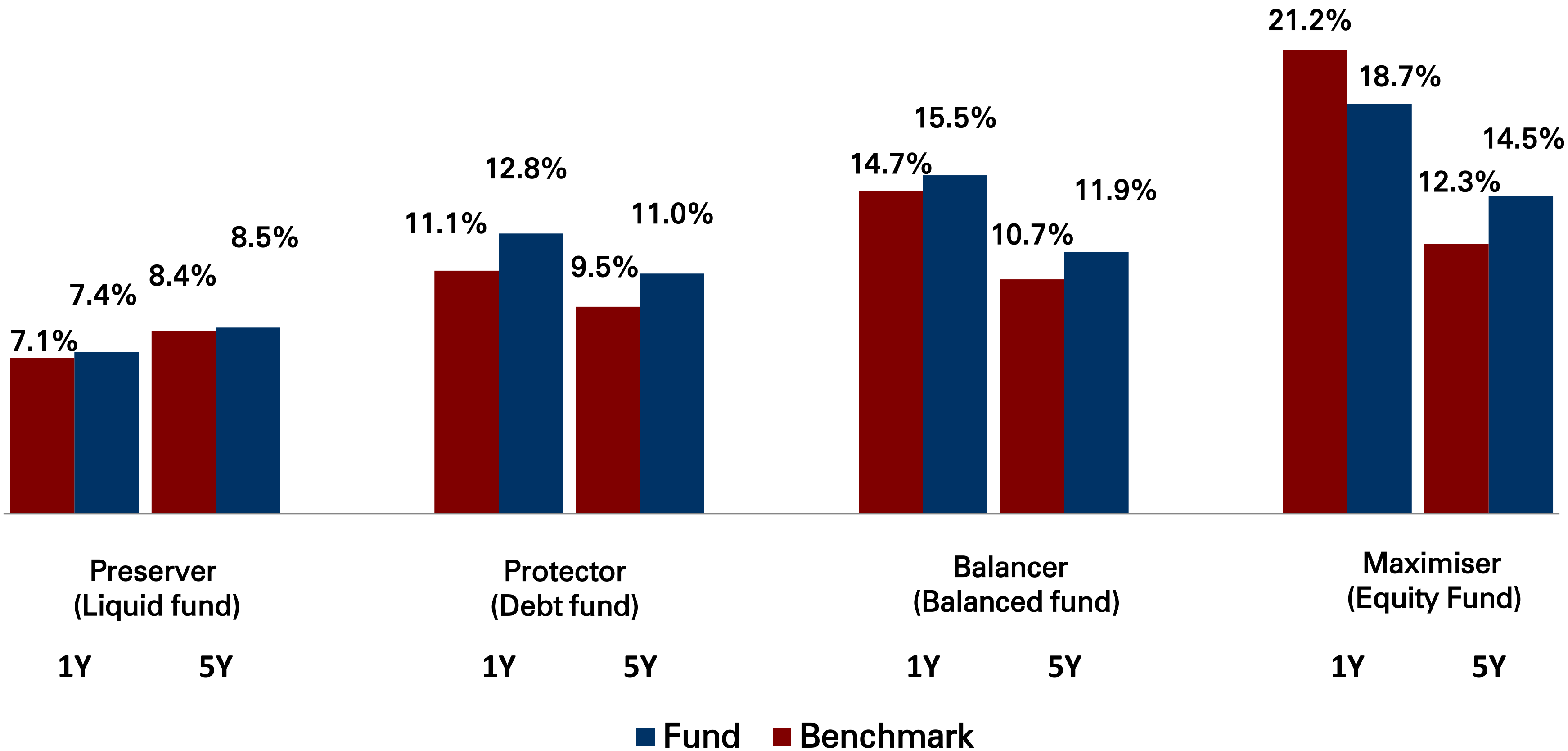
Cost efficiency

	FY2015	FY2016	FY2017
Expense ratio (excl. commission)[1]	11.6%	11.0%	11.4%
Commission ratio[2]	3.8%	3.5%	3.6%
Cost/TWRP[3]	15.4%	14.5%	15.1%
Cost / Average AUM[4]	2.5%	2.5%	2.8%



1. Expense ratio: All insurance expenses (excl. commission) / (Total premium – 90% of single premium)
2. Commission ratio: Commission / (Total premium – 90% of single premium)
3. Cost / (Total premium – 90% of single premium)
4. Cost / Average assets under management during the period

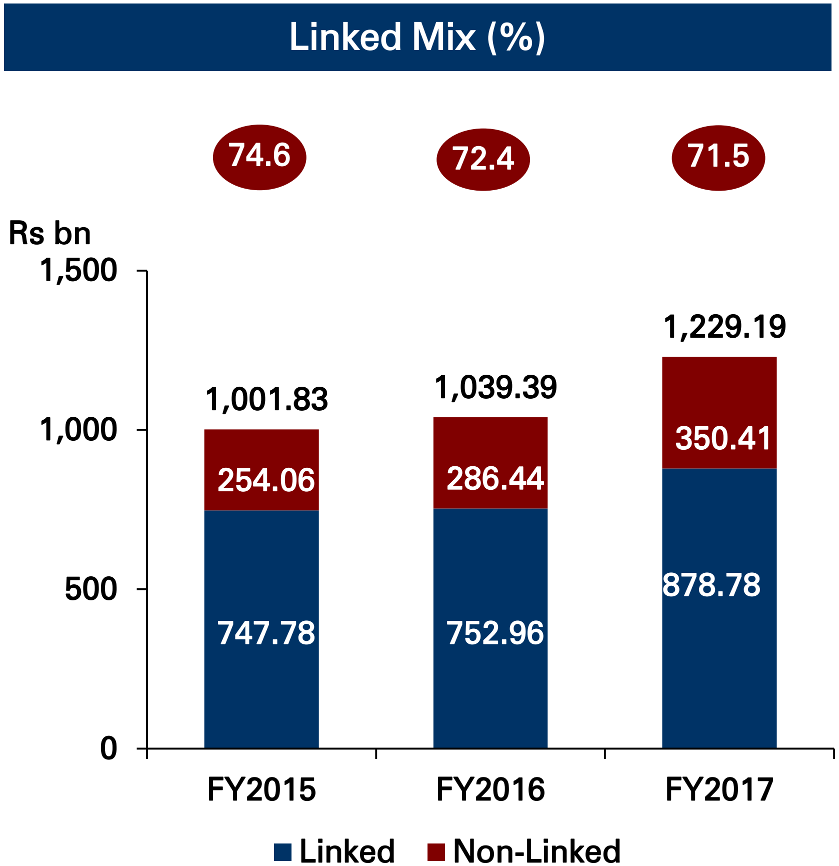
Superior fund performance across cycles

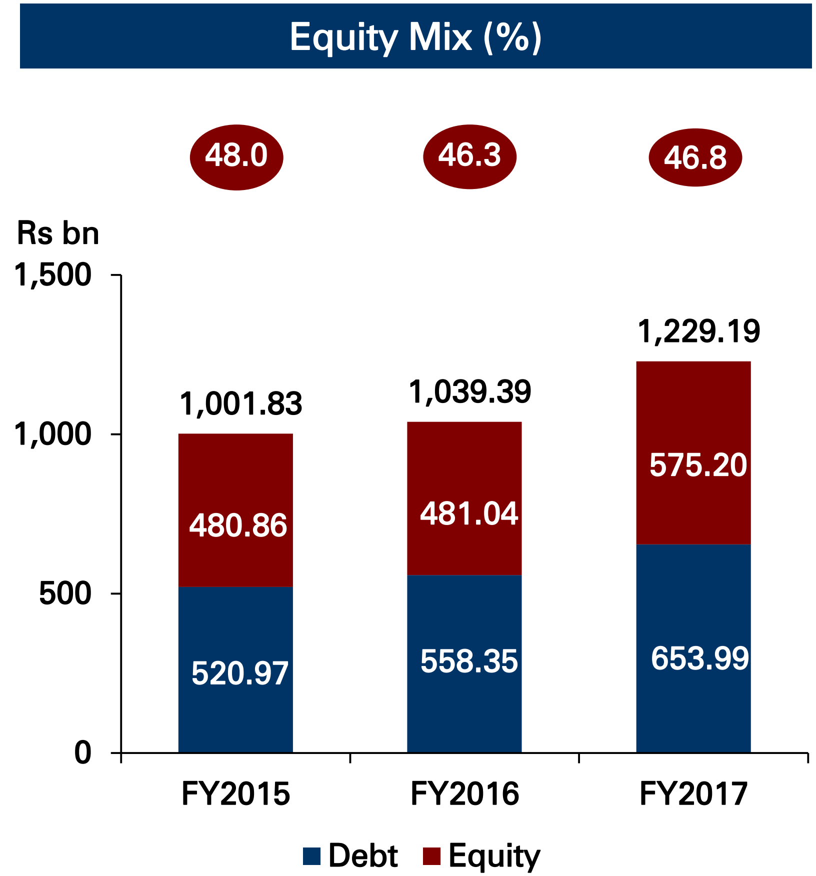


More than 90% of linked portfolio has out performed benchmark indices since inception*

* As on March 31, 2017

Assets under management





More than 90% of debt investments in AAA rated and government bonds*

* As on March 31, 2017
Components may not add up to the totals due to rounding off

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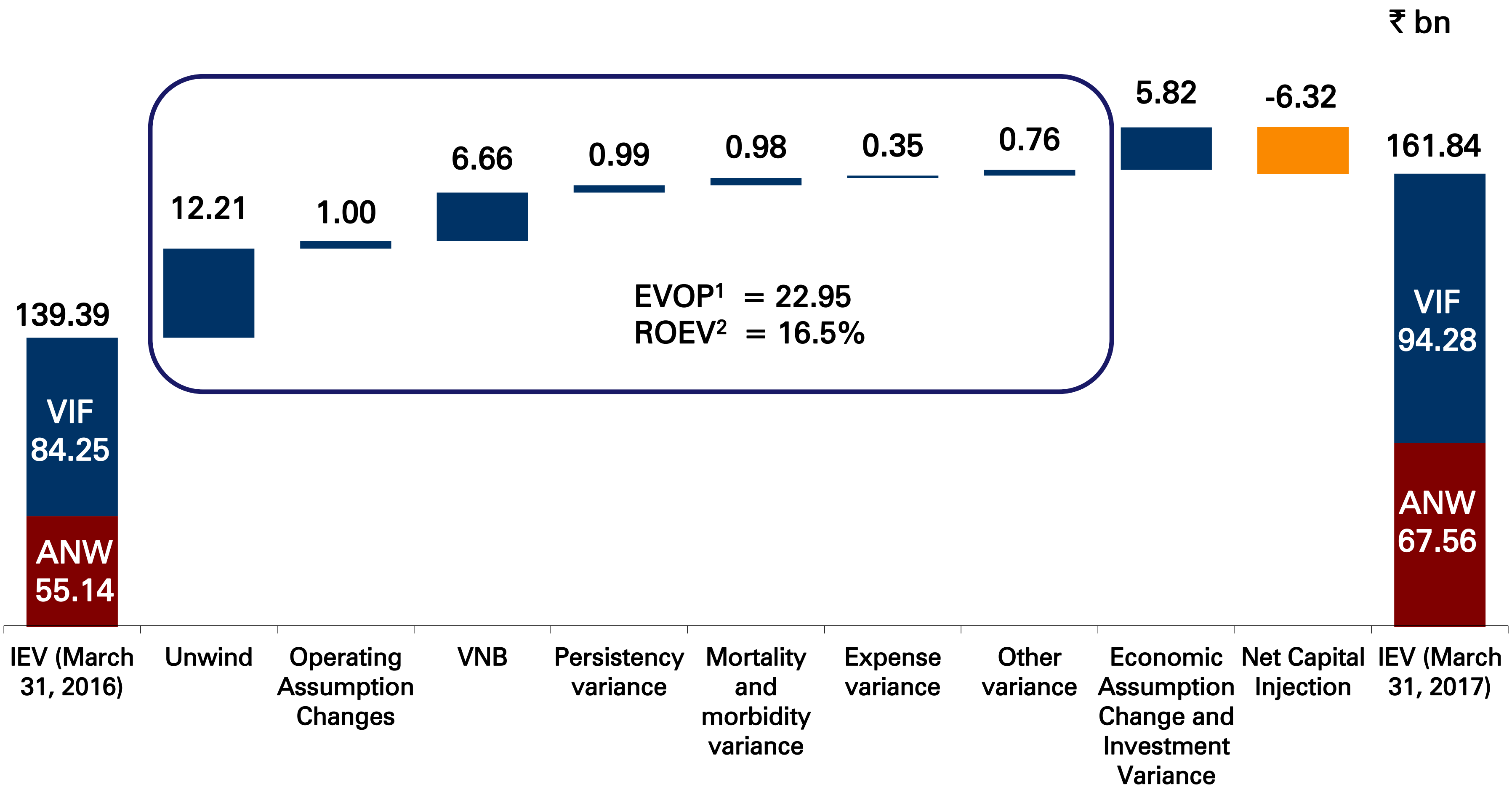
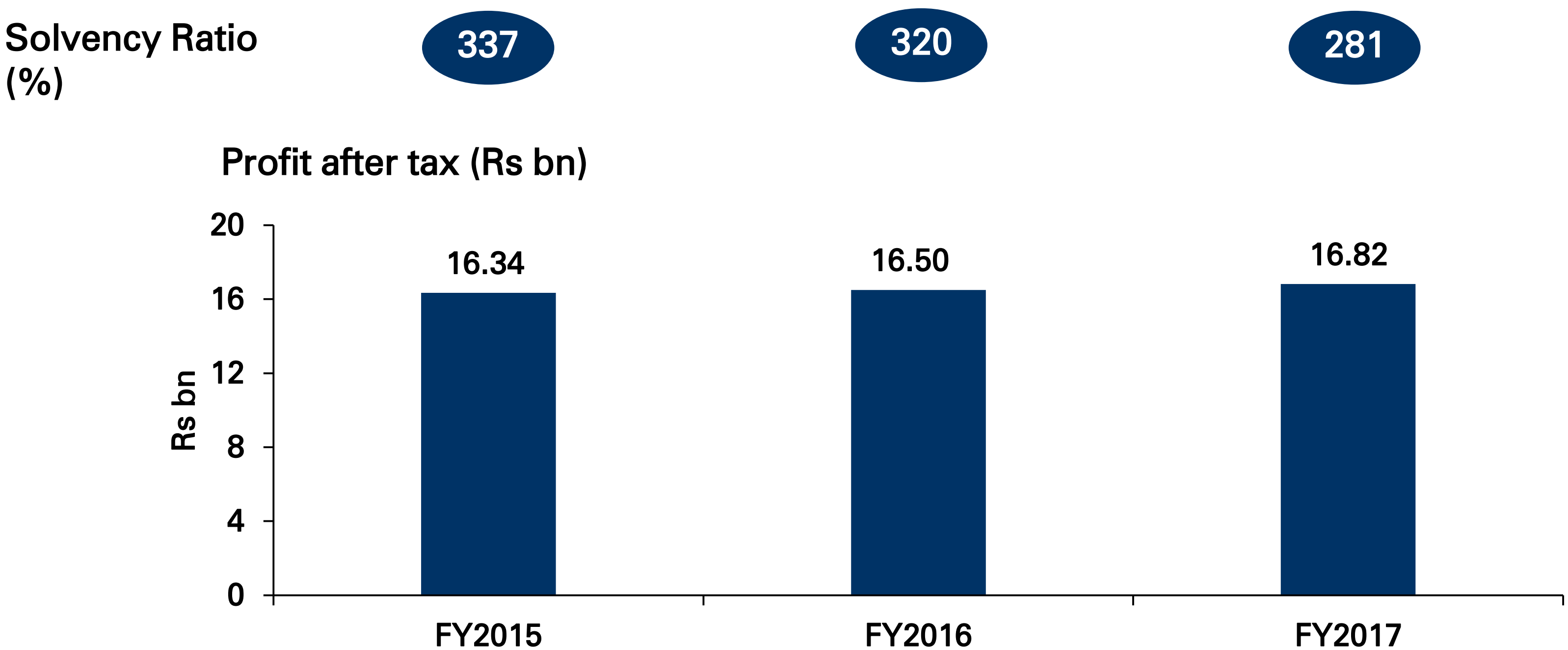
Profitability

Analysis of movement in IEV (FY2017)



1: EVOP is the embedded value operating profit net of tax
2: ROEV is the return on embedded value net of tax
Figures may not add up to the totals due to rounding off

Profit after tax



- Well capitalized for growth opportunities
- Dividend proposed for FY2017 is Rs 10.55 billion

Summary

1 India: High growth potential	• Low penetration[1] vs mature economies and even lower density • One of the fastest growing large economy in the world with strong growth drivers
2 Consistent Leadership Across Cycles	• #1 in India on RWRP[2] basis for every year since FY2002 • Significant market share gain on RWRP basis since FY2012
3 Customer Centric Approach Across Value Chain	• Customer focused product suite; Delivering superior value through product design and fund performance • Low grievance ratio and one of the best claims settlement ratios in the industry
4 Multi Channel Distribution backed by advanced digital processes	• Access to network of ICICI bank (#1 Indian private bank) and Standard Chartered Bank • Continue to invest in agency channel, adding quality agents and improving productivity • Strong focus on technology and digitization to reduce dependence on physical presence
5 Delivering Consistent Returns to Shareholders	• VNB has grown at CAGR of 57% during FY2015-2017 period; Self funded business – no capital calls since FY 2009; cumulative dividend pay-out of Rs 45.83 bn[3] • With strong solvency of 280.7% and less capital requirement due to product mix, well positioned to take advantage of growth
6 Robust & Sustainable Business Model	• Low interest rate risk with over 80% of APE[4] contribution from ULIP products; Over 90% of debt investments in AAA rated and government bonds • Strong focus on renewals (high persistency ratios)

1. Sum assured as a % of GDP
2. IRDAI Retail Weighted Received Premium (RWRP)
3. Excluding FY2017 final dividend declared but not paid
4. Annualized Premium Equivalent

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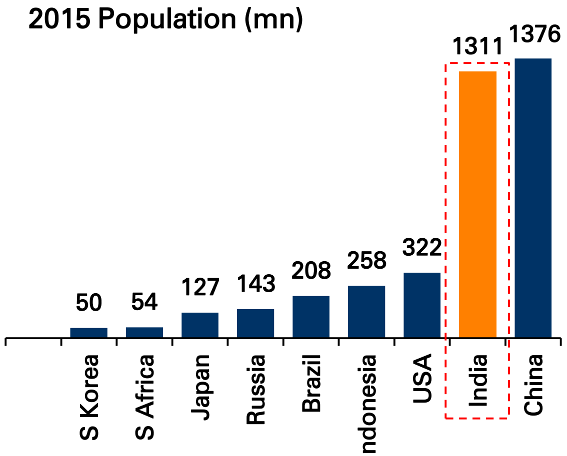
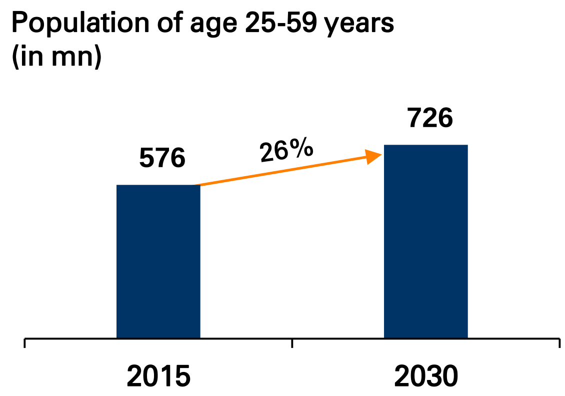
Favourable demography to drive macro growth

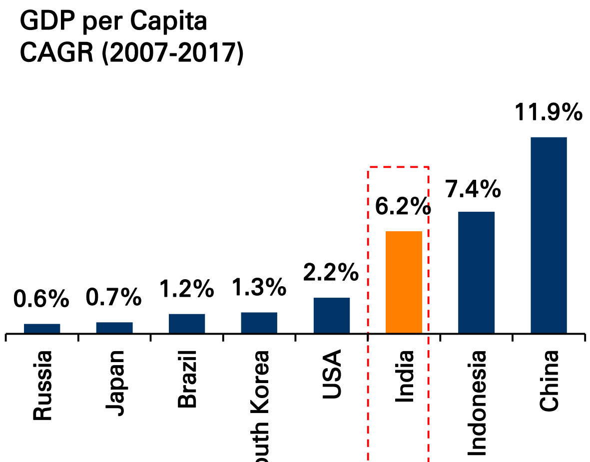
Large and Growing Population Base[1]



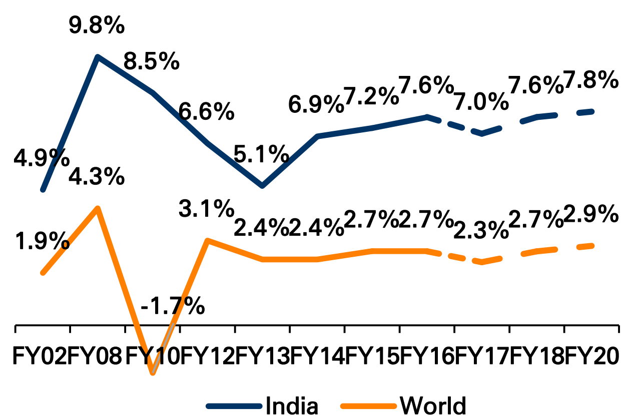
High Share of Working Population[1]



Rising Affluence[2]



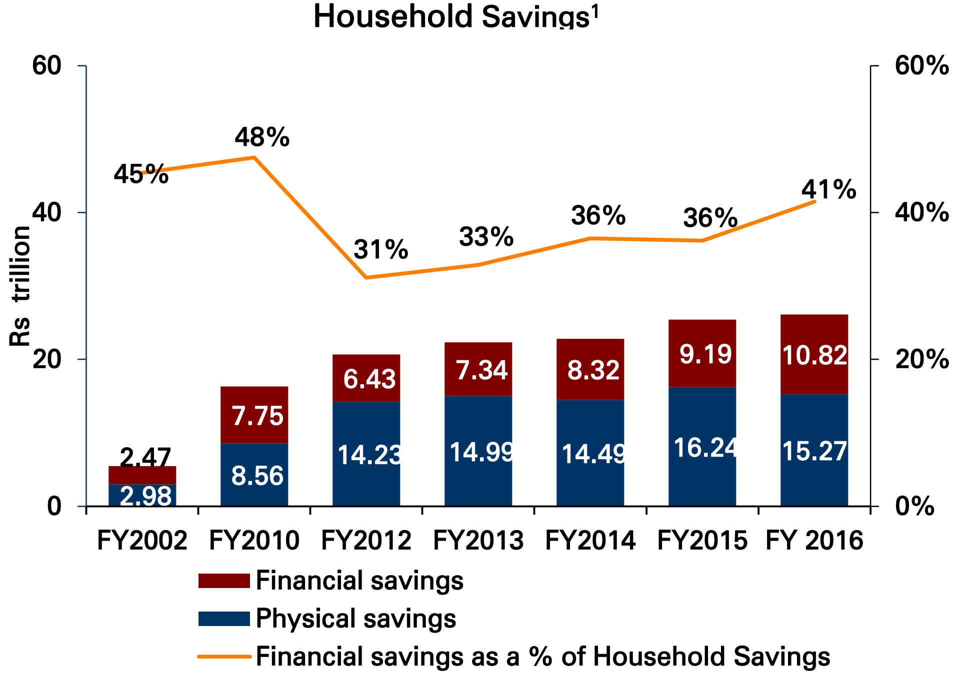
Driving GDP Growth [3]

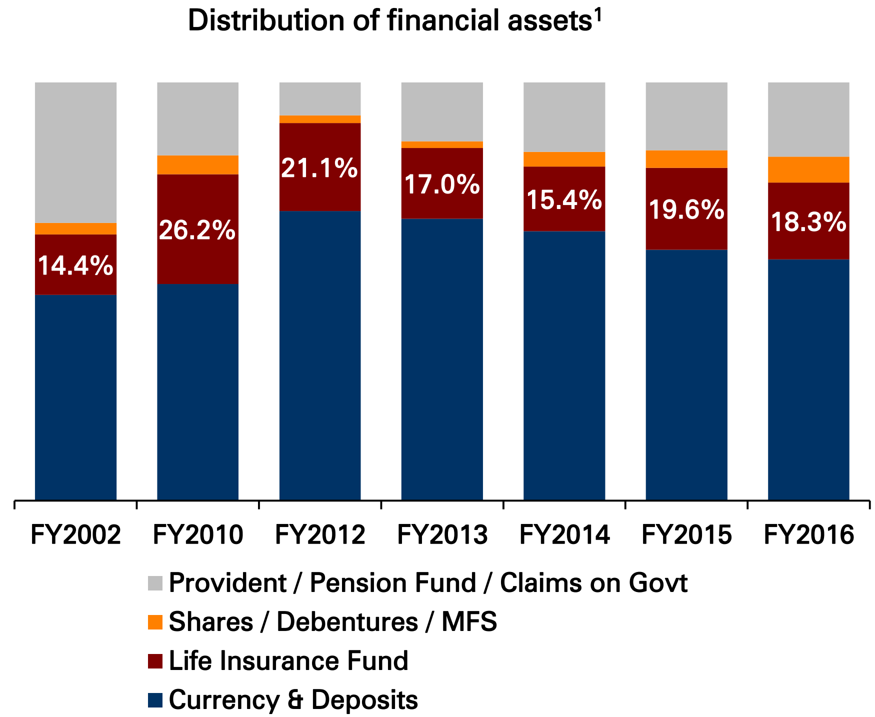


- Indian economy poised to head towards sustained growth fuelled by favourable demographics, rising affluence
- Growth rate of total premium written by the insurance industry has outpaced the GDP growth rate over the period of FY2002-FY2017[4]

1. Source: UN population division 2015 revised estimates
2. Source: Economist Intelligence Unit, CRISIL Research
3. Source: World bank database
4. Source: FY2002-16: Life Insurance Council, CSO; FY2017:company estimate

Share of insurance in household savings





- Part of physical savings shifting to financial savings
- Insurance share of financial saving 18.3% compared to peak of 26.2% in FY2010
- Improved product proposition of life insurance savings products

1. Source: CSO, RBI

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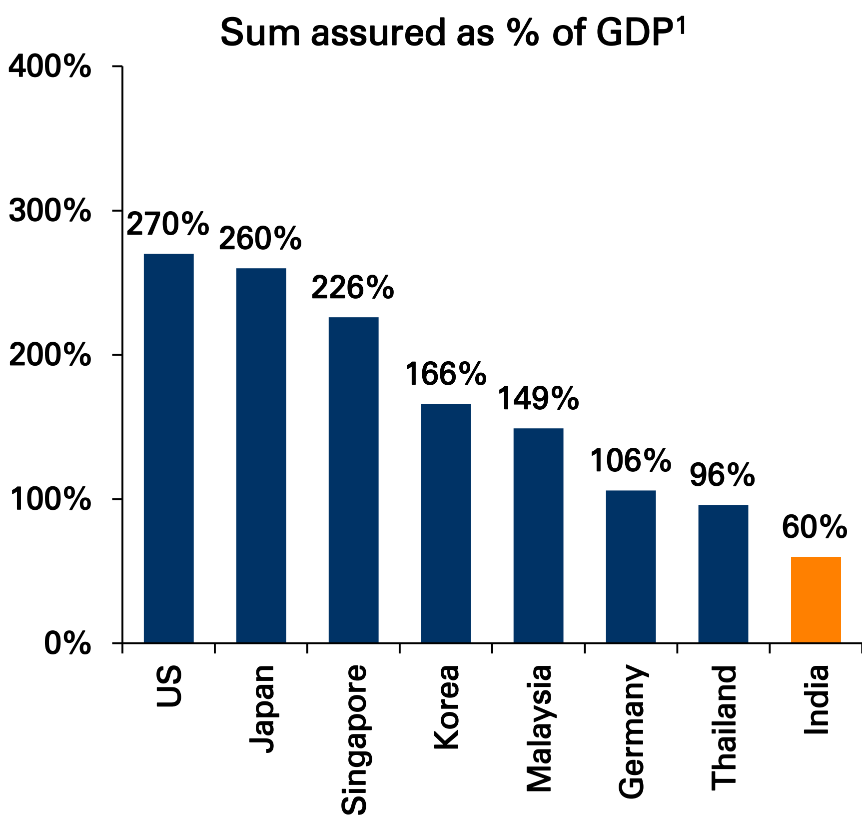
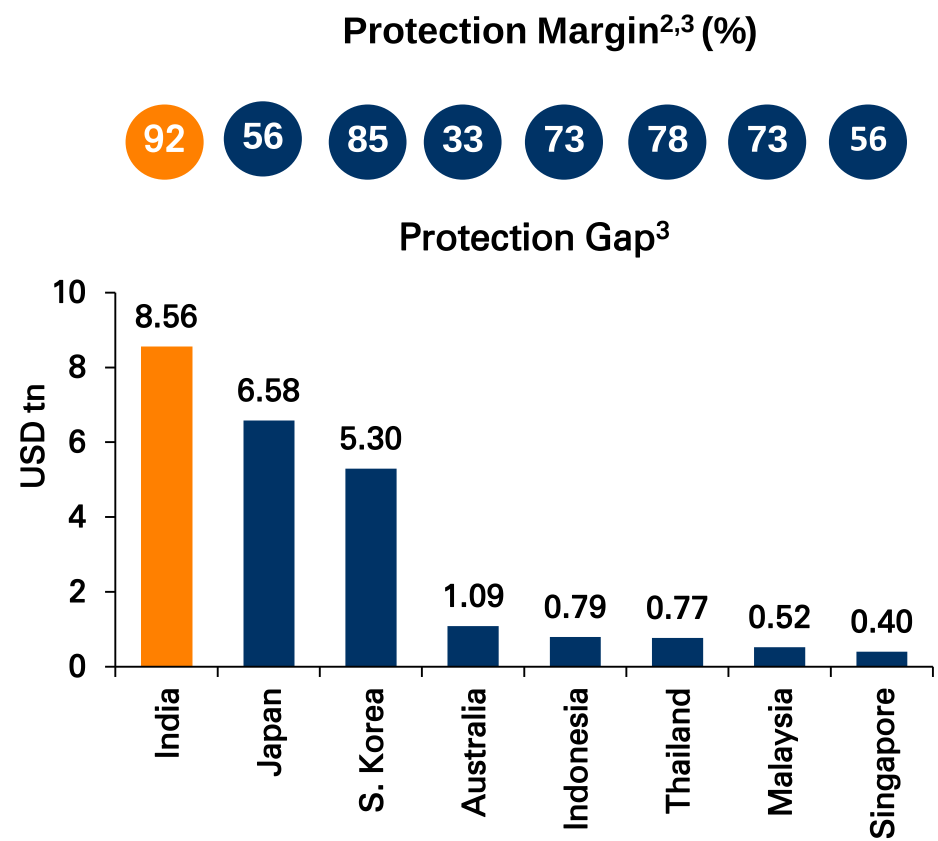
Protection opportunity





- Sum assured as % of GDP low compared to other countries
- Protection gap for India US $ 8.56 trillion

1. Source: McKinsey analysis 2015 and internal estimate
2. Protection Margin: Ratio of protection lacking/protection needed
3. Source: Swiss Re, Economic Research and Consulting 2015

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Protection opportunity

Gross direct premium (Rs bn)	FY2007	FY2017	CAGR
Health	33.19	307.65	24.9%
Motor	106.97	502.45	16.7%

- Protection premium was ~Rs 67 bn for Life insurance industry in FY2017

Source: IRDAI, General Insurance Council and company estimates

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Evolution of life insurance industry in India

	FY2002		FY2010		FY2016
New business premium[1] (Rs bn)	116	21.5%	550	-3.6%	441
Total premium (Rs bn)	501	23.2%	2,655	5.5%	3,669
Penetration (as a % to GDP)	2.1%		4.1%		2.7%
Assets under management (Rs bn)	2,304	24.0%	12,899	11.9%	25,294
In-force sum assured[2] (Rs bn)	11,812*	15.5%	37,505	15.9%	90,752
In-force sum assured (as % to GDP)	50.1%		57.9%		66.8%

Life insurance industry predominantly savings oriented

1. Retail weighted premium
2. Individual and Group in-force sum assured

Source: IRDAI, CSO, Life insurance council
* Company estimate

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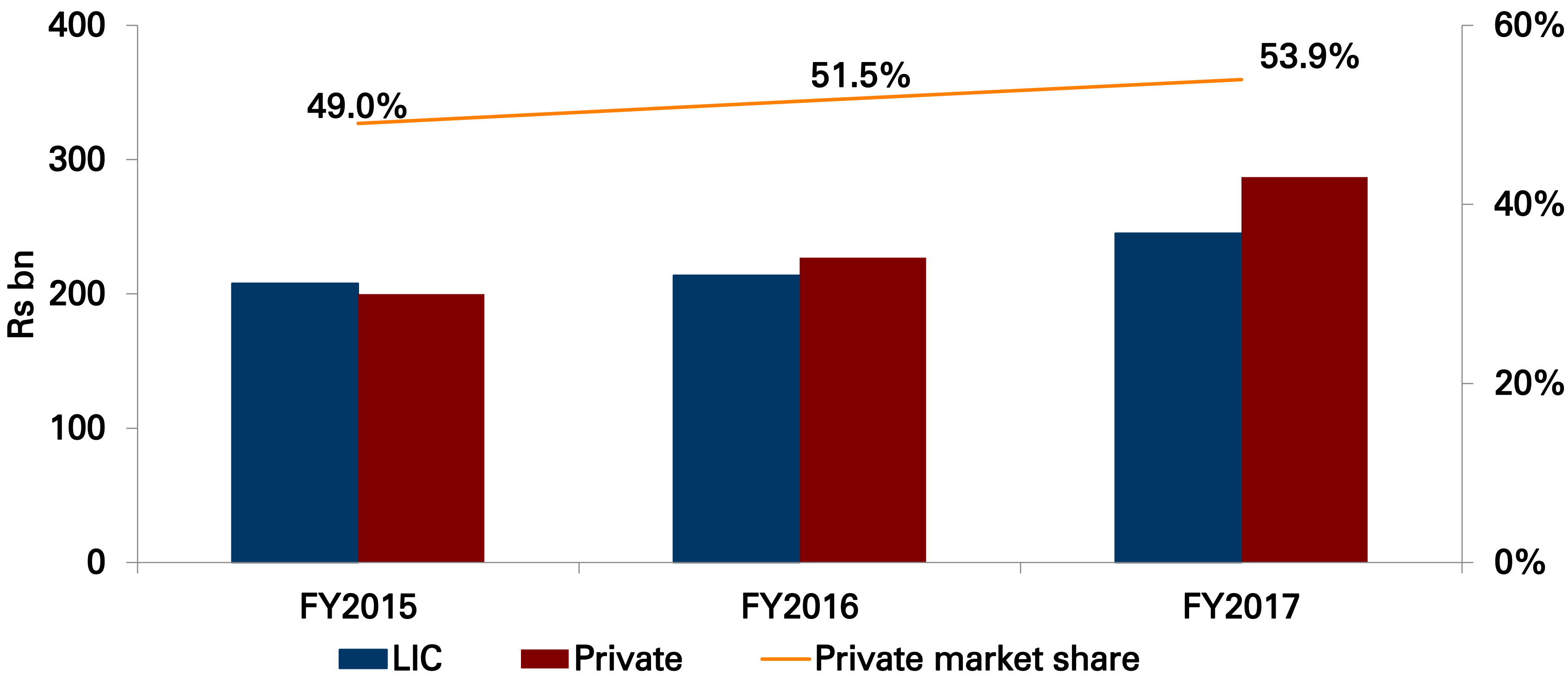
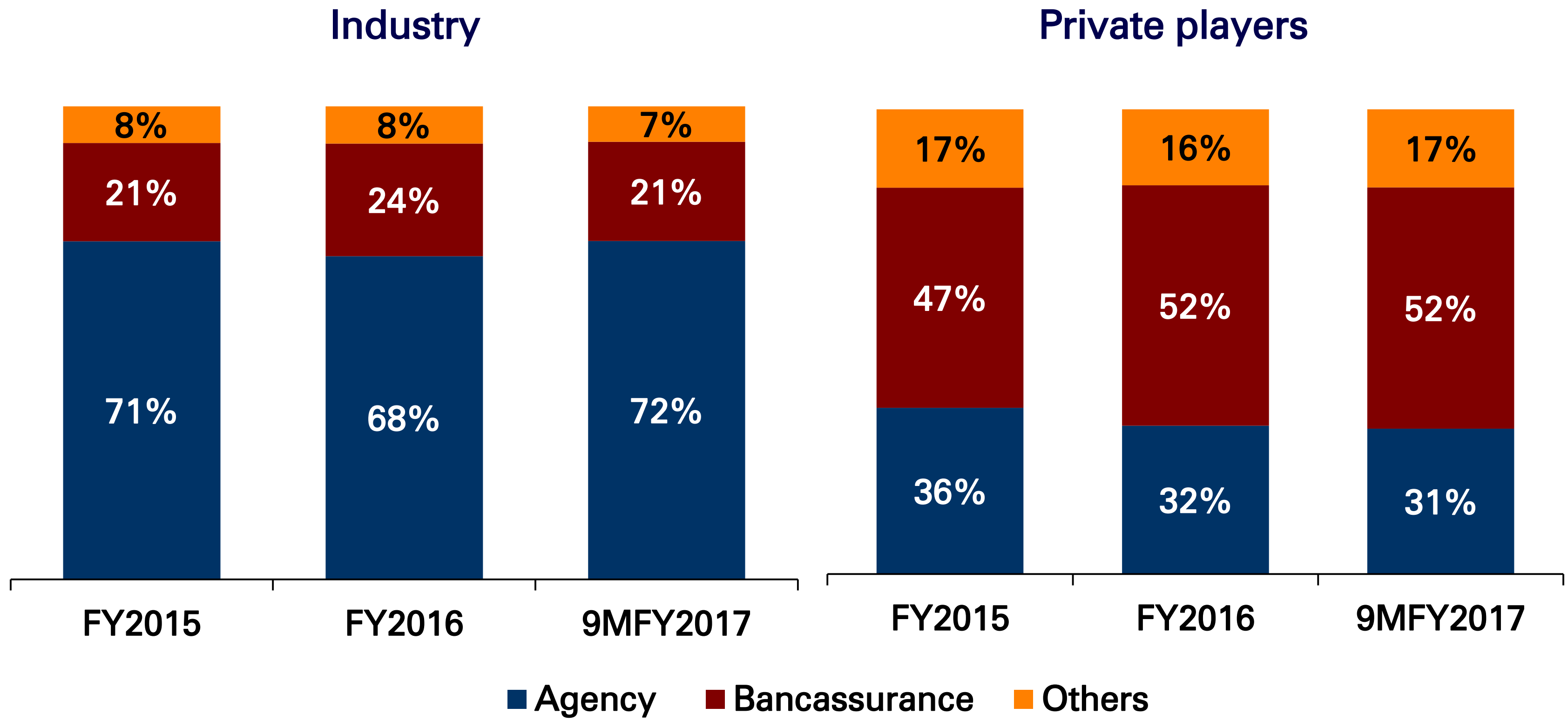
New business[1]

Growth	FY2015	FY2016	FY2017
Private	15.9%	13.6%	26.4%
LIC	-26.3%	2.9%	14.7%
Industry	-10.3%	8.1%	20.7%



1. Retail weighted new business premium
Source : IRDAI, Life insurance council

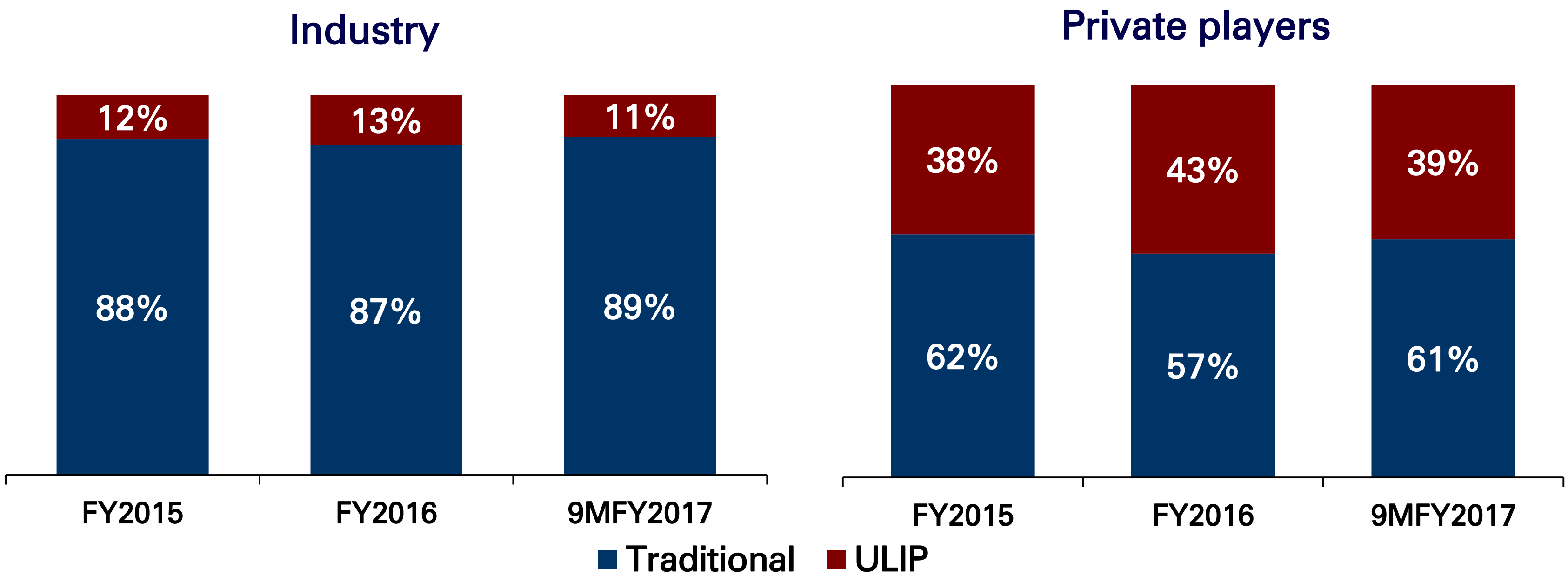
Channel mix[1]



- Given a well developed banking sector, bancassurance has become largest channel for private players

1. Individual new business premium basis
Source: IRDAI, Public disclosures

Product mix[1]



- Strong value proposition of ULIPs
  - Transparent and low charges
  - Lower discontinuance charges upto year 5 and zero surrender penalty after 5 years
  - Choice of asset allocation to match risk appetite of different customer

1. New business premium basis
   Source: IRDAI, Life insurance council

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Annexures

Consistent leadership in private sector[1]

Market Share	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
LIC	63.5%	62.0%	62.0%	51.0%	48.5%	46.1%
ICICI Prudential	5.9%	7.0%	7.2%	11.3%	11.3%	12.0%
SBI Life	4.4%	5.1%	6.2%	7.7%	9.7%	11.2%
HDFC Life	5.7%	6.7%	5.2%	7.3%	7.6%	6.8%
Max Life	3.1%	3.2%	3.9%	4.8%	4.8%	5.0%
Kotak Life	1.0%	1.0%	1.0%	1.5%	2.1%	2.3%
Tata AIA	1.3%	0.6%	0.5%	0.6%	1.4%	2.0%

1. Retail weighted received premium (RWRP) basis
Source: IRDAI, Life insurance council

Average APE by product categories

Average retail APE per policy (in Rs)	FY2015	FY2016	FY2017
ULIP	129,087	149,777	169,701
Par	38,430	44,533	56,325
Non par	25,233	23,656	39,153
Pure protection	4,408	10,284	9,815
Total	73,047	87,194	92,735

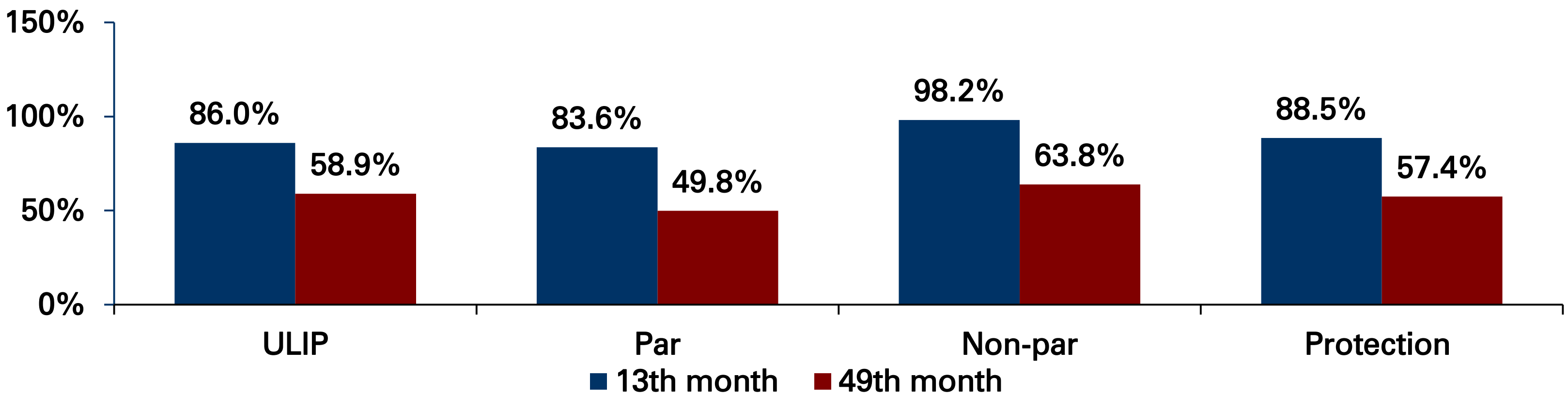
Channel wise product mix[1]

Channel Category	Product Category	FY2015	FY2016	FY2017
Bancassurance	ULIP	88.4%	88.9%	92.1%
	Par	10.0%	9.1%	5.3%
	Non par	0.0%	0.0%	0.4%
	Protection	1.5%	2.0%	2.2%
	Total	100.0%	100.0%	100.0%
Agency	ULIP	78.5%	76.4%	79.5%
	Par	19.2%	19.6%	14.2%
	Non par	1.0%	0.8%	2.0%
	Protection	1.3%	3.2%	4.3%
	Total	100.0%	100.0%	100.0%
Direct	ULIP	93.0%	86.0%	86.3%
	Par	2.9%	7.8%	5.1%
	Non par	2.1%	1.6%	2.0%
	Protection	2.0%	4.5%	6.6%
	Total	100.0%	100.0%	100.0%
Corporate Agents and Brokers	ULIP	62.0%	47.4%	46.5%
	Par	34.4%	49.0%	44.1%
	Non par	2.4%	0.5%	0.4%
	Protection	1.2%	3.1%	9.0%
	Total	100.0%	100.0%	100.0%

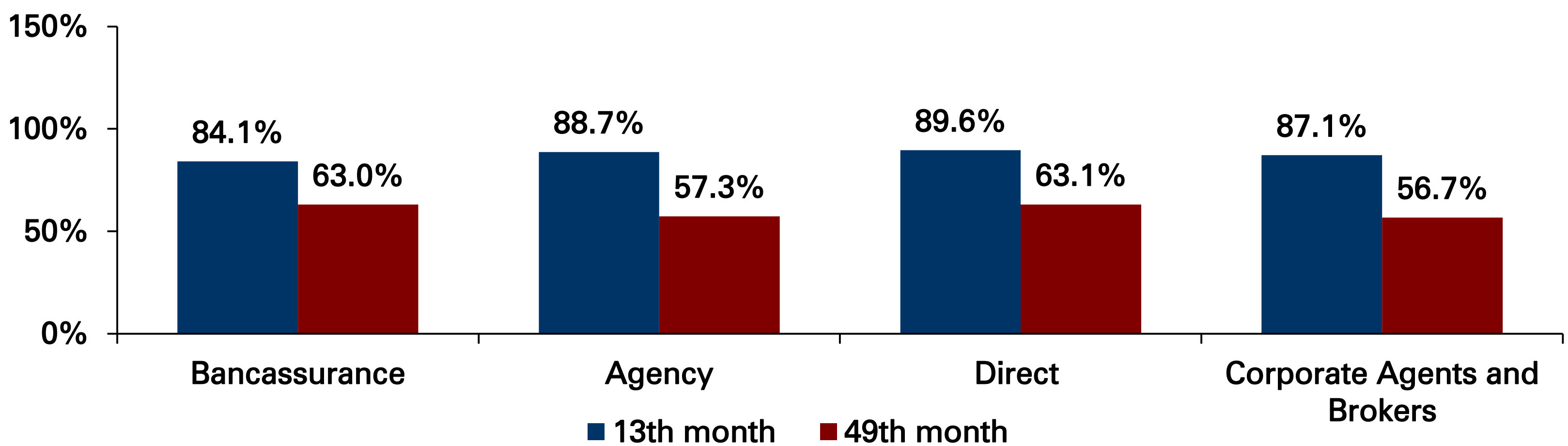
1. Retail Annualized Premium Equivalent (APE) basis

Persistency (11MFY2017)[1]

Persistency across Product Categories



Persistency across Channel Categories



1. As per IRDA circular dated January 23, 2014

Indian Embedded Value methodology

IEV methodology … (1/2)

- EV results prepared based on the Indian Embedded Value (IEV) methodology and principles as set out in Actuarial Practice Standard 10 (APS10) issued by the Institute of Actuaries of India (IAI)

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IEV methodology … (2/2)

- IEV consists of Adjusted Net Worth (ANW) and Value of in-force covered business (VIF)
  - ANW is market value of assets attributable to shareholders, consisting of
    - Required Capital
    - Free Surplus
  - Value of in-force covered business (VIF) is
    - Present value of future profits; adjusted for
    - Time value of financial options and guarantees;
    - Frictional costs of required capital; and
    - Cost of residual non-hedgeable risks

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Components of ANW

- Required capital (RC)
  - The level of required capital is set equal to the amount required to be held to meet supervisory requirements
  - It is net of the funds for future appropriation (FFAs)
- Free surplus (FS)
  - Market value of any assets allocated to, but not required to support, the in-force covered business

Components of VIF … (1/4)

- Present value of future profits (PVFP)
  - Present value of projected distributable profits to shareholders arising from in-force covered business
  - Projection carried out using ‘best estimate’ non-economic assumptions and market consistent economic assumptions
  - Distributable profits are determined by reference to statutory liabilities

Components of VIF … (2/4)

- **Frictional Cost of required capital (FC)**
  - FCs represent investment management expenses and taxation costs associated with holding the Required capital
  - Investment costs reflected as an explicit reduction to the gross investment return

Components of VIF … (3/4)

- Time value of financial options and guarantees (TVFOG)
  - TVFOG represents additional cost to shareholders that may arise from the embedded financial options and guarantees
  - Stochastic approach is adopted with methods and assumptions consistent with the underlying embedded value

Components of VIF … (4/4)

- Cost of residual non-hedgeable risk (CRNHR)
  - CRNHR is an allowance for risks to shareholder value to the extent not already allowed for in the TVFOG or the PVFP
  - Allowance has been made for asymmetric risks of operational, catastrophe mortality / morbidity and mass lapsation risk
  - CRNHR determined using a cost-of-capital approach
  - Allowance has been made for diversification benefits among the non-hedgeable risks, other than the operational risk
  - 4% annual charge applied to capital required

Components of IEV movement … (1/2)

- Operating assumption changes
  - Impact of the update of non-economic assumptions both on best estimate and statutory bases to those adopted in the closing IEV
- Expected return on existing business (unwind)
  - Expected investment income at opening reference rate on VIF and ANW
  - Expected excess ‘real world’ investment return over the opening reference rate on VIF and ANW
- Value of new business
  - Additional value to shareholders created through new business during the period

Components of IEV movement … (2/2)

- Operating experience variance
  - Captures impact of any deviation of actual experience from assumed in the opening IEV during the inter-valuation period
- Economic assumption changes and Investment variance
  - Impact of the update of the reference rate yield curve, inflation and valuation economic assumptions from opening IEV to closing IEV
  - Captures the difference between the actual investment return and the expected ‘real world’ assumed return
- Net capital injection
  - Reflects any capital injected less any dividends paid out

Key assumptions underlying IEV … (1/2)

- Discount rate and Fund earning rates
  - Set equal to reference rates which is proxy for risk free rates
  - Reference rates derived on the basis of zero coupon yield curve published by the Clearing Corporation of India Limited
- Expenses and commission
  - Based on the Company's actual expenses during FY2017 with no anticipation for productivity gains or cost efficiencies
  - Commission rates are based on the actual commission payable to the distributors

Key assumptions underlying IEV … (2/2)

- Mortality and morbidity
  - Based on Company's experience with an allowance for future improvements in respect of annuities
- Persistency
  - Based on Company's experience
- Taxation
  - Allowance has been made for future taxation costs expected to be incurred by the Company

ICICI PRUDENTIAL LIFE INSURANCE

Sensitivity analysis (FY2017)

Scenario	% change in IEV	% change in VNB
Increase in 100 bps in the reference rates	(2.0)	(5.2)
Decrease in 100 bps in the reference rates	2.1	5.5
10% increase in the discontinuance rates	(1.1)	(10.6)
10% decrease in the discontinuance rates	1.2	10.9
10% increase in mortality/ morbidity rates	(0.8)	(6.1)
10% decrease in mortality/ morbidity rates	0.8	6.1
10% increase in acquisition expenses	Nil	(20.5)
10% decrease in acquisition expenses	Nil	20.5
10% increase in maintenance expenses	(1.1)	(5.5)
10% decrease in maintenance expenses	1.1	5.4

Economic assumptions underlying IEV

Tenor (years)	Reference Rates	
	March 31, 2016	March 31, 2017
1	7.24%	6.35%
5	8.22%	7.78%
10	8.34%	8.02%
15	8.40%	8.03%
20	8.46%	8.03%
25	8.50%	8.03%
30	8.52%	8.03%

Safe harbor

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'would', ‘indicating’, ‘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 to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion in business, the impact of any acquisitions, technological implementation and changes, the actual growth in demand for insurance products and services, investment income, cash flow projections, our exposure to market risks, policies and actions of regulatory authorities; impact of competition; experience with regard to mortality and morbidity trends, lapse rates and policy renewal rates; the impact of changes in capital , solvency or accounting standards , tax and other legislations and regulations in the jurisdictions as well as other risks detailed in the reports filed by ICICI Bank Limited, our holding company, with the United States Securities and Exchange Commission. ICICI Prudential Life Insurance undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

ICICI PRUDENTIAL LIFE INSURANCE

Thank you

ICICI Prudential Life Insurance Company

Earnings Conference call- Quarter ended March 31, 2017 (Q4FY2017)

April 25, 2017

Please note that the transcript has been edited for the purpose of clarity and accuracy. Certain statements in this call are forward-looking statements. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from those included in these statements due to a variety of factors.

Sandeep Batra: Good evening and welcome to the first full year results call of ICICI Prudential Life Insurance Co after listing. I have Satyan Jambunathan, CFO and Vikas Gupta head of Investor relations with me and we will walk you through the developments during the quarter as well as the presentation on the performance for FY2017.

We have put up the results presentation on our website. You could access it as we walk through the performance presentation.

Company Strategy

Through the year, we have been articulating our key strategy as being "Grow the Value of New Business through growing the protection business and continuing to focus on persistency and costs" and we are happy to announce that we have met our strategic goals for the fiscal 2017

We approach overall market opportunity as two distinct segments-savings and protection. We continue to focus on savings opportunity through customer centric product propositions, superior customer service, fund performance and claims management.

Protection is big focus area for us and we have a multi-pronged product and distribution approach to tap this market. We have range of products-individual term, mortgage linked and group term products to cater to different markets segments. We use traditional distribution channels like Agency, banks etc. and also emerging channels like direct, online and web aggregator to reach out to different customer segments.

Company performance

New business

It is in this context that I would like to present our FY2017 performance. Our savings business APE grew by 26.5% year on year and during the same period our protection APE grew by 87.1% leading to the overall APE growth of 28.1%. Our value of new business increased by 61.7% from Rs 4.12 bn in FY 2016 to Rs 6.66 bn in FY 2017 and margin expanded from 8.0% to 10.1% during the same period. Our Embedded Value as on March 31, 2017 was Rs 161.84 bn compared to Rs 139.39 bn as on March 31, 2016, a growth of 16.1% after dividends and 20.6% before dividends. I will go into details of each of these elements through the presentation.

For FY2017 our retail weighted received premium RWRP grew by 29.0% compared to industry growth of 20.7% and private industry growth of 26.4%. Consequently, our market share improved from 11.3% to 12.0% and private market share improved from 21.9% to 22.3%. We continue to maintain our leadership position amongst the private companies.

Our total premium for FY 2017 was 223.54 billion compared to 191.64 bn for FY2016. In addition to strong new business growth, our retail renewal premium also grew by 18.5% from 119.95 bn for FY2016 to 142.19 bn for FY2017. We had a decline in our Group premium on account drop in Group funds business. This is consistent with our approach of focusing on only those accounts which meet our minimum profit threshold. Our Group term business grew by more than 100%

Given the untapped protection opportunity in the country, we have been focusing on growing our protection business at a significantly faster rate compared to our savings business and as a result our protection mix increased from 2.7% in FY2016 to 3.9% for FY2017.

Growth of our protection APE was primarily driven by retail protection which grew by 123% and contributed 80% of overall protection APE. All distribution channels have contributed to growth of retail protection. Growth in Mortgage linked protection has been flat given the slowdown in disbursements. Details of channel level product mix is available in the annexures to the presentation. Our strong growth in protection business is also reflected in the 90% growth in new business sum assured from 1.55 trillion in FY2016 to 2.94 trillion in FY2017.

As we have continued to develop and grow all our channels, we continue to have a balanced channel mix with Bancassurance contributing 56.9% of overall business. Our growth is well supported by strong performance across channels and all channels continue to grow. For FY2017 direct channel has highest growth of 56.5%. In the same period the agency channel grew by 25.2%.

Quality parameters

Persistency for us is an indication of the quality of sales, in addition to being an important financial metric. Our 13th month persistency of 86.0% is amongst the best in the industry. The improvement in the 13th month persistency over the last 3 years is also getting reflected in improvement in 25th and 37th month persistency. There is a small drop in the 49th month persistency on account of the relatively weaker 13th month persistency in FY2014. Our persistency numbers are similar across product and channel categories and details of same are available in the annexures to the presentation.

Robust claims management and grievance redressal processes are the key elements of our service value proposition. High customer satisfaction and service quality are reflected in the low grievance ratio of 95 per 10,000 policies issued in FY2017 and claims settlement ratio of 96.9% in FY2017, making us one of the best in the Indian Insurance Industry.

We believe technology is critical to efficient operation and performance of our business and one of the key contributors to our success as well as our future growth. Digitisation has reduced our reliance on physical infrastructure without compromising market penetration. For FY2017 57% of renewal premium was collected through electronic means compared to 52% in FY2016. Our employee productivity improved from Rs 4.61 mn for FY2016 to Rs 5.55 mn for FY2017.

We had an increase in the cost to TWRP for the year as we continued to focus on growing the protection business. The savings business in the same period maintained its expense efficiencies. The expense ratio for protection products tends to be significantly higher than saving products due to lower ticket size and additional cost elements such as underwriting. Overall our cost to TWRP ratio for 2017 is 15.1%, higher than 14.5% for FY2016.

Superior fund performance is important to improve the value proposition of saving products. As on March 31, 2017, more than 90% of our linked funds have outperformed their benchmarks since inception.

We are amongst the largest fund managers in India with an AUM of 1.23 trillion. Linked funds contribute ~72% of our AUM and we have a debt equity mix of 53:47. More than 90% of our debt investments are in domestic sovereign or AAA rated instruments.

Profitability

Our EV as per Indian Embedded Value methodology was Rs 161.84 bn as at March 31, 2017 compared to Rs 139.39 bn as at March 31, 2016. The most important contributor to the change in EV is the value of new business which increased from Rs 4.12 bn to Rs 6.66 bn. Unwind for FY2017 was 8.8% compared to 9.1% for FY2016 due shift in yield curve. We have seen a consistent improvement in persistency of our savings products and have reflected a part of it in our persistency assumption. 13th month persistency assumption of linked products was changed from 80% to 82.5% and at same time 13th month persistency assumption for protection products was changed from 90% to 85%, reflecting the lower than expected persistency on the protection products.

The overall impact of operating assumption changes was positive Rs 1.00 bn. We continue to have positive persistency, mortality and expense variances. The total operating variance was Rs 3.08 bn. Since we have accounted for part of persistency improvement impact through assumption change and margin improvement, persistency variance is lower than last year.

Our Profit After tax for FY2017 was 16.82 bn. We have a strong capital position with solvency ratio of 281%. The Board has also announced a final dividend pay-out of Rs 3.50 per share subject to shareholders approval.

Summary

To summarize we are operating in a large and high growth potential market with a record of consistent leadership across cycles. We have a customer centric approach across the value chain from products to claims management and strong focus on quality metrics. Our multi-channel architecture is backed by strong technology platform. We have robust and sustainable business model with strong capital position.

Thank you and we are now happy to take any questions that you may have.