

FORM L-22 Analytical Ratios

| Sr No. | Particulars | Q3 2012 | Q3 2011 | YTD 2012 | YTD 2011 |
|-----------|---|-----------|-----------|-----------|-----------|
| 1 | New business premium income growth (segmentwise) | | | | |
| | Participating Life | -40.4% | 614.7% | 31.0% | 308.1% |
| | Participating Pension | 431.0% | 45032.4% | 375.1% | 757.6% |
| | Participating Group Life | NA | NA | NA | NA |
| | Participating Group Pension | NA | NA | NA | NA |
| | Non Participating | 109.5% | 333.5% | 245.5% | 201.4% |
| | Annuities Non Participating | 80.1% | 43.9% | 241.8% | -15.1% |
| | Health | -88.7% | -33.8% | -79.9% | -58.5% |
| | Linked Life | -51.3% | 149.4% | -29.6% | 68.7% |
| | Linked Pension | -96.2% | -93.0% | -98.5% | -9.1% |
| | Linked Health | 328.2% | -88.5% | 24.4% | -61.6% |
| | Linked Group | -27.2% | -18.7% | -24.7% | 12.4% |
| 2 | Net retention ratio (Net premium divided by gross premium) | 99.1% | 99.2% | 99.3% | 99.4% |
| 3 | Ratio of expenses of management (Expenses of management including commission divided by the total gross direct premium) | 20.4% | 14.0% | 19.1% | 17.6% |
| 4 | Commission Ratio (Gross commission paid to Gross premium) | 5.0% | 3.8% | 4.2% | 3.5% |
| 5 | Ratio of policyholders liabilities to shareholders funds | 2215.8% | 3585.9% | 2215.8% | 3585.9% |
| 6 | Growth rate of shareholders fund | 51.2% | 96.6% | 51.2% | 96.6% |
| 7 | Ratio of surplus to policyholders liability | | | | |
| | - Par Life | -0.1% | -0.8% | -0.7% | -0.1% |
| | - Par Pension | 0.0% | -0.3% | -0.1% | 0.4% |
| | - Non Par | 0.0% | -3.4% | 0.0% | 0.0% |
| | - Annuity Non Par | 0.0% | -0.1% | 0.0% | 0.6% |
| | - Health | 137.1% | 0.0% | 221.8% | 0.0% |
| | - Linked Life | 2.3% | 4.8% | 18.4% | 33.4% |
| | - Linked Pension | 32.2% | 12.9% | 104.2% | 1.4% |
| | - Linked Health | 0.0% | 0.0% | 0.3% | 0.0% |
| | - Linked Group | 5.5% | 30.2% | 41.9% | 81.7% |
| 8 | Change in network | 9,143,602 | 8,767,144 | 9,143,602 | 8,767,144 |
| 9 | Profit after tax / Total income | 48.1% | 14.2% | 34.3% | 2.7% |
| 10 | (Total Real Estate + Loans) / Cash & invested assets | 0.15% | 0.14% | 0.15% | 0.14% |
| 11 | Total Investment / (Capital + Surplus) | 1280.8% | 1381.8% | 1280.8% | 1381.8% |
| 12 | Total Affiliated Investment / (Capital+Surplus) | 7.7% | 7.8% | 7.7% | 7.8% |
| 13 | Investment Yield (Gross and Net) (Annualised) | | | | |
| | A. With Realised Gains | | | | |
| | Shareholders' Fund | 3.9% | 5.9% | 4.1% | 5.9% |
| | Policyholders' Fund | | | | |
| | Non Linked | | | | |
| | Par | 4.1% | 4.0% | 3.4% | 11.2% |
| | Non Par | 8.0% | 4.9% | 6.4% | 6.1% |
| | Linked | | | | |
| | Non Par | -19.6% | -1.4% | -16.7% | 17.7% |
| | B. Without Realised Gains | | | | |
| | Shareholders' Fund | 3.3% | 5.6% | 3.4% | 5.0% |
| | Policyholders' Fund | | | | |
| | Non Linked | | | | |
| | Par | 4.0% | -9.2% | 3.3% | 5.9% |
| | Non Par | 7.5% | 4.4% | 6.1% | 5.4% |
| | Linked | | | | |
| | Non Par | -19.6% | -13.2% | -19.7% | 4.7% |
| 14 | Conservation Ratio | | | | |
| | Par Life | 75.1% | 92.3% | 77.9% | 90.8% |
| | Par Pension | 30.1% | 94.5% | 30.1% | 75.8% |
| | Non Par | 55.4% | 26.5% | 44.1% | 30.8% |
| | Health | 65.7% | 53.6% | 71.0% | 49.8% |
| | Linked Life | 39.7% | 63.6% | 52.1% | 66.1% |
| | Linked Pension | 71.8% | 63.7% | 61.6% | 68.2% |
| | Linked Health | 88.9% | 73.6% | 90.2% | 70.1% |
| 15 | Persistence Ratio * | | | | |
| | 13th Month | 64.4% | 69.2% | 74.8% | 72.6% |
| | 25th Month | 78.2% | 79.3% | 83.6% | 87.4% |
| | 37th Month | 29.4% | 27.2% | 29.5% | 29.6% |
| | 49th Month | 46.8% | 44.5% | 48.6% | 44.2% |
| | 61th Month | 65.0% | 61.6% | 64.0% | 65.3% |
| 16 | NPA Ratio | | | | |
| | Gross NPA Ratio | NIL | NIL | NIL | NIL |
| | Net NPA Ratio | NIL | NIL | NIL | NIL |

* Ratio computed on reducing balance basis. The denominator includes only policies paying premium at the beginning of the year. These numbers are for 12 months ending Q3 (31st December) of the respective FY.

Equity Holding Pattern for Life Insurers

| | | | | | |
|---|---|---------------|---------------|---------------|------------|
| 1 | No. of shares | 1,428,461,149 | 1,428,295,957 | 1,428,461,149 | 1428295957 |
| 2 | Percentage of shareholding | | | | |
| | A. Indian | 73.9% | 73.9% | 73.9% | 73.9% |
| | B. Foreign | 26.0% | 26.0% | 26.0% | 26.0% |
| | C. %of Government holding (in case of public sector insurance companies) | 0% | 0% | 0% | 0% |
| 3 | Basic and diluted EPS before extraordinary items (net of tax expense) for the period (not to be annualized) | 2.6 | 4.3 | 7.4 | 3.6 |
| 4 | Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized) | 2.6 | 4.3 | 7.4 | 3.6 |
| 5 | Book value per share (Rs) | 18.9 | 12.5 | 18.9 | 12.5 |