ICICI Prudential Life Insurance Company Limited
Statement of Standalone Audited Results for the quarter and half year ended September 30, 2022
( F in Lakhs)

| $\begin{array}{\|c} \mathrm{Sr} \\ \mathrm{No} . \end{array}$ | Particulars |  | Three months ended/at |  |  | Six months ended/at |  | Year ended/at |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { September } 30, \\ 2022 \end{gathered}$ | June 30, 2022 | $\begin{gathered} \text { September } 30 \text {, } \\ 2021 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2022 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ | March 31, 2022 |
|  |  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| POLICYHOLDERS'A/C |  |  |  |  |  |  |  |  |
| 1 | Gross premium income |  |  |  |  |  |  |  |
|  | (d) | First Year Premium | 144,439 | 103,851 | 155,724 | 248,290 | 243,750 | 596.551 |
|  | (b) | Renewal Premium | 564,262 | 389,406 | 557.035 | 953,668 | 970,781 | 2,195.575 |
|  | (c) | Single Premium | 280,857 | 233,215 | 240,561 | 514,071 | 425,788 | 953,674 |
| 2 | Net premium income ${ }^{1}$ |  | 958,172 | 688,420 | 928,653 | 1,646,592 | 1,588,838 | 3,632,127 |
| 3 | Income from investments: (Net) ${ }^{2}$ |  | 1,281,889 | (867.084) | 1.354.583 | 414,805 | 2,275,610 | 2,496,954 |
| 4 | Other income |  | 3,804 | 3,333 | 2.640 | 7.137 | 5,074 | 11,259 |
| 5 | Transfer of funds from Shareholders' $\mathrm{A} / \mathrm{c}$ |  | 46,570 | 29,212 | 27,063 | 75,782 | 115,822 | 216,111 |
| 6 | Total (2 to 5) |  | 2,290,435 | (146,119) | 2,312,939 | 2,144,316 | 3,985,344 | 6,356,451 |
| 7 | Commission on |  |  |  |  |  |  |  |
|  | (a) | First Year Premium | 23,571 | 18,006 | 26,486 | 41,576 | 42,310 | 103,464 |
|  | (b) | Renewal Premium | 10,748 | 7.142 | 10,106 | 17.890 | 17.557 | 41,191 |
|  | (c) | Single Premium | 3.852 | 3,683 | 3.579 | 7.535 | 6.019 | 14,481 |
| 8 | Net Co | ommission ${ }^{3}$ | 41,308 | 30,591 | 42,507 | 71,899 | 69.563 | 167.291 |
| 9 | Operating Expenses related to insurance business (a+b+c): |  |  |  |  |  |  |  |
|  | (a) | Employees remuneration and welfare expenses | 35,022 | 34,339 | 28.967 | 69,361 | 58,096 | 119,702 |
|  | (b) | Advertisement and publicity | 42.502 | 24.539 | 22.739 | 67,041 | 48,236 | 122.664 |
|  | (c) | Other operating expenses | 27.829 | 32,959 | 25,150 | 60,788 | 47,317 | 124,929 |
| 10 | Expenses of Management ( $8+9$ ) |  | 146,661 | 122,428 | 119,363 | 269,089 | 223,212 | 534,586 |
| 11 | Provisions far doubtful debts (including bad debts written off) |  | 270 | 165 | 113 | 435 | 210 | 478 |
| 12 | Provisions for diminution in value of investments |  | 30 |  |  | 30 |  | 2.332 |
| 14 | Goods and Service tax charge on linked charges |  | 16,118 | 16.121 | 17.497 | 32,239 | 33.383 | 69.143 |
|  | Provision for taxes (a+b) |  | 4.255 | 4,410 | 2,604 | 8,666 | 2,604 | 16,615 |
|  | (a) | Current tax | 4.255 | 4.410 | 2,604 | 8,666 | 2,604 | 16,615 |
|  | (b) | Deferred tox |  |  |  |  |  |  |
| 15 | Benefits Paid ${ }^{4}$ (Net) ${ }^{1}$ |  | 802,189 | 551,249 | 802,286 | 1,353,437 | 1,369,045 | 2,935,884 |
| 16 | Change in actuarial liability |  | 1,268,597 | (879,987) | 1,322.843 | 388,610 | 2,293,155 | 2,578,376 |
| 17 | Total ( $10+11+12+13+14+15+16)$ |  | 2,238,120 | (185,614) | 2,264,706 | 2,052,506 | 3,921,609 | 6,137,414 |
| 19 | Surplus/(Deficit) (6-17) |  | 52,315 | 39,495 | 48,233 | 91,810 | 63,735 | 219,037 |
|  | Appropriations |  |  |  |  |  |  |  |
|  | (c) | Transferred to Shareholders | 48,607 | 29,600 | 44,019 | 78,207 | 72,946 | 216,022 |
|  | (b) | Funds for Future Appropriations | 3.708 | 9,895 | 4,214 | 13,603 | (9,211) | 3,015 |
| 20 | Details of Surplus/(Deficit) |  |  |  |  |  |  |  |
|  | (a) | Interim bonus paid | 5,440 | 4,528 | 4,809 | 9,968 | 8,335 | 21,354 |
|  | (b) | Allocation of bonus to policyholders |  | - |  |  |  | 68,349 |
|  | (c) | Surplus shown in the Revenue Account | 52,315 | 39,495 | 48,233 | 91,810 | 63,735 | 219,037 |
|  | Total | Surplus | 57,755 | 44,023 | 53,042 | 101,778 | 72,070 | 308,740 |
| SHAREHOLDERS' A/C |  |  |  |  |  |  |  |  |
| 21 | Transfer from Policyholders' Account |  | 48,607 | 29,600 | 44,019 | 78,207 | 72,946 | 216,022 |
| 22 | Total income under Shareholders' Account |  |  |  |  |  |  |  |
|  | (a) | Investment Income | 20,330 | 17,482 | 32,836 | 37.812 | 72.696 | 101.138 |
|  | (b) | Other income | 29 | 24 | 130 | 53 | 184 | 224 |
| 23 | Expenses other than those related to insurance business ${ }^{5}$ |  | 2.448 | 2,325 | 2.455 | 4,773 | 4.911 | 10,243 |
| 24 | Transfer of funds to Policyholders A/c |  | 46,570 | 29,212 | 27,063 | 75,782 | 115,822 | 216,111 |
| 25 | Provisions for doubtful debts (including write off) |  |  |  |  |  | (791) | (791) |
| 26 | Provisions for diminution in volue of investments |  |  |  |  |  |  | 12.766 |
| 27 | Profit/ (loss) before tax |  | 19,948 | 15,569 | 47,467 | 35,517 | 25,884 | 79,055 |
| 28 | Provisions for tax (a+b) |  |  |  | 3,010 |  |  | 3.642 |
|  | (a) | Current tax (credit)/charge |  |  |  |  |  | 3,642 |
|  |  | Deferred tax (credit)/charge |  |  | 3.010 |  |  |  |
| 29 | Profit/ | (/loss) after tax and before extraordinary items | 19,948 | 15,569 | 44,457 | 35,517 | 25,884 | 75,413 |
| 30 | Extrao | ordinary Items (Net of tax expenses) |  |  |  |  |  |  |
| 31 | Profit/ | /(loss) after tax and extraordinary items | 19,948 | 15,569 | 44,457 | 35,517 | 25,884 | 75,413 |
|  |  |  |  |  |  |  |  |  |
| 32 | Dividend per share (\%) (Nominal Value ₹ 10 per share): |  |  |  |  |  |  |  |
|  | (a) | Interim Dividend |  |  |  |  |  |  |
|  |  | Final Dividend |  |  |  |  |  | 0.55 |
| 33 | Profit/ | (Loss) carried to Balance Sheet | 435,371 | 415.423 | 358,231 | 435,371 | 358,231 | 407,760 |
| 34 | Paid u | up equity share copital | 143,855 | 143.748 | 143.712 | 143.855 | 143,712 | 143.731 |
| 35 | Resery | ye \& Surplus (excluding Revaluation Reserve) | 788,270 | 764,341 | 705,780 | 788,270 | 705,780 | 756,011 |
| 36 | Fairvo | value Change Account and revaluation reserve | 30,828 | (2,792) | 26,012 | 30,828 | 26.012 | 16,564 |
| 37 | Total Assets: |  |  |  |  |  |  |  |
|  | (a) | Investments: |  |  |  |  |  |  |
|  |  | - Shareholders' | 958,653 | 899,995 | 856,829 | 958.653 | 856.829 | 985.347 |
|  |  | - Policyholders fund excluding Linked Assets | 8,417,212 | 7,989,128 | 7,104,902 | 8,417,212 | 7,104,902 | 7.738,800 |
|  |  | - Assets held to cover Linked Ligbilities | 14.764,969 | 13,885,102 | 15,504,933 | 14.764,969 | 15.504,933 | 15,086,630 |
|  | (b) | Other Assets (Net of current liabilities and provisions) | 223,250 | 133,610 | 192,172 | 223,250 | 192.172 | 108,249 |

## 1 Net of reinsurance

2 Net of amortisation and losses (including capital gains)
3 Inclusive of rewards and/or remuneration to agents, brokers or other intermediaries
4 Inclusive of interim bonus
5 Inclusive of remuneration of MD/CEOs/ WTDs over specified limits and interest on debentures


ICICI Prudential Life Insurance Company Limited
Standalone Balance Sheet at September 30, 2022
( ( in Lakhs)



CICI Prudential Life Insurance Company Limited
Segment ${ }^{2}$ Reporting (Standalone) for the quarter and half year ended September 30, 2022


Segment ${ }^{1}$ Reporting (Standalone) for the quarter and half year ended September 30, 2022

| $\begin{gathered} \mathrm{Sr} \\ \mathrm{No} . \end{gathered}$ | Particulars | Three months ended/at |  |  | Six manths ended/at |  | $\begin{array}{\|c\|} \hline \text { Year ended/at } \\ \hline \text { March 31. } \\ 2022 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { September } 30, \\ 2022 \\ \hline \end{gathered}$ | June 30, 2022 | $\begin{gathered} \hline \text { September } 30 \\ 2021 \end{gathered}$ | September 30 . 2022 | September 30, 2021 |  |
|  |  | (Audited) | (Aundited) | (Audited) | (Audited) | [Audited) | (Audited) |
| Segment M: Linked Group Pension |  |  |  |  |  |  |  |
|  | Net Premium | 7,439 | 7.190 | 17.572 | 14.630 | 23,911 | 52.061 |
|  | Income from investments ${ }^{2}$ | 10,642 | (7.200) | 12.135 | 3.443 | 20,322 | 24,648 |
|  | Transfer of Funds from sthareholders' account |  | - | - | - | - |  |
|  | Other income |  | - |  |  | 1 | 3 |
|  |  |  |  |  |  |  |  |
|  | Shareholders |  |  |  |  |  |  |
|  | Income from investments ${ }^{2}$ | 20.330 | 17,482 | 32,836 | 37,812 | 72,696 | 88,372 |
|  | Other income | 29 | 24 | 130 | 53 | 184 | 224 |
|  |  |  |  |  |  |  |  |
| 2 | Segment Surplus/(Deficit) (net of transfer from shareholders' $\mathrm{A} / \mathrm{c}$ : |  |  |  |  |  |  |
|  | Segment A: Par life | 1.250 | 8.092 | 2.809 | 9.342 | (11.701) | 13,005 |
|  | Segment B: Par pension | 2.458 | 1.802 | 1.404 | 4.261 | 2.489 | (24) |
|  | Segment C: Non Par Life | (39,309) | (24,519) | (30,268) | (63,827) | (115.820) | (189.401) |
|  | Segment D: Non Par Pension | (18) | (235.00) | 105 | 12531 | 111 | (163) |
|  | Segment E: Non Par Variable | 60 | 61 | 344 | 121 | 974 | 1.110 |
|  | Segment F: Non Par Variable Pension | (2) | (150) | 211 | (152) | 256 | 346 |
|  | Segment G: Annuity Non Par | (7.241) | $(4,308)$ | 11.134 | (11.549) | 7.995 | 21,537 |
|  | Segment H: Health | (42) | 54 | 368 | 13 | 300 | 441 |
|  | Segment t: Linked Life | 44,904 | 25,866 | 31.420 | 70.766 | 55.777 | 146.552 |
|  | Segment f:Linked Pension | 2,793 | 2,235 | 3.083 | 5.028 | 6.166 | 12.024 |
|  | Segment K: Linked Health | 237 | 730 | (2) | 968 | 244 | (5.095) |
|  | Segment L: Linked Group Life | 250 | 297 | 229 | 546 | 411 | 1.196 |
|  | Segment M: Linked Group Pension | 405 | 358 | 333 | 764 | 711 | 1.398 |
|  | Shareholders | 17,911 | 15.181 | 27,501 | 33,092 | 68,760 | 75.502 |
|  |  |  |  |  |  |  |  |
| 3 | Segment Assets: |  |  |  |  |  |  |
|  | Segment A: Par life | 2,944,749 | 2.778 .481 | 2,674,237 | 2.944,749 | 2,674,237 | 2,799,629 |
|  | Segment B: Par pension | 168.933 | 182.456 | 183,519 | 168,933 | 183,519 | 183,405 |
|  | Segment C: Non Par Life | 4,094,493 | 3,808,874 | 3,328.381 | 4,094,493 | 3,328,381 | 3,698,454 |
|  | Segment D: Nan Par Pension | 98,583 | 71.068 | 13,658 | 98,583 | 13.658 | 32.439 |
|  | Segment E: Non Par Variable | 10.204 | 11,686 | 13,621 | 10,204 | 13,621 | 12,345 |
|  | Segment F: Non Par Variable Pension | 3,899 | 22,279 | 21.676 | 3.899 | 21,676 | 21.933 |
|  | Segment G: Annuity Non Par | 1,121,950 | 1,045,464 | 836.403 | 1,121.950 | 836,403 | 981,617 |
|  | Segment H: Health | 5,263 | 4,913 | 3,804 | 5.263 | 3.804 | 4.658 |
|  | Segment liLinked Life | 13,076,359 | 12.266.768 | 13,729.334 | 13,076.359 | 13.729,334 | 13,349,333 |
|  | Segment j: Linked Pension | 706,215 | 678.871 | 824.032 | 706.215 | 824,032 | 751.168 |
|  | Segment K: Linked Health | 111,492 | 105,380 | 113.298 | 111.492 | 113.298 | 115,420 |
|  | Segment L: Linked Group Life | 561,969 | 537,824 | 545,560 | 561.969 | 545,560 | 556.742 |
|  | Scgment M: Linked Group Pension | 377.022 | 368,455 | 375.804 | 377.022 | 375.804 | 375.577 |
|  | Shareholders | 1,082,953 | 1,025.316 | 995.509 | 1,082.953 | 995.509 | 1.036.306 |
| 4 | Segment Policy Liabilities: |  |  |  |  |  |  |
|  | Segment A: Parlife | 2.944,749 | 2.778 .481 | 2674237 | 294479 | 2674237 |  |
|  | Segment B: Par pension | 168,933 | 182,456 | 183,519 | 2, 1684.933 | 2,674,237 | 2.799,629 |
|  | Segment C: Non Par Life | 4,094,493 | 3,808,874 | 3.328,381 | 4.094,493 | 3,328,381 | 3,698,454 |
|  | Segment D: Non Par Pension | 98,583 | 71.068 | 13,658 | 98,583 | 13,658 | 32,439 |
|  | Segment E: Nan Par Variable | 10,204 | 11,686 | 13,621 | 10,204 | 13,621 | 12,345 |
|  | Segment F: Non Por Variable Pension | 3.899 | 22.279 | 21,676 | 3,899 | 21,676 | 21,933 |
|  | Segment G: Annuity Non Par | 1,121,950 | 1.045,464 | 836.403 | 1.121.950 | 836.403 | 981,617 |
|  | Segment H: Health | 5,263 | 4.913 | 3,804 | 5,263 | 3,804 | 4,658 |
|  | Segment l: Linked Life | 13,076,359 | 12,266,766 | 13,729,334 | 13.076,359 | 13.729,334 | 13,349,333 |
|  | Segment J: Linked Pension | 706,215 | 678,871 | 824,032 | 706.215 | 824,032 | 751.168 |
|  | Segment K: Linked Health | 111,492 | 105,380 | 113,298 | 111.492 | 113.298 | 115,420 |
|  | Segment L: Linked Group Life | 561.969 | 537,824 | 545;560 | 561.969 | 545.560 | 556.742 |
|  | Segment M: Linked Group Pension | 377.022 | 368,455 | 375,804 | 377,022 | 375,804 | 375,577 |
|  |  |  |  |  |  |  |  |

Footnotes:
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 and Pension.
(d) Business within India and business outside India

2 Net of provisions for diminution in value of investments


| $\begin{array}{\|c\|} \hline \text { Sr } \\ \text { No. } \end{array}$ | Particulars | Three months ended/at |  |  | Six months ended/at |  | Year ended/at March 31, 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { September 30, } \\ 2022 \end{gathered}$ | June 30, 2022 | September 30, 2021 | $\begin{gathered} \text { September } 30, \\ 2022 \end{gathered}$ | $\begin{gathered} \text { September } 30 \text {, } \\ 2021 \end{gathered}$ |  |
|  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
|  | Analytical Ratios: ${ }^{1}$ |  |  |  |  |  |  |
| (i) | Solvency Ratio: | 200.7\% | 203.6\% | 199.9\% | 200.7\% | 199.9\% | 204.5\% |
| (ii) | Expenses of management ratio | 14.8\% | 16.9\% | 12.5\% | 15.7\% | 13.6\% | 14.3\% |
| (iii) | Policyholder's liabilities to shareholders' fund | 2417.7\% | 2417.1\% | 2588.6\% | 2417.7\% | 2588.6\% | 2497.3\% |
| (iv) | Earnings per share ( $)^{\text {) }}$ |  |  |  |  |  |  |
|  | (a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three months) | 1.39 | 1.08 | 3.09 | 2.47 | 1.80 | 5.25 |
|  | (b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three months) | 1.38 | 1.08 | 3.08 | 2.46 | 1.79 | 5.23 |
| (v) | NPA ratios: (for policyholders' fund) |  |  |  |  |  |  |
|  | (a) Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
|  | (b) \% of Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
| (vi) | Yield on Investments (On Policyholders' fund) |  |  |  |  |  |  |
|  | A. Without unrealised gains |  |  |  |  |  |  |
|  | - Non Linked Par | 7.8\% | 5.4\% | 7.4\% | 6.6\% | 9.7\% | 8.3\% |
|  | - Non Linked Non Par | 8.0\% | 7.4\% | 8.7\% | 7.7\% | 8.5\% | 7.9\% |
|  | - Linked Non Par | 7.7\% | 5.8\% | 14.3\% | 6.8\% | 13.4\% | 13.3\% |
|  | B. With unrealised gains |  |  |  |  |  |  |
|  | - Non Linked Par | 20.1\% | (13.5\%) | 15.9\% | 2.0\% | 11.3\% | 5.3\% |
|  | - Non Linked Non Par | 18.9\% | (14.0\%) | 14.4\% | 1.5\% | 7.2\% | 3.2\% |
|  | - Linked Non Par | 34.4\% | (25.2\%) | 36.1\% | 0.3\% | 29.2\% | 12.8\% |
| (vii) | NPA ratios: (for shareholders' fund) |  |  |  |  |  |  |
|  | (a) Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
|  | (b) \% of Gross \& Net NPAs | NIL | NIL | NIL | NHL | NIL. | NIL |
| (viii) | Yield on Investments (on Shareholders' A/c) |  |  |  |  |  |  |
|  | A. Without unrealised gains | 8.6\% | 7.5\% | 15.3\% | 8.1\% | 17.1\% | 10.2\% |
|  | B. With unrealised gains | 27.0\% | (10.4\%) | 8.1\% | 6.7\% | 6.1\% | 2.2\% |
| (ix) | Persistency Ratio (Regular Premium / Limited Premium Payment under Individual category) ${ }^{2}$ |  |  |  |  |  |  |
|  | Premium Basis |  |  |  |  |  |  |
|  | 13th month | 84.0\% | 82.7\% | 81.2\% | 85.9\% | 85.0\% | 84.6\% |
|  | 25th month | 74.5\% | 73.9\% | 74.6\% | 77.2\% | 75.0\% | 77.3\% |
|  | 37th month | 70.5\% | 70.1\% | 64.6\% | 68.7\% | 66.3\% | 66.9\% |
|  | 49th month | 63.3\% | 62.0\% | 60.6\% | 65.4\% | 62.9\% | 63.4\% |
|  | 61 st month | 65.4\% | 61.5\% | 50.2\% | 61.2\% | 51.8\% | 54.7\% |
|  | Number of Policy Basis |  |  |  |  |  | 54.78 |
|  | 13th month | 76.9\% | 76.3\% | 71.5\% | 76.8\% | 75.2\% | 75.1\% |
|  | 25th month | 65.4\% | 66.7\% | 66.7\% | 68.6\% | 65.0\% | 68.3\% |
|  | 37th month | 62.1\% | 61.1\% | 55.7\% | 59.9\% | 57.5\% | 58.2\% |
|  | 49th month | 54.6\% | 55.4\% | 51.4\% | 55.4\% | 54.4\% | 54.7\% |
|  |  | 46.8\% | 45.5\% | 42.3\% | 41.9\% | 44.2\% | 41.3\% |
| (x) | Conservation Ratio |  |  |  |  |  |  |
|  | Par Life | 86.2\% | 85.6\% | 84.2\% | 85.9\% | 86.6\% | 85,8\% |
| Par Pension |  | 0.5\% | 268.6\% | 121.6\% | 2.8\% | 121.4\% | 138.8\% |
| Non Par Life |  | 92.9\% | 91.1\% | 89.4\% | 92.2\% | 91.9\% | 91.1\% |
| Non Par Pension |  | NA | NA | NA | NA | NA | NA |
| Non Par Variable |  | NA | NA | NA | NA | NA | NA |
| Non Par Variable Pension |  | NA | NA | NA | NA | NA | NA |
| Annuity Non Par |  | NA | NA | NA | NA | NA | NA |
| Health |  | 84.9\% | 81.6\% | 77.9\% | 83.3\% | 80.8\% | 80.0\% |
| Linked Life |  | 79.5\% | 72.8\% | 75.8\% | 76.6\% | 79.5\% | 75.4\% |
| Linked Pension |  | 76.1\% | 67.7\% | 77.3\% | 72.1\% | 79.8\% | 77.3\% |
| Linked Health |  | 92.4\% | 89.3\% | 87.0\% | 90.9\% | 89.9\% | 91.4\% |
| Linked Group Life |  | 58.7\% | 47.0\% | 109.6\% | 55.0\% | 125.7\% | 39.6\% |
| Linked Group Pension |  | 107.0\% | 88.2\% | 57.5\% | 96.19 | 73.8\% | 78.4\% |

Notes:
1 Analytical ratios have been calculated as per the definition given in IRDAI Analytical ratios disclosure.
2 Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/GEN/21/02/2010 dated February 11, 2010.
a) Persistency ratios for the quarter ended September 30,2022 have been calculated on September 30, 2022 for the policies issued in June to August period of the relevant years. For example, the 13th month persistency for quarter ended September 30, 2022 is calculated for policies issued from June 1,2021 to August 31,2021 b) Persistency ratios for the quarter ended June 30,2022 have been calculated on July 31, 2022 for the policies issued in April to June period of the relevant years. For example, the 13th month persistency for quarter ended July 31, 2022 is calculated for policies issued from April 1, 2021 to June $30,2021$.
c) Persistency ratios for the quarter ended September 30, 2021 have been calculated on October 31, 2021 for the policies issued in July to December period of the relevant years. For example, the 13th month persistency for quarter ended September 30, 2021 is calculated for policies issued from July 1,2020 to December $31,2020$. d) Persistency ratios for the year ended September 30, 2022 have been calculated on September 30, 2022 for the policies issued in September to August period of the relevant years. For example, the 13th month persistency for year ended September 30, 2022 is calculated for policies issued from September 1, 2020 to August 31, 2021 e) Persistency ratios for year ended September 30, 2021 have been calculated on October 31, 2021 for the policies issued foctober to September period of the
 2020. g) Group policies and policies under micro insurance products are excluded.

| Particulars | Half year ended September, 302022 |  | Year ended March, 312022 |  | Half year ended September, 302021 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |  |  |  |  |
| Premium and other receipts (net of Goods and Service tax) |  | 1,874,613 |  | 4,170,098 |  | 1.837.484 |
| Interest received on tax refund |  | - |  | - |  | - |
| Payments to the re-insurers, net of commissions and claims/ Benefits | (918) |  | 73,425 |  | 8,016 |  |
| Payments to co-insurers, net of claims / benefit recovery | - |  | - |  | - |  |
| Payments of claims/benefits | (1.421,912) |  | $(3,067,316)$ |  | (1,353,324) |  |
| Payments of commission and brokerage ${ }^{\text {a }}$ | $(79,341)$ |  | $(165,055)$ |  | $(76,706)$ |  |
| Payments of other operating expenses ${ }^{2}$ | $(370,236)$ |  | $(678,255)$ |  | $(320,996)$ |  |
| Preliminary and pre-operative expenses | - |  | - |  | - |  |
| Deposits and advances | $(10,257)$ |  | (181) |  | (212) |  |
| Income taxes paid (Net) | $(10,008)$ |  | (22,968) |  | $(5,701)$ |  |
| Goods and Service tax paid | (52,904) |  | $(126,676)$ |  | (57,708) |  |
| Other payments | - | (1,945,576) | - | (3,987,026) | - | (1,806,631) |
| Cash flows before extraordinary items |  | $(70,963)$ |  | 183,072 |  | 30,853 |
| Cash flow from extroordinary operations |  | - |  | - |  | - |
| Net cash flow from/ (for) operating activities (A) |  | $(70,963)$ |  | 183,072 |  | 30,853 |
|  |  |  |  |  |  |  |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |  |  |  |
| Purchase of fixed assets | (7.473) |  | $(18,870)$ |  | (3,159) |  |
| Sale of fixed assets | 75 | (7,398) | 9.364 | (9,506) | 233 | (2,926) |
| Purchase of investments |  | $(5,599,427)$ |  | (11,149.051) |  | $(5,546,744)$ |
| Investment in Subsidiary |  | - |  | $(2,100)$ |  | (2,100) |
| Loans disbursed |  | - |  | - |  | - |
| Loans against policies |  | (15,440) |  | (27,730) |  | $(12,290)$ |
| Sale of investments |  | 5,582,772 |  | 10,302,405 |  | 4,972,587 |
| Repayments received |  | - |  | - |  | - |
| Advance/deposit for investment property |  | - |  | - |  | - |
| Interest \& rent received (net of tax deducted at source) |  | 366,314 |  | 721,668 |  | 329,593 |
| Dividend received |  | 86.269 |  | 97,467 |  | 59,475 |
| Investments in money market instruments and in liquid mutual funds (Net) |  | (335,510) |  | (11.791) |  | 139,351 |
| Expense related to investment |  | (1,507) |  | (2,898) |  | (1,414) |
| Net cashflow from/ (for) investing activities (B) |  | 76,073 |  | $(81,536)$ |  | $(64,468)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Proceeds from issuance of share capital ${ }^{3}$ |  | 4,772 |  | 5,030 |  | 4,314 |
| Proceeds from borrowing |  | - |  | - |  | $\cdots$ |
| Repayments of borrowing |  | - |  | - |  |  |
| Interest paid |  | - |  | (8,220) |  | - |
| Final Dividend |  | (7,906) |  | (28,726) |  | (28,728) |
| Interim Dividend paid |  | - |  | - |  | - |
| Dividend Distribution tax paid |  | - |  | - |  | - |
| Net cashflow from / (for) financing activities (C) |  | (3,134) |  | $(31,916)$ |  | $(24,414)$ |
|  |  |  |  |  |  |  |
| Effect of foreign exchange rates on cash and cash equivalents (net) (D) |  | 1 |  | - |  | 1 |
| Net increase/(decrease) in cash and cash equivalents ( $\mathrm{A}+\mathrm{B}+\mathrm{C}+\mathrm{D}$ ) |  | 1,977 |  | 69,620 |  | $(58,028)$ |
| Cash and cash equivalents at beginning of the year |  | 1.014,499 |  | 944,879 |  | 944,879 |
| Cash and cash equivalents at end of the year |  | 1,016,476 |  | 1,014,499 |  | 886,851 |

## Note:

Cash and cash equivalents at the end of the period

- Cash (Including cheques in hand and stamps in hand)

Bank Balances and Money at call and short notice ${ }^{4}$
[Including bank balance for linked business of ₹ 356 lakhs at September 30, 2022
(₹ 245 lakhs at March 31, 2022, ₹ 164 lakhs at September 30, 2021)

- Other short term liquid investment
[Forming part of Investments and Other Assets in Balance Sheet]

| 6,335 | 12,195 | 6,393 |
| :---: | :---: | :---: |
| 48,010 | 55,045 | 85.278 |
| 965,037 | 950,604 | 797,800 |
| (2,906) | (3.345) | $(2,620)$ |
| 1,016,476 | 1,014,499 | 886,851 |
| 1,016,476 | 1,014,499 | 886,851 |
| 2,906 | 3,345 | 2,620 |
| (356) | (245) | (164) |
| (965,037) | (950.604) | (797,800) |
| 53,989 | 66,995 | 91,507 |


| 6,335 | 12,195 | 6,393 |
| :---: | :---: | :---: |
| 48,010 | 55,045 | 85.278 |
| 965,037 | 950,604 | 797,800 |
| (2,906) | (3.345) | $(2,620)$ |
| 1,016,476 | 1,014,499 | 886,851 |
| 1,016,476 | 1,014,499 | 886,851 |
| 2,906 | 3,345 | 2,620 |
| (356) | (245) | (164) |
| (965,037) | (950.604) | (797,800) |
| 53,989 | 66,995 | 91,507 |


| 6,335 | 12,195 | 6,393 |
| :---: | :---: | :---: |
| 48,010 | 55,045 | 85.278 |
| 965,037 | 950,604 | 797,800 |
| (2,906) | (3.345) | $(2,620)$ |
| 1,016,476 | 1,014,499 | 886,851 |
| 1,016,476 | 1,014,499 | 886,851 |
| 2,906 | 3,345 | 2,620 |
| (356) | (245) | (164) |
| (965,037) | (950.604) | (797,800) |
| 53,989 | 66,995 | 91,507 |


| 6,335 | 12,195 | 6,393 |
| :---: | :---: | :---: |
| 48,010 | 55,045 | 85.278 |
| 965,037 | 950,604 | 797,800 |
| (2,906) | (3.345) | $(2,620)$ |
| 1,016,476 | 1,014,499 | 886,851 |
| 1,016,476 | 1,014,499 | 886,851 |
| 2,906 | 3,345 | 2,620 |
| (356) | (245) | (164) |
| (965,037) | (950.604) | (797,800) |
| 53,989 | 66,995 | 91,507 |

Reconciliation of Cash and cash equivalents with Cash and Bank Balance
Cosh and cash equivalents

Less: Linked business bank balance
Less: Other short term liquid investment
Cash and Cash Balance
[Part of Cash (including cheques, drafts and stamps). however not a part of cash and cash equivalents]
Cash and cash equivalents at end of the period
${ }^{1}$ Including rewards and/or remuneration to agents, brokers or other intermediaries
${ }^{2}$ Includes CSR expenses paid during the period amounting to ₹ 166 lakhs 倦 619 lakhs for year ended March 31, 2022 , ₹ 203 lakhs for year half year ended September 30 , 2021)
${ }^{3}$ Includes movement in share application money and share issue expenses if any
${ }^{4}$ Includes balance in dividend account which is unclaimed amounting to ₹ 76 lakhs (₹ 75 lakhs at March 31,2022 ,₹ 72 lakhs oftseptember 30 2021)




ICICI Prudential Life Insurance Company Limited
Statement of Standalone quarterly disclosure as per Regulation 52 (4) of SEBI (Listing Obligation and Disclosure requirements) Regulations 2015, as amended

| $\begin{aligned} & \mathrm{Sr} \\ & \mathrm{No.} \end{aligned}$ | Particulars | Three months ended/at |  |  | Six months ended/at |  | Year ended/at <br> March 31, 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { September } 30, \\ 2022 \\ \hline \end{gathered}$ | Jume 30, 2022 | $\begin{gathered} \hline \text { September } 30, \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 2022 \end{gathered}$ | $\begin{gathered} \hline \text { September } 30, \\ 2021 \end{gathered}$ |  |
|  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| 1 | Debt-Equity Ratio (No of times) (Note 1) | 0.12 | 0.13 | 0.14 | 0.12 | 0.14 | 0.13 |
| 2 | Debt Service Coverage Ratio (DSCR) (No of times) (not annualized for three/six months) (Note 2) | 11.60 | 9.45 | 24.68 | 10.53 | 8.04 | 11.43 |
| 3 | Interest Service Coverage Ratio (ISCR (No of times) (not annualized for three/six months) (Note 3) | 11.60 | 9.45 | 24.68 | 10.53 | 8.04 | 11.43 |
| 4 | Total Borrowings | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120.000 |
| 5 | Outstanding redeemable preference share (quantity \& value) | NA | NA | NA | NA | NA | $\cdots$ |
| 6 | Capital Redemption Reserve/Debenture redemption reserve (Note 4) | NA | NA | NA | NA | NA | NA |
| 7 | Net worth (Note 5) | 962.952 | 905,317 | 875,509 | 962,952 | 875,509 | 916,306 |
| 8 | Net Profit After Tax | 19,948 | 15,569 | 44,457 | 35.517 | 25,884 | 75,413 |
| 9 | Earnings Per Share |  |  |  |  |  |  |
|  | (a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six monthsl | 1.39 | 1.08 | 3.09 | 2.47 | 1.80 | 5.25 |
|  | (b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) | 1.38 | 1.08 | 3.08 | 2.46 | 1.79 | 5.23 |
| 10 | Currentratio (Note 6) | 1.14 | 0.96 | 1.13 | 1.14 | 1.13 | 0.93 |
| 11 | Long term debt to working capital (Note 7) | NA | NA | NA | NA | NA | NA |
| 12 | Bad debts to Account receivable ratio (Note 7) | NA | NA | NA | NA | NA | NA |
| 13 | Current liability ratio (Note 8) | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| 14 | Total debts to total assets (Note 9)* | 0.00 | 0.01 | 0.01 | 0.00 | 0.01 | 0.01 |
| 16 | Debtors turnover (Note 7) Inventory turnover (Note 7) | NA | NA | NA | NA | NA | NA |
| 17 | Operating margin \% (Note 7) | NA | NA | NA | NA | NA | NA |
| 18 | Net profit margin \% (Note 7) | NA | NA | NA | NA | NA | NA |

## Notes:

1 Debt-Equity Ratio is calculated as total borrowings divided by Equity. Equity is calculated as shareholder's funds excluding redeemable preference shares, if any.
2 DSCR is calculated as Profit before interest, depreciation and tax divided by interest expenses together with principal payments of fong term debt during the period.
3 ISCR is calculated as Profit before interest. depreciation and tax divided by interest expenses of long term debt during the period.
4 Debenture redemption reserve is not required to be created as per Companies (Share Capital \& Debenture) Amendment Rules, 2019 dated August 16,2019
5 Net worth represents shareholder's funds excluding redeemable preference shares, if any.
6 Current ratio is computed as current assets divided by current liability.
7 Not applicable to insurance companies.
8 Current liability ratio is computed as current liability divided by total liability. Total liability inciudes borrowings, policyholders' liabilities, fund for future appropriation and current liability.
9 Total debt to total assets is computed as borrowings divided by total assets.
10 Sector specific equivalent ratios are disclosed in Analytical ratios forming part of Standalone audited financial SEBI results. *represents 0.0049 for the quarter and half year ended September 30, 2022


| $\begin{gathered} \mathrm{Sr} \\ \mathrm{No} . \end{gathered}$ | Particulars | Three months ended/at |  |  | Six months ended/at |  | Year ended/at |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { September } 30, \\ 2022 \end{gathered}$ | June 30, 2022 | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ | September 30, 2022 | September 30, 2021 | March 31, 2022 |
|  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| POLICYHOLDERS' A/C |  |  |  |  |  |  |  |
| 1 | Gross premium income |  |  |  |  |  |  |
|  | (a) First Year Premium | 144,439 | 103,851 | 155,724 | 248,290 | 243,750 | 596,551 |
|  | (b) Renewal Premium | 564,262 | 389,406 | 557,035 | 953,668 | 970,781 | 2.195,575 |
|  | (c) Single Premium | 280,857 | 233,215 | 240,561 | 514.071 | 425,788 | 953,674 |
| 2 | Net bremium income ${ }^{1}$ | 958.172 | 688,420 | 928,653 | 1,646,592 | 1,588,838 | 3,632,127 |
| 3 | Income from investments: (Net) ${ }^{2}$ | 1,281,889 | (867,084) | 1,354,583 | 414,805 | 2,275,610 | 2,496,954 |
| 4 | Other income | 3,804 | 3,333 | 2.640 | 7.137 | 5,074 | 11.259 |
| 5 | Transfer of funds from Shareholders' $\mathrm{A} / \mathrm{c}$ | 46.570 | 29,212 | 27,063 | 75,782 | 115.822 | 216,111 |
| 6 | Total (2 to 5) | 2,290,435 | $(146,119)$ | 2,312,939 | 2,144,316 | 3,985,344 | 6,356,451 |
| 7 | Commission on |  |  |  |  |  |  |
|  | (c) First Year Premium | 23.571 | 18.006 | 26,486 | 41,576 | 42,310 | 103,464 |
|  | (b) Renewal Premium | 10,748 | 7.142 | 10.106 | 17.890 | 17.557 | 41,191 |
|  | (c) Single Premium | 3,852 | 3,683 | 3.579 | 7,535 | 6,019 | 14,481 |
| 8 | Net Commission ${ }^{3}$ | 41,308 | 30,591 | 42.507 | 71.899 | 69.563 | 167,291 |
| 9 | Operating Expenses related to insurance business ( $a+b+c$ ): |  |  |  |  |  |  |
|  | (a) Employees remuneration and welfare expenses | 35,022 | 34,339 | 28,967 | 69,361 | 58,096 | 119,702 |
|  | (b) Advertisement and publicity | 42,502 | 24,539 | 22.739 | 67,041 | 48,236 | 122.664 |
|  | (c) Other operating expenses | 27.829 | 32,959 | 25,150 | 60.788 | 47,317 | 124.929 |
| 10 | Expenses of Management ( $8+9$ ) | 146,661 | 122,428 | 119,363 | 269,089 | 223,212 | 534,586 |
| 11 | Provisions for doubtful debts (ineluding bad debts written aff) | 270 | 165 | 113 | 435 | 210 | 478 |
| 12 | Provisions for diminution in value of investments | 30 |  |  | 30 |  | 2,332 |
| 13 | Goods and Service tax charac on linked charges | 16,118 | 16,121 | 17.497 | 32,239 | 33,383 | 69,143 |
| 14. | Provision for taxes ( $a+b$ ) | 4,255 | 4,410 | 2,604 | 8,666 | 2,604 | 16,6,15 |
|  | (a) Current tax | 4,255 | 4,410 | 2,604 | 8,666 | 2.604 | 16,615 |
|  | (b) Deferred tax |  |  |  |  |  |  |
| 15 | Benefits Paid ${ }^{4}$ ( Net$)^{1}$ | 802.189 | 551,249 | 802,286 | 1,353,437 | 1,369,045 | 2,935,884 |
| 16 | Change in actuarial liability | 1,268,597 | (879,987) | 1,322,843 | 388,610 | 2,293,155 | 2,578,376 |
| 17 | Total ( $10+11+12+13+14+15+16)$ | 2,238,120 | (185,614) | 2,264,706 | 2,052,506 | 3,921,609 | 6,137,414 |
| 19 | Surplus/(Deficit) (6-17) | 52,315 | 39,495 | 48,233 | 91,810 | 63,735 | 219,037 |
|  | Appropriations |  |  |  |  |  |  |
|  | (a) Transferred to Shareholders. | 48,607 | 29,600 | 44,019 | 78,207 | 72,946 | 216.022 |
|  | (b) Funds for Future Appropriations | 3,708 | 9,895 | 4,214 | 13,603 | (9,211) | 3,015 |
| 20 | Details of Surplus/(Deficit). |  |  |  |  |  |  |
|  | (a) Interim bonus paid | 5,440 | 4,528 | 4.809 | 9,968 | 8,335 | 21,354 |
|  | (b) Allocation of bonus to policyholders |  |  |  |  |  | 68.349 |
|  | (c) Surplus shown in the Revenue Account | 52,315 | 39,495 | 48.233 | 91.810 | 63,735 | 219,037 |
|  | Total Surplus | 57.755 | 44,023 | 53,042 | 101,778 | 72,070 | 308,740 |
| SHAREHOLDERS'A/C |  |  |  |  |  |  |  |
| 21 | Transfer from Policyholders' Account | 48,607 | 29,600 | 44,019 | 78.207 | 72,946 | 216,022 |
| 22 | Total income under Shareholders' Account |  |  |  |  |  |  |
|  | (a) Investment Income | 20.427 | 17.577 | 32,892 | 38,004 | 72,807 | 101.433 |
|  | (b) Other income | 323 | 300 | 354 | 624 | 607 | 1,178 |
| 23 | Exnenses other than those related to insurance. business ${ }^{5}$ | 2,765 | 2.583 | 2.632 | 5,349 | 5,295 | 11,070 |
| 24 | Transfer of funds to Policyholders A/C | 46,570 | 29,212 | 27.063 | 75,782 | 115,822 | 216.111 |
| 25 | Provisions for doubtful debts (including write off) |  |  |  |  | (791) | (791) |
| 26 | Provisions for diminution in value of investments |  |  |  |  |  | 12,766 |
| 27 | Profit/ (loss) before tax | 20,022 | 15,682 | 47,570 | 35,704 | 26,034 | 79,477 |
| 28 | Provisions for tax (a+b) | 10 | 26 | 3.008 | 36 | -1 | 3.557 |
|  | (a) Current tax (credit)/charge |  |  | (2) |  |  | 3,642 |
|  | (b) Deferred tax (credit//charge | 10 | 26 | 3,010 | 36 | 1 | (85) |
| 29 | Profit/(loss) after tax and before extraordinary items | 20,012 | 15,656 | 44,562 | 35,668 | 26,033 | 75,920 |
| 30 | Extruordinary Items (Net of tox expenses) |  |  |  |  |  |  |
| 31 | Profit/(loss) after tax and extraordinary items | 20,012 | 15,656 | 44,562 | 35,668 | 26,033 | 75,920 |
|  |  |  |  |  |  |  |  |
| 32 | Dividend per share (\%) (Naminal Value ₹ 10 per share): |  |  |  |  |  |  |
|  | (a) Interim Dividend |  |  |  |  |  |  |
|  | (b) Final Dividend |  |  |  |  |  | 0.55 |
| 33 | Profit/(Loss) carried to Balance Sheet | 435,013 | 415,002 | 357,364 | 435,013. | 357,364 | 407,252 |
| 34 Paid up equity share capital |  | 143,855 | 143,748 | 143.712 | 143,855 | 143.712 | 143,731 |
| 35 Reserve \& Surplus (excluding Revaluation Reserve) |  | 787,912 | 763,919 | 704,513 | 787,912 | 704.913 | 755,503 |
| 36 | Fair value Change Account and revaluation reserve | 30,829 | (2.791) | 26,012 | 30,829 | 26,012 | 16,564 |
| 37 | Total Assets: |  |  |  |  |  |  |
|  | (a) Investments: |  |  |  |  |  |  |
|  | - Shareholders' | 957,922 | 899,201 | 855,739 | 957,922 | 855,739 | 984,688 |
|  | - Policyholders Fund excluding Linked Assets | 8,417,212 | 7,989,128 | 7,104,902 | 8,417,212 | 7,104,902 | 7,738,800 |
|  | - Assets held to cover Linked Licbilities | 14,764,969 | 13,885,102 | 15,504,933 | 14,764,969 | 15,504,933 | 15,086,630 |
|  | (b) Other Assets (Net of current liabilities and provisions) | 223,624 | 133,983 | 192.395 | 223,624 | 192,395 | 108.400 |

1 Net of reinsurance
2 Net of amortisation and losses (including capital gains)
3 Inclusive of rewards and/or remuneration to agents, brokers or other intermediaries
4 Inclusive of interim bonus
5 Inclusive of remuneration of MD/CEOs/WTDs over specified limits and interest on debentures


ICICI Prudential Life Insurance Company Limited



ICICI Prudential Life Insurance Company Limited
Segment ${ }^{\mathbf{1}}$ Reporting (Consolidated) for the quarter and half year ended September 30, 2022



ICICI Prudential Life insurance Company Limited
Segment ${ }^{\text {a }}$ Reporting (Cansolidated) for the quarter and half year ended September 30, 2022


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
(a) Variable insurance shall be further segregated into Life and Pension.
business within india and business outside. India


| $\begin{gathered} \mathrm{Sr} \\ \mathrm{No} . \end{gathered}$ | Particulars | Three months ended/at |  |  | Six months ended/at |  | Year ended/at <br> March 31, 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | September 30, 2022 | June 30, 2022 | $\text { September } 30$ $2021$ | September 30, $2022$ | September 30 , 2021 |  |
|  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
|  | Analytical Ratios: ${ }^{1}$ |  |  |  |  |  |  |
| (i) | Solvency Ratio: | 200.7\% | 203.6\% | 199.9\% | 200.7\% | 199.9\% | 204.5\% |
| (ii) | Expenses of management ratio | 14.8\% | 16.9\% | 12.5\% | 15.7\% | 13.6\% | 14.3\% |
| (iii) | Policyholder's liabilities to shareholders' fund | 2418.6\% | 2418.2\% | 2591.2\% | 2418.6\% | 2591.2\% | 2498.7\% |
| (iv) | Earnings per share (3): |  |  |  |  |  |  |
|  | (a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) | 1.39 | 1.09 | 3.10 | 2.48 | 1.81 | 5.28 |
|  | (b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) | 1.39 | 1.09 | 3.09 | 2.47 | 1.80 | 5.26 |
| (v) | NPA ratios: (for policyholders' fund) |  |  |  |  |  |  |
|  | (a) Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
|  | (b) \% of Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
| (vi) | Yield on Investments (On Policyholders' fund) |  |  |  |  |  |  |
|  | A. Without unrealised gains |  |  |  |  |  |  |
|  | - Non Linked Par | 7.8\% | 5.4\% | 7.4\% | 6.6\% | 9.7\% | 8.3\% |
|  | - Non Linked Non Par | 8.0\% | 7.4\% | 8.7\% | 7.7\% | 8.5\% | 7.9\% |
|  | - Linked Non Par | 7.7\% | 5.8\% | 14.3\% | 6.8\% | 13.4\% | 13.3\% |
|  | B. With unrealised gains |  |  |  |  |  |  |
|  | - Non Linked Par | 20.1\% | (13.5\%) | 15.9\% | 2.0\% | 11.3\% | 5.3\% |
|  | - Non Linked Non Par | 18.9\% | (14.0\%) | 14.4\% | 1.5\% | 7.2\% | 3.2\% |
|  | - Linked Non Par | 34.4\% | (25.2\%) | 36.1\% | 0.3\% | 29.2\% | 12.8\% |
| (vii) | NPA ratias: (for shareholders' fund) |  |  |  |  |  |  |
|  | (a) Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
|  | (b) \% of Gross \& Net NPAs | NIL | NiL | NIL | NIL | NIL | NIL |
| (viii) | Yield on Investments (on Shareholders' A/c) |  |  |  |  |  |  |
|  | A. Without unrealised gains | 8.6\% | 7.5\% | 15.3\% | 8.1\% | 17.1\% | 10.2\% |
|  | B. With unrealised gains | 27.0\% | (10.4\%) | 8.1\% | 6.7\% | 6.1\% | 2.2\% |
| (ix) | Persistency Ratio (Regular Premium / Limited Premium Payment under Individual category) ${ }^{2}$ |  |  |  |  |  |  |
| Premium Basis |  |  |  |  |  |  |  |
|  | 13th month | 84.0\% | 82.7\% | 81.2\% | 85.9\% | 85.0\% | 84.6\% |
|  | 25th month | 74.5\% | 73.9\% | 74.6\% | 77.2\% | 75.0\% | 77.3\% |
|  | 37th month | 70.5\% | 70.1\% | 64.6\% | 68.7\% | 66.3\% | 66.9\% |
|  | 49th month | 63,3\% | 62.0\% | 60.6\% | 65.4\% | 62.9\% | 63.4\% |
|  | 61st month | 65.4\% | 61.5\% | 50.2\% | 61.2\% | 51.8\% | 54.7\% |
| Number of Policy Basis |  |  |  |  |  |  |  |
|  | 13th month | 76.9\% | 76.3\% | 71.5\% | 76.8\% | 75.2\% | 75.1\% |
|  | 25th month | 65.4\% | 66.7\% | 66.7\% | 68.6\% | 65.0\% | 68.3\% |
|  | 37th month | 62.1\% | 61.1\% | 55.7\% | 59.9\% | 57.5\% | 58.2\% |
|  | 49th month | 54.6\% | 55.4\% | 51.4\% | 55.4\% | 54.4\% | 54.7\% |
|  | 61st month | 46.8\% | 45.5\% | 42.3\% | 41.9\% | 44.2\% | 41.3\% |
| (x) | Conservation Ratio |  |  |  |  |  |  |
|  | Par Life | 86.2\% | 85.6\% | 84.2\% | 85.9\% | 86.6\% | 85.8\% |
| Par Pension |  | 0.5\% | 268.6\% | 121.6\% | 2.8\% | 121.4\% | 138.8\% |
| Non Par Life |  | 92.9\% | 91.1\% | 89.4\% | 92.2\% | 91.9\% | 91.1\% |
| Non Par Pension |  | NA | NA | NA | NA | NA | NA |
| Non Par Variable |  | NA | NA | NA | NA | NA. | NA |
| Non Par Variable Pension |  | NA | NA | NA | NA | NA | NA |
| Annuity Non Par |  | NA | NA | NA | NA | NA | NA |
| Health |  | 84.9\% | 81.6\% | 77.9\% | 83.3\% | 80.8\% | 80.0\% |
| Linked Life |  | 79.5\% | 72.8\% | 75.8\% | 76.6\% | 79.5\% | 75.4\% |
| Linked Pension |  | 76.1\% | 67.7\% | 77.3\% | 72.1\% | 79.8\% | 77.3\% |
| Linked Health |  | 92.4\% | 89.3\% | 87.0\% | 90.9\% | 89.9\% | 91.4\% |
| Linked Group Life |  | 58.7\% | 47.0\% | 109.6\% | 55.0\% | 125.7\% | 39.6\% |
| Linked Group Pension |  | 107.0\% | 88.2\% | 57.5\% | 96.1\% | 73.8\% | 78.4\% |

Notes:
1 Analytical ratios have been calculated as per the definition given in IRDAI Analytical ratios disclosure.
2 Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/GEN/21/02/2010 dated February 11. 2010.
a) Persistency ratios for the quarter ended September 30, 2022 have been calculated on September 30, 2022 for the policies issued in June to August period of the relevant years. For example, the 13th month persistency for quarter ended September 30, 2022 is calculated for policies issued from June 1,2021 to August $31,2021$. b) Persistency ratios for the quarter ended June 30,2022 have been calculated on July 31, 2022 for the policies issued in April to June period of the relevant years. For example, the 13th month persistency for quarter ended July 31, 2022 is caiculated for policies issued from April 1, 2021 to June $30,2021$.
c) Persistency ratios for the quarter ended September 30, 2021 have been calculated on October 31, 2021 for the policies issued in July to December period of the relevant years. For example, the 13th month persistency for quarter ended September 30, 2021 is calculated for policies issued from July 1,2020 to December $31,2020$. d) Persistency ratios for the year ended September 30, 2022 have been calculated on September 30, 2022 for the policies issued in September to August period of the relevant years. For example, the 13th month persistency for year ended September 30, 2022 is calculated for policies issued from September 1,2020 to August 31,2021 e) Persistency ratios for year ended September 30, 2021 have been calculated on October 31, 2021 for the policies issued in Octoper to September period of the relevant years. For example, the 13th month persistency for year ended September 30,2021 is calculated for policies issued from 0 ctobef. 14,2049 to September 30 , 2020.



## Note:

Cash and cash equivalents at the end of the period/year

- Cash (Including cheques in hand and stamps in hand)

| 6,335 | 12,294 | 6,393 |
| ---: | ---: | ---: |
| 48,130 | 55,045 | 85,391 |
|  |  |  |
|  |  |  |
| 965,037 | 950,604 | 797,800 |
|  |  |  |
| $(2,906)$ |  |  |
| $1,016,596$ |  |  |

- Bank Balances and Money at call and short notice ${ }^{A}$
₹₹ 245 lakhs at March 31, 2022, ₹ 164 lakhs at September 30, 2021)
Other short term liquid investment
[Forming part of Investments and Other Assets in Balance Sheet]

| 965,037 | 950,604 | 797,800 |
| ---: | ---: | ---: |
|  | $(2,906)$ |  |
| $1,016,596$ |  |  |

Reconciliation of Cash and cash equivalents with Cash and Bank Balance
Cash and cash equivalents

| $1,016,596$ |
| ---: |
| 2,906 |
| $(356)$ |
| $(965,037)$ |
| 54,109 |


| $1,014,598$ |
| ---: |
| 3,345 |
| $(245)$ |
| $(950,604)$ |
| 67,094 |

Add: Stamps on Hand
Less: Linked business bank balance
Less: Other short term liquid investment
Cash and Bank Balance

- Including rewards and/or remuneration to agents, brokers or other intermediaries
${ }^{2}$ Includes CSR expenses paid during the period amounting to ₹ 166 lakhs ₹ 619 lakhs for year ended March 31, 2022 , ₹ 203 lakhs for year half year ended September 30 2021)

Includes movement in share application money and share issue expenses if any
${ }^{4}$ Includes balance in dividend account which is unclaimed amounting to ₹ 76 lakhs (₹ 75 lakhs at March 31, 2022 , ₹ 72 lakisptsppember 30 (20
The above Receipts and payments account has been prepared as prescribed by InsuranceRegulatory and Development Abthonty frepation of fint auditor's report of insurance companies) Regulations, 2002 under the "Direct method fioccordance with Accounting Standard-B Sash Flow Statemant


ICICI Prudential Life Insurance Company Limited
Statement of Standalone quarterly disclosure as per Regulation $\mathbf{5 2}$ (4) of SEBI (Listing Obligation and Disclosure requirements) Regulations 2015, as amended


Notes:
1 Debt-Equity Ratio is calculated as total borrowings divided by Equity. Equity is calculated as shareholder's funds excluding redeemable preference shares, if any 2 DSCR is calculated as Profit before interest, depreciation and tax divided by interest expenses together with principal payments of long term debt during the period.
3 ISCR is calculated as Profit before interest, depreciation and tax divided by interest expenses of long term debt during the period.
4 Debenture redemption reserve is not required to be created as per Companies (Share Capital \& Debenture) Amendment Rules, 2019 dated August 16,2019
5 Net worth represents shareholder's funds excluding redeemable preference shares, if any.
6 Current ratio is computed as current assets divided by current liability.
7 Not applicable to insurance companies.
8 Current liability ratio is computed as current liability divided by total liability. Total liability includes borrowings, policyholders' fiabilities, fund for future appropriation and current liability.
9 Total debt to total assets is computed as borrowings divided by total assets.
9 Sector specific equivalent ratios are disclosed in Analytical ratios forming part of Standalone cudited financial SEBI results.
${ }^{\text {trepresents }} 0,0049$ for the quarter and half year ended September 30,2022


## ICICI Prudential Life Insurance Company Limited

## Other disclosures:

Status of Shareholders Complaints for the half year ended ended September 30, 2022:

| Sr No. | Particulars | Number |
| ---: | :--- | ---: |
| 1 | No. of investor complaints pending at the beginning of period | 0 |
| 2 | No. of investor complaints received during the period | 59 |
| 3 | No. of investor complaints disposed off during the period | 58 |
| 4 | No. of investor complaints remaining unresolved at the end of the period | 1 |

* The complaint has been responded to within timeline.


## Notes:

1. The above financial results of the Company for the quarter and half year ended September 30, 2022 were reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on October 15, 2022.
2. These financial results have been prepared in accordance with the requirements of Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, as amended from time to time, 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 financial results are audited by the joint statutory auditors, B S R \& Co. LLP, Chartered Accountants and Walker Chandiok \& Co LLP, Chartered Accountants.
4. In view of seasonality of the Industry, the financial results for the quarter ended September 30, 2022 are not indicative of full year's expected performance.
5. During the quarter ended September 30, 2022, the Company has allotted $1,061,590$ equity shares of face value of ₹ 10 each pursuant to exercise of employee stock options.
6. Figures of the previous period have been re-grouped wherever necessary, to conform to the current year presentation.
7. In accordance with requirements of IRDAI Circular on "Public disclosures by Insurers" dated September 30, 2021, the Company will publish the financials on the Company's website latest by October 30, 2022.

For and on behalf of the Board of Directors
NBnamuz

```
N.S. Kannan
Managing Director & CEO
DIN: 00066009
```


$14^{\text {th }}$ Floor, Central B Wing and North C Wing, Nesco IT Park 4, Nesco Center, Western Express Highway, Goregaon (East), Mumbai - 400063
Telephone +912262571000
Fax $\quad+912262571010$

# Auditor's Report on Standalone Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016 

## To The Board of Directors of <br> ICICI Prudential Life Insurance Company Limited

We have audited the accompanying standalone financial results of ICICI Prudential Life Insurance Company Limited (the 'Company') for the quarter ended 30 September 2022 and year to date standalone financial results for the period from 1 April 2022 to 30 September 2022 attached herewith, being submitted by the Company, pursuant to the requirement of Regulation 33 and Regulation 52 read with Regulation 63(2) of the Securities and Exchange Board of India ('SEBI') (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) (the 'Listing Regulations') and the Insurance Regulatory and Development Authority of India ('IRDAI'/ 'Authority') Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016, dated 25 October 2016. These quarterly standalone financial results as well as year to date standalone 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 15 October 2022.

Our responsibility is to express an opinion on these quarterly standalone financial results and year to date standalone financial results based on our audit of such condensed standalone interim 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 quarterly standalone financial results as well as year to date standalone 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 IRDAI, 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 quarterly standalone financial results as well as year to date standalone financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as quarterly standalone financial results and year to date standalone 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.


Auditor's Report on Standalone Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference: IRDAI/F \&I/REG/CIR/208/10/2016 dated 25 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 quarterly standalone financial results and year to date standalone financial results:
(i) are presented in accordance with the requirements of Regulation 33 and Regulation 52 read with Regulation 63(2) of the of the Listing Regulations and IRDAI Circular reference IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 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 30 September 2022 as well as year to date standalone financial results for the period from 1 April 2022 to 30 September 2022.

## Other matter

1. The actuarial valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists as at 30 September 2022 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 30 September 2022 has been duly certified by the Appointed Actuary and in his 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's Registration No: 101248W/W-100022

## Strathoon

Sagar Lakhani
Partner
Membership No: 111855
UDIN: 22111855 AZUCDG6519
Mumbai
15 October 2022

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


Partner
Membership No: 105782
UDIN: 22105782AZUCDM5134
Mumbai
15 October 2022


B S R \& Co. LLP
Chartered Accountants
$14^{\text {th }}$ Floor, Central Wing and North C Wing
Nesco IT Park 4, Nesco Center,
Western Express Highway, Goregaon (East), Mumbai-400 063
Telephone +91 2262571000
Fax $\quad+912262571010$

Walker Chandiok \& Co LLP
Chartered Accountants
$11^{\text {th }}$ Floor, Tower II
One International Center
SB Marg, Prabhadevi (West)
Mumbai - 400013 India
Telephone +91 2266262699
Fax $\quad+912266262601$


#### Abstract

Auditor's Report on Consolidated Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016


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

We have audited the accompanying consolidated financial results of ICICI Prudential Life Insurance Company Limited (hereinafter referred to as the 'Holding Company') and its subsidiary 'ICICI Prudential Pension Funds Management Company Limited' (the Holding Company and its subsidiary together referred to as the 'Group') for the quarter ended 30 September 2022 and year to date consolidated financial results for the period from 1 April 2022 to 30 September 2022 attached herewith, being submitted by the Holding Company, pursuant to the requirement of Regulation 33 and Regulation 52 read with Regulation 63(2) of the Securities and Exchange Board of India ('SEBI') (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) (the 'Listing Regulations') and the Insurance Regulatory and Development Authority of India ('IRDAI'/ 'Authority') Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016. These quarterly consolidated financial results as well as year to date consolidated financial results have been prepared on the basis of the condensed consolidated interim financial statements, which are the responsibility of the Holding Company's Management and have been approved by the Holding Company's Board of Directors on 15 October 2022.

Our responsibility is to express an opinion on these quarterly consolidated financial results and year to date consolidated financial results based on our audit of such condensed consolidated interim financial statements, which have been prepared by the Holding Company's Management 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 quarterly consolidated financial results as well as year to date consolidated financial results 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 IRDAI, to the extent applicable.


# Auditor's Report on Consolidated Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 and Regulation 52 and Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference: IRDAI/F \&I/REG/CIR/208/10/2016 dated 25 October 2016 (Continued) 

## ICICI Prudential Life Insurance Company Limited

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 quarterly consolidated financial results as well as the year to date consolidated financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as quarterly consolidated financial results and year to date consolidated 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.

In our opinion and to the best of our information and according to the explanations given to us, these quarterly consolidated financial results and year to date consolidated financial results:
(i) are presented in accordance with the requirements of Regulation 33 and Regulation 52 read with Regulation 63(2) of the Listing Regulations and IRDAI Circular reference IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016 in this regard; and
(ii) give a true and fair view of the consolidated net profit and other financial information for the quarter ended 30 September 2022 as well as year to date consolidated financial results for the period from 1 April 2022 to 30 September 2022.

## Other matters

1. We did not audit the condensed interim financial statements of the subsidiary included in the Group, whose condensed interim financial statements reflect total assets of Rs. 591,229 thousands as at 30 September 2022, total revenues of Rs. 39,082 thousands and Rs. 76,117 thousands for the quarter and six months ended 30 September 2022 respectively, profit after tax of Rs. 6,373 thousands and Rs. 15,062 thousands for the quarter and six months ended 30 September 2022 respectively and net cash inflow amounting to Rs. 2,123 thousands for the period ended on that date, as considered in the condensed consolidated interim financial statements. These condensed interim financial statements are unaudited and have been furnished to us by the Holding Company's Management, and our opinion on the condensed consolidated interim financial statements, in so far as it relates to the amounts and disclosures included in respect of such subsidiary, is based solely on such unaudited condensed interim financial statements. In our opinion and according to the information and explanations given to us by the Management of the Holding Company, these condensed interim financial statements are not material to the Group.


Auditor's Report on Consolidated Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 and Regulation 52 and Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016 (Continued)

## ICICI Prudential Life Insurance Company Limited

## Other matters (Continued)

2. The actuarial valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists as at 30 September 2022 is the responsibility of the Holding 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 30 September 2022 has been duly certified by the Appointed Actuary and in his 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 consolidated interim financial statements of the Group.
Our opinion is not modified in respect of the above matters.

For BS R \& Co. LLP
Chartered Accountants
ICAI Firm's Registration No: 101248W/W-100022

## Sisuatchan '

Sugar Lakhani
Partner
Membership No: 111855
UDIN: 22111855 AZUCCZ2044

Mumbai
15 October 2022

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


Sudhir N. Pillai
Partner
Membership No: 105782
ODIN: 22105782 AZUCER6928

Mumbai
15 October 2022

## Performance for the half year ended September 30, 2022

## 1. Operating performance review

(₹ in billion)

| ₹ in billion | H1-FY2022 | FY2022 | H1-FY2023 | Y-o-Y <br> Growth |
| :--- | ---: | ---: | ---: | ---: |
| Value of New Business (VNB) ${ }^{1}$ | 8.73 | 21.63 | 10.92 | $25.1 \%$ |
| Embedded Value (EV) | 302.03 | 316.25 | 326.48 | $8.1 \%$ |
| New Business Sum assured | $3,374.16$ | $7,731.46$ | $4,800.05$ | $42.3 \%$ |
| APE $^{2}$ | 31.96 | 77.33 | 35.19 | $10.1 \%$ |
| -Savings | 25.08 | 61.20 | 25.76 | $2.7 \%$ |
| -Protection | 5.50 | 13.13 | 7.10 | $29.1 \%$ |
| -Annuity | 1.38 | 3.00 | 2.33 | $68.8 \%$ |
| New Business Premium | 64.61 | 150.36 | 73.59 | $13.9 \%$ |
| Cost ratio (Cost/TWRP) $^{3}$ | $17.8 \%$ | $18.6 \%$ | $21.6 \%$ | - |
| Cost/TWRP (savings LOB) | $11.8 \%$ | $12.8 \%$ | $14.4 \%$ | - |
| Profit/(Loss) After Tax (PAT) | 2.59 | 7.54 | 3.55 | $37.1 \%$ |
| Assets under management | $2,370.87$ | $2,404.92$ | $2,442.79$ | $3.0 \%$ |


| Persistency ${ }^{4}$ | Regular and Limited pay |  |  | Fully paid and Single premium |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 5M- } \\ \text { FY2022 } \end{gathered}$ | FY2022 ${ }^{6}$ | $\begin{gathered} \text { 5M- } \\ \text { FY2023 } \end{gathered}$ | $\begin{gathered} \text { 5M- } \\ \text { FY2022 } \end{gathered}$ | FY2022 ${ }^{6}$ | $\begin{gathered} \text { 5M- } \\ \text { FY2023 } \end{gathered}$ |
| $13^{\text {th }}$ month | 85.1\% | 84.6\% | 85.9\% | 100.0\% | 100.0\% | 100.0\% |
| $25^{\text {th }}$ month | 74.6\% | 77.3\% | 77.2\% | 99.9\% | 100.0\% | 100.0\% |
| $37^{\text {th }}$ month | 66.3\% | 66.9\% | 68.7\% | 97.7\% | 99.0\% | 99.8\% |
| $49^{\text {th }}$ month | 64.6\% | 63.4\% | 65.4\% | 96.1\% | 96.4\% | 96.7\% |
| $61^{\text {st }}$ month | 51.6\% | 54.7\% | 61.2\% | 99.0\% | 99.2\% | 99.2\% |

1. For full year, based on actual cost; H1: based on management forecast of full year cost
2. Annualized premium equivalent
3. Total cost including commission / (Total premium - 90\% of single premium)
4. Regular and Limited pay persistency in accordance with IRDAI circular on 'Public Disclosures by Insurers' dated September 30, 2021; 12 month rolling persistency
5. For policies issued during September to August period of relevant year measured at September 30
6. For policies issued during April to March period of relevant year measured at April 30

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

## - Profitability

Value of New Business (VNB) for H1-FY2023 was ₹ 10.92 billion, a growth of $25.1 \%$ over H1FY2022. With an APE of ₹ 35.19 billion for H1-FY2023, VNB margin was 31.0\% for H1-FY2023 as compared to $28.0 \%$ for FY2022. The increase in VNB margin is primarily on account of shift in the underlying product mix.

The Company’s profit after tax was ₹ 3.55 billion for H1-FY2023, as compared to ₹ 2.59 billion for H1-FY2022 primarily due to lower COVID-19 claims and provisions.

## - Embedded Value

Our Embedded Value at September 30, 2022 was ₹ 326.48 billion compared to ₹ 302.03 billion at September 30, 2021, a growth of $8.1 \%$. The value of inforce business grew by $16.4 \%$ from ₹ 212.96 billion at September 30, 2021 to ₹ 247.97 billion at September 30, 2022.

## - New business growth

APE was ₹ 35.19 billion for H1-FY2023, a growth of $10.1 \%$ as compared to ₹ 31.96 billion for H1-FY2022. New business premium was ₹ 73.59 billion for H1-FY2023, a growth of $13.9 \%$ as compared to ₹ 64.61 billion for H1-FY2022.

## - Product mix

The Company offers a wide range of products across various segments such as savings (linked and non-linked), annuity and protection to meet the specific needs of the customers.

Annuity APE grew from ₹ 1.38 billion in H1-FY2022 to ₹ 2.33 billion in H1-FY2023, registering a robust growth of 68.8\%.

Protection APE grew from ₹ 5.50 billion in H1-FY2022 to ₹ 7.10 billion in H1-FY2023. As a result, New Business Sum Assured was ₹ 4,800.05 billion for H1-FY2023, a growth of 42.3\% as compared to ₹ $3,374.16$ billion for H1-FY2022, resulting in private market leadership with a market share of $15.7 \%$.

## - Persistency

Persistency ratios have significantly improved across all cohorts, reflective of the Company's strong focus on improving the quality of business. Our $13^{\text {th }}$ month persistency improved from $85.1 \%$ in 5M-FY2022 to $85.9 \%$ in 5M-FY2023. The $49^{\text {th }}$ month persistency ratio also improved from 64.6\% in 5M-FY2022 to 65.4\% in 5M-FY2023.

## - Cost efficiency

In H1-FY2023, the cost to total weighted received premium (TWRP) ratio for the savings business and the overall cost to TWRP ratio stood at $14.4 \%$ and $21.6 \%$ respectively. In the current financial year, the Company has been investing in building for sustainable future growth.

## - Assets under management (AUM)

The assets under management of the Company stood at ₹ $2,442.79$ billion at September 30, 2022, which makes it one of the largest fund managers in India. Equity constituted 47\% of this AUM. 97.5\% of the fixed income investments were in sovereign or AAA rated instruments.

## - Net worth and capital position

The Company's net worth was ₹ 96.30 billion at September 30, 2022. The solvency ratio was $200.7 \%$ against the regulatory requirement of $150 \%$.

## 2. Financial performance review

## Summary Standalone Revenue and Profit \& Loss Account

| Particulars | Three months ended |  |  | Six months ended |  | Year ended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September } \\ \mathbf{3 0 , 2 0 2 2} \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2022 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September } \\ \mathbf{3 0 , 2 0 2 1} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September } \\ \mathbf{3 0 , 2 0 2 2} \\ \hline \end{gathered}$ | September $30,2021$ | $\begin{gathered} \hline \text { March 31, } \\ 2022 \\ \hline \end{gathered}$ |
| Premium earned | 98.95 | 72.65 | 95.33 | 171.60 | 164.03 | 374.58 |
| Premium on reinsurance ceded | (3.13) | (3.81) | (2.47) | (6.94) | (5.15) | (11.37) |
| Net premium earned | 95.82 | 68.84 | 92.86 | 164.66 | 158.88 | 363.21 |
| Investment income ${ }^{1}$ | 130.22 | (84.96) | 138.74 | 45.26 | 234.83 | 258.30 |
| Unit-linked | 112.65 | (98.88) | 122.37 | 13.77 | 199.87 | 197.82 |
| Other than unit-linked | 17.57 | 13.92 | 16.37 | 31.49 | 34.96 | 60.48 |
| Other income | 0.38 | 0.34 | 0.28 | 0.72 | 0.53 | 1.15 |
| Total income | 226.42 | (15.78) | 231.88 | 210.64 | 394.24 | 622.66 |
| Commission paid ${ }^{2}$ | 4.13 | 3.06 | 4.25 | 7.19 | 6.96 | 16.73 |
| Expenses ${ }^{3}$ | 12.21 | 10.85 | 9.49 | 23.06 | 18.73 | 43.82 |
| Interest on Non-convertible Debentures | 0.21 | 0.20 | 0.21 | 0.41 | 0.41 | 0.82 |
| Tax on policyholders fund | 0.43 | 0.44 | 0.26 | 0.87 | 0.26 | 1.66 |
| Claims/benefits paid ${ }^{4}$ | 80.22 | 55.12 | 80.23 | 135.34 | 136.90 | 293.59 |
| Change in actuarial liability ${ }^{5}$ | 127.23 | (87.01) | 132.69 | 40.22 | 228.39 | 258.14 |
| Total Outgo | 224.43 | (17.34) | 227.13 | 207.09 | 391.65 | 614.76 |
| Profit/(Loss) before tax | 1.99 | 1.56 | 4.75 | 3.55 | 2.59 | 7.90 |
| Tax charge/ (credit) | - | - | 0.30 | - | - | 0.36 |
| Profit/(Loss) after tax | 1.99 | 1.56 | 4.45 | 3.55 | 2.59 | 7.54 |

1. Net of provision for diminution in value of investments
2. Commission also includes rewards and/or remuneration to agents, brokers or other intermediaries
3. Includes provisions for doubtful debts (including write off) and goods and service tax on linked charges
4. Net of reinsurance
5. Includes movement in funds for future appropriation

Profit after tax has increased from ₹ 2.59 billion in H1-FY2022 to ₹ 3.55 billion in H1-FY2023. The performance highlights for H1-FY2023 are as given below:

- Net premium earned (gross premium less reinsurance premium) increased by $3.6 \%$ from ₹ 158.88 billion in H1-FY2022 to ₹ 164.66 billion in H1-FY2023.
- Total investment income decreased from ₹ 234.83 billion in H1-FY2022 to ₹ 45.26 billion in H1-FY2023. Investment income comprised of:
- Investment income under unit-linked decreased from ₹ 199.87 billion in H1-FY2022 to ₹ 13.77 billion in H1-FY2023. Investment income under unit-linked is directly offset by change in valuation of policyholder liabilities. Decrease in investment income is primarily on account of decrease in market value of the securities held.
- Investment income under other than unit-linked decreased from ₹ 34.96 billion in H1FY2022 to ₹ 31.49 billion in H1-FY2023 primarily on account of decrease in profit on sale of investments offset in part by an increase in interest income.
- Other income increased from ₹ 0.53 billion in H1-FY2022 to ₹ 0.72 billion H1-FY2023.
- Total expenses (including commission) increased by $17.5 \%$ from ₹ 26.10 billion in H1-FY2022 to ₹ 30.66 billion in H1-FY2023.
- Commission expense increased by $3.4 \%$ from ₹ 6.96 billion in H1-FY2022 to ₹ 7.19 billion in H1-FY2023. New business commission (including single premium commission) has increased from ₹ 4.83 billion in H1-FY2022 to ₹ 4.91 billion in H1-FY2023. Renewal commission has increased from ₹ 1.76 billion in H1-FY2022 to ₹ 1.79 billion in H1-FY2023.
- Operating expense increased by $23.1 \%$ from ₹ 18.73 billion in H1-FY2022 to ₹ 23.06 billion in H1-FY2023. Operating expenses comprised of unit fund expenses (including goods and service tax on linked charges) amounting to ₹ 3.25 billion (H1-FY2022: ₹ 3.43 billion) under the unit-linked portfolio. The unit fund expenses under unit-linked portfolio is directly offset by a change in valuation of policyholder liabilities. Operating expenses of other than unitlinked portfolio increased by $29.5 \%$ from ₹ 15.30 billion in H1-FY2022 to ₹ 19.81 billion in H1-FY2023 primarily on account of increase in expenses relating to advertisement and publicity, employee remuneration and welfare benefits, legal and professional charges and information technology related expenses.
- Claims and benefit payouts (net of reinsurance) decreased by $1.1 \%$ from ₹ 136.90 billion in H1-FY2022 to ₹ 135.34 billion in H1-FY2023 primarily on account of decrease in death claims offset in part by increase in surrender/withdrawal. The death claims, net of amount ceded in reinsurance, decreased by $48.4 \%$ from ₹ 22.36 billion in H1-FY2022 to ₹ 11.53 billion in H1FY2023 primarily on account of decline in COVID-19 related death claims. The Company had COVID-19 related death claims (net of reinsurance) of ₹ 0.27 billion in H1-FY2023 (₹ 8.62 billion in H1-FY2022).
- Change in actuarial liability, including funds for future appropriation, decreased from ₹ 228.39 billion in H1-FY2022 to ₹ 40.22 billion in H1-FY2023. Change in fund reserve, which represents change in liability carried on account of units held by unit-linked policyholders, decreased from ₹ 165.00 billion in H1-FY2022 to ₹ (32.17) billion in H1-FY2023. The decrease in change in fund reserves is primarily due to lower investment income in the unit linked portfolio. Non-unit reserve increased from ₹ 64.31 billion in H1-FY2022 to ₹ 71.03 billion in H1-FY2023.


## 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 'forwardlooking 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 at +91-22-40391600 or email ir@iciciprulife.com.
1 billion = 100 crore

LIFE INSURANC

News Release
October 15, 2022
NSE Code: ICICIPRULI

# ICICI Prudential Life Insurance posts strong performance for H1-FY2023 

VNB grew by 25.1\% Y-o-Y in H1-FY2023 with VNB margin at 31.0\% New Business Sum Assured grew 42.3\% in H1-FY2023 Leading the private sector on New Business Sum Assured with market share of $\mathbf{1 5 . 7 \%}$ in H1-FY2023

Annuity APE grew by 69\%

ICICI Prudential Life Insurance posted strong growth of $25.1 \%$ in the Value of New Business (VNB) in H1-FY2023. VNB margin, a key measure of profitability, expanded to $31.0 \%$ and absolute VNB, stood at ₹ 10.92 billion in H1-FY2023.

Annualised Premium Equivalent (APE) grew sequentially by $32 \%$ for Q2-FY2023 ending H1-FY2023 with an APE of $₹ 35.19$ billion and New Business Premium of $₹ 73.59$ billion. In H1-FY2023, the Protection business segment APE grew by $29.1 \%$ year-on-year, resulting in a protection mix of $20.2 \%$ of overall APE. APE from the Annuity business segment, which is a key focus area, grew by $68.8 \%$ year-on-year. Due to underpenetration, both these segments offer significant growth opportunities. The diversification of product and distribution mix has enabled the Company to manage the impact of external developments and respond to changing consumer preferences in an agile manner.

The Company's New Business Sum Assured was ₹ 4.8 trillion in H1-FY2023, a growth of 42.3\% year-on-year, enabling it to maintain its private market leadership position with a market share of $15.7 \%$.

Persistency ratios have improved across all cohorts. The $13^{\text {th }}$ month ratio, which is representative of the quality of business, stood at 85.9\% for H1-FY2023, an improvement of 80 bps over H1-FY2022.

Mr. N S Kannan, MD \& CEO, ICICI Prudential Life Insurance said, "We achieved a robust year-on-year growth of $25.1 \%$ in the Value of New Business (VNB), ending H1-FY2023 at ₹ 10.92 billion, emphasising our ability to navigate rapidly-evolving situations successfully. This was driven by growth in APE as well as margin expansion to industry leading levels of $31 \%$. On the back of this strong VNB growth and with a favourable premium base for the coming months, we believe we are on track to achieve our objective of doubling our FY2019 VNB by the end of this fiscal year.

Our two focus areas of annuity and protection, which represent underserved needs of the country, have also done well in the period. The annuity segment has delivered an impressive performance of $69 \%$ year-on-year growth in H1-FY2023 and the protection segment contributed to $20 \%$ of APE in the period. With a solvency ratio of over $200 \%$, which is well above the regulatory requirement, we are well positioned to capitalise on this opportunity.

The strong performance has also enabled us to maintain our position as the private sector market leader on New Business Sum Assured basis, which grew by 42.3\% year-on-year, with a market share of $15.7 \%$."

## Company Performance

## Value of New Business (VNB)

The VNB increased by $25.1 \%$ from ₹ 8.73 billion in H1-FY2022 to ₹ 10.92 billion in H1FY2023. The VNB margin for H1-FY2023 stood at 31.0\%, up from 27.3\% for H1-FY2022.

## Progress on our 4P strategy

- Premium

New Business Premium witnessed a year-on-year growth of 13.9\% from ₹ 64.61 billion in H1-FY2022 to ₹ 73.59 billion in H1-FY2023. Annuity APE registered a robust growth of $68.8 \%$ from ₹ 1.38 billion in H1-FY2022 to ₹ 2.33 billion in H1-FY2023. The Company has a well-diversified product mix with linked savings at $40.8 \%$, traditional savings at $28.3 \%$, protection at $20.2 \%$, annuity at $6.6 \%$ and the balance of $4.1 \%$ accounted for by group savings products.

- Protection

Protection APE grew by 29.1\% year-on-year to ₹ 7.10 billion in H1-FY2023. With protection APE now constituting 20.2\% of overall APE for H1-FY2023 compared to $17.2 \%$ for H1-FY2022, a consistent increase in the share of protection business in APE has been witnessed.

- Persistency

The persistency ratios have seen significant improvements due to the focus on improving the quality of business and customer retention. Specifically, the $13^{\text {th }}$ month and $49^{\text {th }}$ month persistency ratios stood at $85.9 \%$ and $65.4 \%$ respectively for $\mathrm{H} 1-$ FY2023. The Assets under Management (AUM) grew from ₹ $2,370.87$ billion at September 30, 2021 to ₹ 2,442.79 billion at September 30, 2022.

- Productivity

The Cost/TWRP for the savings business was $14.4 \%$ for H1-FY2023 as compared to $11.8 \%$ in H1-FY2022 and the overall cost ratio was $21.6 \%$ in H1-FY2023.

- Embedded Value (EV)

The EV stood at ₹ 326.48 billion as on September 30, 2022, registering a growth of $8.1 \%$ during the year. Value of inforce business grew by $16.4 \%$ year-on-year and stood at ₹ 247.97 billion as on September 30, 2022.

## Operational Metrics:

| ₹ billion | H1-FY2022 | H1-FY2023 | Growth Y-o-Y |
| :---: | :---: | :---: | :---: |
| Value of New Business (VNB) ${ }^{1}$ | 8.73 | 10.92 | 25.1\% |
| Value of New Business Margin (VNB Margin) | 27.3\% | 31.0\% | - |
| Embedded Value (EV) | 302.03 | 326.48 | 8.1\% |
| Value of inforce business | 212.96 | 247.97 | 16.4\% |
| New Business Received Premium | 64.61 | 73.59 | 13.9\% |
| Annualised Premium Equivalent | 31.96 | 35.19 | 10.1\% |
| - Savings | 25.08 | 25.76 | 2.7\% |
| - Protection | 5.50 | 7.10 | 29.1\% |
| - Annuity | 1.38 | 2.33 | 68.8\% |
| $13^{\text {th }}$ month persistency ${ }^{2}$ | 85.1\% | 85.9\% | +80 bps |
| Savings Cost Ratio (Cost/TWRP3) | 11.8\% | 14.4\% | - |
| Overall Cost Ratio (Cost/TWRP ${ }^{3}$ ) | 17.8\% | 21.6\% | - |
| Solvency | 199.9\% | 200.7\% | - |
| Assets under management | 2,370.87 | 2,442.79 | 3.0\% |

1. For full year, based on actual cost; for H 1 : based on management forecast of full year cost
2. Regular and Limited pay persistency in accordance with IRDAI circular on 'Public Disclosures by Insurers' dated

September 30, 2021; Twelve month rolling persistency
3. Total cost including commission/(Total premium - $90 \%$ of single premium)

## 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.

Regular and Limited pay persistency in accordance with IRDAI circular on 'Public Disclosures by Insurers' dated September 30, 2021.

- 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 the 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 Limited and Prudential Corporation Holdings Limited. 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, and facilitates a hasslefree claims settlement process. At September 30, 2022 the Company had an AUM of ₹ $2,442.79$ billion and a Total Sum Assured of $₹ 26.28$ trillion. ICICI Prudential Life is listed on both the National Stock Exchange (NSE) Limited and the BSE Limited.

## 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 further queries please e-mail on corpcomm@iciciprulife.com
1 billion = 100 crore

## Searchable format

ICICI Prudential Life Insurance Company Limited
Statement of Standalone Audited Results for the quarter and half year ended September 30, 2022

| $\begin{aligned} & \mathrm{Sr} \\ & \mathrm{No} . \end{aligned}$ | Particulars |  | Three months ended/at |  |  | Six months ended/at |  | Year ended/at |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | September 30, 2022 | June 30, 2022 | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2022 \end{gathered}$ | September 30, 2021 | March 31, 2022 |
|  |  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| POLICYHOLDERS' A/C |  |  |  |  |  |  |  |  |
| 1 | Gross premium income |  |  |  |  |  |  |  |
|  | (a) | First Year Premium | 144,439 | 103,851 | 155,724 | 248,290 | 243,750 | 596,551 |
|  | (b) | Renewal Premium | 564,262 | 389,406 | 557,035 | 953,668 | 970,781 | 2,195,575 |
|  | (c) | Single Premium | 280,857 | 233,215 | 240,561 | 514,071 | 425,788 | 953,674 |
| 2 | Net premium income ${ }^{1}$ |  | 958,172 | 688,420 | 928,653 | 1,646,592 | 1,588,838 | 3,632,127 |
| 3 | Income from investments: (Net) ${ }^{2}$ |  | 1,281,889 | $(867,084)$ | 1,354,583 | 414,805 | 2,275,610 | 2,496,954 |
| 4 | Other income |  | 3,804 | 3,333 | 2,640 | 7,137 | 5,074 | 11,259 |
| 5 | Transfer of funds from Shareholders' A/c |  | 46,570 | 29,212 | 27,063 | 75,782 | 115,822 | 216,111 |
| 6 | Total (2 to 5) |  | 2,290,435 | $(146,119)$ | 2,312,939 | 2,144,316 | 3,985,344 | 6,356,451 |
| 7 | Commission on |  |  |  |  |  |  |  |
|  | (a) | First Year Premium | 23,571 | 18,006 | 26,486 | 41,576 | 42,310 | 103,464 |
|  | (b) | Renewal Premium | 10,748 | 7,142 | 10,106 | 17,890 | 17,557 | 41,191 |
|  | (c) | Single Premium | 3,852 | 3,683 | 3,579 | 7,535 | 6,019 | 14,481 |
| 8 | Net C | Commission ${ }^{3}$ | 41,308 | 30,591 | 42,507 | 71,899 | 69,563 | 167,291 |
| 9 | Operating Expenses related to insurance business (a+b+c): |  |  |  |  |  |  |  |
|  | (a) | Employees remuneration and welfare expenses | 35,022 | 34,339 | 28,967 | 69,361 | 58,096 | 119,702 |
|  | (b) | Advertisement and publicity | 42,502 | 24,539 | 22,739 | 67,041 | 48,236 | 122,664 |
|  | (c) | Other operating expenses | 27,829 | 32,959 | 25,150 | 60,788 | 47,317 | 124,929 |
| 10 | Expenses of Management (8+9) |  | 146,661 | 122,428 | 119,363 | 269,089 | 223,212 | 534,586 |
| 11 | Provisions for doubtful debts (including bad debts written off) |  | 270 | 165 | 113 | 435 | 210 | 478 |
| 12 | Provisions for diminution in value of investments |  | 30 |  | - | 30 |  | 2,332 |
| 13 | Goods and Service tax charge on linked charges |  | 16,118 | 16,121 | 17,497 | 32,239 | 33,383 | 69,143 |
| 14 | Provision for taxes (a+b) |  | 4,255 | 4,410 | 2,604 | 8,666 | 2,604 | 16,615 |
|  | (a) | Current tax | 4,255 | 4,410 | 2,604 | 8,666 | 2,604 | 16,615 |
|  | (b) | Deferred tax | - |  | - | - | - |  |
| 15 | Benefits Paid ${ }^{4}$ (Net) ${ }^{1}$ |  | 802,189 | 551,249 | 802,286 | 1,353,437 | 1,369,045 | 2,935,884 |
| 16 | Change in actuarial liability |  | 1,268,597 | $(879,987)$ | 1,322,843 | 388,610 | 2,293,155 | 2,578,376 |
| 17 | Total ( $10+11+12+13+14+15+16)$ |  | 2,238,120 | $(185,614)$ | 2,264,706 | 2,052,506 | 3,921,609 | 6,137,414 |
| 18 | Surplus/(Deficit) (6-17) |  | 52,315 | 39,495 | 48,233 | 91,810 | 63,735 | 219,037 |
| 19 | Appropriations |  |  |  |  |  |  |  |
|  | (a) | Transferred to Shareholders | 48,607 | 29,600 | 44,019 | 78,207 | 72,946 | 216,022 |
|  | (b) | Funds for Future Appropriations | 3,708 | 9,895 | 4,214 | 13,603 | $(9,211)$ | 3,015 |
| 20 | Details of Surplus/(Deficit) |  |  |  |  |  |  |  |
|  | (a) | Interim bonus paid | 5,440 | 4,528 | 4,809 | 9,968 | 8,335 | 21,354 |
|  | (b) | Allocation of bonus to policyholders | - |  | - |  |  | 68,349 |
|  | (c) | Surplus shown in the Revenue Account | 52,315 | 39,495 | 48,233 | 91,810 | 63,735 | 219,037 |
|  | Total | Surplus | 57,755 | 44,023 | 53,042 | 101,778 | 72,070 | 308,740 |
| SHAREHOLDERS' A/C |  |  |  |  |  |  |  |  |
| 21 | Transfer from Policyholders' Account |  | 48,607 | 29,600 | 44,019 | 78,207 | 72,946 | 216,022 |
| 22 | Total income under Shareholders' Account |  |  |  |  |  |  |  |
|  | (a) | Investment Income | 20,330 | 17,482 | 32,836 | 37,812 | 72,696 | 101,138 |
|  | (b) | Other income | 29 | 24 | 130 | 53 | 184 | 224 |
| 23 | Expenses other than those related to insurance business ${ }^{5}$ |  | 2,448 | 2,325 | 2,455 | 4,773 | 4,911 | 10,243 |
| 24 | Transfer of funds to Policyholders A/c |  | 46,570 | 29,212 | 27,063 | 75,782 | 115,822 | 216,111 |
| 25 | Provisions for doubtful debts (including write off) |  | - | - | - | - | (791) | (791) |
| 26 | Provisions for diminution in value of investments |  | - | - | - | - |  | 12,766 |
| 27 | Profit/ (loss) before tax |  | 19,948 | 15,569 | 47,467 | 35,517 | 25,884 | 79,055 |
| 28 | Provisions for tax (a+b) |  | - |  | 3,010 | - |  | 3,642 |
|  | (a) | Current tax (credit)/charge | - | - | - | - | - | 3,642 |
|  | (b) | Deferred tax (credit)/charge | - |  | 3,010 | - | - |  |
| 29 | Profit/(loss) after tax and before extraordinary items |  | 19,948 | 15,569 | 44,457 | 35,517 | 25,884 | 75,413 |
| 30 | Extraordinary Items (Net of tax expenses) |  |  |  |  |  |  |  |
| 31 | Profit/(loss) after tax and extraordinary items |  | 19,948 | 15,569 | 44,457 | 35,517 | 25,884 | 75,413 |
|  |  |  |  |  |  |  |  |  |
| 32 | Dividend per share (₹) (Nominal Value ₹ 10 per share): |  |  |  |  |  |  |  |
|  | (a) | Interim Dividend | - | - | - | - | - |  |
|  | (b) | Final Dividend | - |  | - |  | - | 0.55 |
| 33 | Profit/ | /(Loss) carried to Balance Sheet | 435,371 | 415,423 | 358,231 | 435,371 | 358,231 | 407,760 |
| 34 | Paid | up equity share capital | 143,855 | 143,748 | 143,712 | 143,855 | 143,712 | 143,731 |
| 35 | Reser | rve \& Surplus (excluding Revaluation Reserve) | 788,270 | 764,341 | 705,780 | 788,270 | 705,780 | 756,011 |
| 36 | Fair v | value Change Account and revaluation reserve | 30,828 | $(2,792)$ | 26,012 | 30,828 | 26,012 | 16,564 |
| 37 | Total Assets: |  |  |  |  |  |  |  |
|  | (a) | Investments: |  |  |  |  |  |  |
|  |  | - Shareholders' | 958,653 | 899,995 | 856,829 | 958,653 | 856,829 | 985,347 |
|  |  | - Policyholders Fund excluding Linked Assets | 8,417,212 | 7,989,128 | 7,104,902 | 8,417,212 | 7,104,902 | 7,738,800 |
|  |  | - Assets held to cover Linked Liabilities | 14,764,969 | 13,885,102 | 15,504,933 | 14,764,969 | 15,504,933 | 15,086,630 |
|  | (b) | Other Assets (Net of current liabilities and provisions) | 223,250 | 133,610 | 192,172 | 223,250 | 192,172 | 108,249 |

[^0]3 Inclusive of rewards and/or remuneration to agents, brokers or other intermediaries
4 Inclusive of interim bonus
5 Inclusive of remuneration of MD/CEOs/ WTDs over specified limits and interest on debentures

| Particulars | At September 30, 2022 | At June 30, 2022 | At March 31, 2022 | At September 30, 2021 |
| :---: | :---: | :---: | :---: | :---: |
|  | (Audited) | (Audited) | (Audited) | (Audited) |
| Sources of funds |  |  |  |  |
| Shareholders' funds : |  |  |  |  |
| Share capital | 143,855 | 143,748 | 143,731 | 143,712 |
| Share application money | - | 19 | - | 5 |
| Reserve and surplus | 791,413 | 767,484 | 759,154 | 708,116 |
| Credit/[debit] fair value change account | 27,685 | $(5,935)$ | 13,421 | 23,676 |
| Sub - total | 962,953 | 905,316 | 916,306 | 875,509 |
|  |  |  |  |  |
| Borrowings | 120,000 | 120,000 | 120,000 | 120,000 |
| Policyholders' funds: |  |  |  |  |
| Credit/[debit] fair value change account | 282,245 | 152,389 | 282,747 | 360,727 |
| Revaluation reserve - Investment property | 3,496 | 7,045 | 6,796 | 6,867 |
|  |  |  |  |  |
| Policy liabilities (A)+(B)+(C) | 22,843,455 | 21,574,858 | 22,454,845 | 22,169,626 |
| Non unit liabilities (mathematical reserves) (A) | 8,078,486 | 7,689,756 | 7,368,215 | 6,664,693 |
| Insurance Reserve | - | - | - | - |
|  |  |  |  |  |
| Provision for linked liabilities (fund reserves) (B) | 13,797,852 | 12,871,101 | 14,054,141 | 14,383,271 |
| (a) Provision for linked liabilities | 11,760,659 | 11,641,382 | 11,611,427 | 11,053,266 |
| (b) Credit/[debit] fair value change account (Linked) | 2,037,193 | 1,229,719 | 2,442,714 | 3,330,005 |
|  |  |  |  |  |
| Funds for discontinued policies (C) | 967,117 | 1,014,001 | 1,032,489 | 1,121,662 |
| (a) Discontinued on account of non-payment of premium | 988,176 | 1,058,487 | 1,064,803 | 1,138,476 |
| (b) Other discontinuance | 4,019 | 2,204 | 5,051 | 6,200 |
| (c) Credit/[debit] fair value change account | $(25,078)$ | $(46,690)$ | $(37,365)$ | $(23,014)$ |
| Total linked liabilities (B)+(C) | 14,764,969 | 13,885,102 | 15,086,630 | 15,504,933 |
| Sub - total | 23,249,196 | 21,854,292 | 22,864,388 | 22,657,220 |
|  |  |  |  |  |
| Funds for Future Appropriations |  |  |  |  |
| Non linked | 151,935 | 148,227 | 138,332 | 126,107 |
| Sub - total | 151,935 | 148,227 | 138,332 | 126,107 |
| Total | 24,364,084 | 22,907,835 | 23,919,026 | 23,658,836 |
|  |  |  |  |  |
| Application of funds |  |  |  |  |
| Investments |  |  |  |  |
| Shareholders' | 958,653 | 899,995 | 985,347 | 856,829 |
| Policyholders' | 8,417,212 | 7,989,128 | 7,738,800 | 7,104,902 |
| Asset held to cover linked liabilities | 14,764,969 | 13,885,102 | 15,086,630 | 15,504,933 |
| Loans | 109,452 | 100,629 | 94,012 | 78,572 |
| Fixed assets - net block | 52,380 | 50,964 | 48,724 | 45,641 |
|  |  |  |  |  |
| Current assets |  |  |  |  |
| Cash and Bank balances | 53,989 | 48,590 | 66,995 | 91,507 |
| Advances and Other assets | 442,499 | 402,617 | 423,513 | 495,467 |
| Sub-Total (A) | 496,488 | 451,207 | 490,508 | 586,974 |
|  |  |  |  |  |
| Current liabilities | 433,161 | 465,368 | 522,395 | 516,459 |
| Provisions | 1,909 | 3,822 | 2,600 | 2,556 |
| Sub-Total (B) | 435,070 | 469,190 | 524,995 | 519,015 |
| Net Current Assets (C) = (A-B) | 61,418 | $(17,983)$ | $(34,487)$ | 67,959 |
|  |  |  |  |  |
| Miscellaneous expenditure (to the extent not written-off or adjusted) | - | - | - | - |
| Debit Balance in Profit \& Loss Account (Shareholders' account) | - | - | - | - |
| Total | 24,364,084 | 22,907,835 | 23,919,026 | 23,658,836 |
| Contingent liabilities | 82,898 | 94,359 | 98,337 | 129,260 |
|  |  |  |  |  |

ICICI Prudential Life Insurance Company Limited
Segment ${ }^{1}$ Reporting (Standalone) for the quarter and half year ended September 30, 2022


Segment ${ }^{1}$ Reporting (Standalone) for the quarter and half year ended September 30, 2022


## 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 and Pension.
(d) Business within India and business outside India

2 Net of provisions for diminution in value of investments

| $\begin{gathered} \mathrm{Sr} \\ \mathrm{No} . \end{gathered}$ | Particulars | Three months ended/at |  |  | Six months ended/at |  | Year ended/at <br> March 31, 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { September 30, } \\ 2022 \\ \hline \end{gathered}$ | June 30, 2022 | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2022 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ |  |
|  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
|  | Analytical Ratios: ${ }^{1}$ |  |  |  |  |  |  |
| (i) | Solvency Ratio: | 200.7\% | 203.6\% | 199.9\% | 200.7\% | 199.9\% | 204.5\% |
| (ii) | Expenses of management ratio | 14.8\% | 16.9\% | 12.5\% | 15.7\% | 13.6\% | 14.3\% |
| (iii) | Policyholder's liabilities to shareholders' fund | 2417.7\% | 2417.1\% | 2588.6\% | 2417.7\% | 2588.6\% | 2497.3\% |
| (iv) | Earnings per share (₹): |  |  |  |  |  |  |
|  | (a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three months) | 1.39 | 1.08 | 3.09 | 2.47 | 1.80 | 5.25 |
|  | (b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three months) | 1.38 | 1.08 | 3.08 | 2.46 | 1.79 | 5.23 |
| (v) | NPA ratios: (for policyholders' fund) |  |  |  |  |  |  |
|  | (a) Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
|  | (b) \% of Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
| (vi) | Yield on Investments (On Policyholders' fund) |  |  |  |  |  |  |
|  | A. Without unrealised gains |  |  |  |  |  |  |
|  | - Non Linked Par | 7.8\% | 5.4\% | 7.4\% | 6.6\% | 9.7\% | 8.3\% |
|  | - Non Linked Non Par | 8.0\% | 7.4\% | 8.7\% | 7.7\% | 8.5\% | 7.9\% |
|  | - Linked Non Par | 7.7\% | 5.8\% | 14.3\% | 6.8\% | 13.4\% | 13.3\% |
|  | B. With unrealised gains |  |  |  |  |  |  |
|  | - Non Linked Par | 20.1\% | (13.5\%) | 15.9\% | 2.0\% | 11.3\% | 5.3\% |
|  | - Non Linked Non Par | 18.9\% | (14.0\%) | 14.4\% | 1.5\% | 7.2\% | 3.2\% |
|  | - Linked Non Par | 34.4\% | (25.2\%) | 36.1\% | 0.3\% | 29.2\% | 12.8\% |
| (vii) | NPA ratios: (for shareholders' fund) |  |  |  |  |  |  |
|  | (a) Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
|  | (b) \% of Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
| (viii) | Yield on Investments (on Shareholders' A/c) |  |  |  |  |  |  |
|  | A. Without unrealised gains | 8.6\% | 7.5\% | 15.3\% | 8.1\% | 17.1\% | 10.2\% |
|  | B. With unrealised gains | 27.0\% | (10.4\%) | 8.1\% | 6.7\% | 6.1\% | 2.2\% |
| (ix) | Persistency Ratio (Regular Premium / Limited Premium Payment under Individual category) ${ }^{2}$ |  |  |  |  |  |  |
|  | Premium Basis |  |  |  |  |  |  |
|  | 13th month | 84.0\% | 82.7\% | 81.2\% | 85.9\% | 85.0\% | 84.6\% |
|  | 25th month | 74.5\% | 73.9\% | 74.6\% | 77.2\% | 75.0\% | 77.3\% |
|  | 37th month | 70.5\% | 70.1\% | 64.6\% | 68.7\% | 66.3\% | 66.9\% |
|  | 49th month | 63.3\% | 62.0\% | 60.6\% | 65.4\% | 62.9\% | 63.4\% |
|  | 61st month | 65.4\% | 61.5\% | 50.2\% | 61.2\% | 51.8\% | 54.7\% |
|  | Number of Policy Basis |  |  |  |  |  |  |
|  | 13th month | 76.9\% | 76.3\% | 71.5\% | 76.8\% | 75.2\% | 75.1\% |
|  | 25th month | 65.4\% | 66.7\% | 66.7\% | 68.6\% | 65.0\% | 68.3\% |
|  | 37th month | 62.1\% | 61.1\% | 55.7\% | 59.9\% | 57.5\% | 58.2\% |
|  | 49th month | 54.6\% | 55.4\% | 51.4\% | 55.4\% | 54.4\% | 54.7\% |
|  | 61st month | 46.8\% | 45.5\% | 42.3\% | 41.9\% | 44.2\% | 41.3\% |
| (x) | Conservation Ratio |  |  |  |  |  |  |
|  | Par Life | 86.2\% | 85.6\% | 84.2\% | 85.9\% | 86.6\% | 85.8\% |
|  | Par Pension | 0.5\% | 268.6\% | 121.6\% | 2.8\% | 121.4\% | 138.8\% |
|  | Non Par Life | 92.9\% | 91.1\% | 89.4\% | 92.2\% | 91.9\% | 91.1\% |
|  | Non Par Pension | NA | NA | NA | NA | NA | NA |
|  | Non Par Variable | NA | NA | NA | NA | NA | NA |
|  | Non Par Variable Pension | NA | NA | NA | NA | NA | NA |
|  | Annuity Non Par | NA | NA | NA | NA | NA | NA |
|  | Health | 84.9\% | 81.6\% | 77.9\% | 83.3\% | 80.8\% | 80.0\% |
|  | Linked Life | 79.5\% | 72.8\% | 75.8\% | 76.6\% | 79.5\% | 75.4\% |
|  | Linked Pension | 76.1\% | 67.7\% | 77.3\% | 72.1\% | 79.8\% | 77.3\% |
|  | Linked Health | 92.4\% | 89.3\% | 87.0\% | 90.9\% | 89.9\% | 91.4\% |
|  | Linked Group Life | 58.7\% | 47.0\% | 109.6\% | 55.0\% | 125.7\% | 39.6\% |
|  | Linked Group Pension | 107.0\% | 88.2\% | 57.5\% | 96.1\% | 73.8\% | 78.4\% |

Notes:
1 Analytical ratios have been calculated as per the definition given in IRDAI Analytical ratios disclosure.
2 Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/GEN/21/02/2010 dated February 11, 2010.
a) Persistency ratios for the quarter ended September 30, 2022 have been calculated on September 30, 2022 for the policies issued in June to August period of the relevant years. For example, the 13th month persistency for quarter ended September 30, 2022 is calculated for policies issued from June 1,2021 to August 31,2021 b) Persistency ratios for the quarter ended June 30, 2022 have been calculated on July 31, 2022 for the policies issued in April to June period of the relevant years. For example, the 13th month persistency for quarter ended July 31, 2022 is calculated for policies issued from April 1, 2021 to June $30,2021$.
c) Persistency ratios for the quarter ended September 30, 2021 have been calculated on October 31, 2021 for the policies issued in July to December period of the relevant years. For example, the 13th month persistency for quarter ended September 30, 2021 is calculated for policies issued from July 1,2020 to December $31,2020$. d) Persistency ratios for the year ended September 30, 2022 have been calculated on September 30, 2022 for the policies issued in September to August period of the relevant years. For example, the 13th month persistency for year ended September 30, 2022 is calculated for policies issued from September 1 , 2020 to August 31 , 2021 e) Persistency ratios for year ended September 30, 2021 have been calculated on October 31, 2021 for the policies issued in October to September period of the relevant years. For example, the 13th month persistency for year ended September 30, 2021 is calculated for policies issued from October 1 , 2019 to September 30 , 2020.
f) Persistency ratios for year ended March 31, 2022 have been calculated on April 30, 2022 for the policies issued in April to March period of the relevant years. For example, the 13th month persistency for year ended March 31, 2022 is calculated for policies issued from April 1, 2020 to March $31,2021$.
g) Group policies and policies under micro insurance products are excluded.
(₹ in Lakhs)

| Particulars | Half year ended September, $\mathbf{3 0} 2022$ |  | Year ended March, 312022 |  | Half year ended <br> September, 302021 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Premium and other receipts (net of Goods and Service tax) |  | 1,874,613 |  | 4,170,098 |  | 1,837,484 |
| Interest received on tax refund |  | - |  | - |  | - |
| Payments to the re-insurers, net of commissions and claims/ Benefits | (918) |  | 73,425 |  | 8,016 |  |
| Payments to co-insurers, net of claims / benefit recovery | - |  | - |  | - |  |
| Payments of claims/benefits | $(1,421,912)$ |  | $(3,067,316)$ |  | $(1,353,324)$ |  |
| Payments of commission and brokerage ${ }^{1}$ | $(79,341)$ |  | $(165,055)$ |  | $(76,706)$ |  |
| Payments of other operating expenses ${ }^{2}$ | $(370,236)$ |  | $(678,255)$ |  | $(320,996)$ |  |
| Preliminary and pre-operative expenses | - |  | - |  | - |  |
| Deposits and advances | $(10,257)$ |  | (181) |  | (212) |  |
| Income taxes paid (Net) | $(10,008)$ |  | $(22,968)$ |  | $(5,701)$ |  |
| Goods and Service tax paid | $(52,904)$ |  | $(126,676)$ |  | $(57,708)$ |  |
| Other payments | - | $(1,945,576)$ | - | (3,987,026) | - | (1,806,631) |
| Cash flows before extraordinary items |  | $(70,963)$ |  | 183,072 |  | 30,853 |
| Cash flow from extraordinary operations |  | - |  | - |  | - |
| Net cash flow from / (for) operating activities (A) |  | $(70,963)$ |  | 183,072 |  | 30,853 |
|  |  |  |  |  |  |  |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |  |  |  |
| Purchase of fixed assets | $(7,473)$ |  | $(18,870)$ |  | $(3,159)$ |  |
| Sale of fixed assets | 75 | $(7,398)$ | 9,364 | $(9,506)$ | 233 | $(2,926)$ |
| Purchase of investments |  | $(5,599,427)$ |  | (11,149,051) |  | $(5,546,744)$ |
| Investment in Subsidiary |  | - |  | $(2,100)$ |  | $(2,100)$ |
| Loans disbursed |  | - |  | - |  | - |
| Loans against policies |  | $(15,440)$ |  | $(27,730)$ |  | $(12,290)$ |
| Sale of investments |  | 5,582,772 |  | 10,302,405 |  | 4,972,587 |
| Repayments received |  | - |  | - |  | - |
| Advance/deposit for investment property |  | - |  | - |  | - |
| Interest \& rent received (net of tax deducted at source) |  | 366,314 |  | 721,668 |  | 329,593 |
| Dividend received |  | 86,269 |  | 97,467 |  | 59,475 |
| Investments in money market instruments and in liquid mutual funds (Net) |  | $(335,510)$ |  | $(11,791)$ |  | 139,351 |
| Expense related to investment |  | $(1,507)$ |  | $(2,898)$ |  | $(1,414)$ |
| Net cashflow from/ (for) investing activities (B) |  | 76,073 |  | $(81,536)$ |  | $(64,468)$ |
|  |  |  |  |  |  |  |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Proceeds from issuance of share capital ${ }^{3}$ |  | 4,772 |  | 5,030 |  | 4,314 |
| Proceeds from borrowing |  | - |  | - |  | - |
| Repayments of borrowing |  | - |  | - |  | - |
| Interest paid |  | - |  | $(8,220)$ |  | - |
| Final Dividend |  | $(7,906)$ |  | $(28,726)$ |  | $(28,728)$ |
| Interim Dividend paid |  | - |  | - |  | - |
| Dividend Distribution tax paid |  | - |  | - |  | - |
| Net cashflow from / (for) financing activities (C) |  | $(3,134)$ |  | (31,916) |  | $(24,414)$ |
|  |  |  |  |  |  |  |
| Effect of foreign exchange rates on cash and cash equivalents (net) (D) |  | 1 |  | - |  | 1 |
| Net increase/(decrease) in cash and cash equivalents (A+B+C+D) |  | 1,977 |  | 69,620 |  | $(58,028)$ |
| Cash and cash equivalents at beginning of the year |  | 1,014,499 |  | 944,879 |  | 944,879 |
| Cash and cash equivalents at end of the year |  | 1,016,476 |  | 1,014,499 |  | 886,851 |

Note:
Cash and cash equivalents at the end of the period

- Cash (Including cheques in hand and stamps in hand
- Bank Balances and Money at call and short notice ${ }^{4}$
[Including bank balance for linked business of $₹ 356$ lakhs at September 30, 2022
(₹ 245 lakhs at March 31, 2022, ₹ 164 lakhs at September 30, 2021)
(₹ 245 lakhs at March 31, 2022, ₹ 164 lakhs at September 30, 2021)
- Other short term liquid investment

-Stamps on Hand
[Part of Cash (including cheques, drafts and stamps), however not a part
of cash and cash equivalents]

| $(2,906)$ |  |
| ---: | ---: | ---: |
| $\mathbf{1 , 0 1 6 , 4 7 6}$ |  |
|  | $(3,345)$ |

## Reconciliation of Cash and cash equivalents with Cash and Bank Balance

Cash and cash equivalents

| $1,016,476$ |
| ---: |
| 2,906 |
| $(356)$ |
| $(965,037)$ |
| 53,989 |


| $1,014,499$ |
| ---: |
| 3,345 |
| $(245)$ |
| $(950,604)$ |
| 66,995 |

Add: Stamps on Hand
2,906
$(965,037)$
Less: Other short term liquid investment
53,989
6,335 12,195
${ }^{1}$ Including rewards and/or remuneration to agents, brokers or other intermediaries
${ }^{2}$ Includes CSR expenses paid during the period amounting to ₹ 166 lakhs ( $₹ 619$ lakhs for year ended March 31, 2022 , ₹ 203 lakhs for year half year ended September 30 , 2021)
${ }^{3}$ Includes movement in share application money and share issue expenses if any
${ }^{4}$ Includes balance in dividend account which is unclaimed amounting to ₹ 76 lakhs (₹ 75 lakhs at March 31, 2022 , ₹ 72 lakhs at September 30,2021 ).

The above Receipts and payments account has been prepared as prescribed by Insurance Regulatory and Development Authority (Preparation of financial statements and auditor's report of insurance companies) Regulations, 2002 under the "Direct method" in accordance with Accounting Standard-3 Cash Flow Statements.

ICICI Prudential Life Insurance Company Limited
Statement of Standalone quarterly disclosure as per Regulation 52 (4) of SEBI (Listing Obligation and Disclosure requirements) Regulations 2015, as amended
(₹ in Lakhs)

| $\begin{array}{\|c} \mathrm{Sr} \\ \mathrm{No} . \end{array}$ | Particulars | Three months ended/at |  |  | Six months ended/at |  | Year ended/at <br> March 31, 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { September 30, } \\ 2022 \\ \hline \end{gathered}$ | June 30, 2022 | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2022 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ |  |
|  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| 1 | Debt-Equity Ratio (No of times) (Note 1) | 0.12 | 0.13 | 0.14 | 0.12 | 0.14 | 0.13 |
| 2 | Debt Service Coverage Ratio (DSCR) (No of times) (not annualized for three/six months) (Note 2) | 11.60 | 9.45 | 24.68 | 10.53 | 8.04 | 11.43 |
| 3 | Interest Service Coverage Ratio (ISCR (No of times) (not annualized for three/six months) (Note 3) | 11.60 | 9.45 | 24.68 | 10.53 | 8.04 | 11.43 |
| 4 | Total Borrowings | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 |
| 5 | Outstanding redeemable preference share (quantity \& value) | NA | NA | NA | NA | NA | NA |
| 6 | Capital Redemption Reserve/Debenture redemption reserve (Note 4) | NA | NA | NA | NA | NA | NA |
| 7 | Net worth (Note 5) | 962,952 | 905,317 | 875,509 | 962,952 | 875,509 | 916,306 |
| 8 | Net Profit After Tax | 19,948 | 15,569 | 44,457 | 35,517 | 25,884 | 75,413 |
| 9 | Earnings Per Share |  |  |  |  |  |  |
|  | (a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) | 1.39 | 1.08 | 3.09 | 2.47 | 1.80 | 5.25 |
|  | (b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) $\qquad$ | 1.38 | 1.08 | 3.08 | 2.46 | 1.79 | 5.23 |
| 10 | Current ratio (Note 6) | 1.14 | 0.96 | 1.13 | 1.14 | 1.13 | 0.93 |
| 11 | Long term debt to working capital (Note 7) | NA | NA | NA | NA | NA | NA |
| 12 | Bad debts to Account receivable ratio (Note 7) | NA | NA | NA | NA | NA | NA |
| 13 | Current liability ratio (Note 8) | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| 14 | Total debts to total assets (Note 9)* | 0.00 | 0.01 | 0.01 | 0.00 | 0.01 | 0.01 |
| 15 | Debtors turnover (Note 7) | NA | NA | NA | NA | NA | NA |
| 16 | Inventory turnover (Note 7) | NA | NA | NA | NA | NA | NA |
| 17 | Operating margin \% (Note 7) | NA | NA | NA | NA | NA | NA |
| 18 | Net profit margin \% (Note 7) | NA | NA | NA | NA | NA | NA |

Notes:
1 Debt-Equity Ratio is calculated as total borrowings divided by Equity. Equity is calculated as shareholder's funds excluding redeemable preference shares, if any. 2 DSCR is calculated as Profit before interest, depreciation and tax divided by interest expenses together with principal payments of long term debt during the period. 3 ISCR is calculated as Profit before interest, depreciation and tax divided by interest expenses of long term debt during the period.
4 Debenture redemption reserve is not required to be created as per Companies (Share Capital \& Debenture) Amendment Rules, 2019 dated August 16, 2019
5 Net worth represents shareholder's funds excluding redeemable preference shares, if any.
6 Current ratio is computed as current assets divided by current liability.
7 Not applicable to insurance companies.
8 Current liability ratio is computed as current liability divided by total liability. Total liability includes borrowings, policyholders' liabilities, fund for future appropriation and current liability.
9 Total debt to total assets is computed as borrowings divided by total assets.
10 Sector specific equivalent ratios are disclosed in Analytical ratios forming part of Standalone audited financial SEBI results. ${ }^{\star}$ represents 0.0049 for the quarter and half year ended September 30, 2022

ICICI Prudential Life Insurance Company Limited
Statement of Consolidated Audited Results for the quarter and half year ended September 30, 2022

| Sr <br> No. | Particulars |  | Three months ended/at |  |  | Six months ended/at |  | Year ended/at <br> March 31, 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { September 30, } \\ 2022 \end{gathered}$ | June 30, 2022 | September 30, 2021 | September 30, 2022 | September 30, 2021 |  |
|  |  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| POLICYHOLDERS' A/C |  |  |  |  |  |  |  |  |
| 1 | Gross premium income |  |  |  |  |  |  |  |
|  | (a) | First Year Premium | 144,439 | 103,851 | 155,724 | 248,290 | 243,750 | 596,551 |
|  | (b) | Renewal Premium | 564,262 | 389,406 | 557,035 | 953,668 | 970,781 | 2,195,575 |
|  | (c) | Single Premium | 280,857 | 233,215 | 240,561 | 514,071 | 425,788 | 953,674 |
| 2 | Net premium income ${ }^{1}$ |  | 958,172 | 688,420 | 928,653 | 1,646,592 | 1,588,838 | 3,632,127 |
| 3 | Income from investments: ( Net$)^{2}$ |  | 1,281,889 | $(867,084)$ | 1,354,583 | 414,805 | 2,275,610 | 2,496,954 |
| 4 | Other income |  | 3,804 | 3,333 | 2,640 | 7,137 | 5,074 | 11,259 |
| 5 | Transfer of funds from Shareholders' A/c |  | 46,570 | 29,212 | 27,063 | 75,782 | 115,822 | 216,111 |
| 6 | Total (2 to 5) |  | 2,290,435 | $(146,119)$ | 2,312,939 | 2,144,316 | 3,985,344 | 6,356,451 |
| 7 | Commission on |  |  |  |  |  |  |  |
|  | (a) | First Year Premium | 23,571 | 18,006 | 26,486 | 41,576 | 42,310 | 103,464 |
|  | (b) | Renewal Premium | 10,748 | 7,142 | 10,106 | 17,890 | 17,557 | 41,191 |
|  | (c) | Single Premium | 3,852 | 3,683 | 3,579 | 7,535 | 6,019 | 14,481 |
| 8 | Net Commission ${ }^{3}$ |  | 41,308 | 30,591 | 42,507 | 71,899 | 69,563 | 167,291 |
| 9 | Operating Expenses related to insurance business ( $\mathrm{a}+\mathrm{b}+\mathrm{c}$ ): |  |  |  |  |  |  |  |
|  | (a) | Employees remuneration and welfare expenses | 35,022 | 34,339 | 28,967 | 69,361 | 58,096 | 119,702 |
|  | (b) | Advertisement and publicity | 42,502 | 24,539 | 22,739 | 67,041 | 48,236 | 122,664 |
|  | (c) | Other operating expenses | 27,829 | 32,959 | 25,150 | 60,788 | 47,317 | 124,929 |
| 10 | Expenses of Management (8+9) |  | 146,661 | 122,428 | 119,363 | 269,089 | 223,212 | 534,586 |
| 11 | Provisions for doubtful debts (including bad debts written off) |  | 270 | 165 | 113 | 435 | 210 | 478 |
| 12 | Provisions for diminution in value of investments |  | 30 |  | - | 30 | - | 2,332 |
| 13 | Goods and Service tax charge on linked charges |  | 16.118 | 16.121 | 17.497 | 32,239 | 33,383 | 69,143 |
| 14 | Provision for taxes (a+b) |  | 4,255 | 4,410 | 2,604 | 8,666 | 2,604 | 16,615 |
|  | (a) | Current tax | 4,255 | 4,410 | 2,604 | 8,666 | 2,604 | 16,615 |
|  | (b) | Deferred tax | - | - | - | - | - |  |
| 15 | Benefits Paid ${ }^{4}(\mathrm{Net})^{1}$ |  | 802,189 | 551,249 | 802,286 | 1,353,437 | 1,369,045 | 2,935,884 |
| 16 | Change in actuarial liability |  | 1,268,597 | $(879,987)$ | 1,322,843 | 388,610 | 2,293,155 | 2,578,376 |
| 17 | Total ( $10+11+12+13+14+15+16)$ |  | 2,238,120 | $(185,614)$ | 2,264,706 | 2,052,506 | 3,921,609 | 6,137,414 |
| 18 | Surplus/(Deficit) (6-17) |  | 52,315 | 39,495 | 48,233 | 91,810 | 63,735 | 219,037 |
| 19 | Appropriations |  |  |  |  |  |  |  |
|  | (a) | Transferred to Shareholders | 48,607 | 29,600 | 44,019 | 78,207 | 72,946 | 216,022 |
|  | (b) | Funds for Future Appropriations | 3,708 | 9,895 | 4,214 | 13,603 | $(9,211)$ | 3,015 |
| 20 | Details of Surplus/(Deficit) |  |  |  |  |  |  |  |
|  | (a) | Interim bonus paid | 5,440 | 4,528 | 4,809 | 9,968 | 8,335 | 21,354 |
|  | (b) | Allocation of bonus to policyholders | - |  | - | - | - | 68,349 |
|  | (c) | Surplus shown in the Revenue Account | 52,315 | 39,495 | 48,233 | 91,810 | 63,735 | 219,037 |
|  | Total | Surplus | 57,755 | 44,023 | 53,042 | 101,778 | 72,070 | 308,740 |
| SHAREHOLDERS' A/C |  |  |  |  |  |  |  |  |
| 21 | Transfer from Policyholders' Account |  | 48,607 | 29,600 | 44,019 | 78,207 | 72,946 | 216,022 |
| 22 | Total income under Shareholders' Account |  |  |  |  |  |  |  |
|  | (a) | Investment Income | 20,427 | 17,577 | 32,892 | 38,004 | 72,807 | 101,433 |
|  | (b) | Other income | 323 | 300 | 354 | 624 | 607 | 1,178 |
| 23 | Expenses other than those related to insurance business ${ }^{5}$ |  | 2,765 | 2,583 | 2,632 | 5,349 | 5,295 | 11,070 |
| 24 | Transfer of funds to Policyholders A/c |  | 46,570 | 29,212 | 27,063 | 75,782 | 115,822 | 216,111 |
| 25 | Provisions for doubtful debts (including write off) |  | - | - | - | - | (791) | (791) |
| 26 | Provisions for diminution in value of investments |  | - |  | - | - | - | 12,766 |
| 27 | Profit/ (loss) before tax |  | 20,022 | 15,682 | 47,570 | 35,704 | 26,034 | 79,477 |
| 28 | Provisions for tax (a+b) |  | 10 | 26 | 3,008 | 36 | 1 | 3,557 |
|  | (a) | Current tax (credit)/charge | - |  | (2) | - | - | 3,642 |
|  | (b) | Deferred tax (credit)/charge | 10 | 26 | 3,010 | 36 | 1 | (85) |
| 29 | Profit/(loss) after tax and before extraordinary items |  | 20,012 | 15,656 | 44,562 | 35,668 | 26,033 | 75,920 |
| 30 | Extraordinary Items (Net of tax expenses) |  |  |  |  |  | - |  |
| 31 | Profit/(loss) after tax and extraordinary items |  | 20,012 | 15,656 | 44,562 | 35,668 | 26,033 | 75,920 |
|  |  |  |  |  |  |  |  |  |
| 32 | Dividend per share (₹) (Nominal Value ₹ 10 per share): |  |  |  |  |  |  |  |
|  | (a) | Interim Dividend | - | - | - | - | - |  |
|  | (b) | Final Dividend | - |  |  | - | - | 0.55 |
| 33 | Profit | /(Loss) carried to Balance Sheet | 435,013 | 415,002 | 357,364 | 435,013 | 357,364 | 407,252 |
| 34 | Paid | up equity share capital | 143,855 | 143,748 | 143,712 | 143,855 | 143,712 | 143,731 |
| 35 | Reser | ve \& Surplus (excluding Revaluation Reserve) | 787,912 | 763,919 | 704,913 | 787,912 | 704,913 | 755,503 |
| 36 | Fair v | value Change Account and revaluation reserve | 30,829 | $(2,791)$ | 26,012 | 30,829 | 26,012 | 16,564 |
| 37 | Total Assets: |  |  |  |  |  |  |  |
|  | (a) | Investments: |  |  |  |  |  |  |
|  |  | - Shareholders' | 957,922 | 899,201 | 855,739 | 957,922 | 855,739 | 984,688 |
|  |  | - Policyholders Fund excluding Linked Assets | 8,417,212 | 7,989,128 | 7,104,902 | 8,417,212 | 7,104,902 | 7,738,800 |
|  |  | - Assets held to cover Linked Liabilities | 14,764,969 | 13,885,102 | 15,504,933 | 14,764,969 | 15,504,933 | 15,086,630 |
|  | (b) | Other Assets (Net of current liabilities and provisions) | 223,624 | 133,983 | 192,395 | 223,624 | 192,395 | 108,400 |

## 1 Net of reinsurance

2 Net of amortisation and losses (including capital gains)
3 Inclusive of rewards and/or remuneration to agents, brokers or other intermediaries
4 Inclusive of interim bonus
5 Inclusive of remuneration of MD/CEOs/ WTDs over specified limits and interest on debentures

| Particulars | At September 30, 2022 | At June 30, 2022 | At March 31, 2022 | At September 30, 2021 |
| :---: | :---: | :---: | :---: | :---: |
|  | (Audited) | (Audited) | (Audited) | (Audited) |
| Sources of funds |  |  |  |  |
| Shareholders' funds : |  |  |  |  |
| Share capital | 143,855 | 143,748 | 143,731 | 143,712 |
| Share application money | - | 19 | - | 5 |
| Reserve and surplus | 791,056 | 767,063 | 758,646 | 707,248 |
| Credit/[debit] fair value change account | 27,685 | $(5,935)$ | 13,421 | 23,676 |
| Deferred tax Liability | - | - | - | 1 |
| Sub - total | 962,596 | 904,895 | 915,798 | 874,642 |
|  |  |  |  |  |
| Borrowings | 120,000 | 120,000 | 120,000 | 120,000 |
| Policyholders' funds : |  |  |  |  |
| Credit/[debit] fair value change account | 282,245 | 152,389 | 282,747 | 360,727 |
| Revaluation reserve - Investment property | 3,496 | 7,045 | 6,796 | 6,867 |
|  |  |  |  |  |
| Policy liabilities (A)+(B)+(C) | 22,843,455 | 21,574,858 | 22,454,845 | 22,169,626 |
| Non unit liabilities (mathematical reserves) (A) | 8,078,486 | 7,689,756 | 7,368,215 | 6,664,693 |
| Insurance Reserve | - | - | - | - |
|  |  |  |  |  |
| Provision for linked liabilities (fund reserves) (B) | 13,797,852 | 12,871,101 | 14,054,141 | 14,383,271 |
| (a) Provision for linked liabilities | 11,760,659 | 11,641,382 | 11,611,427 | 11,053,266 |
| (b) Credit/[debit] fair value change account (Linked) | 2,037,193 | 1,229,719 | 2,442,714 | 3,330,005 |
|  |  |  |  |  |
| Funds for discontinued policies (C) | 967,117 | 1,014,001 | 1,032,489 | 1,121,662 |
| (a) Discontinued on account of non-payment of premium | 988,176 | 1,058,487 | 1,064,803 | 1,138,476 |
| (b) Other discontinuance | 4,019 | 2,204 | 5,051 | 6,200 |
| (c) Credit/[debit] fair value change account | $(25,078)$ | $(46,690)$ | $(37,365)$ | (23,014) |
| Total linked liabilities (B)+(C) | 14,764,969 | 13,885,102 | 15,086,630 | 15,504,933 |
| Sub - total | 23,249,196 | 21,854,292 | 22,864,388 | 22,657,220 |
|  |  |  |  |  |
| Funds for Future Appropriations |  |  |  |  |
| Non linked | 151,935 | 148,227 | 138,332 | 126,107 |
| Sub - total | 151,935 | 148,227 | 138,332 | 126,107 |
| Total | 24,363,727 | 22,907,414 | 23,918,518 | 23,657,969 |
|  |  |  |  |  |
| Application of funds |  |  |  |  |
| Investments |  |  |  |  |
| Shareholders' | 957,922 | 899,201 | 984,688 | 855,739 |
| Policyholders' | 8,417,212 | 7,989,128 | 7,738,800 | 7,104,902 |
| Asset held to cover linked liabilities | 14,764,969 | 13,885,102 | 15,086,630 | 15,504,933 |
| Loans | 109,452 | 100,629 | 94,012 | 78,572 |
| Fixed assets - net block | 52,440 | 51,014 | 48,778 | 45,660 |
| Deferred tax asset | 49 | 59 | 85 | - |
|  |  |  |  |  |
| Current assets |  |  |  |  |
| Cash and Bank balances | 54,109 | 48,705 | 67,093 | 91,620 |
| Advances and Other assets | 442,861 | 402,946 | 423,658 | 495,727 |
| Sub-Total (A) | 496,970 | 451,651 | 490,751 | 587,347 |
|  |  |  |  |  |
| Current liabilities | 433,358 | 465,548 | 522,626 | 516,628 |
| Provisions | 1,929 | 3,822 | 2,600 | 2,556 |
| Sub-Total (B) | 435,287 | 469,370 | 525,226 | 519,184 |
| Net Current Assets (C) $=$ (A-B) | 61,683 | $(17,719)$ | $(34,475)$ | 68,163 |
|  |  |  |  |  |
| Miscellaneous expenditure (to the extent not written-off or adjusted) | - | - | - | - |
| Debit Balance in Profit \& Loss Account (Shareholders' account) | - | - | - | - |
| Total | 24,363,727 | 22,907,414 | 23,918,518 | 23,657,969 |
| Contingent liabilities | 82,898 | 94,359 | 98,337 | 129,260 |
|  |  |  |  |  |

ICICI Prudential Life Insurance Company Limited
Segment ${ }^{1}$ Reporting (Consolidated) for the quarter and half year ended September 30, 2022


ICICI Prudential Life Insurance Company Limited
Segment ${ }^{1}$ Reporting (Consolidated) for the quarter and half year ended September 30, 2022

| $\begin{array}{\|c\|} \hline \text { Sr } \\ \text { No. } \end{array}$ | Particulars | Three months ended/at |  |  | Six months ended/at |  | Year ended/at <br> March 31, <br> 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { September 30, } \\ 2022 \\ \hline \end{gathered}$ | June 30, 2022 | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2022 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ |  |
|  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
|  | Segment M: Linked Group Pension |  |  |  |  |  |  |
|  | Net Premium | 7,439 | 7,190 | 17,572 | 14,630 | 23,911 | 52,061 |
|  | Income from investments ${ }^{2}$ | 10,642 | $(7,200)$ | 12,135 | 3,443 | 20,322 | 24,648 |
|  | Transfer of Funds from shareholders' account | - | - | - | - | - |  |
|  | Other income | - | - | - | - | 1 | 3 |
|  |  |  |  |  |  |  |  |
|  | Shareholders |  |  |  |  |  |  |
|  | Income from investments ${ }^{2}$ | 20,427 | 17,577 | 32,892 | 38,004 | 72,807 | 88,667 |
|  | Other income | 323 | 300 | 354 | 624 | 607 | 1,178 |
|  |  |  |  |  |  |  |  |
| 2 | Segment Surplus/(Deficit) (net of transfer from shareholders' A/c) : |  |  |  |  |  |  |
|  | Segment A: Par life | 1,250 | 8,092 | 2,809 | 9,342 | $(11,701)$ | 13,005 |
|  | Segment B: Par pension | 2,458 | 1,802 | 1,404 | 4,261 | 2,489 | (24) |
|  | Segment C: Non Par Life | $(39,309)$ | (24,519) | $(30,268)$ | $(63,827)$ | $(115,820)$ | $(189,401)$ |
|  | Segment D: Non Par Pension | (18) | (235.00) | 105 | (253) | 111 | (163) |
|  | Segment E: Non Par Variable | 60 | 61 | 344 | 121 | 974 | 1,110 |
|  | Segment F: Non Par Variable Pension | (2) | (150) | 211 | (152) | 256 | 346 |
|  | Segment G: Annuity Non Par | $(7,241)$ | $(4,308)$ | 11,134 | $(11,549)$ | 7,995 | 21,537 |
|  | Segment H: Health | (42) | 54 | 368 | 13 | 300 | 441 |
|  | Segment I: Linked Life | 44,904 | 25,866 | 31,420 | 70,766 | 55,777 | 146,552 |
|  | Segment J: Linked Pension | 2,793 | 2,235 | 3,083 | 5,028 | 6,166 | 12,024 |
|  | Segment K: Linked Health | 237 | 730 | (2) | 968 | 244 | $(5,095)$ |
|  | Segment L: Linked Group Life | 250 | 297 | 229 | 546 | 411 | 1,196 |
|  | Segment M: Linked Group Pension | 405 | 358 | 333 | 764 | 711 | 1,398 |
|  | Shareholders | 17,975 | 15,268 | 27,606 | 33,243 | 68,909 | 76,009 |
|  |  |  |  |  |  |  |  |
| 3 | Segment Assets: |  |  |  |  |  |  |
|  | Segment A: Par life | 2,944,749 | 2,778,481 | 2,674,237 | 2,944,749 | 2,674,237 | 2,799,629 |
|  | Segment B: Par pension | 168,933 | 182,456 | 183,519 | 168,933 | 183,519 | 183,405 |
|  | Segment C: Non Par Life | 4,094,493 | 3,808,874 | 3,328,381 | 4,094,493 | 3,328,381 | 3,698,454 |
|  | Segment D: Non Par Pension | 98,583 | 71,068 | 13,658 | 98,583 | 13,658 | 32,439 |
|  | Segment E: Non Par Variable | 10,204 | 11,686 | 13,621 | 10,204 | 13,621 | 12,345 |
|  | Segment F: Non Par Variable Pension | 3,899 | 22,279 | 21,676 | 3,899 | 21,676 | 21,933 |
|  | Segment G: Annuity Non Par | 1,121,950 | 1,045,464 | 836,403 | 1,121,950 | 836,403 | 981,617 |
|  | Segment H: Health | 5,263 | 4,913 | 3,804 | 5,263 | 3,804 | 4,658 |
|  | Segment I: Linked Life | 13,076,359 | 12,266,768 | 13,729,334 | 13,076,359 | 13,729,334 | 13,349,333 |
|  | Segment J: Linked Pension | 706,215 | 678,871 | 824,032 | 706,215 | 824,032 | 751,168 |
|  | Segment K: Linked Health | 111,492 | 105,380 | 113,298 | 111,492 | 113,298 | 115,420 |
|  | Segment L: Linked Group Life | 561,969 | 537,824 | 545,560 | 561,969 | 545,560 | 556,742 |
|  | Segment M: Linked Group Pension | 377,022 | 368,455 | 375,804 | 377,022 | 375,804 | 375,577 |
|  | Shareholders | 1,082,596 | 1,024,895 | 994,642 | 1,082,596 | 994,642 | 1,035,798 |
|  |  |  |  |  |  |  |  |
| 4 | Segment Policy Liabilities: |  |  |  |  |  |  |
|  | Segment A: Par life | 2,944,749 | 2,778,481 | 2,674,237 | 2,944,749 | 2,674,237 | 2,799,629 |
|  | Segment B: Par pension | 168,933 | 182,456 | 183,519 | 168,933 | 183,519 | 183,405 |
|  | Segment C: Non Par Life | 4,094,493 | 3,808,874 | 3,328,381 | 4,094,493 | 3,328,381 | 3,698,454 |
|  | Segment D: Non Par Pension | 98,583 | 71,068 | 13,658 | 98,583 | 13,658 | 32,439 |
|  | Segment E: Non Par Variable | 10,204 | 11,686 | 13,621 | 10,204 | 13,621 | 12,345 |
|  | Segment F: Non Par Variable Pension | 3,899 | 22,279 | 21,676 | 3,899 | 21,676 | 21,933 |
|  | Segment G: Annuity Non Par | 1,121,950 | 1,045,464 | 836,403 | 1,121,950 | 836,403 | 981,617 |
|  | Segment H: Health | 5,263 | 4,913 | 3,804 | 5,263 | 3,804 | 4,658 |
|  | Segment I: Linked Life | 13,076,359 | 12,266,768 | 13,729,334 | 13,076,359 | 13,729,334 | 13,349,333 |
|  | Segment J: Linked Pension | 706,215 | 678,871 | 824,032 | 706,215 | 824,032 | 751,168 |
|  | Segment K: Linked Health | 111,492 | 105,380 | 113,298 | 111,492 | 113,298 | 115,420 |
|  | Segment L: Linked Group Life | 561,969 | 537,824 | 545,560 | 561,969 | 545,560 | 556,742 |
|  | Segment M: Linked Group Pension | 377,022 | 368,455 | 375,804 | 377,022 | 375,804 | 375,577 |
|  |  |  |  |  |  |  |  |

## Footnotes:

## 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 and Pension.
(d) Business within India and business outside India

2 Net of provisions for diminution in value of investments

ICICI Prudential Life Insurance Company Limited
Statement of Consolidated Audited Results for the quarter and half year ended September 30, 2022

| Sr <br> No. | Particulars | Three months ended/at |  |  | Six months ended/at |  | Year ended/at <br> March 31, 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | September 30, $2022$ | June 30, 2022 | September 30, 2021 | September 30, 2022 | September 30, 2021 |  |
|  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
|  | Analytical Ratios: ${ }^{1}$ |  |  |  |  |  |  |
| (i) | Solvency Ratio: | 200.7\% | 203.6\% | 199.9\% | 200.7\% | 199.9\% | 204.5\% |
| (ii) | Expenses of management ratio | 14.8\% | 16.9\% | 12.5\% | 15.7\% | 13.6\% | 14.3\% |
| (iii) | Policyholder's liabilities to shareholders' fund | 2418.6\% | 2418.2\% | 2591.2\% | 2418.6\% | 2591.2\% | 2498.7\% |
| (iv) | Earnings per share ( $₹$ ): |  |  |  |  |  |  |
|  | (a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) | 1.39 | 1.09 | 3.10 | 2.48 | 1.81 | 5.28 |
|  | (b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) | 1.39 | 1.09 | 3.09 | 2.47 | 1.80 | 5.26 |
| (v) | NPA ratios: (for policyholders' fund) |  |  |  |  |  |  |
|  | (a) Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
|  | (b) \% of Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
| (vi) | Yield on Investments (On Policyholders' fund) |  |  |  |  |  |  |
|  | A. Without unrealised gains |  |  |  |  |  |  |
|  | - Non Linked Par | 7.8\% | 5.4\% | 7.4\% | 6.6\% | 9.7\% | 8.3\% |
|  | - Non Linked Non Par | 8.0\% | 7.4\% | 8.7\% | 7.7\% | 8.5\% | 7.9\% |
|  | - Linked Non Par | 7.7\% | 5.8\% | 14.3\% | 6.8\% | 13.4\% | 13.3\% |
|  | B. With unrealised gains |  |  |  |  |  |  |
|  | - Non Linked Par | 20.1\% | (13.5\%) | 15.9\% | 2.0\% | 11.3\% | 5.3\% |
|  | - Non Linked Non Par | 18.9\% | (14.0\%) | 14.4\% | 1.5\% | 7.2\% | 3.2\% |
|  | - Linked Non Par | 34.4\% | (25.2\%) | 36.1\% | 0.3\% | 29.2\% | 12.8\% |
| (vii) | NPA ratios: (for shareholders' fund) |  |  |  |  |  |  |
|  | (a) Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
|  | (b) \% of Gross \& Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
| (viii) | Yield on Investments (on Shareholders' A/c) |  |  |  |  |  |  |
|  | A. Without unrealised gains | 8.6\% | 7.5\% | 15.3\% | 8.1\% | 17.1\% | 10.2\% |
|  | B. With unrealised gains | 27.0\% | (10.4\%) | 8.1\% | 6.7\% | 6.1\% | 2.2\% |
| (ix) | Persistency Ratio (Regular Premium / Limited Premium Payment under Individual category) ${ }^{2}$ |  |  |  |  |  |  |
|  | Premium Basis |  |  |  |  |  |  |
|  | 13th month | 84.0\% | 82.7\% | 81.2\% | 85.9\% | 85.0\% | 84.6\% |
|  | 25th month | 74.5\% | 73.9\% | 74.6\% | 77.2\% | 75.0\% | 77.3\% |
|  | 37th month | 70.5\% | 70.1\% | 64.6\% | 68.7\% | 66.3\% | 66.9\% |
|  | 49th month | 63.3\% | 62.0\% | 60.6\% | 65.4\% | 62.9\% | 63.4\% |
|  | 61st month | 65.4\% | 61.5\% | 50.2\% | 61.2\% | 51.8\% | 54.7\% |
|  | Number of Policy Basis |  |  |  |  |  |  |
|  | 13th month | 76.9\% | 76.3\% | 71.5\% | 76.8\% | 75.2\% | 75.1\% |
|  | 25th month | 65.4\% | 66.7\% | 66.7\% | 68.6\% | 65.0\% | 68.3\% |
|  | 37th month | 62.1\% | 61.1\% | 55.7\% | 59.9\% | 57.5\% | 58.2\% |
|  | 49th month | 54.6\% | 55.4\% | 51.4\% | 55.4\% | 54.4\% | 54.7\% |
|  | 61st month | 46.8\% | 45.5\% | 42.3\% | 41.9\% | 44.2\% | 41.3\% |
| (x) | Conservation Ratio |  |  |  |  |  |  |
|  | Par Life | 86.2\% | 85.6\% | 84.2\% | 85.9\% | 86.6\% | 85.8\% |
|  | Par Pension | 0.5\% | 268.6\% | 121.6\% | 2.8\% | 121.4\% | 138.8\% |
|  | Non Par Life | 92.9\% | 91.1\% | 89.4\% | 92.2\% | 91.9\% | 91.1\% |
|  | Non Par Pension | NA | NA | NA | NA | NA | NA |
|  | Non Par Variable | NA | NA | NA | NA | NA | NA |
|  | Non Par Variable Pension | NA | NA | NA | NA | NA | NA |
|  | Annuity Non Par | NA | NA | NA | NA | NA | NA |
|  | Health | 84.9\% | 81.6\% | 77.9\% | 83.3\% | 80.8\% | 80.0\% |
|  | Linked Life | 79.5\% | 72.8\% | 75.8\% | 76.6\% | 79.5\% | 75.4\% |
|  | Linked Pension | 76.1\% | 67.7\% | 77.3\% | 72.1\% | 79.8\% | 77.3\% |
|  | Linked Health | 92.4\% | 89.3\% | 87.0\% | 90.9\% | 89.9\% | 91.4\% |
|  | Linked Group Life | 58.7\% | 47.0\% | 109.6\% | 55.0\% | 125.7\% | 39.6\% |
|  | Linked Group Pension | 107.0\% | 88.2\% | 57.5\% | 96.1\% | 73.8\% | 78.4\% |

Notes:
1 Analytical ratios have been calculated as per the definition given in IRDAI Analytical ratios disclosure.
2 Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/GEN/21/02/2010 dated February 11, 2010
a) Persistency ratios for the quarter ended September 30, 2022 have been calculated on September 30, 2022 for the policies issued in June to August period of the relevant years. For example, the 13th month persistency for quarter ended September 30, 2022 is calculated for policies issued from June 1,2021 to August $31,2021$. b) Persistency ratios for the quarter ended June 30, 2022 have been calculated on July 31, 2022 for the policies issued in April to June period of the relevant years. For example, the 13th month persistency for quarter ended July 31, 2022 is calculated for policies issued from April 1, 2021 to June $30,2021$.
c) Persistency ratios for the quarter ended September 30, 2021 have been calculated on October 31, 2021 for the policies issued in July to December period of the relevant years. For example, the 13th month persistency for quarter ended September 30, 2021 is calculated for policies issued from July 1,2020 to December $31,2020$. d) Persistency ratios for the year ended September 30, 2022 have been calculated on September 30, 2022 for the policies issued in September to August period of the relevant years. For example, the 13th month persistency for year ended September 30, 2022 is calculated for policies issued from September 1 , 2020 to August 31 , 2021 e) Persistency ratios for year ended September 30, 2021 have been calculated on October 31, 2021 for the policies issued in October to September period of the relevant years. For example, the 13th month persistency for year ended September 30, 2021 is calculated for policies issued from October 1 , 2019 to September 30 , 2020.
f) Persistency ratios for year ended March 31, 2022 have been calculated on April 30, 2022 for the policies issued in April to March period of the relevant years. For example, the 13th month persistency for year ended March 31, 2022 is calculated for policies issued from April 1, 2020 to March 31, 2021.
g) Group policies and policies under micro insurance products are excluded

| Particulars | Half year ended September, 302022 |  | Year ended <br> March, 312022 |  | Half year ended September, 302021 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Premium and other receipts (net of Goods and Service tax) |  | 1,875,218 |  | 4,171,054 |  | 1,837,749 |
| Interest received on tax refund |  | - |  | 1 |  | - |
| Payments to the re-insurers, net of commissions and claims/ Benefits | (918) |  | 73,425 |  | 8,016 |  |
| Payments to co-insurers, net of claims / benefit recovery | - |  | - |  | - |  |
| Payments of claims/benefits | $(1,421,912)$ |  | $(3,067,316)$ |  | $(1,353,324)$ |  |
| Payments of commission and brokerage ${ }^{1}$ | $(79,341)$ |  | $(165,055)$ |  | $(76,706)$ |  |
| Payments of other operating expenses ${ }^{2}$ | $(371,076)$ |  | $(679,178)$ |  | $(321,460)$ |  |
| Preliminary and pre-operative expenses | - |  | - |  | - |  |
| Deposits and advances | $(10,257)$ |  | (181) |  | (212) |  |
| Income taxes paid (Net) | $(9,999)$ |  | $(22,959)$ |  | $(5,701)$ |  |
| Goods and Service tax paid | $(52,904)$ |  | $(126,676)$ |  | $(57,708)$ |  |
| Other payments | - | $(1,946,407)$ | - | $(3,987,940)$ | - | $(1,807,095)$ |
| Cash flows before extraordinary items |  | $(71,189)$ |  | 183,115 |  | 30,654 |
| Cash flow from extraordinary operations |  | - |  | - |  | - |
| Net cash flow from / (for) operating activities (A) |  | $(71,189)$ |  | 183,115 |  | 30,654 |
|  |  |  |  |  |  |  |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |  |  |  |
| Purchase of fixed assets | $(7,473)$ |  | $(18,870)$ |  | $(3,159)$ |  |
| Sale of fixed assets | 75 | $(7,398)$ | 9,364 | $(9,506)$ | 233 | $(2,926)$ |
| Purchase of investments |  | $(5,600,266)$ |  | (11,154,926) |  | $(5,549,435)$ |
| Investment in Subsidiary |  | - |  | - |  | - |
| Loans disbursed |  | - |  | - |  | - |
| Loans against policies |  | $(15,440)$ |  | $(27,730)$ |  | $(12,290)$ |
| Sale of investments |  | 5,583,682 |  | 10,305,874 |  | 4,973,325 |
| Repayments received |  | - |  | - |  | - |
| Advance/deposit for investment property |  | - |  | - |  | - |
| Interest \& rent received (net of tax deducted at source) |  | 366,490 |  | 721,951 |  | 329,678 |
| Dividend received |  | 86,269 |  | 97,467 |  | 59,475 |
| Investments in money market instruments and in liquid mutual funds (Net) |  | $(335,510)$ |  | $(11,791)$ |  | 139,351 |
| Expense related to investment |  | $(1,507)$ |  | $(2,898)$ |  | $(1,414)$ |
| Net cashflow from/ (for) investing activities (B) |  | 76,320 |  | $(81,559)$ |  | (64,236) |
|  |  |  |  |  |  |  |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Proceeds from issuance of share capital ${ }^{3}$ |  | 4,772 |  | 5,015 |  | 4,300 |
| Proceeds from borrowing |  | - |  | - |  | - |
| Repayments of borrowing |  | - |  | - |  | - |
| Interest paid |  | - |  | $(8,220)$ |  | - |
| Final Dividend |  | $(7,906)$ |  | $(28,726)$ |  | $(28,728)$ |
| Interim Dividend paid |  | - |  | - |  | - |
| Dividend Distribution tax paid |  | - |  | - |  | - |
| Net cashflow from / (for) financing activities (C) |  | $(3,134)$ |  | $(31,931)$ |  | $(24,428)$ |
|  |  |  |  |  |  |  |
| Effect of foreign exchange rates on cash and cash equivalents (net) (D) |  | 1 |  | - |  | 1 |
| Net increase/(decrease) in cash and cash equivalents (A+B+C+D) |  | 1,998 |  | 69,625 |  | $(58,009)$ |
| Cash and cash equivalents at beginning of the period/year |  | 1,014,598 |  | 944,973 |  | 944,973 |
| Cash and cash equivalents at end of the period/year |  | 1,016,596 |  | 1,014,598 |  | 886,964 |

Note:
Cash and cash equivalents at the end of the period/year

- Cash (Including cheques in hand and stamps in hand)

| 6,335 | 12,294 | 6,393 |
| ---: | ---: | ---: |
| 48,130 | 55,045 | 85,391 |

- Bank Balances and Money at call and short notice ${ }^{4}$

85,391
[Including bank balance for linked business of ₹ 356 lakhs at September 30, 2022
(₹ 245 lakhs at March 31, 2022, ₹ 164 lakhs at September 30, 2021)

- Other short term liquid investment
[Forming part of Investments and Other Assets in Balance Sheet]
-965,0

950,604
797,800
-Stamps on Hand
[Part of Cash (including cheques, drafts and stamps), however not a part
$(3,345)$
of cash and cash equivalents]
Cash and cash equivalents at end of the period/year
$-1(2,906)$

Reconciliation of Cash and cash equivalents with Cash and Bank Balance
Cash and cash equivalents

| $1,016,596$ |
| ---: |
| 2,906 |
| $(356)$ |
| $(965,037)$ |
| $\mathbf{5 4 , 1 0 9}$ |


| $1,014,598$ | 886,964 |
| ---: | ---: |
| 3,345 | 2,620 |
| $(245)$ | $(164)$ |
| $(950,604)$ |  |
| $\mathbf{6 7 , 0 9 4}$ |  |

${ }^{1}$ Including rewards and/or remuneration to agents, brokers or other intermediaries
${ }^{2}$ Includes CSR expenses paid during the period amounting to ₹ 166 lakhs ( $₹ 619$ lakhs for year ended March 31, 2022 , ₹ 203 lakhs for year half year ended September 30 , 2021)
${ }^{3}$ Includes movement in share application money and share issue expenses if any
${ }^{4}$ Includes balance in dividend account which is unclaimed amounting to ₹ 76 lakhs (₹ 75 lakhs at March 31,2022 , ₹ 72 lakhs at September 30,2021 ).

The above Receipts and payments account has been prepared as prescribed by Insurance Regulatory and Development Authority (Preparation of financial statements and auditor's report of insurance companies) Regulations, 2002 under the "Direct method" in accordance with Accounting Standard-3 Cash Flow Statements.

ICICI Prudential Life Insurance Company Limited
Statement of Standalone quarterly disclosure as per Regulation 52 (4) of SEBI (Listing Obligation and Disclosure requirements) Regulations 2015, as amended

| $\begin{array}{\|c\|} \hline \mathrm{Sr} \\ \mathrm{No} . \end{array}$ | Particulars | Three months ended/at |  |  | Six months ended/at |  | Year ended/at <br> March 31, 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { September 30, } \\ 2022 \end{gathered}$ | June 30, 2022 | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2022 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ |  |
|  |  | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| 1 | Debt-Equity Ratio (No of times) (Note 1) | 0.12 | 0.13 | 0.14 | 0.12 | 0.14 | 0.13 |
| 2 | Debt Service Coverage Ratio (DSCR) (No of times) (not annualized for three/six months) (Note 2) | 11.64 | 9.51 | 24.73 | 10.58 | 8.08 | 11.48 |
| 3 | Interest Service Coverage Ratio (ISCR (No of times) (not annualized for three/six months) (Note 3) | 11.64 | 9.51 | 24.73 | 10.58 | 8.08 | 11.48 |
| 4 | Total Borrowings | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 | 120,000 |
| 5 | Outstanding redeemable preference share (quantity \& value) | NA | NA | NA | NA | NA | NA |
| 6 | Capital Redemption Reserve/Debenture redemption reserve (Note 4) | NA | NA | NA | NA | NA | NA |
| 7 | Net worth (Note 5) | 962,595 | 904,896 | 874,642 | 962,595 | 874,642 | 915,798 |
| 8 | Net Profit After Tax | 20,012 | 15,656 | 44,562 | 35,668 | 26,033 | 75,920 |
| 9 | Earnings Per Share |  |  |  |  |  |  |
|  | (a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) | 1.39 | 1.09 | 3.10 | 2.48 | 1.81 | 5.28 |
|  | (b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) | 1.39 | 1.09 | 3.09 | 2.47 | 1.80 | 5.26 |
| 10 | Current ratio (Note 6) | 1.14 | 0.96 | 1.13 | 1.14 | 1.13 | 0.93 |
| 11 | Long term debt to working capital (Note 7) | NA | NA | NA | NA | NA | NA |
| 12 | Bad debts to Account receivable ratio (Note 7) | NA | NA | NA | NA | NA | NA |
| 13 | Current liability ratio (Note 8) | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| 14 | Total debts to total assets (Note 9)* | 0.00 | 0.01 | 0.01 | 0.00 | 0.01 | 0.01 |
| 15 | Debtors turnover (Note 7) | NA | NA | NA | NA | NA | NA |
| 16 | Inventory turnover (Note 7) | NA | NA | NA | NA | NA | NA |
| 17 | Operating margin \% (Note 7) | NA | NA | NA | NA | NA | NA |
| 18 | Net profit margin \% (Note 7) | NA | NA | NA | NA | NA | NA |

Notes:
1 Debt-Equity Ratio is calculated as total borrowings divided by Equity. Equity is calculated as shareholder's funds excluding redeemable preference shares, if any.
2 DSCR is calculated as Profit before interest, depreciation and tax divided by interest expenses together with principal payments of long term debt during the period.
3 ISCR is calculated as Profit before interest, depreciation and tax divided by interest expenses of long term debt during the period.
4 Debenture redemption reserve is not required to be created as per Companies (Share Capital \& Debenture) Amendment Rules, 2019 dated August 16, 2019
5 Net worth represents shareholder's funds excluding redeemable preference shares, if any.
6 Current ratio is computed as current assets divided by current liability.
7 Not applicable to insurance companies.
8 Current liability ratio is computed as current liability divided by total liability. Total liability includes borrowings, policyholders' liabilities, fund for future appropriation and current liability.
9 Total debt to total assets is computed as borrowings divided by total assets.
9 Sector specific equivalent ratios are disclosed in Analytical ratios forming part of Standalone audited financial SEBI results.
*represents 0.0049 for the quarter and half year ended September 30, 2022

## ICICI Prudential Life Insurance Company Limited

Other disclosures:
Status of Shareholders Complaints for the half year ended ended September 30, 2022:

| Sr No. | Particulars | Number |
| ---: | :--- | ---: |
| 1 | No. of investor complaints pending at the beginning of period | 0 |
| 2 | No. of investor complaints received during the period | 59 |
| 3 | No. of investor complaints disposed off during the period | 58 |
| 4 | No. of investor complaints remaining unresolved at the end of the period* | 1 |

* The complaint has been responded to within timeline.

Notes:

1. The above financial results of the Company for the quarter and half year ended September 30, 2022 were reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on October 15, 2022.
2. These financial results have been prepared in accordance with the requirements of Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, as amended from time to time, 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 financial results are audited by the joint statutory auditors, B S R \& Co. LLP, Chartered Accountants and Walker Chandiok \& Co LLP, Chartered Accountants.
4. In view of seasonality of the Industry, the financial results for the quarter ended September 30, 2022 are not indicative of full year's expected performance.
5. During the quarter ended September 30, 2022, the Company has allotted 1,061,590 equity shares of face value of ₹ 10 each pursuant to exercise of employee stock options.
6. Figures of the previous period have been re-grouped wherever necessary, to conform to the current year presentation.
7. In accordance with requirements of IRDAI Circular on "Public disclosures by Insurers" dated September 30, 2021, the Company will publish the financials on the Company's website latest by October 30, 2022.

# For and on behalf of the Board of Directors 

N. S. Kannan<br>Managing Director \& CEO<br>DIN: 00066009

Chartered Accountants
$14^{\text {th }}$ Floor, Central B Wing and North C Wing,
Nesco IT Park 4, Nesco Center,
Western Express Highway,
Goregaon (East),
Mumbai - 400063
Telephone +91 2262571000


#### Abstract

Auditor's Report on Standalone Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016


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

We have audited the accompanying standalone financial results of ICICI Prudential Life Insurance Company Limited (the 'Company') for the quarter ended 30 September 2022 and year to date standalone financial results for the period from 1 April 2022 to 30 September 2022 attached herewith, being submitted by the Company, pursuant to the requirement of Regulation 33 and Regulation 52 read with Regulation 63(2) of the Securities and Exchange Board of India ('SEBI') (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) (the 'Listing Regulations') and the Insurance Regulatory and Development Authority of India ('IRDAI'/ 'Authority') Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016, dated 25 October 2016. These quarterly standalone financial results as well as year to date standalone 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 15 October 2022.

Our responsibility is to express an opinion on these quarterly standalone financial results and year to date standalone financial results based on our audit of such condensed standalone interim 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 quarterly standalone financial results as well as year to date standalone 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 IRDAI, 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 quarterly standalone financial results as well as year to date standalone financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as quarterly standalone financial results and year to date standalone 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.

[^1]Auditor's Report on Standalone Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference: IRDAI/F \&I/REG/CIR/208/10/2016 dated 25 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 quarterly standalone financial results and year to date standalone financial results:
(i) are presented in accordance with the requirements of Regulation 33 and Regulation 52 read with Regulation 63(2) of the of the Listing Regulations and IRDAI Circular reference IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 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 30 September 2022 as well as year to date standalone financial results for the period from 1 April 2022 to 30 September 2022.

## Other matter

1. The actuarial valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists as at 30 September 2022 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 30 September 2022 has been duly certified by the Appointed Actuary and in his 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's Registration No: 101248W/W-100022

## For Walker Chandiok \& Co LLP

Chartered Accountants
ICAI Firm Registration No:001076N/N500013

## Sagar Lakhani

Partner
Membership No: 111855
UDIN: 22111855AZUCDG6519

Mumbai
15 October 2022

Sudhir N. Pillai
Partner
Membership No: 105782
UDIN: 22105782AZUCDM5134

Mumbai
15 October 2022
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India
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Fax +912266262601

# Auditor's Report on Consolidated Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016 

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


#### Abstract

We have audited the accompanying consolidated financial results of ICICI Prudential Life Insurance Company Limited (hereinafter referred to as the 'Holding Company') and its subsidiary 'ICICI Prudential Pension Funds Management Company Limited’ (the Holding Company and its subsidiary together referred to as the 'Group') for the quarter ended 30 September 2022 and year to date consolidated financial results for the period from 1 April 2022 to 30 September 2022 attached herewith, being submitted by the Holding Company, pursuant to the requirement of Regulation 33 and Regulation 52 read with Regulation $63(2)$ of the Securities and Exchange Board of India ('SEBI') (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) (the 'Listing Regulations') and the Insurance Regulatory and Development Authority of India ('IRDAI'/ 'Authority') Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016. These quarterly consolidated financial results as well as year to date consolidated financial results have been prepared on the basis of the condensed consolidated interim financial statements, which are the responsibility of the Holding Company's Management and have been approved by the Holding Company's Board of Directors on 15 October 2022.


Our responsibility is to express an opinion on these quarterly consolidated financial results and year to date consolidated financial results based on our audit of such condensed consolidated interim financial statements, which have been prepared by the Holding Company's Management 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 quarterly consolidated financial results as well as year to date consolidated financial results 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 IRDAI, to the extent applicable.

[^2]Auditor's Report on Consolidated Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 and Regulation 52 and Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016 (Continued)

## ICICI Prudential Life Insurance Company Limited

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 quarterly consolidated financial results as well as the year to date consolidated financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as quarterly consolidated financial results and year to date consolidated 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.

In our opinion and to the best of our information and according to the explanations given to us, these quarterly consolidated financial results and year to date consolidated financial results:
(i) are presented in accordance with the requirements of Regulation 33 and Regulation 52 read with Regulation 63(2) of the Listing Regulations and IRDAI Circular reference IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016 in this regard; and
(ii) give a true and fair view of the consolidated net profit and other financial information for the quarter ended 30 September 2022 as well as year to date consolidated financial results for the period from 1 April 2022 to 30 September 2022.

## Other matters

1. We did not audit the condensed interim financial statements of the subsidiary included in the Group, whose condensed interim financial statements reflect total assets of Rs. 591,229 thousands as at 30 September 2022, total revenues of Rs. 39,082 thousands and Rs. 76,117 thousands for the quarter and six months ended 30 September 2022 respectively, profit after tax of Rs. 6,373 thousands and Rs. 15,062 thousands for the quarter and six months ended 30 September 2022 respectively and net cash inflow amounting to Rs. 2,123 thousands for the period ended on that date, as considered in the condensed consolidated interim financial statements. These condensed interim financial statements are unaudited and have been furnished to us by the Holding Company's Management, and our opinion on the condensed consolidated interim financial statements, in so far as it relates to the amounts and disclosures included in respect of such subsidiary, is based solely on such unaudited condensed interim financial statements. In our opinion and according to the information and explanations given to us by the Management of the Holding Company, these condensed interim financial statements are not material to the Group.

Auditor's Report on Consolidated Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 and Regulation 52 and Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference: IRDAI/F\&I/REG/CIR/208/10/2016 dated 25 October 2016 (Continued)

## ICICI Prudential Life Insurance Company Limited

## Other matters (Continued)

2. The actuarial valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists as at 30 September 2022 is the responsibility of the Holding 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 30 September 2022 has been duly certified by the Appointed Actuary and in his 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 consolidated interim financial statements of the Group.
Our opinion is not modified in respect of the above matters.

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

For Walker Chandiok \& Co LLP<br>Chartered Accountants<br>ICAI Firm's Registration: No:001076N/N500013

## Sagar Lakhani

Partner
Membership No: 111855
UDIN: 22111855AZUCCZ2044

## Mumbai

15 October 2022

Sudhir N. Pillai
Partner
Membership No: 105782
UDIN: 22105782AZUCER6928
Mumbai
15 October 2022

## Performance for the half year ended September 30, 2022

## 1. Operating performance review

(₹ in billion)

| ₹ in billion | H1-FY2022 | FY2022 | H1-FY2023 | Y-o-Y <br> Growth |
| :--- | ---: | ---: | ---: | ---: |
| Value of New Business (VNB) ${ }^{1}$ | 8.73 | 21.63 | 10.92 | $25.1 \%$ |
| Embedded Value (EV) | 302.03 | 316.25 | 326.48 | $8.1 \%$ |
| New Business Sum assured | $3,374.16$ | $7,731.46$ | $4,800.05$ | $42.3 \%$ |
| APE $^{2}$ | 31.96 | 77.33 | 35.19 | $10.1 \%$ |
| -Savings | 25.08 | 61.20 | 25.76 | $2.7 \%$ |
| -Protection | 5.50 | 13.13 | 7.10 | $29.1 \%$ |
| -Annuity | 1.38 | 3.00 | 2.33 | $68.8 \%$ |
| New Business Premium | 64.61 | 150.36 | 73.59 | $13.9 \%$ |
| Cost ratio (Cost/TWRP) $^{3}$ | $17.8 \%$ | $18.6 \%$ | $21.6 \%$ | - |
| Cost/TWRP (savings LOB) | $11.8 \%$ | $12.8 \%$ | $14.4 \%$ | - |
| Profit/(Loss) After Tax (PAT) | 2.59 | 7.54 | 3.55 | $37.1 \%$ |
| Assets under management | $2,370.87$ | $2,404.92$ | $2,442.79$ | $3.0 \%$ |


| Persistency ${ }^{4}$ | Regular and Limited pay |  |  | Fully paid and Single premium |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 5M- } \\ \text { FY2022 } \end{gathered}$ | FY2022 ${ }^{6}$ | $\begin{gathered} \text { 5M- } \\ \text { FY2023 } \end{gathered}$ | $\begin{gathered} \text { 5M- } \\ \text { FY2022 } \end{gathered}$ | FY2022 ${ }^{6}$ | $\begin{gathered} \text { 5M- } \\ \text { FY2023 } \end{gathered}$ |
| $13^{\text {th }}$ month | 85.1\% | 84.6\% | 85.9\% | 100.0\% | 100.0\% | 100.0\% |
| $25^{\text {th }}$ month | 74.6\% | 77.3\% | 77.2\% | 99.9\% | 100.0\% | 100.0\% |
| $37^{\text {th }}$ month | 66.3\% | 66.9\% | 68.7\% | 97.7\% | 99.0\% | 99.8\% |
| $49^{\text {th }}$ month | 64.6\% | 63.4\% | 65.4\% | 96.1\% | 96.4\% | 96.7\% |
| $61^{\text {st }}$ month | 51.6\% | 54.7\% | 61.2\% | 99.0\% | 99.2\% | 99.2\% |

1. For full year, based on actual cost; H1: based on management forecast of full year cost
2. Annualized premium equivalent
3. Total cost including commission / (Total premium - 90\% of single premium)
4. Regular and Limited pay persistency in accordance with IRDAI circular on 'Public Disclosures by Insurers' dated September 30, 2021; 12 month rolling persistency
5. For policies issued during September to August period of relevant year measured at September 30
6. For policies issued during April to March period of relevant year measured at April 30

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

## - Profitability

Value of New Business (VNB) for H1-FY2023 was ₹ 10.92 billion, a growth of $25.1 \%$ over H1FY2022. With an APE of ₹ 35.19 billion for H1-FY2023, VNB margin was 31.0\% for H1-FY2023 as compared to $28.0 \%$ for FY2022. The increase in VNB margin is primarily on account of shift in the underlying product mix.

The Company’s profit after tax was ₹ 3.55 billion for H1-FY2023, as compared to ₹ 2.59 billion for H1-FY2022 primarily due to lower COVID-19 claims and provisions.

## - Embedded Value

Our Embedded Value at September 30, 2022 was ₹ 326.48 billion compared to ₹ 302.03 billion at September 30, 2021, a growth of $8.1 \%$. The value of inforce business grew by $16.4 \%$ from ₹ 212.96 billion at September 30, 2021 to ₹ 247.97 billion at September 30, 2022.

## - New business growth

APE was ₹ 35.19 billion for H1-FY2023, a growth of $10.1 \%$ as compared to ₹ 31.96 billion for H1-FY2022. New business premium was ₹ 73.59 billion for H1-FY2023, a growth of $13.9 \%$ as compared to ₹ 64.61 billion for H1-FY2022.

## - Product mix

The Company offers a wide range of products across various segments such as savings (linked and non-linked), annuity and protection to meet the specific needs of the customers.

Annuity APE grew from ₹ 1.38 billion in H1-FY2022 to ₹ 2.33 billion in H1-FY2023, registering a robust growth of 68.8\%.

Protection APE grew from ₹ 5.50 billion in H1-FY2022 to ₹ 7.10 billion in H1-FY2023. As a result, New Business Sum Assured was ₹ 4,800.05 billion for H1-FY2023, a growth of 42.3\% as compared to ₹ $3,374.16$ billion for H1-FY2022, resulting in private market leadership with a market share of $15.7 \%$.

## - Persistency

Persistency ratios have significantly improved across all cohorts, reflective of the Company's strong focus on improving the quality of business. Our $13^{\text {th }}$ month persistency improved from $85.1 \%$ in 5M-FY2022 to $85.9 \%$ in 5M-FY2023. The $49^{\text {th }}$ month persistency ratio also improved from 64.6\% in 5M-FY2022 to 65.4\% in 5M-FY2023.

## - Cost efficiency

In H1-FY2023, the cost to total weighted received premium (TWRP) ratio for the savings business and the overall cost to TWRP ratio stood at $14.4 \%$ and $21.6 \%$ respectively. In the current financial year, the Company has been investing in building for sustainable future growth.

## - Assets under management (AUM)

The assets under management of the Company stood at ₹ $2,442.79$ billion at September 30, 2022, which makes it one of the largest fund managers in India. Equity constituted 47\% of this AUM. 97.5\% of the fixed income investments were in sovereign or AAA rated instruments.

## - Net worth and capital position

The Company's net worth was ₹ 96.30 billion at September 30, 2022. The solvency ratio was $200.7 \%$ against the regulatory requirement of $150 \%$.

## 2. Financial performance review

## Summary Standalone Revenue and Profit \& Loss Account

| Particulars | Three months ended |  |  | Six months ended |  | Year ended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September } \\ \mathbf{3 0 , 2 0 2 2} \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2022 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September } \\ \mathbf{3 0 , 2 0 2 1} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September } \\ \mathbf{3 0 , 2 0 2 2} \\ \hline \end{gathered}$ | September $30,2021$ | $\begin{gathered} \hline \text { March 31, } \\ 2022 \\ \hline \end{gathered}$ |
| Premium earned | 98.95 | 72.65 | 95.33 | 171.60 | 164.03 | 374.58 |
| Premium on reinsurance ceded | (3.13) | (3.81) | (2.47) | (6.94) | (5.15) | (11.37) |
| Net premium earned | 95.82 | 68.84 | 92.86 | 164.66 | 158.88 | 363.21 |
| Investment income ${ }^{1}$ | 130.22 | (84.96) | 138.74 | 45.26 | 234.83 | 258.30 |
| Unit-linked | 112.65 | (98.88) | 122.37 | 13.77 | 199.87 | 197.82 |
| Other than unit-linked | 17.57 | 13.92 | 16.37 | 31.49 | 34.96 | 60.48 |
| Other income | 0.38 | 0.34 | 0.28 | 0.72 | 0.53 | 1.15 |
| Total income | 226.42 | (15.78) | 231.88 | 210.64 | 394.24 | 622.66 |
| Commission paid ${ }^{2}$ | 4.13 | 3.06 | 4.25 | 7.19 | 6.96 | 16.73 |
| Expenses ${ }^{3}$ | 12.21 | 10.85 | 9.49 | 23.06 | 18.73 | 43.82 |
| Interest on Non-convertible Debentures | 0.21 | 0.20 | 0.21 | 0.41 | 0.41 | 0.82 |
| Tax on policyholders fund | 0.43 | 0.44 | 0.26 | 0.87 | 0.26 | 1.66 |
| Claims/benefits paid ${ }^{4}$ | 80.22 | 55.12 | 80.23 | 135.34 | 136.90 | 293.59 |
| Change in actuarial liability ${ }^{5}$ | 127.23 | (87.01) | 132.69 | 40.22 | 228.39 | 258.14 |
| Total Outgo | 224.43 | (17.34) | 227.13 | 207.09 | 391.65 | 614.76 |
| Profit/(Loss) before tax | 1.99 | 1.56 | 4.75 | 3.55 | 2.59 | 7.90 |
| Tax charge/ (credit) | - | - | 0.30 | - | - | 0.36 |
| Profit/(Loss) after tax | 1.99 | 1.56 | 4.45 | 3.55 | 2.59 | 7.54 |

1. Net of provision for diminution in value of investments
2. Commission also includes rewards and/or remuneration to agents, brokers or other intermediaries
3. Includes provisions for doubtful debts (including write off) and goods and service tax on linked charges
4. Net of reinsurance
5. Includes movement in funds for future appropriation

Profit after tax has increased from ₹ 2.59 billion in H1-FY2022 to ₹ 3.55 billion in H1-FY2023. The performance highlights for H1-FY2023 are as given below:

- Net premium earned (gross premium less reinsurance premium) increased by $3.6 \%$ from ₹ 158.88 billion in H1-FY2022 to ₹ 164.66 billion in H1-FY2023.
- Total investment income decreased from ₹ 234.83 billion in H1-FY2022 to ₹ 45.26 billion in H1-FY2023. Investment income comprised of:
- Investment income under unit-linked decreased from ₹ 199.87 billion in H1-FY2022 to ₹ 13.77 billion in H1-FY2023. Investment income under unit-linked is directly offset by change in valuation of policyholder liabilities. Decrease in investment income is primarily on account of decrease in market value of the securities held.
- Investment income under other than unit-linked decreased from ₹ 34.96 billion in H1FY2022 to ₹ 31.49 billion in H1-FY2023 primarily on account of decrease in profit on sale of investments offset in part by an increase in interest income.
- Other income increased from ₹ 0.53 billion in H1-FY2022 to ₹ 0.72 billion H1-FY2023.
- Total expenses (including commission) increased by $17.5 \%$ from ₹ 26.10 billion in H1-FY2022 to ₹ 30.66 billion in H1-FY2023.
- Commission expense increased by $3.4 \%$ from ₹ 6.96 billion in H1-FY2022 to ₹ 7.19 billion in H1-FY2023. New business commission (including single premium commission) has increased from ₹ 4.83 billion in H1-FY2022 to ₹ 4.91 billion in H1-FY2023. Renewal commission has increased from ₹ 1.76 billion in H1-FY2022 to ₹ 1.79 billion in H1-FY2023.
- Operating expense increased by $23.1 \%$ from ₹ 18.73 billion in H1-FY2022 to ₹ 23.06 billion in H1-FY2023. Operating expenses comprised of unit fund expenses (including goods and service tax on linked charges) amounting to ₹ 3.25 billion (H1-FY2022: ₹ 3.43 billion) under the unit-linked portfolio. The unit fund expenses under unit-linked portfolio is directly offset by a change in valuation of policyholder liabilities. Operating expenses of other than unitlinked portfolio increased by $29.5 \%$ from ₹ 15.30 billion in H1-FY2022 to ₹ 19.81 billion in H1-FY2023 primarily on account of increase in expenses relating to advertisement and publicity, employee remuneration and welfare benefits, legal and professional charges and information technology related expenses.
- Claims and benefit payouts (net of reinsurance) decreased by $1.1 \%$ from ₹ 136.90 billion in H1-FY2022 to ₹ 135.34 billion in H1-FY2023 primarily on account of decrease in death claims offset in part by increase in surrender/withdrawal. The death claims, net of amount ceded in reinsurance, decreased by $48.4 \%$ from ₹ 22.36 billion in H1-FY2022 to ₹ 11.53 billion in H1FY2023 primarily on account of decline in COVID-19 related death claims. The Company had COVID-19 related death claims (net of reinsurance) of ₹ 0.27 billion in H1-FY2023 (₹ 8.62 billion in H1-FY2022).
- Change in actuarial liability, including funds for future appropriation, decreased from ₹ 228.39 billion in H1-FY2022 to ₹ 40.22 billion in H1-FY2023. Change in fund reserve, which represents change in liability carried on account of units held by unit-linked policyholders, decreased from ₹ 165.00 billion in H1-FY2022 to ₹ (32.17) billion in H1-FY2023. The decrease in change in fund reserves is primarily due to lower investment income in the unit linked portfolio. Non-unit reserve increased from ₹ 64.31 billion in H1-FY2022 to ₹ 71.03 billion in H1-FY2023.


## 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 'forwardlooking 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 at +91-22-40391600 or email ir@iciciprulife.com.
1 billion = 100 crore

LIFE INSURANC

News Release
October 15, 2022
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# ICICI Prudential Life Insurance posts strong performance for H1-FY2023 

VNB grew by 25.1\% Y-o-Y in H1-FY2023 with VNB margin at 31.0\% New Business Sum Assured grew 42.3\% in H1-FY2023 Leading the private sector on New Business Sum Assured with market share of $\mathbf{1 5 . 7 \%}$ in H1-FY2023

Annuity APE grew by 69\%

ICICI Prudential Life Insurance posted strong growth of $25.1 \%$ in the Value of New Business (VNB) in H1-FY2023. VNB margin, a key measure of profitability, expanded to $31.0 \%$ and absolute VNB, stood at ₹ 10.92 billion in H1-FY2023.

Annualised Premium Equivalent (APE) grew sequentially by $32 \%$ for Q2-FY2023 ending H1-FY2023 with an APE of $₹ 35.19$ billion and New Business Premium of $₹ 73.59$ billion. In H1-FY2023, the Protection business segment APE grew by $29.1 \%$ year-on-year, resulting in a protection mix of $20.2 \%$ of overall APE. APE from the Annuity business segment, which is a key focus area, grew by $68.8 \%$ year-on-year. Due to underpenetration, both these segments offer significant growth opportunities. The diversification of product and distribution mix has enabled the Company to manage the impact of external developments and respond to changing consumer preferences in an agile manner.

The Company's New Business Sum Assured was ₹ 4.8 trillion in H1-FY2023, a growth of 42.3\% year-on-year, enabling it to maintain its private market leadership position with a market share of $15.7 \%$.

Persistency ratios have improved across all cohorts. The $13^{\text {th }}$ month ratio, which is representative of the quality of business, stood at 85.9\% for H1-FY2023, an improvement of 80 bps over H1-FY2022.

Mr. N S Kannan, MD \& CEO, ICICI Prudential Life Insurance said, "We achieved a robust year-on-year growth of $25.1 \%$ in the Value of New Business (VNB), ending H1-FY2023 at ₹ 10.92 billion, emphasising our ability to navigate rapidly-evolving situations successfully. This was driven by growth in APE as well as margin expansion to industry leading levels of $31 \%$. On the back of this strong VNB growth and with a favourable premium base for the coming months, we believe we are on track to achieve our objective of doubling our FY2019 VNB by the end of this fiscal year.

Our two focus areas of annuity and protection, which represent underserved needs of the country, have also done well in the period. The annuity segment has delivered an impressive performance of $69 \%$ year-on-year growth in H1-FY2023 and the protection segment contributed to $20 \%$ of APE in the period. With a solvency ratio of over $200 \%$, which is well above the regulatory requirement, we are well positioned to capitalise on this opportunity.

The strong performance has also enabled us to maintain our position as the private sector market leader on New Business Sum Assured basis, which grew by 42.3\% year-on-year, with a market share of $15.7 \%$."

## Company Performance

## Value of New Business (VNB)

The VNB increased by $25.1 \%$ from ₹ 8.73 billion in H1-FY2022 to ₹ 10.92 billion in H1FY2023. The VNB margin for H1-FY2023 stood at 31.0\%, up from 27.3\% for H1-FY2022.

## Progress on our 4P strategy

- Premium

New Business Premium witnessed a year-on-year growth of 13.9\% from ₹ 64.61 billion in H1-FY2022 to ₹ 73.59 billion in H1-FY2023. Annuity APE registered a robust growth of $68.8 \%$ from ₹ 1.38 billion in H1-FY2022 to ₹ 2.33 billion in H1-FY2023. The Company has a well-diversified product mix with linked savings at $40.8 \%$, traditional savings at $28.3 \%$, protection at $20.2 \%$, annuity at $6.6 \%$ and the balance of $4.1 \%$ accounted for by group savings products.

- Protection

Protection APE grew by 29.1\% year-on-year to ₹ 7.10 billion in H1-FY2023. With protection APE now constituting 20.2\% of overall APE for H1-FY2023 compared to $17.2 \%$ for H1-FY2022, a consistent increase in the share of protection business in APE has been witnessed.

- Persistency

The persistency ratios have seen significant improvements due to the focus on improving the quality of business and customer retention. Specifically, the $13^{\text {th }}$ month and $49^{\text {th }}$ month persistency ratios stood at $85.9 \%$ and $65.4 \%$ respectively for $\mathrm{H} 1-$ FY2023. The Assets under Management (AUM) grew from ₹ $2,370.87$ billion at September 30, 2021 to ₹ 2,442.79 billion at September 30, 2022.

- Productivity

The Cost/TWRP for the savings business was $14.4 \%$ for H1-FY2023 as compared to $11.8 \%$ in H1-FY2022 and the overall cost ratio was $21.6 \%$ in H1-FY2023.

- Embedded Value (EV)

The EV stood at ₹ 326.48 billion as on September 30, 2022, registering a growth of $8.1 \%$ during the year. Value of inforce business grew by $16.4 \%$ year-on-year and stood at ₹ 247.97 billion as on September 30, 2022.

## Operational Metrics:

| ₹ billion | H1-FY2022 | H1-FY2023 | Growth Y-o-Y |
| :---: | :---: | :---: | :---: |
| Value of New Business (VNB) ${ }^{1}$ | 8.73 | 10.92 | 25.1\% |
| Value of New Business Margin (VNB Margin) | 27.3\% | 31.0\% | - |
| Embedded Value (EV) | 302.03 | 326.48 | 8.1\% |
| Value of inforce business | 212.96 | 247.97 | 16.4\% |
| New Business Received Premium | 64.61 | 73.59 | 13.9\% |
| Annualised Premium Equivalent | 31.96 | 35.19 | 10.1\% |
| - Savings | 25.08 | 25.76 | 2.7\% |
| - Protection | 5.50 | 7.10 | 29.1\% |
| - Annuity | 1.38 | 2.33 | 68.8\% |
| $13^{\text {th }}$ month persistency ${ }^{2}$ | 85.1\% | 85.9\% | +80 bps |
| Savings Cost Ratio (Cost/TWRP3) | 11.8\% | 14.4\% | - |
| Overall Cost Ratio (Cost/TWRP ${ }^{3}$ ) | 17.8\% | 21.6\% | - |
| Solvency | 199.9\% | 200.7\% | - |
| Assets under management | 2,370.87 | 2,442.79 | 3.0\% |

1. For full year, based on actual cost; for H 1 : based on management forecast of full year cost
2. Regular and Limited pay persistency in accordance with IRDAI circular on 'Public Disclosures by Insurers' dated

September 30, 2021; Twelve month rolling persistency
3. Total cost including commission/(Total premium - $90 \%$ of single premium)

## 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.

Regular and Limited pay persistency in accordance with IRDAI circular on 'Public Disclosures by Insurers' dated September 30, 2021.

- 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 the 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 Limited and Prudential Corporation Holdings Limited. 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, and facilitates a hasslefree claims settlement process. At September 30, 2022 the Company had an AUM of ₹ $2,442.79$ billion and a Total Sum Assured of $₹ 26.28$ trillion. ICICI Prudential Life is listed on both the National Stock Exchange (NSE) Limited and the BSE Limited.

## 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 further queries please e-mail on corpcomm@iciciprulife.com
1 billion = 100 crore


[^0]:    Net of reinsurance
    2 Net of amortisation and losses (including capital gains)

[^1]:    B S R \& Co. (a partnership firm with Registration No. BA61223) converted into B S R \& Co. LLP (a Limited Liability Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013

[^2]:    B S R \& Co. (a partnership firm with Registration No. BA61223) converted into B S R \& Co. LLP (a Limited Liability Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013

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