| $\begin{array}{\|c} \hline \mathbf{S r} \\ \text { No. } \\ \hline \end{array}$ | Particulars | 03-2014 | 9M 2014 | 03-2013 | 9M 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | New business premium income growth (segment-wise) |  |  |  |  |
|  | Participating Life | 378.5\% | 138.2\% | 8.6\% | (15.7\%) |
|  | Participating Pension | (100.0\%) | (100.0\%) | (71.8\%) | (55.7\%) |
|  | Non Participating | (91.7\%) | (49.4\%) | 29.3\% | 37.9\% |
|  | Annuities Non Participating | (25.7\%) | (28.2\%) | 103.7\% | 1.1\% |
|  | Health | (73.6\%) | (48.5\%) | 0.2\% | (20.4\%) |
|  | Linked Life | 35.0\% | 33.1\% | (19.9\%) | (13.9\%) |
|  | Linked Pension | 2,885.5\% | 7,010.6\% | (78.0\%) | (97.9\%) |
|  | Linked Health | (59.1\%) | (43.0\%) | (26.3\%) | (17.3\%) |
|  | Linked Group | (82.5\%) | (89.1\%) | 35.6\% | 280.4\% |
| 2 | Net retention ratio |  |  |  |  |
|  | (Net premium divided by gross premium) | 98.9\% | 98.7\% | 99.0\% | 99.0\% |
| 3 | Ratio of expenses of management |  |  |  |  |
|  | (Expenses of management including commission divided by the total gross direct premium) | 20.1\% | 22.3\% | 21.3\% | 21.1\% |
| 4 | Commission Ratio <br> (Gross commission paid to Gross premium) | 5.0\% | 5.6\% | 6.3\% | 5.6\% |
| 5 | Ratio of policyholders liabilities to shareholders funds | 1,665.0\% | 1,665.0\% | 1,844.8\% | 1,844.8\% |
| 6 | Growth rate of shareholders fund | 13.4\% | 13.4\% | 41.1\% | 41.1\% |
| 7 | Ratio of surplus to policyholders liability |  |  |  |  |
|  | Participating Life | 0.1\% | 1.0\% | 0.5\% | 0.7\% |
|  | Participating Pension | 0.7\% | 1.5\% | 0.6\% | 1.6\% |
|  | Non Participating | 1.8\% | (1.0\%) | (2.4\%) | (8.4\%) |
|  | Annuities Non Participating | (0.7\%) | (1.0\%) | (1.3\%) | (3.1\%) |
|  | Health | 11.0\% | 23.5\% | (8.1\%) | (65.6\%) |
|  | Linked Life | 0.1\% | 0.6\% | 0.3\% | 0.8\% |
|  | Linked Pension | 0.9\% | 2.8\% | 1.1\% | 3.0\% |
|  | Linked Health | 2.0\% | 4.4\% | 1.2\% | 2.5\% |
|  | Linked Group | 0.0\% | 0.4\% | (0.0\%) | 0.4\% |
| 8 | Change in networth (₹ in Lacs) | 51,211 | 51,211 | 110,906 | 110,906 |
| 9 | Profit after tax / Total income | 5.9\% | 8.2\% | 6.7\% | 7.2\% |
| 10 | (Total Real Estate + Loans) / Cash \& invested assets | 0.3\% | 0.3\% | 0.3\% | 0.3\% |
| 11 | Total Investment / (Capital + Surplus) | 1,778.9\% | 1,778.9\% | 1,957.1\% | 1,957.1\% |
| 12 | Total Affiliated Investment / (Capital+Surplus) | 4.7\% | 4.7\% | 7.5\% | 7.5\% |
| 13 | Investment Yield (Gross and Net) <br> A. Without unrealised gains |  |  |  |  |
|  | - Shareholders' Fund | 8.9\% | 7.7\% | 9.5\% | 9.4\% |
|  | - Policyholders' Fund <br> - Non Linked |  |  |  |  |
|  | Par | 8.4\% | 8.5\% | 9.8\% | 9.4\% |
|  | Non Par | 7.7\% | 8.0\% | 9.2\% | 9.0\% |
|  | Non Par | 7.6\% | 8.7\% | 6.7\% | 4.2\% |
|  | B. With unrealised gains |  |  |  |  |
|  | - Shareholders' Fund | 16.9\% | 6.6\% | 13.8\% | 13.1\% |
|  | - Policyholders' Fund <br> - Non Linked |  |  |  |  |
|  | - Nar | 14.7\% | 3.0\% | 12.5\% | 13.2\% |
|  | Non Par | 14.6\% | 1.6\% | 12.5\% | 13.1\% |
|  | - Linked $\quad$ Non Par | 29.2\% | 11.0\% | 15.5\% | 12.3\% |
| 14 | Conservation Ratio |  |  |  |  |
|  | Participating Life | 84.2\% | 81.6\% | 89.1\% | 81.1\% |
|  | Participating Pension | 29.4\% | 50.9\% | 93.8\% | 59.7\% |
|  | Non Participating | 80.7\% | 80.7\% | 76.9\% | 73.1\% |
|  | Annuities Non Participating |  | NA | NA | NA |
|  | Health | 85.2\% | 85.3\% | 80.7\% | 79.6\% |
|  | Linked Life | 75.0\% | 73.8\% | 66.1\% | 66.7\% |
|  | Linked Pension | 45.8\% | 45.3\% | 59.8\% | 67.9\% |
|  | Linked Health | 88.0\% | 87.3\% | 81.9\% | 82.3\% |
|  | Linked Group | 51.1\% | 36.8\% | 98.8\% | 76.5\% |
| 15 | Persistency Ratio ** |  |  |  |  |
|  | - 13th Month | 64.7\% | 69.3\% | 62.6\% | 67.7\% |
|  | - 25th Month | 81.4\% | 86.4\% | 78.7\% | 86.7\% |
|  | - 37th Month | 47.9\% | 35.7\% | 31.1\% | 35.1\% |
|  | - 49th Month | 60.5\% | 63.9\% | 53.0\% | 52.5\% |
|  | - 61st Month | 57.3\% | 60.7\% | 56.0\% | 59.8\% |
| 16 | NPA Ratio |  |  |  |  |
|  | - Gross NPA Ratio | Nil | Nil | Nil | Nil |
|  | - Net NPA Ratio | Nil | Nil | Nil | Nil |


| Equity Holding Pattern for Life Insurers |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 1 No. of shares | 1,429,114,912 | 1,429,114,912 | 1,428,895,749 | 1,428,895,749 |
| 2 Percentage of shareholding |  |  |  |  |
| A. Indian | 73.84\% | 73.84\% | 74.05\% | 74.05\% |
| B. Foreign | 25.95\% | 25.95\% | 25.95\% | 25.95\% |
| C. \%of Government holding (in case of public sector insurance companies) | 0\% | 0\% | 0\% | 0\% |
| 3 Basic and diluted EPS before extraordinary items (net of tax expense) for the period (not to be annualized) |  |  |  |  |
| - Basic | 3.0 | 8.2 | 2.8 | 8.0 |
| - Diluted | 3.0 | 8.2 | 2.8 | 8.0 |
| 4 Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized) |  |  |  |  |
| - Basic | 3.0 | 8.2 | 2.8 | 8.0 |
| - Diluted | 3.0 | 8.2 | 2.8 | 8.0 |
| 5 Book value per share (Rs) | 30.2 | 30.2 | 26.6 | 26.6 |

