

ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED

FORM L-22 Standalone Analytical Ratios
For the half year ended September 30, 2017

Sr No.	Particulars	Q2-2018	FY 2018	Q2-2017	FY 2017
1	New business premium income growth (segment-wise)				
	Participating Life	86.6%	38.2%	(4.7%)	19.6%
	Participating Pension	NA	NA	NA	NA
	Non Participating	23.9%	31.0%	185.8%	273.3%
	Non Participating Variable	(79.7%)	(58.9%)	NA	NA
	Non Participating Variable Pension	(96.9%)	(93.9%)	NA	NA
	Annuities Non Participating	(13.1%)	(3.2%)	19.4%	9.5%
	Health	NA	NA	NA	NA
	Linked Life	10.5%	42.1%	21.4%	13.0%
	Linked Pension	(15.5%)	9.1%	(12.8%)	(1.0%)
	Linked Health	NA	NA	NA	NA
	Linked Group ¹	44.2%	(24.7%)	(80.8%)	(76.7%)
2	Net retention ratio (Net premium divided by gross premium)	99.1%	98.9%	99.2%	98.9%
3	Ratio of expenses of management (Expenses of management including commission divided by the total gross direct premium)	13.0%	12.9%	13.3%	15.6%
4	Commission Ratio (Gross commission paid to Gross premium)	5.5%	5.0%	3.3%	3.4%
5	Ratio of policyholders liabilities to shareholders funds	1,801.0%	1,801.0%	1,824.2%	1,824.2%
6	Growth rate of shareholders fund²	17.0%	17.0%	11.3%	11.3%
7	Ratio of surplus to policyholders liability				
	Participating Life	0.5%	0.9%	0.3%	0.3%
	Participating Pension	1.1%	2.9%	0.6%	1.4%
	Non Participating	0.7%	1.0%	1.1%	1.2%
	Non Participating Variable	0.9%	0.8%	4.5%	(2.4%)
	Non Participating Variable Pension	0.2%	0.6%	(1.8%)	(1.8%)
	Annuities Non Participating	0.5%	1.0%	1.0%	1.5%
	Health	2.2%	20.7%	18.3%	29.3%
	Linked Life	0.1%	0.4%	0.1%	0.2%
	Linked Pension	0.5%	0.9%	0.5%	0.9%
	Linked Health	0.8%	1.7%	0.9%	2.1%
	Linked Group Life	0.0%	0.1%	0.1%	0.2%
	Linked Group Pension	0.1%	0.3%	NA	NA
8	Change in networth² (₹ in Lacs)	99,330	99,330	59,024	59,024
9	Profit after tax / Total income	4.4%	4.6%	4.5%	4.5%
10	(Total Real Estate + Loans) / Cash & invested assets	0.6%	0.6%	0.6%	0.6%
11	Total Investment / (Capital + Surplus)	1901.1%	1,901.1%	1918.6%	1,918.6%
12	Total Affiliated Investment / (Capital+Surplus)	6.6%	6.6%	2.0%	2.0%
13	Investment Yield (Gross and Net)				
	A. Without unrealised gains				
	- Shareholders' Fund	10.9%	8.7%	9.4%	12.0%
	- Policyholders' Fund				
	- Non Linked				
	Par	16.5%	13.0%	9.5%	9.3%
	Non Par	9.3%	8.0%	8.6%	8.3%
	- Linked				
	Non Par	12.3%	12.0%	14.9%	12.4%
	B. With unrealised gains				
	- Shareholders' Fund	19.3%	15.0%	17.8%	16.6%
	- Policyholders' Fund				
	- Non Linked				
	Par	7.8%	12.6%	28.5%	23.4%
	Non Par	6.6%	11.1%	26.0%	22.0%
	- Linked				
	Non Par	7.2%	9.9%	15.1%	20.9%
14	Conservation Ratio				
	Participating Life	91.7%	91.9%	88.5%	88.1%
	Participating Pension	93.9%	88.9%	91.5%	94.1%
	Non Participating	93.6%	94.7%	94.0%	93.8%
	Non Participating Variable	NA	NA	NA	NA
	Non Participating Variable Pension	NA	NA	NA	NA
	Annuities Non Participating	NA	NA	NA	NA
	Health	87.5%	88.6%	87.7%	88.3%
	Linked Life	82.2%	84.0%	79.4%	80.6%
	Linked Pension	79.3%	81.3%	71.9%	74.4%
	Linked Health	83.2%	85.7%	80.5%	80.9%
	Linked Group ¹	155.9%	112.8%	55.1%	65.6%

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15	Persistence Ratio				
(a)	Persistence ratio by premium³				
	13th month	83.5%	86.8%	79.3%	82.3%
	25th month	72.3%	74.6%	70.4%	72.2%
	37th month	65.7%	67.6%	65.0%	63.2%
	49th month	63.0%	60.9%	58.7%	61.1%
	61st month	54.4%	55.6%	54.9%	68.0%
(b)	Renewal ratio by premium³				
	13th month	83.5%	87.1%	79.3%	82.3%
	25th month	83.4%	87.9%	82.6%	86.7%
	37th month	85.3%	90.0%	86.2%	90.0%
	49th month	88.6%	92.7%	88.5%	93.1%
	61st month	85.5%	88.5%	85.0%	86.1%
(c)	Persistence ratio by policy³				
	13th month	77.8%	80.9%	74.0%	78.5%
	25th month	68.2%	72.0%	66.0%	68.2%
	37th month	62.2%	64.1%	58.6%	57.6%
	49th month	56.8%	55.5%	51.2%	55.1%
	61st month	46.9%	49.6%	46.3%	50.8%
(d)	Renewal ratio by policy³				
	13th month	77.8%	80.9%	74.0%	78.5%
	25th month	83.0%	88.5%	82.2%	87.3%
	37th month	85.3%	90.3%	84.9%	89.6%
	49th month	87.3%	92.3%	87.0%	92.3%
	61st month	83.8%	87.4%	82.1%	84.3%
16	NPA Ratio				
	- Gross NPA Ratio	NIL	NIL	NIL	NIL
	- Net NPA Ratio	NIL	NIL	NIL	NIL

1) As required by IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016, Linked Group segment has been bifurcated into Linked Group Life and Linked Group Pension from quarter ended June 2017 onwards. However, New Business Ratio and Conservation Ratio for the Linked Group Segment has been calculated at total level.

2) This ratio is compared with corresponding period of previous year.

3) Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/MISC/035/01/2014 dated January 23, 2014. Persistence ratios for the quarter have been calculated on October 31, 2017 for the policies issued in July to September period of the relevant years. For example, the 13th month persistence for Q2-2018 is calculated for policies issued from July 2016 to September 2016. Persistence ratios up to the quarter have been calculated on October 31, 2017 for the policies issued in October to September period of the relevant years. For example, the 13th month persistence up to H1-2018 is calculated for policies issued from October 2015 to September 2016. Group policies and policies under micro insurance products are excluded.

Equity Holding Pattern for Life Insurers

1	No. of shares	1,435,466,960	1,435,466,960	1,435,324,010	1,435,324,010
2	Percentage of shareholding				
	a. Indian	66.2%	66.2%	69.0%	69.0%
	b. Foreign	33.8%	33.8%	31.1%	31.1%
	c. %of Government holding (in case of public sector insurance companies)	NA	NA	NA	NA
4	Basic and diluted EPS before extraordinary items (net of tax expense) for the period (not to be annualized)				
	- Basic	2.93	5.76	2.92	5.75
	- Diluted	2.93	5.76	2.92	5.74
5	Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)				
	- Basic	2.93	5.76	2.92	5.75
	- Diluted	2.93	5.76	2.92	5.74
6	Book value per share (Rs)	47.6	47.6	40.7	40.7