

ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED

FORM L-22 Standalone Analytical Ratios
For the quarter ended December 31, 2020

| Sr No. | Particulars | For the quarter ended December 31, 2020 | Upto the quarter ended December 31, 2020 | For the quarter ended December 31, 2019 | Upto the quarter ended December 31, 2019 |
|-----------|---|---|--|---|--|
| 1 | New business premium income growth (segment-wise) | | | | |
| | Participating Life | 8.8% | 6.5% | 46.3% | 35.9% |
| | Participating Pension | NA | NA | NA | NA |
| | Non Participating | 29.9% | 6.2% | 62.4% | 69.3% |
| | Non Participating Pension | NA | NA | NA | NA |
| | Non Participating Variable | 364.5% | (76.5%) | 59.5% | 377.4% |
| | Non Participating Variable Pension | (87.0%) | (93.8%) | 60.0% | 248.0% |
| | Annuities Non Participating | 125.1% | 73.6% | 67.9% | 88.0% |
| | Health | 61.3% | 35.0% | (25.9%) | (28.2%) |
| | Linked Life | (39.9%) | (48.4%) | 0.2% | (8.9%) |
| | Linked Pension | 13.3% | (5.0%) | (17.4%) | (31.5%) |
| | Linked Health | (109.4%) | (70.7%) | (71.2%) | (17.9%) |
| | Linked Group Life | 247.6% | 193.8% | (9.1%) | 68.4% |
| | Linked Group Pension | 9.3% | 68.7% | (46.2%) | (24.5%) |
| 2 | Net retention ratio (Net premium divided by gross premium) | 98.0% | 97.7% | 98.4% | 98.3% |
| 3 | Ratio of expenses of management (Expenses of management including commission divided by the total gross direct premium) | 11.9% | 11.8% | 14.4% | 14.3% |
| 4 | Commission Ratio (Gross commission paid to Gross premium) | 4.2% | 4.0% | 5.4% | 5.0% |
| 5 | Ratio of policyholders liabilities to shareholders funds | 2,178.3% | 2,178.3% | 2,179.5% | 2,179.5% |
| 6 | Growth rate of shareholders fund | 23.5% | 23.5% | 2.4% | 2.4% |
| 7 | Ratio of surplus to policyholders liability | | | | |
| | Participating Life | (0.1%) | 0.0% | 0.1% | 0.7% |
| | Participating Pension | 0.8% | 4.4% | 0.6% | 2.8% |
| | Non Participating | (1.0%) | (3.5%) | (1.0%) | (3.1%) |
| | Non Participating Pension | 0.1% | (0.8%) | NA | NA |
| | Non Participating Variable | 0.3% | 1.4% | 0.3% | (0.6%) |
| | Non Participating Variable Pension | 0.3% | 1.5% | 0.4% | 0.4% |
| | Annuities Non Participating | (0.3%) | 0.4% | 0.9% | 2.1% |
| | Health | (1.5%) | (4.9%) | 2.4% | 4.4% |
| | Linked Life | 0.3% | 1.1% | 0.3% | 0.8% |
| | Linked Pension | 0.4% | 1.3% | 0.4% | 1.2% |
| | Linked Health | 0.4% | 3.0% | 0.6% | 7.1% |
| | Linked Group Life | 0.0% | 0.0% | 0.0% | 0.0% |
| | Linked Group Pension | 0.1% | 0.3% | 0.2% | 0.4% |
| 8 | Change in networth (₹ in Lacs) | 169,790 | 169,790 | 17,189 | 17,189 |
| 9 | Profit after tax/Total income | 1.1% | 1.4% | 2.3% | 3.0% |
| 10 | (Total Real Estate + Loans)/Cash & invested assets | 0.7% | 0.7% | 0.7% | 0.7% |
| 11 | Total Investment/(Capital + Surplus) | 2,276.1% | 2,276.1% | 2,268.5% | 2,268.5% |
| 12 | Total Affiliated Investment/(Capital+Surplus) | 1.2% | 1.2% | 1.4% | 1.4% |
| 13 | Investment Yield (Gross and Net) | | | | |
| | A. Without unrealised gains | | | | |
| | - Shareholders' Fund | 9.7% | 7.9% | 10.1% | 9.1% |
| | - Policyholders' Fund | | | | |
| | - Non Linked | | | | |
| | Par | 9.0% | 8.1% | 6.4% | 7.2% |
| | Non Par | 9.4% | 9.3% | 9.4% | 8.3% |
| | - Linked | | | | |
| | Non Par | 12.8% | 5.4% | 7.5% | 5.9% |
| | B. With unrealised gains | | | | |
| | - Shareholders' Fund | 32.0% | 23.0% | 14.9% | 9.6% |
| | - Policyholders' Fund | | | | |
| | - Non Linked | | | | |
| | Par | 31.4% | 23.5% | 11.0% | 10.9% |
| | Non Par | 24.1% | 18.0% | 10.9% | 11.1% |
| | - Linked | | | | |
| | Non Par | 74.0% | 50.5% | 11.9% | 3.0% |

| Sr No. | Particulars | For the quarter ended December 31, 2020 | Upto the quarter ended December 31, 2020 | For the quarter ended December 31, 2019 | Upto the quarter ended December 31, 2019 |
|---|---|---|--|---|--|
| 14 | Conservation Ratio | | | | |
| | Participating Life | 84.4% | 86.7% | 94.2% | 91.4% |
| | Participating Pension | 91.4% | NA | 89.2% | 88.7% |
| | Non Participating | 88.6% | 75.0% | 56.4% | 62.3% |
| | Non Participating Pension | NA | NA | NA | NA |
| | Non Participating Variable | NA | NA | NA | NA |
| | Non Participating Variable Pension | NA | NA | NA | NA |
| | Annuities Non Participating | NA | NA | NA | NA |
| | Health | 85.3% | 82.0% | 77.9% | 74.4% |
| | Linked Life | 78.1% | 78.5% | 77.9% | 77.4% |
| | Linked Pension | 74.0% | 68.6% | 66.4% | 68.7% |
| | Linked Health | 92.2% | 93.8% | 89.9% | 90.0% |
| | Linked Group Life | 97.8% | 50.3% | 110.9% | 77.5% |
| | Linked Group Pension | 98.6% | 86.5% | 103.2% | 106.4% |
| 15 | Persistency Ratio¹ | | | | |
| (a) | Persistency ratio by premium | | | | |
| | 13th month | 82.9% | 85.4% | 79.9% | 84.8% |
| | 25th month | 71.3% | 75.8% | 72.0% | 76.4% |
| | 37th month | 65.2% | 68.1% | 64.3% | 70.0% |
| | 49th month | 60.8% | 65.5% | 63.9% | 65.9% |
| | 61st month | 58.2% | 59.7% | 55.8% | 57.5% |
| (b) | Persistency ratio by policy | | | | |
| | 13th month | 77.6% | 80.2% | 76.6% | 79.7% |
| | 25th month | 68.6% | 71.7% | 67.2% | 70.0% |
| | 37th month | 61.7% | 63.5% | 62.0% | 66.1% |
| | 49th month | 58.8% | 62.0% | 59.2% | 62.6% |
| | 61st month | 53.9% | 56.9% | 53.9% | 54.7% |
| 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 | 1,435,903,191 | 1,435,903,191 | 1,435,852,291 | 1,435,852,291 |
| 2 | Percentage of shareholding | | | | |
| | a. Indian | 59.42% | 59.42% | 62.37% | 62.37% |
| | b. Foreign | 40.58% | 40.58% | 37.63% | 37.63% |
| 3 | 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 | 2.13 | 6.24 | 2.11 | 6.19 |
| | - Diluted | 2.13 | 6.24 | 2.10 | 6.19 |
| 5 | Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized) | | | | |
| | - Basic | 2.13 | 6.24 | 2.11 | 6.19 |
| | - Diluted | 2.13 | 6.24 | 2.10 | 6.19 |
| 6 | Book value per share (Rs) | 62.1 | 62.1 | 52.4 | 52.4 |

Notes:-

- Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/MISC/035/01/2014 dated January 23, 2014.
 - Persistency ratios for the quarter ending December 31, 2020 have been calculated on January 31, 2021 for the policies issued in October to December period of the relevant years. For example, the 13th month persistency for quarter ending December 31, 2020 is calculated for policies issued from October 1, 2019 to December 31, 2019.
 - Persistency ratios for year ending December 31, 2020 have been calculated on January 31, 2021 for the policies issued in January to December period of the relevant years. For example, the 13th month persistency for year ending December 31, 2020 is calculated for policies issued from January 1, 2019 to December 31, 2019.
 - Persistency ratios for the quarter ending December 31, 2019 have been calculated on January 31, 2020 for the policies issued in October to December period of the relevant years. For example, the 13th month persistency for quarter ending December 31, 2019 is calculated for policies issued from October 1, 2018 to December 31, 2018.
 - Persistency ratios for year ending December 31, 2019 have been calculated on January 31, 2020 for the policies issued in January to December period of the relevant years. For example, the 13th month persistency for year ending December 31, 2019 is calculated for policies issued from January 1, 2018 to December 31, 2018.
 - Group policies and policies under micro insurance products are excluded.
- Figures of the previous year have been re-grouped/reclassified wherever necessary, to conform to the current year presentation