

October 23, 2018

General Manager Listing Department BSE Limited Phiroze Jeejeebhoy Tower Dalal Street Mumbai 400 001 Vice President
Listing Department
National Stock Exchange of India Limited
'Exchange Plaza'
Bandra-Kurla Complex
Bandra (East), Mumbai 400 051

Dear Sir/Madam,

Subject: Outcome of Board Meeting held on October 23, 2018

The meeting of the Board of Directors of ICICI Prudential Life Insurance Company Limited commenced at 3-10 p-m- IST and concluded at 5-05 p-m- IST on October 23, 2018 which *inter alia*, has approved the following:

1. Audited accounts (standalone and consolidated) for the quarter and half year ended September 30, 2018.

Pursuant to the provisions of regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Regulations") and other applicable requirements, a copy of the audited financial results for the quarter and half year ended September 30, 2018 together with the Auditors' Report in the prescribed format is enclosed. A copy of the press release being issued in this connection is also enclosed.

2. Payment of interim dividend of ₹ 1.60 per equity share of face value of ₹ 10 each, for H1-FY2019, which will be paid to such members whose names shall appear in the Company's register of members as on record date November 2, 2018 as well as to those beneficial holders as registered in the records of Depositories on the record date.

Request you to please take the above information on record.

Thanking you.

Yours sincerely,

For ICICI Prudential Life Insurance Company Limited

Vyoma Manek

Company Secretary

ACS 20384

Encl.: As above

ICICI Prudential Life Insurance Company Limited Statement of Standalone Audited Results for the quarter and half year ended September 30, 2018

(₹ in Lakhs)

| | | Three | months end | led/At | Six months | ended/At | Year ended/At |
|-----------|--|-----------------------|----------------------|-----------------------|-----------------------|-----------------------|-------------------|
| Sr No. | Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 |
| | | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| POL | ICYHOLDERS' A/C | | | | | | |
| 1 | Gross premium income (a) First Year Premium | 183,936 | 125,871 | 178,619 | 309,807 | 340,094 | 735,619 |
| | (b) Renewal Premium | 510,267 | 374,760 | 431,935 | 885,027 | 717,038 | |
| | (c) Single Premium | 73,985 | 51,159 | 49,385 | 125,144 | 91,291 | |
| 2 | Net premium income ¹ | 760,120 | 543,782 | 653,951 | 1,303,902 | 1,135,973 | |
| 3 | Income from investments: (Net) ² | 122,784 | 232,120 | 281,295 | 354,904 | 633,067 | |
| 4 | Other income | 1,862 | 1,967 | 1,700 | 3,829 | 3,337 | 7,001 |
| 5 | Transfer of funds from Shareholders' A/c | (2,076) | 9,250 | (16) | 7,174 | | 7,528 |
| 6 | Total (2 to 5) | 882,690 | 787,119 | 936,930 | 1,669,809 | 1,772,377 | 3,821,743 |
| 7 | Commission on | | | | | | 400 117 |
| _ | (a) First Year Premium | 28,510 | 19,961 | 27,326 | 48,471 | 42,392 | |
| | (b) Renewal Premium (c) Single Premium | 9,947 1,052 | 7,130 865 | 8,230 767 | 17,077 1,917 | 14,349 | |
| 8 | Net Commission | 39,509 | 27,956 | 36,323 | 67,465 | 57,942 | |
| 9 | Operating Expenses related to insurance business (a+b+c): | 33,303 | 27,000 | 00,020 | 07,405 | 07,042 | 140,027 |
| _ | (a) Employees remuneration and welfare expenses | 25,778 | 26,153 | 23,993 | 51,931 | 46,397 | 96,530 |
| | (b) Advertisement and publicity | 12,758 | 11,192 | 5,824 | 23,950 | 8,158 | |
| | (c) Other operating expenses | 27,312 | 22,175 | 19,387 | 49,487 | 35,848 | 81,234 |
| 10 | Expenses of Management (8+9) | 105,357 | 87,476 | 85,527 | 192,833 | 148,345 | |
| 11 | Provisions for doubtful debts (including bad debts | 8 | 33 | 86 | 41 | 187 | |
| 12 | Provisions for diminution in value of investments | | | 237 | | 509 | |
| 13 | Goods and Service tax charge on linked charges ⁴ | 15,992 | 14,502 | 14,436 | 30,494 | 25,324 | |
| 14 | Provision for taxes (a+b) | 2,838 | 3,057 | 2,276 | 5,895 | 4,892 | |
| | (a) Current tax (b) Deferred tax | 2,838 | 3,057 | 2,276 | 5,895 | 4,892 | 12,007 |
| 15 | Benefits Paid ³ (Net) ¹ | 350,139 | 293,953 | 407,108 | 644,092 | 804,011 | 1,728,079 |
| 16 | Change in actuarial liability | 388,327 | 358,009 | 391,718 | 746,336 | 713,918 | |
| 17 | Total (10+11+12+13+14+15+16) | 862,661 | 757,030 | 901,388 | 1,619,691 | 1,697,186 | |
| 18 | Surplus/(Deficit) (6-17) | 20,029 | 30,089 | | 50,118 | | |
| 19 | Appropriations | | | | | | |
| | (a) Transferred to Shareholders | 14,786 | 24,643 | 28,502 | 39,429 | 61,840 | 108,921 |
| | (b) Funds for Future Appropriations | 5,243 | 5,446 | 7,039 | 10,689 | 13,352 | 27,398 |
| 20 | Details of Surplus/(Deficit) | | | | | | |
| | (a) Interim bonus paid | 1,883 | 1,608 | 1,274 | 3,491 | 2,262 | |
| | (b) Allocation of bonus to policyholders | | | | | 75.400 | 41,187 |
| | (c) Surplus shown in the Revenue Account | 20,029 | 30,089 | 35,541 | 50,118 | 75,192 | |
| eu. | Total Surplus AREHOLDERS' A/C | 21,912 | 31,697 | 36,815 | 53,609 | 77,454 | 102,990 |
| 21 | Transfer from Policyholders' Account | 14,786 | 24,643 | 28,502 | 39,429 | 61,840 | 108,921 |
| 22 | Total income under Shareholders' Account | 14,700 | 24,040 | 20,502 | 00,420 | 01,010 | 100,021 |
| | (a) Investment Income | 14,261 | 13,958 | 17,246 | 28,219 | 27,625 | 73,955 |
| | (b) Other income | 48 | 39 | 27 | 87 | 45 | 484 |
| 23 | Expenses other than those related to insurance business | 847 | 991 | 881 | 1,838 | 1,793 | |
| 24 | Transfer of funds to Policyholders A/c | (2,076) | 9,250 | (16) | 7,174 | | 7,528 |
| 25 | Provisions for doubtful debts (including write off) | | | | | | |
| 26 | Provisions for diminution in value of investments | | - | | | 07.74 | 474.050 |
| 27 | Profit/ (loss) before tax | 30,324 | 28,399 | 44,910 | 58,723 | 87,71 7 5,000 | |
| 28 | Provisions for tax (a+b) (a) Current tax | 237 | 235 235 | 2,789 2,789 | 472 472 | | |
| | (b) Deferred tax | 237 | 233 | 2,765 | 4/2 | 5,00. | 3,073 |
| 29 | | 30,087 | 28,164 | 42,121 | 58,251 | 82,714 | 161,983 |
| 30 | Extraordinary Items (Net of tax expenses) | | | - | | | |
| 31 | Profit/(loss) after tax and extraordinary items | 30,087 | 28,164 | 42,121 | 58,251 | 82,714 | 161,983 |
| 32 | Dividend per share (₹) (Nominal Value ₹ 10 per share): | 1 | | | | | |
| U.E. | (a) Interim Dividend | 1.60 | | 3.40 | 1.60 | 3.40 | 3.40 |
| | (b) Final Dividend | | | | | 311 | 3.30 |
| 33 | Profit/(Loss) carried to Balance Sheet | 170,743 | 140,656 | 149,078 | 170,743 | 149,078 | |
| 34 | Paid up equity share capital | 143,557 | 143,556 | | 143,557 | | |
| 35 | Reserve & Surplus (excluding Revaluation Reserve) | 513,257 | 483,156 | | 513,257 | | |
| 36 | Fair value Change Account and revaluation reserve | 25,858 | 35,090 | 48,089 | 25,858 | 48,089 | 32,959 |
| 37 | Total Assets: | | | | | | |
| | (a) Investments: | 712,060 | 600 224 | 606 500 | 712.000 | 606 525 | 774,929 |
| | - Shareholders' - Policyholders Fund excluding Linked Assets | 3,630,781 | 680,224 3,499,965 | | 712,060 3,630,781 | | |
| | - Assets held to cover Linked Liabilities | 10,161,866 | | | 10,161,866 | | |
| | (b) Other Assets (Net of current liabilities and provisions) | 38,797 | 22,822 | | 38,797 | | |
| | and the second s | 20,.07 | | 10001 | | ,500 | 4 |





⁽b) Other Assets (Net of current liabilities and provisions)

1 Net of reinsurance

2 Net of amortisation and losses (including capital gains)

3 Inclusive of interim bonus

4 Inclusive of Goods and Service tax from July 01, 2017 onwards

ICICI Prudential Life Insurance Company Limited Standalone Balance Sheet at September 30, 2018

(₹ in Lakhs)

| | | | | (₹ in Lakhs) |
|--|---|--|--|---|
| Particulars | At September 30, 2018 | At June 30, 2018 | At March 31, 2018 | At September 30, 2017 |
| | (Audited) | (Audited) | (Audited) | (Audited) |
| 2 22 2 | | | | |
| Sources of funds | | | | |
| Shareholders' funds : | | | 4 40 550 | 440.547 |
| Share capital | 143,557 | 143,556 | 143,550 | 143,547 |
| Share application money | | 14 | | 400 500 |
| Reserve and surplus | 515,407 | 485,306 | 514,086 | 492,528 |
| Credit/[debit] fair value change account Sub - total | 23,707 682,671 | 32,939 661,815 | 30,809 688,445 | 46,911 682,986 |
| Sub - total | 002,071 | 001,813 | 088,449 | 082,500 |
| Borrowings | | | | |
| Policyholders' funds : | | | | |
| Credit/[debit] fair value change account | 160,392 | 207,727 | 205,506 | 202,415 |
| Revaluation reserve - Investment property | 6,145 | 6,145 | 6,145 | 6,035 |
| | 40 505 704 | 40.007.404 | 10.010.150 | 10.010.000 |
| Policy liabilities (A)+(B)+(C) | 13,595,791 | 13,207,464 | 12,849,456 | 12,018,623 |
| Non unit liabilities (mathematical reserves) (A) | 3,433,999 | 3,234,137 | 3,099,339 | 2,784,511 |
| Provision for linked liabilities (fund reserves) (B) | 9,528,255 | 9,367,964 | 9,231,236 | 8,751,006 |
| (a) Provision for linked liabilities | 8,769,974 | 8,412,645 | 8,223,729 | 7,677,612 |
| (b) Credit/[debit] fair value change account (Linked) | 758,281 | 955,319 | 1,007,507 | 1,073,394 |
| (b) Credit/(debit) fail value change account (Linked) | 730,201 | 355,513 | 1,007,007 | 1,070,004 |
| Funds for discontinued policies (C) | 633,537 | 605,363 | 518,881 | 483,106 |
| (a) Discontinued on account of non-payment of premium | 633,067 | 604,949 | 518,412 | 482,618 |
| (b) Other discontinuance | 1,779 | 1,540 | 1,179 | 778 |
| (c) Credit/[debit] fair value change account | (1,309) | (1,126) | (710) | (290) |
| Total linked liabilities (B)+(C) | 10,161,792 | 9,973,327 | 9,750,117 | 9,234,112 |
| Sub - total | 13,762,328 | 13,421,336 | 13,061,107 | 12,227,073 |
| | | | | |
| Funds for Future Appropriations | 70 | 74 | 00 | 83 |
| Linked | 73 | 74 | 80 | |
| Non linked | 98,432 | 93,188 | 87,736 | 73,688 |
| Sub - total | 98,505 14,543,504 | 93,262 14,176,413 | 87,816 13,837,368 | 73,771 12,983,830 |
| Total | 14,543,504 | 14,170,413 | 13,837,306 | 12,963,630 |
| Application of funds | | | | |
| Investments | | | | |
| Shareholders' | | | | |
| | 712,060 | 680,224 | 774,929 | 696,532 |
| Policyholders' | 712,060 3,630,781 | 680,224 3,499,965 | 774,929 3,328,885 | 696,532 3,053,762 |
| | 5/ 1/4/16/20/5/E | | THE RESERVE OF THE PARTY OF THE | |
| Policyholders' | 3,630,781 | 3,499,965 | 3,328,885 | 3,053,762 |
| Policyholders' Asset held to cover linked liabilities | 3,630,781 10,161,866 | 3,499,965 9,973,402 | 3,328,885 9,750,197 | 3,053,762 9,234,195 |
| Policyholders' Asset held to cover linked liabilities Loans | 3,630,781 10,161,866 19,779 | 3,499,965 9,973,402 16,897 | 3,328,885 9,750,197 14,506 | 3,053,762 9,234,195 11,012 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset | 3,630,781 10,161,866 19,779 45,451 | 3,499,965 9,973,402 16,897 44,281 | 3,328,885 9,750,197 14,506 42,205 | 3,053,762 9,234,195 11,012 20,347 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets | 3,630,781 10,161,866 19,779 45,451 5 | 3,499,965 9,973,402 16,897 44,281 | 3,328,885 9,750,197 14,506 42,205 5 | 3,053,762 9,234,195 11,012 20,347 5 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets Cash and Bank balances | 3,630,781 10,161,866 19,779 45,451 5 | 3,499,965 9,973,402 16,897 44,281 5 | 3,328,885 9,750,197 14,506 42,205 5 | 3,053,762 9,234,195 11,012 20,347 5 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets Cash and Bank balances Advances and Other assets | 3,630,781 10,161,866 19,779 45,451 5 21,283 262,688 | 3,499,965 9,973,402 16,897 44,281 5 63,375 234,058 | 3,328,885 9,750,197 14,506 42,205 5 20,374 251,026 | 3,053,762 9,234,195 11,012 20,347 5 7,765 243,366 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets Cash and Bank balances | 3,630,781 10,161,866 19,779 45,451 5 | 3,499,965 9,973,402 16,897 44,281 5 | 3,328,885 9,750,197 14,506 42,205 5 | 3,053,762 9,234,195 11,012 20,347 5 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets Cash and Bank balances Advances and Other assets | 3,630,781 10,161,866 19,779 45,451 5 21,283 262,688 | 3,499,965 9,973,402 16,897 44,281 5 63,375 234,058 | 3,328,885 9,750,197 14,506 42,205 5 20,374 251,026 | 3,053,762 9,234,195 11,012 20,347 5 7,765 243,366 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets Cash and Bank balances Advances and Other assets Sub-Total (A) | 3,630,781 10,161,866 19,779 45,451 5 21,283 262,688 283,971 308,650 | 3,499,965 9,973,402 16,897 44,281 5 63,375 234,058 297,433 | 3,328,885 9,750,197 14,506 42,205 5 20,374 251,026 271,400 | 3,053,762 9,234,195 11,012 20,347 5 7,765 243,366 251,131 281,244 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets Cash and Bank balances Advances and Other assets Sub-Total (A) Current liabilities | 3,630,781 10,161,866 19,779 45,451 5 21,283 262,688 283,971 308,650 1,759 | 3,499,965 9,973,402 16,897 44,281 5 63,375 234,058 297,433 | 3,328,885 9,750,197 14,506 42,205 5 20,374 251,026 271,400 342,541 | 3,053,762 9,234,195 11,012 20,347 5 7,765 243,366 251,131 281,244 1,910 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets Cash and Bank balances Advances and Other assets Sub-Total (A) Current liabilities Provisions | 3,630,781 10,161,866 19,779 45,451 5 21,283 262,688 283,971 308,650 | 3,499,965 9,973,402 16,897 44,281 5 63,375 234,058 297,433 333,024 2,770 | 3,328,885 9,750,197 14,506 42,205 5 20,374 251,026 271,400 342,541 2,218 | 3,053,762 9,234,195 11,012 20,347 5 7,765 243,366 251,131 281,244 1,910 283,154 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets Cash and Bank balances Advances and Other assets Sub-Total (A) Current liabilities Provisions Sub-Total (B) Net Current Assets (C) = (A-B) | 3,630,781 10,161,866 19,779 45,451 5 21,283 262,688 283,971 308,650 1,759 310,409 (26,438) | 3,499,965 9,973,402 16,897 44,281 5 63,375 234,058 297,433 333,024 2,770 335,794 (38,361) | 3,328,885 9,750,197 14,506 42,205 5 20,374 251,026 271,400 342,541 2,218 344,759 | 3,053,762 9,234,195 11,012 20,347 5 7,765 243,366 251,131 281,244 1,910 283,154 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets Cash and Bank balances Advances and Other assets Sub-Total (A) Current liabilities Provisions Sub-Total (B) Net Current Assets (C) = (A-B) Miscellaneous expenditure (to the extent not written-off or adjusted) | 3,630,781 10,161,866 19,779 45,451 5 21,283 262,688 283,971 308,650 1,759 310,409 | 3,499,965 9,973,402 16,897 44,281 5 63,375 234,058 297,433 333,024 2,770 335,794 | 3,328,885 9,750,197 14,506 42,205 5 20,374 251,026 271,400 342,541 2,218 344,759 | 3,053,762 9,234,195 11,012 20,347 5 7,765 243,366 251,131 281,244 1,910 283,154 |
| Policyholders' Asset held to cover linked liabilities Loans Fixed assets - net block Deferred tax asset Current assets Cash and Bank balances Advances and Other assets Sub-Total (A) Current liabilities Provisions Sub-Total (B) Net Current Assets (C) = (A-B) | 3,630,781 10,161,866 19,779 45,451 5 21,283 262,688 283,971 308,650 1,759 310,409 (26,438) | 3,499,965 9,973,402 16,897 44,281 5 63,375 234,058 297,433 333,024 2,770 335,794 (38,361) | 3,328,885 9,750,197 14,506 42,205 5 20,374 251,026 271,400 342,541 2,218 344,759 | 3,053,762 9,234,195 11,012 20,347 5 7,765 243,366 251,131 |







ICICI Prudential Life Insurance Company Limited Statement of Standalone Audited Results for the quarter and half year ended September 30, 2018

| | Thr | ee months ended | l/At | Six months e | Year ended/At | | |
|--|--------------------------------|-----------------|------------------------------------|-------------------|----------------|-----------------------------|--|
| Particulars | 30, 2018 June 30, 2018 30, 201 | | September 30, 2017 (Audited) | 30, 2018 30, 2017 | | March 31, 2018 (Audited) | |
| Analytical Ratios:1 | (Addited) | (Addited) | (Addited) | (Audited) | (Addited) | (Additod) | |
| (i) Solvency Ratio: | 234.3% | 234.6% | 275.7% | 234.3% | 275.7% | 252.5% | |
| (ii) Expenses of management ratio | 13.7% | 15.9% | 13.0% | 14.6% | 12.9% | 12.7% | |
| (iii) Policyholder's liabilities to shareholders' fund | 2030.4% | 2042.1% | 1801.0% | 2030.4% | 1801.0% | 1909.9% | |
| (iv) Earnings per share (₹): | 2000.470 | 2042.176 | 1001,070 | 2030.470 | 1001.070 | 1505.576 | |
| (a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) | 2.10 | 1.96 | 2.93 | 4.06 | 5.76 | 11.28 | |
| (b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/six months) | 2.10 | 1.96 | 2.93 | 4.06 | 5.76 | 11.28 | |
| (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 | | | 72.50 | 2723 | | | |
| Par | 9.6% | 8.4% | 16.5% | 9.0% | 13.0% | 11.0% | |
| Non Par | 11.5% | 8.8% | 9.3% | 10.2% | 8.0% | 8.0% | |
| - Linked Non Par | 8.5% | 8.3% | 12.3% | 8.4% | 12.0% | 10.4% | |
| B. With unrealised gains | 0.5% | 0.3% | 12.3% | 0.470 | 12.076 | 10.470 | |
| - Non Linked | | | | | | | |
| Par | 1.3% | (2.4%) | 7.8% | (0.6%) | 12.6% | 7.0% | |
| Non Par | 2.3% | (1.8%) | 6.6% | 0.2% | 11.1% | 6.3% | |
| - Linked | 2,0,0 | 1110,107 | | | | | |
| Non Par | (0.3%) | 5.1% | 7.2% | 2.3% | 9.9% | 8.1% | |
| (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 | 8.4% | 8.2% | 10.9% | 8.3% | 8.7% | 11.5% | |
| B. With unrealised gains | 2.0% | 2.1% | 19.3% | 2.0% | 15.0% | 9.9% | |
| (ix) Persistency Ratio ² | | | | | | | |
| by premium | | | | | | | |
| 13th month | 82.7% | 83.8% | 83.5% | 86.3% | 86.8% | 86.8% | |
| 25th month | 76.8% | 76.5% | 72.3% | 79.4% | 74.6% | 78.3% | |
| 37th month | 68.0% | 66.6% | 65.7% | 69.3% | 67.6% | 68.8% | |
| 49th month | 64.3% | 63.0% | 63.0% | 65.1% | 60.9% | 64.2% | |
| 61st month | 58.7% | 55.1% | 54.4% | 55.7% | 55.6% | 54.5% | |
| by count | | | | | | | |
| 13th month | 75.0% | 76.8% | 77.8% | 79.2% | 80.9% | 80.7% 73.2% | |
| 25th month | 71.2% | 71.0% | 68.2% | 73.2% | 72.0% | | |
| 37th month | 64.8% | 64.3% | 62.2% | 67.0% | 64.1% 55.5% | 66.3% 59.4% | |
| 49th month 61st month | 60.4% | 59.0% | 56.8% | 61.1% 50.2% | 49.6% | 49.1% | |
| | 50.9% | 48.7% | 46.9% | 50.276 | 49.076 | 45.176 | |
| (x) Conservation Ratio ³ Par Life | 20.40 | 90.6% | 91.7% | 90.5% | 91.9% | 93.0% | |
| Par Pension | 90.4% | 69.3% | 93.9% | 67.0% | 88.9% | 83.8% | |
| Non Par | 80.6% | 81.3% | 93.6% | 80.9% | 94.7% | 89.4% | |
| Non Par Variable | NA | NA | 93.076 NA | NA | NA NA | NA NA | |
| Non Par Variable Pension | NA NA | NA NA | NA NA | NA | NA NA | NA NA | |
| Annuity Non Par | NA NA | | NA NA | NA | NA | NA NA | |
| Health | 74.1% | 84.2% | 87.5% | 77.9% | 88.6% | 86.0% | |
| Linked Life | 83.2% | | 82.2% | 82.3% | 84.0% | 83.4% | |
| Linked Pension | 75.7% | 72.5% | 79.3% | 74.2% | 81.3% | 77.3% | |
| Linked Health | 89.5% | 85.1% | 83.2% | 87.4% | 85.7% | 86.5% | |
| Linked Group | NA | | 155.9% | NA | 112.8% | 132.3% | |
| Linked Group Life | 69.9% | 745.2% | NA | 161.9% | NA | NA NA | |
| Linked Group Pension | 81.9% | 141.2% | NA | 113.5% | NA | NA NA | |

- 1 Analytical ratios have been calculated as per definition given in IRDAI Analytical ratios disclosure.
- 2 Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/MISC/035/01/2014 dated January 23, 2014.

 a) Persistency ratios for the quarter ending September 30, 2018 have been calculated on September 30, 2018 for the policies issued in June to August period of the relevant years. For example, the 13th month persistency for quarter ending September 30, 2018 is calculated for policies issued from June 1, 2017 to August 31, 2017.
 - b) Persistency ratios for the quarter ending June 30, 2018 have been calculated on July 31, 2018 for the policies issued in April to June period of the relevant years. For example, the 13th month persistency for quarter ending June 30, 2018 is calculated for policies issued from April 1, 2017 to June 30, 2017.
- c) Persistency ratios for the quarter ending September 30, 2017 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 persistency for quarter ending September 30, 2017 is calculated for policies issued from July 1, 2016 to September 30,
- d) Persistency ratios for year ending September 30, 2018 have been calculated on September 30, 2018 for the policies issued in September to August period of the relevant years. For example, the 13th month persistency for year ending September 30, 2018 is calculated for policies issued from September 1, 2016 to August 31,
- e) Persistency ratios for the year ending September 30, 2017 have been calculated on October 31, 2017 for the policies issued in October to September period of the levant years. For example, the 13th month persistency for year ending September 30, 2017 is calculated for policies issued from October 1, 2015 to September 30,
- f) Persistency ratios for year ending March 31, 2018 have been calculated on April 30, 2018 for the policies issued in April to March period of the relevant years. For example, the 13th month persistency for year ending March 31, 2018 is calculated for policies issued from April 1, 2016 to March 31, 2017

(e) Group policies and policies under micro insurance are excluded.

3 As required by IRDAI circular IRDA/F8I/REG/CIR/208/10/2016 dated October 25, 2016, Linked Grou Pension from quarter ended December 2016 onwards. n bifurcated into Linked Group Life and L

ed Accou





ICICI Prudential Life Insurance Company Limited Segment¹ Reporting (Standalone) for the quarter and half year ended September 30, 2018

(₹ in Lakhs)

| | | Three | mantha and | -4/04 | Ciu manth | a and ad/As | Year | |
|---|--|-----------------------|------------------|-----------------------|-----------------------|-----------------------|-------------------|--|
| | | Inree | months end | ed/At | Six months | s ended/At | ended/At | |
| | Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 | |
| | | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | |
| | Segment Income: | | | | | | | |
| ŀ | Segment A: Par life | 00.504 | 20.000 | 00.000 | 4.7.000 | 400 400 | 047.70 | |
| ŀ | Net Premium Income from investments ² | 86,534 | 60,669 | 80,803 | 147,203 | | 317,78 | |
| | | 29,582 | 24,717 | 37,834 | 54,299 | 58,376 | 107,15 | |
| | Transfer of Funds from shareholders' account Other income | 259 | 241 | 211 | 500 | 394 | 79 | |
| | Segment B: Par pension | | | | | | | |
| | Net Premium | 282 | 359 | 438 | 641 | 956 | 2,76 | |
| | Income from investments ² | 3,309 | 2,730 | 5,616 | 6,039 | | 14,41 | |
| | Transfer of Funds from shareholders' account | - | | - | - | | | |
| | Other income | 1 | 1 | 1 | 2 | 2 | | |
| | Segment C: Non Par | | | | | | | |
| | Net Premium | 95,328 | 64,942 | 75,706 | 160,270 | 134,756 | 292,61 | |
| | Income from investments ² | 47,205 | 32,436 | 30,287 | 79,641 | 48,231 | 100,38 | |
| | Transfer of Funds from shareholders' account | (3,050) | 8,269 | | 5,219 | 1000 | | |
| | Other income | 370 | 329 | 261 | 699 | | 1,05 | |
| - | Segment D: Non Par Variable | | | | | | | |
| | Net Premium | 1,516 | 568 | 689 | 2,084 | 3,097 | 3,52 | |
| | Income from investments ² | 107 | 172 | 250 | 279 | | 86 | |
| | Transfer of Funds from shareholders' account | 118 | 10 | (16) | 128 | - | | |
| | Other income | | | | | - | | |
| | Segment E: Non Par Variable Pension | | | | | | | |
| | Net Premium | - | | 40 | | 79 | | |
| | Income from investments ² | 29 | 29 | 29 | 58 | 58 | 11 | |
| | Transfer of Funds from shareholders' account | - | | - | | - | | |
| | Other income | | | | | | | |
| | Segment F: Annuity Non Par | | | | | | | |
| | Net Premium | 12,307 | 11,057 | 5,029 | 23,364 | | 31,07 | |
| | Income from investments ² | 5,696 | 5,394 | 4,744 | 11,090 | 9,526 | 19,21 | |
| | Transfer of Funds from shareholders' account | 926 | 900 | - | 1,826 | - | 7,52 | |
| | Other income | | 1 | | 1 | 1 | | |
| | Segment G: Health | | | | | | | |
| | Net Premium | 738 | 581 | 679 | 1,319 | 1,066 | 2,47 | |
| | Income from investments ² | 37 | 88 | 97 | 125 | 588 | 7 | |
| | Transfer of Funds from shareholders' account | (71) | 71 | - | - | - | | |
| | Other income | 1 | | - | 1 | 1 | | |
| | Segment H: Linked Life | | | | | | | |
| | Net Premium | 532,278 | 376,705 | | 908,983 | | 1,895,25 | |
| | Income from investments ² | 28,178 | 145,363 | 146,428 | 173,541 | 363,117 | 651,23 | |
| ĺ | Transfer of Funds from shareholders' account | | | - | | 2- | | |
| | Other income | 1,234 | 1,392 | 1,225 | 2,626 | 2,449 | 5,13 | |
| | Segment I: Linked Pension | | | | | | | |
| | Net Premium | 10,516 | 9,207 | 13,700 | | | 55,13 | |
| | Income from investments ² | 2,601 | 18,162 | 40,666 | 20,763 | 105,916 | 171,74 | |
| | Transfer of Funds from shareholders' account | | | 1 | 1 | 2 | | |
| | Other income | | | 1 | | 2 | | |
| - | Segment J: Linked Health Net Premium | 1 200 | 1.000 | 1 547 | 2 200 | 2.046 | 7,10 | |
| | Income from investments ² | 1,286 (602) | 1,020 | 1,517 2,866 | 2,306 367 | | 10,47 | |
| | | (002) | 509 | 2,000 | 307 | 3,715 | 10,4 | |
| | Transfer of Funds from shareholders' account | | | | | | | |







| | | Three | months end | ed/At | Six months | ended/At | Year ended/At | |
|----|--|-----------------------|--|-----------------------|-----------------------|-----------------------|--------------------|--|
| o. | Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 | |
| | | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | |
| | Segment K: Linked Group Life | 10.450 | 10.115 | 00.000 | 00 507 | 97.000 | 10.07 | |
| | Net Premium | 12,452 | 10,115 | 23,302 | 22,567 | 25,992 | 46,67 | |
| | Income from investments ² | 3,685 | 573 | 6,621 | 4,258 | 16,926 | 26,74 | |
| | Transfer of Funds from shareholders' account | - | • | - | - | - | | |
| | Other income | - | 2 | 1 | 2 | 1 | | |
| | Segment L: Linked Group Pension | | | | | | | |
| | Net Premium | 6,884 | 8,559 | 6,688 | 15,443 | 17,094 | 26,51 | |
| | Income from investments ² | 2,956 | 1,487 | 5,621 | 4,443 | 13,498 | 22,57 | |
| | Transfer of Funds from shareholders' account | - | - | 14 | - | | | |
| | Other income | - | - | | | 1 | | |
| | Shareholders | | | | | | | |
| | Income from investments ² | 14,261 | 13,958 | 17,246 | 28,219 | 27,625 | 73,95 | |
| | Other income | 48 | 39 | 27 | 87 | 45 | 48 | |
| | Segment Surplus/(Deficit) (net of transfer from shareholders' A/c) : | | | | | | | |
| | Segment A: Par life | 3,967 | 4,520 | 5,730 | 8,487.00 | 9,847 | 29,53 | |
| | Segment B: Par pension | 1,277 | 932 | 1,307 | 2,209.00 | 3,504 | 3,04 | |
| | Segment C: Non Par | 3,050 | (8,269) | 10,386 | (5,219) | 14,716 | 20,51 | |
| | Segment D: Non Par Variable | (118) | (10) | 105 | (128) | 90 | 20,0 | |
| | Segment E: Non Par Variable Pension | (1.10) | 2 | 3 | 2 | 8 | | |
| | Segment F: Annuity Non Par | (926) | (900) | 1,179 | (1,826) | 2,465 | (7,52 | |
| | Segment G: Health | 172 | (71) | 64 | 101 | 618 | 2,13 | |
| | Segment H: Linked Life | 8,329 | 17,839 | 8,507 | 26,168 | 27,058 | 48,47 | |
| | Segment I: Linked Pension | 5,269 | 5,706 | 7,027 | 10,975 | 13,960 | 27,02 | |
| | Segment J: Linked Health | 738 | 819 | 708 | 1,557 | 1,587 | 3,47 | |
| | Segment K: Linked Group Life | 77 | 133 | 57 | 210 | 525 | 89 | |
| | Segment L: Linked Group Pension | 272 | 138 | | 410 | | 1,15 | |
| | Shareholders | 13,225 | 12,771 | 13,603 | 25,996 | 20,874 | 60,59 | |
| | Segment Assets: | | | | | | | |
| | Segment A: Par life | 1,429,055 | 1,364,263 | 1,156,225 | 1,429,055.00 | 1,156,225 | 1,308,86 | |
| | Segment B: Par pension | 118,418 | 119,286 | 119,828 | 118,418.00 | 119,828 | 118,83 | |
| | Segment C: Non Par | 1,749,653 | 1,674,553 | 1,439,342 | 1,749,653 | 1,439,342 | 1,598,50 | |
| | Segment D: Non Par Variable | 10,168 | 8,957 | 11,958 | 10,168 | 11,958 | 9,6 | |
| | Segment E: Non Par Variable Pension | 1,394 | 1,394 | | 1,394 | | 1,3 | |
| | Segment F: Annuity Non Par | 297,016 | 282,737 | 237,934 | 297,016 | 237,934 | 270,04 | |
| | Segment G: Health | 1,957 | 1,793 | | 1,957 | 2,989 | 1,74 | |
| | Segment H: Linked Life | 8,253,436 | 7,986,451 | 7,046,133 | 8,253,436 | 7,046,133 | 7,713,4 | |
| | Segment I: Linked Pension | 1,189,180 | 1,263,696 | 1,488,452 | 1,189,180 | 1,488,452 | 1,314,2 | |
| | Segment J: Linked Health | 94,114 | 95,881 | | 94,114 | | 96,38 | |
| | Segment K: Linked Group Life | 392,280 | 386,497 | 379,810 | 392,280 | | 386,44 329,34 | |
| | Segment L: Linked Group Pension Shareholders | 324,162 682,671 | 329,091 661,815 | 323,341 682,986 | 324,162 682,671 | | 688,44 | |
| | | | | | | | | |
| | Segment Policy Liabilities: | 1 400 000 | 1 001 000 | 1 150 005 | 1 400 0== | 1 150 005 | 1 200 00 | |
| | Segment A: Par life | 1,429,055 | 1,364,263 | | 1,429,055 | | 1,308,86 | |
| | Segment B: Par pension | 118,418 | The second secon | | 118,418 | | 118,83 1,598,50 | |
| | Segment C: Non Par Segment D: Non Par Variable | 1,749,653 10,168 | 1,674,553 8,957 | 1,439,342 11,958 | 1,749,653 10,168 | | 9,65 | |
| | Segment E: Non Par Variable Pension | 1,394 | 1,394 | | 1,394 | | 1,39 | |
| | Segment F: Annuity Non Par | 297,016 | 282,737 | 237,934 | 297,016 | | 270,04 | |
| | Segment G: Health | 1,957 | 1,793 | | 1,957 | 2,989 | 1,74 | |
| | Segment H: Linked Life | 8,253,436 | 7,986,451 | | 8,253,436 | | 7,713,46 | |
| | Segment I: Linked Pension | 1,189,180 | 1,263,696 | | 1,189,180 | | 1,314,27 | |
| | | | | | 94,114 | 93,363 | 96,35 | |
| | Segment J: Linked Health | 94,114 | 95,881 | 93,363 | 34,114 | 33,303 | 00,00 | |
| | Segment J: Linked Health Segment K: Linked Group Life | 392,280 | | 379,810 | 392,280 | | 386,44 | |

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, General Annuity and Pension and Health where any such segment contributes ten per cent or more of the total premium of the Company.
- (d) Business within India and business outside India
- 2 Net of Provisions for diminution in value of investments





ICICI Prudential Life Insurance Company Limited

Other disclosures:

Status of Shareholders Complaints for the half year ended September 30, 2018:

| Sr No. | Particulars | Number |
|--------|---|--------|
| 1 | No. of investor complaints pending at the beginning of quarter | 1 |
| 2 | No. of investor complaints received during the quarter | 83 |
| 3 | No. of investor complaints disposed off during the quarter | 82 |
| 4 | No. of investor complaints remaining unresolved at the end of the quarter | 2* |

^{*} These complaints have been responded to within timeline.



Notes:

- The above financial results of the Company for the quarter and half year ended September 30, 2018 were reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on October 23, 2018.
- These financial results have been prepared in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, 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 standalone 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 Industry, the financial results for the quarter are not indicative of full year's expected performance.
- 5. Other income includes interest on tax refund for the year ended March 31, 2018 of ₹ 403 lacs. (for the quarter and half year ended September 30, 2018 & September 30, 2017 & for the quarter ended June 30, 2018 of ₹ nil)
- 6. The Company has declared an interim dividend of ₹ 1.60 per equity share on face value of ₹ 10 each for half year ended September 30, 2018.
- 7. During the quarter ended September 30, 2018, the Company has allotted 11,446 equity shares of face value of ₹ 10 each pursuant to exercise of employee stock options.
- 8. Figures of the previous year have been re-grouped wherever necessary, to conform to the current year presentation.
- In accordance with requirements of IRDAI Master Circular on "Preparation of Financial Statements and Filing of Returns of Life Insurance Business" dated December 11, 2013, the Company will publish the financials on the Company's website latest by November 7, 2018.

For and on behalf of the Board of Directors

N. S. Kannan

Managing Director & CEO

DIN:00066009







BSR & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus Apollo Mills Compound Mahalakshmi Mumbai – 400 011 India Telephone +91 22 4345 5300 Fax +91 22 4345 5399

Walker Chandiok & Co LLP

Chartered Accountants

16th Floor, Tower II Indiabulls Finance Centre S. B. Marg, Elphinstone (West) Mumbai – 400 013 India Telephone +91 22 6626 2600 Fax +91 22 6626 2601

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

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

We have audited the accompanying quarterly standalone financial results of ICICI Prudential Life Insurance Company Limited (the "Company") for the quarter ended September 30, 2018 and standalone year to date financial results for the period April 1, 2018 to September 30, 2018, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 2016. These quarterly standalone financial results as well as the year to date 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 October 23, 2018.

Our responsibility is to express an opinion on these quarterly standalone financial results and standalone year to date 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 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 Insurance Regulatory and Development Authority of India ("IRDAI"/ "Authority") 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 financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as 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.





Auditors' Report on Quarterly Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated 25th 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 as well as year to date financial results:

- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 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 September 30, 2018 as well as the year to date results for the period from April 1, 2018 to September 30, 2018.

Other Matter

The actuarial valuation of liabilities for life policies in force 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 September 30, 2018 has been duly certified by the Appointed Actuary and in her 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 BSR & Co. LLP

Chartered Accountants ICAI Firm Registration No: 101248W/W-100022

Manoj Kumar Vijai

Partner

Membership No: 046882

Mumbai

October 23, 2018

For Walker Chandiok & Co LLP

Chartered Accountants
ICAI Firm Registration No: 001076N/N500013

Khushroo B. Panthaky

Partner

Membership No: 42423

Mumbai

October 23, 2018





Performance for the half year ended September 30, 2018

1. Operating performance review

(₹ in billion)

| | | // 2 | | |
|--|----------|-----------|--------------------|--------|
| ₹ billion | FY2018 | H1-FY2018 | H1-FY2019 | Growth |
| | | | | |
| Value of new business (VNB) ¹ | 12.86 | 4.17 | 5.90 | 41.5% |
| Embedded value (EV) | 187.88 | 172.10 | 192.48 | - |
| APE ² | 77.92 | 35.74 | 33.81 | (5.4%) |
| -Savings | 73.45 | 34.23 | 31.14 | (9.0%) |
| -Protection | 4.46 | 1.50 | 2.66 | 77.3% |
| RWRP ³ | 74.61 | 34.42 | 31.48 | (8.5%) |
| Market share based on RWRP ⁴ | 11.8% | 13.7% | 11.4% | - |
| 13th month persistency ⁵ | 85.8% | 85.7% | 85.2% ⁶ | - |
| 49th month persistency⁵ | 62.8% | 59.8% | 63.7% ⁶ | - |
| Cost ratio (Cost/TWRP- | 11.8% | 12.4% | 12.7% | |
| Savings LOB) ⁷ | | | | - |
| Assets under management | 1,395.32 | 1,305.91 | 1,461.29 | - |

- 1. For full year, based on actual cost; H1: based on management forecast of full year cost
- 2. Annualized premium equivalent
- 3. Retail weighted received premium
- 4. Source: Life insurance council
- 5. As per IRDA circular dated January 23, 2014; excluding group and single premium policies
- 6. For policies issued during September to August period of relevant year measured as on September 30, 2018
- 7. Total Cost including commission / (Total premium 90% of single premium)

Profitability

Value of New Business (VNB) for H1-FY2019 was ₹ 5.90 billion compared to ₹ 4.17 billion for the half year ended September 30, 2017, a growth of 41.5%. The VNB margin increased from 16.5% in FY2018 to 17.5% in H1-FY2019 primarily on account of increase in protection mix.

The Company's profit after tax was ₹ 5.83 billion for the half year ended September 30, 2018 compared to ₹ 8.27 billion for the half year ended September 30, 2017.

Embedded Value

Our Embedded Value as on September 30, 2018 was ₹ 192.48 billion compared to ₹ 187.88 billion as on March 31, 2018.

New business growth and market share

The Annualized Premium Equivalent (APE) was ₹ 33.81 billion for H1-FY2019 as compared to ₹ 35.74 billion for H1-FY2018. In H1-FY2019, the Company had a private market share¹ of 20.2% and overall market share¹ of 11.4%.

^{1.} Based on RWRP; Source Life insurance council

Product mix

The Company offers a range of products across protection and savings solutions to meet the specific needs of customers. During H1-FY2019, the protection APE recorded a growth of 77.3% rising from ₹ 1.50 billion in H1-FY2018 to ₹ 2.66 billion in H1-FY2019.

Persistency

The Company has strong focus on improving the quality of business and customer retention which is reflected in our best in class 13th month persistency ratios. Our 13th month persistency stands at 85.2% for 5M-FY2019, followed by improvement across all other cohorts. The 49th month persistency improved to 63.7% in 5M-FY2019 as compared to 62.8% in FY2018.

Cost efficiency

The cost to Total weighted received premium (TWRP) ratio for savings line of business stood at 12.7% in H1-FY2019 compared to 12.4% in H1-FY2018.

Assets under management

The total assets under management of the Company was ₹ 1,461.29 billion at September 30, 2018 which makes it one of the largest fund managers in India. The Company had a debt-equity mix of 53%:47% at September 30, 2018. Over 90% of the debt investments are in AAA rated and government bonds.

• Net worth and capital position

Company's net worth was ₹ 68.27 billion at September 30, 2018. The solvency ratio was 234.3% against regulatory requirement of 150%.

2. Financial performance review

Summary Standalone Revenue and Profit & Loss Account

(₹ in billion)

| Poutionland | Thre | e months e | nded | Six mont | Year ended | |
|--|-----------------------|------------------|-----------------------|-----------------------|-----------------------|-------------------|
| Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 |
| Premium earned | 76.82 | 55.18 | 65.99 | 132.00 | 114.84 | 270.69 |
| Premium on reinsurance ceded | (0.81) | (0.80) | (0.59) | (1.61) | (1.24) | (2.58) |
| Net premium earned | 76.01 | 54.38 | 65.40 | 130.39 | 113.60 | 268.11 |
| Investment income ¹ | 13.70 | 24.62 | 29.83 | 38.31 | 66.02 | 119.96 |
| Other income | 0.19 | 0.20 | 0.17 | 0.39 | 0.34 | 0.75 |
| Total income | 89.90 | 79.20 | 95.40 | 169.09 | 179.96 | 388.82 |
| Commission paid | 3.95 | 2.80 | 3.63 | 6.75 | 5.79 | 14.03 |
| Expenses ² | 8.27 | 7.50 | 6.46 | 15.77 | 11.78 | 26.37 |
| Tax on policyholders fund | 0.28 | 0.31 | 0.23 | 0.59 | 0.49 | 1.20 |
| Claims/benefits paid | 35.01 | 29.40 | 40.71 | 64.41 | 80.40 | 172.81 |
| Change in actuarial liability ³ | 39.36 | 36.35 | 39.88 | 75.70 | 72.73 | 157.21 |
| Total Outgo | 86.87 | 76.36 | 90.91 | 163.22 | 171.19 | 371.62 |
| Profit before tax | 3.03 | 2.84 | 4.49 | 5.87 | 8.77 | 17.20 |
| Tax charge | 0.02 | 0.02 | 0.28 | 0.04 | 0.50 | 1.00 |
| Profit after tax | 3.01 | 2.82 | 4.21 | 5.83 | 8.27 | 16.20 |

- 1. Net of provision for diminution in value of investments
- 2. Includes Provisions for doubtful debts (including write off) and goods & service tax on linked charges
- 3. Includes movement in Funds for Future Appropriation

Profit after tax decreased from ₹ 8.27 billion in H1-FY2018 to ₹5.83 billion in H1-FY2019 primarily on account of higher new business strain³ resulting from the new business growth of protection business. The performance highlights for H1-FY2019 are given below:

- Net premium earned (gross premium less reinsurance premium) increased by 14.8% from ₹ 113.60 billion in H1-FY2018 to ₹ 130.39 billion in H1-FY2019. Retail renewal premium increased by 23.1% from ₹ 70.32 billion in H1-FY2018 to ₹ 86.59 billion in H1-FY2019. Retail new business premium decreased by 5.6% from ₹ 38.16 billion in H1-FY2018 to ₹ 36.03 billion in H1-FY2019. Group premium increased from ₹ 6.36 billion in H1-FY2018 to ₹ 9.38 billion in H1-FY2019.
- Total investment income for H1-FY2019 includes an income of ₹ 19.86 billion (H1-FY2018: ₹ 50.15 billion) under the unit-linked portfolio and ₹ 18.45 billion (H1-FY2018: ₹ 15.87 billion) under the non-unit funds. The investment income under unit-linked portfolio is directly offset by a change in valuation of policyholder liabilities. Non unit investment income increased by 16.3% from ₹ 15.87 billion in H1-FY2018 to ₹ 18.45 billion in H1-FY2019

³ New business strain arises when the premium paid at the commencement of a contract is not sufficient to cover the initial expenses including acquisition costs and any mathematical reserve that our Company needs to set up at that point.

primarily on account of increase in interest income corresponding to an increase in interest earning assets and increase in net realized gains.

- Other income increased from ₹ 0.34 billion in H1-FY2018 to ₹ 0.39 billion in H1-FY2019.
- Total expenses (including commission) increased by 28.2% from ₹ 17.56 billion in H1-FY2018 to ₹ 22.52 billion in H1-FY2019. Commission expense increased by 16.4% from ₹ 5.79 billion in H1-FY2018 to ₹ 6.75 billion in H1-FY2019. New business commission has increased from ₹ 4.36 billion in H1-FY2018 to ₹ 5.04 billion in H1-FY2019. Renewal commission has increased from ₹ 1.43 billion in H1-FY2018 to ₹ 1.71 billion in H1-FY2019. The increase in commission expense is on account of the change in product mix and growth in premium. Operating expenses increased by 34.0% from ₹ 11.79 billion in H1-FY2018 to ₹ 15.77 billion in H1-FY2019 on account of increased advertisement cost, business development and employee cost.
- Claims and benefit payouts decreased by 19.9% from ₹80.40 billion in H1-FY2018 to ₹64.41 billion in H1-FY2019 primarily on account of decrease in surrender claims by ₹15.52 billion in H1-FY2019.
- Change in actuarial liability, including funds for future appropriation, increased from ₹ 72.73 billion in H1-FY2018 to ₹ 75.70 billion in H1-FY2019. Fund reserve, which represents liability carried on account of units held by unit linked policyholders, decreased from ₹ 44.64 billion in H1-FY2018 to ₹ 41.17 billion in H1-FY2019. The increase in fund reserves is primarily due a direct offset of lower claims, an increase in premium received, and offset by lower investment income in the unit-linked portfolio. Non-unit reserve increased from ₹ 26.76 billion in H1-FY2018 to ₹ 33.47 billion in H1-FY2019 reflecting broadly the increase in premium net of benefit outgo.

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 investor queries please reach out to Investor Relations team on +91-22-40391600 or email <u>ir@iciciprulife.com</u>. 1 billion = 100 crore



News Release October 23, 2018

NSE Code: ICICIPRULI BSE Code: 540133

ICICI Prudential Life declares results for the half year ended September 30, 2018

Value of New Business (VNB) registers a growth of 41.5%

Total Premium grew by 14.9%

Protection APE grew by 77.3%

Retail Renewal premium grew by 23.1%

Interim dividend of ₹1.60 per share

Performance Highlights

- Value of New Business (VNB) increased by 41.5% to ₹5.90 billion in H1-FY2019 from ₹ 4.17 billion in H1-FY2018
- Total premium grew by 14.9% to ₹ 131.98 billion in H1-FY2019 from ₹114.84 billion in H1-FY2018
- Protection APE grew by 77.3% to ₹ 2.66 billion in H1-FY2019 from ₹ 1.50 billion in H1-FY2018
- Retail renewal premium grew by 23.1% to ₹ 86.59 billion
- 13th month persistency¹ stood at 85.2%
- Interim dividend of ₹1.60 per share

Mr. N. S Kannan, MD & CEO, ICICI Prudential Life Insurance said "Despite volatile markets, the opportunities in both savings and protection continue to be robust for life insurers. This underlines the long term nature of the business. For shareholders, this business provides a low risk exposure to the retail financial services and insurance opportunity; because the risk is quite contained on both asset and liability side of the balance sheet. This is more true for our Company given our portfolio composition. We continue to remain firmly rooted on our journey of growing the absolute Value of New Business (VNB) through our strategy of 4Ps: Premium growth, Protection, Persistency and Productivity. The growth in VNB of 41.5% bears testimony to this."

VNB and Growth Drivers

The Value of New Business grew by 41.5% to ₹ 5.90 billion in H1-FY2019 from ₹ 4.17 billion in H1-FY2018.

Premium / Annualised Premium Equivalent (APE)

The Company's market share stood at 11.4% amongst life insurance companies, on a Retail Weighted Received Premium (RWRP) basis for H1-FY2019. APE grew by 6.2% in Q2-FY2019 over Q2-FY2018 and 42% over Q1-FY2019. Total premium witnessed a growth of 14.9% to ₹ 131.98 billion in H1-FY2019 from ₹ 114.84 billion in H1-FY2018.

¹ As per IRDA circular dated January 23, 2014; excluding group and single premium policies



Protection

In H1-FY2019, protection APE registered a growth of 77.3%. Protection APE stood at 7.9% of overall APE for H1-FY2019 compared to 4.2% for H1-FY2018.

Persistency¹

The 13th month persistency was steady at 85.2% for H1-FY2019. The 49th month persistency improved to 63.7% in H1-FY2019 as compared to 59.8% in H1-FY2018. Retail renewal premium registered a growth of 23.1% and stood at ₹ 86.57 billion for H1-FY2019 compared to ₹ 70.32 billion for H1-FY2018.

Productivity

The Cost/TWRP for savings business was 12.7% for H1-FY2019 as compared to 12.4% in H1-FY2018 and 13.7% in Q1-FY2019.

Dividend

The Board has approved an Interim dividend of ₹ 1.60 per equity share for H1-FY2019.

Operational Metrics:

| | H1-FY2018 | H1-FY2019 | Growth YoY |
|---|-----------|-----------|---------------|
| Value of New Business (VNB) (₹ billion) | 4.17 | 5.90 | 41.5% |
| Embedded Value (EV) (₹ billion) | 172.10 | 192.48 | - |
| Total Premium (₹ billion) | 114.84 | 131.98 | 14.9% |
| Annualized Premium Equivalent (APE) (₹ billion) | 35.74 | 33.81 | (5.4%) |
| Savings | 34.23 | 31.14 | (9.0%) |
| Protection | 1.50 | 2.66 | 77.3% |
| Market share based on RWRP | 13.7% | 11.4% | - |
| 13 th month persistency ¹ | 85.7% | 85.2%² | - |
| 49 th month persistency ¹ | 59.8% | 63.7%² | - |
| Retail renewal premium | 70.32 | 86.57 | 23.1% |
| Savings Cost Ratio (Cost/TWRP) | 12.4% | 12.7% | - |
| Assets under management (AUM) (₹ billion) | 1,305.91 | 1,461.29 | - |

¹ As per IRDA circular dated January 23, 2014; excluding group and single premium policies

² For policies issued during June to May period of relevant year measured as on September 30, 2018



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. The method of computation of Persistency has been prescribed by IRDAI vide its circular dated January 23, 2014.
- 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 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 Ltd. and Prudential Corporation Holdings Ltd., headquartered in United Kingdom. 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 and 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, facilitates a hassle free claims settlement process etc.

ICICI Prudential Life is the first private life insurance company to cross the ₹ 1 trillion mark for Assets under Management (AUM). At September 30, 2018, the Company had an AUM of ₹ 1461.29 billion and a Total Sum Assured of over ₹ 9.40 trillion. ICICI Prudential Life is listed on both National Stock Exchange (NSE) and The Bombay Stock Exchange (BSE).



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 press queries please call Deepti Nair / Akash Agarwal +91-22-50391600 (Ext: 1439 / 1732) or email corporatecommunications@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, 2018

(₹ in Lakhs)

| _ | | | | | | (₹ in Lakhs | | |
|-----------|--|-----------------------|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|--|
| | | Three | months end | ed/At | Six months | ended/At | ended/At | |
| Sr No. | Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 | |
| | | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | |
| POL | ICYHOLDERS' A/C | | | | | | | |
| 1 | Gross premium income | | | | | | | |
| | (a) First Year Premium | 183,936 | 125,871 | 178,619 | 309,807 | 340,094 | 735,619 | |
| | (b) Renewal Premium (c) Single Premium | 510,267 73,985 | 374,760 51,159 | 431,935 49,385 | 885,027 125,144 | 717,038 91,291 | 1,785,702 185,556 | |
| 2 | Net premium income ¹ | 760,120 | 543,782 | 653,951 | 1,303,902 | 1,135,973 | 2,681,068 | |
| 3 | Income from investments: (Net) ² | 122,784 | 232,120 | 281,295 | 354,904 | 633,067 | 1,126,146 | |
| 4 | Other income | 1,862 | 1,967 | 1,700 | 3,829 | 3,337 | 7,001 | |
| 5 | Transfer of funds from Shareholders' A/c | (2,076) | 9,250 | (16) | 7,174 | - | 7,528 | |
| 6 | Total (2 to 5) | 882,690 | 787,119 | 936,930 | 1,669,809 | 1,772,377 | 3,821,743 | |
| 7 | Commission on | | | | | | | |
| | (a) First Year Premium | 28,510 | 19,961 | 27,326 | 48,471 | 42,392 | 102,447 | |
| | (b) Renewal Premium | 9,947 | 7,130 | 8,230 | 17,077 | 14,349 | 34,406 | |
| _ | (c) Single Premium | 1,052 | 865 | 767 | 1,917 | 1,201 | 3,474 | |
| 9 | Net Commission | 39,509 | 27,956 | 36,323 | 67,465 | 57,942 | 140,327 | |
| 9 | Operating Expenses related to insurance business (a+b+c): (a) Employees remuneration and welfare expenses | 25,778 | 26,153 | 23,993 | 51,931 | 46,397 | 96,530 | |
| | (b) Advertisement and publicity | 12,758 | 11,192 | 5,824 | 23,950 | 8,158 | 25,229 | |
| | (c) Other operating expenses | 27,312 | 22,175 | 19,387 | 49,487 | 35,848 | 81,234 | |
| 10 | Expenses of Management (8+9) | 105,357 | 87,476 | 85,527 | 192,833 | 148,345 | 343,320 | |
| 11 | Provisions for doubtful debts (including bad debts | 8 | 33 | 86 | 41 | 187 | 308 | |
| 12 | Provisions for diminution in value of investments | - | - | 237 | - | 509 | 509 | |
| 13 | Goods and Service tax charge on linked charges ⁴ | 15,992 | 14,502 | 14,436 | 30,494 | 25,324 | 56,451 | |
| 14 | Provision for taxes (a+b) | 2,838 | 3,057 | 2,276 | 5,895 | 4,892 | 12,007 | |
| | (a) Current tax | 2,838 | 3,057 | 2,276 | 5,895 | 4,892 | 12,007 | |
| | (b) Deferred tax | - | - | - | - | - | - | |
| 15 | Benefits Paid ³ (Net) ¹ | 350,139 | 293,953 | 407,108 | 644,092 | 804,011 | 1,728,079 | |
| 16 | Change in actuarial liability | 388,327 | 358,009 | 391,718 | 746,336 | 713,918 | 1,544,750 | |
| 17 | Total (10+11+12+13+14+15+16) | 862,661 | 757,030 | 901,388 | 1,619,691 | 1,697,186 | 3,685,424 | |
| 18 | Surplus/(Deficit) (6-17) | 20,029 | 30,089 | 35,542 | 50,118 | 75,191 | 136,319 | |
| 19 | Appropriations | | | | | | | |
| - | (a) Transferred to Shareholders | 14,786 | 24,643 | 28,502 | 39,429 | 61,840 | · | |
| 20 | (b) Funds for Future Appropriations Details of Surplus/(Deficit) | 5,243 | 5,446 | 7,039 | 10,689 | 13,352 | 27,398 | |
| 20 | (a) Interim bonus paid | 1,883 | 1,608 | 1,274 | 3,491 | 2,262 | 5,492 | |
| | (b) Allocation of bonus to policyholders | - | - 1,000 | | - | | 41,187 | |
| | (c) Surplus shown in the Revenue Account | 20,029 | 30,089 | 35,541 | 50,118 | 75,192 | 136,319 | |
| | Total Surplus | 21,912 | 31,697 | 36,815 | 53,609 | 77,454 | 182,998 | |
| _ | NREHOLDERS' A/C | | | | | | | |
| 21 | Transfer from Policyholders' Account | 14,786 | 24,643 | 28,502 | 39,429 | 61,840 | 108,921 | |
| 22 | Total income under Shareholders' Account | 44.004 | 10.050 | 47.040 | 22.242 | | ===== | |
| | (a) Investment Income (b) Other income | 14,261 | 13,958 | 17,246 | 28,219 | 27,625 | 73,955 | |
| 23 | Expenses other than those related to insurance business | 48 847 | 39 991 | 27 881 | 87 1,838 | 45 1,793 | 484 3,876 | |
| 24 | Transfer of funds to Policyholders A/c | (2,076) | 9,250 | (16) | 7,174 | 1,793 | 7,528 | |
| 25 | Provisions for doubtful debts (including write off) | (2,070) | 3,230 | (10) | 7,174 | | 1,326 | |
| 26 | Provisions for diminution in value of investments | | - | _ | | - | - | |
| | Profit/ (loss) before tax | 30,324 | 28,399 | 44,910 | 58,723 | 87,717 | 171,956 | |
| 28 | Provisions for tax (a+b) | 237 | 235 | 2,789 | 472 | 5,003 | 9,973 | |
| | (a) Current tax | 237 | 235 | 2,789 | 472 | 5,003 | 9,973 | |
| | (b) Deferred tax | - | - | - | - | - | - | |
| 29 | Profit/(loss) after tax and before extraordinary items | 30,087 | 28,164 | 42,121 | 58,251 | 82,714 | 161,983 | |
| 30 | Extraordinary Items (Net of tax expenses) | - | - | - | - | | - | |
| 31 | Profit/(loss) after tax and extraordinary items | 30,087 | 28,164 | 42,121 | 58,251 | 82,714 | 161,983 | |
| 32 | Dividend per share (₹) (Nominal Value ₹ 10 per share): | | | | | | | |
| 52 | (a) Interim Dividend | 1.60 | _ | 3.40 | 1.60 | 3.40 | 3.40 | |
| | (b) Final Dividend | - | _ | - | - | - | 3.30 | |
| 33 | Profit/(Loss) carried to Balance Sheet | 170,743 | 140,656 | 149,078 | 170,743 | 149,078 | 169,603 | |
| 34 | Paid up equity share capital | 143,557 | 143,556 | 143,547 | 143,557 | 143,547 | 143,550 | |
| 35 | Reserve & Surplus (excluding Revaluation Reserve) | 513,257 | 483,156 | 491,350 | 513,257 | 491,350 | 511,937 | |
| 36 | Fair value Change Account and revaluation reserve | 25,858 | 35,090 | 48,089 | 25,858 | 48,089 | 32,959 | |
| 37 | Total Assets: | | | | | | | |
| | (a) Investments: | | | | | | | |
| 1 | - Shareholders' | 712,060 | 680,224 | 696,532 | 712,060 | 696,532 | 774,929 | |
| | - Policyholders Fund excluding Linked Assets | 3,630,781 | 3,499,965 | 3,053,762 | 3,630,781 | 3,053,762 | 3,328,885 | |
| | - Assets held to cover Linked Liabilities (b) Other Assets (Net of current liabilities and provisions) | 10,161,866 38,797 | 9,973,402 22,822 | 9,234,195 (659) | 10,161,866 38,797 | 9,234,195 (659) | 9,750,197 (16,643) | |
| Щ. | Net of reinsurance | 30,187 | 22,022 | (009) | 30,191 | (609) | (10,043) | |

Net of reinsurance
 Net of amortisation and losses (including capital gains)
 Inclusive of interim bonus
 Inclusive of Goods and Service tax from July 01, 2017 onwards

ICICI Prudential Life Insurance Company Limited Standalone Balance Sheet at September 30, 2018

(₹ in Lakhs)

| | | 1 | 1 | (₹ in Lakhs) |
|---|--|--------------------------------|----------------------|--------------------------|
| Particulars | At September 30, 2018 | At June 30, 2018 | At March 31, 2018 | At September 30, 2017 |
| | (Audited) | (Audited) | (Audited) | (Audited) |
| | | | | |
| Sources of funds | | | | |
| Shareholders' funds : | 142 557 | 143,556 | 143,550 | 140 547 |
| Share capital Share application money | 143,557 | 143,550 | 143,550 | 143,547 |
| Reserve and surplus | 515,407 | 485,306 | 514,086 | 492,528 |
| Credit/[debit] fair value change account | 23,707 | 32,939 | 30,809 | 46,911 |
| Sub - total | 682,671 | 661,815 | 688,445 | 682,986 |
| | | | | |
| Borrowings | - | - | - | - |
| Policyholders' funds : Credit/[debit] fair value change account | 160,392 | 207,727 | 205,506 | 202,415 |
| Revaluation reserve - Investment property | 6,145 | 6,145 | 6,145 | 6,035 |
| nevaluation reserve - investment property | 0,143 | 0,140 | 0,140 | 0,000 |
| Policy liabilities (A)+(B)+(C) | 13,595,791 | 13,207,464 | 12,849,456 | 12,018,623 |
| Non unit liabilities (mathematical reserves) (A) | 3,433,999 | 3,234,137 | 3,099,339 | 2,784,511 |
| | | | | |
| Provision for linked liabilities (fund reserves) (B) | 9,528,255 | 9,367,964 | 9,231,236 | 8,751,006 |
| (a) Provision for linked liabilities | 8,769,974 | 8,412,645 | 8,223,729 | 7,677,612 |
| (b) Credit/[debit] fair value change account (Linked) | 758,281 | 955,319 | 1,007,507 | 1,073,394 |
| | | | | |
| Funds for discontinued policies (C) | 633,537 | 605,363 | 518,881 | 483,106 |
| (a) Discontinued on account of non-payment of premium | 633,067 | 604,949 | 518,412 | 482,618 |
| (b) Other discontinuance | 1,779 | 1,540 | 1,179 | 778 |
| (c) Credit/[debit] fair value change account | (1,309) | (1,126) | (710) | (290) |
| Total linked liabilities (B)+(C) | 10,161,792 | 9,973,327 13,421,336 | 9,750,117 | 9,234,112 |
| Sub - total | 13,762,328 | 13,421,330 | 13,061,107 | 12,227,073 |
| Funds for Future Appropriations | | | | |
| Linked | 74 | 74 | 80 | 83 |
| Non linked | 98,431 | 93,188 | 87,736 | 73,688 |
| Sub - total | 98,505 | 93,262 | 87,816 | 73,771 |
| Total | 14,543,504 | 14,176,413 | 13,837,368 | 12,983,830 |
| Annlineting of female | | | | |
| Application of funds Investments | | | | |
| Shareholders' | 712,060 | 680,224 | 774.929 | 696,532 |
| Policyholders' | 3,630,781 | 3,499,965 | 3,328,885 | 3,053,762 |
| Asset held to cover linked liabilities | 10,161,866 | 9,973,402 | 9,750,197 | 9,234,195 |
| Loans | 19,779 | 16,897 | 14,506 | 11,012 |
| Fixed assets - net block | 45,451 | 44,281 | 42,205 | 20,347 |
| Deferred tax asset | 5 | 5 | 5 | 5 |
| | | | | |
| Current assets | | | | |
| Cash and Bank balances | 21,283 | 63,375 | 20,374 | 7,765 |
| Advances and Other assets | 262,688 | 234,058 | 251,026 | 243,366 |
| Sub-Total (A) | 283,971 | 297,433 | 271,400 | 251,131 |
| Current liabilities | 308,650 | 333,024 | 342,541 | 281,244 |
| Provisions | 1,759 | 2,770 | 2,218 | 1,910 |
| Sub-Total (B) | 310,409 | 335,794 | 344,759 | 283,154 |
| Net Current Assets (C) = (A-B) | (26,438) | (38,361) | (73,359) | (32,023) |
| | | | | |
| Miscellaneous expenditure (to the extent not written-off or adjusted) | - | - | - | - |
| Debit Balance in Profit & Loss Account (Shareholders' account) | 14 540 504 | 14 170 440 | 12 027 202 | 12 002 022 |
| Total Contingent liabilities | 14,543,504 | 14,176,413 | 13,837,368 | 12,983,830 |
| Contingent liabilities | 20,054 | 19,797 | 19,830 | 20,854 |

ICICI Prudential Life Insurance Company Limited Statement of Standalone Audited Results for the quarter and half year ended September 30, 2018

(₹ in Lakhs)

| | Thr | ee months ended | I/At | Six months | ended/ As at | Year ended/At |
|---|-----------------------|------------------|-----------------------|-----------------------|-----------------------|------------------|
| Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 |
| 1 | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| Analytical Ratios: 1 | 201.00/ | 004.00/ | 075 70/ | 004.00/ | 075.70/ | 050.50 |
| (i) Solvency Ratio: | 234.3% | 234.6% | 275.7% | 234.3% | 275.7% | 252.5% |
| (iii) Expenses of management ratio (iii) Policyholder's liabilities to shareholders' fund | 13.7% 2030.3% | 15.9% 2042.1% | 13.0% 1801.0% | 14.6% 2030.3% | 12.9% 1801.0% | 12.7% 1909.9% |
| (iv) Earnings per share (₹): | 2030.3 /6 | 2042.170 | 1801.076 | 2030.3 /6 | 1001.070 | 1909.97 |
| (a) Basic EPS before and after extraordinary items (net | 2.10 | 1.96 | 2.93 | 4.06 | 5.76 | 11.28 |
| of tax expense) for the period (not annualized for | 20 | | 2.00 | | 00 | |
| three/six months) | | | | | | |
| (b) Diluted EPS before and after extraordinary items | 2.10 | 1.96 | 2.93 | 4.06 | 5.76 | 11.28 |
| (net of tax expense) for the period (not annualized for | | | | | | |
| three/six months) | | | | | | |
| (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 | NII |
| (vi) Yield on Investments (On Policyholders' fund) | | | | | | |
| A. Without unrealised gains - Non Linked | | | | | | |
| - Non Linked Par | 9.6% | 8.4% | 16.5% | 9.0% | 13.0% | 11.0% |
| Non Par | 11.5% | 8.8% | 9.3% | 10.2% | 8.0% | 8.0% |
| - Linked | 11.070 | 0.070 | 0.070 | 10.2 70 | 0.0 70 | 0.0 // |
| Non Par | 8.5% | 8.3% | 12.3% | 8.4% | 12.0% | 10.4% |
| B. With unrealised gains | | | | | | |
| - Non Linked | | | | | | |
| Par | 1.3% | (2.4%) | 7.8% | (0.6%) | 12.6% | 7.0% |
| Non Par | 2.3% | (1.8%) | 6.6% | 0.2% | 11.1% | 6.3% |
| - Linked | | | | | | |
| Non Par | (0.3%) | 5.1% | 7.2% | 2.3% | 9.9% | 8.1% |
| (vii) NPA ratios: (for shareholders' fund) | | | | | | |
| (a) Gross & Net NPAs | NIL | NIL | NIL | NIL | NIL | NIL |
| (b) % of Gross & Net NPAs (viii) Yield on Investments (on Shareholders' A/c) | NIL | NIL | NIL | NIL | NIL | NII |
| | 0.40/ | 0.00/ | 40.00/ | 0.00/ | 0.70/ | 44.50 |
| A. Without unrealised gains | 8.4% | 8.2% | 10.9% | 8.3% | 8.7% | 11.5% |
| B. With unrealised gains | 2.0% | 2.1% | 19.3% | 2.0% | 15.0% | 9.9% |
| (ix) Persistency Ratio ² by premium | | | | | | |
| 13th month | 82.7% | 83.8% | 83.5% | 86.3% | 86.8% | 86.8% |
| 25th month | 76.8% | 76.5% | 72.3% | 79.4% | 74.6% | 78.3% |
| 37th month | 68.0% | 66.6% | 65.7% | 69.3% | 67.6% | 68.8% |
| 49th month | 64.3% | 63.0% | 63.0% | 65.1% | 60.9% | 64.2% |
| 61st month | 58.7% | 55.1% | 54.4% | 55.7% | 55.6% | 54.5% |
| by count | | | | | | |
| 13th month | 75.0% | 76.8% | 77.8% | 79.2% | 80.9% | 80.7% |
| 25th month | 71.2% | 71.0% | 68.2% | 73.2% | 72.0% | 73.2% |
| 37th month | 64.8% | 64.3% | 62.2% | 67.0% | 64.1% | 66.3% |
| 49th month | 60.4% | 59.0% | 56.8% | 61.1% | 55.5% | 59.4% |
| 61st month | 50.9% | 48.7% | 46.9% | 50.2% | 49.6% | 49.1% |
| (x) Conservation Ratio ³ | *** | | | | | *** |
| Par Life | 90.4% | 90.6% | 91.7% | 90.5% | 91.9% | 93.0% |
| Par Pension | 64.2% | 69.3% | 93.9% | 67.0% | 88.9% | 83.8% |
| Non Par Non Par Variable | 80.6% NA | 81.3% NA | 93.6% NA | 80.9% NA | 94.7% NA | 89.4% NA |
| Non Par Variable Pension | NA NA | NA NA | NA NA | NA NA | NA NA | NA NA |
| Annuity Non Par | NA NA | NA NA | NA NA | NA NA | NA NA | NA NA |
| Health | 74.1% | 84.2% | 87.5% | 77.9% | 88.6% | 86.0% |
| Linked Life | 83.2% | 81.0% | 82.2% | 82.3% | 84.0% | 83.4% |
| Linked Pension | 75.7% | 72.5% | 79.3% | 74.2% | 81.3% | 77.3% |
| Linked Health | 89.5% | 85.1% | 83.2% | 87.4% | 85.7% | 86.5% |
| Linked Group | NA | NA | 155.9% | NA | 112.8% | 132.3% |
| Linked Group Life | 69.9% | 745.2% | NA | 161.9% | NA | N/ |
| Linked Group Pension | 81.9% | 141.2% | NA | 113.5% | NA | N/ |

Notes:

- 1 Analytical ratios have been calculated as per definition given in IRDAI Analytical ratios disclosure.
- 2 Calculations are in accordance with the IRDA circular IRDA/ACT/CIR/MISC/035/01/2014 dated January 23, 2014.
- a) Persistency ratios for the quarter ending September 30, 2018 have been calculated on September 30, 2018 for the policies issued in June to August period of the relevant years. For example, the 13th month persistency for quarter ending September 30, 2018 is calculated for policies issued from June 1, 2017 to August 31, 2017.
- b) Persistency ratios for the quarter ending June 30, 2018 have been calculated on July 31, 2018 for the policies issued in April to June period of the relevant years. For example, the 13th month persistency for quarter ending June 30, 2018 is calculated for policies issued from April 1, 2017 to June 30, 2017.
- c) Persistency ratios for the quarter ending September 30, 2017 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 persistency for quarter ending September 30, 2017 is calculated for policies issued from July 1, 2016 to September 30, 2016.
- d) Persistency ratios for year ending September 30, 2018 have been calculated on September 30, 2018 for the policies issued in September to August period of the relevant years. For example, the 13th month persistency for year ending September 30, 2018 is calculated for policies issued from September 1, 2016 to August 31, 2017.
- e) Persistency ratios for the year ending September 30, 2017 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 persistency for year ending September 30, 2017 is calculated for policies issued from October 1, 2015 to September 30, 2016.
- f) Persistency ratios for year ending March 31, 2018 have been calculated on April 30, 2018 for the policies issued in April to March period of the relevant years. For example, the 13th month persistency for year ending March 31, 2018 is calculated for policies issued from April 1, 2016 to March 31, 2017.

 (e) Group policies and policies under micro insurance are excluded.
- 3 As required by IRDAl circular IRDA/Fál/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 December 2016 onwards.

ICICI Prudential Life Insurance Company Limited Segment¹ Reporting (Standalone) for the quarter and half year ended September 30, 2018

(₹ in Lakhs)

| | | | | | | Year |
|---|-----------------------|------------------|-----------------------|-----------------------|-----------------------|-------------------|
| | Three | months end | ed/At | Six months | s ended/At | y ear ended/At |
| Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 |
| | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| Segment Income: | | | | | | |
| Segment A: Par life | 22.724 | | | | 100 100 | |
| Net Premium | 86,534 | 60,669 | 80,803 | 147,203 | 133,129 | 317,780 |
| Income from investments ² | 29,582 | 24,717 | 37,834 | 54,299 | 58,376 | 107,156 |
| Transfer of Funds from shareholders' account Other income | 259 | 241 | 211 | 500 | 394 | 798 |
| Other income | 259 | 241 | 211 | 500 | 394 | 790 |
| Segment B: Par pension | | | | | | |
| Net Premium | 282 | 359 | 438 | 641 | 956 | 2,764 |
| Income from investments ² | 3,309 | 2,730 | 5,616 | 6,039 | 9,155 | 14,411 |
| Transfer of Funds from shareholders' account | - | - | - | - | - | - |
| Other income | 1 | 1 | 1 | 2 | 2 | 4 |
| | | | | | | |
| Segment C: Non Par | 2 2 2 | | | | 40: === | |
| Net Premium | 95,328 | 64,942 | 75,706 | 160,270 | 134,756 | 292,615 |
| Income from investments ² | 47,205 | 32,436 | 30,287 | 79,641 | 48,231 | 100,382 |
| Transfer of Funds from shareholders' account | (3,050) | 8,269 | - | 5,219 | - | 1.050 |
| Other income | 370 | 329 | 261 | 699 | 486 | 1,058 |
| Segment D: Non Par Variable | | | | | | |
| Net Premium | 1,516 | 568 | 689 | 2,084 | 3,097 | 3,523 |
| Income from investments ² | 107 | 172 | 250 | 279 | 453 | 869 |
| Transfer of Funds from shareholders' account | 118 | 10 | (16) | 128 | _ | _ |
| Other income | - | - | - | - | - | - |
| | | | | | | |
| Segment E: Non Par Variable Pension | | | | | | |
| Net Premium | - | - | 40 | | 79 | 93 |
| Income from investments ² | 29 | 29 | 29 | 58 | 58 | 112 |
| Transfer of Funds from shareholders' account | - | - | - | - | - | - |
| Other income | - | - | - | - | - | - |
| Comment F. Armeite New Dec | | | | | | |
| Segment F: Annuity Non Par Net Premium | 12,307 | 11,057 | 5,029 | 23,364 | 9,772 | 31,075 |
| Income from investments ² | 5,696 | 5,394 | 4,744 | 11,090 | 9,772 | 19,214 |
| | 926 | 900 | 4,744 | 1,826 | 3,320 | 7,528 |
| Transfer of Funds from shareholders' account Other income | 920 | 1 | - | 1,020 | 1 | 7,528 |
| Other income | - | I | - | | ı | |
| Segment G: Health | | | | | | |
| Net Premium | 738 | 581 | 679 | 1,319 | 1,066 | 2,477 |
| Income from investments ² | 37 | 88 | | 125 | | 713 |
| Transfer of Funds from shareholders' account | (71) | 71 | - | - | - | - |
| Other income | 1 | - | - | 1 | 1 | 1 |
| | | | | | | <u>.</u> |
| Segment H: Linked Life | | | | | | |
| Net Premium | 532,278 | 376,705 | 445,360 | 908,983 | 781,609 | 1,895,259 |
| Income from investments ² | 28,178 | 145,363 | 146,428 | 173,541 | 363,117 | 651,238 |
| Transfer of Funds from shareholders' account | - | - | - | | - | - |
| Other income | 1,234 | 1,392 | 1,225 | 2,626 | 2,449 | 5,130 |
| | | | | | | |
| Segment I: Linked Pension | | | | | | |
| Net Premium | 10,516 | 9,207 | 13,700 | 19,723 | 25,577 | 55,130 |
| Income from investments ² | 2,601 | 18,162 | 40,666 | 20,763 | 105,916 | 171,749 |
| Transfer of Funds from shareholders' account | - | - | - | | - | - |
| Other income | - | 1 | 1 | 1 | 2 | 3 |
| Comment to the bod the 19 | | | | | | |
| Segment J: Linked Health | 1,286 | 1,020 | 1,517 | 2 200 | 2,846 | 7,165 |
| Net Premium Income from investments ² | (602) | 969 | 2,866 | 2,306 367 | 6,715 | 10,470 |
| | (002) | 508 | 2,000 | 307 | 0,715 | 10,470 |
| | - | - | - | - | - | -1 |
| Transfer of Funds from shareholders' account Other income | | | | | | 1 |

| | | Three months ended/At | | | Six months ended/At | | Year ended/At |
|-----------|--|-----------------------|------------------|-----------------------|-----------------------|-----------------------|--------------------|
| Sr No. | Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 |
| | | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| | Segment K: Linked Group Life | 10.450 | 10 115 | 23,302 | 22 507 | 25 002 | 40.070 |
| | Net Premium | 12,452 3,685 | 10,115 573 | , | 22,567 4,258 | 25,992 16,926 | 46,670 26,747 |
| | Income from investments ² | 3,065 | 5/3 | 0,021 | 4,236 | 10,920 | 20,747 |
| | Transfer of Funds from shareholders' account Other income | | 2 | 1 | 2 | 1 | 3 |
| | Other income | - | | I | | 1 | ა |
| | Segment L: Linked Group Pension | | | | | | |
| | Net Premium | 6,884 | 8,559 | 6,688 | 15,443 | 17,094 | 26,517 |
| | Income from investments ² | 2,956 | 1,487 | 5,621 | 4,443 | 13,498 | 22,577 |
| | Transfer of Funds from shareholders' account | _ | - | - | - | - | - |
| | Other income | - | - | - | - | 1 | 1 |
| | Shareholders | | | | | | |
| | Income from investments ² | 14,261 | 13,958 | 17,246 | 28,219 | 27,625 | 73,955 |
| | Other income | 48 | 39 | 27 | 87 | 45 | 484 |
| 2 | Segment Surplus/(Deficit) (net of transfer from shareholders' A/c) : | | | | | | |
| | Segment A: Par life | 3,967 | 4,520 | 5,730 | 8,487.00 | 9,847 | 29,539 |
| | Segment B: Par pension | 1,277 | 932 | 1,307 | 2,209.00 | 3,504 | 3,047 |
| | Segment C: Non Par | 3,050 | (8,269) | 10,386 | (5,219) | 14,716 | 20,519 |
| | Segment D: Non Par Variable | (118) | (10) | 105 | (128) | 90 | 65 |
| | Segment E: Non Par Variable Pension | - | 2 | 3 | 2 | 8 | 7 |
| | Segment F: Annuity Non Par | (926) | (900) | 1,179 | (1,826) | 2,465 | (7,528) |
| | Segment G: Health | 172 | (71) | 64 | 101 | 618 | 2,121 |
| | Segment H: Linked Life Segment I: Linked Pension | 8,329 5,269 | 17,839 5,706 | 8,507 7,027 | 26,168 10,975 | 27,058 13,960 | 48,473 27,026 |
| | Segment J: Linked Health | 738 | 819 | 7,027 | 1,557 | 1,587 | 3,471 |
| | Segment K: Linked Group Life | 77 | 133 | | 210 | | 897 |
| | Segment L: Linked Group Pension | 272 | 138 | | 410 | | 1,155 |
| | Shareholders | 13,225 | 12,771 | 13,603 | 25,996 | 20,874 | 60,590 |
| 3 | Segment Assets: | | | | | | |
| | Segment A: Par life | 1,429,055 | 1,364,263 | | 1,429,055.00 | | 1,308,866 |
| | Segment B: Par pension | 118,418 | 119,286 | · · | 118,418.00 | | 118,834 |
| | Segment C: Non Par Segment D: Non Par Variable | 1,749,653 | 1,674,553 | 1,439,342 11,958 | 1,749,653 | | 1,598,509 |
| | Segment E: Non Par Variable Pension | 10,168 1,394 | 8,957 1,394 | | 10,168 1,394 | | 9,654 1,391 |
| | Segment F: Annuity Non Par | 297,016 | 282,737 | | 297,016 | | 270,044 |
| | Segment G: Health | 1,957 | 1,793 | | 1,957 | 2,989 | 1,742 |
| | Segment H: Linked Life | 8,253,436 | | | 8,253,436 | | 7,713,464 |
| | Segment I: Linked Pension | 1,189,180 | 1,263,696 | 1,488,452 | 1,189,180 | 1,488,452 | 1,314,276 |
| | Segment J: Linked Health | 94,114 | 95,881 | 93,363 | 94,114 | 93,363 | 96,354 |
| | Segment K: Linked Group Life | 392,280 | 386,497 | 379,810 | 392,280 | 379,810 | 386,441 |
| | Segment L: Linked Group Pension | 324,162 | 329,091 | | 324,162 | | 329,348 |
| | Shareholders | 682,671 | 661,815 | 682,986 | 682,671 | 682,986 | 688,445 |
| 4 | Segment Policy Liabilities: | | | | | | |
| | Segment A: Par life | 1,429,055 | 1,364,263 | | 1,429,055 | 1,156,225 | 1,308,866 |
| | Segment B: Par pension | 118,418 | 119,286 | | 118,418 | | 118,834 |
| | Segment C: Non Par Segment D: Non Par Variable | 1,749,653 | 1,674,553 | | 1,749,653 10,168 | 1,439,342 | 1,598,509 9,654 |
| | | 10,168 1,394 | 8,957 1,394 | 11,958 1,469 | 1,394 | 11,958 1,469 | 1,391 |
| | Segment E: Non Par Variable Pension Segment F: Annuity Non Par | 297,016 | 282,737 | 237,934 | 297,016 | | 270,044 |
| | Segment G: Health | 1,957 | 1,793 | | 1,957 | 2,989 | 1,742 |
| | Segment H: Linked Life | 8,253,436 | 7,986,451 | 7,046,133 | 8,253,436 | | 7,713,464 |
| | Segment I: Linked Pension | 1,189,180 | 1,263,696 | 1,488,452 | 1,189,180 | | 1,314,276 |
| | Segment J: Linked Health | 94,114 | 95,881 | 93,363 | 94,114 | 93,363 | 96,354 |
| | Segment K: Linked Group Life | 392,280 | 386,497 | 379,810 | 392,280 | | 386,441 |
| | Segment L: Linked Group Pension | 324,162 | 329,091 | 323,341 | 324,162 | 323,341 | 329,348 |
| | | | | | | | |

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, General Annuity and Pension and Health where any such segment contributes ten per cent or more of the total premium of the Company.
- (d) Business within India and business outside India
- 2 Net of Provisions for diminution in value of investments

ICICI Prudential Life Insurance Company Limited

Other disclosures:

Status of Shareholders Complaints for the half year ended September 30, 2018:

| Sr No. | Particulars | Number |
|--------|---|--------|
| 1 | No. of investor complaints pending at the beginning of quarter | 1 |
| 2 | No. of investor complaints received during the quarter | 83 |
| 3 | No. of investor complaints disposed off during the quarter | 82 |
| 4 | No. of investor complaints remaining unresolved at the end of the quarter | 2* |

^{*} These complaints have been responded to within timeline.

Notes:

- The above financial results of the Company for the quarter ended September 30, 2018 were reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on October 23, 2018.
- 2. These financial results have been prepared in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, 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 standalone 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 Industry, the financial results for the quarter are not indicative of full year's expected performance.
- 5. Other income includes interest on tax refund for the year ended March 31, 2018 of ₹ 403 lacs. (for the quarter and half year ended September 30, 2018 & September 30, 2017 & for the quarter ended June 30, 2018 of ₹ nil)
- 6. The Company has declared an interim dividend of ₹ 1.60 per equity share of face value of ₹ 10 each for half year ended September 30, 2018.
- 7. During the quarter ended September 30, 2018, the Company has allotted 11,446 equity shares of face value of ₹ 10 each pursuant to exercise of employee stock options.
- 8. Figures of the previous year have been re-grouped wherever necessary, to conform to the current year presentation.
- 9. In accordance with requirements of IRDAI Master Circular on "Preparation of Financial Statements and Filing of Returns of Life Insurance Business" dated December 11, 2013, the Company will publish the financials on the Company's website latest by November 7, 2018.

For and on behalf of the Board of Directors

N. S. Kannan Managing Director & CEO

DIN:00066009

B S R & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus Apollo Mills Compound Mahalakshmi Mumbai – 400 011 India

Telephone +91 22 4345 5300 Fax +91 22 4345 5399

Walker Chandiok & Co LLP Chartered Accountants

16th Floor, Tower II Indiabulls Finance Centre S. B. Marg, Elphinstone (West) Mumbai – 400 013 India

Telephone +91 22 6626 2600 Fax +91 22 6626 2601

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

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

We have audited the accompanying quarterly standalone financial results of ICICI Prudential Life Insurance Company Limited (the "Company") for the quarter ended September 30, 2018 and standalone year to date financial results for the period April 1, 2018 to September 30, 2018, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 2016. These quarterly standalone financial results as well as the year to date 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 October 23, 2018.

Our responsibility is to express an opinion on these quarterly standalone financial results and standalone year to date 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 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 Insurance Regulatory and Development Authority of India ("IRDAI" "Authority") 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 financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as 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.

Auditors' Report on Quarterly Financial Results of ICICI Prudential Life Insurance Company Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated 25th 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 as well as year to date financial results:

- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 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 September 30, 2018 as well as the year to date results for the period from April 1, 2018 to September 30, 2018.

Other Matter

The actuarial valuation of liabilities for life policies in force 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 September 30, 2018 has been duly certified by the Appointed Actuary and in her 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 Registration No: 101248W/W-100022 For Walker Chandiok & Co LLP

Chartered Accountants
ICAI Firm Registration No: 001076N/N500013

Manoj Kumar Vijai

Partner

Membership No: 046882

Mumbai

October 23, 2018

Khushroo B. Panthaky

Partner

Membership No: 42423

Mumbai

October 23, 2018

Performance for the half year ended September 30, 2018

1. Operating performance review

(₹ in billion)

| | | | | // 2 |
|--|----------|-----------|--------------------|--------|
| ₹ billion | FY2018 | H1-FY2018 | H1-FY2019 | Growth |
| | | | | |
| Value of new business (VNB) ¹ | 12.86 | 4.17 | 5.90 | 41.5% |
| Embedded value (EV) | 187.88 | 172.10 | 192.48 | - |
| APE ² | 77.92 | 35.74 | 33.81 | (5.4%) |
| -Savings | 73.45 | 34.23 | 31.14 | (9.0%) |
| -Protection | 4.46 | 1.50 | 2.66 | 77.3% |
| RWRP ³ | 74.61 | 34.42 | 31.48 | (8.5%) |
| Market share based on RWRP ⁴ | 11.8% | 13.7% | 11.4% | - |
| 13th month persistency ⁵ | 85.8% | 85.7% | 85.2% ⁶ | - |
| 49th month persistency⁵ | 62.8% | 59.8% | 63.7% ⁶ | - |
| Cost ratio (Cost/TWRP- | 11.8% | 12.4% | 12.7% | |
| Savings LOB) ⁷ | | | | - |
| Assets under management | 1,395.32 | 1,305.91 | 1,461.29 | - |

- 1. For full year, based on actual cost; H1: based on management forecast of full year cost
- 2. Annualized premium equivalent
- 3. Retail weighted received premium
- 4. Source: Life insurance council
- 5. As per IRDA circular dated January 23, 2014; excluding group and single premium policies
- 6. For policies issued during September to August period of relevant year measured as on September 30, 2018
- 7. Total Cost including commission / (Total premium 90% of single premium)

Profitability

Value of New Business (VNB) for H1-FY2019 was ₹ 5.90 billion compared to ₹ 4.17 billion for the half year ended September 30, 2017, a growth of 41.5%. The VNB margin increased from 16.5% in FY2018 to 17.5% in H1-FY2019 primarily on account of increase in protection mix.

The Company's profit after tax was ₹ 5.83 billion for the half year ended September 30, 2018 compared to ₹ 8.27 billion for the half year ended September 30, 2017.

Embedded Value

Our Embedded Value as on September 30, 2018 was ₹ 192.48 billion compared to ₹ 187.88 billion as on March 31, 2018.

New business growth and market share

The Annualized Premium Equivalent (APE) was ₹ 33.81 billion for H1-FY2019 as compared to ₹ 35.74 billion for H1-FY2018. In H1-FY2019, the Company had a private market share¹ of 20.2% and overall market share¹ of 11.4%.

^{1.} Based on RWRP; Source Life insurance council

Product mix

The Company offers a range of products across protection and savings solutions to meet the specific needs of customers. During H1-FY2019, the protection APE recorded a growth of 77.3% rising from ₹ 1.50 billion in H1-FY2018 to ₹ 2.66 billion in H1-FY2019.

Persistency

The Company has strong focus on improving the quality of business and customer retention which is reflected in our best in class 13th month persistency ratios. Our 13th month persistency stands at 85.2% for 5M-FY2019, followed by improvement across all other cohorts. The 49th month persistency improved to 63.7% in 5M-FY2019 as compared to 62.8% in FY2018.

Cost efficiency

The cost to Total weighted received premium (TWRP) ratio for savings line of business stood at 12.7% in H1-FY2019 compared to 12.4% in H1-FY2018.

Assets under management

The total assets under management of the Company was ₹ 1,461.29 billion at September 30, 2018 which makes it one of the largest fund managers in India. The Company had a debt-equity mix of 53%:47% at September 30, 2018. Over 90% of the debt investments are in AAA rated and government bonds.

• Net worth and capital position

Company's net worth was ₹ 68.27 billion at September 30, 2018. The solvency ratio was 234.3% against regulatory requirement of 150%.

2. Financial performance review

Summary Standalone Revenue and Profit & Loss Account

(₹ in billion)

| Poutionland | Three months ended | | | Six mont | Year ended | |
|--|-----------------------|------------------|-----------------------|-----------------------|-----------------------|-------------------|
| Particulars | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 | March 31, 2018 |
| Premium earned | 76.82 | 55.18 | 65.99 | 132.00 | 114.84 | 270.69 |
| Premium on reinsurance ceded | (0.81) | (0.80) | (0.59) | (1.61) | (1.24) | (2.58) |
| Net premium earned | 76.01 | 54.38 | 65.40 | 130.39 | 113.60 | 268.11 |
| Investment income ¹ | 13.70 | 24.62 | 29.83 | 38.31 | 66.02 | 119.96 |
| Other income | 0.19 | 0.20 | 0.17 | 0.39 | 0.34 | 0.75 |
| Total income | 89.90 | 79.20 | 95.40 | 169.09 | 179.96 | 388.82 |
| Commission paid | 3.95 | 2.80 | 3.63 | 6.75 | 5.79 | 14.03 |
| Expenses ² | 8.27 | 7.50 | 6.46 | 15.77 | 11.78 | 26.37 |
| Tax on policyholders fund | 0.28 | 0.31 | 0.23 | 0.59 | 0.49 | 1.20 |
| Claims/benefits paid | 35.01 | 29.40 | 40.71 | 64.41 | 80.40 | 172.81 |
| Change in actuarial liability ³ | 39.36 | 36.35 | 39.88 | 75.70 | 72.73 | 157.21 |
| Total Outgo | 86.87 | 76.36 | 90.91 | 163.22 | 171.19 | 371.62 |
| Profit before tax | 3.03 | 2.84 | 4.49 | 5.87 | 8.77 | 17.20 |
| Tax charge | 0.02 | 0.02 | 0.28 | 0.04 | 0.50 | 1.00 |
| Profit after tax | 3.01 | 2.82 | 4.21 | 5.83 | 8.27 | 16.20 |

- 1. Net of provision for diminution in value of investments
- 2. Includes Provisions for doubtful debts (including write off) and goods & service tax on linked charges
- 3. Includes movement in Funds for Future Appropriation

Profit after tax decreased from ₹ 8.27 billion in H1-FY2018 to ₹5.83 billion in H1-FY2019 primarily on account of higher new business strain³ resulting from the new business growth of protection business. The performance highlights for H1-FY2019 are given below:

- Net premium earned (gross premium less reinsurance premium) increased by 14.8% from ₹ 113.60 billion in H1-FY2018 to ₹ 130.39 billion in H1-FY2019. Retail renewal premium increased by 23.1% from ₹ 70.32 billion in H1-FY2018 to ₹ 86.59 billion in H1-FY2019. Retail new business premium decreased by 5.6% from ₹ 38.16 billion in H1-FY2018 to ₹ 36.03 billion in H1-FY2019. Group premium increased from ₹ 6.36 billion in H1-FY2018 to ₹ 9.38 billion in H1-FY2019.
- Total investment income for H1-FY2019 includes an income of ₹ 19.86 billion (H1-FY2018: ₹ 50.15 billion) under the unit-linked portfolio and ₹ 18.45 billion (H1-FY2018: ₹ 15.87 billion) under the non-unit funds. The investment income under unit-linked portfolio is directly offset by a change in valuation of policyholder liabilities. Non unit investment income increased by 16.3% from ₹ 15.87 billion in H1-FY2018 to ₹ 18.45 billion in H1-FY2019

³ New business strain arises when the premium paid at the commencement of a contract is not sufficient to cover the initial expenses including acquisition costs and any mathematical reserve that our Company needs to set up at that point.

primarily on account of increase in interest income corresponding to an increase in interest earning assets and increase in net realized gains.

- Other income increased from ₹ 0.34 billion in H1-FY2018 to ₹ 0.39 billion in H1-FY2019.
- Total expenses (including commission) increased by 28.2% from ₹ 17.56 billion in H1-FY2018 to ₹ 22.52 billion in H1-FY2019. Commission expense increased by 16.4% from ₹ 5.79 billion in H1-FY2018 to ₹ 6.75 billion in H1-FY2019. New business commission has increased from ₹ 4.36 billion in H1-FY2018 to ₹ 5.04 billion in H1-FY2019. Renewal commission has increased from ₹ 1.43 billion in H1-FY2018 to ₹ 1.71 billion in H1-FY2019. The increase in commission expense is on account of the change in product mix and growth in premium. Operating expenses increased by 34.0% from ₹ 11.79 billion in H1-FY2018 to ₹ 15.77 billion in H1-FY2019 on account of increased advertisement cost, business development and employee cost.
- Claims and benefit payouts decreased by 19.9% from ₹80.40 billion in H1-FY2018 to ₹64.41 billion in H1-FY2019 primarily on account of decrease in surrender claims by ₹15.52 billion in H1-FY2019.
- Change in actuarial liability, including funds for future appropriation, increased from ₹ 72.73 billion in H1-FY2018 to ₹ 75.70 billion in H1-FY2019. Fund reserve, which represents liability carried on account of units held by unit linked policyholders, decreased from ₹ 44.64 billion in H1-FY2018 to ₹ 41.17 billion in H1-FY2019. The increase in fund reserves is primarily due a direct offset of lower claims, an increase in premium received, and offset by lower investment income in the unit-linked portfolio. Non-unit reserve increased from ₹ 26.76 billion in H1-FY2018 to ₹ 33.47 billion in H1-FY2019 reflecting broadly the increase in premium net of benefit outgo.

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 investor queries please reach out to Investor Relations team on +91-22-40391600 or email <u>ir@iciciprulife.com</u>. 1 billion = 100 crore



News Release October 23, 2018

NSE Code: ICICIPRULI BSE Code: 540133

ICICI Prudential Life declares results for the half year ended September 30, 2018

Value of New Business (VNB) registers a growth of 41.5%

Total Premium grew by 14.9%

Protection APE grew by 77.3%

Retail Renewal premium grew by 23.1%

Interim dividend of ₹1.60 per share

Performance Highlights

- Value of New Business (VNB) increased by 41.5% to ₹5.90 billion in H1-FY2019 from ₹ 4.17 billion in H1-FY2018
- Total premium grew by 14.9% to ₹ 131.98 billion in H1-FY2019 from ₹114.84 billion in H1-FY2018
- Protection APE grew by 77.3% to ₹ 2.66 billion in H1-FY2019 from ₹ 1.50 billion in H1-FY2018
- Retail renewal premium grew by 23.1% to ₹ 86.59 billion
- 13th month persistency¹ stood at 85.2%
- Interim dividend of ₹1.60 per share

Mr. N. S Kannan, MD & CEO, ICICI Prudential Life Insurance said "Despite volatile markets, the opportunities in both savings and protection continue to be robust for life insurers. This underlines the long term nature of the business. For shareholders, this business provides a low risk exposure to the retail financial services and insurance opportunity; because the risk is quite contained on both asset and liability side of the balance sheet. This is more true for our Company given our portfolio composition. We continue to remain firmly rooted on our journey of growing the absolute Value of New Business (VNB) through our strategy of 4Ps: Premium growth, Protection, Persistency and Productivity. The growth in VNB of 41.5% bears testimony to this."

VNB and Growth Drivers

The Value of New Business grew by 41.5% to ₹ 5.90 billion in H1-FY2019 from ₹ 4.17 billion in H1-FY2018.

Premium / Annualised Premium Equivalent (APE)

The Company's market share stood at 11.4% amongst life insurance companies, on a Retail Weighted Received Premium (RWRP) basis for H1-FY2019. APE grew by 6.2% in Q2-FY2019 over Q2-FY2018 and 42% over Q1-FY2019. Total premium witnessed a growth of 14.9% to ₹ 131.98 billion in H1-FY2019 from ₹ 114.84 billion in H1-FY2018.

¹ As per IRDA circular dated January 23, 2014; excluding group and single premium policies



Protection

In H1-FY2019, protection APE registered a growth of 77.3%. Protection APE stood at 7.9% of overall APE for H1-FY2019 compared to 4.2% for H1-FY2018.

Persistency¹

The 13th month persistency was steady at 85.2% for H1-FY2019. The 49th month persistency improved to 63.7% in H1-FY2019 as compared to 59.8% in H1-FY2018. Retail renewal premium registered a growth of 23.1% and stood at ₹ 86.57 billion for H1-FY2019 compared to ₹ 70.32 billion for H1-FY2018.

Productivity

The Cost/TWRP for savings business was 12.7% for H1-FY2019 as compared to 12.4% in H1-FY2018 and 13.7% in Q1-FY2019.

Dividend

The Board has approved an Interim dividend of ₹ 1.60 per equity share for H1-FY2019.

Operational Metrics:

| | H1-FY2018 | H1-FY2019 | Growth YoY |
|---|-----------|-----------|---------------|
| Value of New Business (VNB) (₹ billion) | 4.17 | 5.90 | 41.5% |
| Embedded Value (EV) (₹ billion) | 172.10 | 192.48 | - |
| Total Premium (₹ billion) | 114.84 | 131.98 | 14.9% |
| Annualized Premium Equivalent (APE) (₹ billion) | 35.74 | 33.81 | (5.4%) |
| • Savings | 34.23 | 31.14 | (9.0%) |
| • Protection | 1.50 | 2.66 | 77.3% |
| Market share based on RWRP | 13.7% | 11.4% | - |
| 13 th month persistency ¹ | 85.7% | 85.2%² | - |
| 49 th month persistency ¹ | 59.8% | 63.7%² | - |
| Retail renewal premium | 70.32 | 86.57 | 23.1% |
| Savings Cost Ratio (Cost/TWRP) | 12.4% | 12.7% | - |
| Assets under management (AUM) (₹ billion) | 1,305.91 | 1,461.29 | - |

¹ As per IRDA circular dated January 23, 2014; excluding group and single premium policies

² For policies issued during June to May period of relevant year measured as on September 30, 2018



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. The method of computation of Persistency has been prescribed by IRDAI vide its circular dated January 23, 2014.
- 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 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 Ltd. and Prudential Corporation Holdings Ltd., headquartered in United Kingdom. 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 and 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, facilitates a hassle free claims settlement process etc.

ICICI Prudential Life is the first private life insurance company to cross the ₹ 1 trillion mark for Assets under Management (AUM). At September 30, 2018, the Company had an AUM of ₹ 1461.29 billion and a Total Sum Assured of over ₹ 9.40 trillion. ICICI Prudential Life is listed on both National Stock Exchange (NSE) and The Bombay Stock Exchange (BSE).



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For further press queries please call Deepti Nair / Akash Agarwal +91-22-50391600 (Ext: 1439 / 1732) or email corporatecommunications@iciciprulife.com.

1 billion = 100 crore