

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: TATA AIG LIFE INSURANCE COMPANY LIMITED

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED DECEMBER 31, 2011	UP TO THE QUARTER ENDED DECEMBER 31, 2011	FOR THE QUARTER ENDED DECEMBER 31, 2010	UP TO THE QUARTER ENDED DECEMBER 31, 2010
1	New business premium income growth rate - segment wise				
	Ordinary Life-Non linked	-12.42%	27.20%	261.12%	168.87%
	Ordinary Life- Linked	-42.52%	-39.36%	-36.42%	-15.90%
	Group Business	56.20%	70.85%	73.71%	39.70%
	Health	-89.09%	-85.62%	-24.32%	9.29%
	Pensions-Non Linked	259.92%	120.00%	-13.68%	-28.29%
	Pensions-Linked Group	38.35%	-39.13%	-74.56%	15.82%
	Pensions-Linked Individual	-108.86%	-99.62%	-95.48%	55.58%
	Individual Immediate Annuity	-93.18%	-87.60%	6400.70%	3042.74%
2	Net Retention Ratio				
	Net premium	8,274,699	25,247,757	8,872,158	26,576,363
	Gross Premium	8,311,967	25,346,688	8,900,308	26,667,487
	Ratio	99.55%	99.61%	99.68%	99.66%
3	Expense of Management to Gross Direct Premium Ratio				
	Management expenses	2,132,022	6,974,222	2,758,093	8,835,497
	Total Gross Premium	8,311,967	25,346,688	8,900,308	26,667,487
	Ratio	25.65%	27.52%	30.99%	33.13%
4	Commission Ratio (Gross commission paid to Gross Premium)				
	Gross Commission	372,278	1,151,093	560,964	1,760,592
	Total Gross Premium	8,311,967	25,346,688	8,900,308	26,667,487
	Ratio	4.48%	4.54%	6.30%	6.60%
5	Ratio of policy holder's liabilities to shareholder's funds				
	Policyholder Liability	121,150,028	121,150,028	118,811,512	118,811,512
	Shareholders funds	5,006,699	5,006,699	2,918,616	2,918,616
	Ratio	24.20	24.20	40.71	40.71
6	Growth rate of shareholders' fund				
	Shareholders funds	5,006,699	5,006,699	2,918,616	2,918,616
	Growth rate	1.90%	26.60%	5.75%	-6.04%
7	Ratio of surplus to policyholders' liability				
	Surplus / (Deficit)	599,910	1,054,118	219,985	199,172
	Policyholder Liability	121,150,028	121,150,028	118,811,512	118,811,512
	Ratio	0.50%	0.87%	0.19%	0.17%
8	Change in net worth ('000)				
	Net worth	5,006,699	5,006,699	2,918,616	2,918,616
	Change (Rs.'000)	93,184	1,052,050	158,647	(187,772)
9	Profit after tax/Total Income *	2.62%	7.69%	NA	NA
10	(Total real estate + loans)/(Cash & invested assets) **	NA	NA	NA	NA
11	Total investments/(Capital + Surplus)				
	Total Investments	127,581,630	127,581,630	122,047,488	122,047,488
	Capital	19,535,000	19,535,000	19,535,000	19,535,000
	Surplus /(deficit) ***	(14,514,932)	(14,514,932)	(16,619,248)	(16,619,248)
	Ratio	25.41	25.41	41.86	41.86
12	Total affiliated investments/(Capital+ Surplus/ (deficit)) ****	NA	NA	NA	NA
13	Investment Yields (Annualised)				
	with realised gains				
	Non-linked Par	3.49%	2.12%	3.94%	7.58%
	Non-linked Non-par	7.55%	5.85%	4.16%	6.26%
	Linked	-24.56%	-20.67%	4.25%	21.94%
	Shareholders'	8.89%	6.53%	5.40%	6.45%
	without realised gains				
	Non-linked Par	3.32%	1.90%	3.83%	8.00%
	Non-linked Non-par	7.53%	5.91%	4.16%	6.26%
	Linked	-24.56%	-20.67%	4.25%	21.94%
	Shareholders'	8.89%	6.53%	5.70%	6.35%

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14	Conservation Ratio				
	Ordinary Life-Non linked	83.04%	86.40%	91.39%	91.45%
	Ordinary Life- Linked	72.59%	74.35%	78.28%	80.65%
	Group Business	70.00%	79.41%	77.47%	73.20%
	Health	45.13%	37.80%	50.79%	50.51%
	Pensions Non Linked	29.12%	18.41%	92.76%	81.44%
	Pensions Linked Group	0.00%	0.00%	60.09%	42.54%
	Pensions Linked Individual	83.42%	89.63%	76.06%	79.75%
	Total	74.43%	74.37%	80.83%	82.35%
15	Persistency Ratios - By Premium				
	Non Linked Business				
	For 13th month	72.56%	61.33%	67.22%	57.66%
	For 25th month	49.74%	46.61%	54.47%	52.57%
	For 37th month	50.86%	47.94%	43.53%	39.24%
	For 49th Month	39.02%	35.53%	45.01%	41.32%
	for 61st month	38.74%	40.56%	47.81%	52.28%
	Linked Business				
	For 13th month	78.33%	72.97%	82.40%	77.38%
	For 25th month	67.81%	68.28%	70.06%	72.54%
	For 37th month	63.58%	55.40%	65.80%	66.67%
	For 49th Month	60.08%	56.27%	48.46%	49.26%
	for 61st month	40.10%	44.26%	53.34%	54.22%
	Persistency Ratios - By Policy				
	Non Linked Business				
	For 13th month	47.21%	42.05%	35.15%	31.17%
	For 25th month	17.21%	16.27%	17.13%	15.36%
	For 37th month	18.32%	15.76%	14.79%	15.41%
	For 49th Month	12.51%	13.57%	18.93%	20.40%
	for 61st month	12.36%	14.58%	24.22%	27.37%
	Linked Business				
	For 13th month	65.86%	68.41%	67.68%	72.22%
	For 25th month	58.10%	56.97%	60.61%	68.12%
	For 37th month	59.42%	49.68%	45.91%	69.78%
	For 49th Month	55.00%	52.56%	38.66%	54.03%
	for 61st month	46.73%	48.72%	39.16%	55.75%
16	NPA Ratio				
	Gross NPA Ratio	NIL	NIL	NIL	NIL
	Net NPA Ratio	NIL	NIL	NIL	NIL

Equity Holding Pattern for Life Insurers

1	(a) No. of shares (in '000)	1,953,500	1,953,500	1,953,500	1,953,500
2	(b) Percentage of shareholding (Indian / Foreign)				
	Indian	74%	74%	74%	74%
	Foreign	26%	26%	26%	26%
3	(c) %of Government holding (in case of public sector insurance companies)	NA	NA	NA	NA
4	(a) Basic and diluted EPS before extraordinary items (net of tax expense) for the period (not to be annualized)	0.05	0.55	(0.00)	(0.27)
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	0.05	0.55	(0.00)	(0.27)
6	(iv) Book value per share (Rs)	2.56	2.56	1.49	1.49

* The Company had not made profits for the quarter ended June 2010 hence this ratio cannot be calculated for that quarter.
** The Company does not have any investment in Real estate and has not advanced any loans; therefore, this ratio cannot be calculated.
*** Surplus/(deficit) represents profit and loss account debit balance and miscellaneous expenditure to the extent not written off or adjusted
**** The Company does not have any affiliated investments and therefore this ratio cannot be calculated