

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: **TATA AIA LIFE INSURANCE COMPANY LIMITED**
(Formerly known as TATA AIG LIFE INSURANCE COMPANY LIMITED)

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED MARCH 31, 2012	UP TO THE QUARTER ENDED MARCH 31, 2012	FOR THE QUARTER ENDED MARCH 31, 2011	UP TO THE QUARTER ENDED MARCH 31, 2011
1	New business premium income growth rate - segment wise				
	Ordinary Life-Non linked	-8.39%	13.13%	220.08%	187.03%
	Ordinary Life- Linked	-61.15%	-45.95%	-29.84%	-20.67%
	Group Business	62.16%	67.61%	95.56%	56.36%
	Health	-74.29%	-84.06%	-65.04%	-15.51%
	Pensions-Non Linked	-78.56%	-16.09%	145.85%	39.37%
	Pensions-Linked Group	4.24%	-24.60%	-37.29%	-9.78%
	Pensions-Linked Individual	-117.53%	-99.89%	-98.35%	-36.34%
	Individual Immediate Annuity	-43.83%	-82.40%	117.82%	1110.56%
2	Net Retention Ratio				
	Net premium	10,934,722	36,182,479	13,152,299	39,728,662
	Gross Premium	10,956,352	36,303,040	13,184,720	39,852,207
	Ratio	99.80%	99.67%	99.75%	99.69%
3	Expense of Management to Gross Direct Premium Ratio				
	Management expenses	2,085,797	9,060,019	3,043,259	11,878,756
	Total Gross Premium	10,956,352	36,303,040	13,184,720	39,852,207
	Ratio	19.04%	24.96%	23.08%	29.81%
4	Commission Ratio (Gross commission paid to Gross Premium)				
	Gross Commission	271,893	1,422,986	708,904	2,469,496
	Total Gross Premium	10,956,352	36,303,040	13,184,720	39,852,207
	Ratio	2.48%	3.92%	5.38%	6.20%
5	Ratio of policy holder's liabilities to shareholder's funds				
	Policyholder Liability	137,829,449	137,829,449	121,886,912	121,886,912
	Shareholders funds	6,554,151	6,554,151	3,954,648	3,954,648
	Ratio	21.03	21.03	30.82	30.82
6	Growth rate of shareholders' fund				
	Shareholders funds	6,554,151	6,554,151	3,954,648	3,954,648
	Growth rate	30.91%	65.75%	35.50%	27.30%
7	Ratio of surplus to policyholders' liability				
	Surplus / (Deficit)	1,353,155	2,407,273	300,421	499,593
	Policyholder Liability	137,829,449	137,829,449	121,886,912	121,886,912
	Ratio	0.98%	1.75%	0.25%	0.41%
8	Change in net worth ('000)				
	Net worth	6,554,151	6,554,151	3,954,648	3,954,648
	Change (₹ '000)	1,547,452	2,599,503	1,036,032	848,260
9	Profit after tax/Total Income	6.78%	7.12%	10.73%	1.03%
10	(Total real estate + loans)/(Cash & invested assets) *	NA	NA	NA	NA
11	Total investments/(Capital + Surplus)				
	Total Investments	144,876,222	144,876,222	126,685,038	126,685,038
	Capital	19,535,000	19,535,000	19,535,000	19,535,000
	Surplus /(deficit) **	(12,977,561)	(12,977,561)	(15,580,693)	(15,580,693)
	Ratio	22.09	22.09	32.04	32.04
12	Total affiliated investments/(Capital+ Surplus/ (deficit)) ***	NA	NA	NA	NA
13	Investment Yields (Annualised)				
	<u>with realised gains</u>				
	Non-linked Par	11.66%	4.61%	6.40%	7.58%
	Non-linked Non-par	7.72%	6.34%	6.85%	6.54%
	Linked	64.70%	-4.98%	-20.15%	9.53%
	Shareholders'	10.91%	7.62%	8.81%	7.01%
	<u>without realised gains</u>				
	Non-linked Par	12.23%	4.59%	5.93%	7.15%
	Non-linked Non-par	7.98%	6.44%	6.80%	6.53%
	Linked	64.70%	-4.98%	-20.15%	9.53%
	Shareholders'	10.83%	7.59%	8.76%	7.07%

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(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED MARCH 31, 2012	UP TO THE QUARTER ENDED MARCH 31, 2012	FOR THE QUARTER ENDED MARCH 31, 2011	UP TO THE QUARTER ENDED MARCH 31, 2011
14	Conservation Ratio				
	Ordinary Life-Non linked	82.80%	85.22%	90.04%	91.06%
	Ordinary Life- Linked	65.22%	71.38%	75.00%	78.66%
	Group Business	49.10%	71.49%	107.11%	79.28%
	Health	62.75%	43.85%	51.71%	50.92%
	Pensions Non Linked	16.49%	17.35%	0.00%	22.16%
	Pensions Linked Group	0.00%	0.00%	0.00%	5.22%
	Pensions Linked Individual	78.88%	85.06%	71.38%	74.92%
	Total	65.93%	71.55%	72.42%	77.00%
15	Persistency Ratios - By Premium				
	Non Linked Business				
	For 13th month	76.94%	64.02%	69.95%	60.70%
	For 25th month	49.32%	48.06%	55.80%	54.04%
	For 37th month	51.91%	49.08%	54.45%	48.16%
	For 49th Month	48.99%	43.85%	38.17%	40.92%
	for 61st month	34.59%	40.69%	45.55%	51.44%
	Linked Business				
	For 13th month	81.79%	73.84%	87.15%	81.12%
	For 25th month	71.40%	70.96%	74.66%	74.13%
	For 37th month	58.33%	48.68%	77.35%	76.22%
	For 49th Month	50.93%	50.50%	67.90%	67.05%
	for 61st month	37.18%	38.98%	62.82%	66.87%
	Persistency Ratios - By Policy				
	Non Linked Business				
	For 13th month	51.59%	44.71%	40.61%	36.87%
	For 25th month	19.00%	18.10%	18.84%	17.00%
	For 37th month	19.73%	17.32%	20.82%	18.32%
	For 49th Month	17.83%	16.13%	15.60%	20.45%
	for 61st month	10.70%	14.03%	21.38%	26.56%
	Linked Business				
	For 13th month	70.93%	71.51%	72.67%	77.65%
	For 25th month	59.04%	65.36%	61.97%	70.58%
	For 37th month	51.08%	44.10%	60.93%	58.50%
	For 49th Month	41.00%	41.25%	49.41%	54.23%
	for 61st month	39.72%	43.43%	48.08%	59.71%
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)	0.79	1.33	0.53	0.27
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	0.79	1.33	0.53	0.27
6	(iv) Book value per share (₹)	3.36	3.36	2.02	2.02

* 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