

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED SEPTEMBER 30, 2012	UP TO THE QUARTER ENDED SEPTEMBER 30, 2012	FOR THE QUARTER ENDED SEPTEMBER 30, 2011	UP TO THE QUARTER ENDED SEPTEMBER 30, 2011
1	New business premium income growth rate - segment wise				
	Ordinary Life-Non linked	-33.59%	-25.01%	39.98%	71.68%
	Ordinary Life- Linked	-83.43%	-79.06%	-46.88%	-38.08%
	Group Business	52.99%	56.27%	85.42%	82.30%
	Health	-74.50%	-72.83%	-87.45%	-84.21%
	Pensions-Non Linked	-28.02%	-32.33%	51.76%	104.51%
	Pensions-Linked Group	10.63%	-8.09%	-57.47%	-47.04%
	Pensions-Linked Individual	-310.99%	-166.52%	-99.87%	-99.50%
	Individual Immediate Annuity	63.06%	-11.79%	-92.56%	-85.04%
2	Net Retention Ratio				
	Net premium	6,882,426	13,067,298	9,154,204	16,973,058
	Gross Premium	6,936,525	13,148,773	9,186,463	17,034,721
	Ratio	99.22%	99.38%	99.65%	99.64%
3	Expense of Management to Gross Direct Premium Ratio				
	Management expenses	1,698,320	3,538,671	2,429,958	4,839,093
	Total Gross Premium	6,936,525	13,148,773	9,186,463	17,034,721
	Ratio	24.48%	26.91%	26.45%	28.41%
4	Commission Ratio (Gross commission paid to Gross Premium)				
	Gross Commission	220,160	452,430	445,293	775,708
	Total Gross Premium	6,936,525	13,148,773	9,186,463	17,034,721
	Ratio	3.17%	3.44%	4.85%	4.55%
5	Ratio of policy holder's liabilities to shareholder's funds				
	Policyholder Liability	149,273,807	149,273,807	121,939,242	121,939,242
	Shareholders funds	7,835,027	7,835,027	4,913,515	4,913,515
	Ratio	19.05	19.05	24.82	24.82
6	Growth rate of shareholders' fund				
	Shareholders funds	7,835,027	7,835,027	4,913,515	4,913,515
	Growth rate	17.90%	19.54%	22.45%	24.25%
7	Ratio of surplus to policyholders' liability				
	Surplus / (Deficit)	687,902	1,258,283	235,357	454,208
	Policyholder Liability	149,273,807	149,273,807	121,939,242	121,939,242
	Ratio	0.46%	0.84%	0.19%	0.37%
8	Change in net worth ('000)				
	Net worth	7,835,027	7,835,027	4,913,515	4,913,515
	Change (₹ '000)	1,189,823	1,280,876	900,863	958,867
9	Profit after tax/Total Income	8.21%	5.79%	49.31%	9.58%
10	(Total real estate + loans)/(Cash & invested assets) *	NA	NA	NA	NA
11	Total investments/(Capital + Surplus)				
	Total Investments	156,477,027	156,477,027	127,862,612	127,862,612
	Capital	19,535,000	19,535,000	19,535,000	19,535,000
	Surplus /(deficit) **	(11,703,750)	(11,703,750)	(14,613,103)	(14,613,103)
	Ratio	19.98	19.98	25.98	25.98
12	Total affiliated investments/(Capital+ Surplus/ (deficit)) ***	NA	NA	NA	NA
13	Investment Yields (Annualised)				
	<u>with realised gains</u>				
	Non-linked Par	16.59%	15.08%	2.48%	1.39%
	Non-linked Non-par	15.52%	14.49%	7.27%	4.97%
	Linked	28.92%	13.72%	-32.68%	-18.90%
	Shareholders'	14.45%	13.43%	6.78%	5.25%
	<u>without realised gains</u>				
	Non-linked Par	17.10%	15.34%	2.48%	1.15%
	Non-linked Non-par	15.55%	14.50%	7.46%	5.07%
	Linked	28.92%	13.72%	-32.68%	-18.90%
	Shareholders'	14.52%	13.48%	6.78%	5.24%

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14	Conservation Ratio				
	Ordinary Life-Non linked	85.70%	121.54%	89.09%	88.71%
	Ordinary Life- Linked	56.49%	71.74%	71.92%	75.21%
	Group Business	56.29%	90.83%	76.40%	84.85%
	Health	86.19%	104.82%	35.08%	34.22%
	Pensions Non Linked	9.18%	98.65%	10.83%	15.35%
	Pensions Linked Group	0.00%	0.00%	0.00%	0.00%
	Pensions Linked Individual	75.08%	81.24%	82.21%	91.74%
	Total	63.35%	85.41%	70.37%	74.34%
15	Persistency Ratios - By Premium \$				
	Non Linked Business				
	For 13th month	74.11%	66.60%	72.02%	63.64%
	For 25th month	49.48%	46.88%	47.58%	46.07%
	For 37th month	42.79%	41.55%	52.28%	49.84%
	For 49th Month	49.96%	47.04%	39.39%	35.10%
	for 61st month	51.23%	42.82%	44.69%	45.73%
	Linked Business				
	For 13th month	76.25%	66.68%	78.20%	73.72%
	For 25th month	62.50%	62.98%	68.81%	66.44%
	For 37th month	52.15%	45.34%	73.89%	74.37%
	For 49th Month	35.47%	40.09%	71.76%	69.58%
	for 61st month	29.83%	29.19%	60.37%	60.37%
	Persistency Ratios - By Policy \$				
	Non Linked Business				
	For 13th month	51.81%	48.33%	43.98%	40.20%
	For 25th month	24.52%	24.04%	15.74%	15.20%
	For 37th month	12.49%	11.94%	16.82%	15.04%
	For 49th Month	14.47%	13.00%	13.49%	11.93%
	for 61st month	12.12%	10.71%	15.13%	15.53%
	Linked Business				
	For 13th month	70.62%	65.08%	64.21%	64.99%
	For 25th month	54.47%	53.77%	53.72%	56.21%
	For 37th month	46.04%	42.12%	53.42%	48.29%
	For 49th Month	32.78%	33.18%	45.70%	44.54%
	for 61st month	32.79%	34.32%	43.70%	46.33%
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)	0.61	0.65	0.47	0.50
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	0.61	0.65	0.47	0.50
6	(iv) Book value per share (₹)	4.01	4.01	2.52	2.52

* 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

\$ 1) Persistency ratios have been calculated based on the data as at 30th Sep 2012 for those policies where premiums are due and are based on modal premium.

2) Persistency ratios given above are to be read as follows: for e.g., 25th month's for 2012 is based on the new business written from 1st October 2010 to 30th September 2011 and 25th month's for 2011 is based on the new business written from 1st October 2009 to 30th September 2010 and so on.

3) Single pay, riders & group policies are not included in the persistency ratio.