

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insure **TATA AIA LIFE INSURANCE COMPANY LIMITED**

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED JUNE 30, 2013	UP TO THE QUARTER ENDED JUNE 30, 2013	FOR THE QUARTER ENDED JUNE 30, 2012	UP TO THE QUARTER ENDED JUNE 30, 2012
1	New business premium income growth rate - segment wise				
	Ordinary Life-Non linked	-19.51%	-19.51%	-13.93%	-13.93%
	Ordinary Life- Linked	-56.92%	-56.92%	-75.01%	-75.01%
	Group Business	27.08%	27.08%	60.31%	60.31%
	Health	-62.36%	-62.36%	-71.61%	-71.61%
	Pensions-Non Linked	116.95%	116.95%	-42.39%	-42.39%
	Pensions-Linked Group	89.98%	89.98%	-43.59%	-43.59%
	Pensions-Linked Individual	-32.99%	-32.99%	-136.02%	-136.02%
	Individual Immediate Annuity	24.87%	24.87%	-60.29%	-60.29%
2	Net Retention Ratio				
	Net premium	4,837,355	4,837,355	6,184,872	6,184,872
	Gross Premium	4,861,918	4,861,918	6,212,248	6,212,248
	Ratio	99.49%	99.49%	99.56%	99.56%
3	Expense of Management to Gross Direct Premium Ratio				
	Management expenses	1,429,801	1,429,801	1,819,758	1,819,758
	Total Gross Premium	4,861,918	4,861,918	6,212,248	6,212,248
	Ratio	29.41%	29.41%	29.29%	29.29%
4	Commission Ratio (Gross commission paid to Gross Premium)				
	Gross Commission	167,740	167,740	211,677	211,677
	Total Gross Premium	4,861,918	4,861,918	6,212,248	6,212,248
	Ratio	3.45%	3.45%	3.41%	3.41%
5	Ratio of policy holder's liabilities to shareholder's funds				
	Policyholder Liability	153,879,377	153,879,377	141,128,191	141,128,191
	Shareholders funds	10,034,712	10,034,712	6,645,204	6,645,204
	Ratio	15.33	15.33	21.24	21.24
6	Growth rate of shareholders' fund				
	Shareholders funds	10,034,712	10,034,712	6,645,204	6,645,204
	Growth rate	1.56%	1.56%	1.39%	1.39%
7	Ratio of surplus to policyholders' liability				
	Surplus / (Deficit)	720,927	720,927	570,381	570,381
	Policyholder Liability	153,879,377	153,879,377	141,128,191	141,128,191
	Ratio	0.47%	0.47%	0.40%	0.40%
8	Change in net worth ('000)				
	Net worth	10,034,712	10,034,712	6,645,204	6,645,204
	Change (₹ '000)	154,217	154,217	91,053	91,053
9	Profit after tax/Total Income	1.47%	1.47%	1.20%	1.20%
10	(Total real estate + loans)/(Cash & invested assets) *	NA	NA	NA	NA
11	Total investments/(Capital + Surplus)				
	Total Investments	162,272,228	162,272,228	147,346,901	147,346,901
	Capital	19,535,000	19,535,000	19,535,000	19,535,000
	Surplus /(deficit) **	(9,513,117)	(9,513,117)	(12,886,644)	(12,886,644)
	Ratio	16.19	16.19	22.16	22.16
12	Total affiliated investments/(Capital+ Surplus/ (deficit)) ***	NA	NA	NA	NA
13	Investment Yields (Annualised)				
	<u>with realised gains</u>				
	Non-linked Par	23.67%	23.67%	13.53%	13.53%
	Non-linked Non-par	18.14%	18.14%	13.49%	13.49%
	Linked	14.49%	14.49%	0.34%	0.34%
	Shareholders'	17.80%	17.80%	12.30%	12.30%
	<u>without realised gains</u>				
	Non-linked Par	23.63%	23.63%	13.53%	13.53%
	Non-linked Non-par	18.31%	18.31%	13.49%	13.49%
	Linked	14.49%	14.49%	0.34%	0.34%
	Shareholders'	17.85%	17.85%	12.33%	12.33%

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14	Conservation Ratio				
	Ordinary Life-Non linked	85.15%	85.15%	79.42%	79.42%
	Ordinary Life- Linked	53.85%	53.85%	65.62%	65.62%
	Group Business	91.30%	91.30%	80.86%	80.86%
	Health	80.97%	80.97%	76.40%	76.40%
	Pensions Non Linked	26.82%	26.82%	18.03%	18.03%
	Pensions Linked Group	0.00%	0.00%	0.00%	0.00%
	Pensions Linked Individual	33.23%	33.23%	86.28%	86.28%
	Total	63.39%	63.39%	68.32%	68.32%
15	Persistency Ratios - By Premium \$				
	Non Linked Business				
	For 13th month	66.91%	66.91%	67.49%	67.49%
	For 25th month	51.36%	51.36%	45.07%	45.07%
	For 37th month	38.40%	38.40%	44.03%	44.03%
	For 49th Month	39.10%	39.10%	44.55%	44.55%
	for 61st month	43.89%	43.89%	37.21%	37.21%
	Linked Business				
	For 13th month	71.33%	71.33%	77.65%	77.65%
	For 25th month	52.43%	52.43%	65.43%	65.43%
	For 37th month	62.68%	62.68%	60.18%	60.18%
	For 49th Month	37.38%	37.38%	48.05%	48.05%
	for 61st month	23.86%	23.86%	32.87%	32.87%
	Persistency Ratios - By Policy \$				
	Non Linked Business				
	For 13th month	51.24%	51.24%	46.21%	46.21%
	For 25th month	31.23%	31.23%	18.95%	18.95%
	For 37th month	14.80%	14.80%	14.30%	14.30%
	For 49th Month	11.53%	11.53%	11.94%	11.94%
	for 61st month	8.15%	8.15%	10.90%	10.90%
	Linked Business				
	For 13th month	62.85%	62.85%	76.10%	76.10%
	For 25th month	58.71%	58.71%	58.17%	58.17%
	For 37th month	55.02%	55.02%	49.48%	49.48%
	For 49th Month	34.18%	34.18%	37.55%	37.55%
	for 61st month	25.75%	25.75%	37.93%	37.93%
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)	0.08	0.08	0.05	0.05
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	0.08	0.08	0.05	0.05
6	(iv) Book value per share (₹)	5.14	5.14	3.40	3.40

* 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 June 2013 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 2013 is based on the new business written from 1st April 2011 to 31st March 2012 and 25th month's for 2012 is based on the new business written from 1st April 2010 to 31st March 2011 and so on.

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