

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED SEPT 30, 2013	UP TO THE QUARTER ENDED SEPT 30, 2013	FOR THE QUARTER ENDED SEPT 30, 2012	UP TO THE QUARTER ENDED SEPT 30, 2012
1	New business premium income growth rate - segment wise				
	Ordinary Life-Non linked	-3.20%	-11.38%	-33.59%	-25.01%
	Ordinary Life- Linked	-12.93%	-40.15%	-83.43%	-79.06%
	Group Business	-3.04%	10.83%	52.99%	56.27%
	Health	-51.75%	-58.15%	-74.50%	-72.83%
	Pensions-Non Linked	-64.66%	-18.26%	-28.02%	-32.33%
	Pensions-Linked Group	-38.25%	-11.07%	10.63%	-8.09%
	Pensions-Linked Individual	-84.86%	-61.66%	-310.99%	-166.52%
	Individual Immediate Annuity	72.88%	59.77%	63.06%	-11.79%
2	Net Retention Ratio				
	Net premium	5,730,465	10,567,820	6,882,426	13,067,298
	Gross Premium	5,763,302	10,625,220	6,936,525	13,148,773
	Ratio	99.43%	99.46%	99.22%	99.38%
3	Expense of Management to Gross Direct Premium Ratio				
	Management expenses	1,409,465	2,839,266	1,748,080	3,567,838
	Total Gross Premium	5,763,302	10,625,220	6,936,525	13,148,773
	Ratio	24.46%	26.72%	25.20%	27.13%
4	Commission Ratio (Gross commission paid to Gross Premium)				
	Gross Commission	234,762	402,502	240,753	452,430
	Total Gross Premium	5,763,302	10,625,220	6,936,525	13,148,773
	Ratio	4.07%	3.79%	3.47%	3.44%
5	Ratio of policy holder's liabilities to shareholder's funds				
	Policyholder Liability	152,693,262	152,693,262	149,273,807	149,273,807
	Shareholders funds	11,693,473	11,693,473	7,835,027	7,835,027
	Ratio	13.06	13.06	19.05	19.05
6	Growth rate of shareholders' fund				
	Shareholders funds	11,693,473	11,693,473	7,835,027	7,835,027
	Growth rate	16.53%	18.35%	17.90%	19.54%
7	Ratio of surplus to policyholders' liability				
	Surplus / (Deficit)	772,347	1,493,274	687,902	1,258,283
	Policyholder Liability	152,693,262	152,693,262	149,273,807	149,273,807
	Ratio	0.51%	0.98%	0.46%	0.84%
8	Change in net worth ('000)				
	Net worth	11,693,473	11,693,473	7,835,027	7,835,027
	Change (₹ '000)	1,658,761	1,812,978	1,189,823	1,280,876
9	Profit after tax/Total Income	23.94%	10.60%	8.20%	5.79%
10	(Total real estate + loans)/(Cash & invested assets) *	NA	NA	NA	NA
11	Total investments/(Capital + Surplus)				
	Total Investments	162,478,144	162,478,144	156,477,027	156,477,027
	Capital	19,535,000	19,535,000	19,535,000	19,535,000
	Surplus /(deficit) **	(7,854,977)	(7,854,977)	(11,703,750)	(11,703,750)
	Ratio	13.91	13.91	19.98	19.98
12	Total affiliated investments/(Capital+ Surplus/ (deficit)) ***	NA	NA	NA	NA
13	Investment Yields (Annualised)				
	<u>with realised gains</u>				
	Non-linked Par	-31.74%	-8.61%	16.59%	15.08%
	Non-linked Non-par	-20.11%	-2.82%	15.52%	14.49%
	Linked	-3.55%	5.06%	28.92%	13.72%
	Shareholders'	0.00%	-1.25%	14.45%	13.43%
	<u>without realised gains</u>				
	Non-linked Par	-31.79%	-8.65%	17.10%	15.34%
	Non-linked Non-par	-20.14%	-2.76%	15.55%	14.50%
	Linked	-3.55%	5.06%	28.92%	13.72%
	Shareholders'	0.00%	-1.25%	14.52%	13.48%

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED SEPT 30, 2013	UP TO THE QUARTER ENDED SEPT 30, 2013	FOR THE QUARTER ENDED SEPT 30, 2012	UP TO THE QUARTER ENDED SEPT 30, 2012
14	Conservation Ratio				
	Ordinary Life-Non linked	89.47%	87.67%	85.70%	83.13%
	Ordinary Life- Linked	61.08%	57.27%	56.49%	60.93%
	Group Business	126.90%	104.97%	56.29%	69.78%
	Health	78.11%	79.34%	86.19%	81.84%
	Pensions Non Linked	11.91%	16.29%	9.18%	12.02%
	Pensions Linked Group	0.00%	0.00%	0.00%	0.00%
	Pensions Linked Individual	41.03%	36.78%	75.08%	80.80%
	Total	69.50%	66.62%	63.35%	65.62%
15	Persistency Ratios - By Premium \$				
	Non Linked Business				
	For 13th month	72.63%	65.07%	74.11%	66.60%
	For 25th month	53.16%	52.23%	49.48%	46.88%
	For 37th month	45.50%	42.61%	42.79%	41.55%
	For 49th Month	37.19%	35.39%	49.96%	47.04%
	for 61st month	41.05%	39.01%	51.23%	42.82%
	Linked Business				
	For 13th month	73.96%	64.55%	76.25%	66.68%
	For 25th month	54.10%	50.69%	62.50%	62.98%
	For 37th month	61.41%	51.49%	52.15%	45.34%
	For 49th Month	34.90%	35.23%	35.47%	40.09%
	for 61st month	20.36%	20.51%	29.83%	29.19%
	Persistency Ratios - By Policy \$				
	Non Linked Business				
	For 13th month	55.04%	49.83%	51.81%	48.33%
	For 25th month	34.56%	34.85%	24.52%	24.04%
	For 37th month	18.36%	16.81%	12.49%	11.94%
	For 49th Month	11.24%	11.31%	14.47%	13.00%
	for 61st month	9.19%	7.23%	12.12%	10.71%
	Linked Business				
	For 13th month	63.72%	57.52%	70.62%	65.08%
	For 25th month	56.62%	34.51%	54.47%	53.77%
	For 37th month	55.34%	44.70%	46.04%	42.12%
	For 49th Month	32.75%	32.85%	32.78%	33.18%
	for 61st month	21.96%	20.45%	32.79%	34.32%
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)	0.85	0.93	0.61	0.65
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	0.85	0.93	0.61	0.65
6	(iv) Book value per share (₹)	5.99	5.99	4.01	4.01

* 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 September 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 FY 2013-14 is based on the new business written from 1st April 2011 to 30th September 2011 and 25th month's for FY 2012-13 is based on the new business written from 1st April 2010 to 30th September 2010 and so on.

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