

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED DEC 31, 2013	UP TO THE QUARTER ENDED DEC 31, 2013	FOR THE QUARTER ENDED DEC 31, 2012	UP TO THE QUARTER ENDED DEC 31, 2012
1	New business premium income growth rate - segment wise				
	Ordinary Life-Non linked	14.18%	-2.72%	-32.96%	-27.90%
	Ordinary Life- Linked	-17.08%	-33.85%	-78.99%	-79.04%
	Group Business	-38.10%	-6.57%	28.82%	45.26%
	Health	-95.10%	-67.18%	-68.78%	-71.94%
	Pensions-Non Linked	12.25%	-8.27%	69.20%	-15.79%
	Pensions-Linked Group	-61.95%	-32.92%	159.48%	27.18%
	Pensions-Linked Individual	-149.01%	-69.82%	-68.89%	-194.07%
	Individual Immediate Annuity	161.78%	97.92%	152.32%	16.56%
2	Net Retention Ratio				
	Net premium	5,709,186	16,277,006	6,342,831	19,410,129
	Gross Premium	5,734,848	16,360,068	6,374,018	19,522,791
	Ratio	99.55%	99.49%	99.51%	99.42%
3	Expense of Management to Gross Direct Premium Ratio				
	Management expenses	1,521,798	4,342,392	1,769,630	5,283,027
	Total Gross Premium	5,734,848	16,360,068	6,374,018	19,522,791
	Ratio	26.54%	26.54%	27.76%	27.06%
4	Commission Ratio (Gross commission paid to Gross Premium)				
	Gross Commission	261,176	663,678	250,014	702,444
	Total Gross Premium	5,734,848	16,360,068	6,374,018	19,522,791
	Ratio	4.55%	4.06%	3.92%	3.60%
5	Ratio of policy holder's liabilities to shareholder's funds				
	Policyholder Liability	159,289,367	159,289,367	154,974,030	154,974,030
	Shareholders funds	11,931,551	11,931,551	8,001,555	8,001,555
	Ratio	13.35	13.35	19.37	19.37
6	Growth rate of shareholders' fund				
	Shareholders funds	11,931,551	11,931,551	8,001,555	8,001,555
	Growth rate	18.90%	20.76%	20.41%	22.08%
7	Ratio of surplus to policyholders' liability				
	Surplus / (Deficit)	1,054,038	2,547,312	809,073	2,067,356
	Policyholder Liability	159,289,367	159,289,367	154,974,030	154,974,030
	Ratio	0.66%	1.60%	0.52%	1.33%
8	Change in net worth ('000)				
	Net worth	11,931,551	11,931,551	8,001,555	8,001,555
	Change (₹ '000)	238,078	2,051,056	166,528	1,447,404
9	Profit after tax/Total Income	1.51%	6.30%	1.24%	4.11%
10	(Total real estate + loans)/(Cash & invested assets) *	NA	NA	NA	NA
11	Total investments/(Capital + Surplus)				
	Total Investments	170,275,694	170,275,694	162,808,119	162,808,119
	Capital	19,535,000	19,535,000	19,535,000	19,535,000
	Surplus /(deficit) **	(7,623,185)	(7,623,185)	(11,544,339)	(11,544,339)
	Ratio	14.29	14.29	20.37	20.37
12	Total affiliated investments/(Capital+ Surplus/ (deficit)) ***	NA	NA	NA	NA
13	Investment Yields (Annualised)				
	<u>with realised gains</u>				
	Non-linked Par	12.46%	-1.86%	16.14%	15.45%
	Non-linked Non-par	11.29%	1.66%	12.20%	13.72%
	Linked	37.68%	15.12%	21.38%	16.24%
	Shareholders'	10.06%	0.34%	12.45%	13.08%
	<u>without realised gains</u>				
	Non-linked Par	12.42%	-1.90%	16.02%	15.57%
	Non-linked Non-par	11.26%	1.69%	12.17%	13.72%
	Linked	37.68%	15.12%	21.38%	16.24%
	Shareholders'	10.06%	0.34%	12.50%	13.13%

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED DEC 31, 2013	UP TO THE QUARTER ENDED DEC 31, 2013	FOR THE QUARTER ENDED DEC 31, 2012	UP TO THE QUARTER ENDED DEC 31, 2012
14	Conservation Ratio				
	Ordinary Life-Non linked	91.04%	88.94%	118.26%	120.26%
	Ordinary Life- Linked	68.12%	60.33%	59.95%	67.96%
	Group Business	10.13%	67.73%	121.04%	100.58%
	Health	81.27%	80.00%	87.60%	98.08%
	Pensions Non Linked	17.59%	16.72%	101.21%	99.54%
	Pensions Linked Group	0.00%	0.00%	0.00%	0.00%
	Pensions Linked Individual	58.67%	41.06%	63.59%	77.06%
	Total	74.85%	69.30%	79.83%	83.53%
15	Persistency Ratios - By Premium \$				
	Non Linked Business				
	For 13th month	75.03%	65.49%	71.81%	63.22%
	For 25th month	54.43%	52.96%	51.89%	48.00%
	For 37th month	49.25%	45.62%	45.04%	41.24%
	For 49th Month	44.02%	40.81%	44.26%	42.84%
	for 61st month	45.22%	45.66%	35.33%	42.09%
	Linked Business				
	For 13th month	81.09%	65.29%	76.06%	62.43%
	For 25th month	53.96%	50.03%	54.81%	61.45%
	For 37th month	67.00%	50.93%	55.24%	48.84%
	For 49th Month	43.93%	42.19%	33.79%	38.78%
	for 61st month	28.16%	22.93%	27.66%	27.59%
	Persistency Ratios - By Policy \$				
	Non Linked Business				
	For 13th month	56.19%	52.05%	55.37%	50.68%
	For 25th month	38.65%	39.02%	27.88%	27.18%
	For 37th month	24.93%	24.28%	13.74%	12.70%
	For 49th Month	15.26%	15.59%	14.14%	13.04%
	for 61st month	15.14%	12.78%	7.87%	10.21%
	Linked Business				
	For 13th month	69.85%	59.41%	68.24%	60.44%
	For 25th month	53.64%	47.55%	54.72%	52.98%
	For 37th month	62.47%	49.79%	48.20%	39.63%
	For 49th Month	41.98%	40.52%	31.14%	31.02%
	for 61st month	24.92%	23.09%	28.79%	30.25%
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)	0.12	1.04	0.08	0.73
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	0.12	1.04	0.08	0.73
6	(iv) Book value per share (₹)	6.11	6.11	4.10	4.10

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

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