

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insured **TATA AIA LIFE INSURANCE COMPANY LIMITED**

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED JUNE 30, 2014	UP TO THE QUARTER ENDED JUNE 30, 2014	FOR THE QUARTER ENDED JUNE 30, 2013	UP TO THE QUARTER ENDED JUNE 30, 2013
1	New business premium income growth rate - segment wise				
	Ordinary Life-Non linked	-25.69%	-25.69%	-19.51%	-19.51%
	Ordinary Life- Linked	-99.50%	-99.50%	-56.92%	-56.92%
	Group Business	-87.14%	-87.14%	27.08%	27.08%
	Health	-103.97%	-103.97%	-62.36%	-62.36%
	Pensions-Non Linked	-80.10%	-80.10%	116.95%	116.95%
	Pensions-Linked Group	-59.35%	-59.35%	89.98%	89.98%
	Pensions-Linked Individual	-60.03%	-60.03%	-32.99%	-32.99%
	Individual Immediate Annuity	-99.05%	-99.05%	24.87%	24.87%
2	Net Retention Ratio				
	Net premium	4,027,913	4,027,913	4,837,355	4,837,355
	Gross Premium	4,065,197	4,065,197	4,861,918	4,861,918
	Ratio	99.08%	99.08%	99.49%	99.49%
3	Expense of Management to Gross Direct Premium Ratio				
	Management expenses	1,241,736	1,241,736	1,437,172	1,437,172
	Total Gross Premium	4,065,197	4,065,197	4,861,918	4,861,918
	Ratio	30.55%	30.55%	29.56%	29.56%
4	Commission Ratio (Gross commission paid to Gross Premium)				
	Gross Commission	141,901	141,901	167,740	167,740
	Total Gross Premium	4,065,197	4,065,197	4,861,918	4,861,918
	Ratio	3.49%	3.49%	3.45%	3.45%
5	Ratio of policy holder's liabilities to shareholder's funds				
	Policyholder Liability	172,719,098	172,719,098	153,879,377	153,879,377
	Shareholders funds	14,218,810	14,218,810	10,034,712	10,034,712
	Ratio	12.15	12.15	15.33	15.33
6	Growth rate of shareholders' fund				
	Shareholders funds	14,218,810	14,218,810	10,034,712	10,034,712
	Growth rate	1.37%	1.37%	1.56%	1.56%
7	Ratio of surplus to policyholders' liability				
	Surplus / (Deficit)	893,137	893,137	720,927	720,927
	Policyholder Liability	172,719,098	172,719,098	153,879,377	153,879,377
	Ratio	0.52%	0.52%	0.47%	0.47%
8	Change in net worth ('000)				
	Net worth	14,218,810	14,218,810	10,034,712	10,034,712
	Change (₹ '000)	192,643	192,643	154,217	154,217
9	Profit after tax/Total Income	0.92%	0.92%	1.47%	1.47%
10	(Total real estate + loans)/(Cash & invested assets) *	NA	NA	NA	NA
11	Total investments/(Capital + Surplus)				
	Total Investments	185,949,946	185,949,946	163,090,228	163,090,228
	Capital	19,535,000	19,535,000	19,535,000	19,535,000
	Surplus /(deficit) **	(5,350,945)	(5,350,945)	(9,513,117)	(9,513,117)
	Ratio	13.11	13.11	16.27	16.27
12	Total affiliated investments/(Capital+ Surplus/ (deficit)) ***	NA	NA	NA	NA
13	Investment Yields (Annualised)				
	<u>with realised gains</u>				
	Non-linked Par	24.83%	24.83%	23.67%	23.67%
	Non-linked Non-par	18.19%	18.19%	18.14%	18.14%
	Linked	73.10%	73.10%	14.49%	14.49%
	Shareholders'	16.20%	16.20%	17.80%	17.80%
	<u>without realised gains</u>				
	Non-linked Par	24.53%	24.53%	23.63%	23.63%
	Non-linked Non-par	18.28%	18.28%	18.31%	18.31%
	Linked	73.10%	73.10%	14.49%	14.49%
	Shareholders'	16.20%	16.20%	17.85%	17.85%

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Insure

TATA AIA LIFE INSURANCE COMPANY LIMITED

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED JUNE 30, 2014	UP TO THE QUARTER ENDED JUNE 30, 2014	FOR THE QUARTER ENDED JUNE 30, 2013	UP TO THE QUARTER ENDED JUNE 30, 2013
14	Conservation Ratio				
	Ordinary Life-Non linked	95.04%	95.04%	85.15%	85.15%
	Ordinary Life- Linked	75.89%	75.89%	53.85%	53.85%
	Group Business	17.31%	17.31%	91.30%	91.30%
	Health	90.64%	90.64%	80.97%	80.97%
	Pensions Non Linked	94.82%	94.82%	26.82%	26.82%
	Pensions Linked Group	0.00%	0.00%	0.00%	0.00%
	Pensions Linked Individual	77.52%	77.52%	33.23%	33.23%
	Total	82.84%	82.84%	63.39%	63.39%
15	Persistency Ratios - By Premium \$				
	Non Linked Business				
	For 13th month	64.24%	64.24%	52.84%	52.84%
	For 25th month	49.28%	49.28%	48.58%	48.58%
	For 37th month	45.29%	45.29%	37.48%	37.48%
	For 49th Month	35.74%	35.74%	31.66%	31.66%
	for 61st month	30.22%	30.22%	35.38%	35.38%
	Linked Business				
	For 13th month	77.74%	77.74%	69.97%	69.97%
	For 25th month	65.30%	65.30%	62.17%	62.17%
	For 37th month	57.55%	57.55%	41.06%	41.06%
	For 49th Month	37.52%	37.52%	35.85%	35.85%
	for 61st month	32.83%	32.83%	39.51%	39.51%
	Persistency Ratios - By Policy \$				
	Non Linked Business				
	For 13th month	47.22%	47.22%	40.31%	40.31%
	For 25th month	36.51%	36.51%	33.74%	33.74%
	For 37th month	30.96%	30.96%	16.92%	16.92%
	For 49th Month	15.05%	15.05%	8.44%	8.44%
	for 61st month	8.15%	8.15%	7.16%	7.16%
	Linked Business				
	For 13th month	66.48%	66.48%	55.29%	55.29%
	For 25th month	49.56%	49.56%	50.01%	50.01%
	For 37th month	43.55%	43.55%	30.79%	30.79%
	For 49th Month	30.08%	30.08%	23.75%	23.75%
	for 61st month	20.35%	20.35%	22.71%	22.71%
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)	0.09	0.09	0.08	0.08
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	0.09	0.09	0.08	0.08
6	(iv) Book value per share (₹)	7.28	7.28	5.14	5.14

* 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) The persistency ratios are calculated in accordance with the IRDA circular no. IRDA/ACT/CIR/MISC/035/01/2014 dated January 23, 2014. The persistency ratios for the previous year have been restated in line with the circular.

2) Persistency ratios for the quarter ended June 30, 2014 have been calculated for the policies issued in the April to June period of the relevant years. For example, the 13th month persistency is calculated for the policies issued from April 2013 to June 2013. Persistency ratios up to the Quarter ended June 30, 2014 have been calculated for the policies issued in the April to June period of the relevant years. For example, the 13th month persistency for current year is calculated for the policies issued from April 2013 to June 2013.

3) Group policies are excluded in the calculation.