

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: **TATA AIA LIFE INSURANCE COMPANY LIMITED**

(₹ '000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED SEPTEMBER 30, 2014	UP TO THE QUARTER ENDED SEPTEMBER 30, 2014	FOR THE QUARTER ENDED SEPTEMBER 30, 2013	UP TO THE QUARTER ENDED SEPTEMBER 30, 2013
1	New business premium income growth rate - segment wise				
	Ordinary Life-Non linked	-14.14%	-19.40%	-3.20%	-11.38%
	Ordinary Life- Linked	-98.62%	-99.01%	-12.93%	-40.15%
	Group Business	-65.27%	-76.82%	-3.04%	10.83%
	Health	-98.90%	-101.65%	-51.75%	-58.15%
	Pensions-Non Linked	-18.71%	-60.34%	-64.66%	-18.26%
	Pensions-Linked Group	-69.53%	-64.92%	-38.25%	-11.07%
	Pensions-Linked Individual	232.57%	-97.70%	-84.86%	-61.66%
	Individual Immediate Annuity	-100.00%	-99.80%	72.88%	59.77%
2	Net Retention Ratio				
	Net premium	5,071,328	9,099,241	5,730,465	10,567,820
	Gross Premium	5,109,831	9,175,028	5,763,302	10,625,220
	Ratio	99.25%	99.17%	99.43%	99.46%
3	Expense of Management to Gross Direct Premium Ratio				
	Management expenses	1,323,975	2,565,711	1,409,485	2,846,657
	Total Gross Premium	5,109,831	9,175,028	5,763,302	10,625,220
	Ratio	25.91%	27.96%	24.46%	26.79%
4	Commission Ratio (Gross commission paid to Gross Premium)				
	Gross Commission	210,172	352,073	234,762	402,502
	Total Gross Premium	5,109,831	9,175,028	5,763,302	10,625,220
	Ratio	4.11%	3.84%	4.07%	3.79%
5	Ratio of policy holder's liabilities to shareholder's funds				
	Policyholder Liability	174,572,337	174,572,337	152,693,262	152,693,262
	Shareholders funds	16,410,329	16,410,329	11,693,473	11,693,473
	Ratio	10.64	10.64	13.06	13.06
6	Growth rate of shareholders' fund				
	Shareholders funds	16,410,329	16,410,329	11,693,473	11,693,473
	Growth rate	15.41%	17.00%	16.53%	18.35%
7	Ratio of surplus to policyholders' liability				
	Surplus / (Deficit)	1,592,613	2,485,750	772,347	1,493,274
	Policyholder Liability	174,572,337	174,572,337	152,693,262	152,693,262
	Ratio	0.91%	1.42%	0.51%	0.98%
8	Change in net worth ('000)				
	Net worth	16,410,329	16,410,329	11,693,473	11,693,473
	Change (₹ '000)	2,191,519	2,384,162	1,658,761	1,812,978
9	Profit after tax/Total Income	16.38%	7.16%	23.94%	10.60%
10	(Total real estate + loans)/(Cash & invested assets) *	NA	NA	NA	NA
11	Total investments/(Capital + Surplus)				
	Total Investments	189,636,284	189,636,284	163,345,644	163,345,644
	Capital	19,535,000	19,535,000	19,535,000	19,535,000
	Surplus /(deficit) **	(3,171,745)	(3,171,745)	(7,854,977)	(7,854,977)
	Ratio	11.59	11.59	13.99	13.99
12	Total affiliated investments/(Capital+ Surplus/ (deficit)) ***	NA	NA	NA	NA
13	Investment Yields (Annualised)				
	<u>with realised gains</u>				
	Non-linked Par	13.61%	19.07%	-31.74%	-8.61%
	Non-linked Non-par	11.25%	14.20%	-20.11%	-2.82%
	Linked	25.92%	47.98%	-3.55%	5.06%
	Shareholders'	10.39%	13.07%	0.00%	-1.25%
	<u>without realised gains</u>				
	Non-linked Par	13.52%	18.89%	-31.79%	-8.65%
	Non-linked Non-par	11.25%	14.25%	-20.14%	-2.76%
	Linked	25.92%	47.98%	-3.55%	5.06%
	Shareholders'	10.38%	13.07%	0.00%	-1.25%

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: **TATA AIA LIFE INSURANCE COMPANY LIMITED**

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED SEPTEMBER 30, 2014	UP TO THE QUARTER ENDED SEPTEMBER 30, 2014	FOR THE QUARTER ENDED SEPTEMBER 30, 2013	UP TO THE QUARTER ENDED SEPTEMBER 30, 2013
14	Conservation Ratio				
	Ordinary Life-Non linked	91.18%	92.78%	89.47%	87.67%
	Ordinary Life- Linked	79.09%	77.50%	61.08%	57.27%
	Group Business	23.02%	19.71%	126.90%	104.97%
	Health	83.47%	86.63%	78.11%	79.34%
	Pensions Non Linked	25.95%	18.18%	11.91%	16.29%
	Pensions Linked Group	0.00%	0.00%	0.00%	0.00%
	Pensions Linked Individual	73.03%	75.23%	41.03%	36.78%
	Total	82.45%	81.29%	69.50%	66.62%
15	Persistency Ratios - By Premium \$				
	Non Linked Business				
	For 13th month	67.49%	68.10%	59.05%	58.86%
	For 25th month	53.83%	53.56%	48.06%	50.44%
	For 37th month	44.68%	46.28%	42.39%	42.05%
	For 49th Month	40.55%	39.86%	31.06%	32.70%
	for 61st month	29.88%	31.35%	37.32%	37.94%
	Linked Business				
	For 13th month	83.66%	81.56%	70.99%	71.75%
	For 25th month	66.88%	67.33%	62.87%	63.58%
	For 37th month	59.10%	59.16%	53.15%	48.92%
	For 49th Month	43.23%	42.16%	38.01%	37.73%
	for 61st month	35.40%	35.23%	23.12%	32.16%
	Persistency Ratios - By Policy \$				
	Non Linked Business				
	For 13th month	51.44%	51.52%	43.30%	44.31%
	For 25th month	38.23%	39.33%	34.51%	36.25%
	For 37th month	31.50%	32.31%	18.78%	19.01%
	For 49th Month	17.07%	16.74%	9.54%	9.53%
	for 61st month	9.16%	9.08%	8.74%	8.33%
	Linked Business				
	For 13th month	70.94%	69.62%	58.57%	58.30%
	For 25th month	53.14%	52.80%	49.37%	51.15%
	For 37th month	44.34%	45.09%	38.78%	36.17%
	For 49th Month	33.71%	33.67%	24.21%	24.71%
	for 61st month	21.70%	22.38%	17.01%	19.92%
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)	1.12	1.21	0.85	0.93
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	1.12	1.21	0.85	0.93
6	(iv) Book value per share (₹)	8.40	8.40	5.99	5.99

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

3) Group policies are excluded in the calculation.