

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: TATA AIA LIFE INSURANCE COMPANY LIMITED

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED DECEMBER 31, 2014	UP TO THE QUARTER ENDED DECEMBER 31, 2014	FOR THE QUARTER ENDED DECEMBER 31, 2013	UP TO THE QUARTER ENDED DECEMBER 31, 2013
1	New business premium income growth rate - segment wise				
	Ordinary Life-Non linked	-42.77%	-28.69%	14.18%	-2.72%
	Ordinary Life- Linked	-99.64%	-99.23%	-17.08%	-33.85%
	Group Business	-67.90%	-74.72%	-38.10%	-6.57%
	Health	-252.51%	-107.16%	-95.10%	-67.18%
	Pensions-Non Linked	-60.93%	-60.57%	12.25%	-8.27%
	Pensions-Linked Group	-18.88%	-53.70%	-61.95%	-32.92%
	Pensions-Linked Individual	-14.25%	-110.35%	-149.01%	-69.82%
	Individual Immediate Annuity	-100.00%	-99.90%	161.78%	97.92%
2	Net Retention Ratio				
	Net premium	4,990,177	14,089,418	5,709,186	16,277,006
	Gross Premium	5,031,456	14,206,484	5,734,848	16,360,068
	Ratio	99.18%	99.18%	99.55%	99.49%
3	Expense of Management to Gross Direct Premium Ratio				
	Management expenses	1,310,450	3,876,161	1,532,335	4,378,992
	Total Gross Premium	5,031,456	14,206,484	5,734,848	16,360,068
	Ratio	26.05%	27.28%	26.72%	26.77%
4	Commission Ratio (Gross commission paid to Gross Premium)				
	Gross Commission	197,788	549,861	261,176	663,678
	Total Gross Premium	5,031,456	14,206,484	5,734,848	16,360,068
	Ratio	3.93%	3.87%	4.55%	4.06%
5	Ratio of policy holder's liabilities to shareholder's funds				
	Policyholder Liability	180,227,359	180,227,359	159,289,367	159,289,367
	Shareholders funds	16,194,495	16,194,495	11,931,551	11,931,551
	Ratio	11.13	11.13	13.35	13.35
6	Growth rate of shareholders' fund				
	Shareholders funds	16,194,495	16,194,495	11,931,551	11,931,551
	Growth rate	-1.32%	15.46%	2.04%	20.76%
7	Ratio of surplus to policyholders' liability				
	Surplus / (Deficit)	409,192	2,894,942	1,054,038	2,547,312
	Policyholder Liability	180,227,359	180,227,359	159,289,367	159,289,367
	Ratio	0.23%	1.61%	0.66%	1.60%
8	Change in net worth ('000)				
	Net worth	16,194,495	16,194,495	11,931,551	11,931,551
	Change (₹ '000)	(215,834)	2,168,328	238,078	2,051,056
9	Profit after tax/Total Income	1.55%	5.47%	1.51%	6.30%
10	(Total real estate + loans)/(Cash & invested assets) *	NA	NA	NA	NA
11	Total investments/(Capital + Surplus)				
	Total Investments	195,278,654	195,278,654	170,275,694	170,275,694
	Capital	19,535,000	19,535,000	19,535,000	19,535,000
	Surplus /(deficit) **	(3,392,730)	(3,392,730)	(7,623,185)	(7,623,185)
	Ratio	12.10	12.10	14.29	14.29
12	Total affiliated investments/(Capital+ Surplus/ (deficit)) ***	NA	NA	NA	NA
13	Investment Yields (Annualised)				
	<u>with realised gains</u>				
	Non-linked Par	36.31%	24.84%	12.46%	-1.86%
	Non-linked Non-par	26.16%	17.97%	11.29%	1.66%
	Linked	30.62%	42.54%	37.68%	15.12%
	Shareholders'	30.59%	18.72%	10.06%	0.34%
	<u>without realised gains</u>				
	Non-linked Par	36.26%	24.70%	12.42%	-1.90%
	Non-linked Non-par	26.14%	18.00%	11.26%	1.69%
	Linked	30.62%	42.54%	37.68%	15.12%
	Shareholders'	30.59%	18.72%	10.06%	0.34%

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14	Conservation Ratio				
	Ordinary Life-Non linked	91.08%	92.12%	91.04%	88.94%
	Ordinary Life- Linked	74.21%	76.46%	68.12%	60.33%
	Group Business	97.35%	40.94%	10.13%	67.73%
	Health	82.01%	85.05%	81.27%	80.00%
	Pensions Non Linked	6.70%	16.98%	17.59%	16.72%
	Pensions Linked Group	0.00%	0.00%	0.00%	0.00%
	Pensions Linked Individual	64.28%	72.16%	58.67%	41.06%
	Total	78.13%	81.36%	74.85%	69.30%
15	Persistency Ratios - By Premium \$				
	Non Linked Business				
	For 13th month	71.32%	71.45%	62.49%	62.14%
	For 25th month	56.61%	56.43%	48.64%	51.86%
	For 37th month	44.01%	47.32%	42.70%	44.42%
	For 49th Month	40.33%	43.09%	35.28%	35.17%
	for 61st month	39.44%	38.95%	32.82%	37.73%
	Linked Business				
	For 13th month	87.03%	84.19%	75.05%	73.94%
	For 25th month	70.40%	69.22%	66.67%	65.70%
	For 37th month	63.20%	61.29%	52.36%	50.90%
	For 49th Month	49.54%	43.22%	34.18%	36.99%
	for 61st month	29.44%	31.16%	19.31%	28.77%
	Persistency Ratios - By Policy \$				
	Non Linked Business				
	For 13th month	34.64%	44.88%	47.87%	47.35%
	For 25th month	42.07%	41.88%	36.40%	38.21%
	For 37th month	32.32%	33.79%	24.17%	22.67%
	For 49th Month	21.12%	19.35%	13.72%	11.52%
	for 61st month	12.65%	10.73%	9.07%	9.09%
	Linked Business				
	For 13th month	75.76%	72.79%	64.25%	61.50%
	For 25th month	56.57%	55.15%	50.58%	52.65%
	For 37th month	45.73%	46.51%	45.93%	39.61%
	For 49th Month	43.05%	34.52%	23.68%	25.09%
	for 61st month	18.22%	19.10%	14.81%	18.63%
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)	(0.11)	1.10	0.12	1.04
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	(0.11)	1.10	0.12	1.04
6	(iv) Book value per share (₹)	8.29	8.29	6.11	6.11

* 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