

**PERIODIC DISCLOSURES**

**FORM L-22 Analytical Ratios**

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

(₹'000)

SL.No.	PARTICULARS	FOR THE QUARTER ENDED JUNE 30, 2015	UP TO THE QUARTER ENDED JUNE 30, 2015	FOR THE QUARTER ENDED JUNE 30, 2014	UP TO THE QUARTER ENDED JUNE 30, 2014
<b>1</b>	<b>New business premium income growth rate - segment wise</b>				
	Ordinary Life-Non linked	7.07%	7.07%	-25.69%	-25.69%
	Ordinary Life- Linked	62289.34%	62289.34%	-99.50%	-99.50%
	Group Business	263.76%	263.76%	-87.14%	-87.14%
	Health	-98.75%	-98.75%	-103.97%	-103.97%
	Pensions-Non Linked	-39.81%	-39.81%	-80.10%	-80.10%
	Pensions-Linked Group	0.17%	0.17%	-59.35%	-59.35%
	Pensions-Linked Individual	-115.05%	-115.05%	-60.03%	-60.03%
	Individual Immediate Annuity	-300.00%	-300.00%	-99.05%	-99.05%
<b>2</b>	<b>Net Retention Ratio</b>				
	Net premium	4,228,165	4,228,165	4,030,021	4,030,021
	Gross Premium	4,327,480	4,327,480	4,067,305	4,067,305
	Ratio	97.71%	97.71%	99.08%	99.08%
<b>3</b>	<b>Expense of Management to Gross Direct Premium Ratio</b>				
	Management expenses	1,493,033	1,493,033	1,245,626	1,245,626
	Total Gross Premium	4,327,480	4,327,480	4,067,305	4,067,305
	Ratio	34.50%	34.50%	30.63%	30.63%
<b>4</b>	<b>Commission Ratio (Gross commission paid to Gross Premium)</b>				
	Gross Commission	188,680	188,680	141,901	141,901
	Total Gross Premium	4,327,480	4,327,480	4,067,305	4,067,305
	Ratio	4.36%	4.36%	3.49%	3.49%
<b>5</b>	<b>Ratio of policy holder's liabilities to shareholder's funds</b>				
	Policyholder Liability	179,885,085	179,885,085	172,719,098	172,719,098
	Shareholders funds	16,738,015	16,738,015	14,218,810	14,218,810
	Ratio	10.75	10.75	12.15	12.15
<b>6</b>	<b>Growth rate of shareholders' fund</b>				
	Shareholders funds	16,738,015	16,738,015	14,218,810	14,218,810
	Growth rate	0.24%	0.24%	1.37%	1.37%
<b>7</b>	<b>Ratio of surplus to policyholders' liability</b>				
	Surplus / (Deficit)	164,450	164,450	893,137	893,137
	Policyholder Liability	179,885,085	179,885,085	172,719,098	172,719,098
	Ratio	0.09%	0.09%	0.52%	0.52%
<b>8</b>	<b>Change in net worth ('000)</b>				
	Net worth	16,738,015	16,738,015	14,218,810	14,218,810
	Change (₹ '000)	40,005	40,005	192,643	192,643
<b>9</b>	<b>Profit after tax/Total Income</b>	0.72%	0.72%	0.93%	0.93%
<b>10</b>	<b>(Total real estate + loans)/(Cash &amp; invested assets) *</b>	NA	NA	NA	NA
<b>11</b>	<b>Total investments/(Capital + Surplus)</b>				
	Total Investments	195,925,737	195,925,737	185,949,946	185,949,946
	Capital	19,535,000	19,535,000	19,535,000	19,535,000
	Surplus /(deficit) **	(2,848,584)	(2,848,584)	(5,350,945)	(5,350,945)
	Ratio	11.74	11.74	13.11	13.11
<b>12</b>	<b>Total affiliated investments/(Capital+ Surplus/ (deficit)) ***</b>	NA	NA	NA	NA
<b>13</b>	<b>Investment Yields (Annualised)</b>				
	<u>with realised gains</u>				
	Non-linked Par	-3.50%	-3.50%	24.83%	24.83%
	Non-linked Non-par	0.97%	0.97%	18.19%	18.19%
	Linked	-0.22%	-0.22%	73.10%	73.10%
	Shareholders'	-1.79%	-1.79%	16.20%	16.20%
	<u>without realised gains</u>				
	Non-linked Par	-3.52%	-3.52%	24.53%	24.53%
	Non-linked Non-par	0.97%	0.97%	18.28%	18.28%
	Linked	-0.22%	-0.22%	73.10%	73.10%
	Shareholders'	0.00%	0.00%	16.20%	16.20%

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14	<b>Conservation Ratio</b>				
	Ordinary Life-Non linked	91.40%	91.40%	95.04%	95.04%
	Ordinary Life- Linked	74.18%	74.18%	75.91%	75.91%
	Group Business	405.01%	405.01%	17.31%	17.31%
	Health	91.06%	91.06%	90.64%	90.64%
	Pensions Non Linked	42.34%	42.34%	13.82%	13.82%
	Pensions Linked Group	0.00%	0.00%	0.00%	0.00%
	Pensions Linked Individual	61.38%	61.38%	77.52%	77.52%
	<b>Total</b>	<b>84.23%</b>	<b>84.23%</b>	<b>79.91%</b>	<b>79.91%</b>
15	<b>Persistency Ratios - By Premium \$</b>				
	<b>Non Linked Business</b>				
	For 13th month	66.91%	66.91%	64.24%	64.24%
	For 25th month	57.93%	57.93%	49.28%	49.28%
	For 37th month	46.69%	46.69%	45.29%	45.29%
	For 49th Month	44.12%	44.12%	35.74%	35.74%
	for 61st month	31.80%	31.80%	30.22%	30.22%
	<b>Linked Business</b>				
	For 13th month	NA	NA	77.74%	77.74%
	For 25th month	73.56%	73.56%	65.30%	65.30%
	For 37th month	62.74%	62.74%	57.55%	57.55%
	For 49th Month	56.54%	56.54%	37.52%	37.52%
	for 61st month	27.43%	27.43%	32.83%	32.83%
	<b>Persistency Ratios - By Policy \$</b>				
	<b>Non Linked Business</b>				
	For 13th month	61.35%	61.35%	47.22%	47.22%
	For 25th month	42.63%	42.63%	36.51%	36.51%
	For 37th month	34.19%	34.19%	30.96%	30.96%
	For 49th Month	29.39%	29.39%	15.05%	15.05%
	for 61st month	14.66%	14.66%	8.15%	8.15%
	<b>Linked Business</b>				
	For 13th month	NA	NA	66.48%	66.48%
	For 25th month	60.36%	60.36%	49.56%	49.56%
	For 37th month	46.88%	46.88%	43.55%	43.55%
	For 49th Month	42.45%	42.45%	30.08%	30.08%
	for 61st month	18.99%	18.99%	20.35%	20.35%
16	<b>NPA Ratio</b>				
	Gross NPA Ratio	NIL	NIL	NIL	NIL
	Net NPA Ratio	NIL	NIL	NIL	NIL
<b>Equity Holding Pattern for Life Insurers</b>					
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)	0.02	0.02	0.09	0.09
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	0.02	0.02	0.09	0.09
6	(iv) Book value per share (₹)	8.57	8.57	7.28	7.28

\* 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 April 23, 2014.

2. Persistency ratios for the quarter ended June 30, 2015 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 2014 to June 2014. Persistency ratios up to the Quarter ended June 30, 2015 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 2014 to June 2014.

3. Group policies are excluded in the calculation.