

Bharti AXA Life Insurance Company Limited
Ratios as prescribed by IRDA



Sr.	Particulars	For the Nine Months Ended 31 December, 2014		For the Nine Months Ended 31 December, 2013		For Quarter Ended 31 December, 2014		For Quarter Ended 31 December, 2013	
		With Unrealised gains	With Realised gains	With Unrealised gains	With Realised gains	With Unrealised gains	With Realised gains	With Unrealised gains	With Realised gains
1	New Business Premium Income Growth (segment-wise)								
	Non - Participating Individual		134.9%		182.2%		96.4%		154.1%
	Non - Participating Health		-53.8%		-24.6%		253.8%		-91.2%
	Non - Participating Group		66.5%		132.7%		27.4%		188.9%
	Participating - Individual		-2.2%		85.0%		-8.8%		91.0%
	Participating - Individual Pension !		NA		NA		NA		NA
	Linked Pension		NA		NA		NA		NA
	Linked Life		-83.8%		-63.6%		-80.5%		-70.2%
	Gratuity		NA		NA		NA		NA
2	Net Retention Ratio (Net premium divided by gross premium)		98.5%		98.6%		98.6%		98.6%
3	Ratio of Expenses of Management (Expenses of management divided by the total Gross direct premium)		62.4%		72.1%		58.4%		74.6%
4	Commission Ratio (Gross Commission paid divided by Gross Premium)		6.5%		5.6%		6.8%		6.1%
5	Ratio of Policyholders' Liabilities to Shareholders' Funds*		1944.2%		1755.9%		1944.2%		1755.9%
6	Growth Rate of Shareholders' Funds*		-6.8%		-8.5%		-2.2%		-11.3%
7	Ratio of Surplus / (Deficit) to Policyholders' Liability		-4.1%		-6.9%		-1.1%		-3.2%
8	Change in Net Worth (Rs'000)		(101,879)		(111,334)		(30,852)		(1,521)
9	Profit (Loss) after Tax / Total Income		-8.2%		-18.1%		-6.3%		-17.1%
	Total Income = Total Income under Policyholders' Account (Excluding from Shareholders' Account) + Total Income under Shareholders' Account								
10	(Total Real Estate+ Loans) / Cash and invested assets		NIL		NIL		NIL		NIL
11	Total Investments / (Capital + Surplus (Deficit)) Note: Total Investments = Shareholders' Investments + Policyholders' Investments + Assets held to cover Linked Liabilities		2070.5%		1879.8%		2070.5%		1879.8%
12	Total affiliated Investments / (Capital + Surplus)		16.4%		25.2%		16.4%		25.2%
13	Investment Yield (Gross and Net)								
	Shareholder's Funds	22.2%	10.7%	5.8%	9.0%	30.7%	10.2%	15.2%	9.3%
	<u>Policyholder's Funds</u>								
	Par	27.1%	9.4%	1.4%	8.9%	31.7%	8.8%	15.1%	8.5%
	Par-Pension	24.6%	8.8%	-2.5%	8.7%	38.5%	9.1%	10.5%	8.8%
	Non-Par	18.4%	9.5%	4.9%	8.9%	23.0%	8.8%	12.8%	8.5%
	<u>Linked Fund</u>								
	Linked Life	39.1%	24.2%	12.6%	4.9%	31.5%	24.9%	38.5%	12.2%
	Linked Pension	46.2%	29.1%	14.2%	5.5%	35.5%	32.1%	43.5%	16.5%
14	Conservation Ratio		73.3%		68.1%		75.9%		71.3%
15	Persistence Ratio # \$								
		By No of Policies	By Annualised Premium	By No of Policies	By Annualised Premium	By No of Policies	By Annualised Premium	By No of Policies	By Annualised Premium
	For 13th month	53.4%	61.0%	47.5%	62.1%	53.4%	61.0%	47.5%	62.1%
	For 25th month	45.3%	50.1%	36.5%	42.8%	45.3%	50.1%	36.5%	42.8%
	For 37th month	35.2%	39.0%	32.4%	42.1%	35.2%	39.0%	32.4%	42.1%
	For 49th Month	29.7%	33.7%	36.9%	41.9%	29.7%	33.7%	36.9%	41.9%
	for 61st month	25.8%	29.7%	24.5%	24.3%	25.8%	29.7%	24.5%	24.3%
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		2,058,700,976		1,929,700,976		2,058,700,976		1,929,700,976
2	(b) Percentage of shareholding (Indian / Foreign)		74% / 26%		74% / 26%		74% / 26%		74% / 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)		Basic Rs.(0.5)		Basic Rs.(0.74)		Basic Rs.(0.13)		Basic Rs.(0.33)
			Diluted Rs.(0.5)		Diluted Rs.(0.74)		Diluted Rs.(0.13)		Diluted Rs.(0.33)
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)		Basic Rs.(0.5)		Basic Rs.(0.74)		Basic Rs.(0.13)		Basic Rs.(0.33)
			Diluted Rs.(0.5)		Diluted Rs.(0.74)		Diluted Rs.(0.13)		Diluted Rs.(0.33)
6	(iv) Book value per share		Rs. 0.67		Rs.0.62		Rs. 0.67		Rs.0.62

! Company has not sold any new policies in participating pension and linked pension segment during the period ended 31st December, 2014

* Shareholders' Funds = Net Worth

i) Persistence ratios are as at the end of the financial year

ii) Persistence calculation includes grace period of one month

iii) A policy is considered to be 13th month consistent if the first modal premium in the second policy year is paid

iv) A policy is considered to be 25th month consistent if the first modal premium in the third policy year is paid

v) A policy is considered to be 37th month consistent if the first modal premium in the fourth policy year is paid

vi) A policy is considered to be 49th month consistent if the first modal premium in the fifth policy year is paid

v) A policy is considered to be 61st month consistent if the first modal premium in the sixth policy year is paid

\$ 13 month Lapse ratio = 1 - Persistence ratio