



### Key business indicators

₹ billion	FY2011	FY2012	FY2013	FY2014	9M-2014	9M-2015
New business premium	74.39	44.41	48.09	37.60	25.59	35.85
Renewal premium	104.42	95.80	87.30	86.69	55.89	64.25
Total premium	178.81	140.22	135.38	124.29	81.48	100.10
Total expenses <sup>1</sup>	25.50	23.88	24.96	22.55	16.00	16.05
Retail weighted received premium (RWRP)	36.85	28.18	33.10	32.53	21.90	30.11
Annualised premium equivalent (APE)	39.75	31.18	35.32	34.44	23.63	31.46
New business profit <sup>2</sup> (NBP)	7.13	5.00	5.29	4.27	3.10	3.50
NBP margin	17.9%	16.0%	15.0%	12.4%	13.1%	11.1%
Profit after tax	8.08	13.84	14.96	15.67	11.79	12.43
Cost / RWRP <sup>3</sup>	69.2%	84.8%	75.4%	69.3%	73.1%	53.3%
Total Expense ratio <sup>4</sup>	16.0%	17.9%	19.2%	18.8%	20.4%	16.9%
Commission ratio <sup>5</sup>	3.5%	4.5%	5.9%	5.2%	5.9%	3.9%
Solvency ratio <sup>6</sup>	3.27	3.71	3.96	3.72	3.83	3.70
Assets under management <sup>7</sup> (AUM)	681.50	707.71	741.64	805.97	773.93	945.93
Distribution mix <sup>8</sup>						
- Agency	55.5%	45.3%	35.4%	29.0%	28.2%	23.4%
- Banca	21.4%	37.6%	44.9%	54.6%	55.8%	61.3%
- Corporate agents and brokers	16.4%	10.3%	13.1%	9.6%	9.5%	6.7%
- Others	6.7%	6.7%	6.5%	6.8%	6.5%	8.6%

1 Including commission and excluding unit expenses

2 Traditional embedded value basis, post tax basis

3 Cost / RWRP: All insurance expenses (including commission and excluding unit expenses) / RWRP

4 Total Expense ratio: All insurance expenses (including commission and excluding unit expenses) / (Total premium – 90% of single premium)

5 Commission ratio: (Total commission) / (Total premium – 90% of single premium)

6 Solvency ratio: Available solvency margin / Required solvency margin

7 AUM as at the end of the corresponding reporting period

8 Retail weighted received premium basis