



### Key business indicators

₹ billion	FY2011	FY2012	FY2013	9m-2013	9m-2014
New business premium	74.39	44.41	48.08	31.36	25.59
Renewal premium	104.42	95.80	87.30	59.55	55.89
Total premium	178.81	140.22	135.38	90.91	81.48
Total expenses <sup>1</sup>	25.50	23.88	24.96	17.11	16.00
Annualised premium equivalent (APE)	39.75	31.18	35.32	22.55	23.63
New business profit (NBP)	7.13	5.00	5.29	3.38	3.10
NBP margin	17.9%	16.0%	15.0%	15.0%	13.1%
Profit after tax	8.08	13.84	14.96	11.42	11.79
Expense ratio <sup>2</sup>	16.0%	17.9%	19.2%	19.7%	20.4%
Commission ratio <sup>3</sup>	3.5%	4.6%	5.9%	5.9%	5.9%
Solvency ratio <sup>4</sup>	3.27	3.71	3.96	3.90	3.83
Assets under management <sup>5</sup> (AUM)	681.50	707.71	741.64	749.82	773.93
Distribution mix <sup>6</sup>					
- Agency	50.6%	41.4%	32.9%	30.7%	27.0%
- Banca	21.6%	35.2%	43.5%	46.6%	53.0%
- Corporate agents and brokers	14.2%	10.1%	12.9%	12.0%	9.9%
- Others	13.6%	13.3%	10.7%	10.6%	10.1%

1 Including commission

2 Traditional Embedded Value basis, on medium term expense targets, post tax basis

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

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

5 Solvency ratio: Available solvency margin / required solvency margin

6 AUM as at the end of the corresponding reporting period

7 Based on annualised premium equivalent