



Key business indicators

₹ billion	FY2011	FY2012	FY2013	FY2014
New business premium	74.39	44.41	48.08	37.60
Renewal premium	104.42	95.80	87.30	86.69
Total premium	178.81	140.22	135.38	124.29
Total expenses ¹	25.50	23.88	24.96	22.55
Retail weighted received premium (RWRP)	36.85	28.18	33.10	32.53
Annualised premium equivalent (APE)	39.75	31.18	35.32	34.44
New business profit ² (NBP)	7.13	5.00	5.29	4.27
NBP margin	17.9%	16.0%	15.0%	12.4%
Profit after tax	8.08	13.84	14.96	15.67
Cost / RWRP ³	69.2%	84.8%	75.4%	69.3%
Expense ratio ⁴	16.0%	17.9%	19.2%	18.8%
Commission ratio ⁵	3.5%	4.6%	5.9%	5.2%
Solvency ratio ⁶	3.27	3.71	3.96	3.72
Assets under management ⁷ (AUM)	681.50	707.71	741.64	805.97
Distribution mix ⁸				
- Agency	55.5%	45.3%	35.4%	28.2%
- Banca	21.4%	37.6%	44.9%	54.2%
- Corporate agents and brokers	16.4%	10.3%	13.1%	9.6%
- Others	6.7%	6.7%	6.5%	8.0%

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 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