



Key business indicators

₹ billion	FY2012	FY2013	FY2014	H1-2014	H1-2015
New business premium	44.41	48.09	37.60	16.26	22.26
Renewal premium	95.80	87.30	86.69	34.94	39.08
Total premium	140.22	135.38	124.29	51.20	61.34
Total expenses ¹	23.88	24.96	22.55	10.64	10.12
Retail weighted received premium (RWRP)	28.18	33.10	32.53	13.57	17.48
Annualised premium equivalent (APE)	31.18	35.32	34.44	14.95	18.56
New business profit ² (NBP)	5.00	5.29	4.27	2.15	2.02
NBP margin	16.0%	15.0%	12.4%	14.4%	10.9%
Profit after tax	13.84	14.96	15.67	7.51	7.81
Cost / RWRP ³	84.8%	75.4%	69.3%	78.4%	57.9%
Expense ratio ⁴	17.9%	19.2%	18.8%	21.7%	17.8%
Commission ratio ⁵	4.5%	5.9%	5.2%	6.3%	3.9%
Solvency ratio ⁶	3.71	3.96	3.72	3.95	3.57
Assets under management ⁷ (AUM)	707.71	741.64	805.97	739.76	907.26
Distribution mix ⁸					
- Agency	45.3%	35.4%	29.0%	28.5%	22.4%
- Banca	37.6%	44.9%	54.6%	53.7%	61.8%
- Corporate agents and brokers	10.3%	13.1%	9.6%	11.1%	7.0%
- Others	6.7%	6.5%	6.8%	6.0%	8.8%

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