

Key business indicators

₹ billion	FY2011	FY2012	FY2013	H1-2013	H1-2014
New business premium	74.39	44.41	48.08	20.30	16.26
Renewal premium	104.42	95.80	87.30	38.53	34.94
Total premium	178.81	140.22	135.38	58.83	51.20
Total expenses ¹	25.50	23.88	24.96	11.17	10.64
Annualised premium equivalent (APE)	39.75	31.18	35.32	13.51	14.95
New business profit (NBP)	7.13	5.00	5.29	2.03	2.15
NBP margin	17.9%	16.0%	15.0%	15.0%	14.4%
Profit after tax	8.08	13.84	14.96	7.44	7.51
Expense ratio ²	16.0%	17.9%	19.2%	19.9%	21.7%
Commission ratio ³	3.5%	4.6%	5.9%	5.5%	6.3%
Solvency ratio ⁴	3.27	3.71	3.96	3.82	3.95
Assets under management ⁵ (AUM)	681.50	707.71	741.64	735.21	739.76
Distribution mix ⁶					
- Agency	50.6%	41.4%	32.9%	30.5%	27.3%
- Banca	21.6%	35.2%	43.5%	46.5%	50.0%
- Corporate agents and brokers	14.2%	10.1%	12.9%	11.7%	11.8%
- Others	13.6%	13.3%	10.7%	11.3%	10.9%

1 Including commission

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

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

4 Solvency ratio: Available solvency margin / required solvency margin

5 AUM as at the end of the corresponding reporting period

6 Based on annualised premium equivalent