



Key business indicators

₹ billion	FY2012	FY2013	FY2014	3m-2014	3m-2015
New business premium	44.41	48.09	37.60	5.65	7.82
Renewal premium	95.80	87.30	86.69	15.29	15.62
Total premium	140.22	135.38	124.29	20.94	23.44
Total expenses ¹	23.88	24.96	22.55	4.60	4.45
Retail weighted received premium (RWRP)	28.18	33.10	32.53	4.48	6.07
Annualised premium equivalent (APE)	31.18	35.32	34.44	5.41	6.59
New business profit ² (NBP)	5.00	5.29	4.27	0.81	0.72
NBP margin	16.0%	15.0%	12.4%	15.0%	10.9%
Profit after tax	13.84	14.96	15.67	3.64	3.82
Cost / RWRP ³	84.8%	75.4%	69.3%	102.8%	73.3%
Expense ratio ⁴	17.9%	19.2%	18.8%	17.8%	16.6%
Commission ratio ⁵	4.5%	5.9%	5.2%	5.3%	3.8%
Solvency ratio ⁶	3.71	3.96	3.72	4.04	3.84
Assets under management ⁷ (AUM)	707.71	741.64	805.97	748.40	861.10
Distribution mix ⁸					
- Agency	45.3%	35.4%	29.0%	25.1%	21.2%
- Banca	37.6%	44.9%	54.6%	54.0%	63.3%
- Corporate agents and brokers	10.3%	13.1%	9.6%	13.3%	6.8%
- Others	6.7%	6.5%	6.8%	7.6%	8.7%

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