



### Key business indicators

₹ billion	FY2011	FY2012	FY2013	Q1-2013	Q1-2014
New business premium	74.39	44.41	48.08	7.21	5.65
Renewal premium	104.42	95.80	87.30	16.64	15.29
Total premium	178.81	140.22	135.38	23.85	20.94
Total expenses <sup>1</sup>	25.50	23.88	24.96	4.94	4.60
Annualised premium equivalent (APE)	39.75	31.18	35.32	5.70	5.41
New business profit (NBP)	7.13	5.00	5.29	0.85	0.81
NBP margin	17.9%	16.0%	15.0%	15.0%	15.0%
Profit after tax	8.08	13.84	14.96	3.49	3.64
Expense ratio <sup>2</sup>	16.0%	17.9%	19.2%	21.8%	23.1%
Commission ratio <sup>3</sup>	3.5%	4.6%	5.9%	5.2%	5.3%
Solvency ratio <sup>4</sup>	3.27	3.71	3.96	3.85	4.04
Assets under management <sup>5</sup> (AUM)	681.50	707.71	741.64	704.35	748.40
Distribution mix <sup>6</sup>					
- Agency	50.6%	41.4%	32.9%	31.5%	23.8%
- Banca	21.6%	35.2%	43.5%	45.1%	48.9%
- Corporate agents and brokers	14.2%	10.1%	12.9%	11.6%	14.7%
- Others	13.6%	13.3%	10.7%	11.8%	12.6%

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