



Key business indicators

₹ billion	FY2011	FY2012	FY2013	FY2014	FY2015	Q1-2015	Q1-2016
New business premium	74.39	44.41	48.09	37.60	53.32	7.82	12.21
Renewal premium	104.42	95.80	87.30	86.69	99.74	15.62	18.92
Total premium	178.81	140.22	135.38	124.29	153.07	23.44	31.13
Total expenses ¹	25.50	23.88	24.96	22.55	22.58	4.45	5.44
Retail weighted received premium (RWRP)	36.85	28.18	33.10	32.53	45.96	6.07	8.43
Annualised premium equivalent (APE)	39.75	31.18	35.32	34.44	47.44	6.59	9.10
New business profit ² (NBP)	7.13	5.00	5.29	4.27	6.43	0.72	1.26
Profit after tax	8.08	13.84	14.96	15.67	16.34	3.82	3.97
Cost / RWRP ³	69.2%	84.8%	75.4%	69.3%	49.1%	73.3%	64.5%
Total Expense ratio ⁴	16.0%	17.9%	19.2%	18.8%	15.4%	20.4%	19.6%
Commission ratio ⁵	3.5%	4.5%	5.9%	5.2%	3.8%	3.8%	3.6%
Solvency ratio ⁶	3.27	3.71	3.96	3.72	3.37	3.84	3.40
Assets under management ⁷ (AUM)	681.50	707.71	741.64	805.97	1001.83	861.10	990.88
Distribution mix ⁸							
- Agency	55.5%	45.3%	35.4%	29.0%	25.0%	21.2%	19.5%
- Banca	21.4%	37.6%	44.9%	54.6%	59.2%	63.3%	64.4%
- Corporate agents and brokers	16.4%	10.3%	13.1%	9.6%	6.9%	6.8%	6.7%
- Direct	6.7%	6.7%	6.5%	6.8%	8.9%	8.8%	9.5%
Product mix ⁹							
-Linked	87.5%	61.6%	54.5%	66.5%	84.8%	78.2%	86.1%
-Traditional	12.5%	38.4%	45.5%	33.5%	15.2%	21.8%	13.9%

1 Including commission and excluding unit expenses

2 FY2011, FY2012, FY2013, FY2014, Q1-2015 on traditional embedded value (TEV) methodology, post tax basis; FY2015 and Q1-2016 on Indian embedded value (IEV) methodology

3 Cost / RWRP: All insurance expenses (including commission and excluding unit expenses) / RWRP

4 Total 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

9 Retail weighted received premium basis

Note: components may not add up the totals due to rounding off