



Key business indicators

| ₹ billion | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | 9M-2015 | 9M-2016 |
|--|--------|--------|--------|--------|---------|---------|---------|
| New business premium | 74.39 | 44.41 | 48.09 | 37.60 | 53.32 | 35.85 | 47.63 |
| Renewal premium | 104.42 | 95.80 | 87.30 | 86.69 | 99.74 | 64.25 | 80.16 |
| Total premium | 178.81 | 140.22 | 135.38 | 124.29 | 153.07 | 100.10 | 127.79 |
| Total expenses ¹ | 25.50 | 23.88 | 24.96 | 22.55 | 22.58 | 16.04 | 18.41 |
| Retail weighted received premium (RWRP) | 36.85 | 28.18 | 33.10 | 32.53 | 45.96 | 30.11 | 33.44 |
| Annualised premium equivalent (APE) | 39.75 | 31.18 | 35.32 | 34.44 | 47.44 | 31.46 | 34.94 |
| New business profit ² (NBP) | 7.13 | 5.00 | 5.29 | 4.27 | 6.43 | 3.50 | 4.82 |
| Profit after tax | 8.08 | 13.84 | 14.96 | 15.67 | 16.34 | 12.43 | 12.47 |
| Cost / RWRP ³ | 69.2% | 84.8% | 75.4% | 69.3% | 49.1% | 53.3% | 55.1% |
| Total Expense ratio ⁴ | 16.0% | 17.9% | 19.2% | 18.8% | 15.4% | 16.9% | 16.0% |
| Commission ratio ⁵ | 3.5% | 4.5% | 5.9% | 5.2% | 3.8% | 3.9% | 3.5% |
| Solvency ratio ⁶ | 3.27 | 3.71 | 3.96 | 3.72 | 3.37 | 3.70 | 3.20 |
| Assets under management ⁷ (AUM) | 681.50 | 707.71 | 741.64 | 805.97 | 1001.83 | 945.95 | 1017.31 |
| Distribution mix ⁸ | | | | | | | |
| - Agency | 55.5% | 45.3% | 35.4% | 29.0% | 25.0% | 23.4% | 22.1% |
| - Banca | 21.4% | 37.6% | 44.9% | 54.6% | 59.2% | 61.3% | 62.0% |
| - Corporate agents and brokers | 16.4% | 10.3% | 13.1% | 9.6% | 6.9% | 6.7% | 6.6% |
| - Direct | 6.7% | 6.7% | 6.5% | 6.8% | 8.9% | 8.6% | 9.3% |
| Product mix ⁹ | | | | | | | |
| -Linked | 87.5% | 61.6% | 54.5% | 66.5% | 84.8% | 84.1% | 84.6% |
| -Traditional | 12.5% | 38.4% | 45.5% | 33.5% | 15.2% | 15.9% | 15.4% |

1 Including commission and excluding unit expenses

2 FY2011, FY2012, FY2013, FY2014, 9M-2015 on traditional embedded value (TEV) methodology, post tax basis; FY2015 and 9M-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