Bharti AXA Life Insurance Company Limited
Ratios as prescribed by IRDA

Sr.	Particulars	For Year Ended 31 March, 2017		For Year Ended 31 March, 2016		For Quarter Ended 31 March, 2017		For Quarter Ended 31 March, 2016	
1	New Business Premium Income Growth (segment-wise)								
	Non - Participating Individual	9.0%		-13.9%		5.3%		-11.7%	
	Non - Participating Health	-44.6%		-27.9%		-33.7%		-47.1%	
	Non - Participating Group	16.4%		45.2%		-25.5%		49.4%	
	Participating - Individual	7.9%		14.6%		-0.1%		14.4%	
	Participating - Individual Pension !	NA		NA		NA		NA	
	Linked Pension	77.3%		-52.9%		454.0%		-87.5%	
	Linked Life	149.9%		-1.4%		458.3%		-68.9%	
	Gratuity	NA		NA		NA		NA	
2	Net Retention Ratio	98.4%		98.4%		98.6%		98.7%	
	(Net premium divided by gross premium)								
3	Ratio of Expenses of Management	51.3%		56.9%		44.6%		49.1%	
	(Expenses of management divided by the total Gross direct premium)								
4	Commission Ratio	7.2%		6.9%		7.4%		6.8%	
	(Gross Commission paid divided by Gross Premium)			-					
5	Ratio of Policyholders' Liabilities to Shareholders' Funds*	1494.2%		1213.5%		1494.2%		1213.5%	
6	Growth Rate of Shareholders' Funds*	1.3%		29.9%		1.3%		29.9%	
7	Ratio of Surplus / (Deficit) to Policyholders' Liability	0.1%		-2.1%		4.0%		-0.5%	
8	Change in Net Worth (Rs'000)	30,293		537,356		1,048,340		537,356	
9	Profit (Loss) after Tax / Total Income	-6.5%		-8.8%		9.8%		5.0%	
	Total Income = Total Income under Policyholders' Account (Excluding from Shareholders' Account) + Total Income under Shareholders' Account								
10	(Total Real Estate+ Loans) / Cash and invested assets	NIL		NIL		NIL		NIL	
11	Total Investments / (Capital + Surplus (Deficit))	1581.7%		1311.2%		1581.7%		1311.2%	
	Note: Total Investments = Shareholders' Investments + Policyholders' Investments + Assets held to cover Linked Liabilities								
12	Total affiliated Investments / (Capital + Surplus)	1.9%		6.6%		1.9%		6.6%	
13	Investment Yield (Gross and Net)	With Unrealised gains	With Realised gains	With Unrealised gains	With Realised gains	With Unrealised gains	With Realised gains	With Unrealised gains	With Realised gains
	Shareholder's Funds	13.3%	10.0%	6.6%	10.4%	2.4%	10.7%	14.0%	8.6%
	Policyholder's Funds								
	Par	14.2%	9.6%	5.2%	8.7%	6.3%	11.2%	9.6%	7.4%
	Par-Pension	14.3%	10.7%	5.7%	10.4%	-0.5%	8.9%	7.2%	4.6%
	Non-Par	13.1%	9.3%	7.5%	9.2%	5.0%	9.7%	8.7%	9.7%
	Linked Fund								
	Linked Life	21.2%	17.3%	-2.1%	18.6%	50.0%	18.2%	-8.1%	6.2%
	Linked Pension	25.2%	30.0%	-3.4%	44.1%	67.5%	32.2%	-12.2%	14.8%
14	Conservation Ratio	76.7%		72.0%		72.6%		74.0%	
15	Persistency Ratio #$	By No of Policies	By Annualised Premium	By No of Policies	By Annualised Premium	By No of Policies	By Annualised Premium	By No of Policies	By Annualised Premium
	For 13th month	58.2%	62.0%	49.7%	56.5%	58.2%	62.0%	49.7%	56.5%
	For 25th month	47.8%	51.9%	42.5%	49.1%	47.8%	51.9%	42.5%	49.1%
	For 37th month	45.9%	49.2%	33.4%	37.4%	45.9%	49.2%	33.4%	37.4%
	For 49th Month	35.8%	40.7%	27.7%	30.8%	35.8%	40.7%	27.7%	30.8%
	for 61st month	24.5%	28.7%	16.5%	16.5%	24.5%	28.7%	16.5%	16.5%
16	NPA Ratio								
	Gross NPA Ratio	NIL		NIL		NIL		NIL	
	Net NPA Ratio	NIL		NIL		NIL		NIL	
	Equity Holding Pattern for Life Insurers								
1	(a) No. of shares	2,406,200,976		2,286,200,976		2,406,200,976		2,286,200,976	
2	(b) Percentage of shareholding (Indian / Foreign)	51% / 49%		51% / 49%		51% / 49%		51% / 49%	
3	(c) %of Government holding (in case of public sector insurance companies)	NA		NA		NA		NA	
4	(a) Basic and diluted EPS before extraordinary items (net of tax expense) for the period (not to be annualized)	Basic Rs.(0.52)		Basic Rs.(0.51)		Basic Rs.0.26		Basic Rs.0.06	
		Diluted Rs.(0.52)		Diluted Rs.(0.51)		Diluted Rs.0.06		Diluted Rs.0.06	
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	Basic Rs.(0.52)		Basic Rs.(0.51)		Basic Rs.0.26		Basic Rs.0.06	
		Diluted Rs.(0.52)		Diluted Rs.(0.51)		Diluted Rs.0.26		Diluted Rs.0.06	
6	(iv) Book value per share	Rs. 0.98		Rs. 1.02		Rs. 0.98		Rs. 1.02	

! Company has not sold any new policies in participating pension and linked pension segment during the quarter ended 31 Mar, 2017

* Shareholders' Funds = Net Worth

\# i) Persistency ratios are as at the end of the financial year
ii) Persistency calculation includes grace period of one month
iii) A policy is considered to be 13th month consistent if the first modal premium in the second policy year is paid
iv) A policy is considered to be 25th month consistent if the first modal premium in the third policy year is paid
v) A policy is considered to be 37th month consistent if the first modal premium in the fourth policy year is paid
vi) A policy is considered to be 49th month consistent if the first modal premium in the fifth policy year is paid
v) A policy is considered to be 61st month consistent if the first modal premium in the sixth policy year is paid

$ 13 month Lapse ratio = 1 - Persistency ratio