

Bharti AXA Life Insurance Company Limited
Ratios as prescribed by IRDA



Sr.	Particulars	For the Nine Months Ended 31 December, 2017		For the Nine Months Ended 31 December, 2016		For Quarter Ended 31 December, 2017		For Quarter Ended 31 December, 2016	
1	New Business Premium Income Growth (segment-wise)								
	Non - Participating Individual		56.2%		10.8%		69.9%		24.3%
	Non - Participating Health		-11.1%		-48.1%		28.9%		-36.8%
	Non - Participating Group		6.3%		36.5%		23.2%		21.9%
	Participating - Individual		-32.0%		12.1%		-36.6%		2.5%
	Participating - Individual Pension		NA		NA		NA		NA
	Linked Pension		NA		NA		NA		2249.3%
	Linked Life		39.8%		57.1%		12.9%		122.1%
	Gratuity		NA		NA		NA		NA
2	Net Retention Ratio (Net premium divided by gross premium)		98.3%		98.3%		98.6%		98.5%
3	Ratio of Expenses of Management (Expenses of management divided by the total Gross direct premium)		47.1%		54.1%		41.9%		48.2%
4	Commission Ratio (Gross Commission paid divided by Gross Premium)		7.1%		7.1%		7.4%		7.4%
5	Ratio of Policyholders' Liabilities to Shareholders' Funds*		2002.8%		1750.1%		2002.8%		1750.1%
6	Growth Rate of Shareholders' Funds*		-12.9%		-19.5%		-8.3%		-17.9%
7	Ratio of Surplus / (Deficit) to Policyholders' Liability		0.2%		-4.2%		0.6%		-1.4%
8	Change in Net Worth (Rs'000)		(305,811)		(455,667)		(185,864)		(408,764)
9	Profit (Loss) after Tax / Total Income		0.3%		-10.3%		1.8%		-11.0%
10	Total Income = Total Income under Policyholders' Account (Excluding from Shareholders' Account) + Total Income under Shareholders' Account (Total Real Estate+ Loans) / Cash and invested assets		NIL		NIL		NIL		NIL
11	Total Investments / (Capital + Surplus (Deficit)) Note: Total Investments = Shareholders' Investments + Policyholders' Investments + Assets held to cover Linked Liabilities		2083.5%		1815.3%		2083.5%		1815.3%
12	Total affiliated Investments / (Capital + Surplus)		14.6%		7.9%		14.6%		7.9%
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	10.4%	13.2%	16.6%	9.8%	4.5%	10.8%	7.4%	9.2%
	<u>Policyholder's Funds</u>								
	Par	6.7%	11.0%	17.6%	9.1%	-1.1%	10.5%	7.1%	9.2%
	Par-Pension	6.5%	8.9%	19.6%	11.4%	-3.4%	8.9%	8.5%	9.4%
	Non-Par	7.0%	11.0%	16.2%	9.1%	0.3%	10.3%	9.4%	9.0%
	<u>Linked Fund</u>								
	Linked Life	36.7%	33.0%	13.9%	17.0%	26.7%	28.3%	-15.1%	15.2%
	Linked Pension	43.1%	47.5%	15.4%	29.2%	32.4%	39.9%	-20.7%	21.3%
14	Conservation Ratio		78.8%		78.9%		75.9%		71.2%
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	56.3%	64.0%	51.6%	57.9%	52.2%	59.9%	51.6%	57.9%
	For 25th month	49.0%	52.4%	43.8%	49.6%	48.5%	50.7%	43.8%	49.6%
	For 37th month	41.5%	46.1%	37.8%	43.3%	40.7%	46.2%	37.8%	43.3%
	For 49th Month	43.7%	49.2%	30.4%	33.7%	43.5%	47.2%	30.4%	33.7%
	for 61st month	30.4%	37.7%	23.3%	27.2%	32.2%	40.8%	23.3%	27.2%
16	NPA Ratio								
	Gross NPA Ratio		NIL		NIL		NIL		NIL
	Net NPA Ratio		NIL		NIL		NIL		NIL
	<u>Equity Holding Pattern for Life Insurers</u>								
1	(a) No. of shares		2,406,200,976		2,366,200,976		2,406,200,976		2,366,200,976
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.(0.13)		Basic Rs.(0.54)		Basic Rs.(0.08)		Basic Rs.(0.17)
			Diluted Rs.(0.13)		Diluted Rs.(0.54)		Diluted Rs.(0.08)		Diluted Rs.(0.17)
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)		Basic Rs.(0.13)		Basic Rs.(0.54)		Basic Rs.(0.08)		Basic Rs.(0.17)
			Diluted Rs.(0.13)		Diluted Rs.(0.54)		Diluted Rs.(0.08)		Diluted Rs.(0.17)
6	(iv) Book value per share		Rs. 0.86		Rs.0.79		Rs. 0.86		Rs.0.79

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

* Shareholders' Funds = Net Worth

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- 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