Bharti AXA Life Insurance Company Limited
Ratios as prescribed by IRDA

Sr.	Particulars	For the Year Ended 31 March, 2018		For the Year Ended 31 March, 2017		For Quarter Ended 31 March, 2018		For Quarter Ended 31 March, 2017	
1	New Business Premium Income Growth (segment-wise)								
	Non - Participating Individual	95.0%		9.0%		180.8%		5.3%	
	Non - Participating Health	2.4%		-44.6%		36.1%		-33.7%	
	Non - Participating Group	20.8%		16.4%		75.8%		-25.5%	
	Participating - Individual	-32.5%		7.9%		-33.5%		-0.1%	
	Participating - Individual Pension	NA		NA		NA		NA	
	Linked Pension	NA		NA		NA		454.0%	
	Linked Life	133.3%		149.9%		220.8%		458.3%	
	Gratuity	NA		NA		NA		NA	
2	Net Retention Ratio (Net premium divided by gross premium)	98.5%		98.4%		98.9%		98.6%	
3	Ratio of Expenses of Management (Expenses of management divided by the total Gross direct premium)	45.2%		51.3%		41.9%		44.6%	
4	Commission Ratio (Gross Commission paid divided by Gross Premium)	7.2%		7.2%		7.5%		7.4%	
5	Ratio of Policyholders' Liabilities to Shareholders' Funds*	2725.2%		1494.2%		2725.2%		1494.2%	
6	Growth Rate of Shareholders' Funds*	-32.2%		1.3%		-22.1%		1.3%	
7	Ratio of Surplus / (Deficit) to Policyholders' Liability	5.0%		4.1%		4.9%		4.0%	
8	Change in Net Worth (Rs'000)	(761,942)		30,293		(456,131)		1,048,340	
9	Profit (Loss) after Tax / Total Income	0.2%		-6.5%		0.1%		9.8%	
	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))	2800.9%		1581.7%		2800.9%		1581.7%	
	Note: Total Investments = Shareholders' Investments + Policyholders' Investments + Assets held to cover Linked Liabilities								
12	Total affiliated Investments / (Capital + Surplus)	5.6%		1.9%		5.6%		1.9%	
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	9.1%	14.0%	13.3%	10.0%	5.1%	16.5%	2.4%	10.7%
	<u>Policyholder's Funds</u>								
	Par	6.4%	10.9%	14.2%	9.6%	5.7%	10.5%	6.3%	11.2%
	Par-Pension	6.7%	9.6%	14.3%	10.7%	7.1%	11.9%	-0.5%	8.9%
	Non-Par	6.3%	10.5%	13.1%	9.3%	4.6%	9.8%	5.0%	9.7%
	<u>Linked Fund</u>								
	Linked Life	14.1%	22.9%	21.2%	17.3%	-12.9%	30.0%	50.0%	18.2%
	Linked Pension	15.9%	32.5%	25.2%	30.0%	-15.9%	43.1%	67.5%	32.2%
14	Conservation Ratio	81.1%		76.7%		86.0%		72.6%	
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	57.4%	65.3%	58.2%	62.0%	55.4%	62.8%	57.0%	61.4%
	For 25th month	50.1%	54.3%	47.8%	51.9%	48.7%	54.0%	48.4%	51.2%
	For 37th month	43.0%	46.8%	45.9%	49.2%	43.4%	45.7%	40.4%	39.6%
	For 49th Month	42.8%	46.1%	35.8%	40.7%	37.9%	37.5%	39.5%	41.6%
	for 61st month	33.4%	40.8%	24.5%	28.7%	37.8%	43.6%	26.1%	30.1%
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		2,406,200,976		2,406,200,976		2,406,200,976	
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.(0.3) Diluted Rs.(0.3)		Basic Rs.(0.52) Diluted Rs.(0.52)		Basic Rs.0.04 Diluted Rs.0.04		Basic Rs.0.26 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.(0.3) Diluted Rs.(0.3)		Basic Rs.(0.52) Diluted Rs.(0.52)		Basic Rs.0.04 Diluted Rs.0.04		Basic Rs.0.26 Diluted Rs.0.26	
6	(iv) Book value per share	Rs. 0.67		Rs. 0.98		Rs. 0.67		Rs. 0.98	

! Company has not sold any new policies in participating pension and linked pension segment during the year ended 31 March, 2018
* Shareholders' Funds = Net Worth
!! Company started selling linked group gratuity in current financial year (2017-18)
\# i) Persistency ratio is based on the IRDAI circular dated 23rd Jan 2014 (IRDA/ACT/CIR/MISC/035/01/2014)
ii) Persistency Ratio are based on 1 year period
$ 13 month Lapse ratio = 1 - Persistency ratio
** Expense include expenses charged to shareholders account as per EOM regulations, 2016