Bharti AXA Life Insurance Company Limited

Ratios as prescribed by IRDA

Sr.	Particulars	For Period Ended 31 December, 2019		For Period Ended 31 December, 2018		For Quarter Ended 31 December, 2019		For Quarter Ended 31 December, 2018	
1	New Business Premium Income Growth (segment-wise)								
	Non - Participating Individual	22.9%		85.2%		15.2%		47.3%	
	Non - Participating Health	-96.5%		11.2%		-100.0%		-36.5%	
	Non - Participating Group	-22.1%		13.9%		-46.2%		-4.8%	
	Participating - Individual	-27.2%		-3.0%		-19.1%		-11.6%	
	Participating - Individual Pension !	NA		NA		NA		NA	
	Linked Pension !!	NA		NA		-100.0%		NA	
	Linked Life	31.4%		268.6%		29.4%		282.4%	
	Gratuity !!!	-37.8%		NA		-100.0%		NA	
2	Net Retention Ratio (Net premium divided by gross premium)	98.5%		98.5%		98.6%		98.6%	
3	Ratio of Expenses of Management ** (Expenses of management divided by the total Gross direct premium)	46.9%		46.5%		43.0%		43.8%	
4	Commission Ratio (Gross Commission paid divided by Gross Premium)	8.7%		8.3%		8.9%		8.5%	
5	Ratio of Policyholders' Liabilities to Shareholders' Funds*	2473.0%		2493.6%		2473.0%		2493.6%	
6	Growth Rate of Shareholders' Funds*	11.3%		21.6%		-10.5%		20.3%	
7	Ratio of Surplus / (Deficit) to Policyholders' Liability	-1.3%		-1.0%		-0.7%		-0.4%	
8	Change in Net Worth (Rs'000)	2,70,766		3,50,151		(3,14,239)		3,32,857	
9	Profit (Loss) after Tax / Total Income	-5.7%		-3.2%		-6.1%		-3.4%	
	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	1.41%		1.64%		1.41%		1.64%	
11	Total Investments / (Capital + Surplus (Deficit)) Note: Total Investments = Shareholders' Investments + Policyholders' Investments + Assets held to cover Linked Liabilities	2537.7%		2570.0%		2537.7%		2570.0%	
12	Total affiliated Investments / (Capital + Surplus)	27.8%		1.4%		27.8%		1.4%	
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	10.3%	8.2%	6.7%	9.8%	7.2%	5.8%	20.1%	8.9%
	Policyholder's Funds								
	Par	12.6%	8.9%	8.7%	8.8%	9.7%	7.4%	26.3%	8.7%
	Par-Pension	12.2%	11.9%	9.3%	9.9%	7.5%	7.5%	28.5%	8.6%
	Non-Par	12.7%	9.3%	8.4%	9.1%	10.8%	9.0%	24.5%	9.3%
	Linked Fund								
	Linked Life	8.3%	12.6%	6.1%	13.4%	17.2%	10.5%	0.8%	9.6%
	Linked Pension	8.0%	18.1%	6.9%	21.6%	18.6%	15.7%	-0.6%	15.9%
14	Conservation Ratio	78.6%		83.9%		79.9%		80.6%	
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	53.1%	61.1%	57.5%	64.7%	50.1%	57.6%	53.4%	60.5%
	For 25th month	50.5%	57.4%	48.3%	54.9%	48.1%	55.1%	44.6%	50.8%
	For 37th month	42.7%	48.8%	44.1%	48.0%	39.5%	44.6%	43.3%	46.7%
	For 49th Month	41.4%	45.2%	38.8%	43.2%	41.2%	44.0%	37.8%	43.0%
	for 61st month	34.7%	38.7%	39.7%	44.1%	34.1%	39.0%	38.7%	41.2%
16	NPA Ratio								
	Gross NPA Ratio	0.9%		NIL		0.9%		NIL	
	Net NPA Ratio	0.7%		NIL		0.7%		NIL	
	Equity Holding Pattern for Life Insurers								
1	(a) No. of shares	2,66,12,00,976		2,50,62,00,976		2,66,12,00,976		2,50,62,00,976	
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. (0.42) Diluted Rs.(0.42)		Basic Rs.(0.22) Diluted Rs.(0.22)		Basic Rs.(0) Diluted Rs.(0.16)		Basic Rs.(0.08) Diluted Rs.(0.08)	
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	Basic Rs. (0.42) Diluted Rs.(0.42)		Basic Rs.(0.22) Diluted Rs.(0.22)		Basic Rs.(0.16) Diluted Rs.(0.16)		Basic Rs.(0.08) Diluted Rs.(0.08)	
6	(iv) Book value per share	Rs. 1		Rs. 0.79		Rs. 1		Rs. 0.79	

! Company has not sold any new policies during the current period.

* Shareholders' Funds = Net Worth

!! No new policies were sold during the previous period, however new top-up premium has been received during the current period. There is reversal of premium in previous year on YTD basis. No new policies were sold during the current period

!!! No new policies were sold during the previous period, however additional contribution has been received during the current period.

\# 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