Bharti AXA Life Insurance Company Limited

Ratios as prescribed by IRDA

Sr.	Particulars	For Period Ended 30 June, 2020		For Period Ended 30 June, 2019		For Quarter Ended 30 June, 2020		For Quarter Ended 30 June, 2019	
1	New Business Premium Income Growth (segment-wise)								
	Non - Participating Individual	-30.4%		33.9%		-30.4%		33.9%	
	Non - Participating Health	-100.0%		-91.0%		-100.0%		-91.0%	
	Non - Participating Group	-81.5%		-5.9%		-81.5%		-5.9%	
	Participating - Individual	-15.0%		-24.7%		-15.0%		-24.7%	
	Participating - Individual Pension !	NA		NA		NA		NA	
	Linked Pension !!	NA		NA		NA		NA	
	Linked Life	-34.8%		52.6%		-34.8%		52.6%	
	Gratuity	NA		NA		NA		NA	
2	Net Retention Ratio (Net premium divided by gross premium)	97.8%		98.2%		97.8%		98.2%	
3	Ratio of Expenses of Management ** (Expenses of management divided by the total Gross direct premium)	47.8%		55.3%		47.8%		55.3%	
4	Commission Ratio @ (Gross Commission paid divided by Gross Premium)	9.1%		8.6%		9.1%		8.6%	
5	Ratio of Policyholders' Liabilities to Shareholders' Funds*	1802.9%		2298.3%		1802.9%		2298.3%	
6	Growth Rate of Shareholders' Funds*	5.2%		6.0%		5.2%		6.0%	
7	Ratio of Surplus / (Deficit) to Policyholders' Liability	-0.4%		-0.7%		-0.4%		-0.7%	
8	Change in Net Worth (Rs'000)	2,00,211		1,43,017		2,00,211		1,43,017	
9	Profit (Loss) after Tax / Total Income	-4.2%		-6.3%		-4.2%		-6.3%	
	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	1.3%		1.6%		1.3%		1.6%	
11	Total Investments / (Capital + Surplus (Deficit))	1875.0%		2385.2%		1875.0%		2385.2%	
	Note: Total Investments = Shareholders' Investments + Policyholders' Investments + Assets held to cover Linked Liabilities								
12	Total affiliated Investments / (Capital + Surplus)	35.0%		18.3%		35.0%		18.3%	
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	21.6%	9.2%	14.7%	10.8%	21.6%	9.2%	14.7%	10.8%
	Policyholder's Funds								
	Par	20.6%	8.4%	21.4%	10.5%	20.6%	8.4%	21.4%	10.5%
	Par-Pension	12.5%	6.6%	19.7%	10.0%	12.5%	6.6%	19.7%	10.0%
	Non-Par	18.9%	8.3%	20.7%	10.0%	18.9%	8.3%	20.7%	10.0%
	Linked Fund								
	Linked Life	66.6%	-0.8%	6.5%	13.6%	66.6%	-0.8%	6.5%	13.6%
	Linked Pension	84.4%	1.5%	5.4%	20.4%	84.4%	1.5%	5.4%	20.4%
14	Conservation Ratio	66.8%		76.1%		66.8%		76.1%	
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
		45.3%	61.3%	57.3%	66.1%	25.6%	52.3%	47.8%	54.9%
	For 25th month	47.9%	55.7%	51.2%	58.4%	38.4%	45.9%	49.2%	55.4%
	For 37th month	43.2%	49.6%	46.3%	51.0%	40.6%	45.9%	42.3%	47.6%
	For 49th Month	42.1%	46.8%	41.2%	45.5%	37.8%	43.5%	38.4%	41.7%
	for 61st month	35.2%	39.3%	38.0%	39.6%	31.7%	34.9%	33.4%	35.6%
16	NPA Ratio								
	Gross NPA Ratio	1.5%		NIL		1.5%		NIL	
	Net NPA Ratio	0.2%		NIL		0.2%		NIL	
	Equity Holding Pattern for Life Insurers								
1	(a) No. of shares	2,94,12,00,976		2,57,62,00,976		2,94,12,00,976		2,57,62,00,976	
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. (0.12)		Basic Rs. (0.14)		Basic Rs. (0.12)		Basic Rs. (0.14)	
		Diluted Rs.(0.12)		Diluted Rs.(0.14)		Diluted Rs.(0.12)		Diluted Rs.(0.14)	
5	(b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized)	Basic Rs. (0.12)		Basic Rs.(0.14)		Basic Rs. (0.12)		Basic Rs.(0.14)	
		Diluted Rs.(0.12)		Diluted Rs.(0.14)		Diluted Rs.(0.12)		Diluted Rs.(0.14)	
6	(iv) Book value per share	Rs. 1.37		Rs. 0.99		Rs. 1.37		Rs. 0.99	

! Company has not sold any new policies in participating pension segment during the period ended 30 June, 2020

* Shareholders' Funds = Net Worth

!! No New policies were sold during the previous period, however Top up premium have been recived during the current period

\# Calculations are in accordance with the IRDAI circular IRDA/ACT/CIR/MISC/035/01/2014 dated January 23, 2014:

a) Persistency ratios for the quarter ending June 30, 2020 have been calculated on July 31, 2020 for the policies issued in April to June period of the relevant years. For example, the 13th month persistency for quarter ending June 30, 2020 is calculated for policies issued from April 1, 2019 to June 30, 2019.

b) Persistency ratios for year ending June 30, 2020 have been calculated on July 31, 2020 for the policies issued in July to June period of the relevant years. For example, the 13th month persistency for year ending June 30, 2020 is calculated for policies issued from July 1, 2018 to June 30, 2019.

c) Persistency ratios for the quarter ending June 30, 2019 have been calculated on July 31, 2019 for the policies issued in April to June period of the relevant years. For example, the 13th month persistency for quarter ending June 30, 2019 is calculated for policies issued from April 1, 2018 to June 30, 2018.

d) Persistency ratios for year ending June 30, 2019 have been calculated on July 31, 2019 for the policies issued in July to June period of the relevant years. For example, the 13th month persistency for year ending June 30, 2019 is calculated for policies issued from July 1, 2017 to June 30, 2018.

e) Single premium and group one year renewable products are excluded.

$ 13 month Lapse ratio = 1 - Persistency ratio

** This amount represents Gross expenses of management (Before transfer to Shareholders)

@ Rewards and remuneration to agents and brokers has been reclassified from Operating expenses to Commission