

FORM L-22 - Analytical Ratios*

 Insurer: **SHRIRAM LIFE INSURANCE COMPANY LIMITED**

| Sl.No. | Particular | For the quarter 31.03.15 | Up to The Period 31.03.15 | For the quarter 31.03.14 | Up to The Period 31.03.14 |
|--------|--|--------------------------------|---------------------------------|--------------------------------|---------------------------------|
| 1 | New business premium income growth rate - segment wise | | | | |
| | Life -Individual business | | | | |
| | - Participating Life | 27.1% | 10.3% | 13.1% | 4.8% |
| | - Linked Life | -80.9% | -64.8% | -49.4% | -47.8% |
| | Life -Group Business | 94.5% | 29.4% | -19.8% | -2.8% |
| | Pension | -95.2% | -95.3% | -90.8% | -36.4% |
| | Annuities | -100.0% | -81.7% | 75.0% | -6.0% |
| 2 | Net Retention Ratio | 99.8% | 99.7% | 99.7% | 99.5% |
| 3 | Expense of Management to Gross Direct Premium Ratio | 46.1% | 47.3% | 29.5% | 37.1% |
| 4 | Commission Ratio (Gross commission paid to Gross Premium) | 5.7% | 5.5% | 4.4% | 5.7% |
| 5 | Ratio of policy holder's liabilities to shareholder's funds | 369.3% | 369.3% | 376.1% | 376.1% |
| 6 | Growth rate of shareholders' fund | 21.3% | 21.3% | 25.8% | 25.8% |
| 7 | Ratio of surplus to policyholders' liability | 4.1% | 4.1% | 4.3% | 4.3% |
| 8 | Change in net worth (Rs. In lakhs) | 90 50 | 90 50 | 87 15 | 87 15 |
| 9 | Profit after tax/Total Income | 18.9% | 7.0% | 28.6% | 11.1% |
| 10 | (Total real estate + loans)/(Cash & invested assets) | 0.1% | 0.1% | 0.0% | 0.0% |
| 11 | Total investments/(Capital + Surplus) | 474.1% | 474.1% | 456.9% | 456.9% |
| 12 | Total affiliated investments/(Capital+ Surplus) | - | - | | |
| 13 | Investment Yield (Gross and Net) | | | | |
| | A. With Realised Gains | | | | |
| | Policyholders | | | | |
| | Non-Linked | | | | |
| | Par | 2.8% | 9.3% | 2.6% | 9.1% |
| | Non-Par | 3.0% | 9.8% | 2.8% | 9.0% |
| | Linked | | | | |
| | Non-Par | 3.2% | 16.0% | 3.0% | 11.2% |
| | Shareholders | 3.6% | 6.5% | 2.2% | 8.0% |
| | B. With Unrealised Gains | | | | |
| | Policyholders | | | | |
| | Non-Linked | | | | |
| | Par | 3.8% | 17.9% | 3.3% | 3.6% |
| | Non-Par | 3.1% | 15.4% | 2.7% | 6.2% |
| | Linked | | | | |
| | Non-Par | 4.1% | 32.4% | 4.9% | 15.2% |
| | Shareholders | 1.3% | 10.1% | 2.4% | 5.5% |
| 14 | Conservation Ratio | | | | |
| | Participating Life | 75.0% | 66.1% | 62.3% | 54.1% |
| | Non-participating Life | 26.0% | 23.5% | 76.0% | 68.1% |
| | Linked Life | 27.8% | 27.3% | 24.5% | 20.8% |
| | Linked Pension | 30.1% | 51.9% | 73.8% | 58.4% |
| 15 | Persistency Ratio # (Premium basis) | | | | |
| | For 13th month | 67.5% | 63.7% | 58.8% | 64.0% |
| | For 25th month | 45.1% | 55.6% | 57.7% | 65.6% |
| | For 37th month | 54.9% | 63.1% | 79.5% | 63.7% |
| | For 49th Month | 78.9% | 52.0% | 19.9% | 17.1% |
| | for 61st month | 11.0% | 9.1% | 7.1% | 8.9% |
| | Persistency Ratio (Number basis) | | | | |
| | For 13th month | 41.9% | 45.1% | 45.2% | 43.5% |
| | For 25th month | 23.6% | 29.4% | 29.7% | 33.9% |
| | For 37th month | 26.8% | 30.4% | 43.3% | 37.9% |
| | For 49th Month | 41.9% | 31.5% | 15.0% | 12.8% |
| | for 61st month | 8.3% | 7.2% | 5.3% | 6.4% |
| | Renewal Rates (Premium basis) | | | | |
| | For 13th month | 36.6% | 43.4% | 42.5% | 41.1% |
| | For 25th month | 49.8% | 63.2% | 59.8% | 66.4% |
| | For 37th month | 67.3% | 72.9% | 62.6% | 46.1% |
| | For 49th Month | 72.8% | 72.6% | 57.4% | 56.1% |
| | for 61st month | 43.1% | 46.2% | 49.5% | 49.4% |
| | Renewal Rates (Number basis) | | | | |
| | For 13th month | 33.6% | 40.0% | 42.5% | 37.9% |
| | For 25th month | 42.7% | 55.5% | 57.0% | 63.9% |
| | For 37th month | 65.1% | 70.9% | 61.9% | 49.8% |
| | For 49th Month | 70.6% | 72.1% | 57.0% | 59.3% |
| | for 61st month | 44.8% | 52.9% | 53.0% | 52.6% |
| 16 | NPA Ratio | | | | |
| | Gross NPA Ratio | - | - | - | - |
| | Net NPA Ratio | - | - | - | - |

| Equity Holding Pattern for Life Insurers | | | | | |
|--|---|-------------|-------------|-------------|-------------|
| 1 | (a) No. of shares | 17500 09 00 | 17500 09 00 | 17500 00 00 | 17500 00 00 |
| 2 | (b) Percentage of shareholding | | | | |
| | Indian | 100% | 100% | 100% | 100% |
| | Foreign | - | - | - | - |
| 3 | (c) %of Government holding (in case of public sector insurance companies) | | | | |
| 4 | (a) Basic and diluted EPS before extraordinary items (net of tax expense) for the period (not to be annualized) | 3.82 | 4.56 | 4.27 | 4.92 |
| 5 | (b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized) | 3.73 | 4.44 | 4.27 | 4.92 |
| 6 | (iv) Book value per share (Rs) | 28.53 | 28.53 | 24.29 | 24.29 |