

PERIODIC DISCLOSURES

FORM L-22 Analytical Ratios

Insurer: Birla Sun Life Insurance Company Ltd (Regn. No. 109)

Date: 31.03.2010

Analytical Ratios for Life Companies

Sr. No.	Particulars	31st March 2010	31st March 2009
1	New business premium income growth (segment-wise) (New business premium for Current Year divided by new business premium income for Previous Year)		
	a) Linked Business	115%	123%
	b) Non-Linked Business	23%	672%
	c) Pension Business	61%	3300%
	d) Health Business	277%	NA
	e) Total Business	105%	144%
2	Net Retention Ratio (Net premium divided by gross premium)	99%	99%
3	Ratios of Expenses of Management (Expenses of management divided by the total gross direct premium) Note: Expenses of Management = Operating Expenses related to Insurance Business + Commission Expenses	33%	38%
4	Commission Ratio (Gross Commission paid to Gross Premium)	9%	11%
5	Ratio of Policyholders' Liabilities to Shareholders' Funds Note: a) Policyholders' Liabilities = Policy Liabilities + Funds for Future Appropriations + Provision for Linked Liabilities + Credit/(Debit) fair value change account (Linked & Non Linked) b) Shareholders' Funds = Share Capital + Reserves & Surplus + Credit / (Debit) fair value Current Year account + Credit / (Debit) balance in Profit & Loss A/C	3709%	2141%
6	Growth Rate of Shareholders' Funds	4%	6%
7	Ratio of Surplus to Policyholders Liabilities	Nil	Nil
8	Change in Net Worth (Rs.in '000)	145,136	228,745
9	Profit after Tax / Total Income Note: 1) Total Income = Total Income under Policyholders' Account (Excluding Contributions from Shareholders' Account) + Total Income under Shareholders' Account	-5%	-18%
10	(Total Real Estate + Loans) / Cash & Invested Assets	0.16%	0.24%
11	Total Investments / (Capital + Surplus) Note: Total Investments = Shareholders' Investments + Policyholders' Investments + Assets held to cover Linked Liabilities	3822%	2250%
12	Total Affiliated Investments / (Capital + Surplus)*	86.15%	47.52%
*	Ratio calculated above is without considering policyholders' funds amounting to Rs.149,387 (Previous Year: 82,860). The ratio after considering the policyholders' funds is 2.37% (Previous Year: 2.23%)		

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13	Investment Yield		
	A. With Realised Gains		
	Shareholders' Funds	7.73%	7.41%
	Policyholders' Funds		
	Non-Linked:		
	Par	NA	NA
	Non Par	6.67%	14.31%
	Linked:		
	Par	NA	NA
	Non Par	28.12%	-7.11%
	B. Without Realised Gains		
	Shareholders' Funds	7.14%	7.42%
	Policyholders' Funds		
	Non-Linked:		
	Par	NA	NA
	Non Par	5.86%	14.30%
	Linked:		
	Par	NA	NA
	Non Par	43.79%	-10.85%
14	Conservation Ratio		
	Linked business	64%	57%
	Pension	22%	86%
	Non linked business	72%	78%

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Date: 31-03-2010

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Sr.No.	Particulars	31st March 2010		31st March 2009	
		By Count	By Annualized Premium	By Count	By Annualized Premium
15	Persistency Ratio				
	Linked Individual Business [A]				
	For 13th month	71.54%	84.91%	76.49%	87.61%
	For 25th month	64.60%	80.10%	68.51%	83.50%
	For 37th month	62.84%	78.28%	67.01%	82.13%
	For 49th Month	61.16%	75.72%	65.76%	80.36%
	For 61st month	60.03%	73.68%	64.73%	78.62%
	Linked Pension Business [B]				
	For 13th month	79.44%	80.62%	97.75%	93.52%
	For 25th month	78.25%	79.50%	96.87%	91.87%
	For 37th month	75.27%	77.74%	93.85%	89.49%
	For 49th Month	69.21%	74.45%	79.66%	77.12%
	For 61st month	65.77%	73.25%	74.58%	73.74%
	Non Linked Individual Business [C]				
	For 13th month	32.41%	63.28%	39.53%	68.19%
	For 25th month	27.15%	57.03%	32.71%	60.07%
	For 37th month	24.61%	53.31%	29.92%	55.84%
	For 49th Month	23.17%	51.34%	28.30%	53.73%
	For 61st month	22.31%	49.45%	27.28%	51.62%
	Total Business [A+B+C]				
	For 13th month	70.18%	84.52%	75.21%	87.55%
	For 25th month	63.55%	79.90%	67.52%	83.45%
	For 37th month	61.70%	78.08%	65.91%	82.03%
	For 49th Month	59.86%	75.48%	64.22%	80.07%
	For 61st month	58.64%	73.49%	63.06%	78.30%
16	NPA Ratio				
	Gross NPA Ratio		Nil		Nil
	Net NPA Ratio		Nil		Nil
Equity Holding Pattern for Life Insurers					
1	No. of shares (FV of Rs.10 each)	1,969,500,000		1,879,500,000	
2	Percentage of shareholding (Indian / Foreign)	74% / 26%		74% / 26%	
3	% of Government holding (in case of public sector insurance sector insurance companies)	Nil		Nil	
4	Basic and Diluted EPS before extraordinary items (net of tax expenses) for the period (not to be annualized) {share of FV of Rs.10 each} Rs.	(2.28)		(4.44)	
5	Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not to be annualized) {share of FV of Rs.10 each} Rs.	(2.28)		(4.44)	
6	Book value per share (Rs.)	2.14		2.17	

Notes:

The persistency ratio as at March 31, 20XX is for business sold since inception till February 28, 20XX-1. Group Business has been excluded.