

## ANNEXURES TO SCHEDULE 16

## BIRLA SUN LIFE INSURANCE COMPANY LIMITED

Registration Number: 109 dated 31st January 2001


**Birla Sun Life**  
 Insurance

FINANCIAL YEAR : 2008-09

ANNEXURE 5

Sr. No.	Ratios for Life Insurers	31st March 2009	31st March 2008
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	123%	228%
	b) Non-Linked Business	672%	92%
	c) Linked Pension Business	3300%	68%
	d) Health Business	NA	—
	e) Total Business	144%	223%
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	36%	31%
4	Commission Ratio (Gross Commission paid to Gross Premium)	11%	10%
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	2110%	1686%
6	Growth Rate of Shareholders' Funds	6%	69%
7	Ratio of Surplus to Policyholders Liabilities	Nil	Nil
8	Change in Net Worth (Rs.in '000)	228746	1577022
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	-18%	-12%
10	(Total Real Estate + Loans) / Cash & Invested Assets	0.24%	0.22%
11	Total Investments / (Capital + Surplus) Note: Total Investments = Shareholders' Investments + Policyholders' Investments + Assets held to cover Linked Liabilities	3189%	1792%
12	Total Affiliated Investments / (Capital + Surplus)*	47.52%	29.77%

\* Ratio calculated above is without considering policyholders' funds amounting to Rs 82,860 (Previous Year: 61,583 thousands)

The ratio after considering the policyholders' funds for the Current Year is 2.23% (Previous Year: 1.75%)

# PERIODIC DISCLOSURES

## FORM L-22 Analytical Ratios

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

Date: 31.03.09

### Analytical Ratios for Life Companies

Sl.No.	Particulars	Current Year	Previous Year
13	<b>Investment Yield (Gross and Net)</b>		
	A. With Realised Gains		
	Shareholders' Funds	7.41%	8.36%
	Policyholders' Funds		
	Non-Linked:		
	Par	NA	NA
	Non Par	14.31%	8.14%
	Linked:		
	Par	NA	NA
	Non Par	-7.11%	16.94%
	B. Without Realised Gains		
	Shareholders' Funds	7.42%	7.37%
	Policyholders' Funds		
	Non-Linked:		
	Par	NA	NA
	Non Par	14.30%	8.10%
	Linked:		
	Par	NA	NA
	Non Par	-10.85%	13.46%
14	<b>Conservation Ratio</b>		
	Linked business	56%	81%
	Pension	85%	71%
	Non linked business	78%	87%

# PERIODIC DISCLOSURES

## FORM L-22 Analytical Ratios

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

Date: 31-03-2009

Analytical Ratios for Life Companies					
Sl.No.	Particular	As at March 31, 2009		As at March 31, 2008	
		By Policies	By Annualized Premium	By Policies	By Annualized Premium
15	<b>Persistency Ratio</b>				
	<b>Linked Individual Business [A]</b>				
	For 13th month	76.5%	87.6%	80.8%	93.6%
	For 25th month	68.5%	83.5%	72.8%	90.4%
	For 37th month	67.0%	82.1%	71.5%	89.0%
	For 49th Month	65.8%	80.4%	70.3%	87.4%
	For 61st month	64.7%	78.6%	69.5%	86.4%
	<b>Linked Pension Business [B]</b>				
	For 13th month	97.7%	93.5%	99.2%	97.3%
	For 25th month	96.9%	91.9%	98.7%	96.6%
	For 37th month	93.8%	89.5%	95.8%	94.3%
	For 49th Month	79.7%	77.1%	84.5%	84.0%
	For 61st month	74.6%	73.7%	NA	NA
	<b>Non Linked Individual Business [C]</b>				
	For 13th month	39.5%	68.2%	42.9%	70.3%
	For 25th month	32.7%	60.1%	36.8%	63.4%
	For 37th month	29.9%	55.8%	34.3%	60.3%
	For 49th Month	28.3%	53.7%	32.7%	58.3%
	For 61st month	27.3%	51.6%	31.9%	56.8%
	<b>Total Business [A+B+C]</b>				
	For 13th month	75.2%	87.6%	78.9%	93.4%
	For 25th month	67.5%	83.4%	71.5%	90.2%
	For 37th month	65.9%	82.0%	70.0%	88.8%
	For 49th Month	64.2%	80.1%	68.3%	86.9%
	For 61st month	63.1%	78.3%	67.4%	85.9%
16	<b>NPA Ratio</b>				
	Gross NPA Ratio	Nil		Nil	
	Net NPA Ratio	Nil		Nil	
<b>Equity Holding Pattern for Life</b>					
1	No. of shares (FV of Rs.10 each)	1,879,500,000		1,274,500,000	
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.	(4.44)		(5.11)	
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.	(4.44)		(5.11)	
6	Book value per share (Rs.)	2.17		3.02	

**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.