

**SBI Life Insurance Company Limited**  
Statement of Unaudited Results for the quarter and nine months ended December 31, 2017

(₹ in Lakhs)

Sl. No.	Particulars	Three months ended/ As at			Nine months ended/ As at		Year ended/ As at March 31, 2017
		December 31, 2017	September 30, 2017	December 31, 2016	December 31, 2017	December 31, 2016	
		(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	
<b>POLICYHOLDERS' A/C</b>							
1	Gross premium income						
	(a) First Year Premium	238,675	203,903	170,933	559,761	387,030	620,723
	(b) Renewal Premium	390,406	297,152	296,568	886,361	668,035	1,087,127
	(c) Single Premium	52,517	44,951	58,838	160,288	307,103	393,663
2	Net premium income <sup>1</sup>	677,621	538,457	524,288	1,592,336	1,350,640	2,085,245
3	Income from investments (Net) <sup>2</sup>	279,376	233,603	69,900	773,676	594,580	929,498
4	Other income	1,620	1,394	1,646	4,895	4,933	6,739
5	Transfer of funds from Shareholders' A/c	-	-	-	-	-	6,268
6	<b>Total (2 to 5)</b>	<b>958,617</b>	<b>773,454</b>	<b>595,834</b>	<b>2,370,907</b>	<b>1,950,153</b>	<b>3,027,750</b>
7	Commission on						
	(a) First Year Premium	20,156	17,811	13,321	48,762	32,839	50,567
	(b) Renewal Premium	10,570	8,415	7,452	24,379	16,397	26,651
	(c) Single Premium	512	515	272	1,352	779	1,116
8	Net Commission <sup>3</sup>	31,238	26,741	21,045	74,493	50,015	78,334
9	Operating Expenses related to insurance business (a + b):	43,969	42,413	42,459	123,565	121,169	164,649
	(a) Employees remuneration and welfare expenses	24,130	24,648	19,429	71,360	62,988	82,274
	(b) Other operating expenses <sup>4</sup>	19,839	17,765	23,030	52,205	58,181	82,375
10	Expenses of Management (8+9)	75,207	69,154	63,504	198,058	171,184	242,983
11	Provisions for doubtful debts (including bad debts written off)	33	54	5	99	34	37
12	Provisions for diminution in value of investments and provision for standard assets	(982)	976	(230)	107	(283)	(463)
13	Service tax on charges <sup>4</sup>	9,521	8,212	5,993	23,362	15,260	22,658
14	Provision for taxes	2,716	3,680	2,092	18,550	15,063	17,983
15	Benefits Paid <sup>3</sup> (Net) <sup>1</sup>	291,378	266,924	195,840	821,102	688,262	955,020
16	Change in actuarial liability	559,217	395,947	314,164	1,233,642	1,000,851	1,724,096
17	<b>Total (10+11+12+13+14+15+16)</b>	<b>937,090</b>	<b>744,947</b>	<b>581,368</b>	<b>2,294,920</b>	<b>1,890,371</b>	<b>2,962,314</b>
18	<b>Surplus/(Deficit) (6-17)</b>	<b>21,527</b>	<b>28,507</b>	<b>14,466</b>	<b>75,987</b>	<b>59,782</b>	<b>65,436</b>
19	<b>Appropriations</b>						
	(a) Transferred to Shareholders A/c	12,585	12,971	10,150	47,359	34,239	65,459
	(b) Funds for Future Appropriations	8,942	15,536	4,316	28,628	25,566	-
20	<b>Details of Surplus/ (Deficit)</b>						
	(a) Interim & terminal bonus paid	1,084	530	551	2,165	1,626	2,406
	(b) Allocation of bonus to policyholders	-	-	-	-	-	74,078
	(c) Surplus shown in the Revenue Account	21,527	28,507	14,466	75,987	59,782	65,436
	<b>Total Surplus</b>	<b>22,611</b>	<b>29,037</b>	<b>15,017</b>	<b>78,152</b>	<b>61,408</b>	<b>141,920</b>
<b>SHAREHOLDERS' A/C</b>							
21	Transfer from Policyholders' Account	12,585	12,971	10,150	47,359	34,239	65,459
22	Total income under Shareholders' Account						
	(a) Investment Income	11,830	11,276	10,189	33,801	31,249	40,156
	(b) Other income	288	216	205	852	616	821
23	Expenses other than those related to insurance business	817	1,023	668	2,466	1,885	2,753
24	Transfer of funds to Policyholders' A/c	-	-	-	-	-	6,268
25	Provisions for doubtful debts (including write off)	-	-	-	-	-	-
26	Provisions for diminution in value of investments	(163)	178	(1)	15	(16)	(41)
27	<b>Profit/ (loss) before tax</b>	<b>24,049</b>	<b>23,262</b>	<b>19,877</b>	<b>79,531</b>	<b>64,235</b>	<b>97,456</b>
28	Provisions for tax	1,021	715	834	2,612	2,374	1,992
29	<b>Profit/ (loss) after tax and before Extraordinary Items</b>	<b>23,028</b>	<b>22,547</b>	<b>19,043</b>	<b>76,919</b>	<b>61,861</b>	<b>95,464</b>
30	Extraordinary Items (Net of tax expenses)	-	-	-	-	-	-
31	<b>Profit/ (loss) after tax and Extraordinary Items</b>	<b>23,028</b>	<b>22,547</b>	<b>19,043</b>	<b>76,919</b>	<b>61,861</b>	<b>95,464</b>
32	<b>Dividend per share (₹):</b>						
	(a) Interim Dividend	-	-	-	-	-	1.50
	(b) Final Dividend	-	-	-	-	-	-
33	Profit/(Loss) carried to Balance Sheet	523,397	500,369	430,927	523,397	430,927	446,478
34	Paid up equity share capital	100,000	100,000	100,000	100,000	100,000	100,000
35	Reserve & Surplus (excluding Revaluation Reserve)	523,397	500,369	430,927	523,397	430,927	446,478
36	Fair Value Change Account and Revaluation Reserve (Shareholders)	20,112	17,863	2,841	20,112	2,841	8,730
37	<b>Total Assets:</b>						
	(a) <b>Investments:</b>						
	Shareholders'	515,229	499,434	436,901	515,229	436,901	429,550
	Policyholders Fund excluding Linked Assets	5,221,922	4,951,090	4,404,750	5,221,922	4,404,750	4,696,175
	Assets held to cover Linked Liabilities	5,243,613	4,882,346	4,019,205	5,243,613	4,019,205	4,457,303
	(b) Other Assets (Net of current liabilities and provisions)	336,739	367,198	298,483	336,739	298,483	339,496

\* Details of expenses contributing more than 10% of the expense of management are as below:

Business promotion expenses	2,020	474	8,588	2,738	15,229	21,625
-----------------------------	-------	-----	-------	-------	--------	--------

1 Net of reinsurance

2 Net of amortisation and losses (including capital gains)

3 Inclusive of interim bonus & terminal bonus

4 Inclusive of Goods and Service Tax (GST) from July 1, 2017 onwards



SI. No.	Particulars	Three months ended/ As at			Nine months ended/ As at		Year ended/ As at March 31,
		December 31, 2017	September 30, 2017	December 31, 2016	December 31, 2017	December 31, 2016	2017
		(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
38	<b>Analytical Ratios<sup>1</sup></b>						
(i)	Solvency Ratio	2.06	2.09	2.09	2.06	2.09	2.04
(ii)	Expenses Management Ratio	11.03%	12.67%	12.07%	12.33%	12.57%	11.56%
(iii)	Policyholder's liabilities to shareholders' fund	1658.72%	1630.75%	1615.98%	1658.72%	1615.98%	1687.17%
(iv)	Earnings per share (₹):						
	a) Basic and diluted EPS before extraordinary items (net of tax expense) for the period (not annualized for three/nine months)	2.30	2.25	1.90	7.69	6.19	9.55
	b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not annualized for three/nine months)	2.30	2.25	1.90	7.69	6.19	9.55
(v)	NPA ratios: (for policyholders' fund)						
	a) Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL	NIL
	b) % of Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL	NIL
(vi)	Yield on Investments (on policyholders' fund)						
	A. Without unrealised gains						
	Non Linked						
	Par	8.64%	9.32%	9.08%	8.96%	9.03%	8.65%
	Non Par	8.81%	8.73%	9.36%	9.02%	9.16%	9.16%
	Sub -Total : Non-Linked	8.75%	8.92%	9.28%	9.00%	9.12%	9.00%
	Linked						
	Par	NA	NA	NA	NA	NA	NA
	Non Par	10.53%	12.56%	10.60%	11.03%	11.60%	11.04%
	Sub - Total : Linked	10.53%	12.56%	10.60%	11.03%	11.60%	11.04%
	Grand Total	9.59%	10.59%	9.87%	9.93%	10.23%	9.93%
	B. With unrealised gains						
	Non Linked						
	Par	-0.75%	9.52%	4.55%	8.66%	16.32%	13.36%
	Non Par	0.19%	7.34%	9.85%	6.55%	14.27%	12.02%
	Sub - Total : Non-Linked	-0.10%	8.12%	8.25%	7.28%	14.90%	12.45%
	Linked						
	Par	NA	NA	NA	NA	NA	NA
	Non Par	13.52%	10.32%	-4.20%	12.43%	11.09%	14.39%
	Sub - Total : Linked	13.52%	10.32%	-4.20%	12.43%	11.09%	14.39%
	Grand Total	6.29%	9.15%	2.53%	9.70%	13.15%	13.35%
(vii)	NPA ratios: (for shareholders' fund)						
	a) Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL	NIL
	b) % of Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL	NIL
(viii)	Yield on Investments (on shareholders' fund)						
	A. Without unrealised gains	9.53%	9.03%	9.31%	9.53%	10.19%	9.70%
	B. With unrealised gains	4.88%	13.92%	7.66%	10.21%	13.30%	12.28%
(ix)	Persistency Ratio (based on number of Policy) <sup>2</sup>						
	For 13th month	68.13%	68.31%	62.91%	72.83%	71.81%	73.34%
	For 25th month	59.01%	62.32%	61.01%	64.84%	64.89%	64.73%
	For 37th month	58.26%	58.82%	60.40%	60.40%	59.59%	61.22%
	For 49th Month	55.56%	48.28%	41.96%	54.44%	45.22%	46.71%
	for 61st month	44.55%	43.27%	38.25%	46.90%	50.08%	46.06%
	Persistency Ratio (based on Premium) <sup>2</sup>						
	For 13th month	78.38%	77.48%	73.47%	81.51%	79.81%	81.07%
	For 25th month	70.23%	71.10%	71.42%	74.03%	73.03%	73.86%
	For 37th month	69.49%	67.80%	64.03%	68.81%	67.48%	67.36%
	For 49th Month	61.19%	57.94%	54.03%	63.89%	64.14%	62.46%
	for 61st month	53.98%	51.05%	64.25%	59.48%	69.59%	67.18%
(x)	Conservation Ratio						
	Participating Life	88.83%	87.01%	83.82%	88.19%	84.20%	84.92%
	Participating Pension	92.09%	88.95%	87.03%	90.70%	89.77%	88.25%
	Group Pension	139.22%	136.25%	103.05%	133.80%	95.55%	100.82%
	Non Participating	80.94%	76.01%	81.09%	81.37%	83.52%	82.25%
	Linked Life	81.07%	81.75%	74.78%	81.95%	76.02%	77.87%
	Linked Group						
	Linked Pension	86.27%	87.83%	79.94%	87.75%	83.62%	86.29%
(xi)	Percentage of shares held by Government of India (in case of public sector insurance companies)	NA	NA	NA	NA	NA	NA

1 Analytical ratios have been calculated as per definition given in IRDAI Analytical ratios disclosures

2 The persistency ratios are calculated as per IRDA/ACT/CIR/MISC/035/01/2014 circular dated 23rd January 2014.

Single Premium and Fully Paid-Up policies are considered in above calculation. Group Business where persistency is measurable is included.

a Persistency Ratios for the nine months ended December 31, 2017 and December 31, 2016 are "upto the quarter" persistency calculated using policies issued in December to November period of the relevant years. Persistency ratios for the three months ended December 31, 2017 and December 31, 2016 are "for the quarter" persistency calculated using policies issued in September to November period of the relevant years. Persistency ratios for the three months ended September 30, 2017 are "for the quarter" persistency calculated using policies issued in June to August period of the relevant year.

b Persistency Ratios for the year ended March 31, 2017 are "upto the quarter" persistency calculated using policies issued in March to February period of the relevant years.

NA - Not applicable



**SBI Life Insurance Company Limited**  
**Balance Sheet as at December 31, 2017**

(₹ in Lakhs)

Particulars	As at December 31, 2017 (Unaudited)	As at September 30, 2017 (Audited)	As at March 31, 2017 (Audited)	As at December 31, 2016 (Unaudited)
<b>SOURCES OF FUNDS</b>				
<b>Shareholders' Funds:</b>				
Share Capital	100,000	100,000	100,000	100,000
Reserves and Surplus	523,397	500,369	446,478	430,927
Credit/(Debit) Fair Value Change Account	20,112	17,863	8,730	2,841
<b>Sub-Total</b>	<b>643,509</b>	<b>618,232</b>	<b>555,208</b>	<b>533,768</b>
Borrowings	-	-	-	-
<b>Policyholders' Funds:</b>				
Credit/(Debit) Fair Value Change Account	122,045	98,044	77,638	33,572
Policy Liabilities	5,279,708	5,081,759	4,832,376	4,547,251
Insurance Reserves	-	-	-	-
Provision for Linked Liabilities	4,556,847	4,237,646	3,885,591	3,590,851
Add: Fair value change (Linked)	459,624	414,204	379,016	232,910
Add: Funds for Discontinued Policies				
(i) Discontinued on account of non-payment of premium	222,822	226,412	189,673	194,395
(ii) Others	4,320	4,084	3,023	1,026
<b>Total Linked Liabilities</b>	<b>5,243,613</b>	<b>4,882,346</b>	<b>4,457,303</b>	<b>4,019,182</b>
<b>Sub-Total</b>	<b>10,645,366</b>	<b>10,062,149</b>	<b>9,367,317</b>	<b>8,600,005</b>
Funds for Future Appropriation - Linked	-	-	-	22
Funds for Future Appropriation - Other	28,628	19,686	-	25,544
<b>TOTAL</b>	<b>11,317,503</b>	<b>10,700,067</b>	<b>9,922,525</b>	<b>9,159,339</b>
<b>APPLICATION OF FUNDS</b>				
<b>Investments</b>				
- Shareholders'	515,229	499,434	429,550	436,901
- Policyholders'	5,221,922	4,951,090	4,696,175	4,404,750
Assets held to cover Linked Liabilities	5,243,613	4,882,346	4,457,303	4,019,205
Loans	17,315	17,329	17,820	18,305
Fixed assets	55,494	55,984	53,847	52,896
<b>Current Assets</b>				
Cash and Bank Balances	252,015	190,743	242,984	228,536
Advances and Other Assets	381,353	352,595	326,277	319,608
<b>Sub-Total (A)</b>	<b>633,368</b>	<b>543,338</b>	<b>569,261</b>	<b>548,144</b>
<b>Current Liabilities</b>				
Provisions	352,297	229,784	276,407	311,427
<b>Sub-Total (B)</b>	<b>369,438</b>	<b>249,454</b>	<b>301,432</b>	<b>320,862</b>
<b>Net Current Assets (C) = (A - B)</b>	<b>263,930</b>	<b>293,884</b>	<b>267,829</b>	<b>227,282</b>
Miscellaneous Expenditure (To The Extent Not Written Off or Adjusted)	-	-	-	-
Debit Balance in Profit and Loss Account (Shareholders' Account)	-	-	-	-
<b>TOTAL</b>	<b>11,317,503</b>	<b>10,700,067</b>	<b>9,922,525</b>	<b>9,159,339</b>
Contingent Liabilities	44,533	42,183	40,953	40,990



**SBI Life Insurance Company Limited**  
**Segment' Reporting for the quarter and nine months ended December 31, 2017**

(₹ in Lakhs)

Sl. No.	Particulars	Three months ended/ As at			Nine months ended/ As at		Year ended/ As at March 31, 2017
		December 31, 2017	September 30, 2017	December 31, 2016	December 31, 2017	December 31, 2016	
		(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	
<b>1</b>	<b>Segment Income:</b>						
	<b>Segment A: Par life</b>						
	Net Premium	138,202	122,759	106,492	338,536	259,570	405,685
	Income from Investments <sup>2</sup>	33,628	33,363	26,119	95,477	74,037	97,284
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	478	499	496	1,793	1,219	1,895
	<b>Segment B: Par pension</b>						
	Net Premium	8,273	7,485	6,129	18,492	12,584	17,905
	Income from Investments <sup>2</sup>	2,724	2,913	2,299	8,329	6,012	8,128
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	26	9	21	49	44	64
	<b>Segment C: Par Variable</b>						
	Net Premium	23,859	18,793	14,466	52,936	33,038	57,342
	Income from Investments <sup>2</sup>	4,313	3,259	2,656	12,140	7,129	9,849
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	1	1	-	2	1	1
	<b>Segment D - Non Par Individual Life</b>						
	Net Premium	37,869	28,768	40,139	84,461	91,032	134,322
	Income from Investments <sup>2</sup>	16,278	14,763	14,996	49,187	41,835	57,129
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	29	24	(2,449)	83	60	102
	<b>Segment E - Non Par Pension</b>						
	Net Premium	920	483	1,112	1,850	2,465	3,991
	Income from Investments <sup>2</sup>	828	892	1,368	3,109	3,672	5,070
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	-	-	-	1	-	1
	<b>Segment F - Non Par Group</b>						
	Net Premium	47,928	35,733	41,290	159,920	234,450	310,816
	Income from Investments <sup>2</sup>	44,618	43,610	43,466	133,736	122,720	163,369
	Transfer of Funds from shareholders' account	-	-	-	-	-	5,148
	Other Income	9	10	(36)	30	(8)	4
	<b>Segment G - Non Par Annuity</b>						
	Net Premium	5,264	5,244	4,816	14,233	14,180	20,362
	Income from Investments <sup>2</sup>	5,015	5,234	5,167	15,144	14,332	19,118
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	1	1	1	3	1	2
	<b>Segment H - Non Par Health</b>						
	Net Premium	147	114	11	264	22	33
	Income from Investments <sup>2</sup>	16	7	1	24	5	6
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	-	-	-	-	-	-
	<b>Segment I - Non Par Variable</b>						
	Net Premium	10,681	9,246	26,111	29,391	101,534	131,766
	Income from Investments <sup>2</sup>	5,791	5,621	4,688	16,802	12,432	17,341
	Transfer of Funds from shareholders' account	-	-	-	-	-	1,120
	Other Income	1	1	1	3	1	2
	<b>Segment J - Linked Individual Life</b>						
	Net Premium	353,540	270,207	255,826	780,671	541,789	904,351
	Income from Investments <sup>2</sup>	150,966	111,439	(26,816)	397,258	282,896	499,454
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	1,076	847	3,611	2,930	3,613	4,669



Sl. No.	Particulars	Three months ended/ As at			Nine months ended/ As at		Year ended/ As at March 31, 2017
		December 31, 2017	September 30, 2017	December 31, 2016	December 31, 2017	December 31, 2016	
		(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	
	<b>Segment K - Linked Group</b>						
	Net Premium	1,215	780	273	2,461	886	1,500
	Income from Investments <sup>2</sup>	387	513	178	1,619	1,887	2,636
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	-	-	-	-	-	-
	<b>Segment L - Linked Pension</b>						
	Net Premium	49,723	38,844	27,623	109,122	59,089	97,172
	Income from Investments <sup>2</sup>	15,793	11,012	(3,994)	40,745	27,905	50,578
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	-	-	-	-	-	-
	<b>Shareholders</b>						
	Income from Investments <sup>2</sup>	11,993	11,098	10,189	33,786	31,265	40,197
	Other Income	288	216	205	852	616	821
2	<b>Segment Surplus/ (Deficit) (net of transfer from shareholders' A/c) :</b>						
	Segment A - Par life	9,001	13,862	4,486	25,420	24,022	7,095
	Segment B - Par pension	287	659	(693)	2,487	1,340	619
	Segment C - Par VIP	(346)	1,015	525	721	182	785
	Segment D - Non Par Ind Life	4,065	8,010	5,299	19,298	17,404	26,524
	Segment E - Non Par Ind Pension	195	99	667	1,049	1,322	1,224
	Segment F - Non Par Group life	3,351	552	6,234	12,259	13,018	16,477
	Segment G - Non Par Annuity	1,038	1,208	1,202	3,562	2,786	1,875
	Segment H - Non Par Health	911	(1,792)	(4)	(872)	58	70
	Segment I - Non Par VIP	167	247	(153)	597	(733)	(1,120)
	Segment J - Linked Ind Life	2,370	4,306	(2,223)	9,974	1,686	4,548
	Segment K - Linked Group	(13)	8	(20)	-	(90)	7
	Segment L - Linked Pension	501	332	(853)	1,493	(1,212)	1,065
	Shareholders	10,442	9,576	8,893	29,560	27,621	36,274
3	<b>Segment Assets:</b>						
	Segment A - Par life	1,644,660	1,537,037	1,235,374	1,644,660	1,235,374	1,357,136
	Segment B - Par pension	138,533	129,048	108,096	138,533	108,096	114,596
	Segment C - Par VIP	205,767	180,336	127,709	205,767	127,709	160,406
	Segment D - Non Par Ind Life	630,188	649,340	611,177	630,188	611,177	599,976
	Segment E - Non Par Ind Pension	37,864	38,502	40,654	37,864	40,654	39,960
	Segment F - Non Par Group life	2,086,321	2,061,205	1,944,483	2,086,321	1,944,483	2,022,242
	Segment G - Non Par Annuity	239,532	237,819	224,447	239,532	224,447	229,978
	Segment H - Non Par Health	1,167	260	26	1,167	26	31
	Segment I - Non Par VIP	291,887	281,034	234,894	291,887	234,894	264,299
	Segment J - Linked Ind Life	4,897,322	4,526,582	3,754,200	4,897,322	3,754,200	4,174,916
	Segment K - Linked Group	25,488	24,096	20,897	25,488	20,897	22,451
	Segment L - Linked Pension	474,037	422,622	322,416	474,037	322,416	368,089
	Shareholders	643,509	618,232	533,768	643,509	533,768	555,208
	Unallocated	1,229	(6,047)	1,199	1,229	1,199	13,237
4	<b>Segment Policy Liabilities:</b>						
	Segment A - Par life	1,667,228	1,545,896	1,254,187	1,667,228	1,254,187	1,383,885
	Segment B - Par pension	132,576	122,408	102,186	132,576	102,186	108,640
	Segment C - Par VIP	213,428	188,059	130,729	213,428	130,729	157,014
	Segment D - Non Par Ind Life	690,746	663,312	609,191	690,746	609,191	639,083
	Segment E - Non Par Ind Pension	39,690	40,004	41,654	39,690	41,654	40,986
	Segment F - Non Par Group life	2,062,665	2,037,272	1,930,093	2,062,665	1,930,093	2,009,290
	Segment G - Non Par Annuity	253,252	249,071	235,601	253,252	235,601	242,225
	Segment H - Non Par Health	478	239	45	478	45	43
	Segment I - Non Par VIP	292,050	280,704	235,185	292,050	235,185	264,099
	Segment J - Linked Ind Life	4,827,465	4,509,093	3,745,629	4,827,465	3,745,629	4,134,977
	Segment K - Linked Group	25,141	23,833	20,754	25,141	20,754	21,888
	Segment L - Linked Pension	469,275	421,943	320,318	469,275	320,318	365,188
	Shareholders	643,509	618,232	533,768	643,509	533,768	555,208
	Unallocated	-	-	-	-	-	-

**Footnotes:**

- 1 Segments include:
  - a. Linked Policies: (i) Life (ii) General Annuity and Pension (iii) Health (iv) Variable
  - b. Non-Linked
    1. Non-Participating Policies: (i) Life (ii) General Annuity and Pension (iii) Health (iv) Variable
    2. Participating Policies: (i) Life (ii) General Annuity and Pension (iii) Health (iv) Variable
  - c. Variable insurance further segregated into Life, General Annuity and Pension and Health where any such segment contributes ten per cent or more of the total premium of the Company.
- 2 Net of Provisions for diminution in value of investments and provision for standard assets.



**Other disclosures:**

**Status of Shareholders Complaints for the nine months ended December 31, 2017**

Sl. No.	Particulars	Numbers
1	No. of investor complaints pending at the beginning of period ^	NIL
2	No. of investor complaints received during the period	226
3	No. of investor complaints disposed off during the period	225
4	No. of investor complaints remaining unresolved at the end of period *	1

*^ The equity shares of the Company were listed on National Stock Exchange Limited (NSE) and Bombay Stock Exchange Limited (BSE) on October 03, 2017, hence the number of complaints at the beginning of the year is NIL.*

*\* This complaint which was received on December 28, 2017 has been responded within the regulatory timelines.*



**Notes:**

- 1 The above financial results have been approved by the Board of Directors at its meeting held on January 30, 2018.
- 2 The financial results have been prepared in accordance with the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, to the extent applicable, IRDAI circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016 on publication of financial results for life insurance companies and Accounting Standard (AS) 25 on 'Interim Financial Reporting'.
- 3 In view of seasonality of the industry, the financial results for the quarter and nine months ended December 31, 2017 are not indicative of the full year's expected performance.
- 4 The above financial results are reviewed by the joint statutory auditors, L.S. Nalwaya & Co., Chartered Accountants and P. Parikh & Associates, Chartered Accountants.
- 5 In accordance with requirement of IRDAI Master Circular on 'Presentation of Financial Statements and Filing of Returns', the Company will publish the financials on the Company's website latest by February 14, 2018.
- 6 Figures of the previous period have been regrouped wherever necessary, in order to make them comparable.

**For and on behalf of Board of Directors**



**Arijit Basu**

Managing Director & CEO

DIN : 06907779

Place: Mumbai

Date: January 30, 2018



**L. S. NALWAYA & Co.**  
Chartered Accountants  
122, Sher-E-Punjab,  
Opp. St. Dominic Savio High School,  
Andheri (East),  
Mumbai – 400 059.

**P. PARIKH & ASSOCIATES**  
Chartered Accountants  
501, Sujata Chambers,  
Off. Narsi Natha Street,  
Mumbai – 400 009.

To  
The Board of Directors  
SBI Life Insurance Company Limited

### Limited Review Report

We have reviewed the accompanying statement of unaudited financial results of SBI Life Insurance Company Limited for the quarter and period ended December 31, 2017. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.

We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with the applicable accounting standards, accounting and presentation principles as prescribed in the relevant provisions of the Insurance Act, 1938 (the "Insurance Act"), the Insurance Regulatory and Development Authority Act, 1999 (the "IRDA Act") and IRDA (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulations, 2002; orders/directions/circulars issued by the Insurance Regulatory and Development Authority of India ("IRDAI"/"the Authority") to the extent applicable and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

#### Other Matters

The actuarial valuation of liabilities for life policies in force is the responsibility of the Company's Appointed Actuary (the "Appointed Actuary"). The actuarial valuation of these



liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists as at December 31, 2017 has been duly certified by the Appointed Actuary and in his opinion, the assumptions for such valuation are in accordance with the guidelines and norms issued by the IRDAI and the Institute of Actuaries of India in concurrence with the Authority. We have relied upon the Appointed Actuary's certificate in this regard during our review of the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists, as contained in the statement of unaudited financial results.

**For L. S. NALWAYA & CO.**  
Chartered Accountants  
Firm Regn. No. 115645W



**Ashish Nalwaya**  
Partner  
Membership No. 110922

**For P. PARIKH & ASSOCIATES**  
Chartered Accountants  
Firm Regn. No. 107564W



**Ashok Rajagiri**  
Partner  
Membership No. 046070

Place: Mumbai

Date: January 30, 2018



**SBI LIFE INSURANCE COMPANY LTD.**  
**KEY HIGHLIGHTS FOR 9M 2017-18 AND Q3 2017-18**

January 30, 2018

₹ in Cr

Performance Parameter	9M 2017-18 and 2016-17				Q3 2017-18 and 2016-17			
	9M FY 17-18	9M FY 16-17	Growth (%) 9M (FY 17-18 Over FY 16-17)	Growth (%) 9M (FY 16-17 Over FY 15-16)	Q3 FY 17-18	Q3 FY 16-17	Growth (%) Q3 (FY 17-18 Over FY 16-17)	Growth (%) Q3 (FY 16-17 Over FY 15-16)
<b>REVENUE PARAMETERS</b>								
Individual New Business Premium (APE) <sup>1</sup>	5,430.44	3,727.55	45.7%	37.5%	2,315.83	1,620.99	42.9%	22.5%
Individual Rated Premium (IRP)	5,350.44	3,723.60	43.7%	38.4%	2,286.03	1,654.57	38.2%	22.6%
Individual New Business Premium (Total)	5,789.44	4,094.66	41.4%	29.5%	2,457.15	1,785.94	37.6%	14.8%
Total New Business Premium (Protection)	390.99	332.10	17.7%	-30.4%	148.79	111.32	33.7%	-4.4%
Group New Business Premium (Fund Management)	1,061.79	2,590.07	-59.0%	161.1%	319.16	422.55	-24.5%	54.9%
Renewal Premium	8,863.61	6,680.35	32.7%	25.9%	3,904.06	2,965.68	31.6%	25.7%
<b>PROFITABILITY AND</b>								
<b>EFFICIENCY PARAMETERS</b>								
Net Profit (PAT)	769.19	618.61	24.3%	2.2%	230.28	190.43	20.9%	-3.4%
Value of New Business (VNB) <sup>2</sup>	934.36	NA <sup>A</sup>	-	-	NA <sup>A</sup>	NA <sup>A</sup>	-	-
VNB Margin <sup>3</sup>	16.0%	NA <sup>A</sup>	-	-	NA <sup>A</sup>	NA <sup>A</sup>	-	-
Assets under Management (AuM) <sup>4</sup>	1,11,635	90,725	23.0%	17.6%	-	-	-	-
Earnings Per Share (EPS) ₹	7.69	6.19	-	-	2.30	1.90	-	-
Return on Equity <sup>5</sup>	17.1%	16.4%	-	-	14.6%	14.5%	-	-
Total Cost Ratio <sup>6</sup>	12.3%	12.6%	-	-	11.0%	12.1%	-	-
Operating Expense Ratio (excluding commission)	7.7%	8.9%	-	-	6.5%	8.1%	-	-
Surrender Ratio (Surrenders/AuM) <sup>7</sup>	7.5%	9.1%	-	-	7.0%	5.6%	-	-
Persistency (Premium) 13 <sup>th</sup> month <sup>8</sup>	81.51%	79.81%	-	-	78.38%	73.47%	-	-
Persistency (Premium) 37 <sup>th</sup> month <sup>8</sup>	68.81%	67.48%	-	-	69.49%	64.03%	-	-
Persistency (Premium) 61 <sup>st</sup> month <sup>8</sup>	59.48%	69.59%	-	-	53.98%	64.25%	-	-
Solvency Ratio <sup>4</sup>	2.06	2.09	-	-	-	-	-	-

<sup>A</sup>VNB and VNB Margin are calculated on quarterly basis starting from H1 FY 18

<sup>1</sup> APE - Annualized Premium Equivalent

<sup>2</sup> For FY 2017, VNB - ₹1,037 Cr

<sup>3</sup> VNB Margin is calculated as % of APE. For FY 2017 VNB Margin - 15.4%

<sup>4</sup> Calculated as on date

<sup>5</sup> Annualized for nine months and quarter

<sup>6</sup> Total Cost includes operating expenses, commission, provision for doubtful debts and bad debts written off

<sup>7</sup> Annualized Surrender ratio - individual linked products (Surrender/ average AuM)

<sup>8</sup> The persistency ratios are calculated as per IRDAI circular dated 23rd January 2014. Ratios are calculated based on premium. Single premium (SP) and fully paid-up policies are considered.



January 30, 2018

## Performance for the nine months ended December 31, 2017

### 1. Operating Performance Review

Particulars	(₹ in billion)				
	9M FY2018	9M FY2017	Growth (Y-o-Y)	H1 FY 2018	FY 2017
New Business Annualized Premium Equivalent (APE)	58.5	42.0	39.3%	33.8	67.3
New Business Individual Rated Premium (IRP)	53.5	37.2	43.7%	30.6	59.4
Renewal Premium	88.6	66.8	32.7%	49.6	108.7
Private Market Share based on IRP <sup>1</sup>	23.0%	21.3%	-	21.8%	20.7%
Persistency Ratios (based on premium) <sup>2</sup>					
13 <sup>th</sup> month persistency	81.51%	79.81%	-	81.33%	81.07%
37 <sup>th</sup> month persistency	68.81%	67.48%	-	67.79%	67.36%
61 <sup>st</sup> month persistency	59.48%	69.59%	-	62.08%	67.18%
Total cost ratio <sup>3</sup>	12.3%	12.6%	-	13.3%	11.6%
Operating expense ratio <sup>4</sup>	7.7%	8.9%	-	8.6%	7.8%
Value of New business (VNB) <sup>5,6</sup>	9.3	NA <sup>6</sup>	-	5.3	10.4
VNB Margin (%) <sup>5,6</sup>	16.0%	NA <sup>6</sup>	-	15.6%	15.4%
Indian embedded value (IEV) <sup>7</sup>	NA	NA	-	180.8	165.4
Profit after Tax (PAT)	7.7	6.2	24.3%	5.4	9.5
Assets under management (AuM)	1,116.3	907.2	23.0%	1,050.7	977.4
Net Worth	64.4	53.4	20.6%	61.8	55.5
Solvency Ratio	2.06	2.09	-	2.09	2.04

1. Source : Life insurance council

2. The persistency ratios are calculated as per IRDA/ACT/CIR/MISC/035/01/2014 circular dated 23rd January 2014. Single Premium and Fully Paid-Up policies are considered in above calculation. Group Business where persistency is measurable is included. The Persistency Ratios for the nine months ended December 31, 2017 and December 31, 2016 are "upto the quarter" persistency calculated using policies issued in December to November period of the relevant years. The Persistency Ratios for the year ended March 31, 2017 are "upto the quarter" persistency calculated using policies issued in March to February period of the relevant year.

3. Total cost ratio = (Operating expenses + Commission + Provision for doubtful debt and bad debt written off) / Gross Written Premium

4. Operating expense ratio = Operating expenses / Gross Written Premium

5. VNB/VNB Margin has been reviewed by Independent Actuary for FY2017. The VNB/VNB Margin for 9MFY2018 are based on Management estimates

6. VNB/VNB Margin for 9M FY 2017 is not available as computation started from H1 FY 2018.

7. IEV for FY 2017 has been reviewed by Independent Actuary. The IEV is calculated on half yearly basis.



- **Business growth and market share**

- a. *New Business Annualized Premium Equivalent (APE)*

New business annualized premium equivalent has increased by 39.3% from ₹ 42.0 billion in 9M FY 2017 to ₹ 58.5 billion in 9M FY 2018 primarily driven by an increase in individual NBP generated through bancassurance and agency channel.

- b. *New Business Individual rated Premium (IRP) and Market Share*

The Company has registered a year on year growth of 43.7% in new business Individual rated premium for the 9M FY 2018. The new business individual rated premium has increased from ₹ 37.2 billion in 9M FY 2017 to ₹ 53.5 billion in 9M FY 2018.

In 9M FY 2018, the Company has increased the private market share based on IRP from 21.3% in 9M FY 2017 to 23.0 %. While the overall market share based on IRP has increased from 11.3% in 9M FY 2017 to 13.0% in 9M FY 2018.

- c. *Renewal Premium*

Renewal premium grew at 32.7% from ₹ 66.8 billion in 9M FY 2017 to ₹ 88.6 billion in 9M FY 2018 primarily due to increase in renewal premium from retail business by 36.4%. This has resulted into increase in Gross Written Premium by 17.9% from ₹ 136.2 billion in 9M FY 2017 to ₹ 160.6 billion in 9M FY 2018.

- d. *Product Mix*

The Company develops and distributes a range of participating, non-participating and unit-linked individual products as well as group products. In 9M FY 2018, New Business Premium from participating products, non-participating products and unit-linked products contributed 19.6%, 21.8% and 58.6% respectively of New Business Premium.

- **Persistency**

The Company has focused on providing superior customer service and customer retention. We had 13<sup>th</sup> month and 61<sup>st</sup> month persistency ratios of 81.51% and 59.48%, respectively for 9M FY 2018.

- **Cost efficiency**

The total cost ratio stood at 12.3% in 9M FY 2018 as compared to 12.6 % in 9M FY 2017.

- a. *Commission*

The commission expense has increased by 48.9% from ₹ 5.0 billion in 9M FY 2017 to ₹ 7.4 billion in 9M FY 2018. The increase in commission is broadly in line with the change in product mix, increase in



Individual New Business Premium by 41.4% and increase in Renewal Business Premium by 32.7% in 9M FY 2018 as compared to 9M FY 2017.

*b. Operating Expenses*

The operating expense has increased marginally by 2.0% from ₹ 12.1 billion in 9M FY 2017 to ₹ 12.4 billion in 9M FY 2018. Operating expense to gross written premium ratio stood at 7.7% in 9M FY 2018 as compared to 8.9% in 9M FY 2017.

- **Profitability**

Value of New Business (VNB) for 9M FY 2018 was ₹ 9.3 billion. The VNB margin increased from 15.4% in FY 2017 to 16.0% in 9M FY 2018.

The Company's profit after tax was ₹ 7.7 billion for the nine months ended December 31, 2017 as compared to ₹ 6.2 billion for the nine months ended December 31, 2016.

- **Assets under Management (AuM)**

Assets under management have increased by 23.0% from ₹ 907.2 billion as of December 31, 2016 to ₹ 1,116.3 billion as of December 31, 2017. As of December 31, 2017, AUM was ₹ 1,116.3 billion, of which equities constituted 24.0%, government securities constituted 46.8%, corporate bonds 22.9% and other securities 6.3%. The Company has debt –equity mix of 76:24. Over 90% of the debt investments are in AAA rated and sovereign instruments.

- **Net worth and capital position**

The Company's net worth increased by 20.6% from ₹ 53.4 billion as at December 31, 2016 to ₹ 64.4 billion as at December 31, 2017. The solvency ratio was at 2.06 as against the regulatory requirement of 1.50.



## 2. Financial Performance Review

### Summary of Revenue and Profit & Loss Account

(₹ in billion)

Particulars	Three months ended/ As at			Nine months ended/ As at		Year ended/ As at March 31, 2017
	December 31, 2017	September 30, 2017	December 31, 2016	December 31, 2017	December 31, 2016	
Premium earned	68.2	54.6	52.6	160.6	136.2	210.2
Premium on reinsurance ceded	(0.4)	(0.8)	(0.2)	(1.4)	(1.1)	(1.7)
<b>Net premium earned</b>	<b>67.8</b>	<b>53.8</b>	<b>52.4</b>	<b>159.2</b>	<b>135.1</b>	<b>208.5</b>
Investment income <sup>1</sup>	29.2	24.4	8.0	80.7	62.6	97.0
Other income	0.2	0.2	0.2	0.6	0.5	0.8
<b>Total income</b>	<b>97.2</b>	<b>78.4</b>	<b>60.6</b>	<b>240.5</b>	<b>198.2</b>	<b>306.3</b>
Commission paid	3.1	2.7	2.1	7.4	5.0	7.8
Operating & other expenses <sup>2</sup>	5.4	5.2	4.9	14.9	13.8	19.0
Provision for tax-policyholders <sup>3</sup>	0.3	0.4	0.2	1.9	1.5	1.8
Claims/benefits paid (net) <sup>3</sup>	29.1	26.7	19.6	82.1	68.8	95.5
Change in actuarial liability <sup>4</sup>	56.9	41.1	31.8	126.2	102.7	172.5
<b>Total expenses</b>	<b>94.8</b>	<b>76.1</b>	<b>58.6</b>	<b>232.5</b>	<b>191.8</b>	<b>296.6</b>
Profit before tax	2.4	2.3	2.0	8.0	6.4	9.7
Provision for tax-Shareholders <sup>3</sup>	0.1	0.1	0.1	0.3	0.2	0.2
<b>Profit after tax</b>	<b>2.3</b>	<b>2.2</b>	<b>1.9</b>	<b>7.7</b>	<b>6.2</b>	<b>9.5</b>

1. Net of Provision for diminution in the value of investment and provision for standard assets

2. Includes provision for doubtful debt (including write off) and service tax on charges

3. Inclusive of interim & terminal bonus

4. Includes movement in fund for future appropriation

#### • Premium Income

Net premium earned (gross premium less premium on reinsurance ceded) increased by 17.9% from ₹ 135.1 billion in 9M FY 2017 to ₹ 159.2 billion in 9M FY 2018 primarily due to increase in retail new business premium by 41.4% from ₹ 40.9 billion in 9M FY 2017 to ₹ 57.9 billion in 9M FY 2018 and also due to increase in renewal premium from retail business by 36.4% from ₹ 60.1 billion to ₹ 82.0 billion.

#### • Investments and Other income

Total income from investment was ₹ 80.7 billion in 9M FY 2018 comprised of ₹ 44.0 billion under unit-linked portfolio, ₹ 33.3 billion under traditional portfolio and ₹ 3.4 billion under shareholder portfolio. Total investment income has increased by ₹ 18.1 billion from ₹ 62.6 billion in 9M FY 2017 to ₹ 80.7 billion in 9M FY 2018.



*Unit Linked Portfolio:*

Total investment income under unit linked portfolio has increased by ₹ 12.7 billion from ₹ 31.3 billion in 9M FY 2017 to ₹ 44.0 billion in 9M FY 2018 due to fair value change. Fair value change has increased by ₹ 7.5 billion from ₹ 0.6 billion in 9M FY 2017 to ₹ 8.1 billion 9M FY 2018. This is off-set with the corresponding increase in unit-linked liability (fund reserves) as it is pass through to linked policyholders'.

*Traditional Portfolio:*

Total investment income under traditional has increased by ₹ 5.1 billion from ₹ 28.2 billion in 9M FY 2017 to ₹ 33.3 billion in 9M FY 2018 majorly due to following:

- a. Interest income under traditional portfolio has increased by ₹ 3.6 billion from ₹ 24.0 billion in 9M FY 2017 to ₹ 27.6 billion in 9M FY 2018 due to increase in investment of debt securities.
- b. Net profit on sale of investment under traditional portfolio has increased by ₹ 1.6 billion from ₹ 3.2 billion in 9M FY 2017 to ₹ 4.7 billion in 9M FY 2018 due to higher profit booking.

*Shareholders Portfolio:*

Investment income under shareholder portfolio has increased by ₹ 0.3 billion from ₹ 3.1 billion in 9M FY 2017 to ₹ 3.4 billion in 9M FY 2018 is mainly due to increase in interest income.

Other income includes fees and charges, income on unclaimed fund, rental income, etc. Other income has increased from ₹ 0.5 billion in 9M FY 2017 to ₹ 0.6 billion in 9M FY 2018.

- **Commission**

Commission expense has increased by 48.9% from ₹ 5.0 billion in 9M FY 2017 to ₹ 7.4 billion in 9M FY 2018. The increase in commission is broadly in line with the change in product mix, increase in Individual New Business Premium by 41.4% and increase in Renewal Business Premium by 32.7% in 9M FY 2018 as compared to 9M FY 2017.

- **Operating and other expenses**

Operating expenses relating to insurance business and other expenses (including service tax/ goods and service tax on charges) has increased by 8.1%, from ₹ 13.8 billion in 9M FY 2017 to ₹ 14.9 billion in 9M FY 2018. This increase was primarily due to an increase in employee's remuneration expenses. Employee's remuneration expense has increased by 13.3% from ₹ 6.3 billion in 9M FY 2017 to ₹ 7.1 billion in 9M FY 2018 due to increase in number of employees to support an increase in the size of business operations.

- **Claims/benefits paid (net)**

Claims and benefits payout increased by 19.3% from ₹ 68.8 billion 9M FY 2017 to ₹ 82.1 billion in 9M FY 2018 primarily on account of increase in maturity claims by ₹ 12.5 billion and increase in survival benefit by



₹ 4.4 billion which are partially offset by the decrease in the surrender claims by ₹ 3.1 billion and lapse/discontinuance by ₹ 2.3 billion in 9M FY 2018 as compared to 9M FY 2017.

- **Change in actuarial liability**

Change in actuarial liability including fund for future appropriation increased from ₹ 102.7 billion in 9M FY 2017 to ₹ 126.2 billion in 9M FY 2018.

- a. Fund reserve, which represents liability carried on account of units held by unit-linked policyholders, has increased from ₹ 38.7 billion in 9M FY 2017 to ₹ 75.2 billion in 9M FY 2018. The increase in fund reserve is primarily due to an increase in premium and investment income net of benefit payout in the linked funds.
- b. Traditional policyholder's liability (including non-unit liability) net of reinsurance ceded has decreased from ₹ 57.8 billion in 9M FY 2017 to ₹ 43.7 billion in 9M FY 2018 reflecting broadly a decrease in the premium and investment income net of benefit payout.

- **Profit after tax**

As a result of the above, the profit after tax increased by 24.3% from ₹ 6.2 billion in 9M FY 2017 to ₹ 7.7 billion in 9M FY 2018.

#### **Disclaimer**

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'would', 'indicating', 'expected to', etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the actual growth in demand for insurance and other financial products and services in the countries that we operate or where a material number of our customers reside, our ability to successfully implement our strategy, including our use of the Internet and other technology our exploration of merger and acquisition opportunities, our ability to integrate mergers or acquisitions into our operations and manage the risks associated with such acquisitions to achieve our strategic and financial objectives, our growth and expansion in domestic and overseas markets, technological changes, our ability to market new products, the outcome of any legal, tax or regulatory proceedings in India and in other jurisdictions we are or become a party to, the future impact of new accounting standards, our ability to implement our dividend policy, the impact of changes in insurance regulations and other regulatory changes in India and other jurisdictions on us. SBI Life insurance undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

This release does not constitute an offer of securities.

For investor queries please call Sangramjit Sarangi at + 91 22 6191 0281 or email [investorrelations@sbilife.co.in](mailto:investorrelations@sbilife.co.in)

(₹1 billion = ₹100 crore)



News Release

January 30, 2018

BSE Code: 540719

NSE Code: SBILIFE

### Performance for the nine months ended December 31, 2017

- New business Annualized Premium Equivalent (APE) increased by 39.3%
- New business Individual rated premium increased by 43.7%
- Profit after tax increased by 20.9% and 24.3% for quarter and nine months ended December 31, 2017 respectively

#### Key measures of performance

(₹ in billion)

Particulars	9M FY 2018	9M FY 2017	Growth Y-o-Y	H1 FY 2018	FY 2017
New Business Annualized Premium Equivalent (APE)	58.5	42.0	39.3%	33.8	67.3
New Business Individual Rated Premium (IRP)	53.5	37.2	43.7%	30.6	59.4
Renewal Premium	88.6	66.8	32.7%	49.6	108.7
Private Market Share based on IRP <sup>1</sup>	23.0%	21.3%	-	21.8%	20.7%
Persistency Ratios (based on premium) <sup>2</sup>					
13 <sup>th</sup> month persistency	81.51%	79.81%	-	81.33%	81.07%
37 <sup>th</sup> month persistency	68.81%	67.48%	-	67.79%	67.36%
61 <sup>st</sup> month persistency	59.48%	69.59%	-	62.08%	67.18%
Total cost ratio <sup>3</sup>	12.3%	12.6%	-	13.3%	11.6%
Operating expense ratio <sup>4</sup>	7.7%	8.9%	-	8.6%	7.8%
Value of New business (VNB) <sup>5,6</sup>	9.3	NA <sup>6</sup>	-	5.3	10.4
VNB Margin (%) <sup>5,6</sup>	16.0%	NA <sup>6</sup>	-	15.6%	15.4%
Indian embedded value (IEV) <sup>7</sup>	NA	NA	-	180.8	165.4
Profit after Tax (PAT)	7.7	6.2	24.3%	5.4	9.5
Assets under Management (AuM)	1,116.3	907.2	23.0%	1,050.7	977.4
Net Worth	64.4	53.4	20.6%	61.8	55.5
Solvency Ratio	2.06	2.09	-	2.09	2.04

1. Source : Life insurance council

2. The persistency ratios are calculated as per IRDA/ACT/CIR/MISC/035/01/2014 circular dated 23rd January 2014.

Single Premium & Fully Paid-Up policies are considered, Group Business where persistency is measurable is included.

3. Total cost ratio = (Operating expenses + Commission + Provision for doubtful debt and bad debt written off) / Gross Written Premium
4. Operating expense ratio = Operating expenses / Gross Written Premium
5. VNB/VNB Margin has been reviewed by Independent Actuary for FY2017. The VNB/VNB Margin for 9MFY2018 are based on Management estimates
6. VNB/VNB Margin for 9M FY 2017 is not available as computation started from HI FY 2018.
7. IEV for FY 2017 has been reviewed by Independent Actuary. The IEV is calculated on half yearly basis.

N.B: Refer the section on definitions, abbreviations and explanatory notes

**The Board of Directors of SBI Life Insurance Company Limited approved its unaudited financial results for the quarter and nine months ended December 31, 2017, following its meeting on Tuesday, January 30, 2018 in Mumbai. The disclosure of financial results submitted to exchanges is annexed to this release.**

#### **New business growth and market share**

- New Business APE increased by 39.3% in 9M FY 2018 to ₹ 58.5 billion from ₹ 42.0 billion for the same period last year
- New Business Individual Rated Premium (IRP) has increased by 43.7% in 9M FY 2018 to ₹ 53.5 billion from ₹ 37.2 billion for the same period last year
- Private market share based on IRP increased from 21.3% in 9M FY 2017 to 23.0 % in 9M FY 2018. While the overall market share based on IRP has increased from 11.3% in 9M FY 2017 to 13.0% in 9M FY 2018

#### **Quality of business**

- 13<sup>th</sup> month persistency stood at 81.51% for 9M FY2018 as compared to 79.81% for 9M FY 2017
- Renewal premium grew at 32.7% to ₹ 88.6 billion in 9M FY 2018

#### **Cost Efficiency**

- Operating Expense ratio has decreased to 7.7% in 9M FY 2018, from 8.9% in 9M FY 2017

#### **Profitability**

- Value of New Business (VNB) stood at ₹ 9.3 billion for 9M FY2018
- VNB margin of 16.0% for 9M FY2018 as compared to 15.4% for FY2017
- PAT increased by 24.3% from ₹ 6.2 billion in 9M FY 2017 to ₹ 7.7 billion in 9M FY 2018

### **Assets under Management**

- AuM has grown by 23.0% to ₹ 1,116.3 billion as of December 31, 2017, from ₹ 907.2 billion as of December 31, 2016

### **Net worth and capital position**

- The Company's net worth increased by 20.6% from ₹ 53.4 billion as at December 31, 2016 to ₹ 64.4 billion as at December 31, 2017. The solvency ratio was at 2.06 as against the regulatory requirement of 1.50.

### **Performance for quarter ended December 31, 2017**

- New business APE grew by 41.9% in Q3 FY 2018
- Individual Rated Premium grew by 38.2% in Q3 FY 2018
- Renewal Premium grew by 31.6% in Q3 FY 2018
- Total Premium (GWP) increased by 29.5% in Q3 FY 2018
- For Q3 FY 2018, Private market share and total market share in terms of Individual Rated Premium was 24.8% and 14.3%
- Profit after tax grew by 20.9% from ₹ 1.9 billion in Q3 FY 2017 to ₹ 2.3 billion in Q3 FY 2018.
- Operating Expense to Gross Written Premium at 6.5% in Q3 FY 2018

### **Definitions, abbreviations and explanatory notes**

- **New Business Premium (NBP):** Insurance premium that is due in the first policy year of a life insurance contract or a single lump sum payment from the policyholder
- **New Business Annualized Premium Equivalent (APE):** The sum of annualized first year premiums on regular premium policies; and 10% of single premiums, written by the Company during the fiscal year from both retail and group customers
- **Individual Rated Premium (IRP):** New business premiums written by the Company under individual products and weighted at the rate of 10% for single premiums
- **Renewal Premium:** Life insurance premiums falling due in the years subsequent to the first year of the policy
- **Embedded Value:** The measure of the consolidated value of shareholders' interest in the covered life insurance business, which is all life insurance business written by the Company since inception and in-force as on the valuation date (including lapsed business which have the potential of getting revived). The



Embedded Value of the Company has been determined on the basis of the Indian Embedded Value (IEV) Methodology calculated as per APS 10 set forth by the Institute of Actuaries of India (IAI)

- **Value of New Business (VNB):** VNB is the present value of expected future earnings from new policies written during a specified period and it reflects the additional value to shareholders expected to be generated through the activity of writing new policies during a specified period.
- **Value of New Business Margin / VNB Margin:** VNB Margin is the ratio of VNB to New Business Annualized Premium Equivalent for a specified period and is a measure of the expected profitability of new business
- **Solvency Ratio:** Solvency ratio means ratio of the amount of Available Solvency Margin to the amount of Required Solvency Margin as specified in form-KT-3 of IRDAI Actuarial Report and Abstracts for Life Insurance Business Regulations
- **Net worth:** Net worth represents the shareholders' funds and is computed as sum of share capital and reserves including share premium share application money and fair value change account net of debit balance in profit and loss account

#### **About SBI Life Insurance**

SBI Life Insurance Company Limited (“SBI Life”/ “the Company”), established in 2001, is a joint venture between State Bank of India and BNP Paribas Cardif S.A. and is one of the leading life Insurance companies in India. SBI Life has an authorized capital of ₹ 20.0 billion and a paid up capital of ₹ 10.0 billion.

SBI Life offers a comprehensive range of life insurance and pension products at competitive prices, ensuring high standards of customer service and world class operating efficiency. The Company offers individual and group products which include savings and protection plans to address the insurance needs of diverse customer segments.

SBI Life has a multi-channel distribution network comprising of an expansive Bancassurance channel with SBI, which has an unrivalled strength of over 24,000 branches across the country. SBI Life also has a large and productive agent network comprising of 98,647 agents, as on December 31, 2017. The Company's other distribution channels include direct sales and sales through corporate agents, brokers, insurance marketing firms and other intermediaries. As on December 31, 2017, the Company has a widespread network of 814 branches across the Country to address customer needs effectively and efficiently. The Company had an AuM of ₹ 1,116.3 billion as of December 31, 2017.

The Company is listed on National Stock Exchange (“NSE”) and The Bombay Stock Exchange (“BSE”).

## Disclaimer

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'expected to', etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the actual growth in demand for insurance and other financial products and services in the countries that we operate or where a material number of our customers reside, our ability to successfully implement our strategy, including our use of the Internet and other technology our exploration of merger and acquisition opportunities, our ability to integrate mergers or acquisitions into our operations and manage the risks associated with such acquisitions to achieve our strategic and financial objectives, our growth and expansion in domestic and overseas markets, technological changes, our ability to market new products, the outcome of any legal, tax or regulatory proceedings in India and in other jurisdictions we are or become a party to, the future impact of new accounting standards, our ability to implement our dividend policy, the impact of changes in insurance regulations and other regulatory changes in India and other jurisdictions on us. SBI Life Insurance Company Limited undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.

This release does not constitute an offer of securities.

For further press queries please call Vikash Sharma at +91-22-6191 0028 / Divya Shukla at +91-22-6191 0044 or email [vikash.sharma@sbilife.co.in](mailto:vikash.sharma@sbilife.co.in) / [divya.shukla@sbilife.co.in](mailto:divya.shukla@sbilife.co.in)

(₹1 billion = ₹ 100 crore)