

April 26, 2018

SBIL/F&A-CS/NSE-BSE/1819/54

Assistant Vice President
Listing Department
National Stock Exchange of India
Exchange Plaza,
Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra(East)
Mumbai 400051

General Manager
Listing Department
BSE Limited
Phiroze Jejeebhoy Towers Dalal Street
Mumbai 400001

Dear Sir / Madam,

Subject: Outcome of Board meeting held on April 26, 2018

We wish to inform you that the meeting of the Board of Directors of SBI Life Insurance Company Limited commenced at 01:00 P.M. and concluded at 03:00 P.M. on April 26, 2018 which *inter-alia* has approved the audited financial results for the financial year ended March 31, 2018.

Pursuant to Regulation 33 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 and other applicable requirements, a copy of the audited financial results for the quarter and financial year ended March 31, 2018 together with the Auditors report in the prescribed format is enclosed. A copy of the press release being issued in this connection is also attached.

We would like to state that M/s P. Parikh & Associates and M/s. L. S Nalwaya & Co., joint statutory auditors of the Company, have issued audit reports with unmodified opinion.

We request to you to kindly take the above information on record.

Thanking You,

Yours faithfully,



Aniket K Karandikar
Company Secretary
ACS No. 24107

Encl: A/a

SBI Life Insurance Company Limited
Statement of Audited Results for the quarter and year ended March 31, 2018

(₹ in Lakhs)

Sl. No.	Particulars	Three months ended/ As at			Year ended/ As at		(₹ in Lakhs)
		March 31, 2018	December 31, 2017	March 31, 2017	March 31, 2018	March 31, 2017	
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)	
POLICYHOLDERS' A/C							
1	Gross premium income						
	(a) First Year Premium	254,175	238,675	233,693	813,936	620,723	
	(b) Renewal Premium	552,444	390,406	419,092	1,438,805	1,087,127	
	(c) Single Premium	122,390	52,517	86,560	282,678	393,663	
2	Net premium income ¹	923,670	677,621	734,605	2,516,007	2,085,245	
3	Income from investments (Net) ²	72,051	279,339	334,886	845,625	929,369	
4	Other income ³	1,947	1,627	1,811	6,858	6,760	
5	Transfer of funds from Shareholders' A/c	7,564	-	6,268	7,564	6,268	
6	Total (2 to 5)	1,005,232	958,587	1,077,570	3,376,054	3,027,642	
7	Commission on						
	(a) First Year Premium	21,693	20,156	17,728	70,455	50,567	
	(b) Renewal Premium	15,005	10,571	10,254	39,384	26,651	
	(c) Single Premium	896	512	337	2,248	1,116	
8	Net Commission ⁴	37,594	31,238	28,319	112,087	78,334	
9	Operating Expenses related to insurance business (a + b):	48,420	43,932	43,448	171,884	164,519	
	(a) Employees remuneration and welfare expenses	24,460	24,130	19,285	95,820	82,274	
	(b) Other operating expenses	23,961	19,802	24,163	76,064	82,245	
10	Expenses of Management (8+9)	86,014	75,170	71,767	283,971	242,853	
11	Provisions for doubtful debts (including bad debts written off)	(53)	33	4	46	37	
12	Provisions for diminution in value of investments and provision for standard assets	399	(982)	(180)	506	(463)	
13	Service tax on charges ⁴	11,339	9,527	7,403	34,717	22,678	
14	Provision for taxes	5,250	2,716	2,920	23,800	17,983	
15	Benefits Paid ³ (Net) ¹	350,128	291,378	266,757	1,171,230	955,020	
16	Change in actuarial liability	525,854	559,217	723,246	1,759,496	1,724,096	
17	Total (10+11+12+13+14+15+16)	978,931	937,059	1,071,917	3,273,766	2,962,205	
18	Surplus/(Deficit) (6-17)	26,301	21,528	5,653	102,288	65,436	
19	Appropriations						
	(a) Transferred to Shareholders A/c	35,581	12,585	31,220	82,940	65,459	
	(b) Funds for Future Appropriations	(9,280)	8,942	(25,566)	19,348	-	
20	Details of Surplus/ (Deficit)						
	(a) Interim & terminal bonus paid	1,316	1,084	780	3,481	2,406	
	(b) Allocation of bonus to policyholders	95,225	-	74,078	95,225	74,078	
	(c) Surplus shown in the Revenue Account	26,301	21,528	5,653	102,288	65,436	
	Total Surplus	122,842	22,612	80,511	200,994	141,920	
SHAREHOLDERS' A/C							
21	Transfer from Policyholders' Account	35,581	12,585	31,220	82,940	65,459	
22	Total income under Shareholders' Account						
	(a) Investment Income	11,406	11,829	8,906	45,206	40,152	
	(b) Other income	280	288	206	1,132	821	
23	Expenses other than those related to insurance business	731	817	867	3,195	2,749	
24	Transfer of funds to Policyholders' A/c	7,564	-	6,268	7,564	6,268	
25	Provisions for doubtful debts (including write off)	-	-	-	-	-	
26	Provisions for diminution in value of investments	59	(163)	(26)	74	(41)	
27	Profit/(loss) before tax	38,915	24,048	33,223	118,445	97,457	
28	Provisions for tax	794	1,021	(382)	3,407	1,992	
29	Profit/(loss) after tax and before Extraordinary Items	38,121	23,027	33,605	115,038	95,465	
30	Extraordinary Items (Net of tax expenses)	-	-	-	-	-	
31	Profit/(loss) after tax and Extraordinary Items	38,121	23,027	33,605	115,038	95,465	
32	Dividend per share (₹):						
	(a) Interim Dividend	2.00	-	1.50	2.00	1.50	
	(b) Final Dividend	-	-	-	-	-	
33	Profit/(Loss) carried to Balance Sheet	537,446	523,397	446,478	537,446	446,478	
34	Paid up equity share capital	100,000	100,000	100,000	100,000	100,000	
35	Reserve & Surplus (excluding Revaluation Reserve)	537,446	523,397	446,478	537,446	446,478	
36	Fair Value Change Account and Revaluation Reserve (Shareholders)	15,336	20,112	8,730	15,336	8,730	
37	Total Assets:						
	(a) Investments:						
	Shareholders'	501,435	515,229	429,550	501,435	429,550	
	Policyholders Fund excluding Linked Assets	5,448,567	5,221,922	4,696,175	5,448,567	4,696,175	
	Assets held to cover Linked Liabilities	5,493,585	5,243,613	4,457,303	5,493,585	4,457,303	
	(b) Other Assets (Net of current liabilities and provisions)	371,989	336,739	339,496	371,989	339,496	

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



Sl. No.	Particulars	Three months ended/ As at			Year ended/ As at	
		March 31, 2018	December 31, 2017	March 31, 2017	March 31, 2018	March 31, 2017
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
38	Analytical Ratios¹					
	(i) Solvency Ratio	2.06	2.06	2.04	2.06	2.04
	(ii) Expenses Management Ratio	9.26%	11.03%	9.71%	11.20%	11.56%
	(iii) Policyholder's liabilities to shareholders' fund	1710.03%	1658.72%	1687.17%	1710.03%	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 months)	3.81	2.30	3.36	11.50	9.55
	b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not annualized for three months)	3.81	2.30	3.36	11.50	9.55
	(v) NPA ratios: (for policyholders' fund)					
	a) Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL
	b) % of Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL
	(vi) Yield on Investments (on policyholders' fund)					
	A. Without unrealised gains					
	Non Linked					
	Par	8.54%	8.64%	7.51%	8.86%	8.65%
	Non Par	8.76%	8.81%	9.16%	8.95%	9.16%
	Sub - Total : Non-Linked	8.68%	8.75%	8.64%	8.92%	9.00%
	Linked					
	Par	NA	NA	NA	NA	NA
	Non Par	8.55%	10.53%	9.33%	10.42%	11.04%
	Sub - Total : Linked	8.55%	10.53%	9.33%	10.42%	11.04%
	Grand Total	8.64%	9.59%	8.99%	9.61%	9.93%
	B. With unrealised gains					
	Non Linked					
	Par	3.42%	-0.75%	4.32%	7.37%	13.36%
	Non Par	5.58%	0.19%	5.15%	6.31%	12.02%
	Sub - Total : Non-Linked	4.85%	-0.10%	4.95%	6.68%	12.45%
	Linked					
	Par	NA	NA	NA	NA	NA
	Non Par	-4.85%	13.52%	24.45%	8.17%	14.39%
	Sub - Total : Linked	-4.85%	13.52%	24.45%	8.17%	14.39%
	Grand Total	0.32%	6.29%	13.94%	7.38%	13.35%
	(vii) NPA ratios: (for shareholders' fund)					
	a) Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL
	b) % of Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL
	(viii) Yield on Investments (on shareholders' fund)					
	A. Without unrealised gains	9.32%	9.53%	8.22%	9.48%	9.70%
	B. With unrealised gains	2.87%	4.88%	9.18%	8.40%	12.28%
	(ix) Persistency Ratio (based on number of Policy) ²					
	For 13th month	73.64%	68.13%	71.80%	73.90%	73.34%
	For 25th month	63.95%	59.01%	64.26%	65.56%	64.73%
	For 37th month	60.17%	58.26%	62.24%	60.35%	61.22%
	For 49th Month	57.61%	55.56%	47.60%	56.30%	46.71%
	for 61st month	49.64%	44.55%	42.17%	47.76%	46.06%
	Persistency Ratio (based on Premium) ²					
	For 13th month	82.27%	78.38%	79.17%	83.03%	81.07%
	For 25th month	73.26%	70.23%	71.52%	75.18%	73.86%
	For 37th month	68.04%	69.49%	64.71%	70.02%	67.36%
	For 49th Month	61.57%	61.19%	61.27%	63.85%	62.46%
	for 61st month	58.57%	53.98%	61.86%	58.43%	67.18%
	(x) Conservation Ratio					
	Participating Life	88.91%	88.83%	86.16%	88.45%	84.92%
	Participating Pension	96.75%	92.09%	84.77%	92.50%	88.25%
	Group Pension	103.73%	139.22%	114.79%	124.43%	100.82%
	Non Participating	77.24%	80.94%	79.67%	80.01%	82.25%
	Linked Life	83.87%	81.07%	80.45%	82.73%	77.87%
	Linked Group	-	-	-	-	-
	Linked Pension	87.96%	86.27%	90.39%	87.83%	86.29%
	(xi) Percentage of shares held by Government of India (in case of public sector insurance companies)	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/CIRMISC/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.

i) Persistency Ratios for the year ended March 31, 2018 and March 31, 2017 are "upto the quarter" persistency calculated using policies issued in March to February period of the relevant years.

ii) Persistency ratios for the three months ended March 31, 2018 and March 31, 2017 are "for the quarter" persistency calculated using policies issued in December to February period of the relevant years.

iii) Persistency ratios for the three months ended December 31, 2017 are "for the quarter" persistency calculated using policies issued in September to November period of the relevant year.

NA - Not applicable



SBI Life Insurance Company Limited
Balance Sheet as at March 31, 2018

Particulars	(₹ in Lakhs)		
	As at March 31, 2018 (Audited)	As at December 31, 2017 (Unaudited)	As at March 31, 2017 (Audited)
SOURCES OF FUNDS			
Shareholders' Funds:			
Share Capital	100,000	100,000	100,000
Reserves and Surplus	537,446	523,397	446,478
Credit/(Debit) Fair Value Change Account	15,336	20,112	8,730
Sub-Total	652,782	643,509	555,208
Borrowings	-	-	-
Policyholders' Funds:			
Credit/(Debit) Fair Value Change Account	94,271	122,045	77,638
Policy Liabilities	5,555,590	5,279,708	4,832,376
Insurance Reserves	-	-	-
Provision for Linked Liabilities	4,955,808	4,556,847	3,885,591
Add: Fair value change (Linked)	310,548	459,625	379,016
Add: Funds for Discontinued Policies	-	-	-
(i) Discontinued on account of non-payment of premium	222,501	222,822	189,673
(ii) Others	4,728	4,320	3,023
Total Linked Liabilities	5,493,585	5,243,613	4,457,303
Sub-Total	11,143,447	10,645,367	9,367,317
Funds for Future Appropriation - Linked	-	-	-
Funds for Future Appropriation - Other*	19,348	28,628	-
TOTAL	11,815,576	11,317,503	9,922,525
APPLICATION OF FUNDS			
Investments			
- Shareholders'	501,435	515,229	429,550
- Policyholders'	5,448,567	5,221,922	4,696,175
Assets held to cover Linked Liabilities	5,493,585	5,243,613	4,457,303
Loans	17,090	17,315	17,820
Fixed assets	58,129	55,494	53,847
Current Assets			
Cash and Bank Balances	264,463	252,015	242,984
Advances and Other Assets	387,618	381,353	326,277
Sub-Total (A)	652,081	633,368	569,261
Current Liabilities			
Provisions	320,457	352,297	276,407
	34,854	17,141	25,025
Sub-Total (B)	355,311	369,438	301,432
Net Current Assets (C) = (A - B)	296,770	263,930	267,829
Miscellaneous Expenditure (To The Extent Not Written Off or Adjusted)	-	-	-
Debit Balance in Profit and Loss Account (Shareholders' Account)	-	-	-
TOTAL	11,815,576	11,317,503	9,922,525
Contingent Liabilities	44,856	44,533	40,953



SBI Life Insurance Company Limited
Segment¹ Reporting for the quarter and year ended March 31, 2018

Sl. No.	Particulars	(₹ in Lakhs)				
		Three months ended/ As at			Year ended/ As at	
		March 31, 2018 (Audited)	December 31, 2017 (Unaudited)	March 31, 2017 (Audited)	March 31, 2018 (Audited)	March 31, 2017 (Audited)
1	Segment Income:					
	Segment A: Par life					
	Net Premium	178,033	138,202	146,114	516,569	405,685
	Income from Investments ²	34,275	33,627	23,246	129,748	97,276
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	684	478	675	2,477	1,895
	Segment B: Par pension					
	Net Premium	7,582	8,273	5,321	26,074	17,905
	Income from Investments ²	2,666	2,724	2,116	10,994	8,128
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	30	26	20	79	64
	Segment C: Par Variable					
	Net Premium	33,373	23,859	24,304	86,309	57,342
	Income from Investments ²	4,701	4,313	2,719	16,839	9,847
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	5	1	-	7	1
	Segment D - Non Par Individual Life					
	Net Premium	38,085	37,869	43,290	122,546	134,322
	Income from Investments ²	16,053	16,276	15,292	65,234	57,118
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	56	29	42	139	102
	Segment E - Non Par Pension					
	Net Premium	1,277	920	1,526	3,127	3,991
	Income from Investments ²	821	828	1,398	3,930	5,070
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	1	-	-	1	1
	Segment F - Non Par Group life					
	Net Premium	84,850	47,928	76,366	244,770	310,816
	Income from Investments ²	44,540	44,617	40,648	178,273	163,361
	Transfer of Funds from shareholders' account	6,317	-	5,148	6,317	5,148
	Other Income	23	9	12	53	4
	Segment G - Non Par Annuity					
	Net Premium	6,924	5,264	6,182	21,156	20,362
	Income from Investments ²	5,063	5,015	4,786	20,207	19,117
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	5	1	-	8	2
	Segment H - Non Par Health					
	Net Premium	126	147	11	390	33
	Income from Investments ²	(10)	16	1	14	6
	Transfer of Funds from shareholders' account	908	-	-	908	-
	Other Income	-	-	-	-	-
	Segment I - Non Par Variable					
	Net Premium	55,486	10,681	30,232	84,876	131,766
	Income from Investments ²	5,802	5,791	4,909	22,603	17,340
	Transfer of Funds from shareholders' account	335	-	1,120	335	1,120
	Other Income	5	1	-	9	2
	Segment J - Linked Individual Life					
	Net Premium	460,148	353,540	362,562	1,240,819	904,351
	Income from Investments ²	(38,866)	150,939	216,533	358,317	499,366
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	1,139	1,082	1,060	4,085	4,689



Sl. No.	Particulars	Three months ended/ As at			Year ended/ As at	
		March 31, 2018	December 31, 2017	March 31, 2017	March 31, 2018	March 31, 2017
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
	Segment K - Linked Group					
	Net Premium	747	1,215	614	3,207	1,500
	Income from Investments ²	119	387	748	1,737	2,635
	Transfer of Funds from shareholders' account	4	-	-	4	-
	Other Income	-	-	-	-	-
	Segment L - Linked Pension					
	Net Premium	57,040	49,723	38,083	166,163	97,172
	Income from Investments ²	(3,512)	15,789	22,670	37,222	50,567
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	-	-	-	-	-
	Shareholders					
	Income from Investments ²	11,348	11,992	8,932	45,133	40,194
	Other Income	280	288	206	1,132	821
2	Segment Surplus/ (Deficit) (net of transfer from shareholders' A/c) :					
	Segment A - Par life	1,411	9,001	(16,927)	26,830	7,095
	Segment B - Par pension	1,328	287	(721)	3,815	619
	Segment C - Par VIP	(1,051)	(346)	603	(330)	785
	Segment D - Non Par Ind Life	997	4,065	9,120	20,295	26,524
	Segment E - Non Par Ind Pension	(277)	195	(98)	772	1,224
	Segment F - Non Par Group life	13,610	3,351	3,459	25,868	16,477
	Segment G - Non Par Annuity	(2,922)	1,038	(910)	639	1,875
	Segment H - Non Par Health	(36)	911	11	(908)	70
	Segment I - Non Par VIP	(932)	167	(388)	(335)	(1,120)
	Segment J - Linked Ind Life	5,331	2,370	2,862	15,305	4,548
	Segment K - Linked Group	(4)	(13)	98	(4)	7
	Segment L - Linked Pension	1,284	501	2,278	2,777	1,065
	Shareholders	10,103	10,442	8,653	39,663	36,274
3	Segment Assets:					
	Segment A - Par life	1,749,596	1,644,660	1,357,136	1,749,596	1,357,136
	Segment B - Par pension	144,784	138,533	114,596	144,784	114,596
	Segment C - Par VIP	246,170	205,767	160,406	246,170	160,406
	Segment D - Non Par Ind Life	669,105	630,188	599,976	669,105	599,976
	Segment E - Non Par Ind Pension	57,782	37,864	39,960	57,782	39,960
	Segment F - Non Par Group life	2,100,933	2,086,320	2,022,242	2,100,933	2,022,242
	Segment G - Non Par Annuity	247,955	239,532	229,978	247,955	229,978
	Segment H - Non Par Health	2,629	1,167	31	2,629	31
	Segment I - Non Par VIP	340,790	291,887	264,299	340,790	264,299
	Segment J - Linked Ind Life	5,074,592	4,897,321	4,174,916	5,074,592	4,174,916
	Segment K - Linked Group	26,326	25,488	22,451	26,326	22,451
	Segment L - Linked Pension	502,068	474,037	368,089	502,068	368,089
	Total	11,162,730	10,672,765	9,354,080	11,162,730	9,354,080
	Shareholders	652,782	643,509	555,208	652,782	555,208
	Unallocated	65	1,230	13,237	65	13,237
	Grand Total	11,815,576	11,317,503	9,922,525	11,815,576	9,922,525
4	Segment Policy Liabilities:					
	Segment A - Par life	1,767,590	1,667,228	1,383,885	1,767,590	1,383,885
	Segment B - Par pension	138,205	132,576	108,640	138,205	108,640
	Segment C - Par VIP	245,482	213,428	157,014	245,482	157,014
	Segment D - Non Par Ind Life	717,533	690,746	639,083	717,533	639,083
	Segment E - Non Par Ind Pension	40,413	39,690	40,986	40,413	40,986
	Segment F - Non Par Group life	2,066,749	2,062,665	2,009,290	2,066,749	2,009,290
	Segment G - Non Par Annuity	262,336	253,252	242,225	262,336	242,225
	Segment H - Non Par Health	1,009	478	43	1,009	43
	Segment I - Non Par VIP	346,848	292,050	264,099	346,848	264,099
	Segment J - Linked Ind Life	5,048,485	4,827,465	4,134,977	5,048,485	4,134,977
	Segment K - Linked Group	25,737	25,141	21,888	25,737	21,888
	Segment L - Linked Pension	502,409	469,275	365,188	502,409	365,188
	Total	11,162,795	10,673,995	9,367,317	11,162,795	9,367,317
	Shareholders	652,782	643,509	555,208	652,782	555,208
	Unallocated	-	-	-	-	-
	Grand Total	11,815,576	11,317,503	9,922,525	11,815,576	9,922,525

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 year ended March 31, 2018

Sl. No.	Particulars	Numbers
1	No. of investor complaints pending at the beginning of the year ^	-
2	No. of investor complaints received during the year	241
3	No. of investor complaints disposed off during the year	241
4	No. of investor complaints remaining unresolved at the end of the year	-

[^] 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.




Notes:

- 1 The above financial results have been approved by the Board of Directors at its meeting held on April 26, 2018.
- 2 The audited accounts are subject to review by the Comptroller and Auditor General of India (C&AG) under section 143(6) of the Companies Act, 2013.
- 3 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.
- 4 The Board of Directors, in its meeting held on March 23, 2018, has declared an interim dividend of ₹ 2.00 per equity share of face value of ₹ 10 each for the year ended March 31, 2018.
- 5 The figures of quarter ended March 31, 2018 and the corresponding quarter ended in the previous year as reported in these financial results are the balancing figures between audited figures in respect of full financial year and published year-to-date figures upto the end of the third quarter of the relevant financial year.
- 6 The above financial results are audited by the joint statutory auditors, L.S. Nalwaya & Co., Chartered Accountants and P. Parikh & Associates, Chartered Accountants.
- 7 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 May 26, 2018.
- 8 Figures of the previous period/year have been regrouped/ reclassified wherever necessary, in order to make them comparable.

For and on behalf of Board of Directors

Place: Mumbai

Date: April 26, 2018


Sanjeev Nautiyal
Managing Director & CEO
(DIN: 08075972)



L. S. NALWAYA & Co.
Chartered Accountants
122, Sher-E-Punjab,
Opp. St. Dominic Savio High School,
Andheri (East),
Mumbai – 400 093.

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

Auditor's Report on Quarterly Financial Results and Year to Date Results of SBI Life Insurance Company Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with IRDA Circular reference: IRDAI /F&I / REG/ CIR/ 208 /10/ 2016 dated 25th October 2016

To
The Board of Directors of
SBI Life Insurance Company Limited

We have audited the accompanying quarterly financial results of SBI Life Insurance Company Limited (the "Company") for the quarter ended March 31, 2018 and the year to date financial results for the period April 01, 2017 to March 31, 2018, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 2016. These quarterly financial results as well as the year to date financial results have been prepared on the basis of financial statements, which are the responsibility of the Company's management and have been approved by the Board of Directors on April 26, 2018.

Our responsibility is to express an opinion on these financial results and year to date financial results based on our audit of such financial statements, which have been prepared in accordance with the recognition and measurement principles specified under Section 133 of the Companies Act, 2013 ("the Act") read with Rule 7 of the Companies (Accounts) Rules, 2014 issued there under, including the relevant provisions of the Insurance Act, 1938 (the "Insurance Act"), the Insurance Regulatory and Development Authority Act, 1999 (the "IRDA Act") and other accounting principles generally accepted in India, to the extent considered relevant and appropriate for the purpose of quarterly financial results as well as the year to date financial results and which are not inconsistent with the accounting principles as prescribed in the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulations, 2002 (the "Regulations") and orders/directions/circulars issued by the Insurance Regulatory and Development Authority of India ("IRDAI") to the extent applicable.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.



In our opinion and to the best of our information and according to the explanations given to us these quarterly financial results as well as the year to date results:

- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 2016 in this regard; and
- (ii) give a true and fair view of the net profit and other financial information for the quarter ended March 31, 2018 as well as the year to date results for the year from April 01, 2017 to March 31, 2018.

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 March 31, 2018 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 for forming our opinion on 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 financial statements of the Company.

For L. S. NALWAYA & CO.

Chartered Accountants

Firm Regn. No. 115645W


Ashish Nalwaya

Partner

Membership No. 110922

Place: Mumbai

Date: April 26, 2018



For P. PARIKH & ASSOCIATES

Chartered Accountants

Firm Regn. No. 107564W


Ashok Rajagiri

Partner

Membership No. 046070



25 April 2018

The Directors
SBI Life Insurance Company Limited
Natraj, M.V. Road and Western Express Highway Junction
Andheri (East), Mumbai - 400 069

Dear Sirs,

Willis Towers Watson Opinion on Embedded Value as at 31 March 2018

Willis Towers Watson Actuarial Advisory LLP ("Willis Towers Watson", "we", "us" or "our") has been engaged by SBI Life Insurance Company Limited ("SBI Life" or "the Company") to review and provide an independent actuarial opinion on the embedded value results prepared by SBI Life. The review covered the embedded value as at 31 March 2018 and the value of one year's new business written during the period 1 April 2017 to 31 March 2018 (together, "embedded value results").

Scope of work

Our scope of work covered:

- A review of the methodology and assumptions used to determine the embedded value results;
- A review of the results of SBI Life's calculation of the embedded value results;
- A review of the analysis of movement in embedded value for FY2017-18; and
- A review of select sensitivities as defined by the Company.

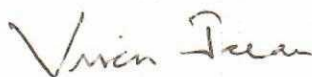
Opinion

Willis Towers Watson has concluded that the methodology and assumptions used to determine the embedded value results of SBI Life comply with the standards issued by the Institute of Actuaries of India within the Actuarial Practice Standard 10 ("Indian Embedded Value Principles"), and in particular that:

- the economic assumptions used are internally consistent and result in the projected cash-flows being valued in line with the prices of similar cash-flows that are traded on the capital markets;
- the operating assumptions have been set with appropriate regard to the past, current and expected future experience;
- the Required Capital has been determined and projected on the basis of SBI Life's internal capital target of 180% of the Required Solvency Margin and has been assessed from a shareholders' perspective;
- allowance has been made for the Cost of Residual Non-Hedgeable Risks; and
- for participating business, the assumed bonus rates, and allocation of profit between policyholders and shareholders, are consistent with the projection assumptions, established company practice and local market practice.

Willis Towers Watson has also performed a number of checks on the models, processes and results of the calculations performed by SBI Life. On the basis of this review, Willis Towers Watson has confirmed that no issues have been discovered that have a material impact on the disclosed embedded value as at 31 March 2018, the value of one year's new business written during the period 1 April 2017 to 31 March 2018, the analysis of movement in embedded value for FY2017-18, and the sensitivity analysis.

In arriving at these conclusions, Willis Towers Watson has relied on data and information provided by SBI Life. This Opinion is made solely to SBI Life in accordance with the terms of Willis Towers Watson's engagement letter dated 12 March 2018. To the fullest extent permitted by applicable law, Willis Towers Watson does not accept or assume any responsibility, duty of care or liability to anyone other than SBI Life for or in connection with its review work, the opinions it has formed or for any statements set forth in this opinion.



Vivek Jalan, FIAI
Managing Partner

Willis Towers Watson Actuarial Advisory LLP
Registered Office:
A-210, Pioneer Urban Square
Sector - 62
Golf Course Extension Road
Gurugram-122003, India





Kunj Behari Maheshwari, FIAI
Partner

April 26, 2018

Performance for the year ended March 31, 2018

1. Operating Performance Review

(₹ in billion)			
Particulars	FY2018	FY2017	Growth (Y-o-Y)
New Business Annualized Premium Equivalent (APE)	85.4	67.3	26.9%
New Business Individual Rated Premium (IRP)	77.9	59.4	31.2%
New Business Premium Protection (Individual + Group)	6.0	4.9	23.1%
Renewal Premium	143.9	108.7	32.3%
Private Market Share based on IRP ¹	21.8%	20.7%	-
Persistency Ratios (based on premium) ²			
13 th month persistency	83.03%	81.07%	-
37 th month persistency	70.02%	67.36%	-
49 th month persistency	63.85%	62.46%	-
61 st month persistency	58.43%	67.18%	-
Operating expense ratio ³	6.8%	7.8%	-
Commission ratio	4.4%	3.7%	-
Total cost ratio ⁴	11.2%	11.6%	-
Value of New business (VoNB) ⁵	13.9	10.4	33.6%
VoNB Margin (%) ⁵	16.2%	15.4%	-
Indian embedded value (IEV) ⁵	190.7	165.4	15.3%
Profit after Tax (PAT)	11.5	9.5	20.5%
Assets under management (AuM)	1,162.6	977.4	19.0%
Net Worth	65.3	55.5	17.6%
Solvency Ratio	2.06	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. Persistency Ratios for the year ended March 31, 2018 and March 31, 2017 are "upto the quarter" persistency calculated using policies issued in March to February period of the relevant years.

3. Operating expense ratio = Operating expenses / Gross Written Premium (GWP)

4. Total cost ratio = (Operating expenses + Commission + Provision for doubtful debt and bad debt written off) / GWP

5. VoNB/ VoNB Margin and IEV has been reviewed by Independent Actuary.



- **Business growth and market share**

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

New business annualized premium equivalent has increased by 26.9% from ₹ 67.3 billion in FY 2017 to ₹ 85.4 billion in 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 y-o-y growth of 31.2% in new business individual rated premium for the FY 2018. The new business individual rated premium has increased from ₹ 59.4 billion in FY 2017 to ₹ 77.9 billion in FY 2018.

In FY 2018, the Company has increased the private market share based on IRP from 20.7% in FY 2017 to 21.8 %. While the overall market share based on IRP has increased from 11.1% in FY 2017 to 12.3% in FY 2018.

- c. *Renewal Premium*

Renewal premium grew at 32.3% from ₹ 108.7 billion in FY 2017 to ₹ 143.9 billion in FY 2018 primarily due to increase in renewal premium from retail business by 35.3%. This has resulted into increase in Gross Written Premium by 20.6% from ₹ 210.2 billion in FY 2017 to ₹ 253.5 billion in 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 FY 2018, New Business Premium from participating products, non-participating products and unit-linked products contributed 18.5%, 25.5% and 55.9% respectively of New Business Premium.

- **Persistency**

The Company has focused on providing superior customer service and customer retention. We had 13th month and 61st month persistency ratios of 83.03% and 58.43%, respectively for FY 2018.

- **Cost efficiency**

The total cost ratio stood at 11.2% in FY 2018 as compared to 11.6 % in FY 2017.

- a. *Commission*

The commission expense has increased by 43.1% from ₹ 7.8 billion in FY 2017 to ₹ 11.2 billion in FY 2018. The increase in commission is broadly in line with the change in product mix, increase in



Individual New Business Premium by 30.0% and increase in Individual Renewal Business by 35.3% in FY 2018 as compared to FY 2017.

b. Operating Expenses

The operating expense has increased marginally by 4.5% from ₹ 16.5 billion in FY 2017 to ₹ 17.2 billion in FY 2018. Operating expense to gross written premium ratio stood at 6.8% in FY 2018 as compared to 7.8% in FY 2017.

- **Profitability**

Value of New Business (VoNB) for FY 2018 was ₹ 13.9 billion. The VoNB margin increased from 15.4% in FY 2017 to 16.2% in FY 2018.

The Company's profit after tax was ₹ 11.5 billion for the year ended March 31, 2018 as compared to ₹ 9.5 billion for the year ended March 31, 2017.

- **Assets under Management (AuM)**

Assets under management have increased by 19% from ₹ 977.4 billion as of March 31, 2017 to ₹ 1,162.6 billion as of March 31, 2018. As of March 31, 2018, AUM was ₹ 1,162.6 billion, of which equities constituted 23%, government securities constituted 45%, corporate bonds 25% and other securities 7%. The Company has debt-equity mix of 77:23. 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 17.6% from ₹ 55.5 billion as at March 31, 2017 to ₹ 65.3 billion as at March 31, 2018. 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

Particulars	Year ended	
	March 31, 2018	March 31, 2017
Premium earned	253.5	210.2
Premium on reinsurance ceded	(1.9)	(1.6)
Net premium earned	251.6	208.5
Investment income ¹	89.0	97.0
Other income	0.8	0.8
Total income	341.4	306.3
Commission paid	11.2	7.8
Operating & other expenses ²	21.0	19.0
Provision for tax- policyholders'	2.4	1.8
Claims/benefits paid (net) ³	117.1	95.5
Change in actuarial liability ⁴	177.9	172.4
Total expenses	329.6	296.5
Profit before tax	11.8	9.7
Provision for tax- Shareholders'	0.3	0.2
Profit after tax	11.5	9.5

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 20.7% from ₹ 208.5 billion in FY 2017 to ₹ 251.6 billion in FY 2018 primarily due to increase in retail new business premium by 30.0% from ₹ 64.7 billion in FY 2017 to ₹ 84.1 billion in FY 2018 and also due to increase in renewal premium from retail business by 35.3% from ₹ 99.2 billion in FY 2017 to ₹ 134.2 billion in FY 2018.

• Investments and Other income

i. Investment Income

Total income from investment was ₹ 89.0 billion in FY 2018 comprised of ₹ 39.7 billion under unit-linked portfolio, ₹ 44.8 billion under traditional portfolio and ₹ 4.5 billion under shareholder portfolio. Total investment income has decreased by ₹ 8.0 billion from ₹ 97.0 billion in FY 2017 to ₹ 89.0 billion in FY 2018.



Unit Linked Portfolio:

Total investment income under unit linked portfolio has decreased by ₹ 15.5 billion from ₹ 55.3 billion in FY 2017 to ₹ 39.7 billion in FY 2018 due to fair value change. Fair value change has decreased by ₹ 22.05 billion from a gain of ₹ 15.2 billion in FY 2017 to a loss of ₹ 6.8 billion in FY 2018. This is offset with the corresponding decrease in unit-linked liability (fund reserves) as it is pass through to linked policyholders'.

Traditional Portfolio:

Total investment income under traditional has increased by ₹ 7.1 billion from ₹ 37.7 billion in FY 2017 to ₹ 44.8 billion in FY 2018 majorly due to following:

- a. Interest income (net of amortization and accretion) under traditional portfolio has increased by ₹ 4.6 billion from ₹ 33.6 billion in FY 2017 to ₹ 38.2 billion in FY 2018 due to increase in investment of debt securities by 14.1% under traditional portfolio.
- b. Net profit on sale of investment under traditional portfolio has increased by ₹ 2.3 billion from ₹ 3.7 billion in FY 2017 to ₹ 6.0 billion in FY 2018 due to higher profit booking.

Shareholders Portfolio:

Investment income under shareholder portfolio has increased by ₹ 0.5 billion from ₹ 4.0 billion in FY 2017 to ₹ 4.5 billion in FY 2018 is mainly due to increase in interest income and higher profit booking.

ii. Other Income

Other income includes fees and charges, income on unclaimed fund, rental income, etc. Other income for FY 2018 and FY 2017 has remained flat at ₹ 0.8 billion.

• **Commission**

Commission expense has increased by 43.1% from ₹ 7.8 billion in FY 2017 to ₹ 11.2 billion in FY 2018. The increase in commission is broadly in line with the change in product mix, increase in Individual New Business Premium by 30.0% and increase in Individual Renewal Business Premium by 35.3% in FY 2018 as compared to 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 10.5%, from ₹ 19.0 billion in FY 2017 to ₹ 21.0 billion in FY 2018. This increase was primarily due to an increase in employee's remuneration expenses. Employee's remuneration expense has increased by 16.5% from ₹ 8.2 billion in FY 2017 to ₹ 9.6 billion in FY 2018 due to salary increments and 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 22.6% from ₹ 95.5 billion FY 2017 to ₹ 117.1 billion in FY 2018 primarily on account of increase in withdrawals by ₹ 11.3 billion and increase in survival benefit by ₹ 5.1 billion in FY 2018 as compared to FY 2017.

- **Change in actuarial liability**

Change in actuarial liability including fund for future appropriation (FFA) increased from ₹ 172.4 billion in FY 2017 to ₹ 177.9 billion in FY 2018.

- a. Fund reserve, which represents liability carried on account of units held by unit-linked policyholders, has increased from ₹ 82.8 billion in FY 2017 to ₹ 100.2 billion in 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 and FFA) net of reinsurance ceded has decreased from ₹ 85.9 billion in FY 2017 to ₹ 73.0 billion in FY 2018.

- **Profit after tax**

As a result of the above, the profit after tax increased by 20.5% from ₹ 9.5 billion in FY 2017 to ₹ 11.5 billion in 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

(₹1 billion = ₹100 crore)



News Release

BSE Code: 540719



April 26, 2018

NSE Code: SBILIFE

Performance for the year ended March 31, 2018

- Market leadership in Individual New Business Premium with 30% Y-o-Y growth
- Value of New Business (VoNB) increased by 34%
- Embedded Value (IEV) rises to ₹ 190.7 billion
- Profit after tax increased by 21% to ₹ 11.5 billion in FY 2018

Key measures of performance

Particulars	(₹ in billion)		
	FY 2018	FY 2017	Growth
New Business Annualized Premium Equivalent (APE)	85.4	67.3	26.9%
New Business Individual Rated Premium (IRP)	77.9	59.4	31.2%
New Business Premium Protection (Individual + Group)	6.0	4.9	23.1%
Renewal Premium	143.9	108.7	32.3%
Private Market Share based on IRP ¹	21.8%	20.7%	-
Persistency Ratios (based on premium) ²			
13 th month persistency	83.03%	81.07%	-
37 th month persistency	70.02%	67.36%	-
49 th month persistency	63.85%	62.46%	-
61 st month persistency	58.43%	67.18%	-
Operating expense ratio ³	6.8%	7.8%	-
Commission ratio	4.4%	3.7%	-
Total cost ratio ⁴	11.2%	11.6%	-
Value of New business (VoNB) ⁵	13.9	10.4	33.6%
VoNB Margin (%) ⁵	16.2%	15.4%	-
Indian embedded value (IEV) ⁵	190.7	165.4	15.3%
Profit after Tax (PAT)	11.5	9.5	20.5%
Assets under Management (AuM)	1,162.6	977.4	19.0%
Net Worth	65.3	55.5	17.6%
Solvency Ratio	2.06	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. Persistency Ratios for the year ended March 31, 2018 and March 31, 2017 are "upto the quarter" persistency calculated using policies issued in March to February period of the relevant years.

3. Operating expense ratio = Operating expenses / Gross Written Premium (GWP)

4. Total cost ratio = (Operating expenses + Commission + Provision for doubtful debt and bad debt written off) / GWP

5. VoNB/VoNB Margin and IEV has been reviewed by Independent Actuary.

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

The Board of Directors of SBI Life Insurance Company Limited approved and adopted its audited financial results for the year ended March 31, 2018, following its meeting on Thursday, April 26, 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 26.9% in FY 2018 to ₹ 85.4 billion from ₹ 67.3 billion for the same period last year
- New Business Individual Rated Premium (IRP) has increased by 31.2% in FY 2018 to ₹ 77.9 billion from ₹ 59.4 billion for the same period last year
- Private market share based on IRP increased from 20.7% in FY 2017 to 21.8 % in FY 2018. While the overall market share based on IRP has increased from 11.1% in FY 2017 to 12.3% in FY 2018

Quality of business

- 13th month persistency stood at 83.03% for FY2018 as compared to 81.07% for FY 2017
- Renewal premium grew at 32.3% to ₹ 143.9 billion in FY 2018

Cost Efficiency

- Operating Expense ratio has decreased to 6.8% in FY 2018, from 7.8% in FY 2017

Profitability

- Value of New Business (VoNB) stood at ₹ 13.9 billion for FY2018
- VoNB margin of 16.2% for FY2018 as compared to 15.4% for FY2017
- PAT increased by 20.5% from ₹ 9.5 billion in FY 2017 to ₹ 11.5 billion in FY 2018

Assets under Management

- AuM has grown by 19% to ₹ 1,162.6 billion as of March 31, 2018, from ₹ 977.4 billion as of March 31, 2017

Net worth and capital position

- The Company's net worth increased by 17.6% from ₹ 55.5 billion as at March 31, 2017 to ₹ 65.3 billion as at March 31, 2018. The solvency ratio was at 2.06 as against the regulatory requirement of 1.50.

Performance for quarter ended March 31, 2018

- Individual Rated Premium grew by 10.2% in Q4 FY 2018
- New Business Premium Protection (Individual + Group) grew by 34.5%
- Renewal Premium grew by 31.8% in Q4 FY 2018
- Total Premium (GWP) increased by 25.7% in Q4 FY 2018
- Profit after tax grew by 13.4% from ₹ 3.4 billion in Q4 FY 2017 to ₹ 3.8 billion in Q4 FY 2018.
- Operating Expense to Gross Written Premium at 5.2% in Q4 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 (VoNB):** VoNB 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 / VoNB Margin:** VoNB Margin is the ratio of VoNB 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 22,000 branches across the country. SBI Life also has a large and productive agent network comprising of 108,261 agents, as on March 31, 2018. The Company's other distribution channels include direct sales and sales through corporate agents, brokers, insurance marketing firms and other intermediaries. As on March 31, 2018, the Company has a widespread network of 825 offices across the Country to address customer needs effectively and efficiently. The Company had an AuM of ₹ 1,162.6 billion as of March 31, 2018.

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.

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(₹1 billion = ₹ 100 crore)

SEARCHABLE FORMAT

SBI Life Insurance Company Limited
Statement of Audited Results for the quarter and year ended March 31, 2018

(₹ in Lakhs)

Sl. No.	Particulars		Three months ended/ As at			Year ended/ As at	
			March 31, 2018	December 31, 2017	March 31, 2017	March 31, 2018	March 31, 2017
			(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
POLICYHOLDERS' A/C							
1	Gross premium income						
	(a)	First Year Premium	254,175	238,675	233,693	813,936	620,723
	(b)	Renewal Premium	552,444	390,406	419,092	1,438,805	1,087,127
	(c)	Single Premium	122,390	52,517	86,560	282,678	393,663
2	Net premium income ¹		923,670	677,621	734,605	2,516,007	2,085,245
3	Income from investments (Net) ²		72,051	279,339	334,886	845,625	929,369
4	Other income		1,947	1,627	1,811	6,858	6,760
5	Transfer of funds from Shareholders' A/c		7,564	-	6,268	7,564	6,268
6	Total (2 to 5)		1,005,232	958,587	1,077,570	3,376,054	3,027,642
7	Commission on						
	(a)	First Year Premium	21,693	20,156	17,728	70,455	50,567
	(b)	Renewal Premium	15,005	10,571	10,254	39,384	26,651
	(c)	Single Premium	896	512	337	2,248	1,116
8	Net Commission ¹		37,594	31,238	28,319	112,087	78,334
9	Operating Expenses related to insurance business (a + b):		48,420	43,932	43,448	171,884	164,519
	(a)	Employees remuneration and welfare expenses	24,460	24,130	19,285	95,820	82,274
	(b)	Other operating expenses	23,961	19,802	24,163	76,064	82,245
10	Expenses of Management (8+9)		86,014	75,170	71,767	283,971	242,853
11	Provisions for doubtful debts (including bad debts written off)		(53)	33	4	46	37
12	Provisions for diminution in value of investments and provision for standard assets		399	(982)	(180)	506	(463)
13	Service tax on charges ⁴		11,339	9,527	7,403	34,717	22,678
14	Provision for taxes		5,250	2,716	2,920	23,800	17,983
15	Benefits Paid ³ (Net) ¹		350,128	291,378	266,757	1,171,230	955,020
16	Change in actuarial liability		525,854	559,217	723,246	1,759,496	1,724,096
17	Total (10+11+12+13+14+15+16)		978,931	937,059	1,071,917	3,273,766	2,962,205
18	Surplus/(Deficit) (6-17)		26,301	21,528	5,653	102,288	65,436
19	Appropriations						
	(a)	Transferred to Shareholders A/c	35,581	12,585	31,220	82,940	65,459
	(b)	Funds for Future Appropriations	(9,280)	8,942	(25,566)	19,348	-
20	Details of Surplus/ (Deficit)						
	(a)	Interim & terminal bonus paid	1,316	1,084	780	3,481	2,406
	(b)	Allocation of bonus to policyholders	95,225	-	74,078	95,225	74,078
	(c)	Surplus shown in the Revenue Account	26,301	21,528	5,653	102,288	65,436
	Total Surplus		122,842	22,612	80,511	200,994	141,920
SHAREHOLDERS' A/C							
21	Transfer from Policyholders' Account		35,581	12,585	31,220	82,940	65,459
22	Total income under Shareholders ' Account						
	(a)	Investment Income	11,406	11,829	8,906	45,206	40,152
	(b)	Other income	280	288	206	1,132	821
23	Expenses other than those related to insurance business		731	817	867	3,195	2,749
24	Transfer of funds to Policyholders' A/c		7,564	-	6,268	7,564	6,268
25	Provisions for doubtful debts (including write off)		-	-	-	-	-
26	Provisions for diminution in value of investments		59	(163)	(26)	74	(41)
27	Profit/ (loss) before tax		38,915	24,048	33,223	118,445	97,457
28	Provisions for tax		794	1,021	(382)	3,407	1,992
29	Profit/ (loss) after tax and before Extraordinary Items		38,121	23,027	33,605	115,038	95,465
30	Extraordinary Items (Net of tax expenses)		-	-	-	-	-
31	Profit/ (loss) after tax and Extraordinary Items		38,121	23,027	33,605	115,038	95,465
32	Dividend per share (₹):						
	(a)	Interim Dividend	2.00	-	1.50	2.00	1.50
	(b)	Final Dividend	-	-	-	-	-
33	Profit/(Loss) carried to Balance Sheet		537,446	523,397	446,478	537,446	446,478
34	Paid up equity share capital		100,000	100,000	100,000	100,000	100,000
35	Reserve & Surplus (excluding Revaluation Reserve)		537,446	523,397	446,478	537,446	446,478
36	Fair Value Change Account and Revaluation Reserve (Shareholders)		15,336	20,112	8,730	15,336	8,730
37	Total Assets:						
	(a)	Investments:					
		Shareholders '	501,435	515,229	429,550	501,435	429,550
		Policyholders Fund excluding Linked Assets	5,448,567	5,221,922	4,696,175	5,448,567	4,696,175
		Assets held to cover Linked Liabilities	5,493,585	5,243,613	4,457,303	5,493,585	4,457,303
	(b)	Other Assets (Net of current liabilities and provisions)	371,989	336,739	339,496	371,989	339,496

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			Year ended/ As at	
			March 31, 2018	December 31, 2017	March 31, 2017	March 31, 2018	March 31, 2017
			(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
38	Analytical Ratios¹ :						
	(i)	Solvency Ratio	2.06	2.06	2.04	2.06	2.04
	(ii)	Expenses Management Ratio	9.26%	11.03%	9.71%	11.20%	11.56%
	(iii)	Policyholder's liabilities to shareholders' fund	1710.03%	1658.72%	1687.17%	1710.03%	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 months)	3.81	2.30	3.36	11.50	9.55
		b) Basic and diluted EPS after extraordinary items (net of tax expense) for the period (not annualized for three months)	3.81	2.30	3.36	11.50	9.55
	(v)	NPA ratios: (for policyholders' fund)					
		a) Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL
		b) % of Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL
	(vi)	Yield on Investments (on policyholders' fund)					
		A. Without unrealised gains					
		<u>Non Linked</u>					
		Par	8.54%	8.64%	7.51%	8.86%	8.65%
		Non Par	8.76%	8.81%	9.16%	8.95%	9.16%
		Sub -Total : Non-Linked	8.68%	8.75%	8.64%	8.92%	9.00%
		<u>Linked</u>					
		Par	NA	NA	NA	NA	NA
		Non Par	8.55%	10.53%	9.33%	10.42%	11.04%
		Sub - Total : Linked	8.55%	10.53%	9.33%	10.42%	11.04%
		Grand Total	8.64%	9.59%	8.99%	9.61%	9.93%
		B. With unrealised gains					
		<u>Non Linked</u>					
		Par	3.42%	-0.75%	4.32%	7.37%	13.36%
		Non Par	5.58%	0.19%	5.15%	6.31%	12.02%
		Sub - Total : Non-Linked	4.85%	-0.10%	4.95%	6.68%	12.45%
		<u>Linked</u>					
		Par	NA	NA	NA	NA	NA
		Non Par	-4.85%	13.52%	24.45%	8.17%	14.39%
		Sub - Total : Linked	-4.85%	13.52%	24.45%	8.17%	14.39%
		Grand Total	0.32%	6.29%	13.94%	7.38%	13.35%
	(vii)	NPA ratios: (for shareholders' fund)					
		a) Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL
		b) % of Gross & Net NPAs	NIL	NIL	NIL	NIL	NIL
	(viii)	Yield on Investments (on shareholders' fund)					
		A. Without unrealised gains	9.32%	9.53%	8.22%	9.48%	9.70%
		B. With unrealised gains	2.87%	4.88%	9.18%	8.40%	12.28%
	(ix)	Persistency Ratio (based on number of Policy) ²					
		For 13th month	73.64%	68.13%	71.80%	73.90%	73.34%
		For 25th month	63.95%	59.01%	64.26%	65.56%	64.73%
		For 37th month	60.17%	58.26%	62.24%	60.35%	61.22%
		For 49th Month	57.61%	55.56%	47.60%	56.30%	46.71%
		for 61st month	49.64%	44.55%	42.17%	47.76%	46.06%
		Persistency Ratio (based on Premium) ²					
		For 13th month	82.27%	78.38%	79.17%	83.03%	81.07%
		For 25th month	73.26%	70.23%	71.52%	75.18%	73.86%
		For 37th month	68.04%	69.49%	64.71%	70.02%	67.36%
		For 49th Month	61.57%	61.19%	61.27%	63.85%	62.46%
		for 61st month	58.57%	53.98%	61.86%	58.43%	67.18%
	(x)	Conservation Ratio					
		Participating Life	88.91%	88.83%	86.16%	88.45%	84.92%
		Participating Pension	96.75%	92.09%	84.77%	92.50%	88.25%
		Group Pension	103.73%	139.22%	114.79%	124.43%	100.82%
		Non Participating	77.24%	80.94%	79.67%	80.01%	82.25%
		Linked Life	83.87%	81.07%	80.45%	82.73%	77.87%
		Linked Group	-	-	-	-	-
		Linked Pension	87.96%	86.27%	90.39%	87.83%	86.29%
	(xi)	Percentage of shares held by Government of India (in case of public sector insurance companies)	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.

i) Persistency Ratios for the year ended March 31, 2018 and March 31, 2017 are "upto the quarter" persistency calculated using policies issued in March to February period of the relevant years.

ii) Persistency ratios for the three months ended March 31, 2018 and March 31, 2017 are "for the quarter" persistency calculated using policies issued in December to February period of the relevant years.

iii) Persistency ratios for the three months ended December 31, 2017 are "for the quarter" persistency calculated using policies issued in September to November period of the relevant year.

NA - Not applicable

SBI Life Insurance Company Limited
Balance Sheet as at March 31, 2018

(₹ in Lakhs)

Particulars	As at March 31, 2018	As at December 31, 2017	As at March 31, 2017
	(Audited)	(Unaudited)	(Audited)
SOURCES OF FUNDS			
Shareholders' Funds:			
Share Capital	100,000	100,000	100,000
Reserves and Surplus	537,446	523,397	446,478
Credit/(Debit) Fair Value Change Account	15,336	20,112	8,730
Sub-Total	652,782	643,509	555,208
Borrowings	-	-	-
Policyholders' Funds:			
Credit/(Debit) Fair Value Change Account	94,271	122,045	77,638
Policy Liabilities	5,555,590	5,279,708	4,832,376
Insurance Reserves	-	-	-
Provision for Linked Liabilities	4,955,808	4,556,847	3,885,591
Add: Fair value change (Linked)	310,548	459,625	379,016
Add: Funds for Discontinued Policies			
(i) Discontinued on account of non-payment of premium	222,501	222,822	189,673
(ii) Others	4,728	4,320	3,023
Total Linked Liabilities	5,493,585	5,243,613	4,457,303
Sub-Total	11,143,447	10,645,367	9,367,317
Funds for Future Appropriation - Linked	-	-	-
Funds for Future Appropriation - Other	19,348	28,628	-
TOTAL	11,815,576	11,317,503	9,922,525
APPLICATION OF FUNDS			
Investments			
- Shareholders'	501,435	515,229	429,550
- Policyholders'	5,448,567	5,221,922	4,696,175
Assets held to cover Linked Liabilities	5,493,585	5,243,613	4,457,303
Loans	17,090	17,315	17,820
Fixed assets	58,129	55,494	53,847
Current Assets			
Cash and Bank Balances	264,463	252,015	242,984
Advances and Other Assets	387,618	381,353	326,277
Sub-Total (A)	652,081	633,368	569,261
Current Liabilities			
Provisions	320,457	352,297	276,407
	34,854	17,141	25,025
Sub-Total (B)	355,311	369,438	301,432
Net Current Assets (C) = (A - B)	296,770	263,930	267,829
Miscellaneous Expenditure (To The Extent Not Written Off or Adjusted)	-	-	-
Debit Balance in Profit and Loss Account (Shareholders' Account)	-	-	-
TOTAL	11,815,576	11,317,503	9,922,525
Contingent Liabilities	44,856	44,533	40,953

SBI Life Insurance Company Limited
Segment¹ Reporting for the quarter and year ended March 31, 2018

(₹ in Lakhs)

SI. No.	Particulars	Three months ended/ As at			Year ended/ As at	
		March 31, 2018	December 31, 2017	March 31, 2017	March 31, 2018	March 31, 2017
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	Segment Income:					
	Segment A:Par life					
	Net Premium	178,033	138,202	146,114	516,569	405,685
	Income from Investments ²	34,275	33,627	23,246	129,748	97,276
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	684	478	675	2,477	1,895
	Segment B:Par pension					
	Net Premium	7,582	8,273	5,321	26,074	17,905
	Income from Investments ²	2,666	2,724	2,116	10,994	8,128
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	30	26	20	79	64
	Segment C:Par Variable					
	Net Premium	33,373	23,859	24,304	86,309	57,342
	Income from Investments ²	4,701	4,313	2,719	16,839	9,847
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	5	1	-	7	1
	Segment D - Non Par Individual Life					
	Net Premium	38,085	37,869	43,290	122,546	134,322
	Income from Investments ²	16,053	16,276	15,292	65,234	57,118
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	56	29	42	139	102
	Segment E - Non Par Pension					
	Net Premium	1,277	920	1,526	3,127	3,991
	Income from Investments ²	821	828	1,398	3,930	5,070
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	1	-	-	1	1
	Segment F - Non Par Group life					
	Net Premium	84,850	47,928	76,366	244,770	310,816
	Income from Investments ²	44,540	44,617	40,648	178,273	163,361
	Transfer of Funds from shareholders' account	6,317	-	5,148	6,317	5,148
	Other Income	23	9	12	53	4
	Segment G - Non Par Annuity					
	Net Premium	6,924	5,264	6,182	21,156	20,362
	Income from Investments ²	5,063	5,015	4,786	20,207	19,117
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	5	1	-	8	2
	Segment H - Non Par Health					
	Net Premium	126	147	11	390	33
	Income from Investments ²	(10)	16	1	14	6
	Transfer of Funds from shareholders' account	908	-	-	908	-
	Other Income	-	-	-	-	-
	Segment I - Non Par Variable					
	Net Premium	55,486	10,681	30,232	84,876	131,766
	Income from Investments ²	5,802	5,791	4,909	22,603	17,340
	Transfer of Funds from shareholders' account	335	-	1,120	335	1,120
	Other Income	5	1	-	9	2
	Segment J - Linked Individual Life					
	Net Premium	460,148	353,540	362,562	1,240,819	904,351
	Income from Investments ²	(38,866)	150,939	216,533	358,317	499,366
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	1,139	1,082	1,060	4,085	4,689

Sl. No.	Particulars	Three months ended/ As at			Year ended/ As at	
		March 31, 2018	December 31, 2017	March 31, 2017	March 31, 2018	March 31, 2017
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
	Segment K - Linked Group					
	Net Premium	747	1,215	614	3,207	1,500
	Income from Investments ²	119	387	748	1,737	2,635
	Transfer of Funds from shareholders' account	4	-	-	4	-
	Other Income	-	-	-	-	-
	Segment L - Linked Pension					
	Net Premium	57,040	49,723	38,083	166,163	97,172
	Income from Investments ²	(3,512)	15,789	22,670	37,222	50,567
	Transfer of Funds from shareholders' account	-	-	-	-	-
	Other Income	-	-	-	-	-
	Shareholders					
	Income from Investments ²	11,348	11,992	8,932	45,133	40,194
	Other Income	280	288	206	1,132	821
2	Segment Surplus/ (Deficit) (net of transfer from shareholders' A/c) :					
	Segment A - Par life	1,411	9,001	(16,927)	26,830	7,095
	Segment B - Par pension	1,328	287	(721)	3,815	619
	Segment C - Par VIP	(1,051)	(346)	603	(330)	785
	Segment D - Non Par Ind Life	997	4,065	9,120	20,295	26,524
	Segment E - Non Par Ind Pension	(277)	195	(98)	772	1,224
	Segment F - Non Par Group life	13,610	3,351	3,459	25,868	16,477
	Segment G - Non Par Annuity	(2,922)	1,038	(910)	639	1,875
	Segment H - Non Par Health	(36)	911	11	(908)	70
	Segment I - Non Par VIP	(932)	167	(388)	(335)	(1,120)
	Segment J - Linked Ind Life	5,331	2,370	2,862	15,305	4,548
	Segment K - Linked Group	(4)	(13)	98	(4)	7
	Segment L - Linked Pension	1,284	501	2,278	2,777	1,065
	Shareholders	10,103	10,442	8,653	39,663	36,274
3	Segment Assets:					
	Segment A - Par life	1,749,596	1,644,660	1,357,136	1,749,596	1,357,136
	Segment B - Par pension	144,784	138,533	114,596	144,784	114,596
	Segment C - Par VIP	246,170	205,767	160,406	246,170	160,406
	Segment D - Non Par Ind Life	669,105	630,188	599,976	669,105	599,976
	Segment E - Non Par Ind Pension	57,782	37,864	39,960	57,782	39,960
	Segment F - Non Par Group life	2,100,933	2,086,320	2,022,242	2,100,933	2,022,242
	Segment G - Non Par Annuity	247,955	239,532	229,978	247,955	229,978
	Segment H - Non Par Health	2,629	1,167	31	2,629	31
	Segment I - Non Par VIP	340,790	291,887	264,299	340,790	264,299
	Segment J - Linked Ind Life	5,074,592	4,897,321	4,174,916	5,074,592	4,174,916
	Segment K - Linked Group	26,326	25,488	22,451	26,326	22,451
	Segment L - Linked Pension	502,068	474,037	368,089	502,068	368,089
	Total	11,162,730	10,672,765	9,354,080	11,162,730	9,354,080
	Shareholders	652,782	643,509	555,208	652,782	555,208
	Unallocated	65	1,230	13,237	65	13,237
	Grand Total	11,815,576	11,317,503	9,922,525	11,815,576	9,922,525
4	Segment Policy Liabilities:					
	Segment A - Par life	1,767,590	1,667,228	1,383,885	1,767,590	1,383,885
	Segment B - Par pension	138,205	132,576	108,640	138,205	108,640
	Segment C - Par VIP	245,482	213,428	157,014	245,482	157,014
	Segment D - Non Par Ind Life	717,533	690,746	639,083	717,533	639,083
	Segment E - Non Par Ind Pension	40,413	39,690	40,986	40,413	40,986
	Segment F - Non Par Group life	2,066,749	2,062,665	2,009,290	2,066,749	2,009,290
	Segment G - Non Par Annuity	262,336	253,252	242,225	262,336	242,225
	Segment H - Non Par Health	1,009	478	43	1,009	43
	Segment I - Non Par VIP	346,848	292,050	264,099	346,848	264,099
	Segment J - Linked Ind Life	5,048,485	4,827,465	4,134,977	5,048,485	4,134,977
	Segment K - Linked Group	25,737	25,141	21,888	25,737	21,888
	Segment L - Linked Pension	502,409	469,275	365,188	502,409	365,188
	Total	11,162,795	10,673,995	9,367,317	11,162,795	9,367,317
	Shareholders	652,782	643,509	555,208	652,782	555,208
	Unallocated	-	-	-	-	-
	Grand Total	11,815,576	11,317,503	9,922,525	11,815,576	9,922,525

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 year ended March 31, 2018

Sl. No.	Particulars	Numbers
1	No. of investor complaints pending at the beginning of the year ^	-
2	No. of investor complaints received during the year	241
3	No. of investor complaints disposed off during the year	241
4	No. of investor complaints remaining unresolved at the end of the year	-

^ 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.

Notes:

- 1 The above financial results have been approved by the Board of Directors at its meeting held on April 26, 2018.
- 2 The audited accounts are subject to review by the Comptroller and Auditor General of India (C&AG) under section 143(6) of the Companies Act, 2013.
- 3 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.
- 4 The Board of Directors, in its meeting held on March 23, 2018, has declared an interim dividend of ₹ 2.00 per equity share of face value of ₹ 10 each for the year ended March 31, 2018.
- 5 The figures of quarter ended March 31, 2018 and the corresponding quarter ended in the previous year as reported in these financial results are the balancing figures between audited figures in respect of full financial year and published year-to-date figures upto the end of the third quarter of the relevant financial year.
- 6 The above financial results are audited by the joint statutory auditors, L.S. Nalwaya & Co., Chartered Accountants and P. Parikh & Associates, Chartered Accountants.
- 7 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 May 26, 2018.
- 8 Figures of the previous period/year have been regrouped/ reclassified wherever necessary, in order to make them comparable.

For and on behalf of Board of Directors

Place: Mumbai

Date: April 26, 2018

Sanjeev Nautiyal
Managing Director & CEO
(DIN: 08075972)

L. S. NALWAYA & Co.
Chartered Accountants
122, Sher-E-Punjab,
Opp. St. Dominic Savio High School,
Andheri (East),
Mumbai – 400 093.

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

Auditor's Report on Quarterly Financial Results and Year to Date Results of SBI Life Insurance Company Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with IRDA Circular reference: IRDAI /F&I / REG/ CIR/ 208 /10/ 2016 dated 25th October 2016

To
The Board of Directors of
SBI Life Insurance Company Limited

We have audited the accompanying quarterly financial results of SBI Life Insurance Company Limited (the "Company") for the quarter ended March 31, 2018 and the year to date financial results for the period April 01, 2017 to March 31, 2018, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDA Circular reference: IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 2016. These quarterly financial results as well as the year to date financial results have been prepared on the basis of financial statements, which are the responsibility of the Company's management and have been approved by the Board of Directors on April 26, 2018.

Our responsibility is to express an opinion on these financial results and year to date financial results based on our audit of such financial statements, which have been prepared in accordance with the recognition and measurement principles specified under Section 133 of the Companies Act, 2013 ("the Act") read with Rule 7 of the Companies (Accounts) Rules, 2014 issued there under, including the relevant provisions of the Insurance Act, 1938 (the "Insurance Act"), the Insurance Regulatory and Development Authority Act, 1999 (the "IRDA Act") and other accounting principles generally accepted in India, to the extent considered relevant and appropriate for the purpose of quarterly financial results as well as the year to date financial results and which are not inconsistent with the accounting principles as prescribed in the Insurance Regulatory and Development Authority (Preparation of Financial Statements and Auditors' Report of Insurance Companies) Regulations, 2002 (the "Regulations") and orders/directions/circulars issued by the Insurance Regulatory and Development Authority of India ("IRDAI") to the extent applicable.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

In our opinion and to the best of our information and according to the explanations given to us these quarterly financial results as well as the year to date results:

- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and IRDAI Circular reference IRDAI/F&I/REG/CIR/208/10/2016 dated October 25, 2016 in this regard; and
- (ii) give a true and fair view of the net profit and other financial information for the quarter ended March 31, 2018 as well as the year to date results for the year from April 01, 2017 to March 31, 2018.

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 March 31, 2018 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 for forming our opinion on 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 financial statements of the Company.

For L. S. NALWAYA & CO.

Chartered Accountants

Firm Regn. No. 115645W

For P. PARIKH & ASSOCIATES

Chartered Accountants

Firm Regn. No. 107564W

Ashish Nalwaya

Partner

Membership No. 110922

Ashok Rajagiri

Partner

Membership No. 046070

Place: Mumbai

Date: April 26, 2018

25 April 2018

The Directors
SBI Life Insurance Company Limited
Natraj, M.V. Road and Western Express Highway Junction
Andheri (East), Mumbai - 400 069

Dear Sirs,

Willis Towers Watson Opinion on Embedded Value as at 31 March 2018

Willis Towers Watson Actuarial Advisory LLP ("Willis Towers Watson", "we", "us" or "our") has been engaged by SBI Life Insurance Company Limited ("SBI Life" or "the Company") to review and provide an independent actuarial opinion on the embedded value results prepared by SBI Life. The review covered the embedded value as at 31 March 2018 and the value of one year's new business written during the period 1 April 2017 to 31 March 2018 (together, "embedded value results").

Scope of work

Our scope of work covered:

- A review of the methodology and assumptions used to determine the embedded value results;
- A review of the results of SBI Life's calculation of the embedded value results;
- A review of the analysis of movement in embedded value for FY2017-18; and
- A review of select sensitivities as defined by the Company.

Opinion

Willis Towers Watson has concluded that the methodology and assumptions used to determine the embedded value results of SBI Life comply with the standards issued by the Institute of Actuaries of India within the Actuarial Practice Standard 10 ("Indian Embedded Value Principles"), and in particular that:

- the economic assumptions used are internally consistent and result in the projected cash-flows being valued in line with the prices of similar cash-flows that are traded on the capital markets;
- the operating assumptions have been set with appropriate regard to the past, current and expected future experience;
- the Required Capital has been determined and projected on the basis of SBI Life's internal capital target of 180% of the Required Solvency Margin and has been assessed from a shareholders' perspective;
- allowance has been made for the Cost of Residual Non-Hedgeable Risks; and
- for participating business, the assumed bonus rates, and allocation of profit between policyholders and shareholders, are consistent with the projection assumptions, established company practice and local market practice.

Willis Towers Watson has also performed a number of checks on the models, processes and results of the calculations performed by SBI Life. On the basis of this review, Willis Towers Watson has confirmed that no issues have been discovered that have a material impact on the disclosed embedded value as at 31 March 2018, the value of one year's new business written during the period 1 April 2017 to 31 March 2018, the analysis of movement in embedded value for FY2017-18, and the sensitivity analysis.

In arriving at these conclusions, Willis Towers Watson has relied on data and information provided by SBI Life. This Opinion is made solely to SBI Life in accordance with the terms of Willis Towers Watson's engagement letter dated 12 March 2018. To the fullest extent permitted by applicable law, Willis Towers Watson does not accept or assume any responsibility, duty of care or liability to anyone other than SBI Life for or in connection with its review work, the opinions it has formed or for any statements set forth in this opinion.



Vivek Jalan, FIAI
Managing Partner



Kunj Behari Maheshwari, FIAI
Partner

Performance for the year ended March 31, 2018

1. Operating Performance Review

(₹ in billion)

Particulars	FY2018	FY2017	Growth (Y-o-Y)
New Business Annualized Premium Equivalent (APE)	85.4	67.3	26.9%
New Business Individual Rated Premium (IRP)	77.9	59.4	31.2%
New Business Premium Protection (Individual + Group)	6.0	4.9	23.1%
Renewal Premium	143.9	108.7	32.3%
Private Market Share based on IRP ¹	21.8%	20.7%	-
Persistency Ratios (based on premium) ²			
13 th month persistency	83.03%	81.07%	-
37 th month persistency	70.02%	67.36%	-
49 th month persistency	63.85%	62.46%	-
61 st month persistency	58.43%	67.18%	-
Operating expense ratio ³	6.8%	7.8%	-
Commission ratio	4.4%	3.7%	-
Total cost ratio ⁴	11.2%	11.6%	-
Value of New business (VoNB) ⁵	13.9	10.4	33.6%
VoNB Margin (%) ⁵	16.2%	15.4%	-
Indian embedded value (IEV) ⁵	190.7	165.4	15.3%
Profit after Tax (PAT)	11.5	9.5	20.5%
Assets under management (AuM)	1,162.6	977.4	19.0%
Net Worth	65.3	55.5	17.6%
Solvency Ratio	2.06	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. Persistency Ratios for the year ended March 31, 2018 and March 31, 2017 are "upto the quarter" persistency calculated using policies issued in March to February period of the relevant years.

3. Operating expense ratio = Operating expenses / Gross Written Premium (GWP)

4. Total cost ratio = (Operating expenses + Commission + Provision for doubtful debt and bad debt written off) /GWP

5. VoNB/ VoNB Margin and IEV has been reviewed by Independent Actuary.

- **Business growth and market share**

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

New business annualized premium equivalent has increased by 26.9% from ₹ 67.3 billion in FY 2017 to ₹ 85.4 billion in 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 y-o-y growth of 31.2% in new business individual rated premium for the FY 2018. The new business individual rated premium has increased from ₹ 59.4 billion in FY 2017 to ₹ 77.9 billion in FY 2018.

In FY 2018, the Company has increased the private market share based on IRP from 20.7% in FY 2017 to 21.8 %. While the overall market share based on IRP has increased from 11.1% in FY 2017 to 12.3% in FY 2018.

- c. *Renewal Premium*

Renewal premium grew at 32.3% from ₹ 108.7 billion in FY 2017 to ₹ 143.9 billion in FY 2018 primarily due to increase in renewal premium from retail business by 35.3%. This has resulted into increase in Gross Written Premium by 20.6% from ₹ 210.2 billion in FY 2017 to ₹ 253.5 billion in 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 FY 2018, New Business Premium from participating products, non-participating products and unit-linked products contributed 18.5%, 25.5% and 55.9% respectively of New Business Premium.

- **Persistency**

The Company has focused on providing superior customer service and customer retention. We had 13th month and 61st month persistency ratios of 83.03% and 58.43%, respectively for FY 2018.

- **Cost efficiency**

The total cost ratio stood at 11.2% in FY 2018 as compared to 11.6 % in FY 2017.

- a. *Commission*

The commission expense has increased by 43.1% from ₹ 7.8 billion in FY 2017 to ₹ 11.2 billion in FY 2018. The increase in commission is broadly in line with the change in product mix, increase in

Individual New Business Premium by 30.0% and increase in Individual Renewal Business by 35.3% in FY 2018 as compared to FY 2017.

b. Operating Expenses

The operating expense has increased marginally by 4.5% from ₹ 16.5 billion in FY 2017 to ₹ 17.2 billion in FY 2018. Operating expense to gross written premium ratio stood at 6.8% in FY 2018 as compared to 7.8% in FY 2017.

- **Profitability**

Value of New Business (VoNB) for FY 2018 was ₹ 13.9 billion. The VoNB margin increased from 15.4% in FY 2017 to 16.2% in FY 2018.

The Company's profit after tax was ₹ 11.5 billion for the year ended March 31, 2018 as compared to ₹ 9.5 billion for the year ended March 31, 2017.

- **Assets under Management (AuM)**

Assets under management have increased by 19% from ₹ 977.4 billion as of March 31, 2017 to ₹ 1,162.6 billion as of March 31, 2018. As of March 31, 2018, AUM was ₹ 1,162.6 billion, of which equities constituted 23%, government securities constituted 45%, corporate bonds 25% and other securities 7%. The Company has debt –equity mix of 77:23. 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 17.6% from ₹ 55.5 billion as at March 31, 2017 to ₹ 65.3 billion as at March 31, 2018. 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	Year ended	
	March 31, 2018	March 31, 2017
Premium earned	253.5	210.2
Premium on reinsurance ceded	(1.9)	(1.6)
Net premium earned	251.6	208.5
Investment income ¹	89.0	97.0
Other income	0.8	0.8
Total income	341.4	306.3
Commission paid	11.2	7.8
Operating & other expenses ²	21.0	19.0
Provision for tax- policyholders'	2.4	1.8
Claims/benefits paid (net) ³	117.1	95.5
Change in actuarial liability ⁴	177.9	172.4
Total expenses	329.6	296.5
Profit before tax	11.8	9.7
Provision for tax- Shareholders'	0.3	0.2
Profit after tax	11.5	9.5

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 20.7% from ₹ 208.5 billion in FY 2017 to ₹ 251.6 billion in FY 2018 primarily due to increase in retail new business premium by 30.0% from ₹ 64.7 billion in FY 2017 to ₹ 84.1 billion in FY 2018 and also due to increase in renewal premium from retail business by 35.3% from ₹ 99.2 billion in FY 2017 to ₹ 134.2 billion in FY 2018.

- **Investments and Other income**

- i. **Investment Income**

Total income from investment was ₹ 89.0 billion in FY 2018 comprised of ₹ 39.7 billion under unit-linked portfolio, ₹ 44.8 billion under traditional portfolio and ₹ 4.5 billion under shareholder portfolio. Total investment income has decreased by ₹ 8.0 billion from ₹ 97.0 billion in FY 2017 to ₹ 89.0 billion in FY 2018.

Unit Linked Portfolio:

Total investment income under unit linked portfolio has decreased by ₹ 15.5 billion from ₹ 55.3 billion in FY 2017 to ₹ 39.7 billion in FY 2018 due to fair value change. Fair value change has decreased by ₹ 22.05 billion from a gain of ₹ 15.2 billion in FY 2017 to a loss of ₹ 6.8 billion in FY 2018. This is offset with the corresponding decrease in unit-linked liability (fund reserves) as it is pass through to linked policyholders’.

Traditional Portfolio:

Total investment income under traditional has increased by ₹ 7.1 billion from ₹ 37.7 billion in FY 2017 to ₹ 44.8 billion in FY 2018 majorly due to following:

- a. Interest income (net of amortization and accretion) under traditional portfolio has increased by ₹ 4.6 billion from ₹ 33.6 billion in FY 2017 to ₹ 38.2 billion in FY 2018 due to increase in investment of debt securities by 14.1% under traditional portfolio.
- b. Net profit on sale of investment under traditional portfolio has increased by ₹ 2.3 billion from ₹ 3.7 billion in FY 2017 to ₹ 6.0 billion in FY 2018 due to higher profit booking.

Shareholders Portfolio:

Investment income under shareholder portfolio has increased by ₹ 0.5 billion from ₹ 4.0 billion in FY 2017 to ₹ 4.5 billion in FY 2018 is mainly due to increase in interest income and higher profit booking.

ii. Other Income

Other income includes fees and charges, income on unclaimed fund, rental income, etc. Other income for FY 2018 and FY 2017 has remained flat at ₹ 0.8 billion.

- **Commission**

Commission expense has increased by 43.1% from ₹ 7.8 billion in FY 2017 to ₹ 11.2 billion in FY 2018. The increase in commission is broadly in line with the change in product mix, increase in Individual New Business Premium by 30.0% and increase in Individual Renewal Business Premium by 35.3% in FY 2018 as compared to 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 10.5%, from ₹ 19.0 billion in FY 2017 to ₹ 21.0 billion in FY 2018. This increase was primarily due to an increase in employee’s remuneration expenses. Employee’s remuneration expense has increased by 16.5% from ₹ 8.2 billion in FY 2017 to ₹ 9.6 billion in FY 2018 due to salary increments and 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 22.6% from ₹ 95.5 billion FY 2017 to ₹ 117.1 billion in FY 2018 primarily on account of increase in withdrawals by ₹ 11.3 billion and increase in survival benefit by ₹ 5.1 billion in FY 2018 as compared to FY 2017.

- **Change in actuarial liability**

Change in actuarial liability including fund for future appropriation (FFA) increased from ₹ 172.4 billion in FY 2017 to ₹ 177.9 billion in FY 2018.

- a. Fund reserve, which represents liability carried on account of units held by unit-linked policyholders, has increased from ₹ 82.8 billion in FY 2017 to ₹ 100.2 billion in 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 and FFA) net of reinsurance ceded has decreased from ₹ 85.9 billion in FY 2017 to ₹ 73.0 billion in FY 2018.

- **Profit after tax**

As a result of the above, the profit after tax increased by 20.5% from ₹ 9.5 billion in FY 2017 to ₹ 11.5 billion in 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

(₹1 billion = ₹100 crore)

Performance for the year ended March 31, 2018

- **Market leadership in Individual New Business Premium with 30% Y-o-Y growth**
- **Value of New Business (VoNB) increased by 34%**
- **Embedded Value (IEV) rises to ₹ 190.7 billion**
- **Profit after tax increased by 21% to ₹ 11.5 billion in FY 2018**

Key measures of performance

	(₹ in billion)		
Particulars	FY 2018	FY 2017	Growth
New Business Annualized Premium Equivalent (APE)	85.4	67.3	26.9%
New Business Individual Rated Premium (IRP)	77.9	59.4	31.2%
New Business Premium Protection (Individual + Group)	6.0	4.9	23.1%
Renewal Premium	143.9	108.7	32.3%
Private Market Share based on IRP ¹	21.8%	20.7%	-
Persistency Ratios (based on premium) ²			
13 th month persistency	83.03%	81.07%	-
37 th month persistency	70.02%	67.36%	-
49 th month persistency	63.85%	62.46%	-
61 st month persistency	58.43%	67.18%	-
Operating expense ratio ³	6.8%	7.8%	-
Commission ratio	4.4%	3.7%	-
Total cost ratio ⁴	11.2%	11.6%	-
Value of New business (VoNB) ⁵	13.9	10.4	33.6%
VoNB Margin (%) ⁵	16.2%	15.4%	-
Indian embedded value (IEV) ⁵	190.7	165.4	15.3%
Profit after Tax (PAT)	11.5	9.5	20.5%
Assets under Management (AuM)	1,162.6	977.4	19.0%
Net Worth	65.3	55.5	17.6%
Solvency Ratio	2.06	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. Persistency Ratios for the year ended March 31, 2018 and March 31, 2017 are "upto the quarter" persistency calculated using policies issued in March to February period of the relevant years.

3. Operating expense ratio = Operating expenses / Gross Written Premium (GWP)

4. Total cost ratio = (Operating expenses + Commission + Provision for doubtful debt and bad debt written off) /GWP

5. VoNB/VoNB Margin and IEV has been reviewed by Independent Actuary.

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

The Board of Directors of SBI Life Insurance Company Limited approved and adopted its audited financial results for the year ended March 31, 2018, following its meeting on Thursday, April 26, 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 26.9% in FY 2018 to ₹ 85.4 billion from ₹ 67.3 billion for the same period last year
- New Business Individual Rated Premium (IRP) has increased by 31.2% in FY 2018 to ₹ 77.9 billion from ₹ 59.4 billion for the same period last year
- Private market share based on IRP increased from 20.7% in FY 2017 to 21.8 % in FY 2018. While the overall market share based on IRP has increased from 11.1% in FY 2017 to 12.3% in FY 2018

Quality of business

- 13th month persistency stood at 83.03% for FY2018 as compared to 81.07% for FY 2017
- Renewal premium grew at 32.3% to ₹ 143.9 billion in FY 2018

Cost Efficiency

- Operating Expense ratio has decreased to 6.8% in FY 2018, from 7.8% in FY 2017

Profitability

- Value of New Business (VoNB) stood at ₹ 13.9 billion for FY2018
- VoNB margin of 16.2% for FY2018 as compared to 15.4% for FY2017
- PAT increased by 20.5% from ₹ 9.5 billion in FY 2017 to ₹ 11.5 billion in FY 2018

Assets under Management

- AuM has grown by 19% to ₹ 1,162.6 billion as of March 31, 2018, from ₹ 977.4 billion as of March 31, 2017

Net worth and capital position

- The Company's net worth increased by 17.6% from ₹ 55.5 billion as at March 31, 2017 to ₹ 65.3 billion as at March 31, 2018. The solvency ratio was at 2.06 as against the regulatory requirement of 1.50.

Performance for quarter ended March 31, 2018

- Individual Rated Premium grew by 10.2% in Q4 FY 2018
- New Business Premium Protection (Individual + Group) grew by 34.5%
- Renewal Premium grew by 31.8% in Q4 FY 2018
- Total Premium (GWP) increased by 25.7% in Q4 FY 2018
- Profit after tax grew by 13.4% from ₹ 3.4 billion in Q4 FY 2017 to ₹ 3.8 billion in Q4 FY 2018.
- Operating Expense to Gross Written Premium at 5.2% in Q4 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 (VoNB):** VoNB 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 / VoNB Margin:** VoNB Margin is the ratio of VoNB 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 22,000 branches across the country. SBI Life also has a large and productive agent network comprising of 108,261 agents, as on March 31, 2018. The Company's other distribution channels include direct sales and sales through corporate agents, brokers, insurance marketing firms and other intermediaries. As on March 31, 2018, the Company has a widespread network of 825 offices across the Country to address customer needs effectively and efficiently. The Company had an AuM of ₹ 1,162.6 billion as of March 31, 2018.

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 / divya.shukla@sbilife.co.in

(₹1 billion = ₹ 100 crore)

GUARANTEED*
PENSION FUND
(*Conditions Apply)



Let the affection
of your loved ones
be felt at all times



SBI Life Insurance

Performance update – FY 2018

Investor Presentation | April 2018

Performance update

Key performance metrics

						₹ in billion	
Parameters	FY16	FY17		FY18		Growth	3 year CAGR
Revenue Parameters							
New Business APE	50.5	67.3		85.4		27%	33%
Individual Rated Premium	42.8	59.4		77.9		31%	36%
Renewal Premium	87.2	108.7		143.9		32%	25%
Gross Written Premium	158.3	210.2		253.5		21%	25%
Financial Parameters							
Profit after tax	8.6	9.5		11.5		21%	12%
Indian Embedded Value (IEV) ¹	125.5	165.4		190.7		15%	-
Value of New Business ²	7.0	10.4		13.9		34%	-
New Business Margin ²	14.2%	15.4%		16.2%		5%	-

- Consistent growth in Individual Business Premium continues – Profitable growth for all the stakeholders
- The Embedded Value pre-dividend stands at ₹ 193.1 billion which is a growth of 17%

1. IEV has been reviewed by Independent Actuary

2. FY 16 numbers are calculated internally based on MCEV methodology

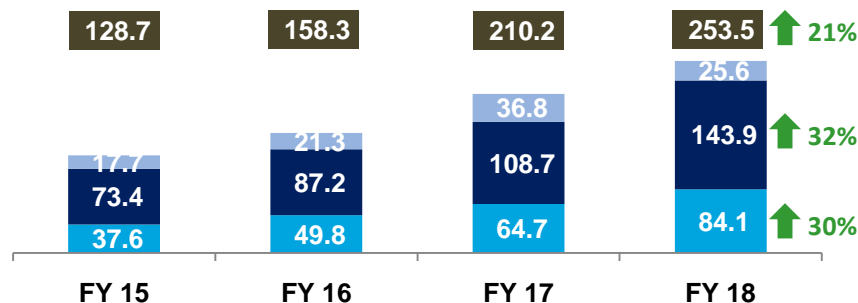
Numbers and Percentages are rounded off to nearest one decimal

Premium and market share

Focus on individual business

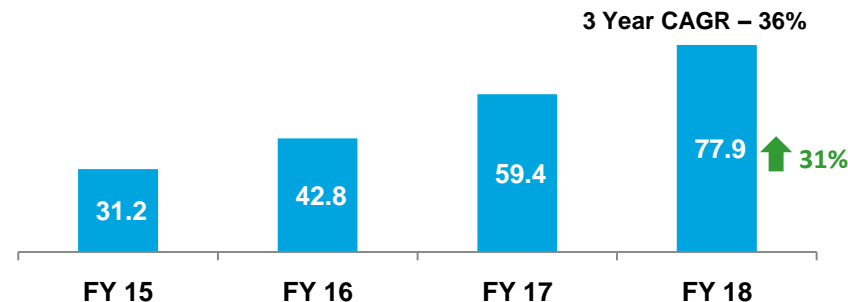
₹ in billion

Gross Written Premium



35% growth in individual renewal premium - ₹135.2 bn in FY 18

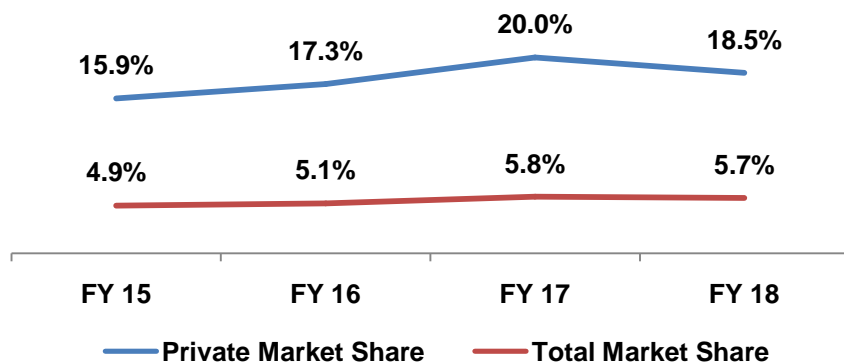
Individual rated Premium



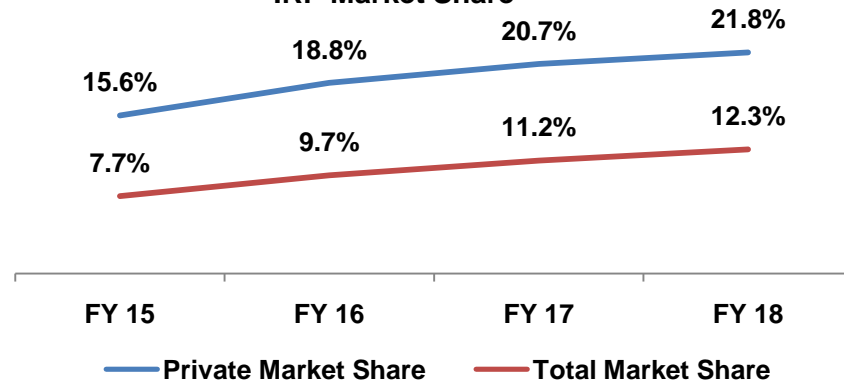
Growth of 31% in regular individual business

Growth in market share

NBP Market Share



IRP Market Share



Growth in IRP by 31% while the private industry has grown by 24% and total industry has grown by 19%

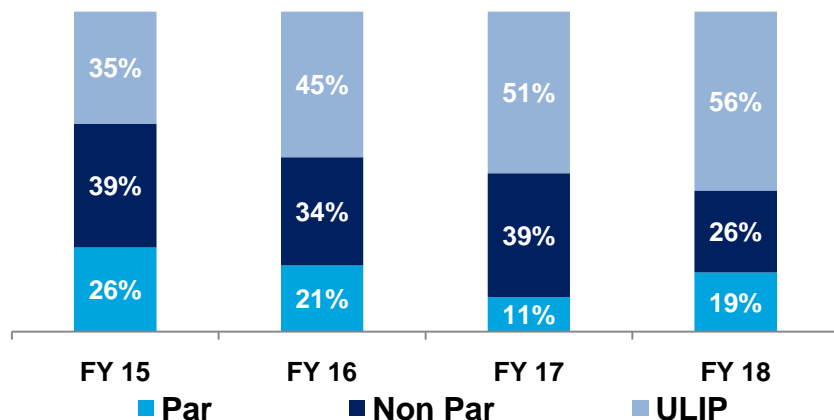
Components may not add up to total due to rounding-off

Product portfolio

Diversified product portfolio (%)

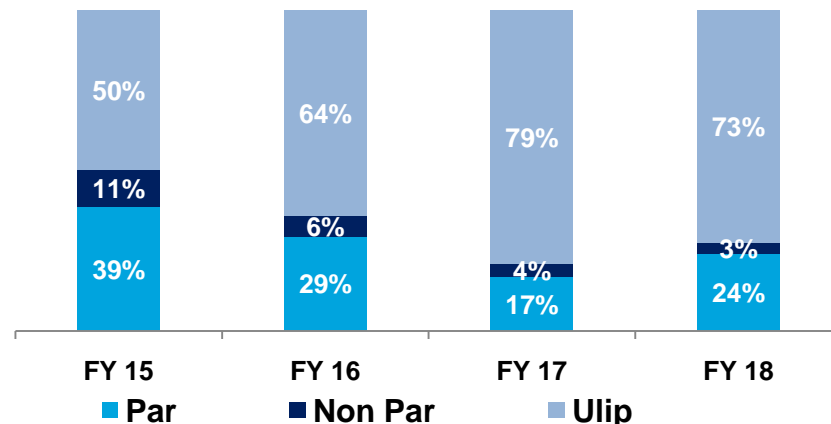
Product type – Total NBP

3 Year CAGR – 26%



Product type – Individual NBP

3 Year CAGR – 31%



₹ in billion							
Product Mix ¹	FY 15	FY16	FY17	FY18	Mix	Y-o-Y Growth	3 year CAGR
Individual Savings	36.1	48.3	63.7	83.5	76%	31%	32%
- Par	14.5	14.7	10.9	20.3	19%	86%	12%
- Non Par	2.8	1.7	1.7	2.1	2%	24%	(8%)
- ULIP	18.7	31.9	51.1	61.0	56%	19%	48%
Group Savings	14.9	16.5	32.8	20.2	18%	-38%	11%
Protection ²	4.3	6.3	4.9	6.0	5%	23%	12%
Total NBP	55.3	71.1	101.4	109.7		8%	26%

- Strong and consistent growth in Individual Savings and Protection business reflecting balanced product mix
- Need based selling helps us to cater client's requirements

1. New business premium basis

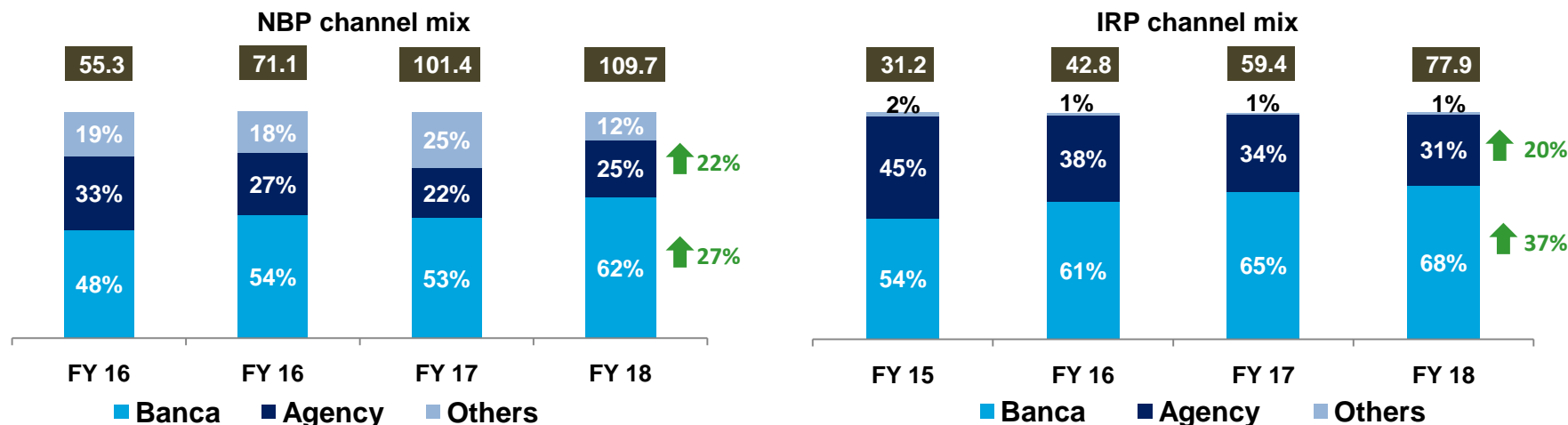
2. Includes Individual and Group products.

Components may not add up to total due to rounding-off

Channel mix¹

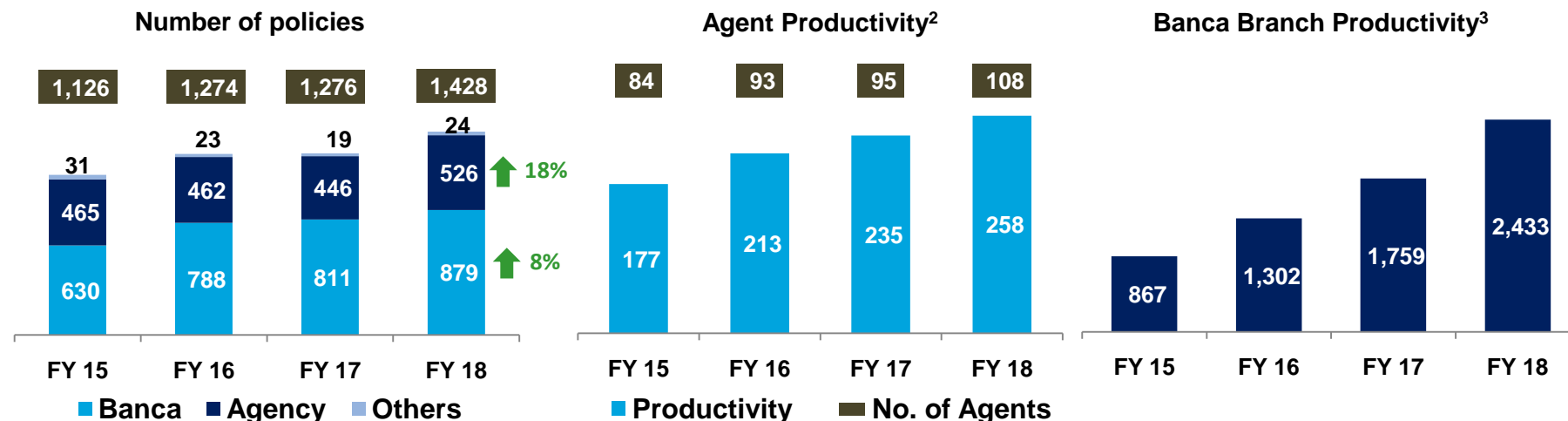
Multi-channel distribution

₹ in billion



Channel efficiency

in '000s



1. Others include Corporate Agents other than banks, Brokers and Direct channel

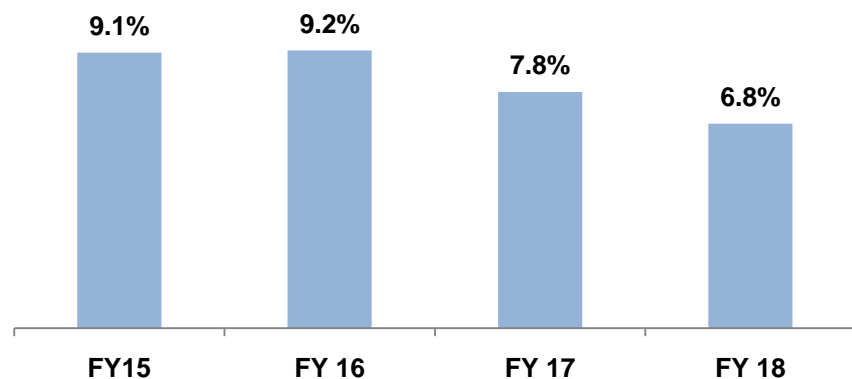
2. Agent Productivity is calculated as the Individual NBP of Agency Channel divided by the average number of agents

3. Banca branch productivity is calculated as the Individual NBP of Banca Channel divided by the average banca branches

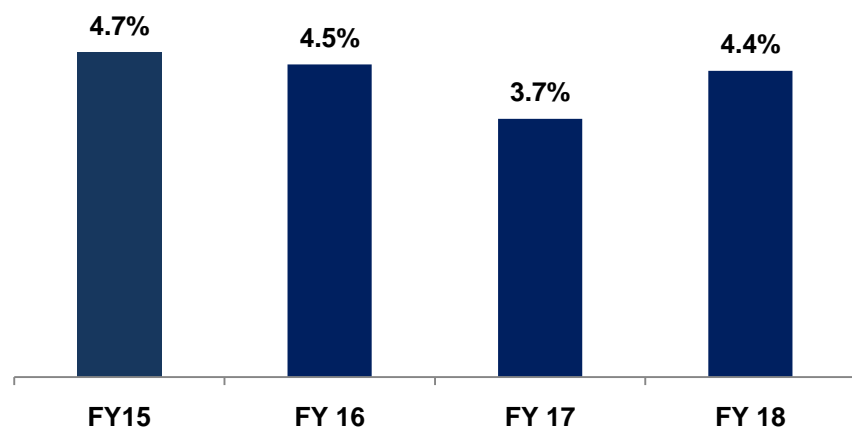
Components may not add up to total due to rounding-off

Cost efficiency

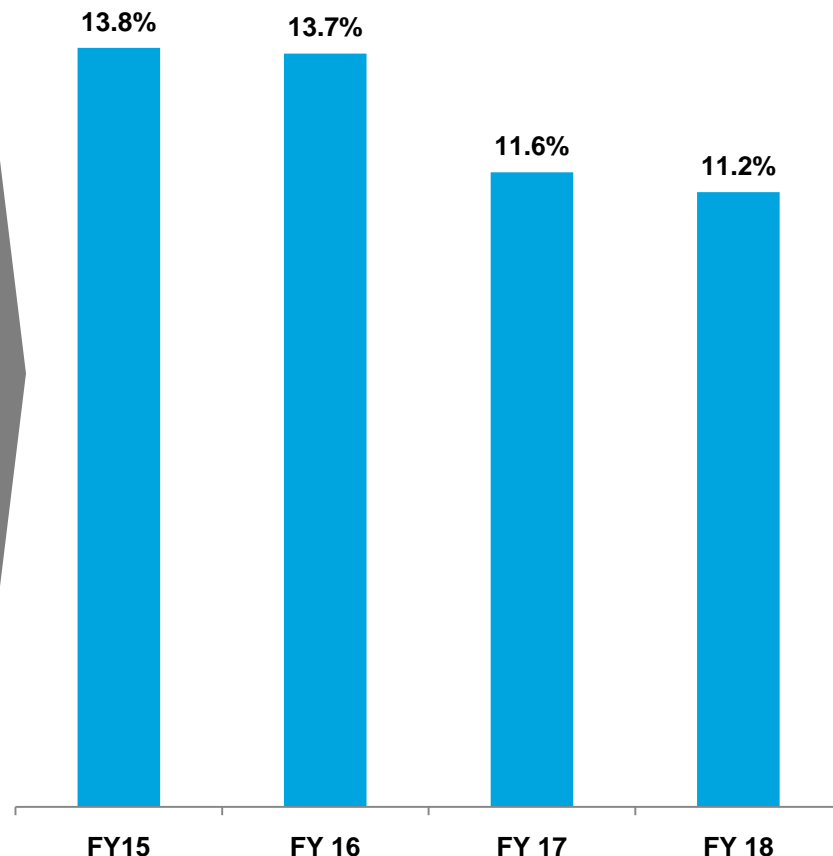
Operating expense (Opex) ratio¹



Commission ratio²



Total cost ratio³



Maintaining cost leadership through operational efficiency

1. Opex ratio is operating expenses (excluding commission) divided by Gross Written Premium

2. Commission ratio is commission expenses divided by Gross Written Premium

3. Total cost ratio is operating expenses including commission, provision for doubtful debts and bad debts written off divided by Gross Written Premium

Components may not add up to total due to rounding-off

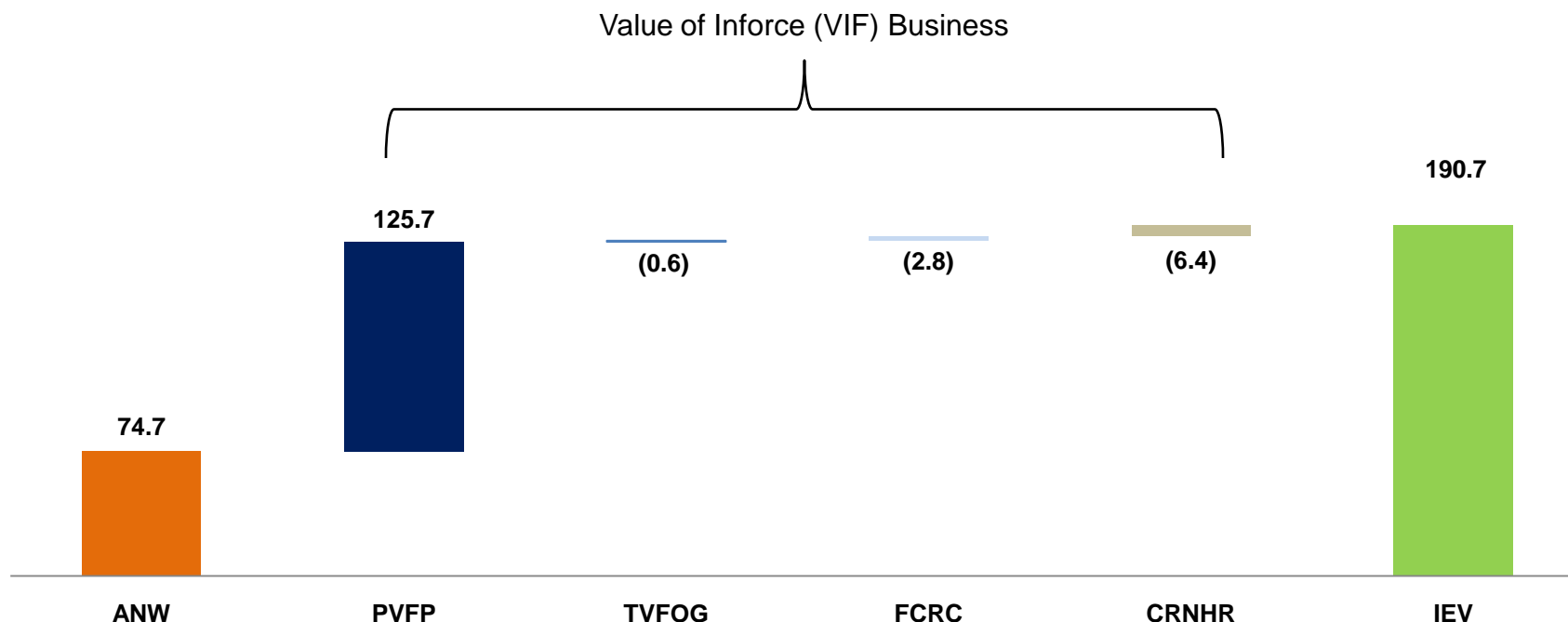
Components of Indian Embedded Value (IEV)

Indian Embedded Value (IEV)

₹ in billion

Embedded Value Operating Profit (EVOP): ₹ 29.5 billion

Operating Return on Embedded Value: 17.9%



1. The rate of income tax applied to the surplus is set at 14.56%
2. Tax deductions available by way of dividend income from equity etc. is not taken into consideration. Rate of taxation applied to individual pension business is zero
3. The Required Capital is taken at 180% of the Statutory RSM, which is the internally approved norm for the company

The IEV estimates as on 31st March 2018 have been carried out internally by SBI Life. The methodology, assumptions and the results have been reviewed by Willis Towers Watson Actuarial Advisory LLP. Components may not add up to total due to rounding-off

Analysis of movement in IEV

Indian Embedded Value (IEV)

₹ in billion

EV grown by 23% CAGR between FY 16 to FY 18



Improvement in persistency leading to favourable experience variance of ₹ 1.91 billion

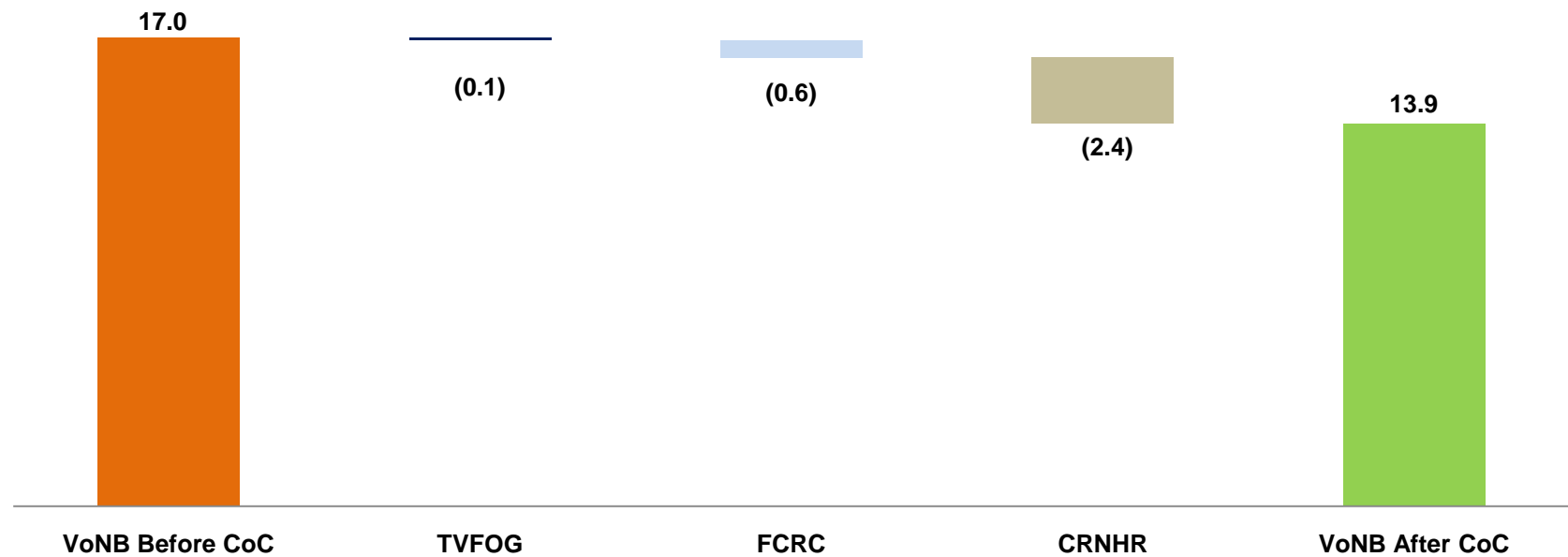
Components may not add up to total due to rounding-off

Components of Value of New Business (VoNB)

Value of New Business (VoNB)

₹ in billion

Robust VoNB growth of 34% from ₹ 10.4 billion to ₹ 13.9 billion



VoNB Margin increases to 16.2%

Components may not add up to total due to rounding-off

Profitability

Increasing profit

₹ in billion

Dividend
Payout
Ratio¹

18%

17%

19%

21%

8.20

8.61

9.55

11.50

FY 15

FY 16

FY 17

FY 18

Robust growth in profit after tax with strong solvency despite consistent growth

Strong Solvency

2.16

2.12

2.04

2.06

FY 15

FY 16

FY 17

FY 18

Increasing network

₹ in billion

RoE 22%

20%

19%

19%

40.4

47.3

55.5

65.3

FY 15

FY 16

FY 17

FY 18

Improving network and EPS – adding value to shareholders'

Improving Earning per share

RoIC 82%

86%

95%

115%

8.2

8.6

9.5

11.5

FY 15

FY 16

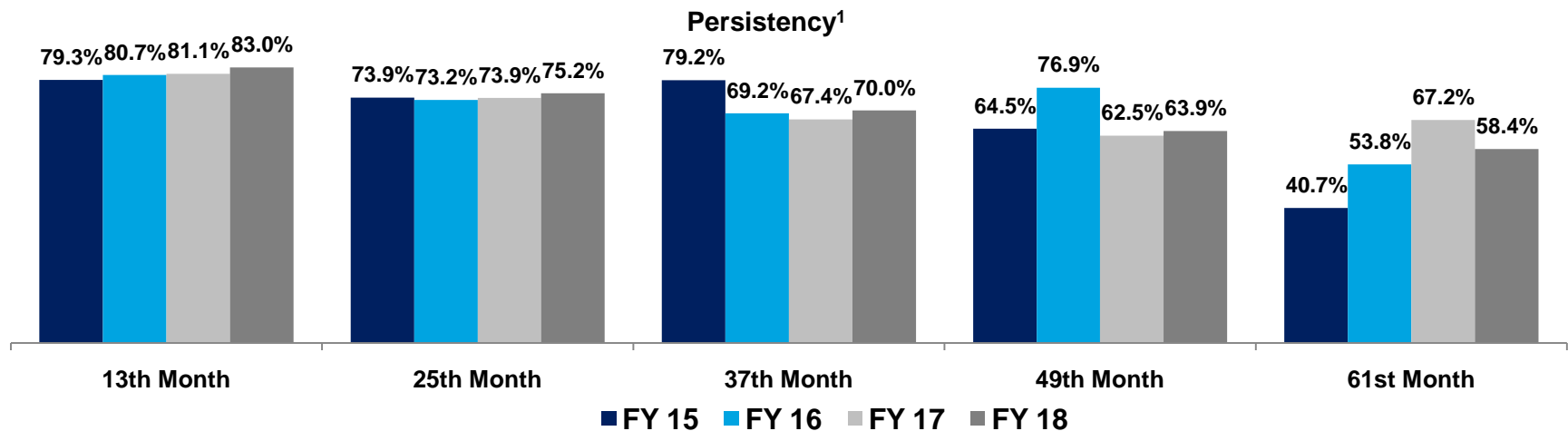
FY 17

FY 18

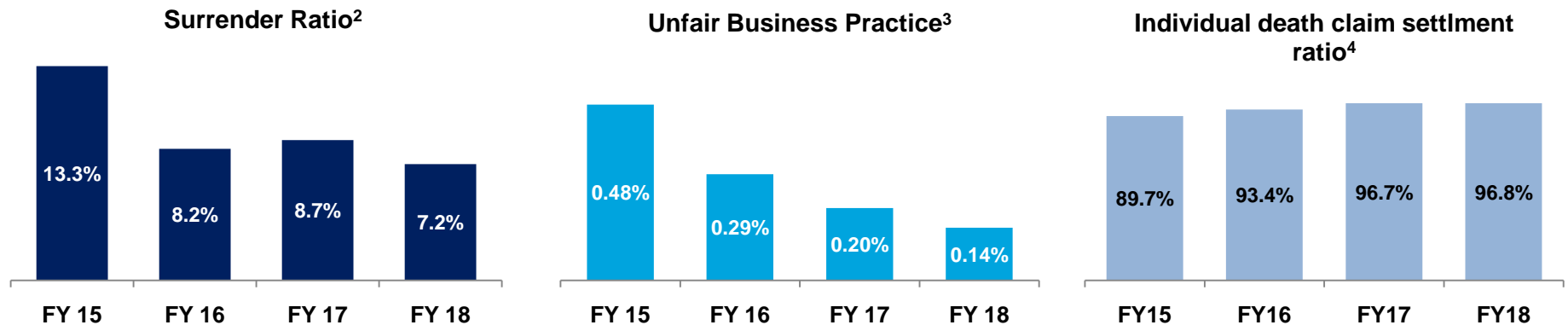
1. Dividend Payout Ratio is calculated as the dividend amount including dividend distribution tax divided by profit after tax

Customer retention and satisfaction

Customer retention through quality underwriting



Customer satisfaction metrics



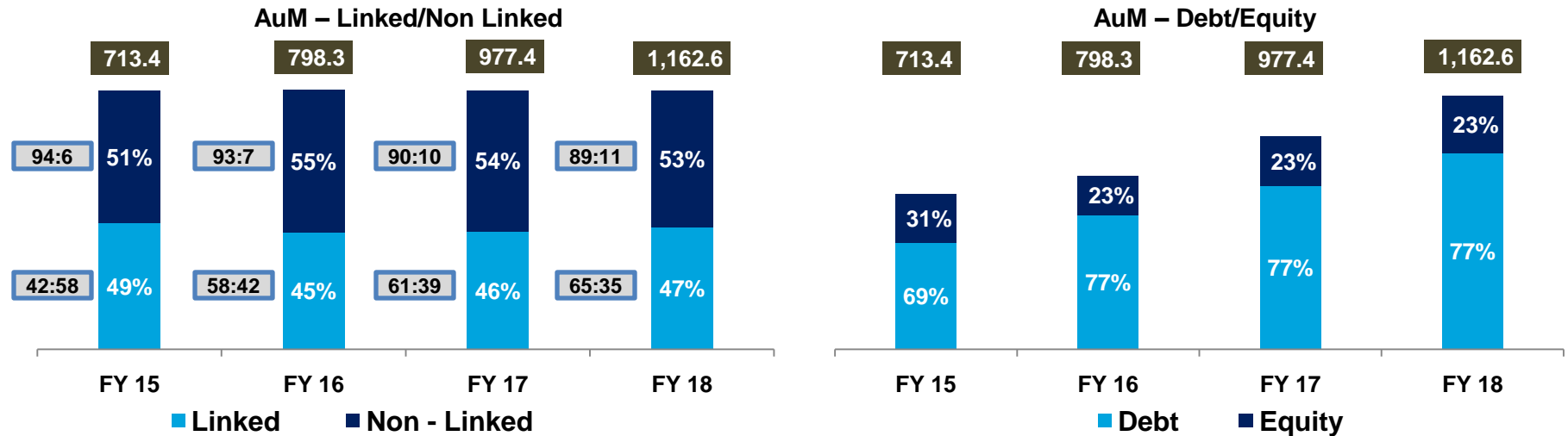
- Strong customer service ethos to promote ethical sales and ensure an improved overall customer experience
- Continuous customer engagement and awareness campaigns
- Overall Death Claim Settlement ratio of 98.4% for FY 18

1. The persistency ratios are calculated as per IRDAI circular dated 23rd January 2014. Single premium and fully paid-up policies are considered. Ratios are calculated based on premium. 2. Surrender ratio-individual linked products (Surrender/average AuM). 3. Number of grievances with respect to unfair business practice that are reported to the Company divided by policies issued by the Company in the same period. 4. Number of death claims settled/ (Claims outstanding at the beginning of the year + claims received during the year)

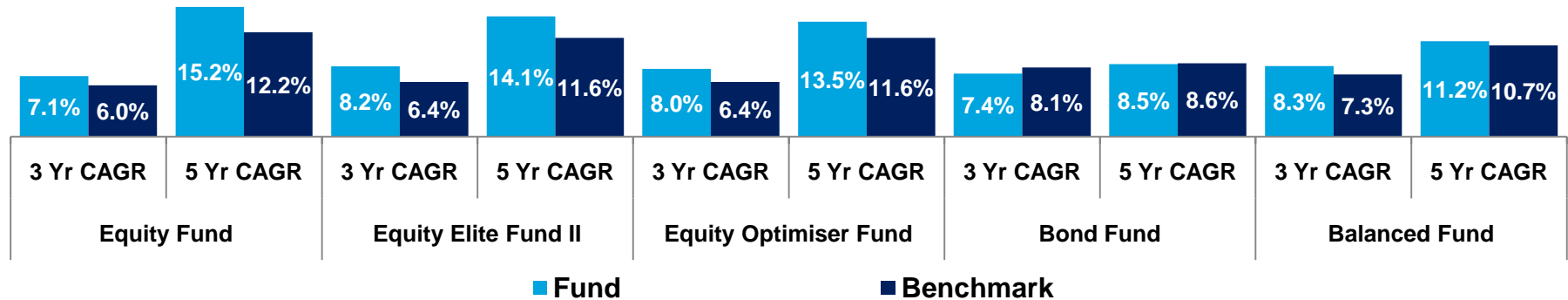
Assets under management¹

Assets under Management growth

₹ in billion



Investment performance¹



- AUM growth of 18% from FY 15 to FY 18
- More than 90% of the debt investments are in AAA and Sovereign instruments

1. As on March 31, 2018

Debt:Equity

Strategy

1

Leverage insurance industry growth through deeper penetration

- Number of lives covered ~ 23 millions
- Protection business increased by 23%
- New Business Sum Assured increased by 29% to ₹ 2,820 billion

2

Expansive distribution network

- Strong distribution network of 159,004 trained insurance professional (Agents/CIFs/ SPs)
- Number of CIFs increased by 25% to 49,527 and Agents increased by 14% to 108,261
- Widespread operation with 825 offices across country – Direct touch point for customers

3

Ensure profitable growth with balanced product mix

- Maintain cost leadership – Decrease in Opex ratio to 6.8%
- Focus on protection products enhancing customer as well as shareholder values
- Average Individual new business policy term of 12 years and average customer age of 39 years

4

Customer satisfaction and engagement

- Pre Issuance Welcome Call – to ensure customer is well educated about the policy features
- Grievances under 47 policies per 10,000 policies
- Average TAT for mortality claim settlement of 3.7 days

5

Digital Initiatives

- Automation and digitalization of sales processes to improve distribution and operational efficiencies – “Connect life”
- Robust IT infrastructure to deliver strong customer service and engagement – Easy Access, Geo mapping etc.
- 2,00,000 policies issued, 82,000 policies renewed and 65% of premium collection through online mode

All growth/drop numbers are with respect to FY18 over FY17

Corporate Social Responsibility

SBI Life's CSR philosophy

Child Education



Healthcare



Rural Development



Environment



Skill Development



**256 projects
undertaken**

**2.2 lakh+
lives
impacted**

Awards & Recognitions

Fintelekt®

- Won Private Sector Life Insurance Company of the Year (Large Category)
- Won Bancassurance Leader, Life Insurance (Large Companies Category)
- Won Data Analytics Initiative of the Year (Overall Award Across Life, General, Health) (Fintelekt Awards 2017)



Adjudged as one of the 'Most Trusted Brand, 2017' for the seventh consecutive year by the Economic Times Brand Equity – Nielson Survey

dun & bradstreet



Awarded 'India's Leading insurance Company – Life' (Private sector) at the Dun & Bradstreet BFSI Summit 2018'



Won Skoch Resilient India Awards 2017 for
➤ Predictive Analytics and automation of renewal Management System
➤ Integrated Death Claims Management System



Won the "Legal Era Risk Award 2017" under the "Most Innovative Risk Management Strategy" category for the year 2017



Won the Brand of the Year 2016-17 Award in the Insurance Category by WCRC

KANTAR IMRB

Ranked #1 (in a jointly held spot) in Customer loyalty in the Life Insurance Category in a survey conducted across more than 15 key cities in India, according to Kantar – IMRB Survey 2017



Stood 3rd in order of Merit for Excellence in HR Technology

DSCI Excellence Awards

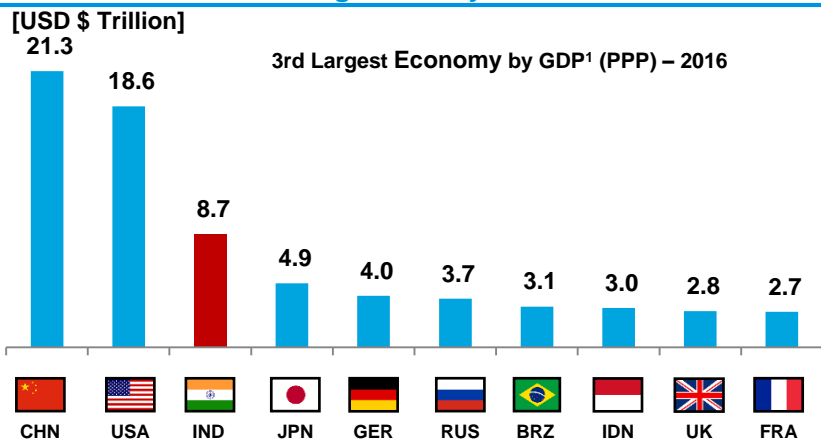
Won the "DSCI Excellence Awards 2017" under category "Best Practices for Insurance Sector" for the year 2017

Growth opportunity and industry overview

India Life Insurance - Structural Growth Drivers in Place

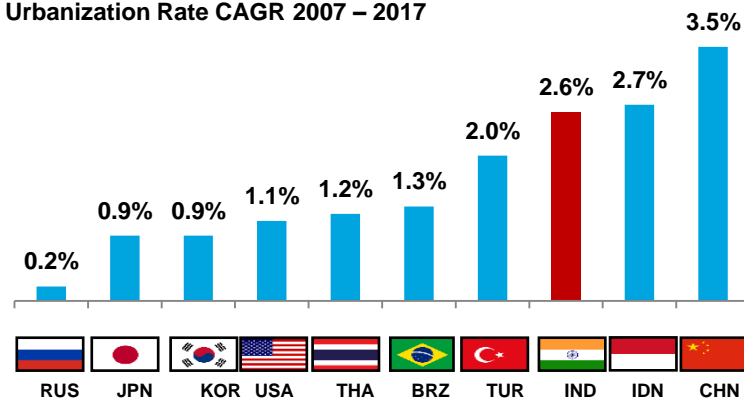
Strong Demographic Tailwinds Supporting India Growth Story

India : Fastest Growing Economy in the World



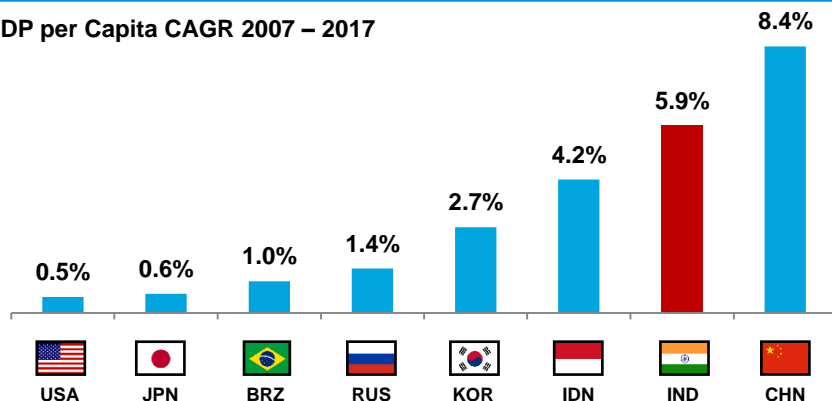
Rapid Urbanization³

Urbanization Rate CAGR 2007 – 2017

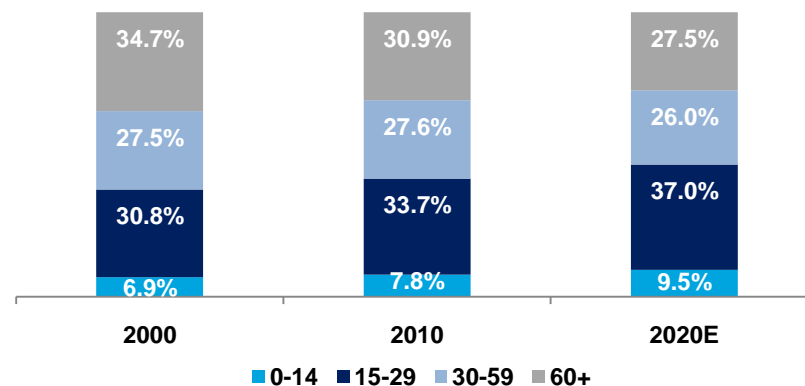


Rising Affluence²

GDP per Capita CAGR 2007 – 2017



High Share of Working Population⁴



Combination of a high share of working population, rapid urbanisation & rising affluence to propel the growth of Indian life insurance sector

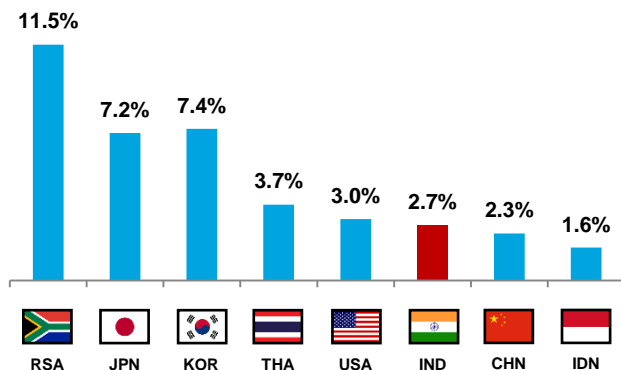
1. IMF
2. World Bank
3. EIU
4. United Nations Population Division

Life Insurance – Significant Under Penetration versus other Markets

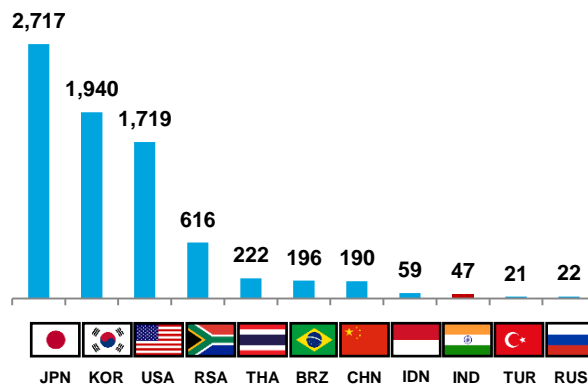
Share of Insurance in Savings expected to Rise

Underpenetrated Insurance Market¹

Premium as % of GDP – 2016



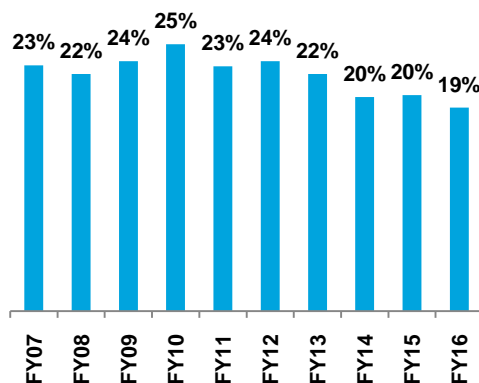
Life Insurance Density (Premium per Capita USD) – 2016



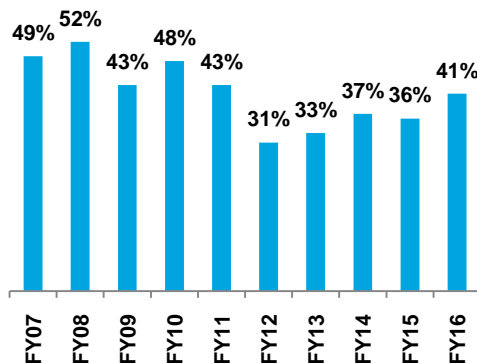
- 10th largest life insurance market worldwide and 5th largest in Asia with \$4.2tn in total premium business
- Total premium grew at CAGR of 17% between FY01 - FY17
- India continues to be under penetrated as compared to countries like Thailand and Korea

Financial Savings – Headed towards a Rebound²

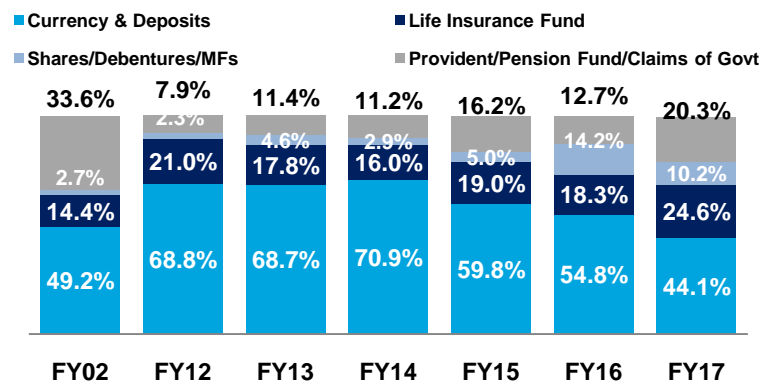
Household as a % of GDP



Financial Savings as a % of Household Savings



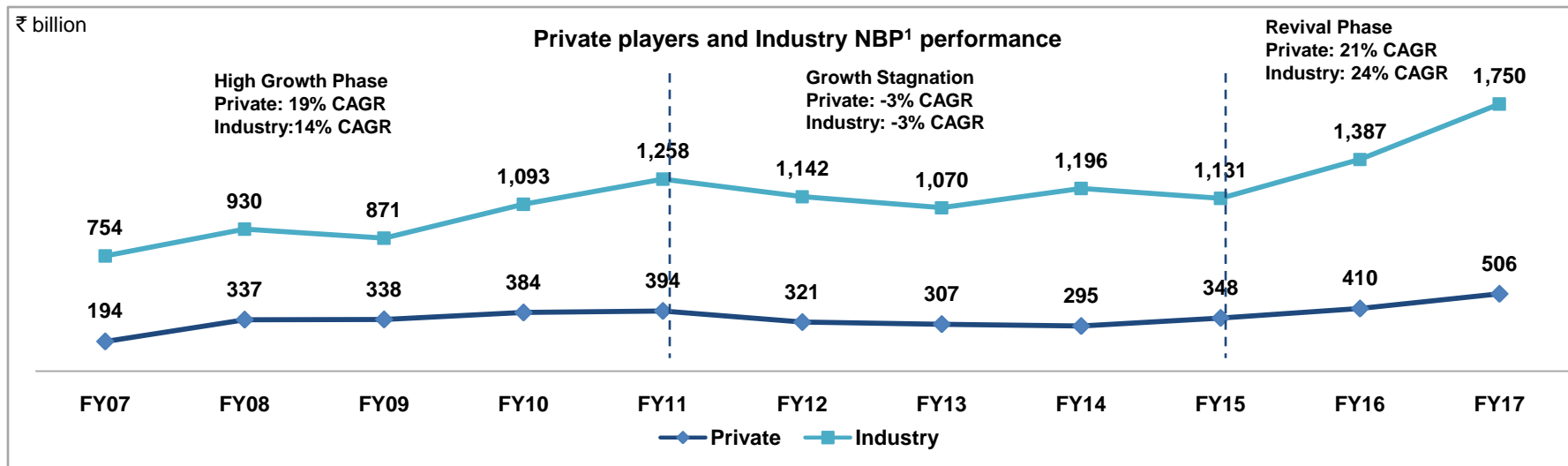
Rising share of Insurance in Financial Savings



1. Swiss Re, sigma No 3/2017

2. CSO, Reserve Bank of India, Handbook of Statistics on Indian Economy

Life insurance industry evolution in India



	FY 07	FY 11	FY 15	FY 17
No. of Private players	15	22	23	23
Total Industry Premium (₹ billion)	1,561	2,916	3,281	4,181
Penetration ² as % of GDP	4.1%	4.2%	2.6%	2.8%
Insurance Density ³ (USD)	33.2	55.7	44.0	48.7
Average individual policy ticket size – Total Industry (₹)	13,325	17,176	21,403	29,398
Average individual policy ticket size – Private Industry (₹)	21,374	27,411	39,394	50,772
No. of individual agents – Total Industry (lakhs)	19.93	26.39	20.68	20.88
No. of individual agents – Private Industry (lakhs)	8.90	13.02	9.04	9.57

Source: IRDAI, IMF, RBI, CSO

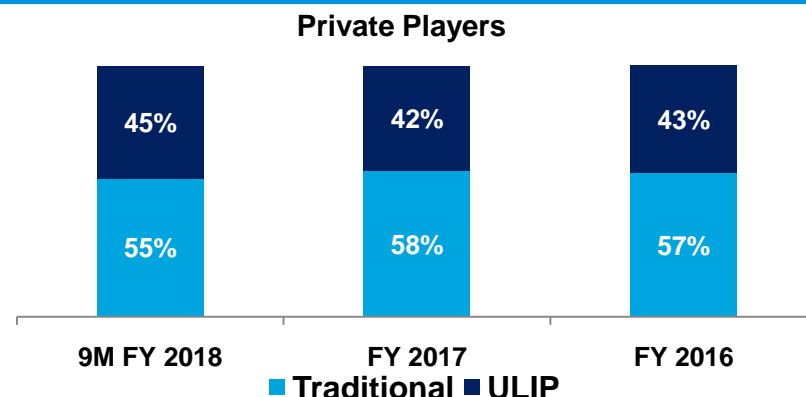
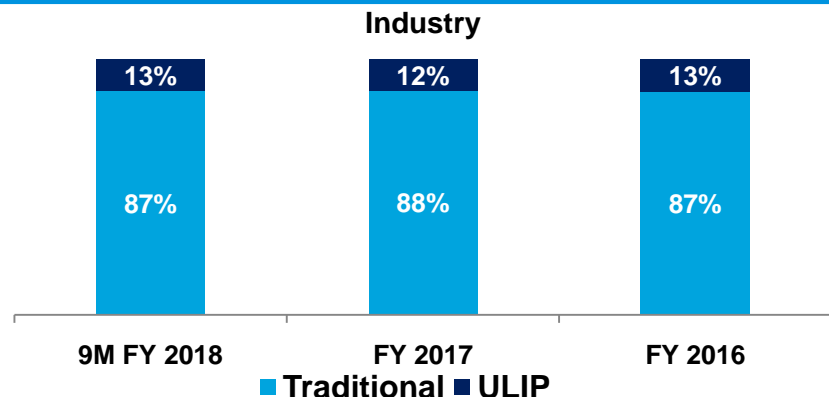
1. NBP – New Business Premium

2. Insurance Premium as % of GDP

3. Premium per capita

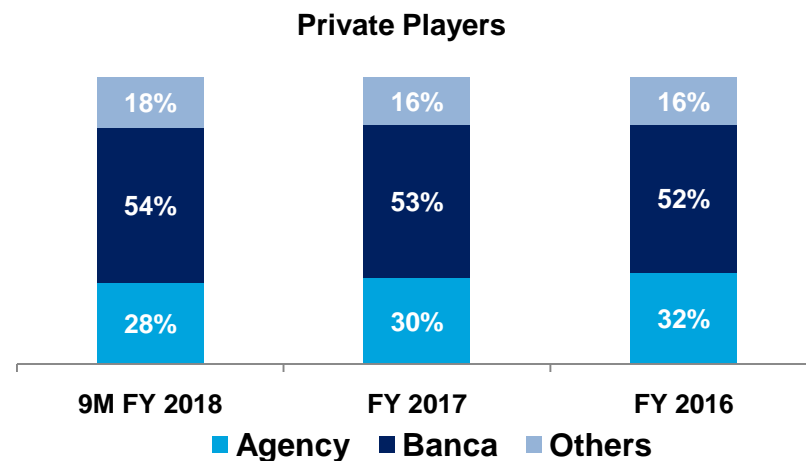
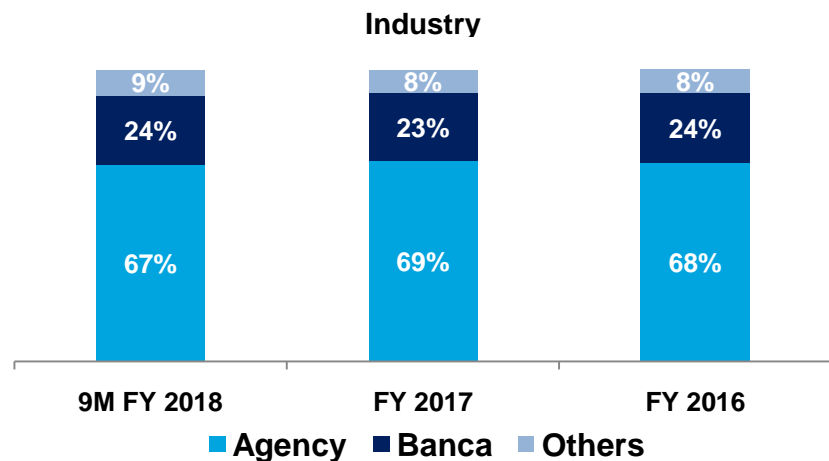
Product portfolio and Channel mix

Product portfolio¹



Higher ULIP contribution among private players, though traditional products forms the major share of new business

Channel mix²



Banca channel has continued to be the largest channel for private players year on year

1. New business premium basis

2. Individual new business premium basis

Source: Life Insurance Council, Public disclosures

Annexure

Revenue and Profit & Loss A/c

₹ in billion

Particulars	FY17	FY18
Premium earned	210.2	253.5
Premium on reinsurance ceded	(1.6)	(1.9)
Net premium earned	208.5	251.6
Investment income ¹	97.0	89.0
Other income	0.8	0.8
Total income (A)	306.3	341.4
Commission paid	7.8	11.2
Operating and other expenses ²	19.0	21.0
Provision for tax – policyholders ³	1.8	2.4
Claims/benefits paid (net) ³	95.5	117.1
Change in actuarial liability ⁴	172.4	177.9
Total expenses (B)	296.5	329.6
Profit before tax (A-B)	9.7	11.8
Provision for tax – shareholders ³	0.2	0.3
Profit after tax	9.5	11.5

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

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

3. Inclusive of interim bonus and terminal bonus

4. Includes movement in fund for future appropriation

Components may not add up to total due to rounding-off

Balance Sheet

₹ in billion

Particulars	FY17	FY18
SOURCES OF FUNDS		
Share Capital	10.0	10.0
Reserves and Surplus	44.6	53.7
Credit/(Debit) Fair Value Change Account	0.9	1.5
Sub-Total	55.5	65.3
Credit/(Debit) Fair Value Change Account	7.8	9.4
Policy Liabilities	483.2	555.6
Provision for Linked Liabilities	388.6	495.6
Fair Value Change Account (Linked)	37.9	31.1
Funds for Discontinued Policies	19.3	22.7
Funds for Future Appropriation	-	1.9
Total Liabilities	992.3	1,181.6
APPLICATION OF FUNDS		
Investments		
-Shareholders	43.0	50.1
-Policyholders	469.6	544.9
-Assets held to cover Linked Liabilities	445.7	549.4
Loans	1.8	1.7
Fixed assets	5.4	5.8
Net Current Assets	26.8	29.7
Total Assets	992.3	1,181.6

Components may not add up to total due to rounding-off

Analysis of movement in IEV

₹ in billion

IEV Movement Analysis - Components	FY 18
Opening IEV	165.4
Expected return on existing business	
At Reference Rate	9.9
At expected real-world return in excess of reference rate	4.2
Operating Assumptions Change	0.1
VoNB added during the period	13.9
Operating Experience Variance - Persistency	1.9
Operating Experience Variance - Expenses	0.0
Operating Experience Variance - Mortality and Morbidity	(0.1)
Operating Experience Variance - Others	(0.3)
IEV Operating Earnings (EVOP)	29.5
Economic Assumption Changes and Investment Variances	(1.8)
IEV Total Earnings	27.7
Capital Contributions / Dividends paid out	(2.4)
Closing IEV	190.7

Growth of 15% in Embedded Value year on year

Components may not add up to total due to rounding-off

Sensitivity Analysis

Scenario	Change in EV%	Change in VoNB%
Reference Rate +100 bps	(4%)	1%
Reference Rate -100 bps	4%	(2%)
Decrease in Equity Value 10%	(1%)	-
Proportionate change in lapse rate +10%	(1%)	(7%)
Proportionate change in lapse rate -10%	1%	7%
Mortality / Morbidity +10%	(2%)	(8%)
Mortality / Morbidity -10%	2%	8%
Maintenance Expense +10%	(1%)	(2%)
Maintenance Expense -10%	1%	2%
Mass Lapse for ULIPs in the year after the surrender penalty period of 25% ¹	(2%)	(8%)
Mass Lapse for ULIPs in the year after the surrender penalty period of 50% ¹	(4%)	(19%)
Tax Rate Change to 25%	(9%)	(17%)

1. Mass lapse sensitivity (of 25% or 50%) for ULIP business is applied at the end of surrender penalty period as defined by APS 10, which is taken to be the beginning of 5th policy year for current generation of our ULIP products.

IEV Methodology and Approach (1/2)

Embedded Value is a measure of the consolidated value of shareholders' interest in the covered life insurance business. The embedded value has been determined by following a market consistent methodology, as per the requirements and principles set forth by the IAI within the APS10.

Components of Embedded Value:

IEV is calculated as the sum of Adjusted Net Worth (ANW) and Value of In-Force business (VIF).

ANW comprises Free Surplus (FS) and Required Capital (RC).

VIF consists of the following components:

- Present Value of Future Profits (PVFP) expected to emerge from the covered business;
- Less Frictional Cost of Capital (FCoC);
- Less Time Value of Financial Options and Guarantees (TVFOG);
- Less Cost of Residual Non-Hedgeable Risks (CRNHR).

Components of Adjusted Net Worth (ANW):

This is the value of all assets allocated to the covered business that are not required to back the liabilities of the covered business.

Free Surplus (FS): Free Surplus represents the market value of any assets in excess of liabilities and Required Capital which is potentially distributable to shareholders immediately. Free Surplus has been calculated as the excess of ANW over the Required Capital.

Required Capital (RC): Required Capital is the amount of assets attributed to the covered business over and above that required to back liabilities for the covered business. Required Capital has been set at 180% of the RSM, based on the Company's internal capital target. RSM has been projected by applying the solvency margin factors prescribed by the IRDAI appropriate to each line of business.

IEV Methodology and Approach (2/2)

Components of Value of Inforce (VIF) business:

Present Value of Future Profits (PVFP): PVFP represents the present value of future post taxation shareholder cash-flows projected to emerge from the in-force covered business and the assets backing liabilities of the in-force covered business. The PVFP incorporates an allowance for the intrinsic value of financial options and guarantees.

Frictional Cost of Capital (FCoC): Allowance is made for the impact of taxation on investment returns and for the impact of investment expenses (after tax) on the assets backing the projected Required Capital, together with an allowance for shareholders' fund expenses.

Time Value of Financial Options and Guarantees (TVFOG): Allowance is made for asymmetric impact on shareholder value due to any financial options and guarantees within the covered business.

Cost of Residual Non-Hedgeable Risks (CRNHR): A bottom-up assessment of risks has been undertaken to allow for the cost of residual non-hedgeable risks not already allowed for elsewhere. CRNHR has been estimated using a cost of capital approach.

Assumptions used for IEV Calculation:

The expense assumptions used in the IEV (Indian Embedded Value) estimation represent the unit costs arising out of actual experience of the FY 2017/18 and makes no allowance for any productivity gains/cost efficiencies beyond what is achieved up to the valuation date. Future expenses are assumed to increase at a rate of inflation of 5.5% p.a.

The Required Capital is taken at 180% of the Statutory RSM, which is the internally approved norm for the company.

The rate of income tax applied to the surplus is set at 14.56%. Tax deductions available by way of dividend income from equity etc. is not taken into consideration. Rate of taxation applied to individual pension business is zero.

The zero coupon government bond yield curve published by FIMMDA was used as the assumed reference rates.

Abbreviations

Term	Description
GWP	Gross Written Premium
NBP	New Business Premium
APE	Annualized Premium Equivalent
IRP	Individual Rated Premium
AuM	Assets Under Management
Banca	Bancassurance
ULIP	Unit Linked Insurance Plan
PAR	Participating
NON PAR	Non-Participating
Traditional	Other than Unit Linked Insurance Plan

Term	Description
Opex	Operating Expenses (excluding commission)
PAT	Profit After Tax
CAGR	Compounded Annual Growth Rate
GDP	Gross Domestic Product
RoIC	Return on Invested Capital
FY	Financial Year ending 31 st March
INR (₹)	Indian Rupees
USD (\$)	United States' Currency
ROE	Return on Equity
EPS	Earning per Share

Glossary

- **New Business APE:** The sum of annualized first year premiums on regular premium policies, and 10.00% of single premiums, written by the Company during the fiscal year from both retail and group customers
- **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
- **Individual Rated Premium (IRP):** New business premiums written by the Company under individual products and weighted at the rate of 10.00% for single premiums
- **Renewal Premium:** Life insurance premiums falling due in the years subsequent to the first year of the policy
- **Gross Written Premium (GWP):** The total premium written by the Company before deductions for reinsurance ceded
- **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 (VoNB):** Value of New Business 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
- **VoNB Margin:** VoNB Margin is the ratio of VoNB to New Business Annualized Premium Equivalent for a specified period and is a measure of the expected profitability of new business
- **Bancassurance (Banca):** An arrangement entered into by a bank and an insurance company, through which the insurance company sells or markets its products to the bank's customer base
- **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

Disclaimer

Except for the historical information contained herein, statements in this presentation 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 to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion in business, the impact of any acquisitions, technological implementation and changes, the actual growth in demand for insurance products and services, investment income, cash flow projections, our exposure to market risks, policies and actions of regulatory authorities; impact of competition; experience with regard to mortality and morbidity trends, lapse rates and policy renewal rates; the impact of changes in capital, solvency or accounting standards, tax and other legislations and regulations in the jurisdictions as well as other risks detailed in the reports filed by State Bank of India, our holding company. We undertake no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

The assumptions, estimates and judgments used in the calculations are evaluated internally where applicable and have been externally reviewed. They represent the best estimate based on the company's experience and knowledge of relevant facts and circumstances. While the management believes that such assumptions, estimates and judgments to be reasonable; the actual experience could differ from those assumed whereby the results may be materially different from those shown herein.

Thank you