

June 5, 2019

General Manager Listing Department BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001 Vice President Listing Department National Stock Exchange of India Limited 'Exchange Plaza', Bandra-Kurla Complex, Bandra (East), Mumbai 400 051

Dear Sir/Madam,

#### **Subject: Investor presentation**

Please note the updated investor presentation enclosed alongwith this letter.

Thanking you.

Yours sincerely,

#### For ICICI Prudential Life Insurance Company Limited

INN onex

Vyoma Manek Company Secretary ACS 20384

Encl.: As above



# **Performance update**

June 05, 2019

## Agenda

- Company strategy and performance
- Opportunity
- Industry overview



# May 2019 update



## **Premium growth**

₹ billion	FY2019	April 2019	May 2019	2M-FY2019
APE <sup>1</sup>	77.99	4.13	4.57	8.70
YoY growth	0.1%	9.0%	5.1%	6.9%
RWRP <sup>2</sup>	70.95	3.46	4.03	7.49
YoY growth	(4.9%)	2.0%	0.8%	1.4%



1. Annualized premium equivalent

2. Retail weighted received premium

## Agenda

- Company strategy and performance
- Opportunity
- Industry overview



## Immediate priorities we had set for ourselves (1/2)

### **Premium Growth**

₹billion	9MFY-2019	Q4-FY2019	FY2019
APE <sup>1</sup>	53.43	24.57	77.99
YoY growth	(4.2%) <sup>2</sup>	11.0% <sup>2</sup>	0.1%

### Beginning of journey to broaden customer base - Retail savings new business policies grew by 18.6% YoY for Q4-FY2019



<sup>.</sup> Annualized premium equivalent

Growth rates adjusted for impact of APE definition change in base period- 9M-FY2019: (5.2%) and Q4-FY2019: 14.0%

## Immediate priorities we had set for ourselves (2/2)

### **Persistency improvement**

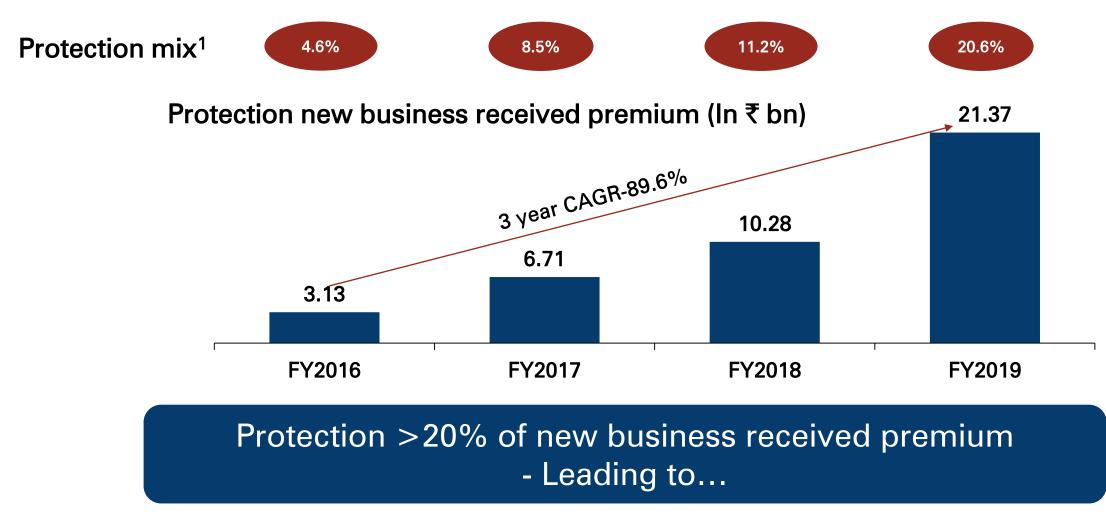
Persistency <sup>1</sup>	8M-FY2019	11M-FY2019
13 <sup>th</sup> month	84.1%	86.1%
49 <sup>th</sup> month	63.2%	63.9%

Improvement over 8M-FY2019



1. Retail excluding SP computed as per IRDA circular dated January 23, 2014

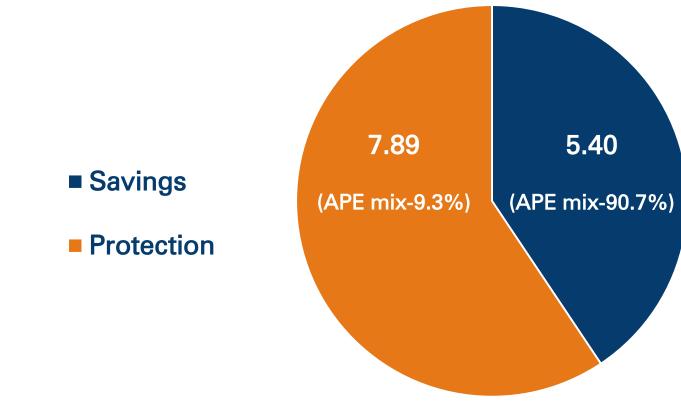
## **Continued focus on protection**





## Value of new business

₹ billion



### ...protection business contributing ~60% of VNB



## Delivering value...

₹ billion	FY2018	FY2019	YoY growth
Value of new business rotection	12.86	13.28	3.3%
VNB margin	16.5%	17.0%	NA
Embedded value	187.88	216.23	15.1%
Return on Embedded value	22.7% sto	0 me 20.2% trici	ity NA
through the 4P approach	continue	s to be at the	e core
Premium	77.92	77.99	0.1%
Protection	4.46	7.22	61.9%
Persistency <sup>1</sup> (13 <sup>th</sup> month)	85.8%	86.1%	NA
Productivity Productivity	13.7%	15.0%	NA



1. Retail excluding SP computed as per IRDA circular dated January 23, 2014 2. Savings LOB: FY2018- 11.8%, FY2019- 11.5%

## Way forward

Premium Growth	<ul> <li>Deepen penetration in under-served customer segments</li> <li>Enhance current distribution</li> <li>Create new distribution</li> <li>Augment capability in Health and Protection</li> <li>Increase focus on Pension and Annuity</li> </ul>
Protection	Continue to grow both retail and group lines of business
Persistency	Improve persistency across all cohorts
Productivity	<ul> <li>Continue to leverage technology for process re-engineering and to drive productivity</li> </ul>

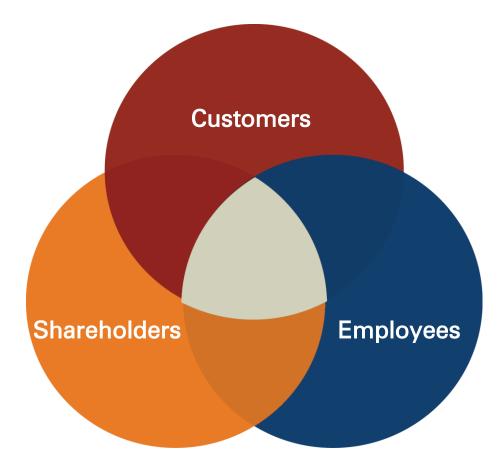
Aspiration to double VNB in 3 - 4 years







### To create value for all key stakeholders





### **Customers**

Metrics	FY2018	FY2019
Claims settlement ratio <sup>1</sup>	97.9%	98.6%
Average no. of days for settlement <sup>2</sup>	2.99	2.34
Grievance count	7,698	6,387
Grievance ratio <sup>3</sup> (volume)	92	72



- 1. Individual death claims
- 2. Average turn around time for non-investigated claims from receipt of last requirement
- 3. Grievances per 10,000 retail policies issued

## **Employees**

Leadership depth & breadth	<ul> <li>91% of senior management have served for more than 10 years</li> <li>86% senior management vacancies filled internally in the last 5 years</li> <li>70% of senior management team have done at least 3 job rotations</li> </ul>
Productive & engaged workforce	<ul> <li>Amongst best in industry on employee cost to revenue ratios</li> <li>Employee advocacy score of 90%</li> </ul>



## **Shareholders: Performance snapshot**

₹ billion	FY2018	FY2019	Growth
Value of New Business (VNB)	12.86	13.28	3.3%
Embedded Value	187.88	216.23	15.1%
APE	77.92	77.99	0.1%
-Savings	73.45	70.77	(3.6%)
-Protection	4.46	7.22	61.9%
Persistency (13 <sup>th</sup> month) <sup>1</sup>	85.8%	86.1%	
Persistency (49 <sup>th</sup> month) <sup>1</sup>	62.8%	63.9%	
Productivity (Cost/TWRP) <sup>2</sup>	13.7%	15.0%	



 Retail excluding SP computed as per IRDA circular dated January 23, 2014
 Total Cost including commission / (Total premium – 90% of single premium) Components may not add up to the totals due to rounding off

## Shareholders: 4P strategy

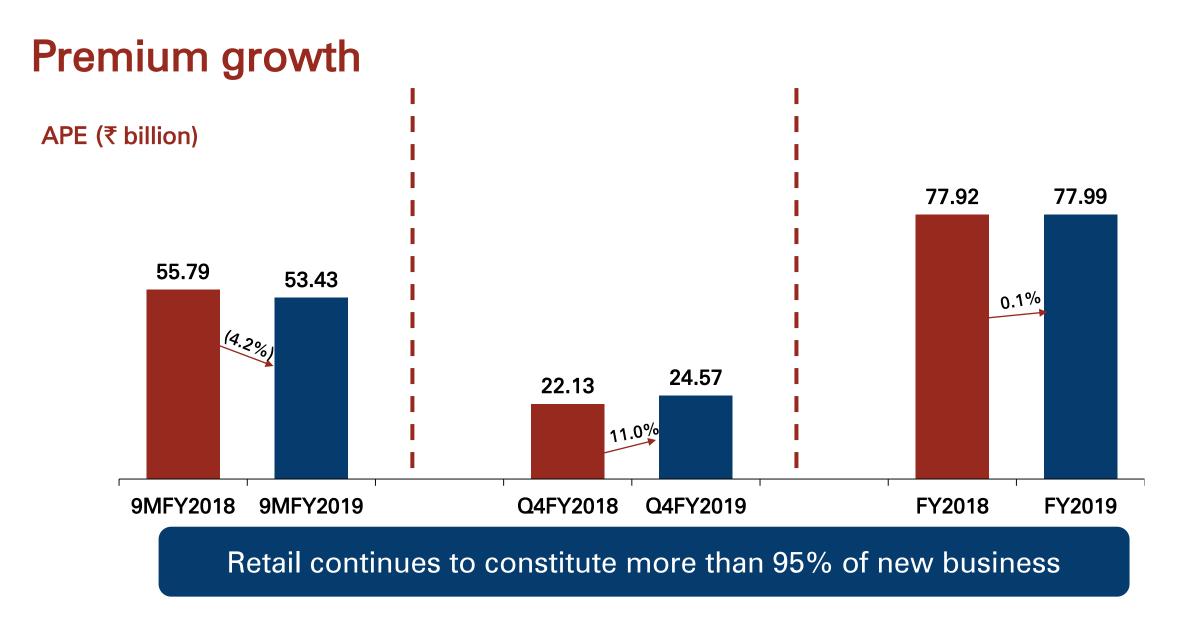
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### Customer centricity continues to be at the core

## **4P: Premium**







## **Premium growth: Product segments**

APE (₹ billion)

Segments	Q4-FY2018	Q4-FY2019	FY2018	FY2019	Q4-FY2019 Mix	FY2019 mix
Savings	19.96	21.96	73.45	70.77	89.4%	90.7%
ULIP	17.56	18.85	63.81	62.10	76.7%	79.6%
Par	2.03	2.29	8.46	6.72	9.3%	8.6%
Annuity	0.17	0.31	0.31	0.69	1.3%	0.9%
Others	0.20	0.50	0.87	1.27	2.0%	1.6%
Protection <sup>1</sup>	2.16	2.61	4.46	7.22	10.6%	9.3%
Total APE	22.12	24.57	77.92	77.99	100.0%	100.0%



## **Premium growth: Channels**

#### APE (₹ billion)

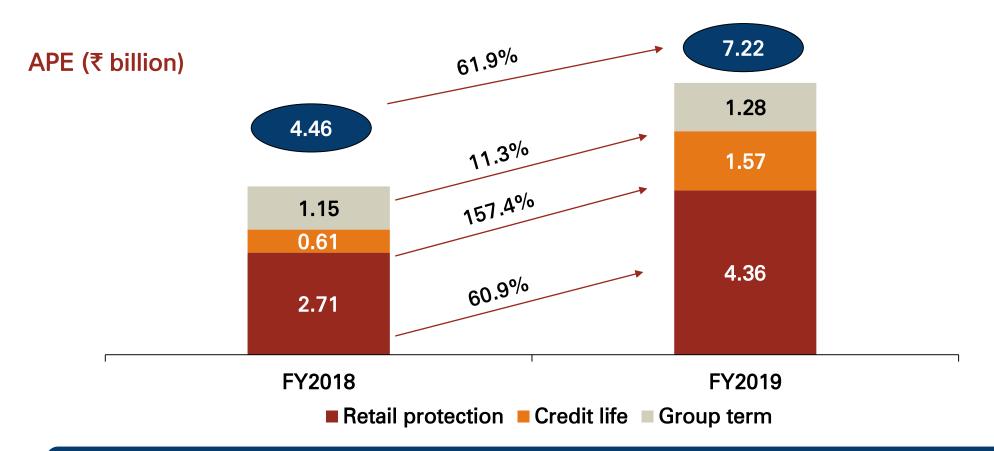
Channels	Q4-FY2018	Q4-FY2019	FY2018	FY2019	Q4-FY2019 mix	FY2019 mix
Bancassurance	11.68	13.33	40.75	43.53	54.3%	55.8%
Agency	5.09	5.41	19.79	16.89	22.0%	21.7%
Direct	2.46	3.14	10.54	9.34	12.8%	12.0%
Corporate agents and brokers	1.61	1.58	4.70	4.59	6.4%	5.9%
Group	1.28	1.11	2.13	3.65	4.5%	4.7%
Total APE	22.12	24.57	77.92	77.99	100.0%	100.0%



## **4P: Protection**



## **Protection: Components**



#### Retail protection is more than 60% of protection APE



## **Protection: Increasing share**

**APE (**₹ billion)

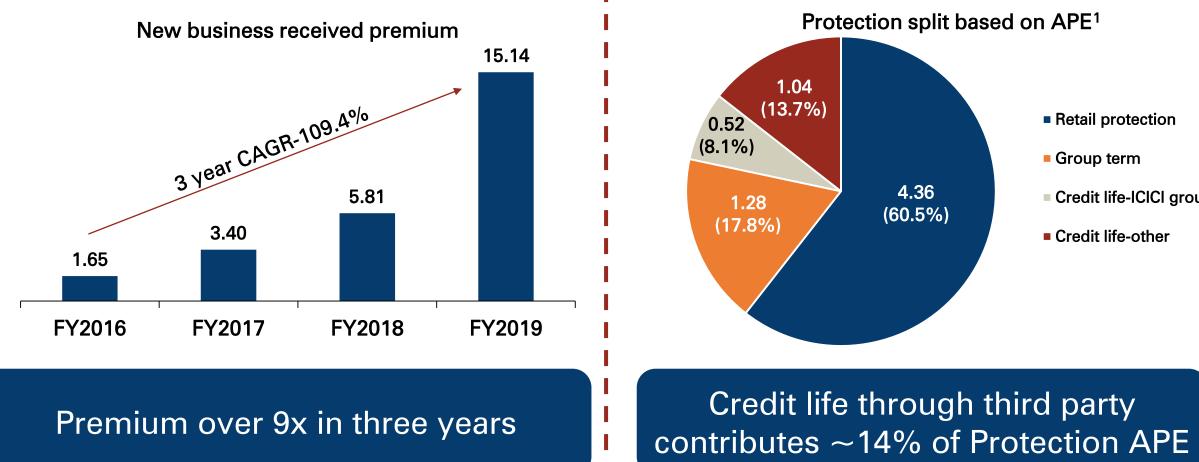
Segment	H1-FY2019	Q3-FY2019	Q4-FY2019	FY2019
Savings	31.14	17.68	21.96	70.77
Protection	2.66	1.95	2.61	7.22
Total	33.81	19.62	24.57	77.99
Protection mix	7.9%	9.9%	10.6%	9.3%

Protection mix  $\sim 10\%$  for two quarters in a row



## **Protection: Credit life**

#### **₹** billion





**FICICI PRUDENTIAL** SURANCE

Figures in brackets represent mix of protection APE

Retail protection

Credit life-other

Credit life-ICICI group

Group term

# **4P: Persistency**



## Persistency<sup>1</sup> (retail excluding single premium)

Month	FY2018	11M-FY2019
13 <sup>th</sup> month	85.8%	86.1%
25 <sup>th</sup> month	77.0%	76.3%
37 <sup>th</sup> month	67.6%	69.8%
49 <sup>th</sup> month	62.8%	63.9%
61 <sup>st</sup> month	53.7%	56.4%
₹billion	FY2018	FY2019
Retail renewal premium	174.97	202.25
Retail surrender (linked)	116.86	91.91
Assets under management	1,395.32	1,604.10 <sup>2</sup>



## **4P: Productivity**

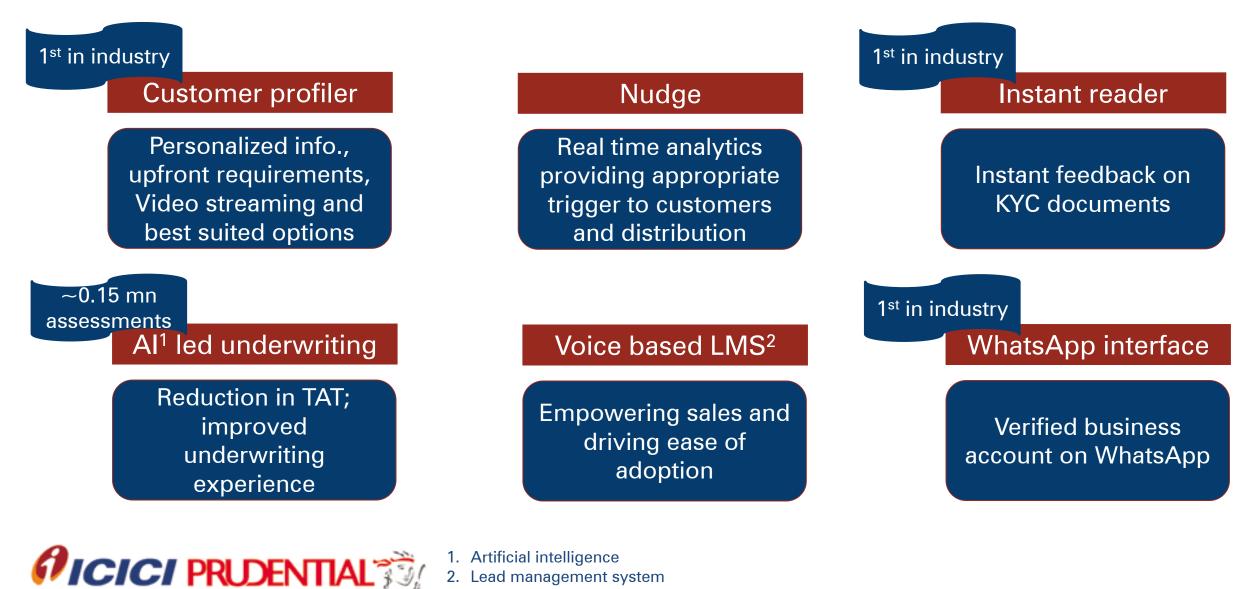


## **Productivity: Cost efficiency**

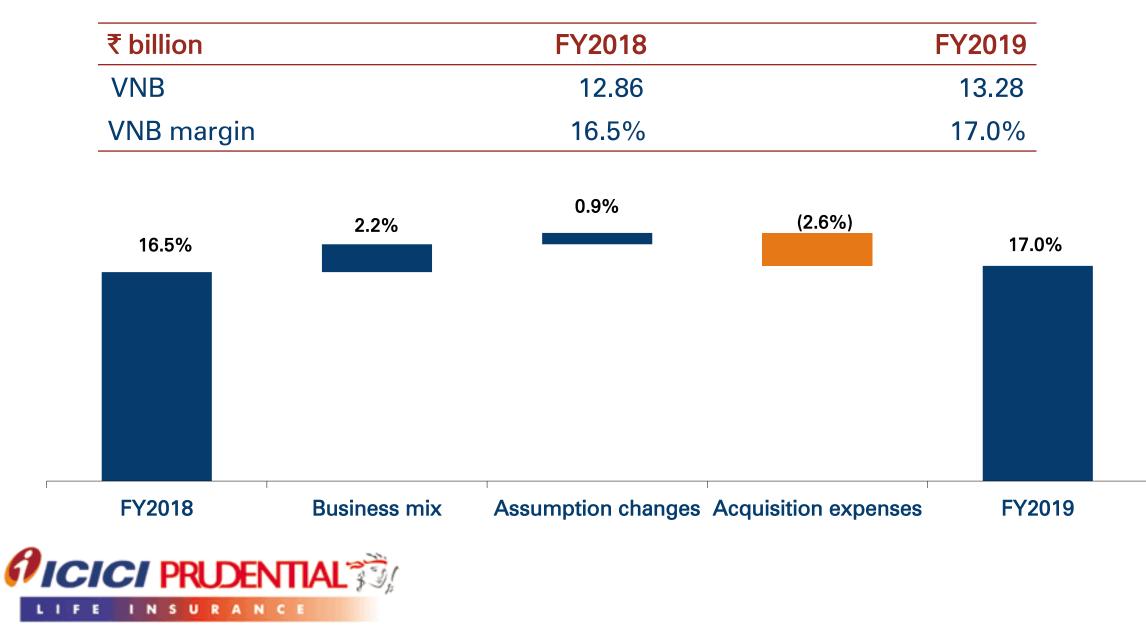
	FY2018	FY2019	
Expense ratio (excl. commission) <sup>1</sup>	8.2%	9.5%	
Commission ratio <sup>2</sup>	5.5%	5.6%	
Cost/TWRP <sup>3</sup>	13.7%	15.0%	
Cost/Average AUM <sup>4</sup>	2.6%	2.8%	
Cost/TWRP (Savings LOB)	11.8%	11.5%	
₹ billion		41.94	
	34.75	15.51	
	n 14.03		
■ Non-Comm	ission 20.72	26.43	
	FY2018	FY2019	
<ul><li>67% of new business policies</li><li>94% of new business applica</li></ul>	-	olatform	
LIFEINSURANCE2.Commission rationCost/(Total premission)3.Cost/(Total premission)	Il insurance expenses (excl. commission)/(T o: Commission/(Total premium- 90% of sing nium- 90% of single premium) /Average assets under management during t	gle premium)	

## Technology driving the industry leading benchmark

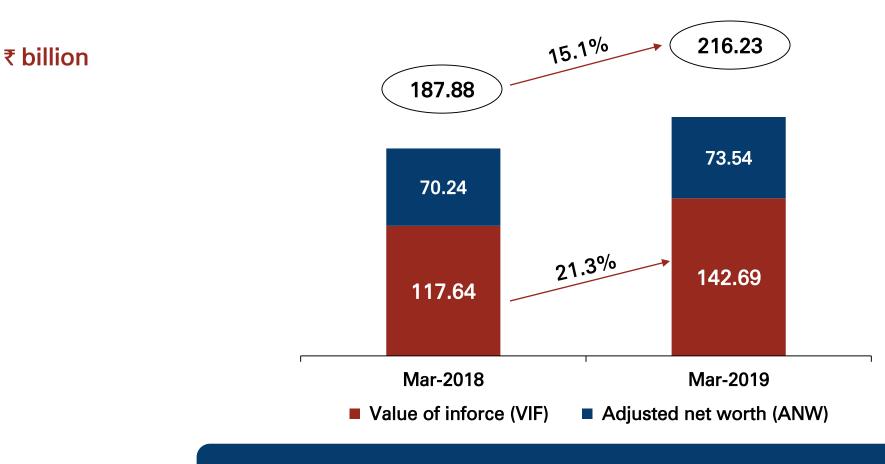
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## Value of New Business (VNB)



## Embedded Value (EV)<sup>1</sup>

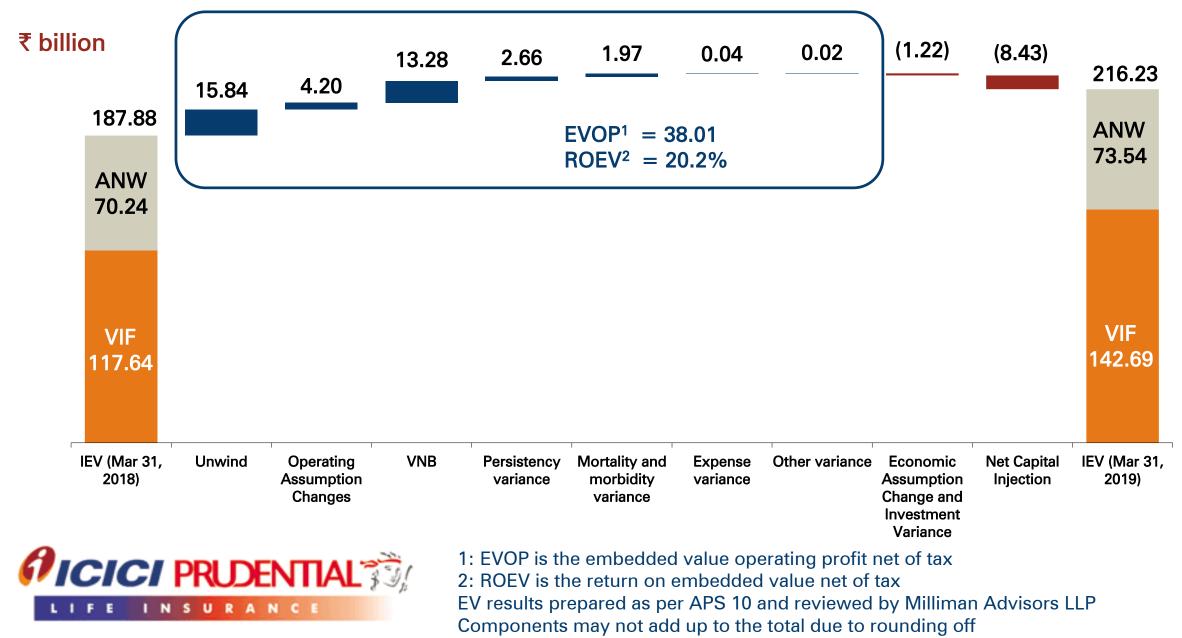


#### Pre dividend EV growth of 19.6%



1. As per Indian Embedded value (IEV) method Components may not add up to the totals due to rounding off

## Analysis of movement in EV



33

## Analysis of movement in EV<sup>1</sup>

₹billion	FY2017	FY2018	FY2019
Opening EV	139.39	161.84	.84 187.88
Unwind	12.21	13.72	15.84
Value of New Business (VNB)	6.66	12.86	13.28
Operating assumption changes	1.00	7.64	4.20
Persistency variance	0.99	1.53	2.66
Mortality and morbidity variance	0.98	0.78	1.97
Expense variance	0.35	0.27	0.04
Other variance	0.76	0.00	0.02
EVOP	22.95	36.80	38.01
Return on embedded value (ROEV)	16.5%	22.7%	20.2%
Economic assumption change and investment variance	5.82	1.13	(1.22)
Net capital injection	(6.32)	(11.88)	(8.43)
Closing EV	161.84	187.88	216.23



## Sensitivity analysis

Scenario	% change in VNB		% change in EV	
	FY2018	FY2019	FY2018	FY2019
Increase in 100 bps in the reference rates	(4.9)	(4.3)	(2.1)	(2.0)
Decrease in 100 bps in the reference rates	5.2	4.4	2.2	2.0
10% increase in the discontinuance rates	(8.6)	(8.5)	(1.3)	(1.3)
10% decrease in the discontinuance rates	9.1	8.9	1.4	1.4
10% increase in mortality/morbidity rates	(5.4)	(9.4)	(1.0)	(1.4)
10% decrease in mortality/morbidity rates	5.5	9.4	1.0	1.4
10% increase in acquisition expenses	(9.2)	(13.0)	Nil	Nil
10% decrease in acquisition expenses	9.2	13.0	Nil	Nil
10% increase in maintenance expenses	(3.5)	(3.6)	(1.0)	(0.9)
10% decrease in maintenance expenses	3.5	3.6	1.0	0.9
Tax rates increased to 25%	(7.9)	(7.5)	(4.6)	(4.0)



#### Dividend



#### Dividend

₹ billion	FY2018	FY2019
Profit after Tax	16.20	11.41
Solvency ratio <sup>1</sup>	252%	215%
Dividend declared <sup>2</sup>	9.62	4.52
	9.02	4.52
Dividend payout ratio	59.4%	39.6%

#### Dividend payout ratio of ~40% for FY2019



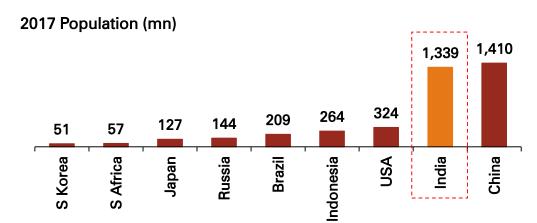
#### Agenda

- Company strategy and performance
- Opportunity
- Industry overview

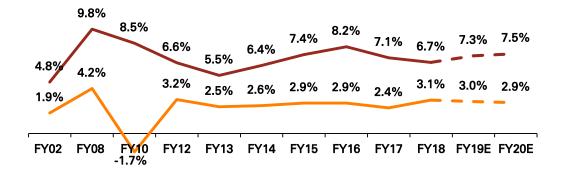


#### Favorable demography

#### Large and growing population base<sup>1</sup>



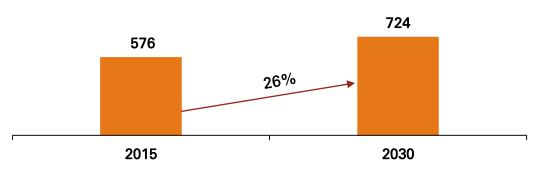
#### Driving GDP growth <sup>2</sup>



-India ----World

#### High share of working population<sup>1</sup>

Population of age 25-59 years: India (mn)

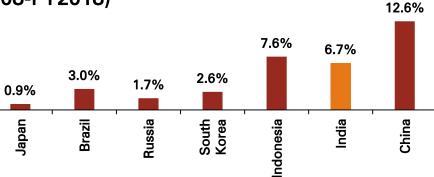


#### Rising affluence<sup>2</sup>

#### GDP per capita CAGR (FY2008-FY2018)

2.2%

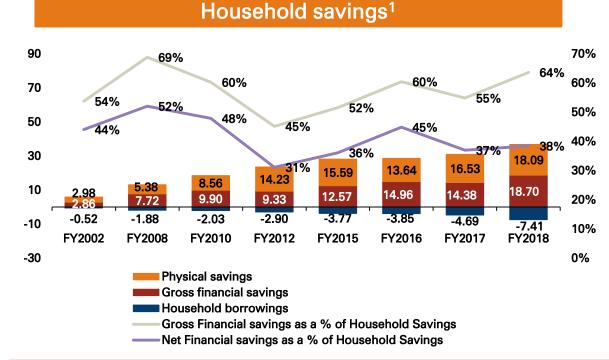
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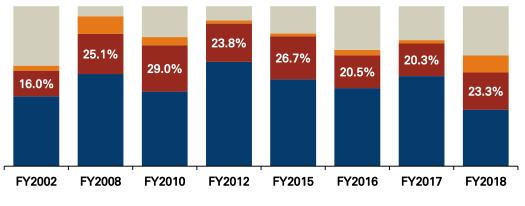


. Source: UN population division Source: World bank

### Financialisation of savings: Opportunity for insurance



#### Distribution of financial savings(excluding currency)<sup>2</sup>



Provident / Pension Fund / Claims on Govt
 Shares / Debentures / MFS
 Life Insurance Fund

#### Deposits

₹ billion	FY2002	FY2008	FY2010	FY2012	FY2014	FY2015	FY2017	FY2018
Life insurance premium <sup>3</sup> as % of GDP	2.1%	4.0%	4.1%	3.3%	2.8%	2.6%	2.7%	2.8%

Financialisation of savings aided by Direct Benefit Transfer, RERA and GST

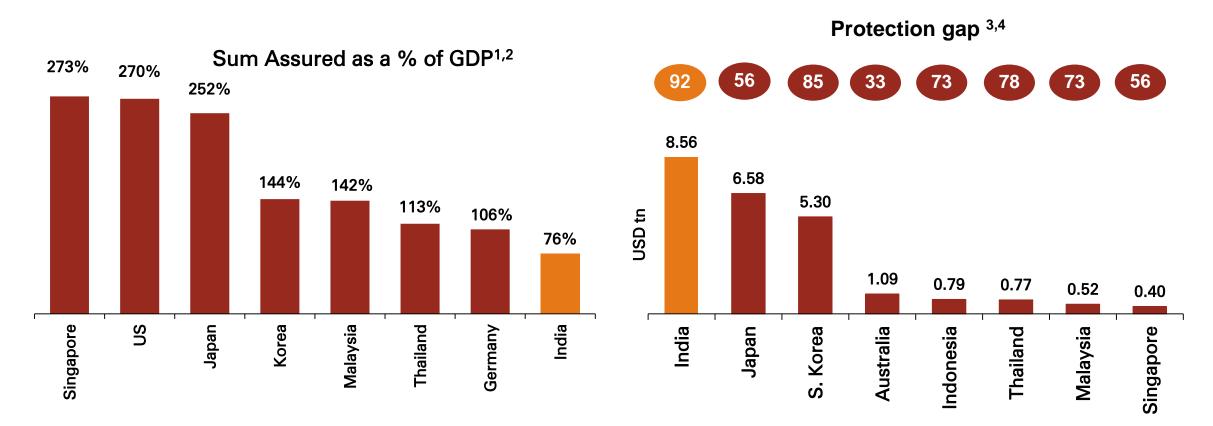


Source: RBI and CSO

Source: RBI

3. Total life insurance industry premium including renewal; Source: IRDAI

### Protection opportunity: Income replacement

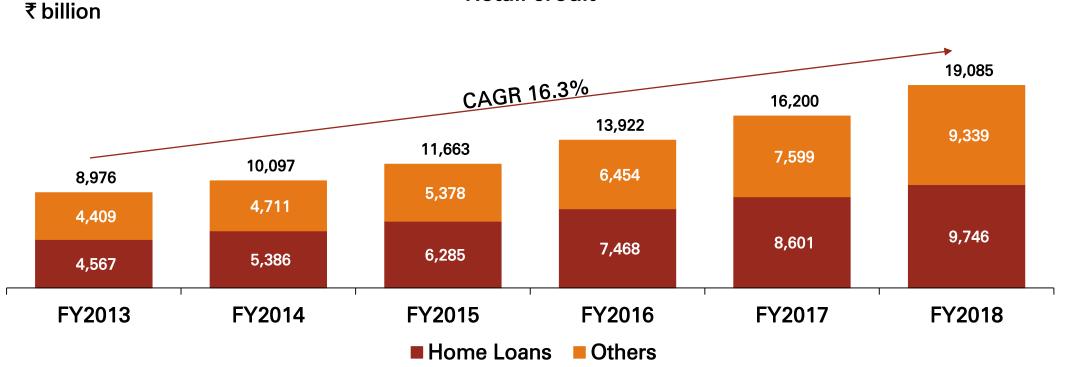


- Sum assured as % of GDP low compared to other countries
- Protection gap for India US \$ 8.56 trillion



- 1. As of FY2018 for India; As of FY2015 for US, Germany and others as of FY2017
- 2. Source: McKinsey estimates.
- 3. Protection gap (%): Ratio of protection lacking/protection needed
  - . Source: Swiss Re, Economic Research and Consulting 2015

### Protection opportunity: Liability cover



Retail credit

- Retail credit has been growing at a healthy pace
- Credit life is voluntary



### **Protection opportunity**

Gross direct premium (₹ billion)	FY2008	FY2018	CAGR
Health	50.45	378.97	22.3%
Motor	130.63	593.14	16.3%
- Motor Own Damage (OD)	84.19	263.59	12.1%
- Motor Third Party (TP)	46.44	329.55	21.6%

Protection premium ~ ₹ 125 billion for life insurance industry in FY2019 •



#### Agenda

- Company strategy and performance
- Opportunity
- Industry overview



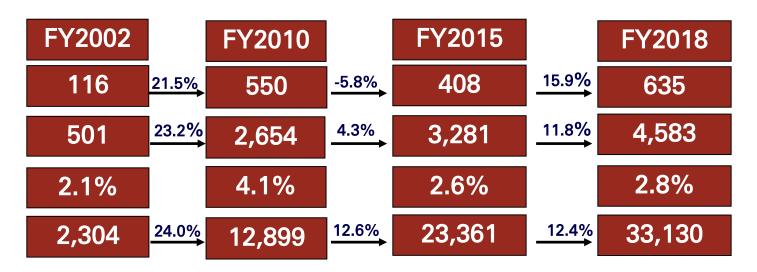
### **Evolution of life insurance industry in India**

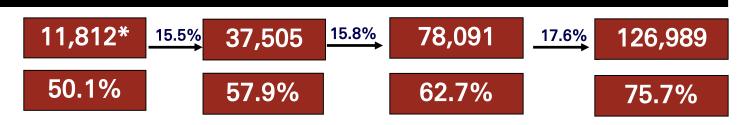
New business premium<sup>1</sup> (₹ bn) Total premium (₹ bn)

Penetration (as a % to GDP)

Assets under management (₹ bn)

In-force sum assured<sup>2</sup> (₹ bn) In-force sum assured (as % to GDP)



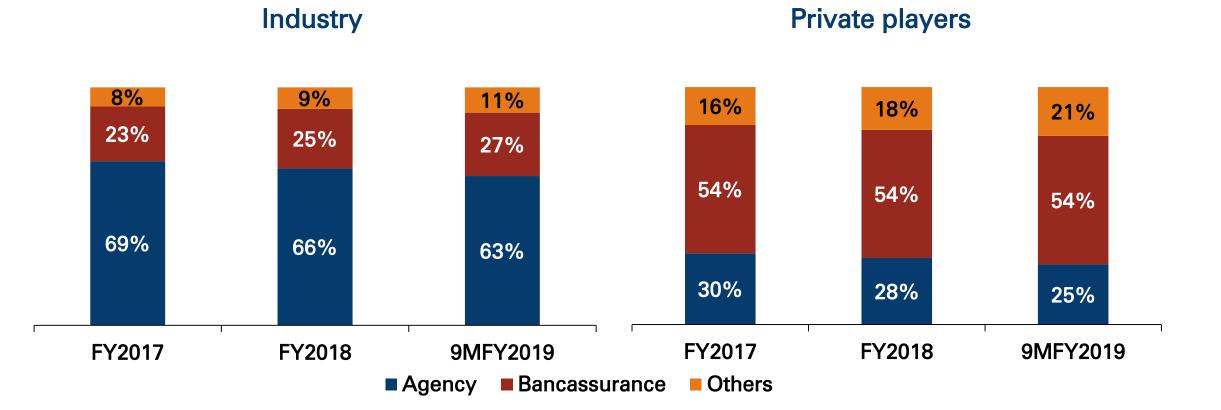


#### Industry is back to growth trajectory



Retail weighted received premium (RWRP)
 Individual and Group in-force sum assured
 Source: IRDAI, CSO, Life Insurance Council, \*Company estimate

### Channel mix<sup>1</sup>



Given a well developed banking sector, bancassurance continues to be the largest channel for private players



Individual new business premium basis Source: Life Insurance Council

#### Product mix<sup>1</sup> Industry **Private players** 25% 27% 27% 51% 52% 54% 75% 73% 73% 49% 48% 46% FY2017 **FY2018** 9MFY2019 FY2017 **FY2018** 9MFY2019 Non Linked Linked

- Strong customer value proposition of ULIPs
  - Transparent and low charges
  - Lower discontinuance charges compared to other savings products
  - Choice and flexibility of asset allocation



New business weighted premium basis; Source: IRDAI, Life Insurance Council

#### Annexures



#### Average APE by product categories

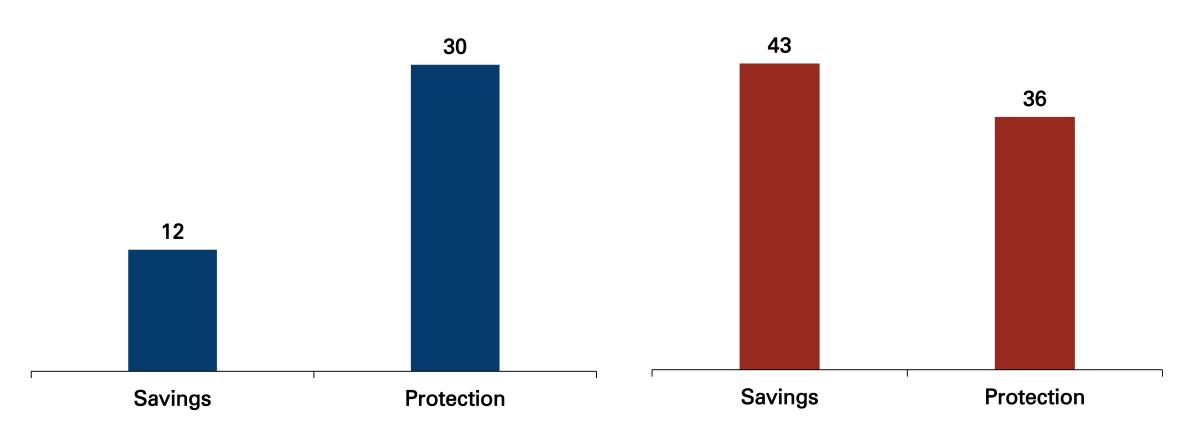
Average retail APE per policy (₹)	FY20	17	FY2018	FY2019
ULIP	169,701		180,746	159,329
Par	56,3	25	62,379	60,308
Non Par	39,1	53	54,187	76,468
Protection	9,815		9,123	12,048
Total	92,735		90,620	83,309
Average retail APE per policy (₹)	Q1FY2019	Q2FY2019	Q3FY2019	Q4FY2019
ULIP	171,337	173,516	134,442	165,707
Par	57,273	58,833	60,712	62,902
Non Par	54,014	54,529	68,659	95,350
Protection	10,257	8,762	12,575	15,841
Total	82,749	84,263	77,779	87,771



#### Policy term and customer age<sup>1</sup>

Average policy term (years)

#### Average customer age (years)





#### Channel wise product mix<sup>1</sup>

Channel category	Product category	FY2017	FY2018	FY2019
	ULIP	92.1%	89.8%	93.4%
	Par	5.3%	7.3%	2.1%
Bancassurance	Non par	0.4%	0.1%	0.6%
	Protection	2.2%	2.7%	3.9%
	Total	100.0%	100.0%	100.0%
	ULIP	79.5%	81.8%	75.3%
	Par	14.2%	13.5%	18.1%
Agency	Non par	2.0%	0.4%	0.5%
	Protection	4.3%	4.3%	6.1%
	Total	100.0%	100.0%	100.0%
	ULIP	85.3%	88.0%	79.3%
	Par	5.0%	4.3%	5.3%
Direct	Non par	3.1%	2.4%	6.4%
	Protection	6.5%	5.3%	9.1%
	Total	100.0%	100.0%	100.0%
	ULIP	46.5%	36.8%	28.2%
	Par	44.1%	49.9%	49.5%
Corporate agents and brokers	Non par	0.4%	0.5%	0.6%
-	Protection	9.0%	12.8%	21.8%
	Total	100.0%	100.0%	100.0%



1. Retail Annualized Premium Equivalent (APE) basis Components may not add up to the totals due to rounding off

#### Product wise channel mix<sup>1</sup>

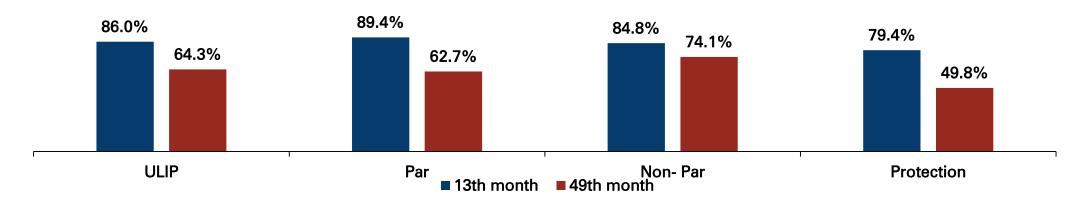
Channel category	Product category	FY2017	FY2018	FY2019
	Bancassurance	62.4%	57.4%	65.5%
	Agency	22.0%	25.4%	20.5%
ULIP	Direct	12.2%	14.5%	12.0%
	Corporate agents and brokers	3.4%	2.7%	2.1%
	Total	100.0%	100.0%	100.0%
	Bancassurance	31.3%	35.4%	13.8%
	Agency	34.3%	31.5%	45.4%
Par	Direct	6.3%	5.3%	7.4%
	Corporate agents and brokers	28.1%	27.7%	33.3%
	Total	100.0%	100.0%	100.0%
	Bancassurance	22.8%	15.9%	27.4%
	Agency	49.0%	24.5%	8.0%
Non par	Direct	25.6%	52.8%	62.0%
	Corporate agents and brokers	2.6%	6.8%	2.6%
	Total	100.0%	100.0%	100.0%
	Bancassurance	35.2%	35.2%	36.9%
	Agency	27.9%	27.6%	22.8%
Protection	Direct	21.6%	17.9%	18.7%
	Corporate agents and brokers	15.3%	19.3%	21.7%
	Total	100.0%	100.0%	100.0%



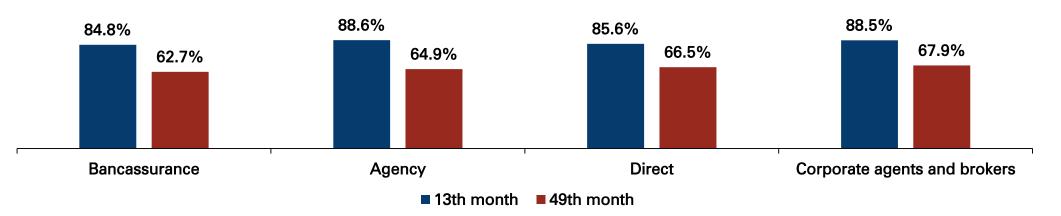
1. Retail Annualized Premium Equivalent (APE) basis Components may not add up to the totals due to rounding off

#### Retail persistency excluding single premium<sup>1</sup>





#### Persistency across channel categories





1. 11M-FY2019 persistency As per IRDA circular dated January 23,2014; excluding group and single premium policies

### **Retail persistency**

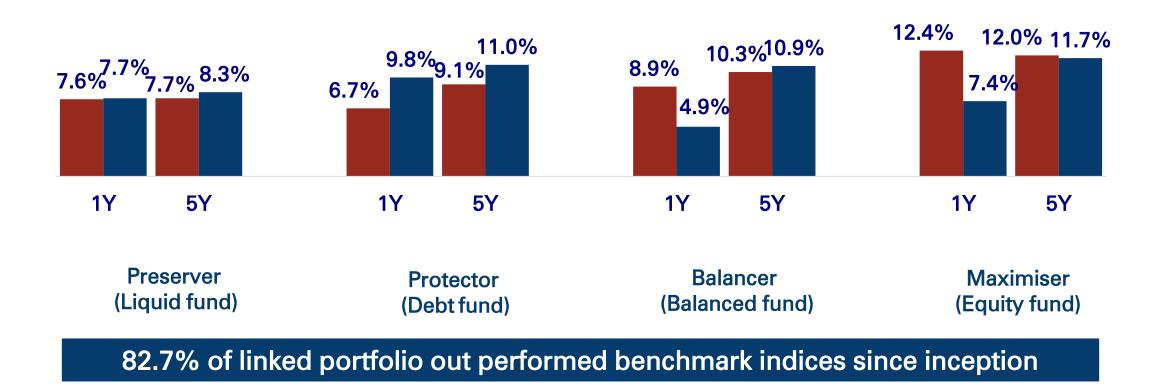
#### Including single premium

Month	FY2017	FY2018	11M-FY2019
13 <sup>th</sup> month	85.7%	86.8%	87.4%
25 <sup>th</sup> month	73.9%	78.3%	78.0%
37 <sup>th</sup> month	66.8%	68.8%	71.3%
49 <sup>th</sup> month	59.3%	64.2%	65.2%
61 <sup>st</sup> month	56.2%	54.5%	57.6%
Excluding single premium			
Month	FY2017	FY2018	11M-FY2019
13 <sup>th</sup> month	84.7%	85.8%	86.1%
25 <sup>th</sup> month	73.0%	77.0%	76.3%
37 <sup>th</sup> month	65.5%	67.6%	69.8%
49 <sup>th</sup> month	58.3%	62.8%	63.9%
61 <sup>st</sup> month	53.8%	53.7%	56.4%



#### **Fund performance**

Benchmark Fund





At March 31, 2019

#### **Embedded value**



### Analysis of movement in EV<sup>1</sup>

₹billion	FY2015	FY2016	FY2017	FY2018	FY2019
Opening EV	117.75	137.21 <sup>2</sup>	139.39	161.84	187.88
Unwind	11.70	12.58	12.21	13.72	15.84
Value of New Business (VNB)	2.70	4.12	6.66	12.86	13.28
Operating assumption changes	1.60	1.04 <sup>2</sup>	1.00	7.64	4.20
Persistency variance		2.01	0.99	1.53	2.66
Mortality and morbidity variance	0.402	0.79	0.98	0.78	1.97
Expense variance	2.12 <sup>3</sup>	0.59	0.35	0.27	0.04
Other variance		1.09	0.76	0.00	0.02
EVOP	18.12	22.23	22.95	36.80	38.01
Return on embedded value (ROEV)	15.4%	16.2%	16.5%	22.7%	20.2%
Economic assumption change and investment variance	11.11	(5.64)	5.82	1.13	(1.22)
Net capital injection	(9.77)	(14.41)	(6.32)	(11.88)	(8.43)
Closing EV	137.21	139.39	161.84	187.88	216.23



As per Indian Embedded Value (IEV) method
 Difference of FY2015 closing EV and FY2016

Difference of FY2015 closing EV and FY2016 opening EV shown as operating assumption changes in FY2016;Components may not add up to the totals due to rounding off

3. Includes persistency, mortality and morbidity, expense and other variance

#### **Embedded value**

₹ billion	FY2017	FY2018	FY2019
Value of In force (VIF)	94.28	117.64	142.69
Adjusted Net worth	67.56	70.24	73.54
Embedded value <sup>1</sup>	161.84	187.88	216.23
Return on Embedded Value (ROEV)	16.5%	22.7%	20.2%
EV growth-pre dividend	20.6%	23.4%	19.6%
EV growth-post dividend	16.1%	16.1%	15.1%
VNB as % of opening EV	4.8%	7.9%	7.1%
Operating assumption changes and variance as % of opening EV	2.9%	6.3%	4.7%



## **EV methodology**

- EV results prepared based on the Indian Embedded Value (IEV) methodology and principles as set out in Actuarial Practice Standard 10 (APS10) issued by the Institute of Actuaries of India (IAI)
- EV consists of Adjusted Net Worth (ANW) and Value of in-force covered business (VIF)
  - ANW is market value of assets attributable to shareholders, consisting of
    - Required capital
    - Free surplus
  - Value of in-force covered business (VIF) is
    - Present value of future profits; adjusted for
    - Time value of financial options and guarantees;
    - Frictional costs of required capital; and
    - Cost of residual non-hedgeable risks



### **Components of ANW**

- Required capital (RC)
  - The level of required capital is set equal to the amount required to be held to meet supervisory requirements.
  - It is net of the funds for future appropriation (FFAs)
- Free surplus (FS)
  - Market value of any assets allocated to, but not required to support, the in-force covered business



## Components of VIF (1/2)

- Present value of future profits (PVFP)
  - Present value of projected distributable profits to shareholders arising from inforce covered business
  - Projection carried out using 'best estimate' non-economic assumptions and market consistent economic assumptions
  - Distributable profits are determined by reference to statutory liabilities
- Frictional Cost of required capital (FC)
  - FCs represent investment management expenses and taxation costs associated with holding the Required capital
  - Investment costs reflected as an explicit reduction to the gross investment return



## Components of VIF (2/2)

- Time value of financial options and guarantees (TVFOG)
  - Represents additional cost to shareholders that may arise from the embedded financial options and guarantees
  - Stochastic approach is adopted with methods and assumptions consistent with the underlying embedded value
- Cost of residual non-hedgeable risk (CRNHR)
  - An allowance for risks to shareholder value to the extent not already allowed for in the TVFOG or the PVFP
  - Allowance for asymmetric risks of operational, catastrophe mortality/morbidity and mass lapsation risk
  - Determined using a cost-of-capital approach
  - Allowance for diversification benefits among the non-hedgeable risks, other than the operational risk
  - 4% annual charge applied to capital required



### Components of EV movement (1/2)

- Expected return on existing business (unwind)
  - Expected investment income at opening reference rate on VIF and ANW
  - Expected excess 'real world' investment return over the opening reference rate on VIF and ANW
- Operating assumption changes
  - Impact of the update of non-economic assumptions both on best estimate and statutory bases to those adopted in the closing EV
- Value of new business
  - Additional value to shareholders created through new business during the period



### Components of EV movement (2/2)

- Operating experience variance
  - Captures impact of any deviation of actual experience from assumed in the opening EV during the inter-valuation period
- Economic assumption changes and Investment variance
  - Impact of the update of the reference rate yield curve, inflation and valuation economic assumptions from opening EV to closing EV
  - Captures the difference between the actual investment return and the expected 'real world' assumed return
- Net capital injection
  - Reflects any capital injected less any dividends paid out



## Key assumptions underlying EV (1/2)

- Discount rate and Fund earning rates
  - Set equal to reference rates which is proxy for risk free rates
  - Reference rates derived on the basis of zero coupon yield curve published by the Clearing Corporation of India Limited
- Expenses and commission
  - Based on the Company's actual expenses during FY2019 with no anticipation for productivity gains or cost efficiencies
  - Commission rates are based on the actual commission payable to the distributors



## Key assumptions underlying EV (2/2)

- Mortality and morbidity
  - Based on company's experience with an allowance for future improvements in respect of annuities
- Persistency
  - Based on company's experience
- Taxation
  - Taxation costs reflect the reduction in costs due to dividend income being tax exempt



#### **Economic assumptions underlying EV**

Tenor (years)	<b>References Rates</b>		
	March 31, 2018	March 31, 2019	
1	6.57%	6.66%	
5	8.21%	7.83%	
10	8.31%	8.35%	
15	8.11%	8.35%	
20	7.97%	8.22%	
25	7.91%	8.11%	
30	7.88%	8.05%	



### Glossary

- Annualized Premium Equivalent (APE) Annualized Premium Equivalent (APE) is the sum of the annualized first year
  premiums on regular premium policies, and ten percent of single premiums, from both individual and group
  customers
- Assets under management (AUM) AUM refers to the carrying value of investments managed by the company and includes loans against policies and net current assets pertaining to investments
- Embedded Value (EV) Embedded Value (EV) represents the present value of shareholders' interests in the earnings distributable from the assets allocated to the business after sufficient allowance for the aggregate risks in the business
- Embedded Value Operating Profit (EVOP) Embedded Value Operating Profit (EVOP) is a measure of the increase in the EV during any given period due to matters that can be influenced by management
- Retail Weighted Received Premium (RWRP) Premiums actually received by the insurers under individual products and weighted at the rate of ten percent for single premiums
- Total weighted received premium (TWRP) Measure of premiums received on both retail and group products and is the sum of first year and renewal premiums on regular premium policies and ten percent of single premiums received during any given period
- Persistency Ratio Persistency ratio is the percentage of policies that have not lapsed and is expressed as 13th month, 49th month persistency etc. depicting the persistency level at 13th month (2nd year) and 49th month (5th year) respectively, after issuance of contract



#### Safe harbor

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 to differ materially from those suggested by the forwardlooking 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 ICICI Bank Limited, our holding company, with the United States Securities and Exchange Commission. ICICI Prudential Life Insurance undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.





# Thank you