

January 21, 2022

Ref. No.: HDFC Life/CA/2021-22/65

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No C/1, Block G,
Bandra-Kurla Complex,
Bandra (East),
Mumbai- 400 051

NSE Symbol: HDFCLIFE

Listing Department
BSE Limited
Sir PJ Towers,
Dalal Street,
Fort,
Mumbai – 400 001

BSE Security Code: 540777

Dear Sir/ Madam,

Sub: Outcome of the Board Meeting held on January 21, 2022

Pursuant to Regulation 30, and other applicable Regulations of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we wish to inform that the Board of Directors of the Company at their meeting held today i.e. Friday, January 21, 2022, have inter-alia approved the following:

1) Financial Results

The audited standalone and unaudited consolidated financial results of the Company for the quarter and nine months ended December 31, 2021.

In this regard, please find enclosed herewith the following:-

- (i) Copy of the audited standalone financial results along with auditors report
- (ii) Copy of the unaudited consolidated financial results along with limited review report
- (iii) Press Release

2) Scheme of Amalgamation with Exide Life Insurance Company Limited

A Scheme of Amalgamation ("Scheme") between Exide Life Insurance Company Limited ("Transferor Company"/ "Wholly-owned subsidiary") and HDFC Life Insurance Company Limited ("Transferee Company" or "Company") and their respective shareholders under Sections 230 to 232 and other applicable provisions of the Companies Act, 2013 read with the Rules made thereunder and applicable provisions of the Insurance Act, 1938 read with the rules and regulations framed thereunder.

The proposed Scheme contemplates the amalgamation of Transferor Company/ Wholly-owned subsidiary into and with the Transferee Company and the dissolution without winding-up of the Transferor Company pursuant thereto, and reduction of securities premium account of the Company. The proposed Scheme is conditional and subject to approval of the shareholders, and applicable regulatory authorities.

The details as required under Regulation 30 of Listing Regulations, read with Schedule III thereto and SEBI Circular No.CIR/CFD/CMD/4/2015 dated September 9, 2015, are enclosed as Annexure I.

HDFC Life Insurance Company Limited

Corporate & Registered Office:

13th Floor, Lodha Excelus, Apollo Mills Compound,
N. M. Joshi Marg, Mahalaxmi, Mumbai – 400011

CIN: L6810X112000PLC128345

+91 22 6751 6666

1860-267-9999

Available Mon-Sat from 10 am to 7 pm (Local charges apply)
DO NOT prefix any country code e.g. +91 or 00.

www.hdfclife.com



The meeting of the Board of Directors of the Company commenced at 12:00 Noon and concluded at 2:05 p.m.

This is for your information and appropriate dissemination.

Thanking you,

For HDFC Life Insurance Company Limited

**NARENDRA
GANGAN**

**Narendra Gangan
General Counsel, Chief Compliance Officer &
Company Secretary**

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Encl.: As above

Annexure I

Sr. No.	Particulars	Details
1	Name of the entity(ies) forming part of the amalgamation/merger, details in brief such as, size, turnover etc.	Exide Life Insurance Company Limited Turnover (Total premium for YTD Sep 2021): ₹ 1,584 crore AUM (as on September 30, 2021): ₹ 19,618 crore Embedded Value (as on September 30, 2021): ₹ 2,784 crore HDFC Life Insurance Company Limited Turnover (Total premium (Standalone) for YTD Dec 2021): ₹ Rs 31,542 crore AUM (as on December 31, 2021): ₹ 1,94,738 crore Embedded Value (as on December 31, 2021): ₹ 29,543 crore
2	Whether the transaction would fall within related party transactions? If yes, whether the same is done at "arms length"	The Transferor Company is a wholly-owned subsidiary of the Transferee Company. The proposed merger does not fall within the purview of related party transactions in view of General Circular No. 30/2014 dated July 17, 2014 issued by the Ministry of Corporate Affairs and since the same is subject to the sanction of the National Company Law Tribunal. Further, pursuant to Listing Regulations the related party transaction provisions are not applicable to the Proposed Scheme of Amalgamation.
3	Area of business of the entity(ies)	Life Insurance
4	Rationale for amalgamation/ merger	Transaction will result in value creation for customers, employees, shareholders and distribution partners of both companies.
5	In case of cash consideration –amount or otherwise share exchange ratio	The Transferor Company is a wholly-owned subsidiary of the Transferee Company, hence no consideration is proposed to be paid as a consideration to the Scheme and the shares held by the Transferee Company in the Transferor Company shall stand cancelled without any further act, application or deed.
6	Brief details of change in shareholding pattern (if any) of listed entity	There will not be any change in the shareholding pattern of the Transferee Company pursuant to the Scheme of Amalgamation as the Transferor Company is a wholly-owned subsidiary of the Transferee Company.

Price Waterhouse Chartered Accountants LLP

Chartered Accountants
252, Veer Savarkar Marg,
Opp Shivaji Park,
Dadar (W), Mumbai 400028

G. M. Kapadia & Co.

Chartered Accountants
1007, Raheja Chambers,
213 Nariman Point,
Mumbai – 400021

Auditor's Report on Standalone Financial Results for the quarter and nine months ended December 31, 2021 of HDFC Life Insurance Company Limited

To, The Board of Directors of
HDFC Life Insurance Company Limited

1. We have audited the accompanying standalone financial results of HDFC Life Insurance Company Limited (the "Company") for the quarter and nine months ended December 31, 2021 (the "Standalone Financial Results"), which are included in the accompanying Statement of Standalone Audited Results for the quarter and nine months ended December 31, 2021, being submitted by the Company pursuant to the requirement of Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations") and IRDA Circular reference: IRDAI/F&I/ REG/ CIR/208/10/2016 dated October 25, 2016 ("Standalone financial results") and which has been digitally signed by us for identification purposes.

Management Responsibility

2. These Standalone Financial Results have been prepared on the basis of the interim condensed financial statements prepared in accordance with the measurement and recognition principles specified in paragraph 3 below, which is the responsibility of the Company's management and have been approved by the Board of Directors on January 21, 2022. The management's responsibility also includes the design, implementation and maintenance of internal control relevant to the preparation of the standalone financial results that is free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

3. Our responsibility is to express an opinion on these Standalone Financial Results based on our audit of such interim condensed financial statements, which have been prepared by the Company's Management in accordance with the recognition and measurement principles laid down in Accounting Standard ("AS") 25, "Interim Financial Reporting", specified under Section 133 of the Companies Act, 2013 ("the Act"), 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 Standalone 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.
4. We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Act and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of 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.

Opinion

5. In our opinion and to the best of our information and according to the explanations given to us these quarter and nine months ended to date Standalone Financial Results:
 - I) are presented in accordance with the requirements of Regulation 33 and Regulation 52 of the Listing Regulations and IRDA 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 and nine months ended December 31, 2021.

Emphasis of Matter

6. We draw your attention to Note 5 to the Standalone Financial Results which describe the management's assessment of the impact of the outbreak of Coronavirus (COVID-19) on the business operations of the Company. In view of the uncertain economic environment, a definitive assessment of the impact on the subsequent periods is highly dependent upon circumstances as they evolve. Our opinion is not modified in respect of this matter.

Other Matter

7. The actuarial valuation of liabilities (including excess mortality reserve) for life policies in force and for policies in respect of which premium has been discontinued but liability exists as at December 31, 2021 is the responsibility of the Company's Appointed Actuary (the "Appointed Actuary"). The actuarial valuation of these liabilities as at December 31, 2021 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 IRDAI. 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 at December 31, 2021, as contained in the interim condensed financial statements of the Company.

For Price Waterhouse Chartered Accountants LLP
Chartered Accountants
Firm Registration No.012754N/N500016

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Russell I Parera

Partner

Membership No. 042190

UDIN: 22042190AAAAAF9868

Place: Mumbai

Date: January 21, 2022

For G.M.Kapadia & Co.
Chartered Accountants
Firm Registration No.104767W

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Rajen Ashar

Partner

Membership No. 048243

UDIN: 22048243AAAABB1082

Place: Mumbai

Date: January 21, 2022

HDFC Life Insurance Company Limited
Statement of Standalone Audited Results for the Quarter and Nine months ended December 31, 2021

(₹ in Lakhs)

		Three Months ended / As at			Nine Months ended/ As at		(₹ in Lakhs)
Sr. No.	Particulars	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	Year ended / As at
		(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
POLICYHOLDERS' A/C							
1	Gross premium income						
	(a) First Year Premium	211,597	207,797	177,224	547,950	446,922	685,843
	(b) Renewal Premium	554,303	503,450	457,698	1,446,684	1,212,647	1,847,687
	(c) Single Premium	459,575	451,842	327,899	1,159,523	907,761	1,324,820
2	Net premium income ¹	1,212,436	1,144,396	948,701	3,110,681	2,525,429	3,812,230
3	Income from investments (Net) ²	198,178	887,338	1,159,424	1,781,873	2,666,215	3,267,757
4	Other income	4,671	4,502	3,567	11,348	11,678	18,339
5	Contribution of funds from Shareholders' A/c	6,937	11,453	988	26,442	1,728	25,856
6	Total (2 to 5)	1,422,222	2,047,689	2,112,680	4,930,344	5,205,050	7,124,182
7	Commission on						
	(a) First Year Premium	35,664	36,554	33,206	93,926	83,165	126,612
	(b) Renewal Premium	8,638	8,509	6,816	22,113	18,493	27,708
	(c) Single Premium	5,965	4,834	4,114	13,636	7,951	13,302
	Rewards	471	1,092	684	2,280	1,680	3,418
8	Net Commission³	50,738	50,989	44,820	131,955	111,289	171,040
9	Operating Expenses related to insurance business (a+b)						
	(a) Employees remuneration and welfare expenses	51,023	50,966	43,735	145,745	114,456	167,558
	(b) Other operating expenses ⁴	99,218	84,023	86,995	234,607	193,131	291,039
10	Expenses of Management (8+9)	200,979	185,978	175,550	512,307	418,876	629,637
11	Provisions for doubtful debts (including bad debts written off)	-	-	-	-	-	-
12	Provisions for diminution in value of investments ⁵	(1,471)	(4,078)	(4,452)	(25,832)	(9,845)	(18,854)
13	Goods & Services Tax on linked charges	9,408	9,263	8,997	27,333	26,100	35,675
14	Provision for taxes	1,750	1,395	4,134	2,964	9,058	27,439
15	Benefits Paid ⁶ (Net) ¹	808,129	833,756	618,253	2,222,029	1,373,721	2,257,478
16	Change in actuarial liability	385,004	1,004,988	1,282,778	2,150,812	3,320,695	4,082,963
17	Total (10+11+12+13+14+15+16)	1,403,799	2,031,302	2,085,260	4,889,613	5,138,605	7,014,338
18	Surplus/Deficit (6-17)	18,423	16,387	27,420	40,731	66,445	109,844
19	Appropriations						
	(a) Transferred to Shareholders A/c	18,249	20,194	13,976	50,932	70,431	99,090
	(b) Funds for Future Appropriations	174	(3,807)	13,444	(10,201)	(3,986)	10,754
20	Details of Surplus / Deficit						
	(a) Interim bonus paid	19,959	14,342	4,968	44,382	8,466	20,182
	(b) Terminal bonus paid	23,501	26,259	11,680	65,221	36,949	59,228
	(c) Allocation of bonus to policyholders	-	-	-	-	-	74,153
	(d) Surplus shown in the Revenue Account	18,423	16,388	27,420	40,731	66,445	109,844
	Total Surplus	61,883	56,989	44,068	150,334	111,860	263,407
SHAREHOLDERS' A/C							
21	Transfer from Policyholders' Account	18,249	20,194	13,976	50,932	70,431	99,090
22	Total income under Shareholders' Account						
	(a) Investment Income ²	17,911	20,342	14,273	64,186	37,627	64,757
	(b) Other income	-	-	-	-	-	-
23	Expenses other than those related to insurance business ⁴	2,294	2,350	1,840	6,092	3,967	6,373
24	Transfer of funds to Policyholders' Account	6,937	11,453	988	26,442	1,728	25,856
25	Provisions for doubtful debts (including write off)	-	-	-	-	-	-
26	Provisions for diminution in value of investments ⁵	(661)	(862)	(1,279)	(3,275)	(2,079)	(3,731)
27	Profit before tax	27,590	27,595	26,700	85,859	104,442	135,349
28	Provisions for tax	225	179	201	842	224	(661)
29	Profit after tax and before Extraordinary items	27,365	27,416	26,499	85,017	104,218	136,010
30	Profit after tax and Extraordinary items	27,365	27,416	26,499	85,017	104,218	136,010
31	Dividend per share (₹) (Nominal value ₹ 10 per share)						
	(a) Interim Dividend	-	-	-	-	-	-
	(b) Final Dividend	-	2.02	-	2.02	-	-
32	Profit carried to Balance Sheet ⁶	637,109	609,744	561,147	637,109	561,147	592,940
33	Paid up equity share capital	202,479	202,313	202,046	202,479	202,046	202,094
34	Reserve & Surplus (excluding Revaluation Reserve)	701,621	666,240	606,725	701,621	606,725	640,737
35	Fair Value Change Account and Revaluation Reserve (Shareholders)	13,647	22,716	22,814	13,647	22,814	20,744
36	Total Assets:						
	(a) Investments:						
	- Shareholders'	897,778	863,124	820,986	897,778	820,986	854,211
	- Policyholders Fund excluding Linked Assets	10,382,834	9,942,800	8,411,298	10,382,834	8,411,298	9,053,783
	- Assets held to cover Linked Liabilities (Linked Assets)	8,193,168	8,315,228	7,330,062	8,193,168	7,330,062	7,475,950
	(b) Other Assets (Net of current liabilities and provisions)	26,601	13,448	(46,509)	26,601	(46,509)	(77,361)

*Details of Expenses contributing more than 10% of the expense of management are as below -

Advertisement and publicity	52,127	46,687	36,327	126,093	96,696	141,011
Business development expenses	23,651	15,527	27,825	40,987	37,161	66,590

Foot notes :

- Net of reinsurance
- Net of amortisation and losses (including capital gains)
- Inclusive of interim and terminal bonus
- Includes Remuneration of MD/CEOs/WTDs over specified limits and Interest on subordinated debt
- Inclusive of provision for standard and non-standard assets
- Represents accumulated surplus

The joint statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with their report dated January 21, 2022.

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HDFC Life Insurance Company Limited
Statement of Standalone Audited Results for the Quarter and Nine months ended December 31, 2021

(₹ in Lakhs)

Particulars	Three Months ended / As at			Nine Months ended/ As at		Year ended / As at
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Analytical Ratios:						
(i) Solvency Ratio	190%	190%	202%	190%	202%	201%
(ii) Expenses of Management Ratio	16.4%	16.0%	18.2%	16.2%	16.3%	16.3%
(iii) Policyholder's liabilities to shareholders' fund	2015.4%	2039.2%	1878.6%	2015.4%	1878.6%	1896.7%
(iv) Earnings per share (in ₹):						
a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/nine months)	1.35	1.36	1.31	4.20	5.16	6.73
b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/nine months)	1.35	1.35	1.31	4.20	5.16	6.73
(v) NPA ratios: (for Policyholders' fund)						
a) Gross NPAs						
- Non Linked						
Par	NIL	NIL	NIL	NIL	NIL	NIL
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
- Linked						
Non Par	5,375.0	5,250.0	5,125.0	5,375.0	5,125.0	5,250.0
Net NPAs						
- Non Linked						
Par	NIL	NIL	NIL	NIL	NIL	NIL
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
- Linked						
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
b) % of Gross NPAs						
- Non Linked						
Par	NIL	NIL	NIL	NIL	NIL	NIL
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
- Linked						
Non Par	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
% of Net NPA						
- Non Linked						
Par	NIL	NIL	NIL	NIL	NIL	NIL
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
- Linked						
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
(vi) Yield on Investments (on Policyholders' fund)						
A. Without unrealised gains						
- Non Linked						
Par	2.1%	2.4%	1.9%	6.7%	5.8%	8.5%
Non Par	2.2%	2.2%	2.4%	6.8%	7.1%	9.5%
- Linked						
Non Par	2.1%	4.0%	2.2%	9.1%	5.4%	8.6%
B. With unrealised gains						
- Non Linked						
Par	0.3%	4.0%	7.0%	6.2%	15.8%	16.3%
Non Par	0.3%	3.5%	4.2%	2.4%	8.7%	7.2%
- Linked						
Non Par	-0.5%	8.3%	14.9%	14.9%	39.6%	47.2%
(vii) NPA ratios: (for Shareholders' fund)						
a) Gross NPAs	NIL	NIL	NIL	NIL	NIL	NIL
Net NPAs	NIL	NIL	NIL	NIL	NIL	NIL
b) % of Gross NPAs	NIL	NIL	NIL	NIL	NIL	NIL
% of Net NPAs	NIL	NIL	NIL	NIL	NIL	NIL
(viii) Yield on Investments (on Shareholders' fund)						
A. Without unrealised gains	1.7%	2.4%	1.8%	7.3%	5.3%	8.9%
B. With unrealised gains	0.6%	3.1%	5.8%	6.1%	14.5%	15.4%
(ix) Persistency Ratio (Regular Premium/Limited Premium Payment)						
13th month	84.5%	84.8%	79.2%	86.6%	82.8%	84.9%
25th month	74.2%	80.1%	68.5%	76.9%	70.6%	71.3%
37th month	65.8%	63.5%	60.8%	66.9%	64.4%	65.1%
49th month	60.3%	60.3%	59.6%	62.8%	62.3%	62.7%
61st month	51.1%	52.9%	47.4%	53.2%	47.1%	48.9%
(x) Conservation Ratio						
Participating Life- Individual & group	88.7%	87.5%	91.6%	87.7%	86.5%	87.6%
Participating Pension- Individual & group	78.8%	97.1%	104.5%	86.9%	88.9%	90.0%
Non Participating Life - Individual & group	91.2%	82.5%	86.3%	90.6%	85.8%	86.4%
Non Participating Pension - Individual & Group	65.6%	70.2%	87.4%	66.6%	79.7%	77.1%
Non Participating - Life Group Variable	NA	NA	NA	NA	NA	NA
Non Participating - Pension group variable	NA	NA	NA	NA	NA	NA
Non Participating Fund - Annuity	NA	NA	NA	NA	NA	NA
Non Participating Fund - Individual & Group Health	86.8%	79.8%	77.9%	84.0%	80.5%	83.4%
Unit Linked - Individual Life	84.8%	83.9%	83.7%	85.4%	84.8%	85.7%
Unit Linked - Individual Pension	72.7%	67.3%	70.0%	70.8%	70.9%	71.9%
Unit Linked - Group Life	NA	NA	NA	NA	NA	NA
Unit Linked - Group Pension	NA	NA	NA	NA	NA	NA

Notes :

- Analytical ratios have been calculated as per definition given in IRDAI Analytical ratios disclosure.
- The persistency ratios are calculated in accordance with the IRDAI circular no. IRDAI/F&A/CIR/MISC/256/09/2021 dated September 30, 2021 and hence are with a lag of one month.
- The persistency ratios for the quarter ended December 31, 2021 have been calculated for the policies issued in the September to November period of the relevant years. E.g.: the 13th month persistency for the current quarter is calculated for the policies issued from September 2020 to November 2020. The persistency ratios for quarter ended September 30, 2021 and December 31, 2020 have been calculated in a similar manner.
- The persistency ratios for the nine months ended December 31, 2021 have been calculated for the policies issued in the December to November period of the relevant years. For eg: the 13th month persistency for current year is calculated for the policies issued from December 2019 to November 2020. The persistency ratios for the nine months December 31, 2020 have been calculated in a similar manner.
- The persistency ratios for the year ended March 31, 2021 have been calculated for the policies issued in the March to February period of the relevant years. E.g.: the 13th month persistency for the current year is calculated for the policies issued from March 2019 to February 2020.
- Definition revised for persistency ratio in accordance with IRDAI circular on 'Public Disclosures by Insurers' dated September 30, 2021; persistency for individual policies; figures for previous period have been restated as per revised definition.

The joint statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with their report dated January 21, 2022.

Rajen Ratansi Ashar

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HDFC Life Insurance Company Limited
Segment Reporting (Standalone) for the Quarter and Nine months ended December 31, 2021

(₹ in Lakhs)

Sr. No.	Particulars	Three Months ended			Nine Months ended/ As at		Year ended
		December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
		(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
1	Segment Income						
A)	Policyholders :						
	Segment A - Participating - Individual & Group Life :						
	Net Premium	239,684	214,417	196,337	582,188	473,826	746,872
	Income from Investments ²	73,274	80,445	61,591	233,238	176,943	267,499
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	2,830	2,714	2,046	6,191	7,367	12,207
	Segment B - Participating - Individual & Group Pension :						
	Net Premium	4,236	3,975	5,357	10,661	12,244	18,281
	Income from Investments ²	7,582	13,286	6,043	31,195	17,416	22,704
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	171	227	145	400	235	493
	Segment C - Non Participating - Individual & Group Life :						
	Net Premium	417,125	365,811	293,786	1,043,893	743,588	1,150,509
	Income from Investments ²	75,313	74,296	58,550	211,427	149,024	208,452
	Transfer of Funds from shareholders' account	7,867	11,014	-	26,442	-	24,544
	Other Income	829	793	613	2,439	1,725	2,535
	Segment D - Non Participating - Life Group Variable :						
	Net Premium	34,867	21,546	6,707	65,374	36,541	46,244
	Income from Investments ²	6,340	6,266	6,201	18,762	18,029	24,188
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	-	-	-	-	-	-
	Segment E - Non Participating - Individual & Group Pension :						
	Net Premium	43,561	66,151	11,723	123,164	137,910	174,408
	Income from Investments ²	12,356	11,050	10,799	35,547	28,910	38,867
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	7	8	6	19	18	29
	Segment F - Non Participating - Pension Group Variable :						
	Net Premium	45,885	33,487	42,736	118,514	114,846	155,676
	Income from Investments ²	7,648	7,952	7,311	23,541	21,552	28,928
	Transfer of Funds from shareholders' account	-	(491)	363	-	581	1,312
	Other Income	-	-	-	-	-	-
	Segment G - Non Participating - Individual & Group Annuity :						
	Net Premium	116,040	148,278	93,564	363,438	262,048	392,720
	Income from Investments ²	27,447	24,967	20,388	76,143	56,625	77,754
	Transfer of Funds from shareholders' account	(371)	371	625	-	1,147	-
	Other Income	21	22	16	61	48	68
	Segment H - Non Participating - Individual & Group Health :						
	Net Premium	693	(357)	1,052	1,189	3,742	5,291
	Income from Investments ²	127	123	121	369	450	573
	Transfer of Funds from shareholders' account	(559)	559	-	-	-	-
	Other Income	2	4	3	9	12	16
	Segment I - Unit Linked - Individual Life :						
	Net Premium	266,134	245,762	245,693	693,943	639,663	982,517
	Income from Investments ²	(10,575)	587,995	852,881	1,034,480	1,899,012	2,280,991
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	809	732	735	2,222	2,270	2,986
	Segment J - Unit Linked - Individual Pension :						
	Net Premium	9,249	10,151	11,692	27,493	34,916	51,797
	Income from Investments ²	(2,120)	53,049	93,939	87,796	202,041	226,325
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	2	2	1	6	3	7
	Segment K - Unit Linked - Group Life :						
	Net Premium	33,435	21,918	37,394	64,879	59,941	79,985
	Income from Investments ²	2,107	27,430	39,096	47,495	89,845	93,501
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	-	-	-	-	-	-
	Segment L - Unit Linked - Group Pension :						
	Net Premium	1,527	13,257	2,660	15,946	6,164	7,930
	Income from Investments ²	300	4,579	6,988	7,926	16,264	17,027
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	-	-	-	-	-	-
B)	Shareholders :						
	Income from Investments ²	18,573	21,204	15,552	67,460	39,706	68,488
	Other Income	-	-	-	-	-	-

HDFC Life Insurance Company Limited
Segment Reporting (Standalone) for the Quarter and Nine months ended December 31, 2021

(₹ in Lakhs)

Sr No.	Particulars	Three Months ended / As at			Nine Months ended/ As at		Year ended / As at
		December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
		(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
2	Segment Surplus/ Deficit (net of transfer from Shareholders' A/c) :						
	Segment A - Participating - Individual & Group Life	1,571	(3,430)	16,424	(6,824)	823	27,374
	Segment B - Participating - Individual & Group Pension	3,431	4,135	(1,130)	8,801	237	443
	Segment C - Non Participating - Individual & Group Life	(7,868)	(11,014)	(2,286)	(26,442)	7,835	(24,544)
	Segment D - Non Participating - Life Group Variable	391	114	157	1,018	207	394
	Segment E - Non Participating - Individual & Group Pension	1,093	2,066	1,152	4,877	3,619	3,292
	Segment F - Non Participating - Pension Group Variable	207	788	(363)	504	(581)	(1,312)
	Segment G - Non Participating - Individual & Group Annuity	1,059	(1,422)	(625)	688	(1,147)	620
	Segment H - Non Participating - Individual & Group Health	962	(756)	235	403	2,360	3,082
	Segment I - Unit Linked - Individual Life	7,150	10,981	8,946	20,300	39,543	58,214
	Segment J - Unit Linked - Individual Pension	2,541	2,576	2,970	7,968	8,962	12,909
	Segment K - Unit Linked - Group Life	755	718	783	2,495	2,384	2,940
	Segment L - Unit Linked - Group Pension	194	177	167	502	474	576
	Total	11,486	4,933	26,430	14,290	64,716	83,988
	Shareholders	16,054	18,676	13,510	60,527	35,515	62,777
	Grand Total	27,540	23,609	39,940	74,817	100,231	146,765
3	Segment Assets:						
	Segment A - Participating - Individual & Group Life	3,734,771	3,655,439	3,309,548	3,734,771	3,309,548	3,427,824
	Segment B - Participating - Individual & Group Pension	262,920	276,389	296,047	262,920	296,047	296,853
	Segment C - Non Participating - Individual & Group Life	3,280,143	2,977,069	2,251,146	3,280,143	2,251,146	2,543,157
	Segment D - Non Participating - Life Group Variable	327,973	344,907	329,597	327,973	329,597	328,648
	Segment E - Non Participating - Individual & Group Pension	695,783	678,376	567,157	695,783	567,157	611,066
	Segment F - Non Participating - Pension Group Variable	426,217	452,491	426,240	426,217	426,240	459,898
	Segment G - Non Participating - Individual & Group Annuity	1,557,188	1,440,614	1,059,963	1,557,188	1,059,963	1,191,472
	Segment H - Non Participating - Individual & Group Health	5,554	5,958	5,479	5,554	5,479	6,101
	Segment I - Unit Linked - Individual Life	6,770,443	6,872,546	5,950,268	6,770,443	5,950,268	6,123,677
	Segment J - Unit Linked - Individual Pension	645,150	673,354	684,706	645,150	684,706	654,642
	Segment K - Unit Linked - Group Life	649,982	645,213	597,278	649,982	597,278	601,226
	Segment L - Unit Linked - Group Pension	117,338	117,040	101,286	117,338	101,286	101,239
	Total	18,473,462	18,139,396	15,578,715	18,473,462	15,578,715	16,345,803
	Shareholder	965,017	937,719	878,864	965,017	878,864	912,354
	Unallocated ³	61,902	57,486	58,259	61,902	58,259	48,426
	Grand Total	19,500,381	19,134,601	16,515,838	19,500,381	16,515,838	17,306,583
4	Segment Policy Liabilities⁴ :						
	Segment A - Participating - Individual & Group Life	3,518,866	3,407,998	3,110,854	3,518,866	3,110,854	3,233,440
	Segment B - Participating - Individual & Group Pension	246,861	256,250	274,348	246,861	274,348	272,455
	Segment C - Non Participating - Individual & Group Life	3,272,480	2,959,013	2,220,695	3,272,480	2,220,695	2,528,444
	Segment D - Non Participating - Life Group Variable	327,548	343,976	327,266	327,548	327,266	326,681
	Segment E - Non Participating - Individual & Group Pension	695,120	677,503	565,771	695,120	565,771	609,933
	Segment F - Non Participating - Pension Group Variable	425,321	451,305	424,186	425,321	424,186	458,224
	Segment G - Non Participating - Individual & Group Annuity	1,553,105	1,434,564	1,054,618	1,553,105	1,054,618	1,184,165
	Segment H - Non Participating - Individual & Group Health	5,923	6,118	6,026	5,923	6,026	6,234
	Segment I - Unit Linked - Individual Life	6,808,857	6,909,184	5,982,888	6,808,857	5,982,888	6,150,655
	Segment J - Unit Linked - Individual Pension	645,192	673,385	684,709	645,192	684,709	654,651
	Segment K - Unit Linked - Group Life	651,302	646,402	596,857	651,302	596,857	601,190
	Segment L - Unit Linked - Group Pension	117,346	117,046	102,084	117,346	102,084	101,240
	Total	18,267,921	17,882,744	15,350,302	18,267,921	15,350,302	16,127,312
	Shareholders	979,012	951,667	891,674	979,012	891,674	923,772
	Unallocated	-	-	-	-	-	-
	Grand Total	19,246,933	18,834,411	16,241,976	19,246,933	16,241,976	17,051,084

Note:

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 shall be further segregated into Life and Pension.
2. Net of provisions for diminution in value of investment.
3. Unallocated row in the segmental assets above includes income tax deposited with tax authorities which is contested by the company and Advance Tax (net of provision for taxation). As per Accounting Standard 17, tax asset cannot be allocated across reporting segments.
4. Segment policy liabilities includes fund for future appropriations and excludes Credit / (Debit) Fair Value Change Account on Policyholders' funds.

The joint statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with their report dated January 21, 2022.

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HDFC Life Insurance Company Limited

**Statement of Standalone quarterly disclosures as per Regulation 52(4) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015
for the Quarter and Nine months ended December 31, 2021**

Particulars	Three Months ended / As at			Nine Months ended/ As at		Year ended / As at
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
	(Audited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)
1 Asset cover available, in case of non-convertible debt securities ¹	1589%	1569%	1448%	1589%	1448%	1478%
2 Debt Equity Ratio ² (no of times)	0.07	0.07	0.07	0.07	0.07	0.07
3 Debt service coverage ratio ³ (no of times)	17.59	43.58	16.98	54.37	67.28	55.26
4 Interest service coverage ratio ⁴ (no of times)	17.59	43.58	16.98	54.37	67.28	55.26
5 Total Borrowings (₹ in Lakhs)	60,000	60,000	60,000	60,000	60,000	60,000
6 Outstanding redeemable preference shares (quantity and value)	NA	NA	NA	NA	NA	NA
7 Capital redemption reserve / debenture redemption reserve	NA	NA	NA	NA	NA	NA
8 Net Worth ⁵ (₹ in Lakhs)	919,011	891,667	831,674	919,011	831,674	863,772
9 Net profit/ loss after tax ⁶ (₹ in Lakhs)	27,365	27,416	26,499	85,017	104,218	136,010
10 Earnings per share						
a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/nine months)	1.35	1.36	1.31	4.20	5.16	6.73
b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three/nine months)	1.35	1.35	1.31	4.20	5.16	6.73
11 Current ratio ⁷	0.89	0.88	0.80	0.89	0.80	0.76
12 Long term debt to working capital ¹⁰	NA	NA	NA	NA	NA	NA
13 Bad debts to Account receivable ratio ¹⁰	NA	NA	NA	NA	NA	NA
14 Current liability ratio ⁸	0.03	0.03	0.04	0.03	0.04	0.04
15 Total debts to total assets ⁹	0.003	0.003	0.004	0.003	0.004	0.004
16 Debtors turnover ¹⁰	NA	NA	NA	NA	NA	NA
17 Inventory turnover ¹⁰	NA	NA	NA	NA	NA	NA
18 Operating margin (%) ¹⁰	NA	NA	NA	NA	NA	NA
19 Net profit margin (%) ¹⁰	NA	NA	NA	NA	NA	NA

Notes :

- The Asset Cover Ratio computation is in accordance with the SEBI Circular SEBI/ HO/MIRSD/ CRADT/ CIR/ P/2020/230 dated November 12, 2020 and net assets are excluding Policyholders funds and Funds for Future Appropriations. Assets Cover ratio is computed as net assets divided by total borrowings.
- Debt-Equity Ratio is computed as Total borrowings divided by Equity. Equity is calculated as shareholder's funds excluding redeemable preference shares, if any.
- DSCR is computed as Profit before interest and tax divided by interest expense due together with principal repayments of long-term debt during the period. Tax for the purpose of this ratio includes tax of the company reduced by tax pertaining to par segment.
- ISCR is computed as Profit before interest and tax divided by interest expense due. Tax for the purpose of this ratio includes tax of the company reduced by tax pertaining to par segment.
- Net worth represents shareholder's funds excluding redeemable preference shares, if any.
- Net profit/ loss after tax is the profit after tax as per shareholders account.
- Current ratio is computed as Current assets divided by Current Liabilities. Current Liabilities includes provisions.
- Current liability ratio is computed as Current Liabilities divided by Total Liabilities. Total Liabilities for the purpose of this ratio includes Borrowings, Policyholder's liabilities, Funds for future appropriation and Current liabilities. Current Liabilities includes provisions.
- Total debt to total assets is computed as Borrowings along with Interest expense due on borrowings divided by Total Assets.
- Not applicable to insurance companies.
- Sector specific equivalent ratios are as disclosed in Analytical ratios forming part of Standalone audited financial SEBI results.

The joint statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with their report dated January 21, 2022.

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HDFC Life Insurance Company Limited

Other disclosures :

Status of Shareholders Complaints as on December 31, 2021

Sr No.	Particulars	Number of Complaints
1	Investor complaints pending at the beginning of the quarter	NIL
2	Investor complaints received during the quarter ended December 31, 2021	NIL
3	Investor complaints disposed of during the quarter ended December 31, 2021	NIL
4	Investor complaints remaining unresolved as on December 31, 2021	NIL

HDFC Life Insurance Company Limited

Other disclosures :

Status of Investor Complaints for the quarter ended December 31, 2021

Sr No.	Particulars	Number of Complaints
1	Investor complaints pending at the beginning of the quarter	NIL
2	Investor complaints received during the quarter ended December 31, 2021	NIL
3	Investor complaints disposed of during the quarter ended December 31, 2021	NIL
4	Investor complaints remaining unresolved as on December 31, 2021	NIL

Notes:

1. The standalone financial results of the company for the quarter and nine months ended December 31, 2021 were reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on January 21, 2022.
2. The standalone financial results have been prepared in accordance with the requirements of Regulation 33 and Regulation 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, to the extent applicable, and IRDAI Circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016 on publication of financial results for Life Insurance companies.
3. In view of seasonality of industry, the results of interim period are not necessarily indicative of the results that may be expected of any other interim periods or for the full year.
4. During the quarter ended December 31, 2021, the Company has allotted 1,658,920 equity shares of face value of ₹10 each pursuant to exercise of employee stock options.
5. In light of the COVID-19 pandemic outbreak, its continuous effect and information available up to the date of approval of these financial statements, the Company has assessed the impact of pandemic on its assets, including valuation and impairment of investments, liabilities including policy liability and solvency position. Based on the evaluation, the Company carries:
(a) Adequate impairment provisions on the investments to an extent necessary and
(b) Excess Mortality Reserve (EMR) of ₹ 10,500 lakhs as at the Balance Sheet date for potential adverse mortality expected due to pandemic. This reserve is over and above the policy level liabilities calculated based on the applicable IRDAI regulations and based on our current expectation of extra claims to be received in the future, both of which are certified by the appointed actuary.
The Company has also assessed its solvency position as at the Balance sheet date and is at 190% which is above the prescribed regulatory limit of 150%. Further, based on the Company's current assessment of the business operations over next one year, it expects the solvency ratio to continue to remain above the minimum limit prescribed by the Insurance regulator.
The impact of the global health pandemic may be different from that estimated as at the date of approval of these financial statements. The Company will continue to closely monitor any material changes to future economic conditions.
6. In accordance with the requirements of IRDAI circular on 'Public Disclosures by Insurers' dated December 31, 2021, the Company will publish the financials on the company's website not later than February 14, 2022.
7. The Code on Social Security, 2020 ('Code') has been published in the Gazette of India. However, the date on which the Code will come into effect has not been notified. The Company is awaiting further developments on this to evaluate further.
8. Consequent to the announcement and shareholders' approval in connection with the acquisition of 100% of the share capital (Phase I) of Exide Life Insurance Company Limited (Exide Life) for a total consideration of Rs. 668,700 lakhs, and subsequent amalgamation (Phase II) of Exide Life into the Company; the Company has received necessary approvals from the Competition Commission of India (CCI) on November 2, 2021 and IRDAI on December 31, 2021 for the phase I to acquire 100% stake in Exide Life.
On January 1, 2022 the Company has issued 8,70,22,222 equity shares at an agreed issue price of Rs. 685 per share on a preferential basis and paid balance Rs. 72,598 lakhs in cash to Exide Industries Limited, in lieu of 100% equity shares of Exide Life thereby completing the acquisition of Exide Life. Accordingly, with effect from January 1, 2022, Exide Life becomes a wholly-owned subsidiary of the Company.
As regards the Phase II of the transaction, i.e. amalgamation of Exide Life with the Company, the management is in the process of initiating the filing of the Scheme of amalgamation with various authorities for necessary approvals.
9. Figures of the previous period have been regrouped wherever necessary, in order to make them comparable.
10. The above standalone financial results have been audited by joint statutory auditors of the Company.

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The joint statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with their report dated January 21, 2022.

**Mumbai
January 21, 2022**

For and on behalf of the Board of Directors

**Vibha
Padalkar**

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**Vibha Padalkar
Managing Director & CEO
(DIN: 01682810)**

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G. M. Kapadia & Co.

Chartered Accountants
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To The Board of Directors

HDFC Life Insurance Company Limited

1. We have reviewed the unaudited consolidated financial results of HDFC Life Insurance Company Limited (the “Parent”), and its subsidiaries (the parent and its subsidiaries hereinafter referred to as the “Group”), for the quarter and nine months ended December 31, 2021 which are included in the accompanying Consolidated unaudited Financial Results (the “Statement”). The Statement is being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, which has been digitally signed by us for identification purposes.
2. This Statement, which is the responsibility of the Parent’s Management and approved by the Parent’s Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (‘AS’) 25, “Interim Financial Reporting”, specified under Section 133 of the Companies Act, 2013 (“the Act”), 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 and nine monthly 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”). Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 “Review of Interim Financial Information Performed by the Independent Auditor of the Entity”, issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities:
 - a) HDFC Pension Management Company Limited and
 - b) HDFC International Life and Re Company Limited
5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement has not been prepared in all material respects in accordance with the recognition and measurement principles laid down in the aforesaid Insurance Act, IRDA Act, and other accounting principles generally

accepted in India and to the extent considered relevant and appropriate for the purpose of these consolidated financial results and which are not inconsistent with the accounting principles as prescribed in the Regulations and orders/directions/circulars issued by IRDAI to the extent applicable and has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

6. We draw your attention to Note 5 to the consolidated financial results which describe the management's assessment of the impact of the outbreak of Coronavirus (COVID-19) on the business operations of the Company. In view of the uncertain economic environment, a definitive assessment of the impact on the subsequent periods is highly dependent upon circumstances as they evolve. Our opinion is not modified in respect of this matter.
7. The actuarial valuation of liabilities (including excess mortality reserve) for life policies in force and for policies in respect of which premium has been discontinued but liability exists as at December 31, 2021 is the responsibility of the Parent Company's Appointed Actuary (the "Appointed Actuary"). The actuarial valuation of these liabilities as at December 31, 2021 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 IRDAI. 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 at December 31, 2021, as contained in the consolidated unaudited financial results of the Group.
8. The consolidated unaudited financial results includes the financial results of two subsidiaries which has not been reviewed by their auditor or by us, whose interim financial results reflect total revenue of Rs. 306,710 ('000) and Rs. 885,403 ('000) and total net profit/(loss) after tax of Rs. 16,275 ('000) and Rs. (294,298) ('000) for the quarter and nine months ended December 31, 2021 respectively as considered in the consolidated unaudited financial results. According to the information and explanations given to us by the Management, financial results are not material to the Group. Our conclusion on the Statement is not modified in respect of the above matter.

For Price Waterhouse Chartered Accountants LLP
Chartered Accountants
Registration No.012754N/N500016

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Russell I Parera
Partner
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For G.M.Kapadia & Co.
Chartered Accountant Firm
Firm Registration No.104767W

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Date: January 21, 2022

HDFC Life Insurance Company Limited							
Statement of Consolidated Unaudited Results for the Quarter and Nine Months ended December 31, 2021							
(₹ in Lakhs)							
Sr. No.	Particulars	Three Months ended / As at			Nine Months ended/ As at		Year ended/As at
		December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31,2021
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
POLICYHOLDERS' A/C							
1	Gross premium income						
	(a) First Year Premium	211,597	207,797	177,224	547,950	446,922	685,843
	(b) Renewal Premium	554,303	503,450	457,698	1,446,684	1,212,647	1,847,687
	(c) Single Premium	459,575	451,842	327,899	1,159,523	907,761	1,324,820
2	Net premium income ¹	1,212,592	1,144,553	948,884	3,111,150	2,527,926	3,814,881
3	Income from investments (Net) ²	198,178	887,338	1,159,424	1,781,873	2,666,215	3,267,757
4	Other income	4,671	4,502	3,567	11,348	11,678	18,339
5	Contribution of funds from Shareholders' A/c	6,937	11,453	988	26,442	1,728	25,856
6	Total (2 to 5)	1,422,378	2,047,846	2,112,863	4,930,813	5,207,547	7,126,833
7	Commission on						
	(a) First Year Premium	35,664	36,554	33,206	93,926	83,165	126,612
	(b) Renewal Premium	8,638	8,509	6,816	22,113	18,493	27,708
	(c) Single Premium	5,965	4,834	4,114	13,636	7,951	13,302
	Rewards	471	1,092	684	2,280	1,680	3,418
8	Net Commission¹	50,738	50,989	44,820	131,955	111,289	171,040
9	Operating Expenses related to insurance business (a+b)						
	(a) Employees remuneration and welfare expenses	51,023	50,966	43,735	145,745	114,456	167,558
	(b) Other operating expenses*	99,218	84,023	86,995	234,607	193,131	291,039
10	Expenses of Management (8+9)	200,979	185,978	175,550	512,307	418,876	629,637
11	Provisions for doubtful debts (including bad debts written off)	-	-	-	-	-	-
12	Provisions for diminution in value of investments ³	(1,471)	(4,078)	(4,452)	(25,832)	(9,845)	(18,854)
13	Goods & Services Tax on linked charges	9,408	9,263	8,997	27,333	26,100	35,675
14	Provision for taxes	1,750	1,395	4,134	2,964	9,058	27,439
15	Benefits Paid ⁴ (Net) ¹	808,123	834,536	619,640	2,224,492	1,377,012	2,261,255
16	Change in actuarial liability	385,004	1,004,988	1,282,778	2,150,812	3,320,695	4,082,963
17	Total (10+11+12+13+14+15+16)	1,403,793	2,032,082	2,086,647	4,892,076	5,141,896	7,018,115
18	Surplus/Deficit (6-17)	18,585	15,764	26,216	38,737	65,651	108,718
19	Appropriations						
	(a) Transferred to Shareholders A/c	18,411	19,571	12,772	48,937	69,637	97,964
	(b) Funds for Future Appropriations	174	(3,807)	13,444	(10,201)	(3,986)	10,754
20	Details of Surplus / Deficit						
	(a) Interim bonus paid	19,959	14,342	4,968	44,382	8,466	20,182
	(b) Terminal bonus paid	23,501	26,259	11,680	65,221	36,949	59,228
	(c) Allocation of bonus to policyholders	-	-	-	-	-	74,153
	(d) Surplus shown in the Revenue Account	18,585	15,764	26,216	38,737	65,651	108,718
	Total Surplus	62,045	56,365	42,864	148,340	111,066	262,281
SHAREHOLDERS' A/C							
21	Transfer from Policyholders' Account	18,411	19,571	12,772	48,937	69,637	97,964
22	Net Reinsurance Premium	2,140	2,251	1,428	6,455	1,792	4,538
23	Total income under Shareholders' Account						
	(a) Investment Income ²	18,156	20,653	14,477	64,946	38,310	65,627
	(b) Other income	502	454	85	1,345	214	310
24	Reinsurance Claims Incurred	2,205	2,528	430	6,617	457	1,762
25	Expenses relating to reinsurance business & Change in reinsurance contract liabilities (net of reinsurance assets)	146	(792)	87	1,514	1,097	2,212
26	Expenses other than those related to insurance business ⁴	2,812	2,795	1,990	7,393	4,344	6,912
27	Transfer of funds to Policyholders' Account	6,937	11,453	988	26,442	1,728	25,856
28	Provisions for doubtful debts (including write off)	-	-	-	-	-	-
29	Provisions for diminution in value of investments ³	(661)	(862)	(1,279)	(3,275)	(2,079)	(3,731)
30	Profit before tax	27,770	27,807	26,546	82,992	104,406	135,428
31	Provisions for tax	242	216	202	918	225	(659)
32	Profit after tax and before Extraordinary items	27,528	27,591	26,344	82,074	104,181	136,087
33	Profit after tax and Extraordinary items	27,528	27,591	26,344	82,074	104,181	136,087
34	Dividend per share (₹) (Nominal value ₹ 10 per share)						
	(a) Interim Dividend	-	-	-	-	-	-
	(b) Final Dividend	-	2.02	-	2.02	-	-
35	Profit carried to Balance Sheet ⁶	633,657	606,129	560,524	633,657	560,524	592,430
36	Paid up equity share capital	202,479	202,313	202,046	202,479	202,046	202,094
37	Reserve & Surplus (excluding Revaluation Reserve)	699,090	663,557	606,677	699,090	606,677	640,944
38	Fair Value Change Account and Revaluation Reserve (Shareholders)	13,647	22,715	22,814	13,647	22,814	20,744
39	Total Assets:						
	(a) Investments:						
	- Shareholders'	901,615	866,455	824,098	901,615	824,098	852,364
	- Policyholders Fund excluding Linked Assests	10,382,834	9,942,800	8,411,298	10,382,834	8,411,298	9,053,783
	- Assets held to cover Linked Liabilities (Linked Assets)	8,193,168	8,315,228	7,330,062	8,193,168	7,330,062	7,475,950
	(b) Other Assets (Net of current liabilities and provisions)	26,305	13,553	(45,098)	26,305	(45,098)	(69,976)
*Details of Expenses contributing more than 10% of the expense of management are as below -							
	Advertisement and publicity	52,127	46,687	36,327	126,093	96,696	141,011
	Business development expenses	23,651	15,527	27,825	40,987	37,161	66,590

Foot notes :

- 1 Net of reinsurance
- 2 Net of amortisation and losses (including capital gains)
- 3 Inclusive of interim and terminal bonus
- 4 Includes Remuneration of MD/CEOs/WTDs over specified limits and Interest on subordinated debt
- 5 Inclusive of provision for standard and non-standard assets
- 6 Represents accumulated surplus

The joint statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with review report dated January 21, 2022.

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HDFC Life Insurance Company Limited						
Statement of Consolidated Unaudited Results for the Quarter and Nine months ended December 31, 2021						
Particulars	Three Months ended / As at			Nine Months ended/ As at		Year ended/As at
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Analytical Ratios:						
(i) Solvency Ratio	190%	190%	202%	190%	202%	201%
(ii) Expenses of Management Ratio	16.4%	16.0%	18.3%	16.3%	16.3%	16.3%
(iii) Policyholder's liabilities to shareholders' fund	2021.6%	2046.0%	1879.3%	2021.6%	1879.3%	1896.8%
(iv) Earnings per share (in ₹):						
a) Basic EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three months)	1.36	1.36	1.30	4.06	5.16	6.74
b) Diluted EPS before and after extraordinary items (net of tax expense) for the period (not annualized for three months)	1.36	1.36	1.30	4.05	5.15	6.73
(v) NPA ratios: (for Policyholders' fund)						
a) Gross NPAs						
- Non Linked						
Par	NIL	NIL	NIL	NIL	NIL	NIL
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
- Linked						
Non Par	5375.00	5250.00	5125.00	5375.00	5125.00	5250.00
Net NPAs						
- Non Linked						
Par	NIL	NIL	NIL	NIL	NIL	NIL
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
- Linked						
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
b) % of Gross NPAs						
- Non Linked						
Par	NIL	NIL	NIL	NIL	NIL	NIL
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
- Linked						
Non Par	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
% of Net NPA						
- Non Linked						
Par	NIL	NIL	NIL	NIL	NIL	NIL
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
- Linked						
Non Par	NIL	NIL	NIL	NIL	NIL	NIL
(vi) Yield on Investments (on Policyholders' fund)						
A. Without unrealised gains						
- Non Linked						
Par	2.1%	2.4%	1.9%	6.7%	5.8%	8.5%
Non Par	2.2%	2.2%	2.4%	6.8%	7.1%	9.5%
- Linked						
Non Par	2.1%	4.0%	2.2%	9.1%	5.4%	8.6%
B. With unrealised gains						
- Non Linked						
Par	0.3%	4.0%	7.0%	6.2%	15.8%	16.3%
Non Par	0.3%	3.5%	4.2%	2.4%	8.7%	7.2%
- Linked						
Non Par	-0.5%	8.3%	14.9%	14.9%	39.6%	47.2%
(vii) NPA ratios: (for Shareholders' fund)						
a) Gross NPAs	NIL	NIL	NIL	NIL	NIL	NIL
Net NPAs	NIL	NIL	NIL	NIL	NIL	NIL
b) % of Gross NPAs	NIL	NIL	NIL	NIL	NIL	NIL
% of Net NPAs	NIL	NIL	NIL	NIL	NIL	NIL
(viii) Yield on Investments (on Shareholders' fund)						
A. Without unrealised gains	1.7%	2.4%	1.8%	7.3%	5.3%	8.9%
B. With unrealised gains	0.6%	3.1%	5.8%	6.1%	14.5%	15.4%
(ix) Persistency Ratio						
Regular Premium/Limited Premium Payment						
13th month	84.5%	84.8%	79.2%	86.6%	82.8%	84.9%
25th month	74.2%	80.1%	68.5%	76.9%	70.6%	71.3%
37th month	65.8%	60.8%	66.9%	66.9%	64.4%	65.1%
49th month	60.3%	60.3%	59.6%	62.8%	62.3%	62.7%
61st month	51.1%	52.9%	47.4%	53.2%	47.1%	48.9%
(x) Conservation Ratio						
Participating life- Individual & Group	88.7%	87.5%	91.6%	87.7%	86.5%	87.6%
Participating pension- Individual & Group	78.8%	97.1%	104.5%	86.9%	88.9%	90.0%
Non Participating life - Individual & Group	91.2%	82.5%	86.3%	90.6%	85.8%	86.4%
Non Participating pension - Individual & Group	65.6%	70.2%	87.4%	66.6%	79.7%	77.1%
Non Participating - Life Group Variable	NA	NA	NA	NA	NA	NA
Non Participating - Pension group variable	NA	NA	NA	NA	NA	NA
Non Participating fund - Individual & Group Annuity	NA	NA	NA	NA	NA	NA
Non Participating fund - Individual & Group Health	86.8%	79.8%	77.9%	84.0%	80.5%	83.4%
Unit Linked - Individual life	84.8%	83.9%	83.7%	85.4%	84.8%	85.7%
Unit Linked - Individual pension	72.7%	67.3%	70.0%	70.8%	70.9%	71.9%
Unit Linked - Group life	NA	NA	NA	NA	NA	NA
Unit Linked - Group pension	NA	NA	NA	NA	NA	NA

Notes :

- Analytical ratios have been calculated as per definition given in IRDAI Analytical ratios disclosure.
- The persistency ratios are calculated in accordance with the IRDAI circular no. IRDAI/F&A/CIR/MISC/256/09/2021 dated September 30, 2021 and hence are with a lag of one month.
- The persistency ratios for the quarter ended December 31, 2021 have been calculated for the policies issued in the September to November period of the relevant years. E.g.: the 13th month persistency for the current quarter is calculated for the policies issued from September 2020 to November 2020. The persistency ratios for quarter ended September 30, 2021 and December 31, 2020 have been calculated in a similar manner.
- The persistency ratios for the nine months ended December 31, 2021 have been calculated for the policies issued in the December to November period of the relevant years. For eg: the 13th month persistency for current year is calculated for the policies issued from December 2019 to November 2020. The persistency ratios for the nine months December 31, 2020 have been calculated in a similar manner.
- The persistency ratios for the year ended March 31, 2021 have been calculated for the policies issued in the March to February period of the relevant years. E.g.: the 13th month persistency for the current year is calculated for the policies issued from March 2019 to February 2020.
- Definition for persistency ratio revised in accordance with IRDAI circular on 'Public Disclosures by Insurers' dated September 30, 2021; persistency for individual policies; figures of comparative period have been restated as per revised definition.

The joint statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with review report dated January 21, 2022.

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HDFC Life Insurance Company Limited							
Segment Reporting (Consolidated) for the Quarter and Nine Months ended December 31, 2021							
(₹ in Lakhs)							
Sr. No.		Three Months ended / As at			Nine Months ended / As at		Year ended
		December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Segment Income						
A)	Policyholders :						
	Segment A - Participating - Individual & Group Life :						
	Net Premium	239,684	214,417	196,337	582,188	473,826	746,872
	Income from Investments ²	73,274	80,445	61,591	233,238	176,943	267,499
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	2,830	2,714	2,046	6,191	7,367	12,207
	Segment B - Participating - Individual & Group Pension :						
	Net Premium	4,236	3,975	5,357	10,661	12,244	18,281
	Income from Investments ²	7,582	13,286	6,043	31,195	17,416	22,704
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	171	227	145	400	235	493
	Segment C - Non Participating - Individual & Group Life :						
	Net Premium	417,281	365,968	293,969	1,044,362	746,086	1,153,160
	Income from Investments ²	75,313	74,296	58,550	211,427	149,024	208,452
	Transfer of Funds from shareholders' account	7,867	11,014	-	26,442	-	24,544
	Other Income	829	793	613	2,439	1,725	2,535
	Segment D - Non Participating - Life Group Variable :						
	Net Premium	34,867	21,546	6,707	65,374	36,541	46,244
	Income from Investments ²	6,340	6,266	6,201	18,762	18,029	24,188
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	-	-	-	-	-	-
	Segment E - Non Participating - Individual & Group Pension :						
	Net Premium	43,561	66,151	11,723	123,164	137,910	174,408
	Income from Investments ²	12,356	11,050	10,799	35,547	28,910	38,867
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	7	8	6	19	18	29
	Segment F - Non Participating - Pension Group Variable :						
	Net Premium	45,885	33,487	42,736	118,514	114,846	155,676
	Income from Investments ²	7,648	7,952	7,311	23,541	21,552	28,928
	Transfer of Funds from shareholders' account	-	(491)	363	-	581	1,312
	Other Income	-	-	-	-	-	-
	Segment G - Non Participating - Individual & Group Annuity :						
	Net Premium	116,040	148,278	93,564	363,438	262,048	392,720
	Income from Investments ²	27,447	24,967	20,388	76,143	56,625	77,754
	Transfer of Funds from shareholders' account	(371)	371	625	-	1,147	-
	Other Income	21	22	16	61	48	68
	Segment H - Non Participating - Individual & Group Health :						
	Net Premium	693	(357)	1,052	1,189	3,742	5,291
	Income from Investments ²	127	123	121	369	450	573
	Transfer of Funds from shareholders' account	(559)	559	-	-	-	-
	Other Income	2	4	3	9	12	16
	Segment I - Unit Linked - Individual Life :						
	Net Premium	266,134	245,762	245,693	693,943	639,663	982,517
	Income from Investments ²	(10,575)	587,995	852,881	1,034,480	1,899,012	2,280,991
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	809	732	735	2,222	2,270	2,986
	Segment J - Unit Linked - Individual Pension :						
	Net Premium	9,249	10,151	11,692	27,493	34,916	51,797
	Income from Investments ²	(2,120)	53,049	93,939	87,796	202,041	226,325
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	2	2	1	6	3	7
	Segment K - Unit Linked - Group Life :						
	Net Premium	33,435	21,918	37,394	64,879	59,941	79,985
	Income from Investments ²	2,107	27,430	39,096	47,495	89,845	93,501
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	-	-	-	-	-	-
	Segment L - Unit Linked - Group Pension :						
	Net Premium	1,527	13,257	2,660	15,946	6,164	7,930
	Income from Investments ²	300	4,579	6,988	7,926	16,264	17,027
	Transfer of Funds from shareholders' account	-	-	-	-	-	-
	Other Income	-	-	-	-	-	-
B)	Shareholders :						
	Income from Investments ²	18,818	21,516	15,755	68,220	40,388	69,358
	Other Income	502	454	85	1,345	214	310

HDFC Life Insurance Company Limited							
Segment Reporting (Consolidated) for the Quarter and Nine Months ended December 31, 2021							
(₹ in Lakhs)							
Sr No.	Particulars	Three Months ended / As at			Nine Months ended / As at		Year ended
		December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	March 31, 2021
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
2	Segment Surplus/ Deficit (net of transfer from shareholders' A/c) :						
	Segment A - Participating - Individual & Group Life	1,571	(3,430)	16,424	(6,824)	823	27,374
	Segment B - Participating - Individual & Group Pension	3,431	4,135	(1,130)	8,801	237	443
	Segment C - Non Participating - Individual & Group Life	(7,705)	(11,637)	(3,490)	(28,436)	7,042	(25,670)
	Segment D - Non Participating - Life Group Variable	391	114	157	1,018	207	394
	Segment E - Non Participating - Individual & Group Pension	1,093	2,066	1,152	4,877	3,619	3,292
	Segment F - Non Participating - Pension Group Variable	207	788	(363)	504	(581)	(1,312)
	Segment G - Non Participating - Individual & Group Annuity	1,059	(1,422)	(625)	688	(1,147)	620
	Segment H - Non Participating - Individual & Group Health	962	(756)	235	403	2,360	3,082
	Segment I - Unit Linked - Individual Life	7,150	10,981	8,946	20,300	39,543	58,214
	Segment J - Unit Linked - Individual Pension	2,541	2,576	2,970	7,968	8,962	12,909
	Segment K - Unit Linked - Group Life	755	718	783	2,495	2,384	2,940
	Segment L - Unit Linked - Group Pension	194	177	167	502	474	576
	Total	11,649	4,310	25,226	12,296	63,923	82,862
	Shareholders	16,054	19,474	14,560	59,578	36,272	63,979
	Grant Total	27,703	23,784	39,786	71,874	100,195	146,841
3	Segment Assets:						
	Segment A - Participating - Individual & Group Life	3,734,771	3,655,439	3,309,548	3,734,771	3,309,548	3,427,824
	Segment B - Participating - Individual & Group Pension	262,920	276,389	296,047	262,920	296,047	296,853
	Segment C - Non Participating - Individual & Group Life	3,277,966	2,974,579	2,249,559	3,277,966	2,249,559	2,542,156
	Segment D - Non Participating - Life Group Variable	327,973	344,907	329,597	327,973	329,597	328,648
	Segment E - Non Participating - Individual & Group Pension	695,783	678,376	567,157	695,783	567,157	611,066
	Segment F - Non Participating - Pension Group Variable	426,217	452,491	426,240	426,217	426,240	459,898
	Segment G - Non Participating - Individual & Group Annuity	1,557,188	1,440,614	1,059,963	1,557,188	1,059,963	1,191,472
	Segment H - Non Participating - Individual & Group Health	5,554	5,958	5,479	5,554	5,479	6,101
	Segment I - Unit Linked - Individual Life	6,770,443	6,872,546	5,950,268	6,770,443	5,950,268	6,123,677
	Segment J - Unit Linked - Individual Pension	645,150	673,354	684,706	645,150	684,706	654,642
	Segment K - Unit Linked - Group Life	649,982	645,213	597,278	649,982	597,278	601,226
	Segment L - Unit Linked - Group Pension	117,338	117,040	101,286	117,338	101,286	101,239
	Total	18,471,285	18,136,906	15,577,128	18,471,285	15,577,128	16,344,802
	Shareholders	970,735	943,644	884,974	970,735	884,974	918,893
	Unallocated ³	61,902	57,486	58,259	61,902	58,259	48,426
	Grant Total	19,503,922	19,138,036	16,520,361	19,503,922	16,520,361	17,312,121
4	Segment Policy Liabilities⁴:						
	Segment A - Participating - Individual & Group Life	3,518,866	3,407,998	3,110,854	3,518,866	3,110,854	3,233,440
	Segment B - Participating - Individual & Group Pension	246,861	256,250	274,348	246,861	274,348	272,455
	Segment C - Non Participating - Individual & Group Life	3,272,480	2,959,013	2,220,695	3,272,480	2,220,695	2,528,444
	Segment D - Non Participating - Life Group Variable	327,548	343,976	327,266	327,548	327,266	326,681
	Segment E - Non Participating - Individual & Group Pension	695,120	677,503	565,771	695,120	565,771	609,933
	Segment F - Non Participating - Pension Group Variable	425,321	451,305	424,186	425,321	424,186	458,224
	Segment G - Non Participating - Individual & Group Annuity	1,553,105	1,434,564	1,054,618	1,553,105	1,054,618	1,184,165
	Segment H - Non Participating - Individual & Group Health	5,923	6,118	6,026	5,923	6,026	6,234
	Segment I - Unit Linked - Individual Life	6,808,857	6,909,184	5,982,888	6,808,857	5,982,888	6,150,655
	Segment J - Unit Linked - Individual Pension	645,192	673,385	684,709	645,192	684,709	654,651
	Segment K - Unit Linked - Group Life	651,302	646,402	596,857	651,302	596,857	601,190
	Segment L - Unit Linked - Group Pension	117,346	117,046	102,084	117,346	102,084	101,240
	Total	18,267,921	17,882,744	15,350,302	18,267,921	15,350,302	16,127,312
	Shareholders	982,553	955,102	896,197	982,553	896,197	929,310
	Unallocated	-	-	-	-	-	-
	Grand Total	19,250,474	18,837,846	16,246,499	19,250,474	16,246,499	17,056,622

Note:

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 shall be further segregated into Life and Pension.
2. Net of provisions for diminution in value of investment.
3. Unallocated row in the segmental assets above includes income tax deposited with tax authorities which is contested by the company and Advance Tax (net of provision for taxation). As per Accounting Standard 17, tax asset cannot be allocated across reporting segments.
4. Segment policy liabilities includes fund for future appropriations and excludes Credit / (Debit) Fair Value Change Account on Policyholders' funds.

The joint statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with review report dated January 21, 2022.

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HDFC Life Insurance Company Limited

Other disclosures :

Status of Shareholders Complaints as on December 31, 2021

Sr No.	Particulars	Number of Complaints
1	Investor complaints pending at the beginning of the quarter	NIL
2	Investor complaints received during the quarter ended December 31, 2021	NIL
3	Investor complaints disposed of during the quarter ended December 31, 2021	NIL
4	Investor complaints remaining unresolved as on December 31, 2021	NIL

HDFC Life Insurance Company Limited

Other disclosures :

Status of Investor Complaints for the quarter ended December 31, 2021

Sr No.	Particulars	Number of Complaints
1	Investor complaints pending at the beginning of the quarter	NIL
2	Investor complaints received during the quarter ended December 31, 2021	NIL
3	Investor complaints disposed of during the quarter ended December 31, 2021	NIL
4	Investor complaints remaining unresolved as on December 31, 2021	NIL

Notes:

1. The consolidated financial results of the group for the quarter and nine months ended December 31, 2021 were reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on January 21, 2022.
2. The consolidated financial results have been prepared in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, to the extent applicable, and IRDAI Circular IRDA/F&I/REG/CIR/208/10/2016 dated October 25, 2016 on publication of financial results for Life Insurance companies.
3. In view of seasonality of industry, the results of interim period are not necessarily indicative of the results that may be expected of any other interim periods or for the full year.
4. During the quarter ended December 31, 2021, the Holding company has allotted 1,658,920 equity shares of face value of ₹10 each pursuant to exercise of employee stock options.
5. In light of the COVID-19' pandemic outbreak, its continuous effect and information available up to the date of approval of these financial statements, the Company has assessed the impact of pandemic on its assets, including valuation and impairment of investments, liabilities including policy liability and solvency position. Based on the evaluation, the Group carries:
(a) Adequate impairment provisions on the investments to an extent necessary and
(b) Excess Mortality Reserve (EMR) of ₹ 10,500 lakhs as at the Balance Sheet date for potential adverse mortality expected due to pandemic. This reserve is over and above the policy level liabilities calculated based on the applicable IRDAI regulations and based on our current expectation of extra claims to be received in the future, both of which are certified by the appointed actuary.
The Holding Company has also assessed its solvency position as at the Balance sheet date and is at 190% which is above the prescribed regulatory limit of 150%. Further, based on the Holding Company's current assessment of the business operations over next one year, it expects the solvency ratio to continue to remain above the minimum limit prescribed by the Insurance regulator.
The impact of the global health pandemic may be different from that estimated as at the date of approval of these financial statements. The Group will continue to closely monitor any material changes to future economic conditions.
6. The Code on Social Security, 2020 ('Code') has been published in the Gazette of India. However, the date on which the Code will come into effect has not been notified. The Company is awaiting further developments on this to evaluate further.
7. Consequent to the announcement and shareholders' approval in connection with the acquisition of 100% of the share capital (Phase I) of Exide Life Insurance Company Limited (Exide Life) for a total consideration of Rs. 668,700 lakh, and subsequent amalgamation (Phase II) of Exide Life into the Holding Company; the Holding Company has received necessary approvals from the Competition Commission of India (CCI) on November 2, 2021 and IRDAI on December 31, 2021 for the Phase I to acquire 100% stake in Exide Life.
On January 1, 2022, the Holding Company has issued 8,70,22,222 equity shares at an agreed issue price of Rs. 685 per share on a preferential basis and paid balance Rs. 72,598 lakh in cash to Exide Industries Limited, in lieu of 100% equity shares of Exide Life thereby completing the acquisition of Exide Life. Accordingly, with effect from January 1, 2022, Exide Life becomes a wholly-owned subsidiary of the Holding Company.
As regards the Phase II of the transaction, i.e. amalgamation of Exide Life with the Holding Company, the management is in the process of initiating the filing of the Scheme of amalgamation with various authorities for necessary approvals.
8. Figures of the previous period have been regrouped wherever necessary, in order to make them comparable.
9. The above consolidated financial results have been reviewed by joint statutory auditors of the Holding Company.

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The joint statutory auditors have digitally signed this statement for identification purposes only and this Statement should be read in conjunction with review report dated January 21, 2022.

**Mumbai
January 21, 2022**

For and on behalf of the Board of Directors

**Vibha
Padalkar**
Digitally signed by Vibha Padalkar
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Vibha Padalkar
Managing Director & CEO
(DIN: 01682810)

PRESS RELEASE - PERFORMANCE FOR THE NINE MONTHS ENDED DEC 31, 2021

BSE Code: 540777

NSE Code: HDFCLIFE

Consistent and robust performance: 22% increase in APE; 26% growth in VNB

Other Key Highlights:

- **Individual WRP 2-year CAGR at 14% vs. 5% for industry; 26% growth in new business premium**
 - **34% growth in protection APE; 39% growth in annuity business**
 - **New Business Margin expands to 26.5%; Operating RoEV at 18.6% (pre-EMR)**
 - **25% growth in proprietary distribution (Agency, Direct and Online); 35% growth in Agency based on individual APE**
 - **19% growth in renewal premium**
 - **AUM of Rs 1.95 lakh crore, clocking 18% yoy growth**
 - **Claims experience in line with expectation**
-

Mumbai, January 21, 2022: The Board of Directors of HDFC Life approved and adopted today the audited standalone and reviewed consolidated financial results for the nine months ended December 31, 2021. Below is the summary of our standalone results:

Commenting on the current situation, Ms. Vibha Padalkar, MD & CEO said “It is quite heartening to note that India’s Covid vaccination coverage has crossed the 150 crore mark, with almost 90% of the eligible population receiving at least one dose. Further, the government has started vaccination drives for youngsters in the age group 15-18 years and the administration of booster doses to the vulnerable members of our society. These developments seem to have helped curtail the mortality impact of the more transmissible Omicron variant. Business sentiment remains positive and the high-frequency indicators suggest economic revival is on track. We are optimistic about the sustenance of business momentum in the months to come.”

Commenting on the Exide Life acquisition, Ms. Vibha Padalkar, MD & CEO said “We are happy to announce that effective January 1, 2022, Exide Life has become our fully wholly owned subsidiary as part of the overall merger process. We are thankful to our regulator, IRDAI, for their speedy approval. This first-of-its-kind transaction is a reflection of our intent to build a stronger India by providing a financial safety-net to more people. The integration process is underway and we expect to absorb the acquired business seamlessly, whilst maximising value unlock, over the next 18-24 months. We are happy to share that in the nine months ended December 31, Exide Life’s individual WRP grew 31%, comfortably higher than industry growth of 20%”

Commenting on the 9M FY22 performance, Ms. Vibha Padalkar, MD & CEO said “We continued to deliver consistent and robust growth of 21% in 9M FY22, resulting in a private market share of 15.2% in terms of Individual WRP. On a 2 year CAGR basis, we registered a growth of 14%, compared to a 5% growth for the overall life insurance industry, whilst maintaining a balanced and profitable product mix. On the claims front, we have honoured close to 3 lakh claims during 9M FY22. Gross and net claims were recorded at Rs. 4,657 crore and Rs. 3,406 crore, respectively. We have witnessed 19% growth in renewal premiums and further improvement in our 13th and 61st month persistency which now stands at 92% and 57% respectively vs. 89%

and 53% in 9M FY21. The 13th and 61st month persistency for limited and regular pay policies was 87% and 53% respectively for 9M FY22 vs. 83% and 47% in previous year. Our value of new business increased to Rs. 1,780 crore, registering a yoy growth of 26%. New business margin stands at 26.5% for 9M FY22, vs 25.6% in 9M FY21. All channels registered growth in double digits with proprietary distribution (Agency, Direct and Online channels) growing by 25% based on individual APE. We are also happy to announce that in Q3, we cemented our partnership with South Indian Bank. Our Agency channel witnessed robust growth in individual APE of 35%. The channel has licensed more than 28,000 agents during 9M FY22, an increase of 52% over the previous year. Our Profit after Tax stands at Rs. 850 crore for 9M FY22, which is 18% lower than last year, primarily due to elevated claims during the pandemic and reserving for excess mortality. Our Solvency as on December 31, 2021 stands at 190%.

We are also pleased to inform you that our wholly owned subsidiary, HDFC Pension, has crossed the milestone of Rs. 25,000 crore AUM, on January 5, 2022. The journey has been gaining momentum – with first Rs. 10,000 crore achieved in 7 years, to the next Rs. 10,000 crore in 14 months and the last Rs. 5,000 crore in just three months. The Company has a market share of 37%, as of December 31, 2021, making it the #1 private Pension Fund Manager (PFM) in terms of NPS AUM. In addition, NPS is a significant feeder into our annuity business, growing at a rapid pace.

Also, we are humbled to win the ‘Best Governed Company in the listed segment: Large category’ at the 21st Institute of Company Secretaries (ICSI) National Awards for Excellence in Corporate Governance.

We believe that the life insurance industry is poised to grow given the heightened awareness and importance of insurance as a financial protection tool.”

Key Financial Summary

Rs.crore	9M FY22	9M FY21	YoY	FY21	FY20
Key Financial and Actuarial Metrics					
Individual APE	5,577	4,661	20%	7,121	6,145
Total APE	6,709	5,491	22%	8,372	7,407
New Business Premium (Indl + Group)	17,075	13,547	26%	20,107	17,239
Renewal Premium (Indl + Group)	14,467	12,126	19%	18,477	15,468
Total Premium	31,542	25,673	23%	38,583	32,707
Assets Under Management	1,94,738	1,65,623	18%	1,73,839	1,27,226
Networth (1)	9,054	8,089	12%	8,430	6,992
Profit After Tax	850	1,042	-18%	1,360	1,295
Indian Embedded Value	29,543	25,054	18%	26,617	20,650
Value of new business	1,780	1,408	26%	2,185	1,919
Protection based on Total APE	923	691	34%	1,070	1,270

	9M FY22	9M FY21	FY21	FY20
Key Financial Ratios				
New Business Margins	26.5%	25.6%	26.1%	25.9%
Pre-EMR Operating Return on EV (2)	18.6%	18.3%	18.5%	18.1%
Post-EMR Operating Return on EV (2)	16.2%			
Operating Expenses / Total Premium	12.2%	12.1%	12.0%	13.1%
Solvency Ratio	190%	202%	201%	184%
13M / 61M Persistency (3)	92%/57%	89%/53%	90%/53%	88%/54%
13M / 61M Persistency (4)	87%/53%	83%/47%	85%/49%	81%/44%
Product mix by Indl APE (UL / Non par savings / Annuity/ Non par protection / Par) (5)	26/33/5/6/30	23/30/5/7/35	24/31/5/7/34	28/41/4/8/19
Distribution mix by Indl APE (Corp Agents/ Agency/ Broker/ Direct) (5)	61/14/6/19	63/12/6/19	61/13/7/19	55/14/9/22

Notes:

1. Networth comprises Share capital, Share premium and Accumulated profits
2. EMR: Excess Mortality Reserve (additional reserve created for excess mortality during Covid)
3. Persistency ratios are calculated basis original premium, for Individual business, including single premium
4. Limited pay/regular premium persistency calculated based on IRDAI's recent circular, excluding single premium and fully paid policies
5. Percentages may not add up due to rounding off effect

Other key highlights for the year ending December 31, 2021:

- **Overall Market Share:** Ranked #1 in terms of Overall New Business Premium in private sector with market share at 21.7%; Private market share within group and individual new business segment of 28.3% and 15.2% respectively
- **Product Portfolio:** Continue to maintain a balanced product mix with share of participating savings, non participating savings, ULIPs, protection and annuity accounted for 30%, 33%, 26%, 6% and 5% of Individual APE respectively
- **Distribution Mix:** Diversified distribution mix is evidenced by wide access to our customers with over 300 partners and 1 lakh+ agents as on December 31, 2021, further supplemented by 372 branches spread across the country
- **Assets Under Management:** AUM of over Rs. 1.9 lakh crore (Debt: Equity mix 64:36); over 98% of debt investments in G-Secs and AAA bonds

Definitions and abbreviations

- **Annualized Premium Equivalent (APE)** - The sum of annualized first year regular premiums and 10% weighted single premiums and single premium top-ups
- **Assets under Management (AUM)** - The total value of Shareholders' & Policyholders' investments managed by the insurance company
- **Embedded Value Operating Profit (EVOP)** - Embedded Value Operating Profit ("EVOP") is a measure of the increase in the EV during any given period, excluding the impact on EV due to external factors like changes in economic variables and shareholder-related actions like capital injection or dividend pay-outs
- **First year premium** - Premiums due in the first policy year of regular premiums received during the financial year. For example, for a monthly mode policy sold in March 2021, the first monthly instalment received would be reflected as First year premiums for 2020-21 and the remaining 11 instalments due in the first policy year would be reflected as first year premiums in 2021-22, when received
- **New business received premium** - The sum of first year premium and single premium, reflecting the total premiums received from the new business written
- **Operating expense** - It includes all expenses that are incurred for the purposes of sourcing new business and expenses incurred for policy servicing (which are known as maintenance costs) including shareholders' expenses. It does not include commission
- **Operating expense ratio** - Ratio of operating expense (including shareholders' expenses) to total premium
- **Operating return on EV** - Operating Return on EV is the ratio of EVOP (Embedded Value Operating Profit) for any given period to the EV at the beginning of that period
- **Persistency** - The proportion of business renewed from the business underwritten. The ratio is measured in terms of number of policies and premiums underwritten
- **Premium less benefits payouts** - The difference between total premium received and benefits paid (gross of reinsurance)
- **Renewal premium** - Regular recurring premiums received after the first policy year
- **Solvency ratio** - Ratio of available solvency margin to required solvency margin
- **Total premium** - Total received premiums during the year including first year, single and renewal premiums for individual and group business
- **Weighted received premium (WRP)** - The sum of first year premium received during the year and 10% of single premiums including top-up premiums

About HDFC Life

HDFC Life Insurance Company Limited ('HDFC Life' / 'Company') is a joint venture between HDFC Ltd., India's leading housing finance institution and abrtn (Mauritius Holdings) 2006 Limited, a global investment company.

Established in 2000, HDFC Life is a leading long-term life insurance solutions provider in India, offering a range of individual and group insurance solutions that meet various customer needs such as Protection, Pension, Savings, Investment, Annuity and Health. As on December 31, 2021, the Company had 39 individual and 13 group products in its portfolio, along with 7 optional rider benefits, catering to a diverse range of customer needs.

HDFC Life continues to benefit from its increased presence across the country having a wide reach with 372 branches and additional distribution touch-points through several new tie-ups and partnerships. The count of our partnerships is over 300, comprising traditional partners such as NBFCs, MFIs and SFBs, and including new-ecosystem partners. The Company has a strong base of financial consultants.

For more information, please visit our website, www.hdfclife.com. You may also connect with us on Facebook, Twitter, YouTube and LinkedIn.

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 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, cashflow 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 HDFC Limited, our holding company, with the United States Securities and Exchange Commission. HDFC Life undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

None of Company or any of its directors, officers, employees, agents or advisers, or any of their respective affiliates, advisers or representatives, undertake to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise and none of them shall have any liability (in negligence or otherwise) for any loss howsoever arising from any use of this press release or its contents or otherwise arising in connection. Further, nothing in this press release should be construed

as constituting legal, business, tax or financial advice or a recommendation regarding the securities. Although Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. You are cautioned not to place undue reliance on these forward-looking statements, which are based on current view of Company's management on future events. Forecasts and hypothetical examples are subject to uncertainty and contingencies outside Company's control. Past performance is not a reliable indication of future performance.

Before acting on any information you should consider the appropriateness of the information having regard to these matters, and in particular, you should seek independent financial advice.

Investor Presentation – 9M FY22



Executive summary: 9M FY22

Revenue & Scale



Individual WRP	Growth	21%
	Market Share	15.2%



Renewal Premium	Rs (Bn.)	144.7
	Growth	19%



AUM	Rs (Bn.)	1,947.4
	Growth	18%



IEV	Rs (Bn.)	295.4
	EVOP ¹	16.2%

Profitability & Cost



New Business Margin	9M FY22	26.5%
	9M FY21	25.6%



VNB	Rs (Bn.)	17.8
	Growth	26%



Profit After Tax	Rs (Bn.)	8.5
	Growth	-18%



Operating Exp. Ratio	CY	12.2%
	PY	12.1%

Customer & Capital



13 th month persistency ²	9M FY22	92%
	9M FY21	89%



Claim Settlement Ratio ³	Overall	99.4%
	Individual	98.0%



Solvency	Dec 31	190%
	Mar 31	201%



Complaints per 10K policies ³	CY	35
	PY	47

1. Includes impact of excess mortality reserve (EMR); Pre excess mortality reserve (EMR) EVOP is 18.6%
2. Includes single premium
3. Claim settlement ratio and complaints per 10,000 policies is for FY21

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Exide Life Transaction Update

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Our approach to ESG

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India Life Insurance



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Annexures

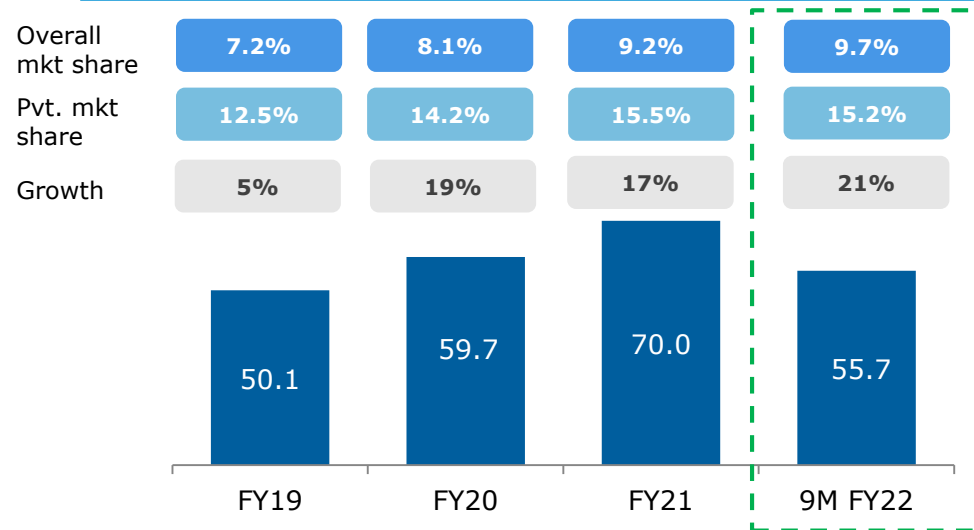
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India Life Insurance

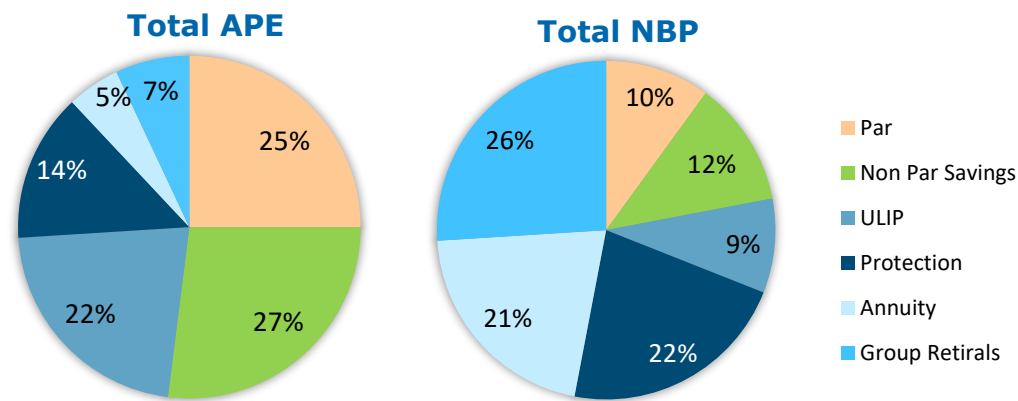


Demonstrating resilience in the current environment (1/2)

Steady Individual WRP trends



Balanced product mix

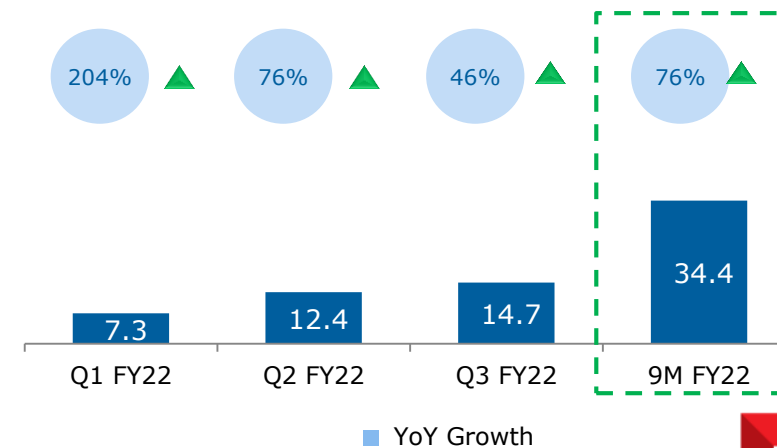


Strong, sustainable growth¹

Rs bn

Growth	HDFC Life	Pvt sector	Industry
9M FY22	21%	30%	20%
2 yr CAGR	14%	11%	5%

Improvement in CP² volumes on the back of higher disbursements

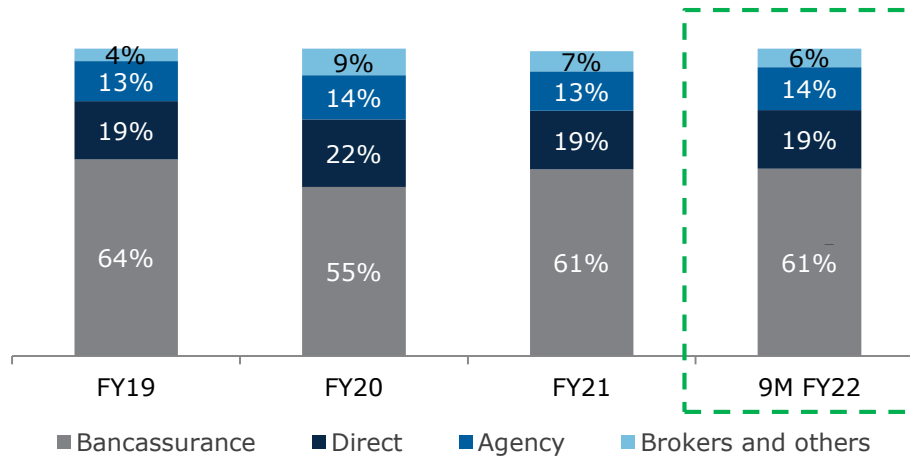


1. Based on Individual WRP; 2. Based on Credit Protect NBP

Demonstrating resilience in the current environment (2/2)

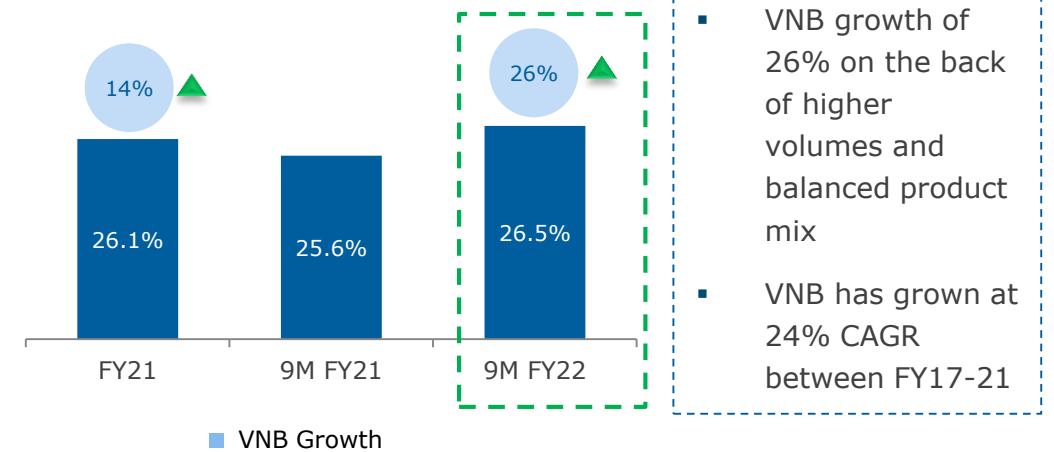
Rs bn

Focus on diversified channel mix¹

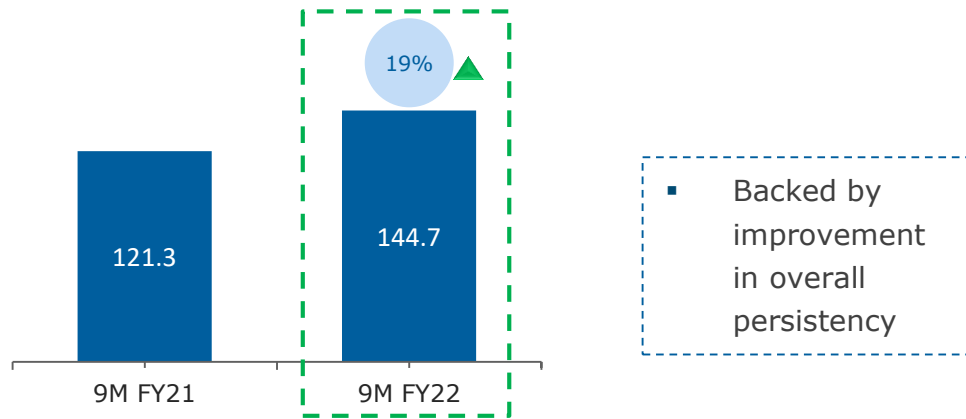


Profitable growth

New business margin

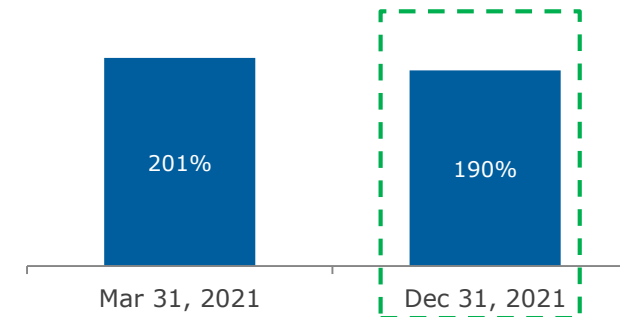


Strong growth in renewal premium



Healthy solvency position

Solvency margin



1. Based on Individual APE

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Key elements of our strategy

1



Focus on profitable growth

Ensuring **sustainable and profitable growth** by identifying and tapping new profit pools

2



Diversified distribution mix

Developing **multiple channels** of growth to drive need-based selling

3



Market-leading innovation

Creating **new product propositions** to cater to the **changing customer behaviour** and needs

4



Reimagining insurance

Market-leading **digital capabilities** that put the customer first, shaping the insurance operating model of tomorrow

5

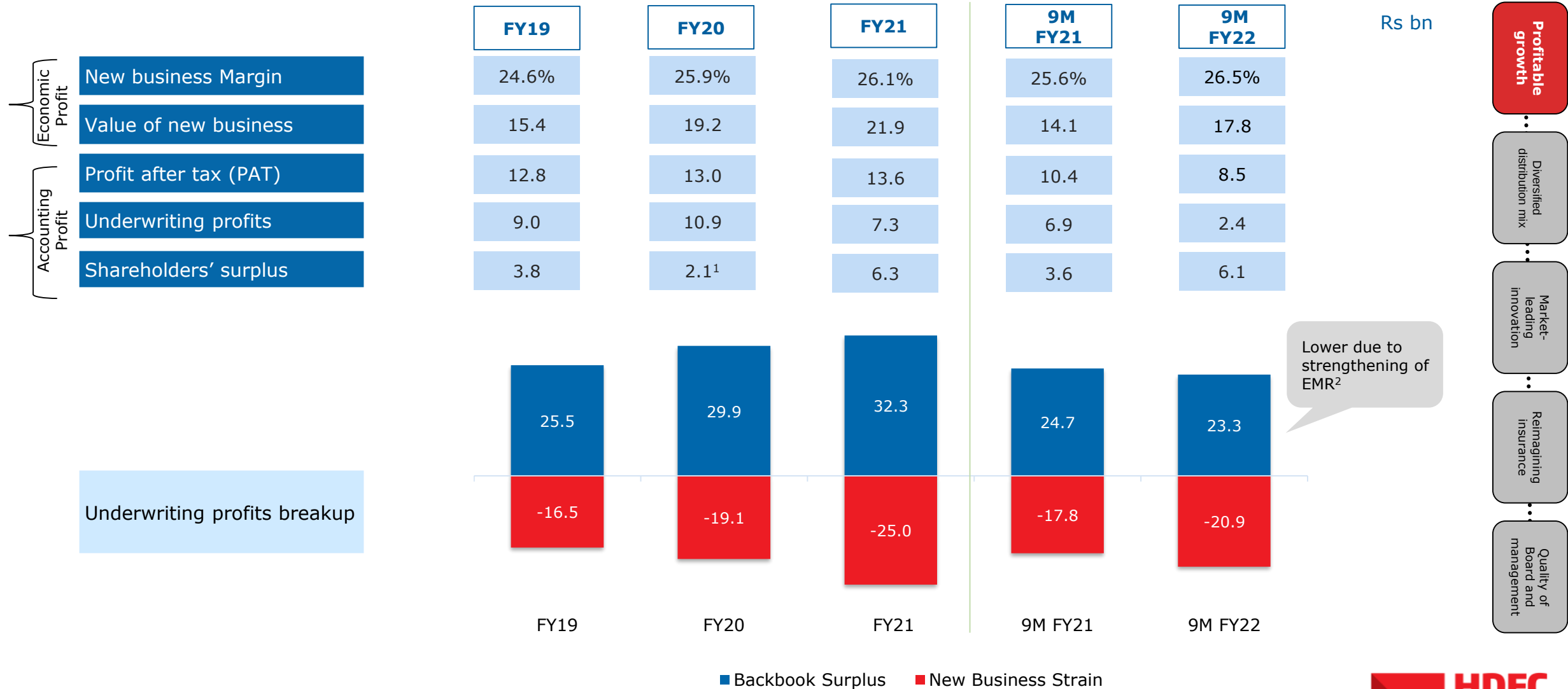


Quality of Board and management

Seasoned leadership guided by an **independent and competent Board**; No secondees from group companies

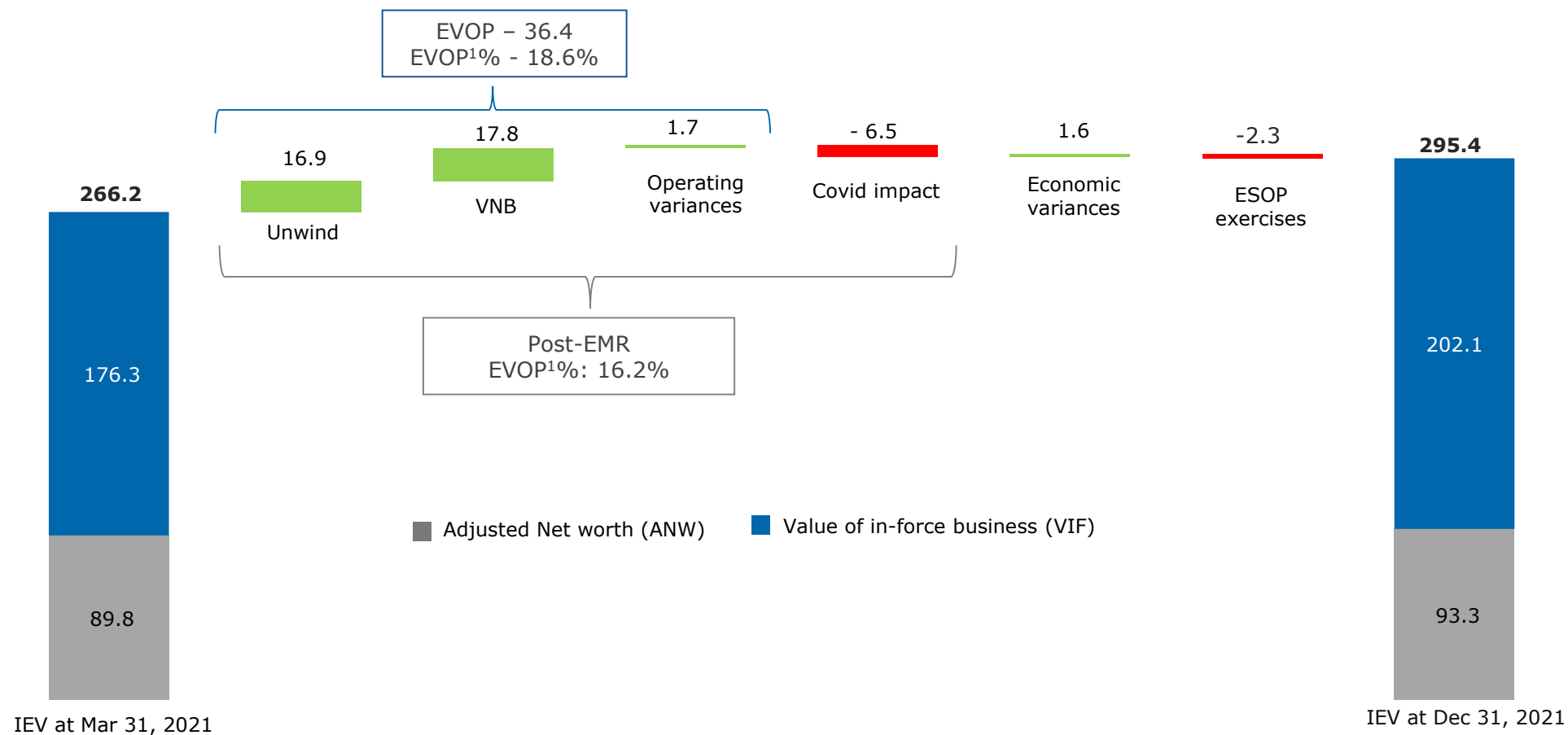
“Our continuous focus on technology and customer-centricity has enabled us to maintain business continuity even through the second wave of Covid-19”

Focus on profitable growth



1. FY20 shareholder surplus: Post accounting for impact of Yes Bank AT1 bonds write-off
2. EMR: Excess Mortality Reserve

Analysis of change in IEV



- Operating variance continues to be positive and in line with our assumptions
- Covid reserve adequate for current mortality trends, to be reviewed periodically

1. EVOP% calculated as annualised EVOP (Embedded Value Operating Profit) to Opening EV
 2. EMR: Excess mortality reserve
 3. Persistency variance: 1.1, Expenses and Others: 0.6

Diversified distribution mix enabled by multiple levers



Strong Partnerships: 250+ partners

New Partnerships: South Indian Bank, Neogrowth, Thane Janta Sahakari Bank, amongst others

Enhancing and expanding proprietary¹ channels



Tapping new generation of customers through Online channel



Expanding geographical reach via Online channel



Focus on building a skilled and structurally solid Agency channel along with increasing agent productivity



Leveraging analytics for upsell and cross-sell via Direct channel

Emerging ecosystem



Profitable growth

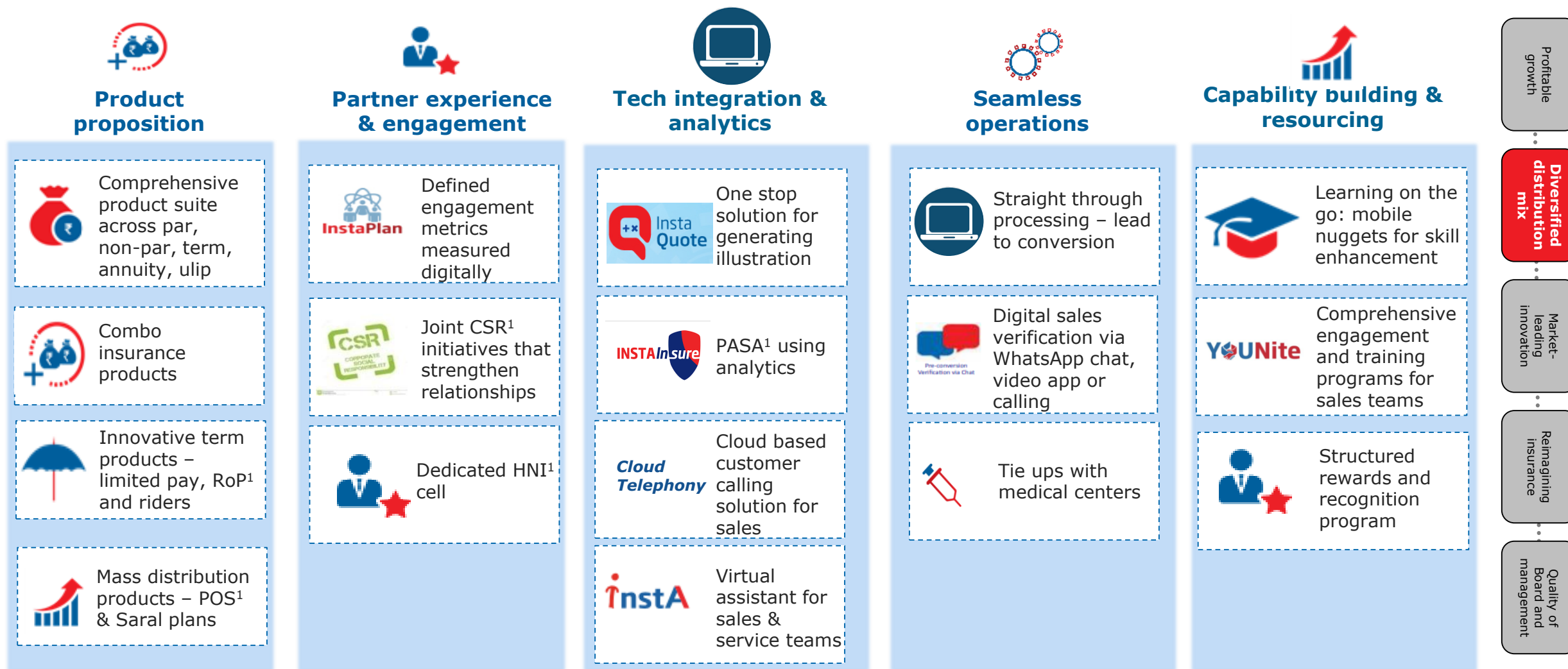
Diversified distribution mix

Market-leading innovation

Reimagining insurance

Quality of Board and management

Bancassurance powered by innovation, technology and people



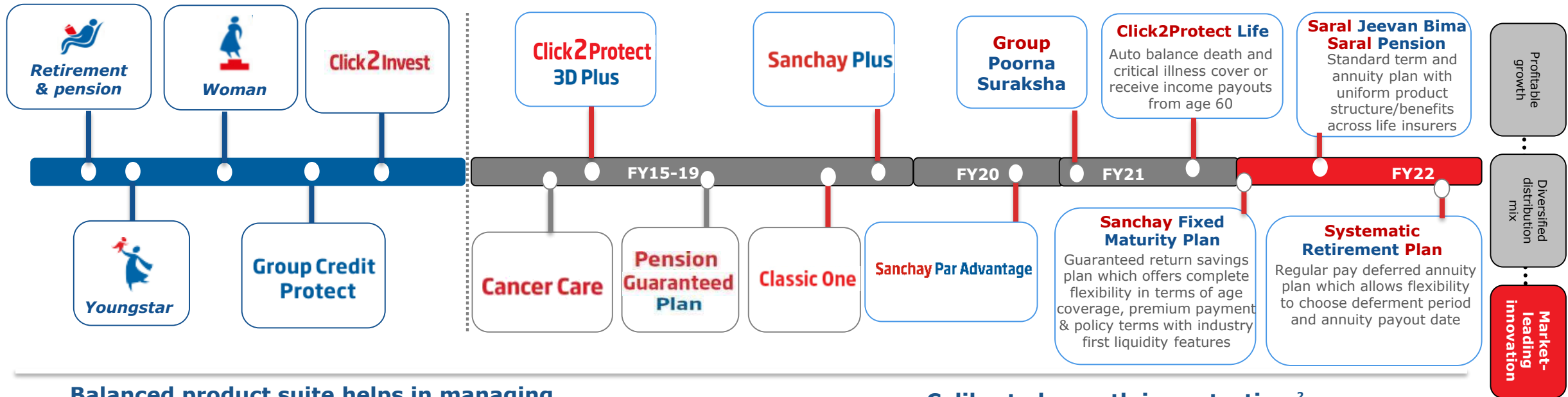
Technology driving Agent Productivity in Agency Channel



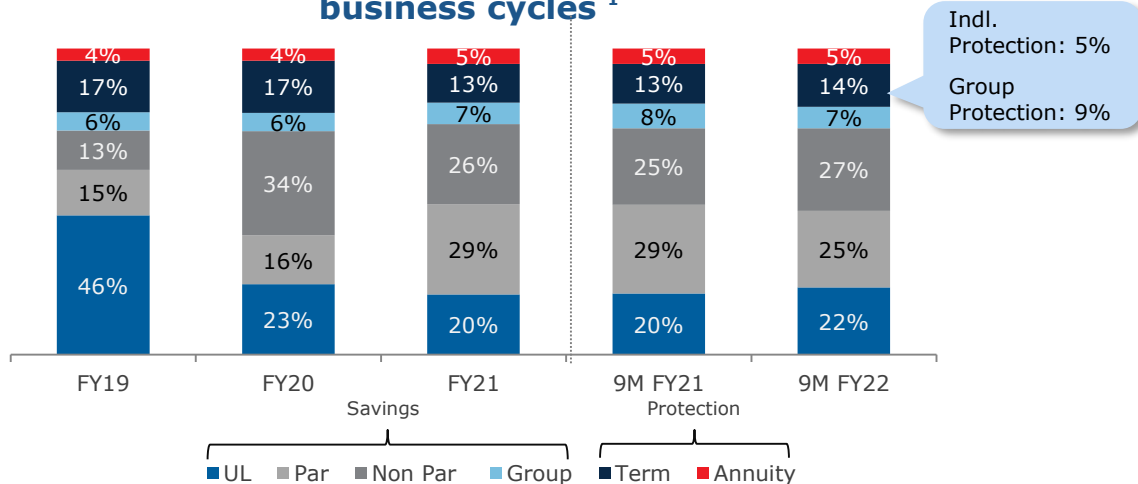
1. FC: Financial Consultant

2. IC38: Qualifying exam for becoming an insurance advisor, conducted by Insurance Institute of India

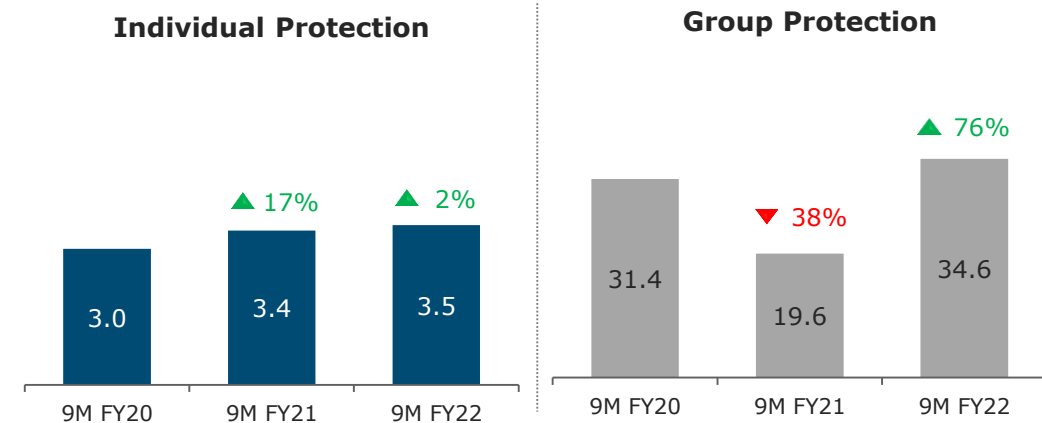
Expanding market through consistent product innovation



Balanced product suite helps in managing business cycles ¹



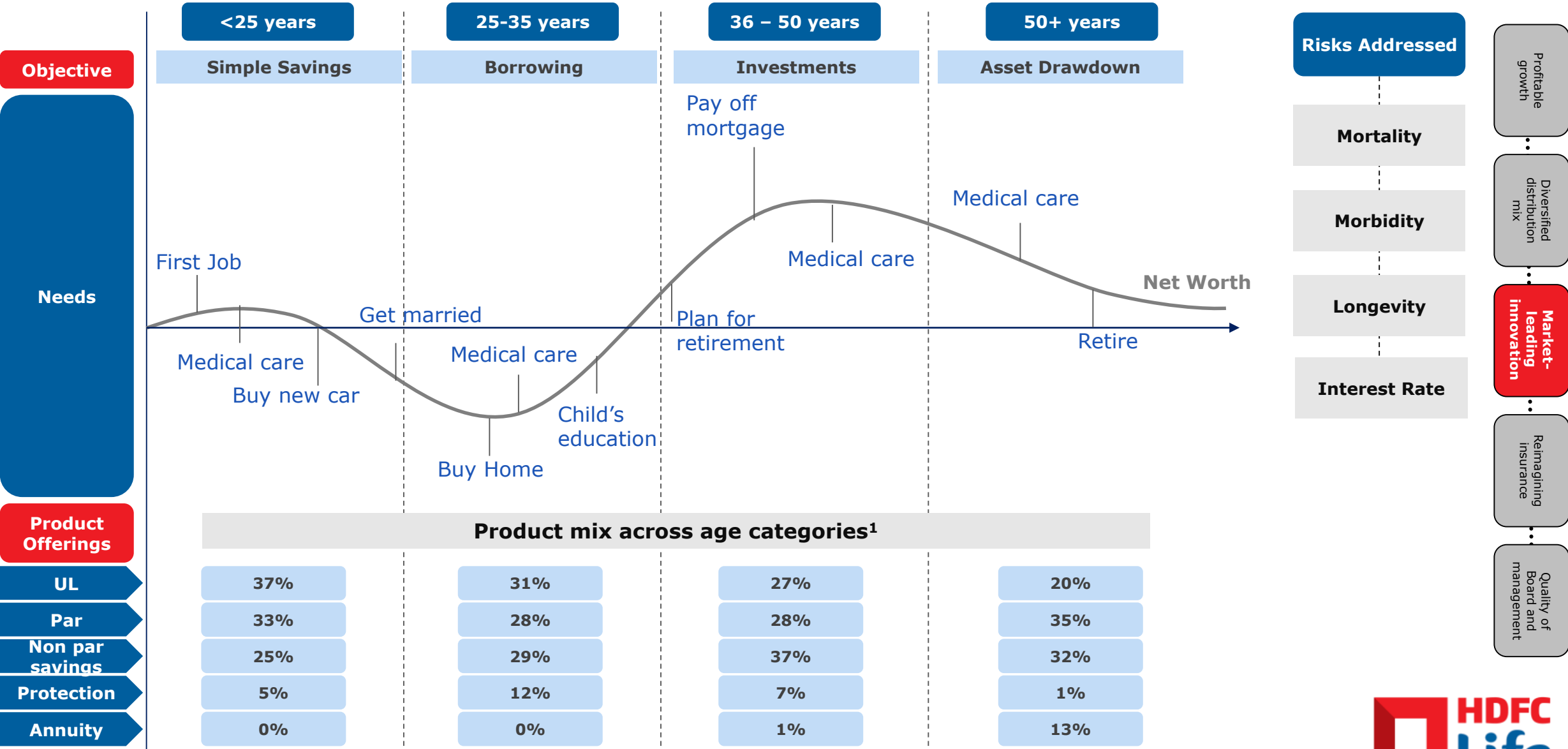
Calibrated growth in protection ² (Rs bn)



1. As a % of Total APE

2. Individual protection numbers are based on APE and group protection numbers based on NBP. Group protection includes Credit protect, GTI, GPS and Group Health

Addressing customer needs at every stage of life



1. Based on Individual WRP for 9M FY22; Percentages may not add up due to rounding off effect

Our approach to retiral solutions

1. NPS



- Largest Pension Fund Manager (PFM) in Retail and Corporate NPS segment, with AUM of Rs 250 bn¹
- Registered strong AUM growth of 76% yoy

- Market share grew from 34% in Mar'21 to 37% in Dec'21 amongst all PFMs
- Company has over 0.9 mn customers - ~0.6 mn in retail segment and ~0.3 mn in corporate segment

2. Immediate / deferred annuity



- Largest player in the private sector
- Servicing 200+ corporates and >35,000 lives covered in 9M FY22

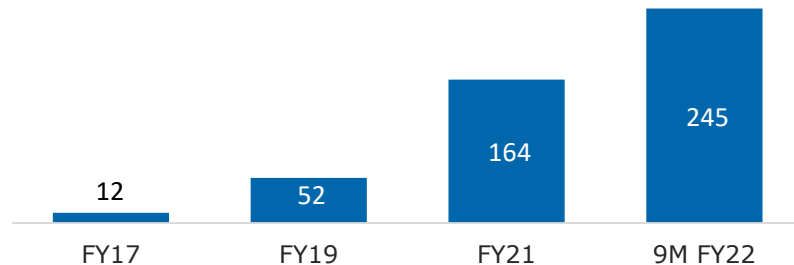
3. Group superannuation fund



- Managing funds for 150+ corporates under superannuation scheme

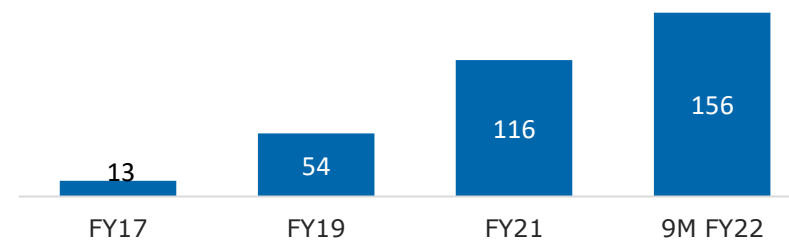
NPS AUM

FY17-21 CAGR: 93% ▲



Annuity portfolio

FY17-21 CAGR: 70% ▲



Rs bn

Profitable growth

Diversified distribution mix

Market-leading innovation

Reimagining insurance

Quality of Board and management

1. As on Jan 5, 2022

Our protection philosophy

Protection is a multi-decade opportunity that we plan to address prudently with continued innovation

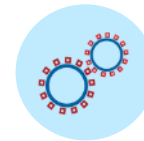
Supply side considerations

- ✓ Adverse mortality experience
- ✓ Recalibration by reinsurers
- ✓ Need for calibrated underwriting
- ✓ Sustaining robust claim settlement ratio
- ✓ Insurers moving beyond top 10 cities and salaried segment

Demand side considerations

- ✓ Huge protection gap and under-penetration
- ✓ Customers valuing brand, onboarding experience and track record, apart from the price

Our Focus Areas



Strengthening underwriting practices and use of deep learning underwriting models



Continue to address protection opportunity through group platform (Credit Life) apart from retail business



Product innovation catering to varying customer needs



Leveraging available market & industry platforms e.g., central medical repository for faster turnaround and greater underwriting precision

Pricing and underwriting to evolve in line with expanding geographical and demographic coverage

Profitable growth

Diversified distribution mix

Market-leading innovation

Reimagining insurance

Quality of Board and management

Multi-pronged risk management approach for protection

1

Reducing incidence of fraud & early claims

Analytics and Data Enrichment

Risk+

AI-ML based risk models, rule engines, credit bureaus etc.

No 'one size fits all' underwriting



Dynamic classification depending on profile, detailed medical & financial underwriting

Regular portfolio review



To identify emerging trends, outliers and take corrective actions

2

Limiting impact on profitability & solvency

Reinsurance



Optimized reinsurance strategies for risk transfer

Catastrophe agreement



To protect excess loss

Prudent reserving



Well provisioned to prevent sudden shocks from current pandemic

3

Balancing pricing & underwriting

Active re-pricing



Ongoing wherever required (mostly applies for Group schemes)

Product boundary conditions



Gate criteria depending upon sourcing channel

4

Strong governance & audits @Partners

TPAs & medical centers



Ensure process & quality adherence

Distribution partners



Adherence to best practices and continuous monitoring of risk

Profitable growth

Diversified distribution mix

Market-leading innovation

Reimagining insurance

Quality of Board and management

Product mix across key channels¹

Banca ²	Segment	FY19	FY20	FY21	9M FY22
	UL	64%	32%	27%	30%
	Par	13%	18%	37%	33%
	Non par savings	17%	44%	30%	32%
	Term	4%	4%	4%	4%
	Annuity	3%	2%	2%	2%

Direct	Segment	FY19	FY20	FY21	9M FY22
	UL	50%	33%	29%	25%
	Par	8%	14%	17%	14%
	Non par savings	12%	20%	16%	25%
	Term	6%	4%	3%	4%
	Annuity	24%	29%	35%	33%

Agency	Segment	FY19	FY20	FY21	9M FY22
	UL	26%	12%	10%	15%
	Par	40%	34%	37%	32%
	Non par savings	17%	40%	39%	39%
	Term	12%	12%	11%	11%
	Annuity	5%	3%	3%	3%

Online ³	Segment	FY19	FY20	FY21	9M FY22
	UL	62%	44%	39%	45%
	Par	2%	1%	1%	2%
	Non par savings	1%	18%	29%	29%
	Term	35%	37%	30%	22%
	Annuity	1%	1%	2%	2%

Company	Segment	FY19	FY20	FY21	9M FY22
	UL	55%	28%	24%	26%
	Par	18%	19%	34%	30%
	Non par savings	15%	41%	31%	33%
	Term	7%	8%	7%	6%
	Annuity	5%	4%	5%	5%

Protection		FY19	FY20	FY21	9M FY22
	Based on Total APE	17%	17%	13%	14%
	Based on NBP	27%	27%	20%	22%

Annuity		FY19	FY20	FY21	9M FY22
	Based on Total APE	4%	4%	5%	5%
	Based on NBP	17%	16%	20%	21%

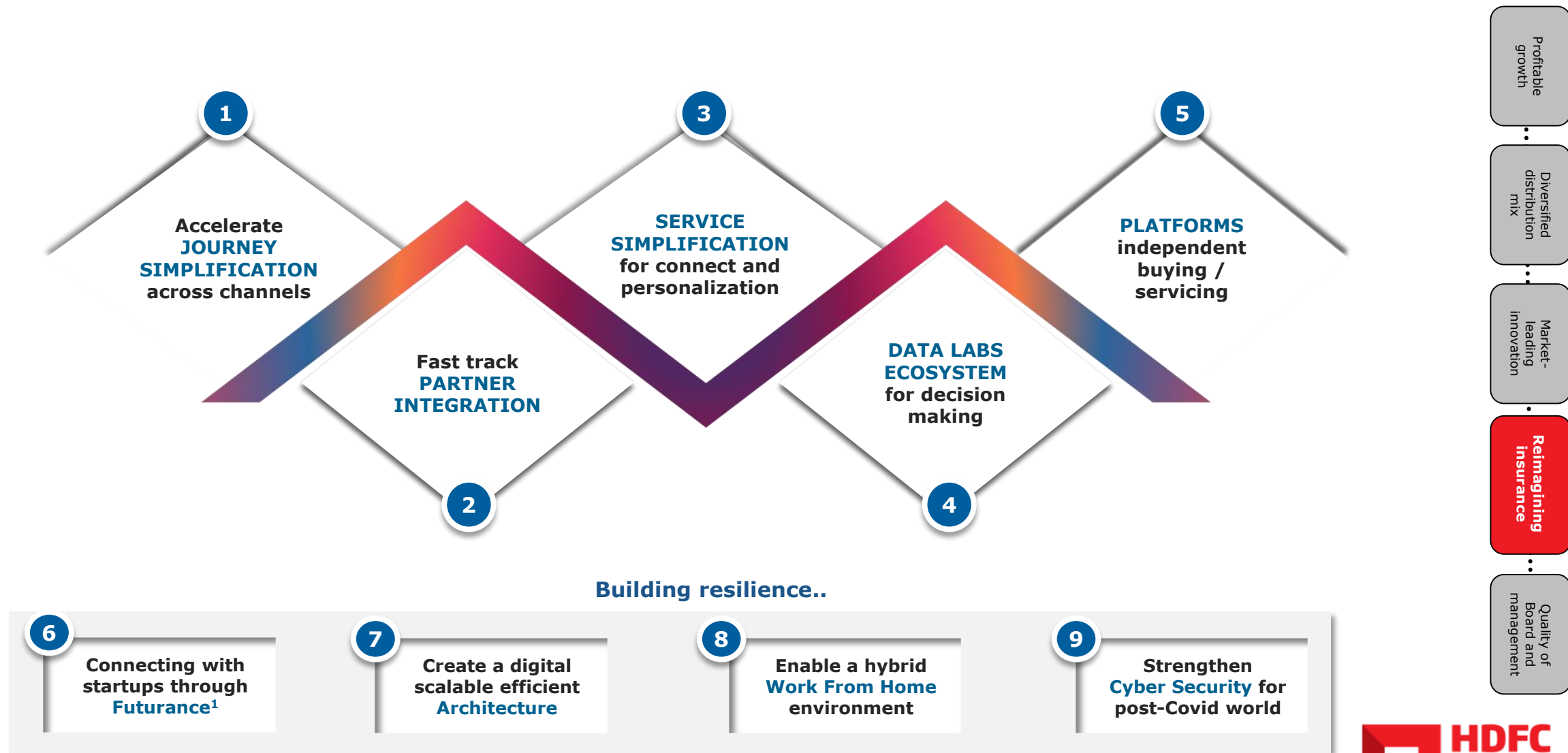
1. Basis Individual APE, Term includes health business. Percentages are rounded off

2. Includes banks, other corporate agents and online business sourced through banks / corporate agents

3. Includes business sourced through own website and web aggregators



Aligned to make life simpler for the customers in a turbulent environment



1. Futurance: A program to collaborate with startups for harnessing cutting-edge technology

AI/ML driven customer engagement

Enabling Sales



Cross-sell Models

- Predicts the propensity to buy and provides product recommendation
- **5.8mn+** training data set used



Sentiment Analyzer

- Text & voice based analytics to calculate sentiment score
- Scores all chats via conversational chatbots



Engagement¹ Tools

- Agetymer, BMI & BP detector
- Used by new digital journeys like Life99²
- **6,700+** interactions

Retaining Customers



NB³ Persistency

- Predicts propensity to pay renewals
- Used at NB stage
- **1 mn+** training data set used



ERC (Early Reminder Call) Model

- Identify and nudge for policy renewal
- Used at renewal collection stages like 13M, 25M, 39M



Retention Models

- Proactive retention
- Used during policy servicing, educating customers on importance of life cover
- **0.4 mn+** training data set used

Technical Capabilities built in-house



Machine Learning



Multi Platform



NLP



Easily Accessible



Cognitive Automation



Voice Enabled

Profitable growth

Diversified distribution mix

Market-leading innovation

Reimagining insurance

Quality of Board and management

1. Engagement tool: Data for Apr'21-Dec'21
2. Ecosystem for retirement and pension segment
3. NB: New Business

Enabling service simplification using AI/ML

V Check

	Simple & easy video KYC
	Real time Aadhaar validation
	Faster on-boarding

Simple link based solution that enables customers to authenticate themselves at NB stage

23K+ interactions so far

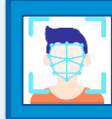
SPOK

	Rule based auto response
	Intent based auto routing
	45+ intents handled

E-mail bot which provides faster resolution to customer queries

~98.5% mails handled

Life Certificate

	24*7 service at home
	Facial match with KYC documents
	Liveliness Check

Vision AI capability that enables annuity customers to digitally submit Life Certificate

9K+ interactions so far

Other Initiatives



Automated UW Engine predicts final UW decision for S&I products on non medical base

Truecue authenticates the customer via voice analytics

Auto Scrutiny of documents to complete KYC & close FRs

IRM-IIB Portal pings IIB (Insurance Information Bureau) to get industry level data for claims & underwriting

Unclaimed Bot automates the document extraction & classification for unclaimed process

Profitable growth

Diversified distribution mix

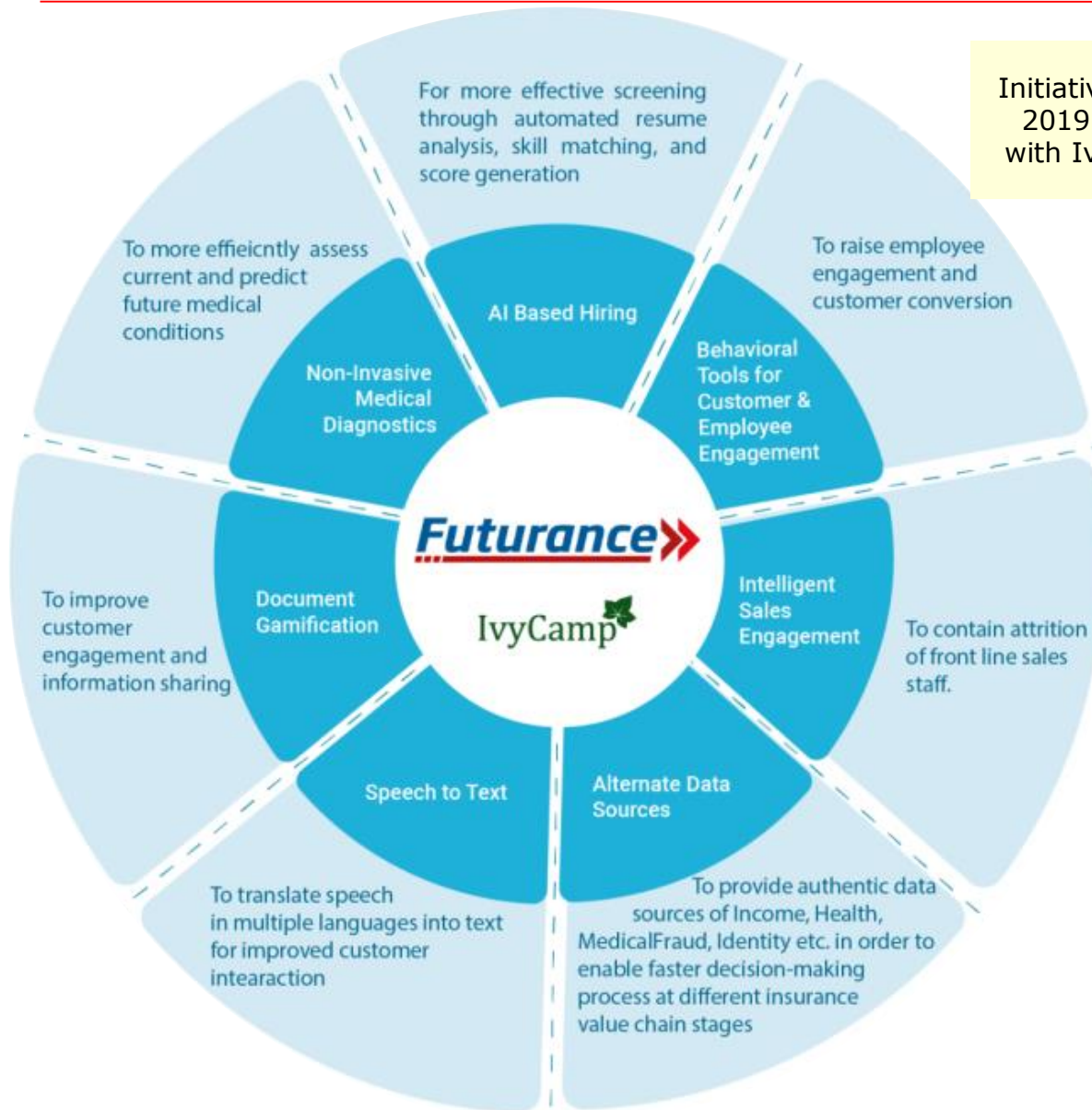
Market-leading innovation

Reimagining insurance

Quality of Board and management

1. Vcheck: Live since Sept'21. Data for Sept'21-Dec'21
2. Life Certificate: Data for Apr'21-Dec'21

Futurance program – Start-up outreach for driving Innovation



Initiative started in June 2019 in collaboration with IvyCamp Ventures Advisors

300+ applications received

Collaboration with **60+** startups

Sample highlights of POC conducted



AI based video assessment for branch service staff



Quote calculator inbuilt in a video for lead generation



Sales Management application for POSP agents



Automation of AML analysis and reporting

Profitable growth

Diversified distribution mix

Market-leading innovation

Reimagining insurance

Quality of Board and management



Emphasis on digital across customer touch-points



New business / purchase



Digital sales journey - End-to-end digital sales, from prospecting till conversion, including customer interactions



Chat PCV and eCCD - No dependence on salesperson or call center. ~49% digital pre-conversion verification (through chat and eCCD) in 9M FY22



Telemedicals - 51% of the medicals done through tele-medicals in 9M FY22



Uninterrupted customer assistance - Work from home enabled across the organization; Access to Microsoft Teams, Citrix



InstaInsure - Simplified insurance buying through a 3-click journey



Policy servicing



SVAR Digital Renewal collections - 87% based on renewal premiums and 96% based on no. of policies in 9M; SVAR (voice bot for renewal calling) and use of Cloud telephony



Maturity payouts - Email, WhatsApp and customer portal 'My Account' enabled to upload necessary docs



LifeEasy - Simple '3 click claim' process, 93%¹ eligible claims settled in 1 day. Claims initiation process also enabled through WhatsApp



RPA - Robotic Process automation handled 300+ processes remotely



Contact centres - Branch staff replacing call centre agents



Customer interactions



instA - Seamless support experience - ~20 mn queries handled by instA (virtual assistant) during 9M FY22



Use of mobile app - 25% increase in mobile app usage



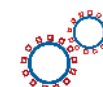
InstaServe - OTP based policy servicing tool to handle customer queries



24*7 self-service options - ~95% of chats are self-serve via chat-bot



Branches - Daily tracking of employee and agent safety



Employee / Partner engagement



e-learning platform - 6,500+ agents attending training programs daily through Agency Life Platform



Gamified contests - Launched to drive adoption of digital engagement initiatives



Insta PRL Agent on-boarding - Insta PRL enabling digital on-boarding of agents - 66,000+ applications logged in 9M FY22



Employee engagement - VC based skill building sessions with digital partners (Twitter, Google, Facebook)

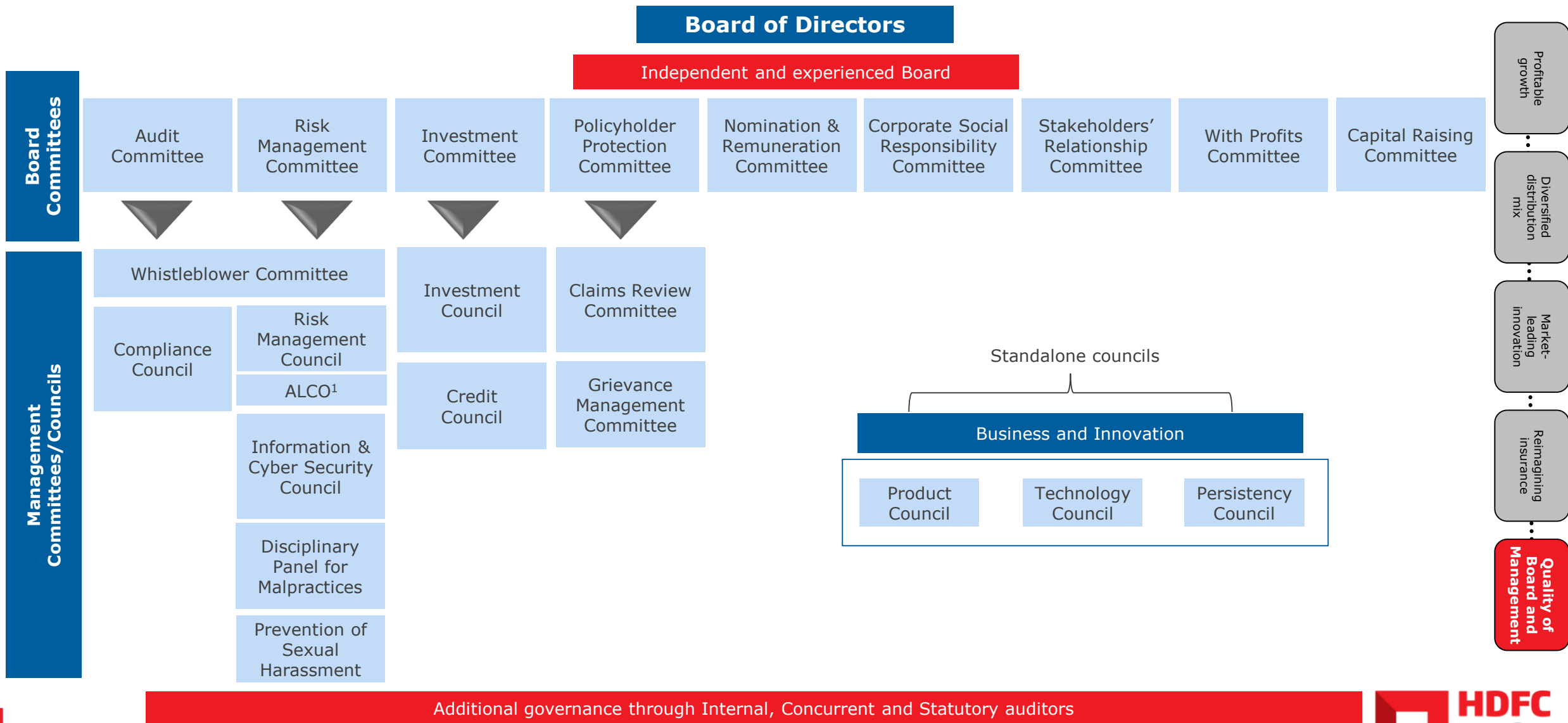


Partner trainings - Conducted via digital collaboration tools

★ New initiatives launched to manage volatile business environment due to the Covid-19 outbreak

1. Claim settlement ratio through LifeEasy (online) and WhatsApp platform, as on 31st December 2021

Governance framework

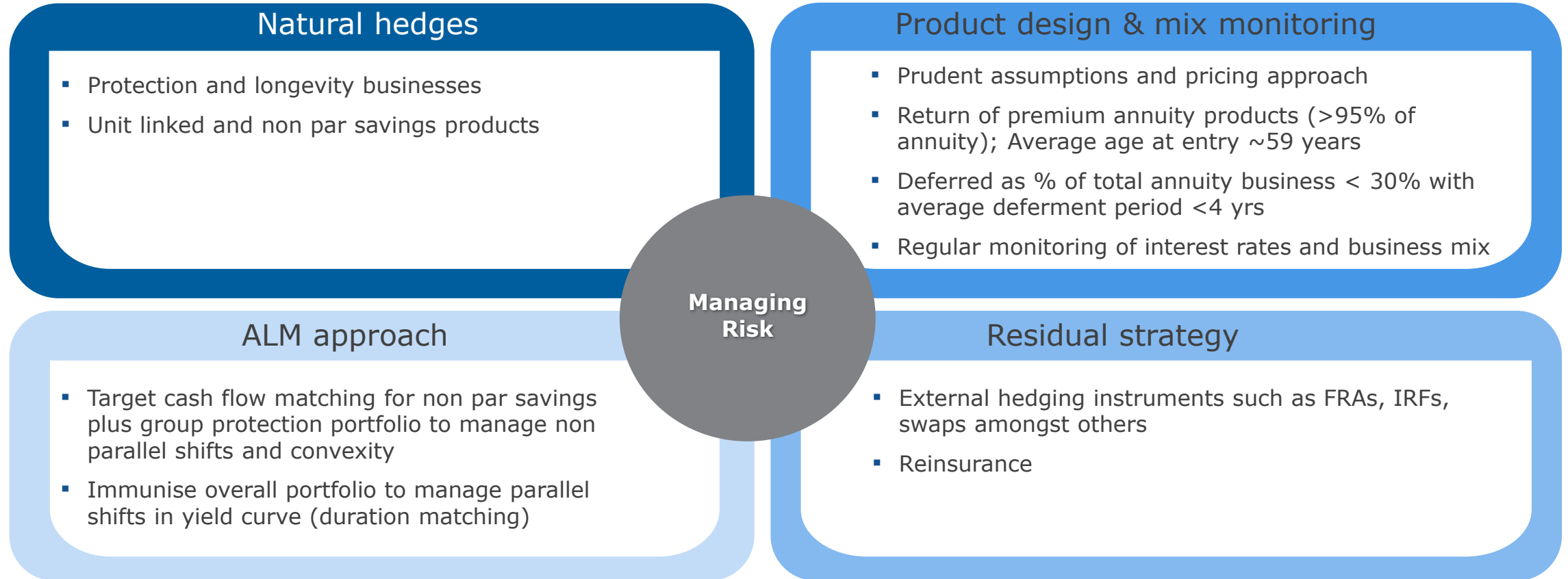


Note:

- 1. Asset Liability Management Council
- 2. The above list of committees is illustrative and not exhaustive



Financial risk management framework



FY21					9M FY22			
Sensitivity	Overall		Non par ¹		Overall		Non par ¹	
Scenario	EV	VNB Margin	EV	VNB Margin	EV	VNB Margin	EV	VNB Margin
Interest Rate +1%	(2.2%)	(1.5%)	(2.3%)	(2.9%)	(1.8%)	(1.3%)	(1.6%)	(2.4%)
Interest Rate -1%	1.6%	0.9%	1.2%	1.8%	1.4%	0.8%	0.9%	1.6%

Sensitivity remains range-bound on the back of calibrated risk management

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India Life Insurance



Customer insights from HDFC Life's Retirement¹ study



Retirement – Low on Priority



Retirement **does not feature in top 3** priority for consumers



Consumers **prioritize financial security of self/family and providing for child's future** over planning for their retirement years

Triggers & Barriers for purchasing a retirement plan



Living independently, financial security of self/family & health expenses persist as top **triggers** for purchasing a retirement plan



Low category awareness, complicated journeys & product-related concerns are foremost **barriers** to retirement planning

Ideal retirement product & distribution



Consumers choice of retirement products predominantly entails **guaranteed products (Like FDs, RDs, Annuity, NPS, PPF, etc).**



Ideal retirement plan deeply rooted in **financial security of self & family**



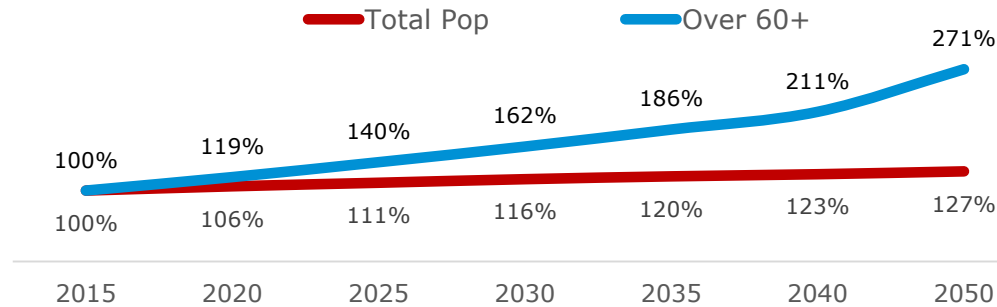
- **Trusted & established brands** preferred
- Customers seek advice from **financial experts** for retirement planning



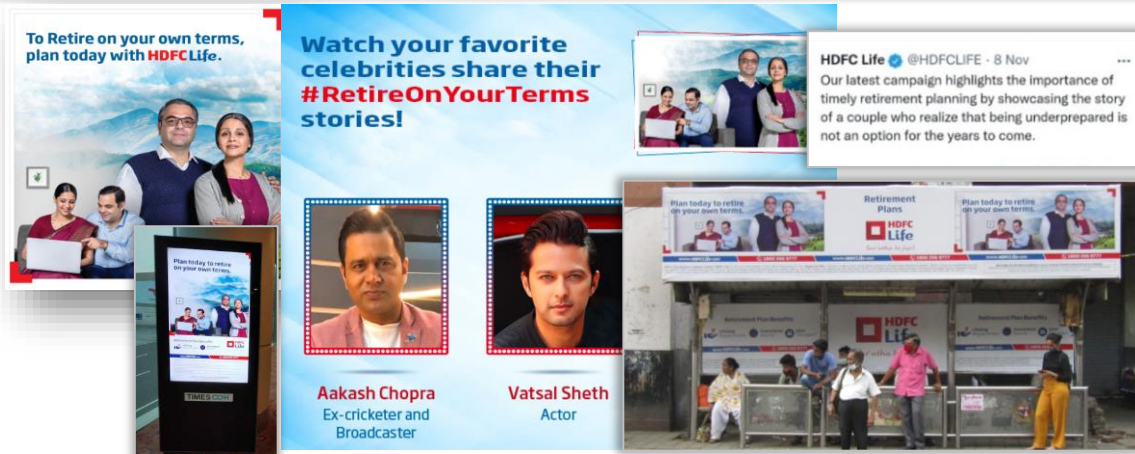
1. HDFC Life's Retirement' study was conducted by NielsenIQ in September 2021

Increasing awareness and encouraging timely retirement planning

Opportunity: India is ageing rapidly and living longer. ~20% of Indian population will be above 60 in 2050¹



Multimedia campaign in Nov-Dec'21: Retire on your terms by timely planning with HDFC Life Insurance



Product

- ✓ Systematic Retirement Plan

An Individual/ Group, Non-Participating, Non linked, Savings Deferred Annuity Plan
 - Easy payment of annuity premiums
 - Lock in future rates by investing in a systematic manner
- ✓ Other product launches
 - Sanchay FMP

A Non-Linked, Non-Participating, Individual, Savings, Life Insurance Plan
 - Saral Pension - Availability on Point of Sales

A Single Premium Non-Participating Non-Linked Individual Immediate Annuity Plan

Distribution & Servicing

- ✓ Deepening our presence in the Group space
- ✓ Higher penetration into NPS corpus and creating newer avenues
- ✓ Developing ecosystems to access customers and provide retiral solutions
- ✓ Understanding customer's latent needs through Usage & Attitude studies
- ✓ Special service for senior citizens
- ✓ No IVR on inbound calls; No redirections over e-mails
- ✓ Access to digital Life Certificates no need for customers to commute for continuing annuity payouts. 8k+ life certificates issued in CY21



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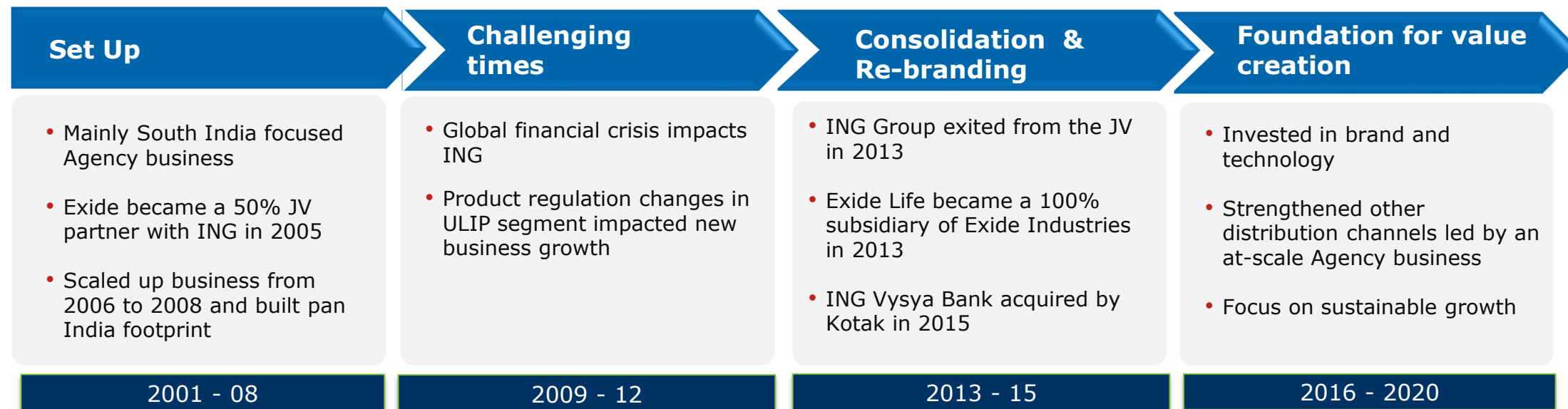
Annexures

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India Life Insurance



The Exide Life journey



Key focus areas

Scaling up Agency and corporate partnerships by strengthening presence in micro-markets within Tier 2 and 3 locations

Product portfolio focused on long term savings and protection

Increased focus on profitability and business quality

During 9M FY22, Exide Life's individual WRP grew 31%, comfortably higher than industry growth of 20%

Integration – Focus areas

Value preservation Pre – merger (9-12 months)

Continue growth of key channels

Ensure top-line growth continuity by sustaining channel momentum

Improve persistency

Cross-pollinate best practices to augment persistency measures

Promote service excellence

Better customer servicing through wider network / touchpoints

Retain talent

Protecting our human capital

Value accretion Post merger (12-18 months)

Augment sales productivity

Provide access to HDFC Life suite of productivity tools

Access to wider markets

Leverage strong presence in South India – specially Tier 2/3 cities

Progressive operational transformation

Leverage best-in-class digital processes for ensuring ops excellence

Wider suite of customer offerings

Deliver superior customer value through enhanced product portfolio

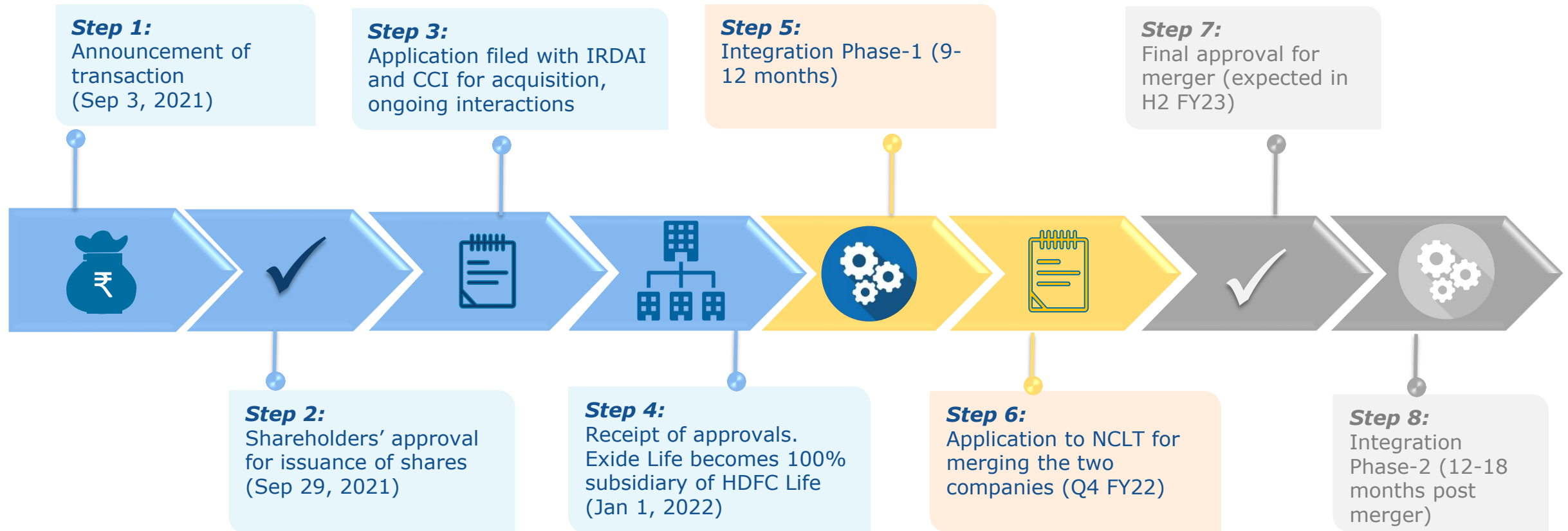
Strengthen technological backbone

Access to in-house tech expertise and talent

Well-planned geographic presence

Optimize physical presence aided by tech-enabled virtualization

Exide Life transaction timeline



Completed WIP To be initiated

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Our ESG Strategy

5 pillars of ESG Strategy



External Validation

Active engagement with external agencies including MSCI, S&P Global (DJSI)

- **MSCI** rating improved from 'BB' in October 2019 to 'BBB' in August 2020
- **S&P Global** (DJSI) percentile improved significantly from **1** in 2019 to **61** in 2021 despite increase in participation by 60%

Integrated report and ESG Report published in 2021

Actuarial

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ESG

Ethical Conduct & Governance

Governance structure & Compensation Framework



Corporate governance policy

- Commitment to ethical business practices
- Includes Corporate structure and stakeholder management

Board evaluation & independence

- Five independent directors
- 'Fit and Proper' as per regulation

Board Diversity policy

- 30% women as on 30th Sep, 2021

Remuneration policy

- Seeks to balance the fixed and incentive pay

Performance Management System

based on the principles of balanced scorecard

Disclosure of managerial remuneration

in the annual report

Risk management and BCM



- Enterprise risk management (ERM) framework
 - 'Three Lines of Defense approach'
 - Reviewed and approved by the Board

- Risk oversight by Board of Directors

- Review in multiple management forums

- Modes of Risk awareness
 - Trainings, E-mailers, Seminars, Conferences, Quizzes and Special awareness Drives

- Sensitivity analysis and stress testing

- Business Continuity Management (BCM)- Creation of a recovery plan for critical business activities

Information/Cyber Security



Information/cyber security
ISO 27001:2013 and ISMS assessment program;
Data Privacy Policy



Fraud risk management
 Values program;
 Disciplinary Panel for Malpractices; Fraud monitoring initiatives

Business ethics and compliances



Code of Conduct



Whistle blower Policy



PRSH¹



BRR² & Stewardship Code



Anti Bribery & Corruption Policy



Human Rights



AML³



Privacy Policy

Actuarial

Financial

ESG

1. PRSH: Prevention and Redressal of Sexual Harassment

2. BRR: Business Responsibility Report

36 3. AML: Anti Money Laundering

Responsible Investment

Responsible Investment Policy



Objective

To generate optimal risk adjusted returns over the long term



RI framework

- **RI** and **stewardship policy** in place
- Applicable to all **major asset classes**
- **Head of Research** ensures that ESG is incorporated into overall Research and Investment process
- ESG issues covered **in voting process**



Sustainable Equity Fund

What is Sustainable Equity fund?

This fund shall seek to generate returns from investing in companies with high ESG standards and commensurate score

Why sustainable investing?

To create value for all stakeholders with *lower risks & generate sustainable long-term returns*

Change begins with you.
And your investments.



Responsible Investing with
Sustainable Equity Fund.

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ESG

Diversity, Equity and Inclusion & Employee Engagement

Special Recognition



- **Great Places to Work** – Amongst top 100 Best Places
- **Great Places to Work for Women** – Amongst top 100 Best Places
- **Avtar top 100 Places**
- CHRO was conferred **Avtar Male Ally Legacy** award
- Brandon Hall awards - Learning Strategy, Simulation training, & Social Talent Acquisition

Attracting talent

- **Hybrid work model** and flexi hours to attract gig workers
- Robust **employee referral schemes** (>50%)
- **Hire-train-deploy** model through tie-up with reputed learning institutions
- **HR tech**: in-house application tracking system

Training & development

- **Career coaching** and development interventions; woman mentoring
- **Mobile learning** app for self-paced learning
- **Training for all** including employees, contractors, channel partners / **Virtual product training**
- **Skill Up: Curated online training** programs from reputed universities



Employee engagement

- **Emotional and well being assistance** program for employees and their families
- **Doctor on Call**: Unlimited free consultation
- **E-Sparsh**: Online query & grievance platform
- Family integration programs: Little Strokes
- Platform for employee engagement: HDFC Life Got Talent, e-appreciation cards
- **In-house fitness and wellness app** - Click2Wellness

Talent management/retention

- **Special programs for campus hires**; Talent development interventions for leadership
- **Career microsite, job portal**
- **Internal Career Fair** for employees
- Long term incentive plans in the form of **ESOPs** and cash to attract, retain and motivate good talent
- Elaborate **succession planning** for Key Managerial Personnel, critical senior roles

Employee diversity, equity & inclusion

- Promoting **DEI ally ship**: leadership development, communication, strengthening policies, aligning workforce through **Celebrate YOU** program of the Company
- 26% **women** employees
- Promoting **diverse talent pool** (work profiles for second career women, specially-abled) - #MyJobMyRules
- **Dialogue with prominent leaders** on DEI; Fireside chat with Parmesh Shahani, LGBTQ activist
- **Gender transition surgery** covered under mediclaim policy



Gender neutral

- **Dress code policy**
- **Maternity policy** – Use of terms like primary and secondary caregiver instead using term like parents, mother/father, man/woman



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ESG

Holistic Living: Corporate Social Responsibility/Inclusive Growth

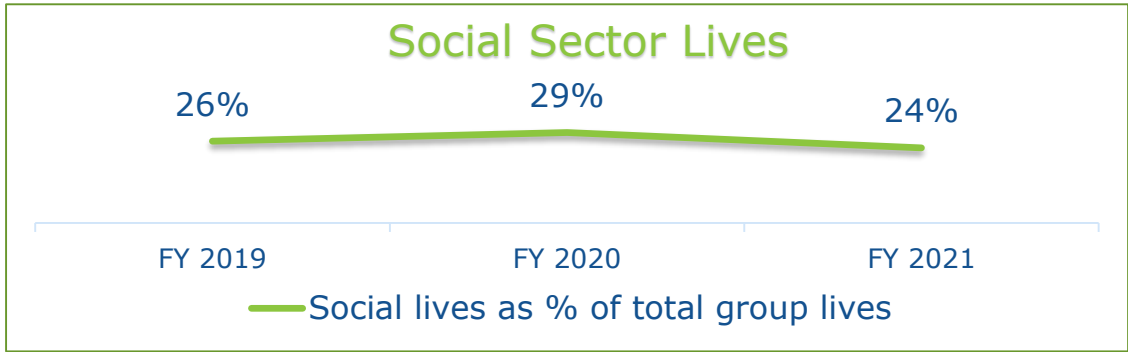
Our CSR Focus

HDFC Life Swabhimaan strives to build sustainability in everything we do, but not limited to:

-  Education and Livelihood
-  Environmental Sustainability
-  Healthcare and Sanitation
-  COVID-19 Response

The Swabhimaan Impact

- 2.3 lakh+** Beneficiaries
- 19** Implementation Partners
- 22** Projects
- 24 States, 3 Union Territories**



Required % or no. of lives as per the regulations: **5%**

% lives covered in last 3 years: **27%**

No. of lives covered via micro insurance products: **1.1 cr as on Sep 30, 2021**



SUSTAINABLE DEVELOPMENT GOALS

Support **10** out of the 17 UN SDGs

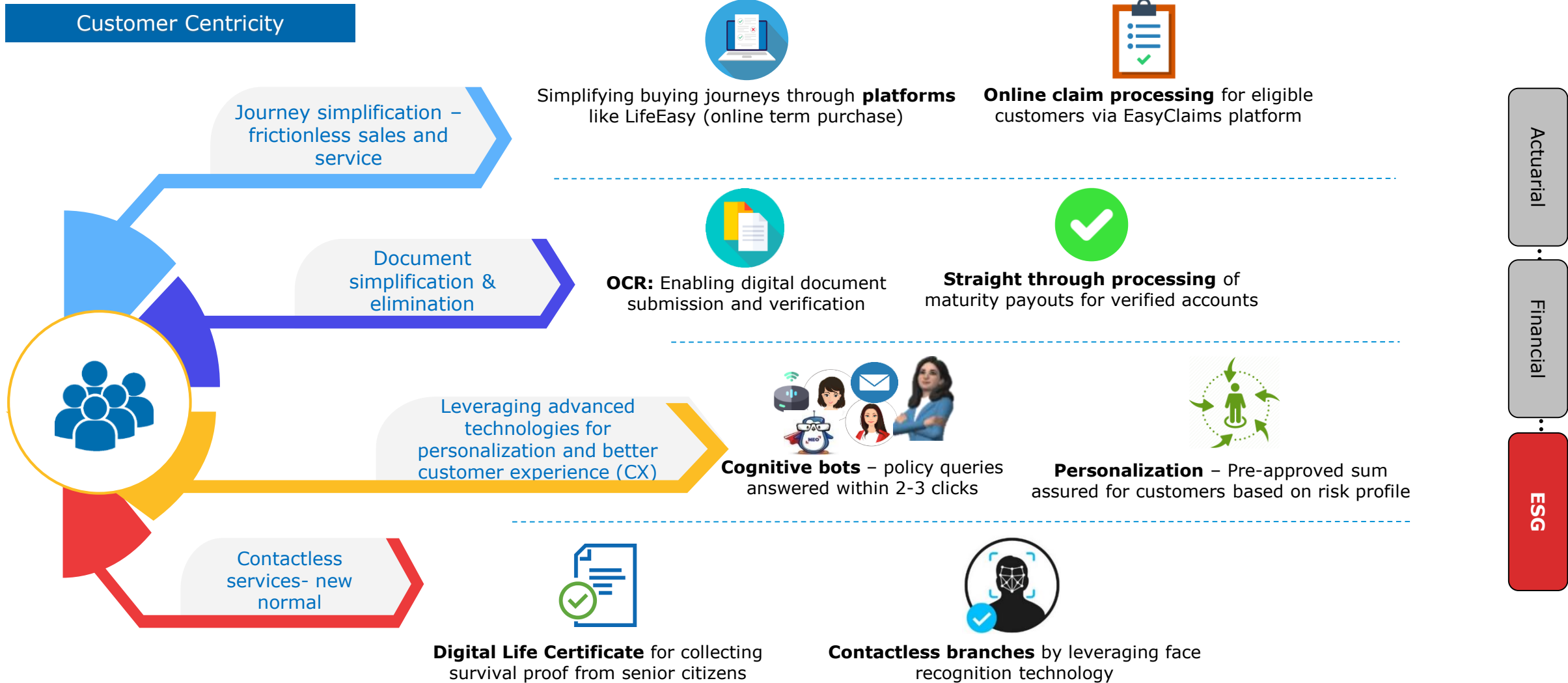
43%

Higher CSR spend v/s regulatory requirement over last 3 FYs

28%

Higher CSR spend v/s regulatory requirement in FY21

Holistic Living: Customer Centricity



1. OCR: Optical Character Recognition

Sustainable Operations

Energy and water



- Use of **3/5 star rated** appliances
- 69% of branches use **LED based lighting** system
- Use of **sensor based** urinals and water taps
- Implementation of **switch rooms** across branches resulting in reduced air-conditioning usage
- Replacement of Uninterruptible Power Supply (UPS) with new **energy efficient devices**

Digitization - Reduction of Paper Usage

- Online **/e-forms** for customers
- Annual report FY21 digitally communicated
- **Demat** or dematerialized i.e. digital policy accounts **43.9%** of our new business



Bio-diversity



- **20 city forests** created using **Miyawaki method**; **50** different native species
- **Expansion to support solar** on schools and **water rejuvenation**

Business travel

- **40+ video conferencing rooms** setup to reduce travel



Waste management



- **310 Kgs of e-waste** recycled/ refurbished/disposed in FY21
- **Donated old IT assets** to help under-privileged sections of the society
- **No single-use plastics**
 - Bio-degradable garbage bags
 - Cafeteria with reusable plates, cutlery, wooden stirrers etc.
 - Procurement of plastic water bottles discontinued at Pan-India locations

Actuarial

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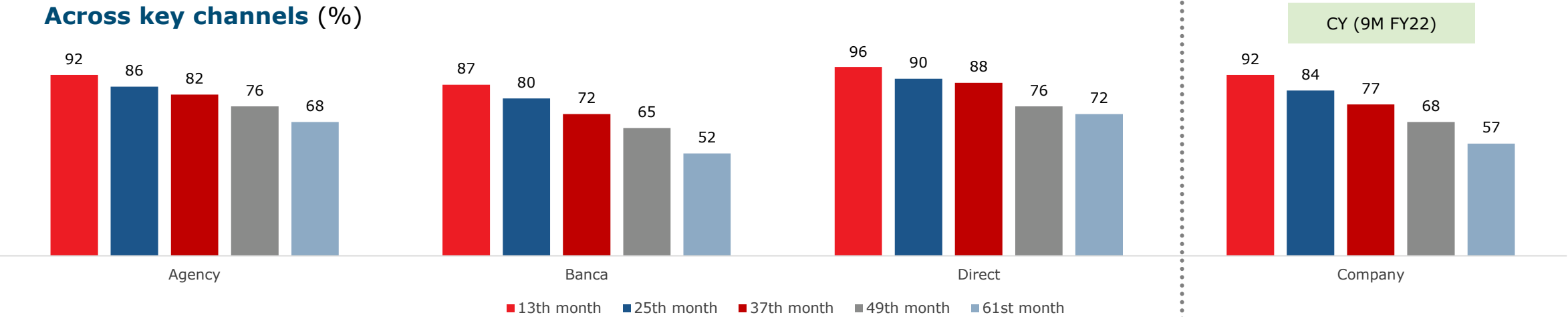
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India Life Insurance

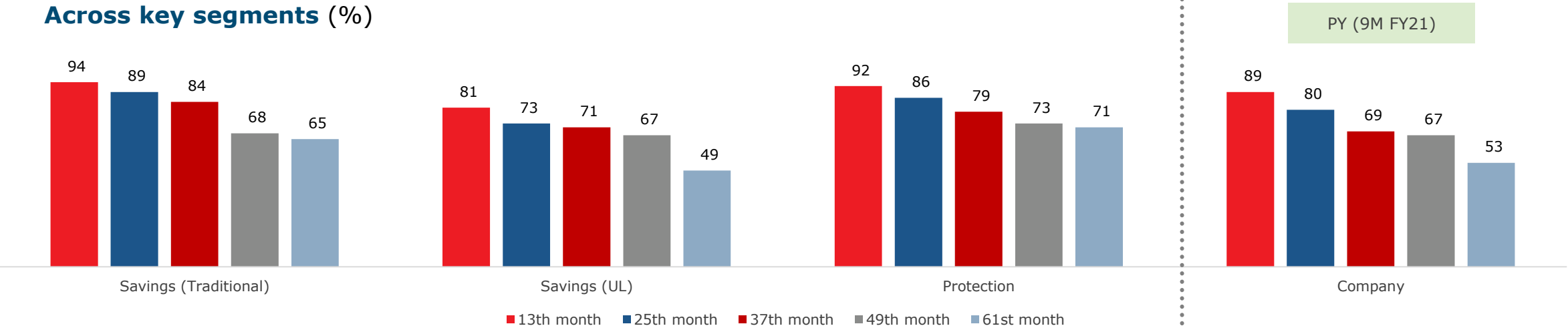


Improvement in overall persistency trends¹

Across key channels (%)



Across key segments (%)



Actuarial

Financial

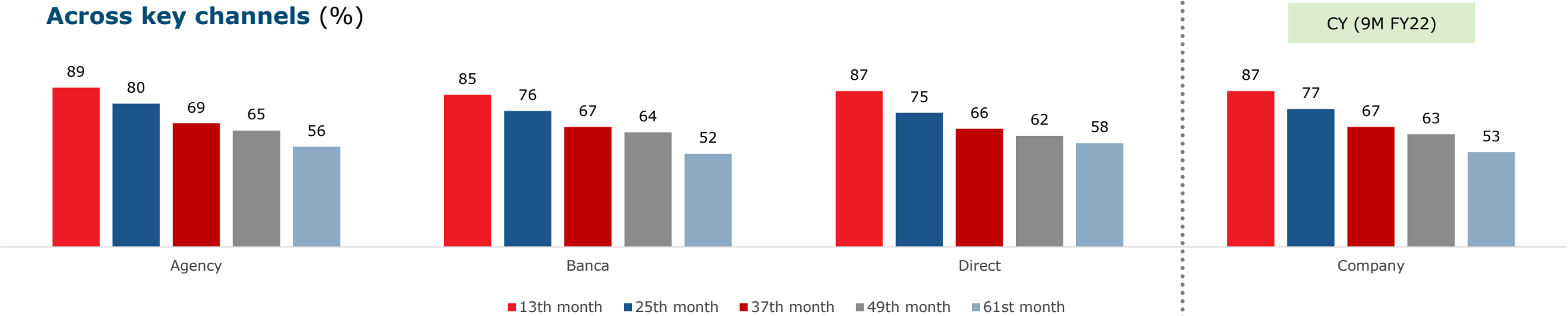
ESG



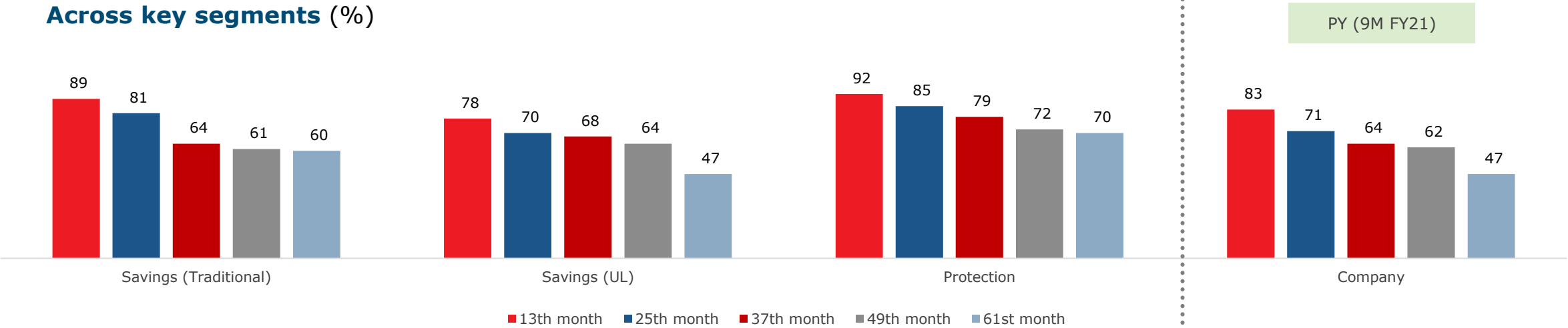
1. For individual business; Including single premium and fully paid up policies

Improvement in overall persistency trends¹

Across key channels (%)



Across key segments (%)



Actuarial

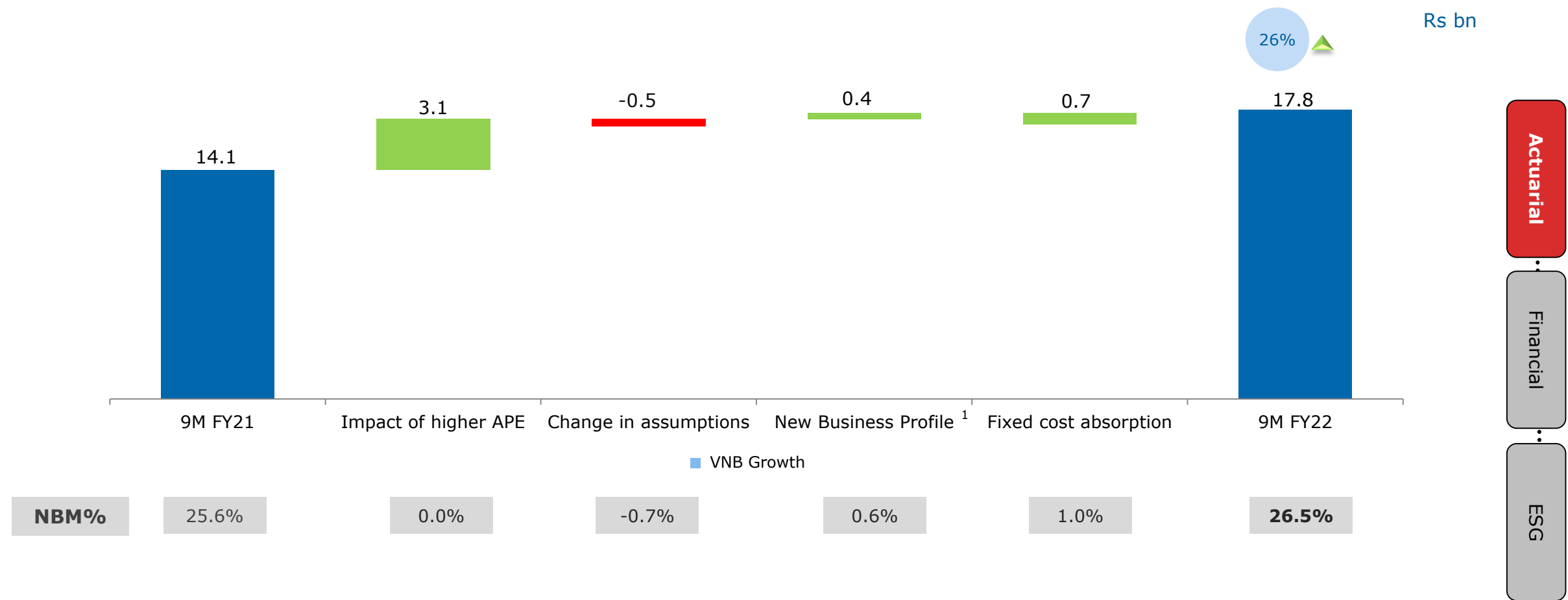
Financial

ESG



1. For individual business; Excluding single premium and fully paid up policies

Improving VNB trajectory



1. Reflects the impact of difference in mix of segment/distribution channel/tenure/age/sum assured multiple etc

VNB – Value of New Business; NBM – New Business Margin

Sensitivity analysis – H1 FY22

Analysis based on key metrics	Scenario	Change in VNB Margin ¹	% Change in EV
Change in			
Reference rate	Increase by 1%	-1.4%	-2.0%
	Decrease by 1%	1.1%	1.6%
Equity Market movement	Decrease by 10%	-0.1%	-1.7%
Persistency (Lapse rates)	Increase by 10%	-0.3%	-0.6%
	Decrease by 10%	0.3%	0.7%
Maintenance expenses	Increase by 10%	-0.5%	-0.8%
	Decrease by 10%	0.5%	0.8%
Acquisition Expenses	Increase by 10%	-3.2%	NA
	Decrease by 10%	3.2%	NA
Mortality / Morbidity	Increase by 5%	-1.1%	-0.8%
	Decrease by 5%	1.1%	0.8%
Tax rate ²	Increased to 25%	-4.4%	-8.5%

Actuarial

Financial

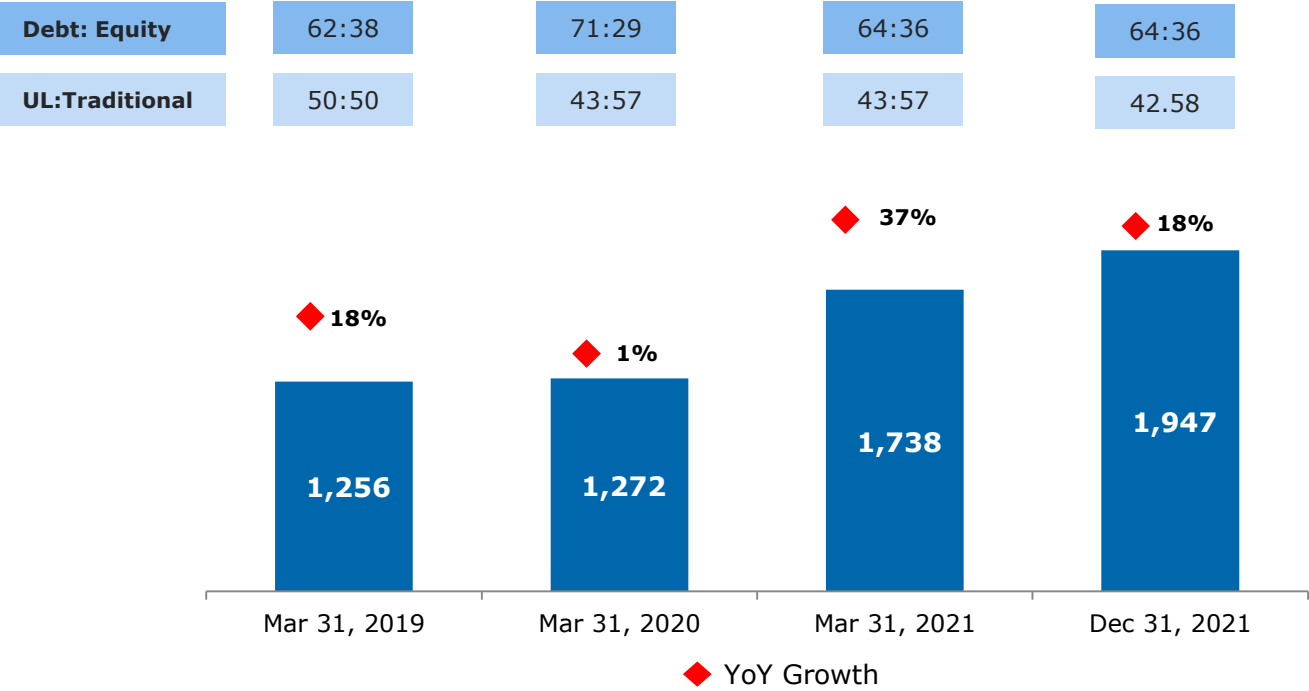
ESG

1. Post overrun total VNB for Individual and Group business

2. The tax rate is assumed to increase from 14.56% to 25% and hence all the currently taxed profits in policyholder/shareholder segments are taxed at a higher rate. It does not allow for the benefit of policyholder surplus being tax-exempt as was envisaged in the DTC Bill.

Assets under management

Rs bn



- Over 98% of debt investments in Government bonds and AAA rated securities as on December 31, 2021

Actuarial

Financial

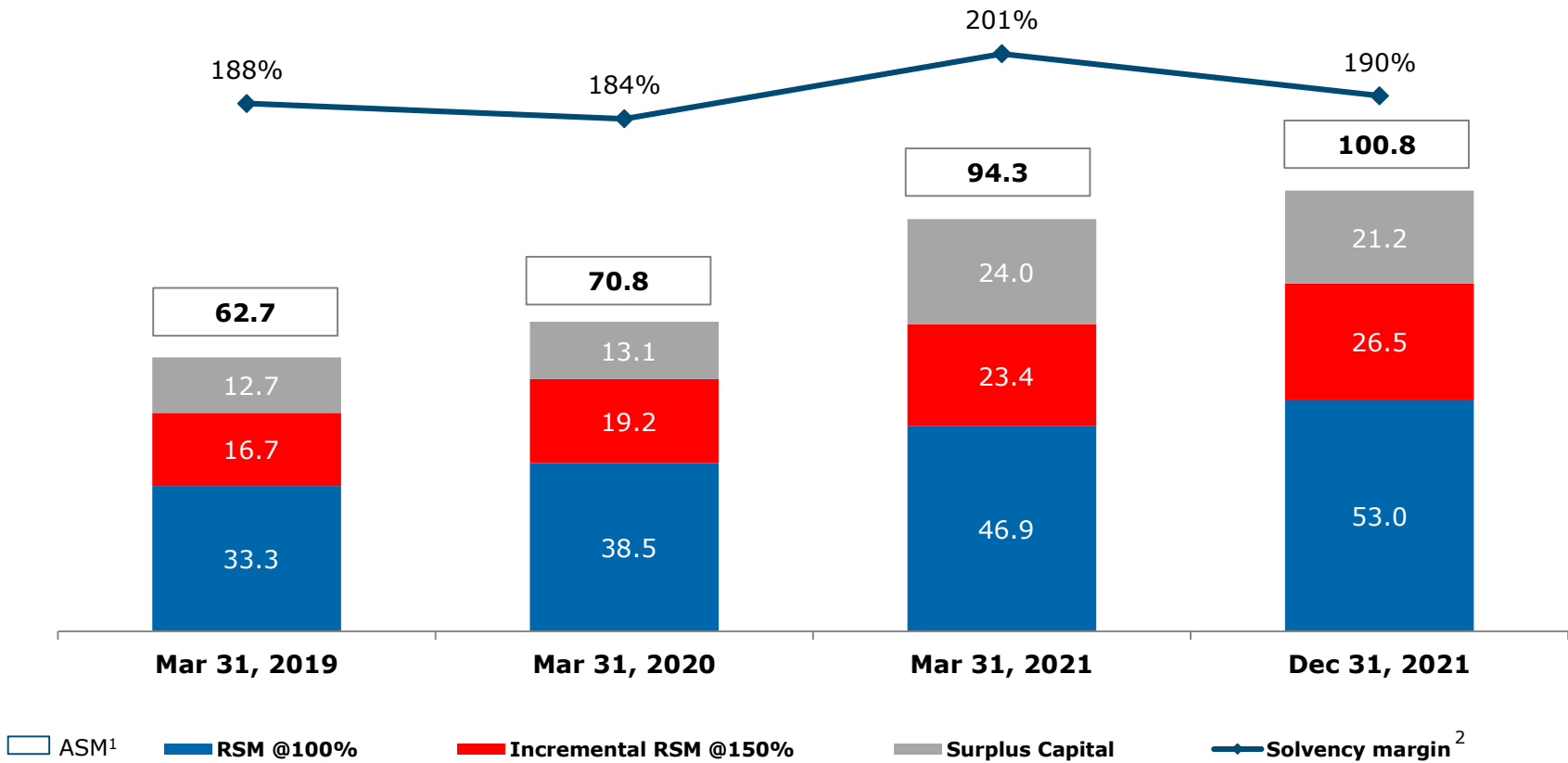
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Stable capital position

NB premium growth

32% 15% 17% 26%

Rs bn



Actuarial
Financial
ESG

Stable solvency ratio, augmented by steady accretion to backbook

1. ASM represents Available solvency margin and RSM represents Required solvency margin
2. Investment in subsidiaries not considered in solvency margin; Includes impact of final dividend of Rs 4.1 bn, paid out in Q2 FY22



Agenda

1

Performance Snapshot

2

Our Strategy

3

Customer Insights

4

Exide Life Transaction Update

5

Our approach to ESG

6

Annexures

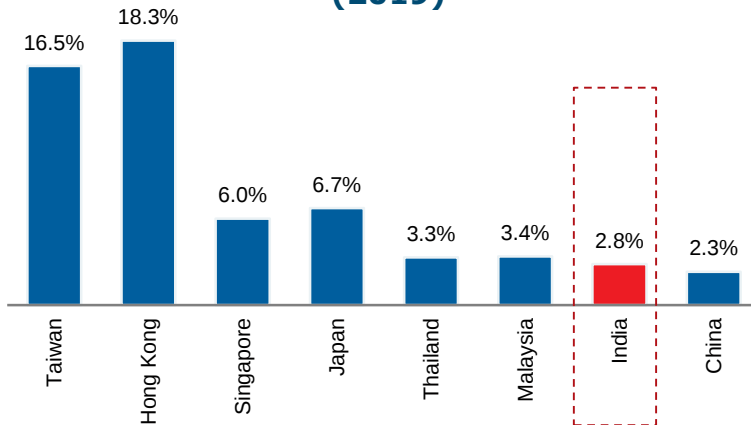
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India Life Insurance

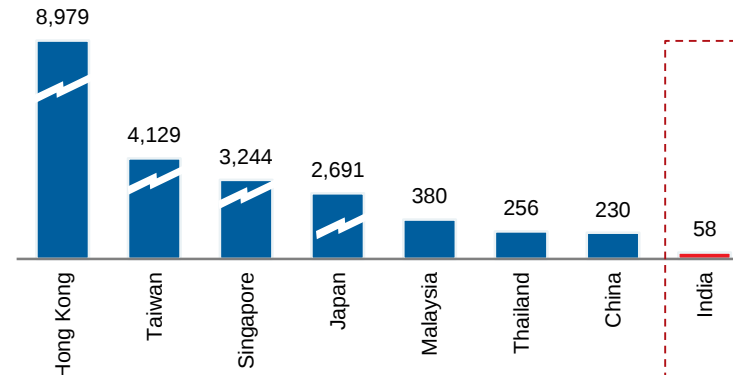


Growth opportunity: Under-penetration and favorable demographics

**Life Insurance penetration ¹
(2019)**

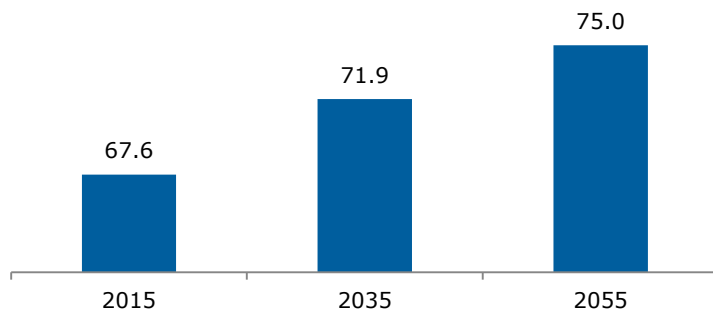


**Life Insurance density US\$ ²
(2019)**

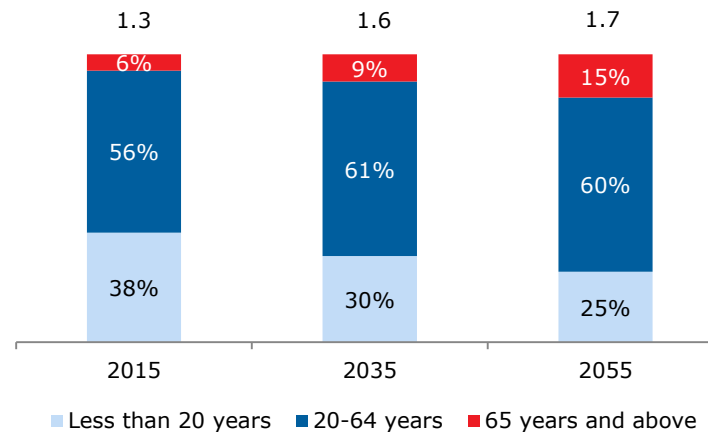


- India remains vastly under-insured, both in terms of penetration and density
- Huge opportunity to penetrate the underserved segments, with evolution of the life insurance distribution model

Life expectancy (Years)



Population composition (bn)



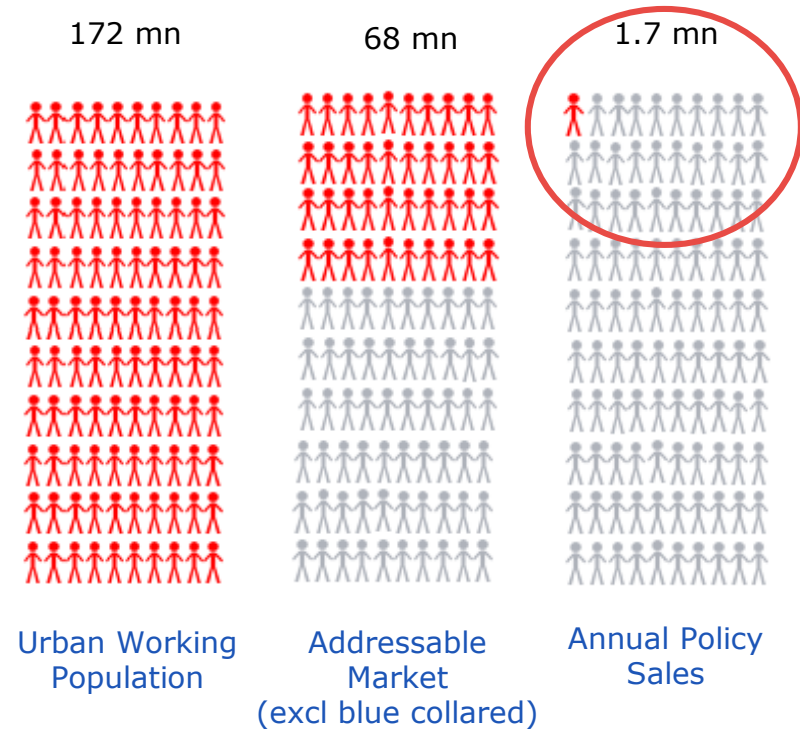
- India's insurable population estimated to be at ~1 bn by 2035
- Emergence of nuclear families and advancement in healthcare facilities lead to increase in life expectancy thus facilitating need for pension and protection based products

1. Penetration as measured by premiums as % of GDP,

2. Density defined as the ratio of premium underwritten in a given year to the total population

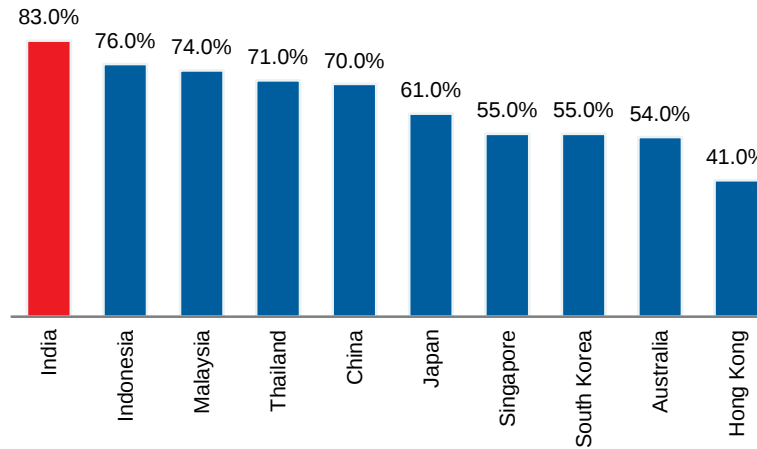
Source: Swiss Re (Based on respective financial year of the countries), MOSPI, United Nations World Populations Prospects Report (2017)

Low levels of penetration – Life protection



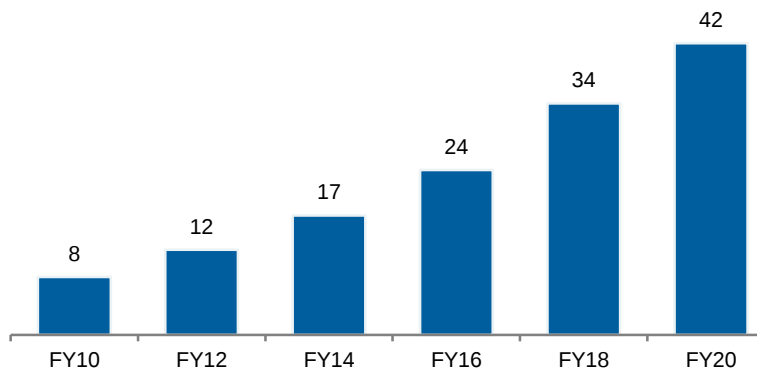
- Only 1 out of 40 people (2.5%) who can afford it, is buying a policy every year 1
- Even within the current set, Sum Assured as a multiple of Income is <1x

Protection gap ² (2019)



- India has the highest protection gap in the region, as growth in savings and life insurance coverage has lagged behind economic and wage growth
- Protection gap growth rate is predicted to grow at 4% per annum

Trend of retail loans ³ (Rs Tn.)



- Retail credit has grown at a CAGR of 18% over last 10 years
- Increasing retail indebtedness to spur need for credit life products
- Immense opportunity given:
 - Increasing adoption of credit
 - Enhancement of attachment rates
 - Improvement in value penetration
 - Widening lines of businesses

1. Goldman Sachs Report, March 2019

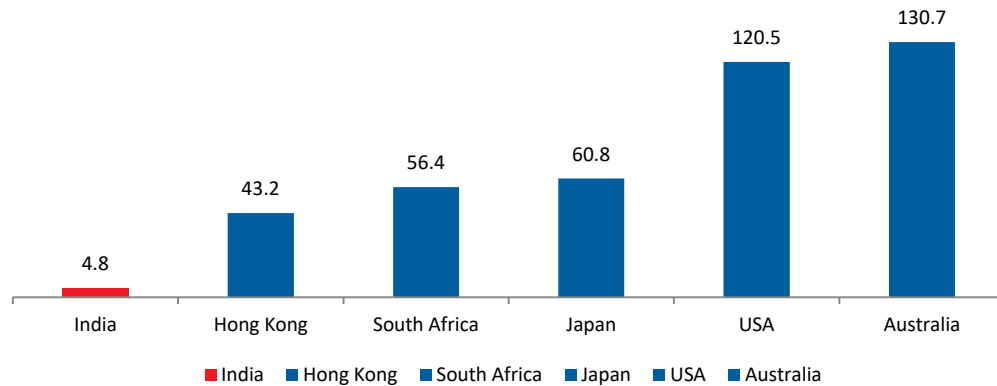
2. Swiss Re (Based on respective financial year of the countries)

3. Kotak institutional equities

Macro opportunity – Retiral solutions

India's pension market is under-penetrated at 4.8% of GDP

Pension Assets / GDP Ratio



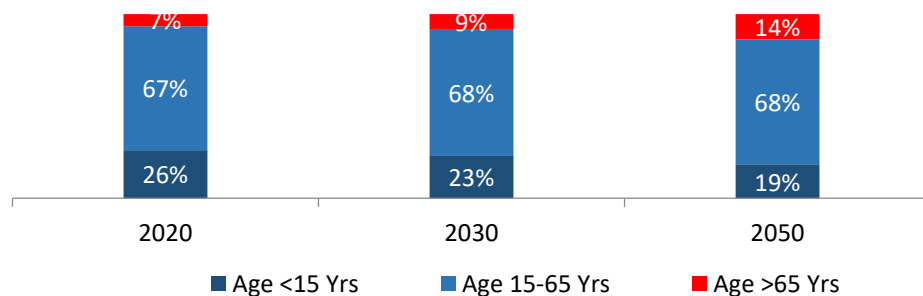
Improvements in life expectancy will lead to an average post retirement period of 20 years

Life expectancy at age 60



Elderly population is expected to almost triple by 2050

Ageing population

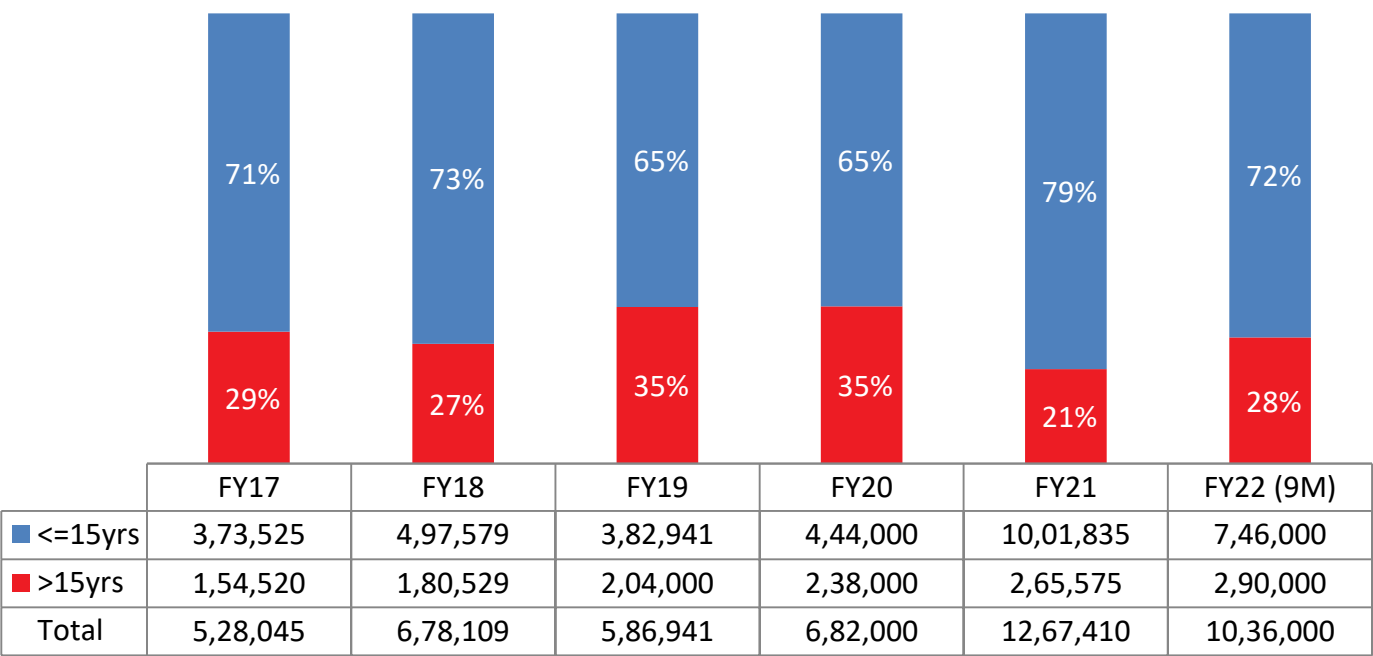


- Average household size has decreased from 4.6 in 2001 to 3.9 in 2018
- Total Pension AUM is expected to grow to Rs 118 Tn by 2030 (about 1/4th accounted by NPS)
- Mandatory schemes to increase coverage for both unorganized and organized sectors

Government bond auctions

Government Bonds – Tenorwise Issuance

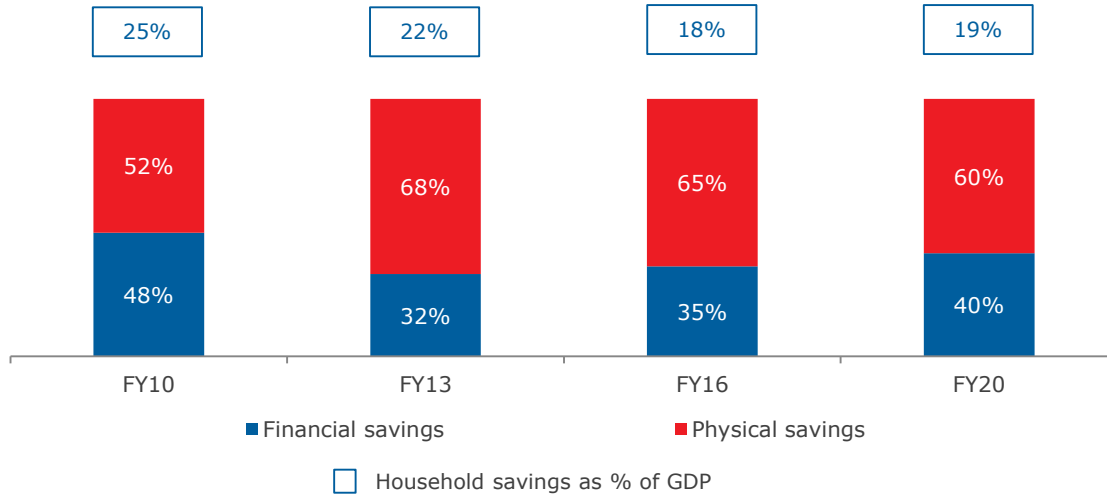
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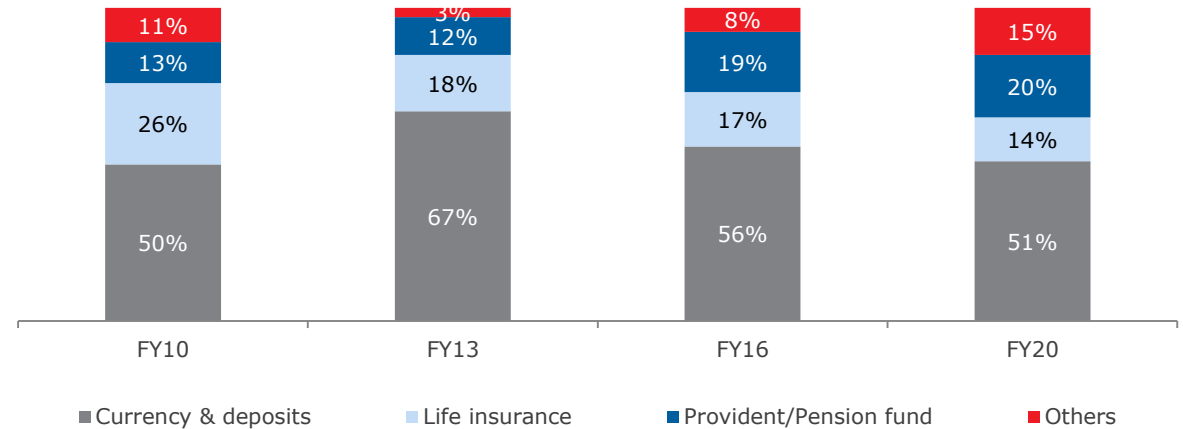
- Auction of >15 year maturity bonds has been ~25-30% on an average facilitates writing annuity business at scale

Life Insurance: A preferred savings instrument

Household savings composition

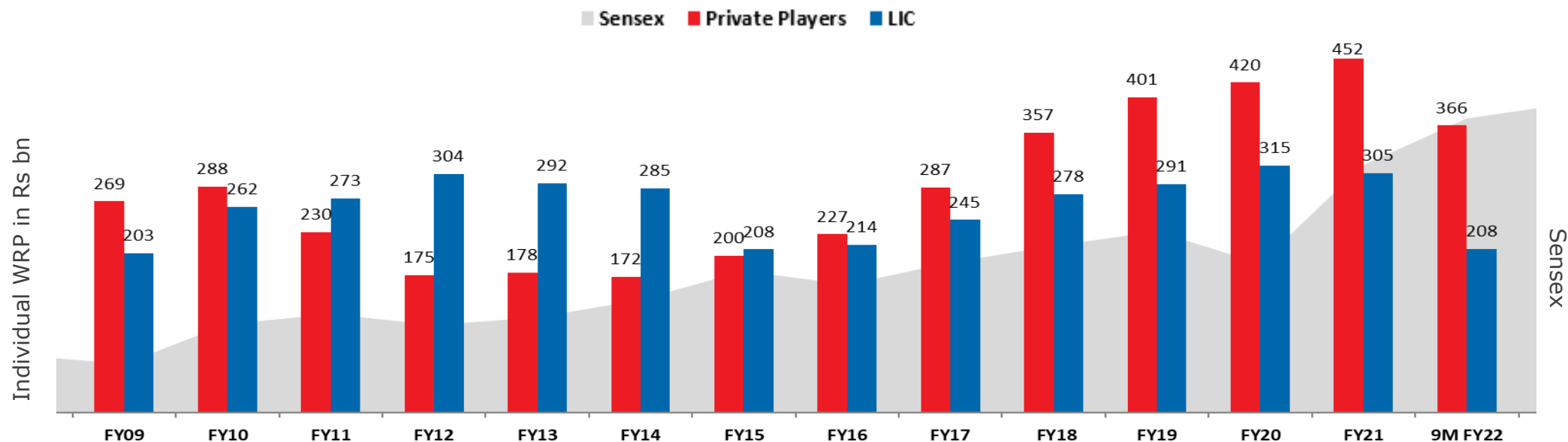


Financial savings mix



- Increasing preference towards financial savings with increasing financial literacy within the population
- Various government initiatives to promote financial inclusion:
 - Implementation of JAM trinity
 - Launch of affordable PMJJBY and PMSBY social insurance schemes
 - Atal Pension Yojana promoting pension in unorganized sector

Industry new business¹ trends



Private players Market share

	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	9M FY22
Private players Market share	57%	52%	46%	37%	38%	38%	49%	52%	54%	56%	58%	57%	60%	64%
Growth % Private	1%	7%	-20%	-24%	2%	-3%	16%	14%	26%	24%	12%	5%	8%	30%
Growth % LIC	-22%	29%	4%	11%	-4%	-2%	-27%	3%	15%	13%	5%	8%	-3%	5%
Growth % Overall	-10%	17%	-9%	-5%	-2%	-3%	-11%	8%	21%	19%	9%	6%	3%	20%

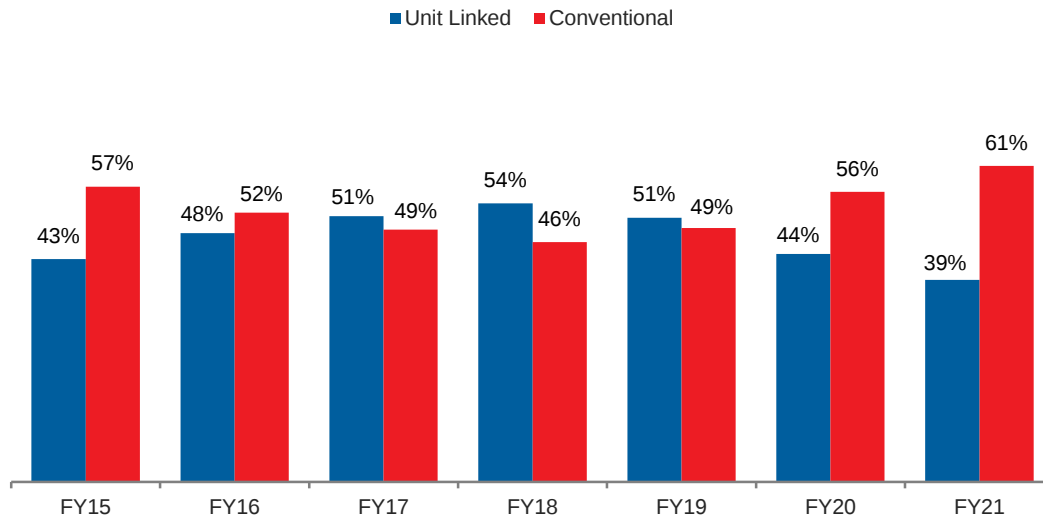
- Private sector gained higher Market share than LIC for the first time in FY16
- Amongst private insurers, insurers with a strong bancassurance platform continue to gain market share

1.Basis Individual Weighted Received Premium (WRP)

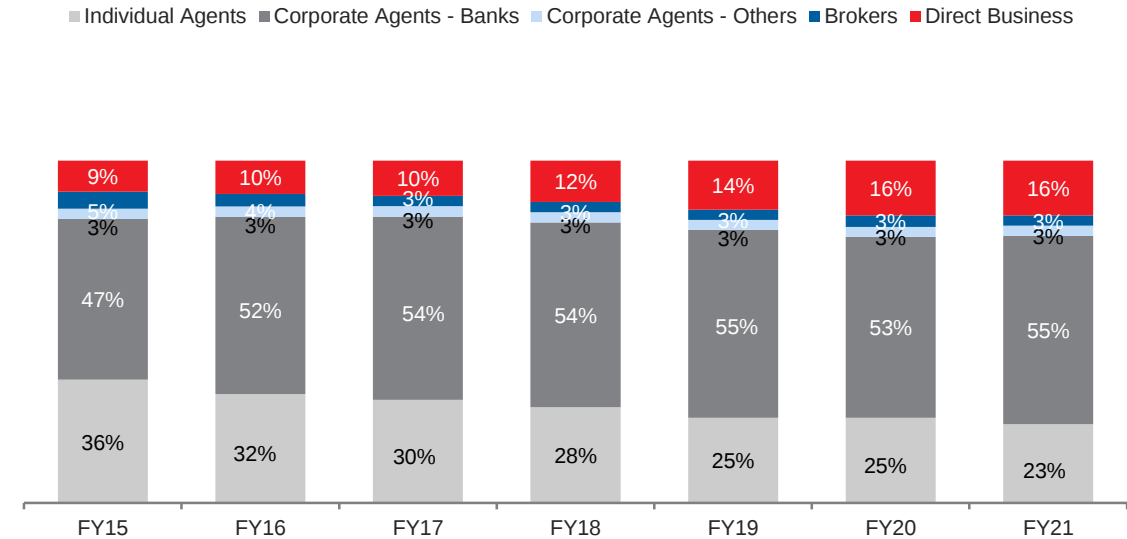
Source: IRDAI and Life Insurance Council

Private industry: Product and distribution mix

Product mix ¹



Distribution mix ²



- Product mix has recently moved towards conventional business for the private players with high focus on non-par savings, protection
- Banca sourced business continues to dominate the channel mix on the back of increasing reach of banks along with increase in share of direct channel

1. Basis Overall WRP (Individual and Group);

2. Basis Individual New business premia for all private players

Source: IRDAI and Life Insurance Council

Appendix

Financial and operational snapshot (1/2)

	9M FY22	9M FY21	Growth	FY21	FY20	FY19	CAGR	Rs bn.
<i>New Business Premium (Indl. + Group)</i>	170.7	135.5	26%	201.1	172.4	149.7	16%	
<i>Renewal Premium (Indl. + Group)</i>	144.7	121.3	19%	184.8	154.7	142.1	14%	
Total Premium	315.4	256.7	23%	385.8	327.1	291.9	15%	
Individual APE	55.8	46.6	20%	71.2	61.4	52.0	17%	
Overall APE	67.1	54.9	22%	83.7	74.1	62.6	16%	
Group Premium (NB)	90.1	67.6	33%	100.3	87.8	73.3	17%	
Profit after Tax	8.5	10.4	-18%	13.6	13.0	12.8	3%	
- Policyholder Surplus	2.4	6.9	-64%	7.3	10.9	9.0	-10%	
- Shareholder Surplus	6.1	3.6	70%	6.3	2.1	3.8	29%	
Dividend Paid ⁽¹⁾	4.1	-	NA	-	-	4.0	NA	
Assets Under Management	1,947.4	1,656.2	18%	1,738.4	1,272.3	1,255.5	18%	
Indian Embedded Value	295.4	250.5	18%	266.2	206.5	183.0	21%	
Net Worth ⁽²⁾	90.5	80.9	12%	84.3	69.9	56.6	22%	
NB (Individual and Group segment) lives insured (Mn.)	34.8	21.3	64%	39.8	61.3	51.4	-12%	
No. of Individual Policies (NB) sold (In 000s)	639.3	675.5	-5%	982.0	896.3	995.0	-1%	

1. Proposed final dividend of Rs 4.1 bn, to be paid in Q2 FY22 (subject to shareholders' approval)

2. Comprises share capital, share premium and accumulated profits/(losses)

Financial and operational snapshot (2/2)

		9M FY22	9M FY21	FY21	FY20	FY19
Overall New Business Margins (post overrun)		26.5%	25.6%	26.1%	25.9%	24.6%
Operating Return on EV	(1)	18.6%	18.3%	18.5%	18.1%	20.1%
Operating Expenses / Total Premium		12.2%	12.1%	12.0%	13.1%	13.1%
Total Expenses (OpEx + Commission) / Total Premium		16.3%	16.4%	16.4%	17.7%	17.0%
Return on Equity	(2)	13.0%	18.4%	17.6%	20.5%	24.6%
Solvency Ratio		190%	202%	201%	184%	188%
Persistency (13M / 61M)	(3)	92%/57%	89%/53%	90%/53%	88%/54%	84%/51%
Market Share (%)						
- Individual WRP		15.2%	16.4%	15.5%	14.2%	12.5%
- Group New Business		28.3%	27.3%	27.6%	29.0%	28.4%
- Total New Business		21.7%	22.3%	21.5%	21.5%	20.7%
Business Mix (%)						
- Product (UL/Non par savings/Annuity/Non par protection/Par)	(4)	26/33/5/6/30	28/30/5/7/33	24/31/5/7/34	28/41/4/8/19	55/15/5/7/18
- Indl Distribution (CA/Agency/Broker/Direct)	(4)	61/14/6/19	63/12/6/19	61/13/7/19	55/14/9/22	64/13/4/19
- Total Distribution (CA/Agency/Broker/Direct/Group)	(5)	23/6/2/16/53	25/6/2/17/50	25/6/2/17/50	23/7/3/17/51	26/7/2/16/49
- Share of protection business (Basis Indl APE)		6.3%	7.4%	6.8%	7.6%	6.7%
- Share of protection business (Basis Overall APE)		13.8%	12.6%	12.8%	17.2%	16.7%
- Share of protection business (Basis NBP)		22.4%	17.1%	19.6%	27.6%	27.0%

1. Pre excess mortality reserve (EMR) EVOP% is 18.6%; Post accounting for EMR, EVOP% stands at 16.2%

2. Calculated using net profit and average net worth for the period (Net worth comprises of Share capital, Share premium and Accumulated profits)

3. Individual persistency ratios (based on original premium)

4. Based on individual APE. UL: Unit Linked, Trad: Traditional, Par: Participating & CA: Corporate Agents. Percentages are rounded off

5. Based on total new business premium including group. Percentages are rounded off



Revenue and Profit & Loss A/c

Revenue A/c ¹		
	9M FY22	9M FY21
Premium earned	315.4	256.7
Reinsurance ceded	(4.4)	(4.2)
Income from Investments	178.2	266.6
Other Income	0.9	1.0
Transfer from Shareholders' Account	2.6	0.2
Total Income	492.8	520.3
Commissions	13.2	11.1
Expenses	38.0	30.8
GST on UL charges	2.7	2.6
Provision for taxation	0.3	0.9
Provision for diminution in value of investments	(2.6)	(1.0)
Benefits paid	211.2	132.6
Change in valuation reserve	215.1	332.1
Bonuses Paid	11.0	4.5
Total Outgoings	488.9	513.6
Surplus	4.1	6.6
Transfer to Shareholders' Account	5.1	7.0
Funds for future appropriation - Par	(1.0)	(0.4)
Total Appropriations	4.1	6.6

Profit and Loss A/c ¹ Rs bn		
	9M FY22	9M FY21
Income		
Interest and dividend income	3.7	3.2
Net profit/(loss) on sale	2.7	0.6
Transfer from Policyholders' Account	5.1	7.0
Other Income	0.0	0.0
Total	11.5	10.8
Outgoings		
Transfer to Policyholders' Account	2.6	0.2
Expenses	0.3	0.2
Interest on convertible debentures	0.3	0.2
Provision for diminution in value of investments	(0.3)	(0.2)
Provision for Taxation	0.1	0.0
Total	3.0	0.4
Profit for the year as per P&L Statement	8.5	10.4

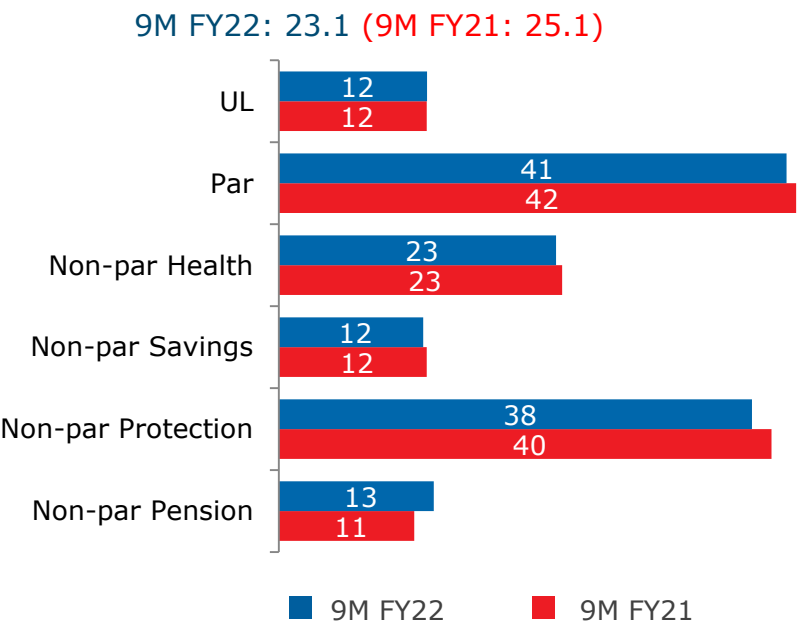
Balance sheet

	Dec 31, 2021 ¹	Dec 31, 2020	Mar 31, 2021
Shareholders' funds			
Share capital (including Share premium)	26.8	24.8	25.0
Accumulated profits	63.7	56.1	59.3
Fair value change	1.4	2.3	2.1
Sub total	91.9	83.2	86.4
Borrowings	6.0	6.0	6.0
Policyholders' funds			
Fair value change	25.3	27.4	25.6
Policy Liabilities	998.6	793.6	855.2
Provision for Linked Liabilities	776.3	694.9	709.6
Funds for discontinued policies	43.0	38.1	38.0
Sub total	1,843.2	1,554.0	1,628.4
Funds for future appropriation (Par)	8.9	8.4	9.9
Total Source of funds	1,950.0	1,651.6	1,730.7
Shareholders' investment	89.8	82.1	85.4
Policyholders' investments: Non-linked	1,038.3	841.1	905.4
Policyholders' investments: Linked	819.3	733.0	747.6
Loans	5.9	3.8	4.2
Fixed assets	3.4	3.3	3.4
Net current assets	(6.7)	(11.7)	(15.4)
Total Application of funds	1,950.0	1,651.6	1,730.7

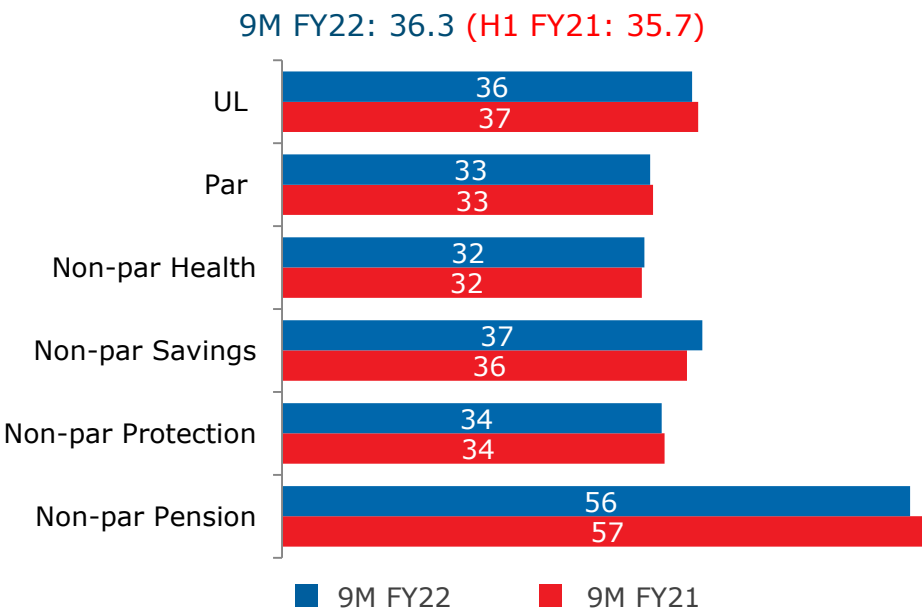
Rs bn

Segment wise average term and age¹

Average Policy Term excluding annuity (Yrs)



Average Customer Age excluding annuity (Yrs)



- Focus on long term insurance solutions, reflected in terms of long policy tenure
- Extensive product solutions catering customer needs across life cycles from young age to relatively older population

Summary of Milliman report on our ALM approach – FY20

Scope of review	Portfolios reviewed
- Assess appropriateness of ALM strategy to manage interest rate risk in non-par savings business - Review sensitivity of value of assets and liabilities to changes in assumptions	- Portfolio 1: Savings and Protection – All non-single premium non-par savings contracts and group protection products - Portfolio 2: All immediate and deferred annuities

Description	Stress scenarios tested	Net asset liability position
Interest rate scenarios	Parallel shifts/ shape changes in yield curve within +- 150 bps of March 31 st 2020 Gsec yield curve	Changes by < 4.5%
Interest rate + Demographic scenarios	Interest rate variation + changes in future persistency/ mortality experience	Changes by < 7%
100% persistency and low interest rates	100% persistency with interest rates falling to 4% p.a. for next 5 years, 2% p.a for years 6 -10 and 0% thereafter	Still remains positive

Opinion and conclusion

ALM strategy adopted for Portfolios 1 and 2 is appropriate to:

- **meet policyholder liability cash flows**
- **protect net asset-liability position thereby limiting impact on shareholder value**



Indian Embedded value: Methodology and Approach (1/2)

Overview

Indian Embedded Value (IEV) consists of:

- **Adjusted Net Worth (ANW)**, consisting of:
 - Free surplus (FS);
 - Required capital (RC); and
- **Value of in-force covered business (VIF)**: Present value of the shareholders' interest in the earnings distributable from assets allocated to the covered business, after making sufficient allowance for the aggregate risks in the covered business.

Components of Adjusted Net Worth (ANW)

- **Free surplus (FS)**: FS is the Market value of any assets allocated to, but not required to support, the in-force covered business as at the valuation date. The FS has been determined as the adjusted net worth of the Company (being the net shareholders' funds adjusted to revalue assets to Market value), less the RC as defined below.
- **Required capital (RC)**: RC is the amount of assets attributed to the covered business over and above that required to back liabilities for the covered business. The distribution of this to shareholders is restricted. RC is set equal to the internal target level of capital equal to 170% of the factor-based regulatory solvency requirements, less the funds for future appropriations ("FFA") in the participating funds.

Indian Embedded value: Methodology and Approach (2/2)

Components of Value in-force covered business (VIF)

- **Present value of future profits (PVFP):** PVFP is the present value of projected distributable profits to shareholders arising from the in-force covered business determined by projecting the shareholder cash flows from the in-force covered business and the assets backing the associated liabilities.
- **Time Value of Financial Options and Guarantees (TVFOG):** TVFOG reflects the value of the additional cost to shareholders that may arise from the embedded financial options and guarantees attaching to the covered business in the event of future adverse market movements. Intrinsic value of such options and guarantees is reflected in PVFP.
- **Frictional costs of required capital (FC):** FC represents the investment management expenses and taxation costs associated with holding the RC. VIF includes an allowance for FC of holding RC for the covered business. VIF also includes an allowance for FC in respect of the encumbered capital in the Company's holdings in its subsidiaries.
- **Cost of residual non-hedgeable risks (CRNHR):** CRNHR is an allowance for risks to shareholder value to the extent that these are not already allowed for in the TVFOG or the PVFP. In particular, the CRNHR makes allowance for:
 - asymmetries in the impact of the risks on shareholder value; and
 - risks that are not allowed for in the TVFOG or the PVFP.

CRNHR has been determined using a cost of capital approach. CRNHR is the present value of the cost of capital charge levied on the projected capital in respect of the material risks identified.

Embedded Value: Economic assumptions¹

Years	Forward rates %		Spot rates %	
	As at Dec 31, 2020	As at Dec 31, 2021	As at Dec 31, 2020	As at Dec 31, 2021
1	3.54	4.04	3.48	3.96
2	4.63	5.42	4.00	4.62
3	5.55	6.29	4.47	5.11
4	6.26	6.94	4.87	5.51
5	6.79	7.41	5.21	5.84
10	7.80	8.26	6.25	6.80
15	7.65	8.03	6.65	7.15
20	7.28	7.62	6.78	7.24
25	6.97	7.28	6.80	7.22
30	6.76	7.05	6.77	7.16

Glossary (Part 1)

- **APE (Annualized Premium Equivalent)** - The sum of annualized first year regular premiums and 10% weighted single premiums and single premium top-ups
- **Backbook surplus** – Surplus accumulated from historical business written
- **Conservation ratio** - Ratio of current year renewal premiums to previous year's renewal premium and first year premium
- **Embedded Value Operating Profit ("EVOP")** – Measure of the increase in the EV during any given period, excluding the impact on EV due to external factors like changes in economic variables and shareholder-related actions like capital injection or dividend pay-outs.
- **First year premiums** - Regular premiums received during the year for all modes of payments chosen by the customer which are still in the first year. For example, for a monthly mode policy sold in March 2021, the first instalment would fall into first year premiums for 2020-21 and the remaining 11 instalments in the first year would be first year premiums in 2021-22
- **New business received premium** - The sum of first year premium and single premium.
- **New business strain** – Strain on the business created due to revenues received in the first policy year not being able to cover for expenses incurred

Glossary (Part 2)

- **Operating expense** - It includes all expenses that are incurred for the purposes of sourcing new business and expenses incurred for policy servicing (which are known as maintenance costs) including shareholders' expenses. It does not include commission.
- **Operating expense ratio** - Ratio of operating expense (including shareholders' expenses) to total premium
- **Proprietary channels** – Proprietary channels include agency and direct
- **Protection Share** - Share of protection includes annuity and health
- **Persistency** – The proportion of business retained from the business underwritten. The ratio is measured in terms of number of policies and premiums underwritten.
- **Renewal premiums** - Regular recurring premiums received after the first year
- **Solvency ratio** - Ratio of available solvency Margin to required solvency Margins
- **Total premiums** - Total received premiums during the year including first year, single and renewal premiums for individual and group business
- **Weighted received premium (WRP)** - The sum of first year premium and 10% weighted single premiums and single premium top-ups

Disclaimer

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