

LIC outperforms the Private Players in Total WRP

Exhibit: Market share trend

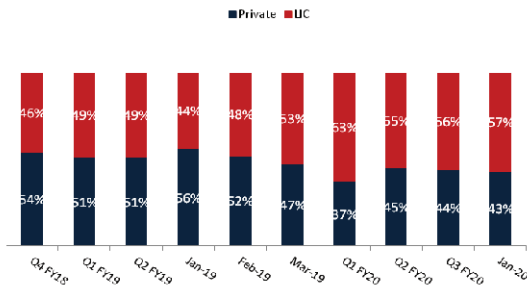
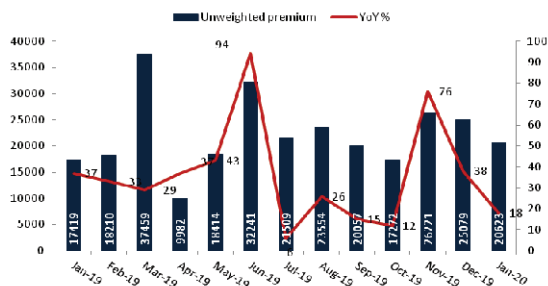


Exhibit: Trend in industry



- Total weighted received premium for the month of January'20 stood at Rs. 11047 crores implying a 46% YoY growth and a MoM degrowth of 9%.
- LIC has seen a stellar growth in the year 2019 as compared to 2018. In the calendar year LIC saw growth in total weighted premium at 92% from Rs.39106 crores in 2018 to Rs.75111 crore in 2019. The private players saw a moderated growth at 18% from Rs.44293 crore in 2018 to Rs.52192 crore in 2019.
- Individual weighted premium of the industry saw decent uptick in the growth figures for the month of January'20 at 45.8%. The growth was aided by 10.2% growth in the private sector and 98.5% growth in LIC's premium.
- Among the new business premium in total weighted basis, SBI Life leads the pack in terms of market share as it has captured 11.3% of the market share. Other listed players like HDFC Life & ICICI Prudential Life have a current market share of 6.0% and 6.7% respectively in the month of January'20. Max Life stood at 3.9%.
- The highest growth in new business premium on total weighted basis was witnessed by LIC and Future Generali Life at 87% and 137% respectively. Listed life insurance players saw a muted growth in the month of January'20 at HDFC Life (12%), ICICI Prudential Life (5%), SBI Life (17%) and Max Life (17%).
- SBI Life, HDFC Life and ICICI Prudential life constitute of 49% of all the policies sold by private insurers. SBI Life sold 25%, HDFC Life and ICICI Prudential Life sold 13% and 12% respectively.
- The overall policies sold in the month of January 2020 have increased by 81% on a yearly basis to 4691297 policies from 2596369 policies a year ago mostly aided by individual non-single premium growth in LIC's business.

Exhibit : New business premium on total weighted basis

Insurer	Jan-20	Jan-19	YoY %	MoM %	% of Share
Bajaj Allianz	227	184	23	-3	2.1
Bharti Axa	54	51	7	-14	0.5
Birla Sun Life	174	180	-3	-21	1.6
Canara HSBC Life	97	88	10	-29	0.9
Edelweiss Tokio	38	32	19	-8	0.3
Exide Life	76	67	13	-3	0.7
Future Generali	95	40	137	81	0.9
HDFC Standard Life	666	594	12	-13	6.0
ICICI Prudential Life	741	703	5	-11	6.7
IDBI Federal Life	27	43	-38	11	0.2
Kotak Mahindra Life	229	186	23	-42	2.1
Max Life	435	373	17	-9	3.9
PNB Metlife	136	124	10	-16	1.2
Reliance Nippon Life	72	78	-7	-34	0.7
SBI Life	1243	1060	17	-21	11.3
Shriram Life	39	33	17	-33	0.4
Tata AIA	286	210	36	-18	2.6
Private Total	4798	4234	13	-17	43.4
LIC	6249	3334	87	-2	56.6
Grand Total	11047	7568	46	-9	

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Exhibit : Unweighted Premium of private players

As per the unweighted premium growth future generali & Max Life saw highest growth rate at 130% and 29%

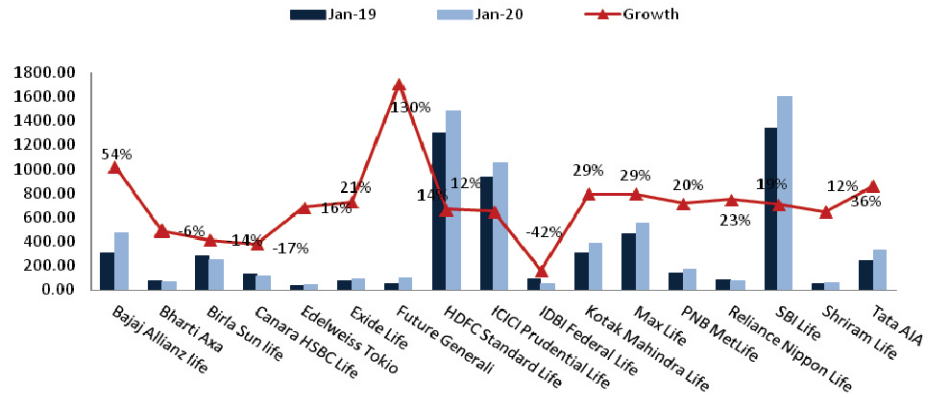


Exhibit : New business premium on individual weighted basis

Insurer	Jan-20	Jan-19	YoY growth %	MoM growth %
Bajaj Allianz	187	152	23	-4
Bharti Axa	53	49	9	-15
Birla Sun Life	155	161	-3	-23
Canara HSBC Life	94	82	14	-30
Edelweiss Tokio	35	31	12	-10
Exide Life	67	60	12	-8
Future Generali	31	23	37	-29
HDFC Standard Life	570	511	12	-16
ICICI Prudential Life	622	654	-5	-16
IDBI Federal Life	25	41	-39	12
Kotak Mahindra Life	161	140	15	-27
Max Life	418	364	15	-10
PNB Metlife	126	115	9	-18
Reliance Nippon Life	71	70	1	-30
SBI Life	1,187	1,015	17	-21
Shriram Life	37	30	20	-35
Tata AIA	268	205	31	-21
Private Total	4,245	3,855	10	-18
LIC	5,185	2,612	99	82
Grand Total	9,430	6,467	46	17

Exhibit : Persistency Ratio of 13th month

New business premiums give only half a picture about the business of a company, persistency ratio shows the full picture and shows if the premium payers continue the paying pattern till the maturity is reached. Generally 13th,25th,37th,49th and 61st month's persistency ratios are calculated.

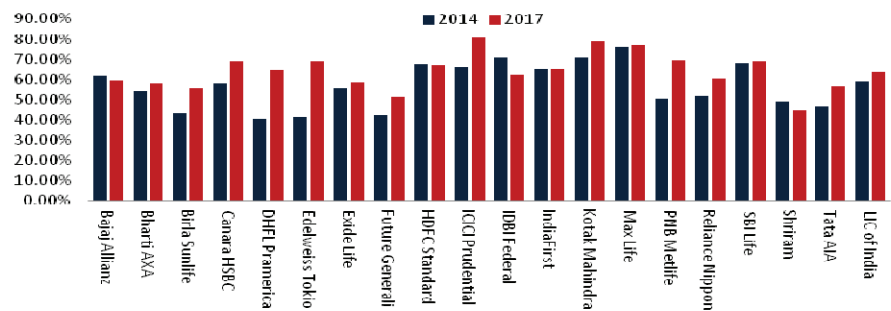


Exhibit : Persistency Ratio of 61st month

The persistency ratios of all the private players have increased significantly notifying that the quality of customers and service both have improved while LIC still has the same ratio it had in 2014.

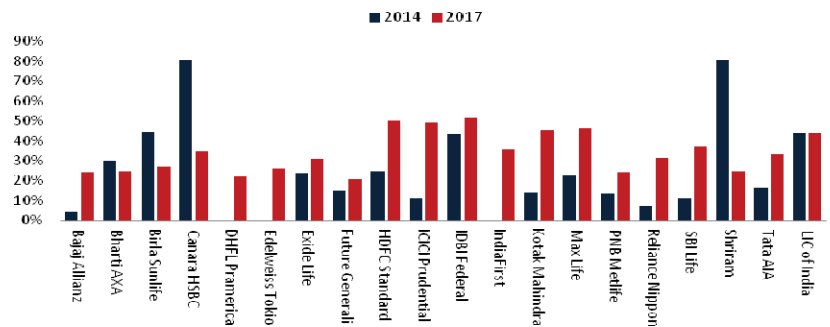


Exhibit : Average ticket size in individual regular premium

Insurer	Jan-19	Jan-20	YoY %
Bajaj Allianz	53364	60782	14
Bharti Axa	41668	43187	4
Birla Sun Life	72414	74952	4
Canara HSBC Life	87248	86764	-1
Edelweiss Tokio	39782	44612	12
Exide Life	33785	44723	32
Future Generali	50188	54087	8
HDFC Standard Life	84064	102009	21
ICICI Prudential Life	83867	97552	16
IDBI Federal Life	76241	113128	48
Kotak Mahindra Life	62623	86393	38
Max Life	75758	90166	19
PNB Metlife	68976	69697	1
Reliance Nippon Life	37795	46855	24
SBI Life	71785	81638	14
Shriram Life	22974	16420	-29
Tata AIA	75577	65179	-14
LIC	25083	17456	-30

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