|  |  |  |  |
| --- | --- | --- | --- |
|  | SBI Life | ICICI Life | HDFC Life |
| AUM | Rs 97,736 Cr | Rs 122,919 Cr | Rs 91,737 Cr |
| Embedded Value | Rs 16,538 Cr | Rs 16,184 Cr | Rs 12,389 Cr |
| RoEV | 23% | 16.5% | 21% |
| ROA | 0.99% | 1.37% | 0.97% |
| ROE | 17.55% | 26.24% | 25.7% |
| ROIC | 87.86% | 34.34% | 41% |
| RoNW | 18.56% | 22.33% | 23.23% |
| VNB Margin | 15.4% | 10.1% (Q1FY18 – 10.7%) | 21.6% |
| Commission Ratio | 3.73% | 3.6% | 4.1% |
| Operating Expense Ratio | 7.83% | 11.4% | 12.6% |
| Market Share | Retail Weighted – 20.69%  Total Premium – 17.82% | Retail Weighted – 22.33%  Total Premium – 18.96% | Retail Weighted – 12.67%  Total Premium – 16.49% |
| Bancassurance Partners | SBI, SIB, PSB and 17 RRBs | ICICI, SCB | HDFC, RBL, Saraswat Co-op |
| Persistency  (by premium) | 13th – 81%  25th- 73%  37th- 66%  49th – 65%  61st- 68% | 13th – 86%  25th- 74%  37th- 67%  49th – 59%  61st- 56% | 13th – 81%  25th- 73%  37th- 64%  49th – 58%  61st- 57% |
| Product Mix  (New Business) | Protection – 1.48%  ULIPs – 78.97%  Non par- 2.66%  Par – 16.89% | Protection –3.9%  ULIPs –84%  Non par- 1.1 %  Par – 9.6% | Protection –21.8%  ULIPs – 52%  Non par- 13%  Par –35% |
| Distribution  (New Business) | Bancassurance – 54.58%  Ind. Agent – 43.69%  Direct –  Corp Agent –  Others - | Bancassurance – 57%  Ind. Agent – 23%  Direct – 1.7%  Corp Agent – 6.1%  Others – 11.9% | Bancassurance – 52%  Ind. Agent – 31%  Direct – 11%  Corp Agent – 3%  Others -3% |
| Net Cash Added Ratio | 53.9% | 32.9% | 48.7% |
| Claim Settlement Ratio | 97.98% | 96.9% | 99.16% |
| Solvency Ratio | 204% | 281% | 192% |
| Mis-selling Ratio | 0.2% | 0.76% | 0.6% |
| Branches | 803 | 512 | 414 |