

Ref. No.: MUM/SEC/163-11/2023

November 29, 2022

To,

The Manager Listing Department **BSE** Limited Phiroze Jeejeebhoy Towers **Dalal Street** Mumbai - 400 001

The Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot C/1 G Block, Bandra Kurla Complex, Mumbai - 400 051

Scrip code: Equity (BSE: 540716/ NSE: ICICIGI); Debt (NSE: ILGI29)

Dear Sir/Madam,

Subject: Corporate presentation

Please find enclosed herewith corporate presentation.

The above information will also be made available on the Company's website at www.icicilombard.com.

You are requested to kindly take the same on your records.

Thanking you.

Yours faithfully,

For ICICI Lombard General Insurance Company Limited

Vikas Mehra **Company Secretary**

Encl. As above

Alternate No.: +91 8655222666 (Chargeable) Email: customersupport@icicilombard.com Website: www.icicilombard.com

New Linking Road, Malad (West), Mumbai - 400 064



Corporate Presentation

Agenda

- Industry Overview
- Company Strategy
- ESG Initiatives





Agenda

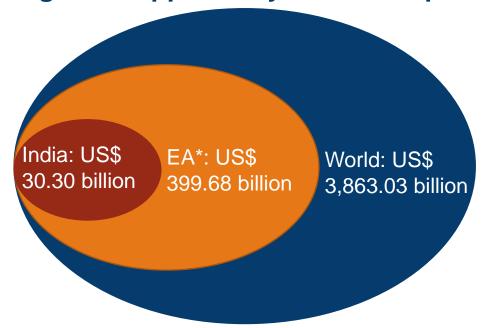
- Industry Overview
- Company Strategy
- ESG Initiatives



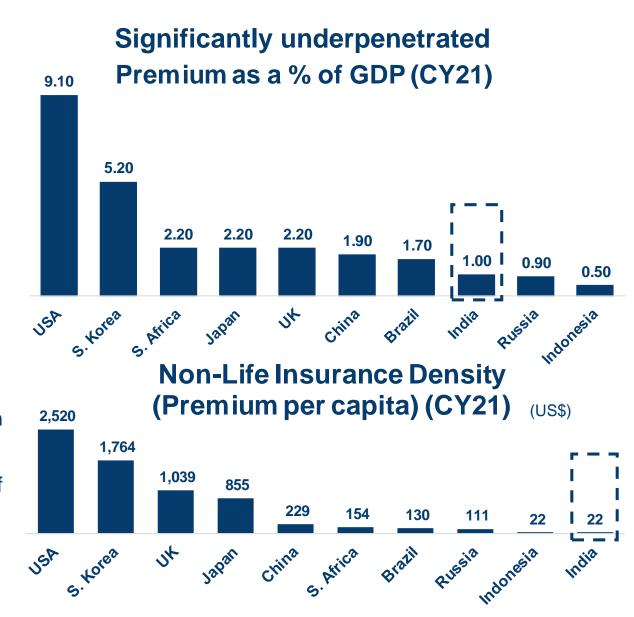


India Non - life Insurance Market - Large Addressable Market

Massive growth opportunity in non-life premiums

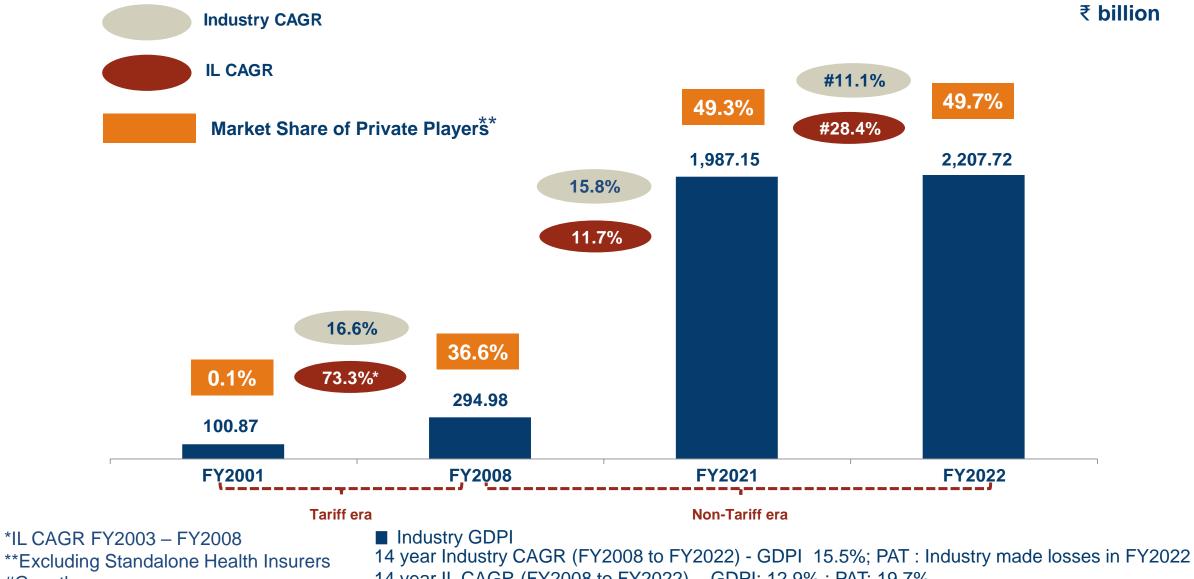


- 4th largest non-life insurance market in Asia and 14th largest globally in 2021
- Non-life Insurance penetration in India was around 1/4th of Global Average in 2021
- Operates under a "cash before cover" model





Industry has witnessed steady growth



#Growth CICI Lombard

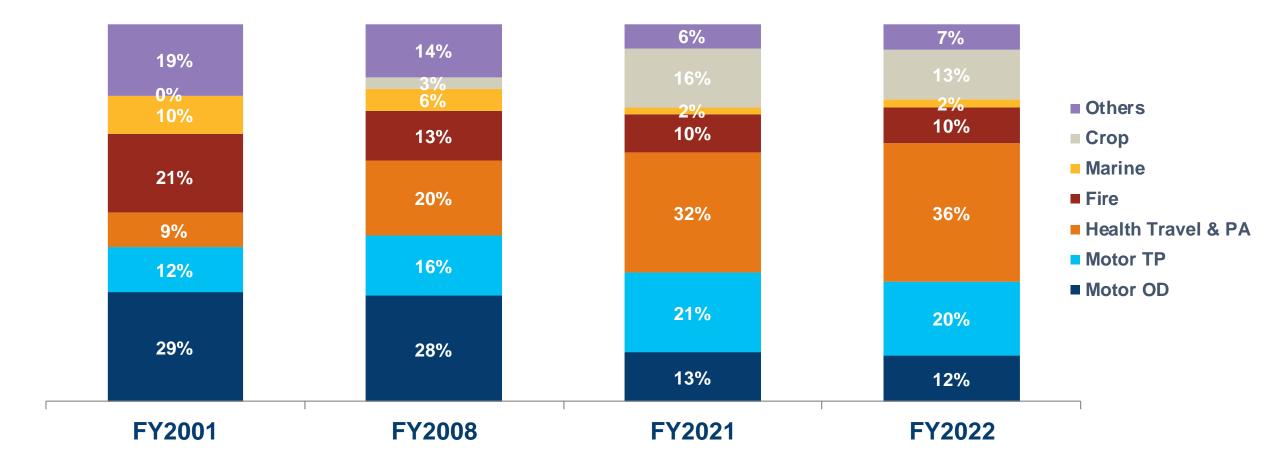
Vibhave Vaade

14 year IL CAGR (FY2008 to FY2022) - GDPI: 12.9%; PAT: 19.7%

Source: IRDAI and GI Council

Industry business overview

Product Mix





Agenda

- Industry Overview
- Company Strategy
- ESG Initiatives





ICICI Lombard - Strategy



Diversified Product Mix and Distribution



Excellence in Customer service and Technology

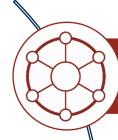


Robust Risk Framework

Financial Performance & Sustained Value Creation



ICICI Lombard - Strategy



Diversified Product Mix and Distribution



Excellence in Customer service and Technology



Robust Risk Framework

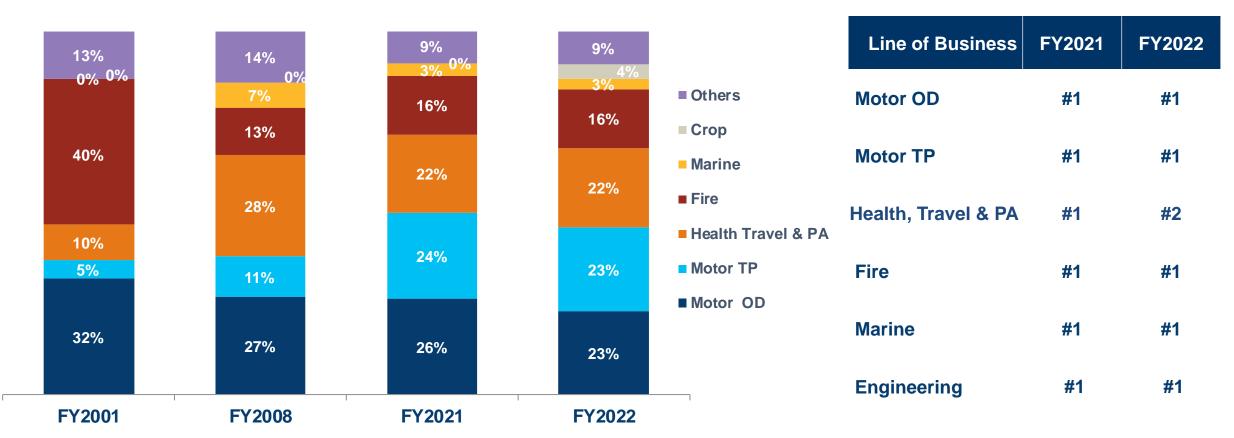
Financial Performance & Sustained Value Creation



Diversified Product Mix and Distribution

Product Mix

Rank amongst Private Sector Multi-**Product insurance (GDPI basis)**



Diversified product mix- motor, health, travel & personal accident, fire, marine and others



ICICI Lombard - Strategy



Diversified Product Mix and Distribution



Excellence in Customer service and Technology



Robust Risk Framework

Financial Performance & Sustained Value Creation



Comprehensive Product Portfolio - Motor

										\ Dillion	
				65.8%		70.9%		68.4%		72.0%	
				70.20		82.80		32.46		37.09	
Motor GD	PI Mix										
Туре	H12022	H12023	tor	33.35		42.12					
Private car	56.5%	49.6%	⊠	36.85		40.68		15.82		19.39	
Two Wheeler	26.5%	27.0%			,		,	16.64	<u> </u>	17.70	¬
Commercial Vehicle	17.0%	23.4%		FY2021		FY2022		H12022		H12023	
Commercial Vernole	17.070	20.170		Loss Ra	atio (Mot	or Total	OD C	OPI TP GDI	PI

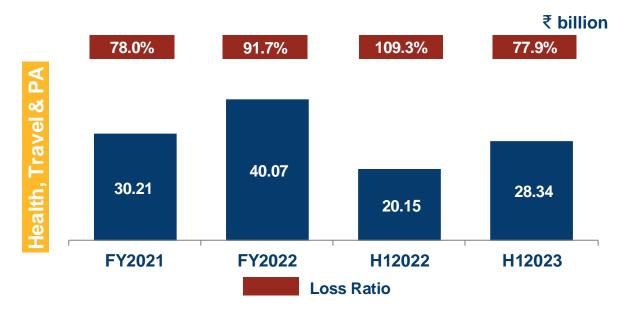
- Loss cost driven micro-segmentation
- Revision in base premium for Motor TP w.e.f. June 1, 2022
- Advance premium at September 30, 2022 : ₹ 34.34 billion (₹ 33.68 billion at March 31, 2022)



₹ billion

Comprehensive Product Portfolio – Health, Travel & PA

Health, Travel & P.	Health, Travel & PA GDPI Mix										
Туре	H12022	H12023									
Individual	21.6%	18.1%									
Group – Others	19.1%	26.4%									
Group Employer-Employee	59.1%	55.4%									
Mass	0.2%	0.1%									



- Investments made towards accelerating growth in areas of health distribution-
 - Retail health agency vertical grew by 30.7% for Q22023
- IL Take Care for customer engagement & servicing of health, motor and travel customers
 - More than 2.7 Mn user downloads till date (1.0 Mn user downloads in Q22023)

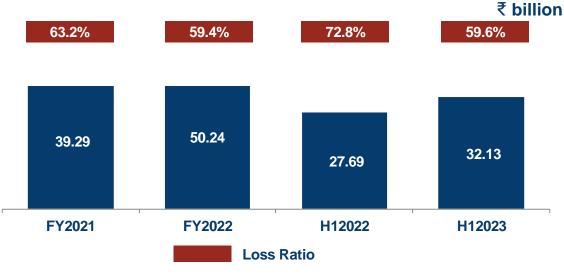


Comprehensive Product Portfolio – P&C

Market share in commercial lines

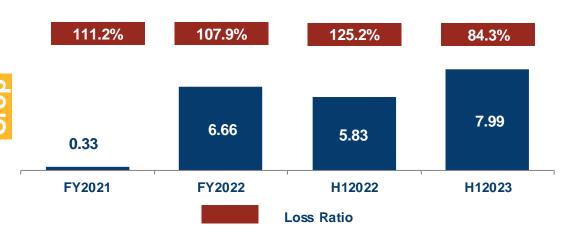
Property & Casua	alty (P&C) Market S	hare
Product	H12022	H12023
Fire	13.2%	12.8%
Engineering	15.7%	15.1%
Marine Cargo	18.4%	18.6%
Liability	17.5%	15.4%

63.2% Property & 39.29 FY2021



Crop

- Crop constitutes 7.6% of the product mix for H12023
- Covered farmers in 2 states and 10 districts in Kharif season in H12023
- Won 2 clusters in Maharashtra comprising of 7 districts
- Conservative reserving philosophy





Source: IRDAI & GI Council

Digital Opportunities

Policy Issuance

12.8 Mn Policies sourced in H12023

96.8% policies issued electronically in H12023 (97.3% in FY2022)



1.3 Mn Claims honored in H12023

79.9% Motor OD Claims through Instaspect in September 2022 (84.5% in March 2022)

Claims NPS of **63** in Q22023 (59 in Q12022)





Dynamic Workforce

14.0% Headcount productivity CAGR (FY2008 to FY2022)

End-to-end digital enablement for hybrid and part-time working

Cloud Adoption

First large insurer to move all core applications to the Cloud

Improved **agility**, increased **reliability** and continuous **innovation**

AI & ML Solutions

61.2% of group cashless claims approved through AI in September 2022 (59.3% in March 2022)

82.9% STP of motor break-in from Self Inspection app in September 2022 (84.6% in March 2022)

ICICI Lombard - Strategy



Diversified Product Mix and Distribution



Excellence in Customer service and Technology



Robust Risk Framework

Financial Performance & Sustained Value Creation



Risk Management

Underwriting

- Predictive ultimate loss model to improve risk selection
- Diversified exposure across geographies and products
- Historically lower proportion of losses from catastrophic events than overall market share

Reinsurance

- Spread of risk across panel of quality re-insurers
- Conservative level of catastrophe (CAT) protection

29

Investments

- Tighter internal exposure norms as against regulatory limits
- Invest high proportion of Debt portfolio 93.0% in sovereign or AAA rated securities*
 - All Debt securities are rated AA & above
 - Zero instance of default on the IL's debt portfolio since inception

Reserving

- IBNR utilization improving trend indicates robustness of reserves
- First Company in Industry to disclose reserving triangles in Annual report since FY2016

30



^{*} domestic credit rating

ICICI Lombard - Strategy



Diversified Product Mix and Distribution



Excellence in Customer service and Technology



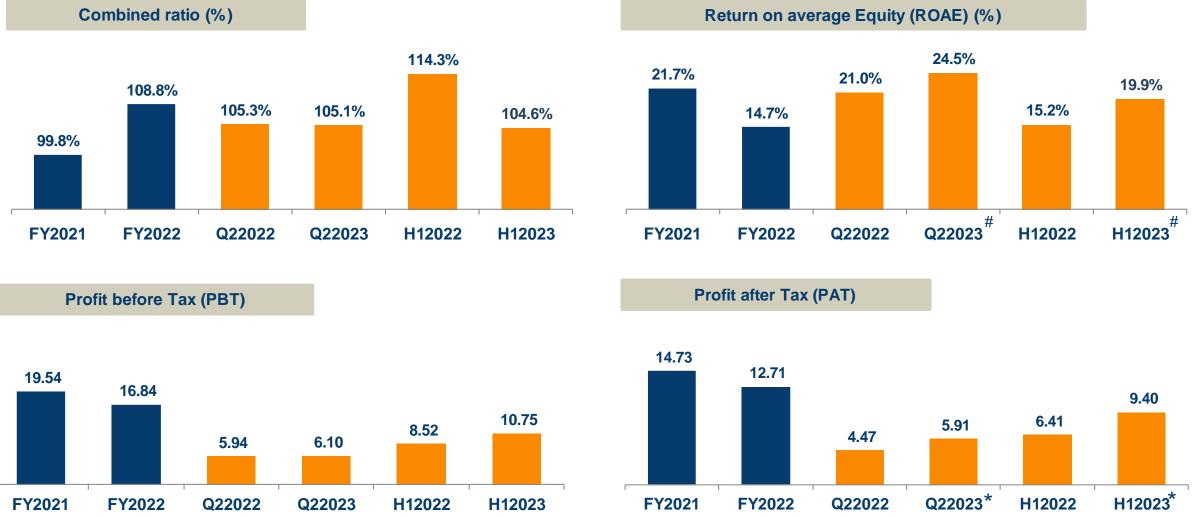
Robust Risk Framework

Financial Performance & Sustained Value Creation



Financial performance

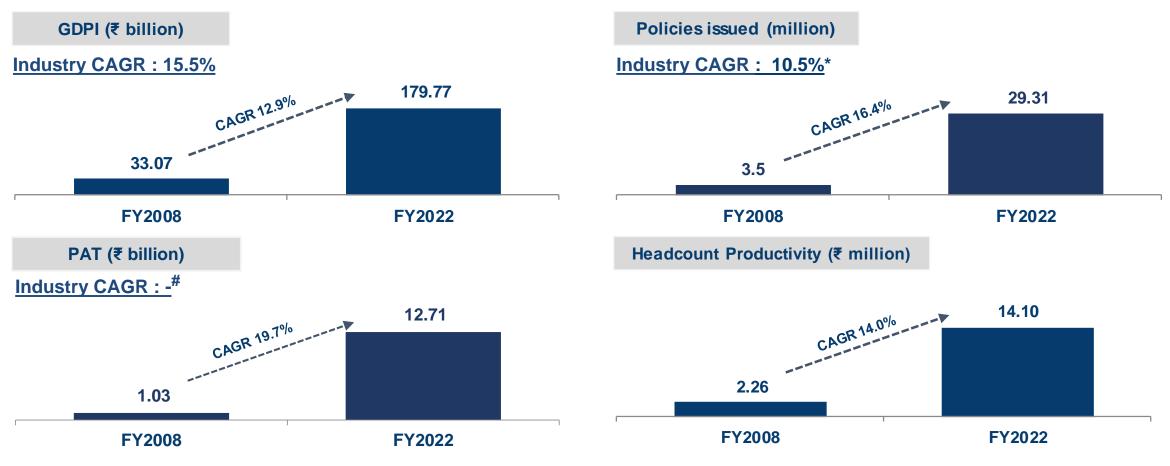




*PAT includes reversal of tax provision of ₹ 1.28 billion #Excluding reversal of tax provision, ROAE for Q2 and H12023 was 19.3% and 17.3% respectively



Sustainable value creation (1/2)



• Solvency Ratio at September 30, 2022: 2.47x as against minimum regulatory requirement of 1.50x

Source: GI Council and Public Disclosures

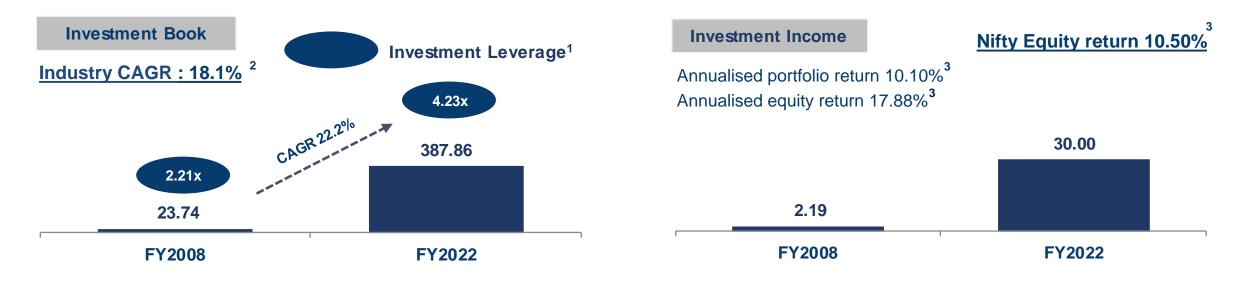


^{*} Denotes 14 years CAGR (FY2008 to FY2022)

[#] Industry made losses in FY2022

Sustainable value creation (2/2)

₹ billion



- Investment portfolio mix⁴ for H12023 : Corporate bonds 33.7%, G-Sec 48.3% and equity 12.0%
- Strong investment leverage

⁴ Investment portfolio mix at cost



¹ Total investment assets (net of borrowings) / net worth

² Denotes 14 years CAGR (FY2008 to FY2022)

³ Denotes CAGR from FY2008 to FY2022, Average portfolio return is inclusive of equity return

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Safeguarding environment



An overarching Policy on Environment Management



Responsible consumption

- Adapting methods to conserve natural resources and energy
- Prevent emissions on a sustainable basis;
 Procuring renewable energy
- Incorporating business processes that promote reduction in use of paper
- Reduce, Reuse and Recycle for consumables
- Effective disposal of E-waste



Environment friendly business practices

- Reducing carbon footprint by integrating digital tools for sourcing and servicing of business
- Offering environment friendly insurance solutions like insurance for renewable energy solar panel, electric vehicle insurance etc
- Value-added risk management solutions that enable customers to take effective measures towards reducing carbon footprint and catastrophic hazardous events impacting environment.
- Consideration of the environment and climate change in investment decisions



Protecting the environment

- Adopting green measures for communication across organisation
- Flexi-Able initiatives resulting in digitization, reduction in business travel and environmental footprint
- "Make a difference" awareness campaign for employees across verticals
- Focused efforts towards reducing carbon emissions
- GHG Emissions assured by an independent external assurance provider



Contributing the Social Way





Addressing customer needs

- Providing best-in-class experience
- Innovative products and services
- Al-based solutions and digital claim forms for instant renewals/claims
- Usage of cognitive computing to fasten claim processing, reducing overall response time
- Providing end to end digital solutions
- Robust grievance redressed mechanism



Creating value for employees

- Hiring from diverse skill sets; Employee friendly policies
- Building capabilities in knowledge, skills and competencies through intense and customized training programmes at defined stages of employee career
- DEI approach to promote higher representation of diversity
- Customised employee support programmes
- Driving a performance culture through differentiation and linkage to rewards



Enabling community awareness and development

- Aimed at community well-being in areas of skill development, sustainable livelihood, healthcare, road safety and wellness
- "Caring Hands" providing free spectacles for children with poor vision
- "Ride to Safety" raising awareness for road safety and bringing about behavioral change
- "Niranjali" to provide children with clean and safe drinking water
- For seeking offsets of GHG emissions installed
 "Solar panels" on school roof tops
- IL TakeCare app influencing behaviour to reduce health care and other cost in longer term



Strong Governance





Robust Structure

- Optimum mix of Executive/Non-Executive Directors as per Policy on Board Diversity
- Performance evaluation of Board, Committees, Chairperson, Individual Directors
- ERM framework* for managing core risks and robust internal Risk Governance framework of executive committees
- Integrating ESG as key risk into ERM framework
- CSR & Sustainability Board Committee oversight to drive ESG
- Voluntary disclosure of BRSR (For more information Click Here)



Code of conduct

- Conducting business with highest standards of compliance and ethics
- Zero tolerance approach towards
 Fraud
- Policies like Prohibition of Insider Trading, Anti-Money Laundering
- Encouraging to report concerns through Whistle Blower Policy



Data protection

- Dedicated Information Security Council
- Enforcing leading practices and controls through effective Cyber security Policy and Framework
- Focused approach to cyber security with the triad of Confidentiality, Integrity and Availability (CIA)
- Adopted leading practices in Cloud Security** and expanded the ambit of Information Security** certification
- Implemented data security controls and practices



For more information on our ESG performance, please Click Here



Thank you

Loss Ratio

Particulars	FY2021	FY2022	Q22022	Q22023	H12022	H12023
Motor OD	62.2%	68.1%	62.8%	74.3%	64.0%	74.0%
Motor TP	69.7%	74.0%	74.6%	66.6%	73.4%	70.1%
Health, Travel & PA	78.0%	91.7%	71.4%	81.8%	109.3%	77.9%
Crop	111.2%	107.9%	126.5%	85.2%	125.2%	84.3%
Fire	63.7%	53.1%	64.6%	40.4%	75.1%	48.5%
Marine	83.3%	77.6%	89.9%	71.9%	86.7%	69.4%
Engineering	57.7%	69.3%	54.8%	84.2%	64.5%	74.1%
Other	52.7%	51.3%	61.7%	63.5%	61.8%	60.6%
Total	68.6%	75.1%	69.8%	72.8%	79.5%	72.5%



Abbreviations & Glossary:

AI - Artificial Intelligence

API – Application Programming Interface

AY - Accident Year

Banca - Bancassurance

BRSR – Business Responsibility and Sustainability Reporting

CAGR – Compounded Annual Growth Rate

CY – Calendar Year

D2C – Direct to Consumers

DEI - Diversity, Equity & Inclusion

EA – Emerging Asia Markets

ESG – Environmental, Social and Governance

FY - Financial Year

G-Sec – Government Securities

GDP - Gross Direct Product

GDPI – Gross Direct Premium Income

GHG – Green house Gas

GHI - Group Health Insurance

GI Council - General Insurance Council

GWP – Gross Written Premium

IBNR – Incurred But Not Reported

IL - ICICI Lombard General Insurance Company Limited

IT - Information Technology

IMTPIP - Indian Third Party Insurance Pool

InvIT- Infrastructure Investment Trust

IoT – Internet of Things

IRDAI - Insurance Regulatory and Development Authority of India

ML- Machine Learning

Motor TP – Motor Third Party

Mn - Million

NEP – Net Earned Premium

NWP – Net Written Premium

NPS – Net Promoter Score

OD – Own Damage

PA - Personal Accident

PAT – Profit After Tax

PBT – Profit Before Tax

P&C - Property & Casualty

POS – Point of Sales

REIT- Real Estate Investment Trust

ROAE – Return on Average Equity

SEBI - Securities Exchange Board of India

STP - Straight through processing

w.e.f. - With effect from

₹ - Indian Rupees

TP – Third Party

US\$ - United State's dollar

VO – Virtual Office

"x" - times



- Unless specified as standalone, all the other numbers in the presentation for the current year are on merged basis
- For calculation of CAGR merged entity figures are considered for FY2022

Impact of catastrophic events: Historical snapshot

₹ billion

Catastrophic Event	Year	Economic Losses	Insured losses*	Our Share of Insured losses
Cyclone Tauktae*	2021	150.00	15.00	10.2%**
Cyclone Yaas*	2021	200.00	7.00	0.4%**
Cyclone Amphan*	2020	1,000.00	15.00	8.0%**
Maharashtra, Gujarat, Karnataka, Kerala & other states Floods	2019	709.70**	20.00	3.4%
Cyclone Fani	2019	120.00	12.25	2.6%
Kerala floods	2018	300.00	25.00	2.7%
Chennai floods	2015	150.00	49.40	6.2%
Cyclone Hudhud	2014	715.00	41.60	2.0%
J&K floods	2014	388.05	15.60	2.5%
North-east floods	2014	393.30	15.60	***

^{*} estimates based on market sources

^{***}There was no separate reporting of losses resulting from these floods since this did not rise to the level of a catastrophic event for us Other sources: Google search & estimates



^{**}Combined for IL and BAGI

Incurred Losses and Allocated Expenses (Ultimate Movement)

As at March 31, 2022	Prior*	AY 13	AY 14	AY 15	AY 16	AY 17	AY 18	AY 19	AY 20	AY 21	AY 22
End of First Year	105.47	34.23	44.87	44.37	49.39	59.24	62.46	77.00	87.33	83.76	101.17
One year later	105.54	33.09	43.15	44.19	48.63	59.29	60.42	75.64	85.21	81.82	
Two years later	105.48	32.75	43.09	43.83	48.11	58.81	59.34	75.33	84.76		
Three years later	106.38	32.69	43.13	43.17	47.72	58.47	58.53	74.73			
Four years later	106.91	32.82	42.59	42.96	47.21	58.00	57.62				
Five years later	107.15	32.53	42.40	42.35	47.04	57.78					
Six years later	107.47	32.55	42.09	42.36	47.01						
Seven Years later	107.56	32.60	42.12	42.19							
Eight Years later	107.34	32.59	42.11								
Nine Years later	107.69	32.59									
Ten Years later	107.73										
Deficiency/ (Redundancy) (%)	2.1%	-4.8%	-6.2%	-4.9%	-4.8%	-2.5%	-7.8%	-2.9%	-2.9%	-2.3%	

Unpaid Losses and Loss Adjusted Expenses

As at March 31, 2022	Prior*	AY 13	AY 14	AY 15	AY 16	AY 17	AY 18	AY 19	AY 20	AY 21	AY 22
End of First Year	16.18	14.63	21.93	21.88	25.43	31.33	38.29	43.57	45.95	43.07	47.54
One year later	9.80	7.51	12.67	14.89	17.36	20.28	21.59	31.09	32.74	27.69	
Two years later	7.71	5.98	10.64	12.53	14.47	15.90	17.93	22.82	28.80		
Three years later	7.15	4.93	9.16	10.20	12.20	13.04	15.79	20.39			
Four years later	6.29	4.37	7.45	8.76	9.99	11.59	13.83				
Five years later	5.59	3.47	6.33	7.07	9.09	10.45					
Six years later	5.01	3.07	5.19	6.60	8.38						
Seven Years later	4.37	2.65	4.76	5.97							
Eight Years later	3.56	2.46	4.43								
Nine Years later	3.66	2.24									
Ten Years later	3.45										



Reserving Triangle Disclosure – IMTPIP

₹ billion

Incurred Losses and Allocated Expenses (Ultimate Movement)

As at March 31, 2022	AY08	AY 09	AY 10	AY 11	AY 12	AY 13
End of First Year						2.71
One year later					3.85	2.72
Two years later				4.49	3.85	3.54
Three years later			5.81	4.49	5.52	3.61
Four years later		6.16	5.81	5.79	5.72	3.68
Five years later	2.61	6.16	6.16	5.88	6.17	4.13
Six years later	2.61	6.46	6.28	6.29	6.86	4.16
Seven Years later	2.86	6.55	6.39	6.74	6.85	4.15
Eight Years later	2.95	6.69	6.89	6.73	6.85	4.21
Nine Years later	3.00	6.98	6.89	6.74	6.86	4.33
Ten Years later	3.09	6.98	6.89	6.93	6.99	
Eleven Years later	3.09	6.98	6.97	7.10		
Twelve Years later	3.09	7.19	7.16			
Thirteen Years later	3.09	7.40				
Fourteenth Years later	3.16					
Deficiency/ (Redundancy) (%)	10.3%	14.5%	16.2%	22.7%	26.5%	22.4%

Unpaid losses and Loss Adjustment Expenses

As at March 31, 2022	AY08	AY 09	AY 10	AY 11	AY 12	AY 13
End of First Year						2.67
One year later					3.41	2.30
Two years later				3.14	2.57	2.47
Three years later			3.17	2.38	2.89	1.92
Four years later		2.67	2.51	2.41	2.28	1.50
Five years later	0.86	2.05	2.17	1.83	2.04	1.57
Six years later	0.63	1.89	1.70	1.70	2.29	1.29
Seven Years later	0.72	1.50	1.41	1.74	1.83	1.01
Eight Years later	0.65	1.23	1.52	1.40	1.43	0.94
Nine Years later	0.55	1.19	1.18	1.10	1.29	0.91
Ten Years later	0.52	0.89	0.89	1.11	1.21	
Eleven Years later	0.43	0.63	0.85	1.05		
Twelve Years later	0.32	0.69	0.91			
Thirteen Years later	0.28	0.75				
Fourteen Years later	0.27					



Reserving Triangle Disclosure – Motor-TP (excluding IMTPIP)

₹ billion

As at March 31, 2022	Prior*	AY 13	AY 14	AY 15	AY 16	AY 17	AY 18	AY 19	AY 20	AY 21	AY 22
End of First Year	11.06	5.81	10.74	12.63	15.97	17.05	19.98	24.41	31.55	25.15	28.07
One year later	12.03	5.79	10.59	12.76	16.01	17.18	19.89	24.45	31.23	25.15	
Two years later	12.07	5.91	10.86	12.99	16.11	17.13	19.65	24.14	31.23		
Three years later	12.68	6.00	11.10	12.93	16.10	16.94	18.94	23.87			
Four years later	12.96	6.16	11.00	12.95	15.88	16.56	18.20				
Five years later	13.35	6.18	10.99	12.65	15.76	16.45					
Six years later	14.03	6.31	10.85	12.62	15.75						
Seven Years later	14.25	6.35	10.85	12.48							
Eight Years later	14.30	6.46	10.85								
Nine Years later	14.75	6.46									
Ten Years later	14.83										
Deficiency/ (Redundancy) (%)	34.1%	11.2%	1.0%	-1.2%	-1.4%	-3.5%	-8.9%	-2.2%	-1.0%	0.0%	

Unpaid Losses and Loss Adjusted Expenses

As at March 31, 2022	Prior*	AY 13	AY 14	AY 15	AY 16	AY 17	AY 18	AY 19	AY 20	AY 21	AY 22
End of First Year	6.59	5.75	10.61	12.51	15.79	16.83	19.82	24.22	30.88	24.78	27.51
One year later	6.23	5.17	9.52	11.55	14.32	15.39	18.17	21.93	28.52	22.39	
Two years later	4.95	4.45	8.38	10.23	12.40	13.33	15.88	20.07	25.95		
Three years later	4.43	3.74	7.37	8.73	10.71	11.36	14.15	18.30			
Four years later	3.73	3.28	6.19	7.64	8.97	10.15	12.48				
Five years later	3.31	2.74	5.35	6.26	8.24	9.24					
Six years later	3.29	2.48	4.38	5.82	7.61						
Seven Years later	2.88	2.10	4.03	5.26							
Eight Years later	2.44	2.04	3.73								
Nine Years later	2.68	1.84									
Ten Years later	2.55										



Reserving Triangle Disclosure – Others (excluding Motor-TP)

Incurred Losses and Allocated Expenses (Ultimate Movement)

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	MI	ш	UII

As at March 31, 2022	Prior*	AY 13	AY 14	AY 15	AY 16	AY 17	AY 18	AY 19	AY 20	AY 21	AY 22
End of First Year	94.40	28.43	34.13	31.74	33.42	42.19	42.48	52.58	55.78	58.61	73.11
One year later	93.52	27.30	32.57	31.43	32.62	42.11	40.54	51.19	53.98	56.67	
Two years later	93.41	26.84	32.23	30.84	32.00	41.68	39.69	51.18	53.53		
Three years later	93.70	26.68	32.03	30.25	31.62	41.53	39.59	50.86			
Four years later	93.95	26.67	31.59	30.00	31.33	41.43	39.42				
Five years later	93.80	26.35	31.42	29.70	31.28	41.33					
Six years later	93.45	26.24	31.24	29.74	31.26						
Seven Years later	93.31	26.25	31.27	29.71							
Eight Years later	93.04	26.14	31.26								
Nine Years later	92.94	26.13									
Ten Years later	92.89										
Deficiency/ (Redundancy) (%)	-1.6%	-8.1%	-8.4%	-6.4%	-6.5%	-2.0%	-7.2%	-3.3%	-4.0%	-3.3%	

Unpaid Losses and Loss Adjusted Expenses

As at March 31, 2022	Prior*	AY 13	AY 14	AY 15	AY 16	AY 17	AY 18	AY 19	AY 20	AY 21	AY 22
End of First Year	9.60	8.88	11.32	9.37	9.64	14.50	18.48	19.34	15.08	18.28	20.04
One year later	3.57	2.35	3.15	3.34	3.04	4.89	3.43	9.16	4.22	5.30	
Two years later	2.76	1.53	2.26	2.29	2.07	2.57	2.05	2.75	2.84		
Three years later	2.72	1.19	1.79	1.47	1.49	1.68	1.64	2.09			
Four years later	2.55	1.10	1.26	1.12	1.01	1.44	1.35				
Five years later	2.27	0.72	0.98	0.81	0.85	1.21					
Six years later	1.73	0.59	0.80	0.78	0.77						
Seven Years later	1.48	0.55	0.72	0.71							
Eight Years later	1.12	0.42	0.71								
Nine Years later	0.98	0.40									
Ten Years later	0.90										



Safe harbor:

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'would', 'indicating', 'expected to' etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion in business, the impact of any acquisitions, technological implementation and changes, the actual growth in demand for insurance products and services, investment income, cash flow projections, our exposure to market risks, policies and actions of regulatory authorities; impact of competition; the impact of changes in capital, solvency or accounting standards, tax and other legislations and regulations in the jurisdictions as well as other risks detailed in the reports filed by ICICI Bank Limited, our Promoter company with the United States Securities and Exchange Commission. ICICI Bank and we undertake no obligation to update forward-looking statements to reflect events or circumstances after the date there

