

Ref. No.: MUM/SEC/11-04/2020

April 19, 2019

To,
The Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Tower
Dalal Street
Mumbai - 400001

The Manager
Listing Department
The National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor, Plot C/1,
G Block, Bandra-Kurla Complex
Mumbai - 400051

BSE SCRIP Code: 540716

NSE Symbol: ICICIGI

Dear Sir/Madam,

Disclosure under Regulation 30 read with Schedule III and Regulation 46(2) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Regulations, 2015

Ref: Investor Presentation – Audited Financial Results for the quarter and financial year ended March 31, 2019.

In compliance with above mentioned Regulation, please find enclosed the Investors Presentation on the Audited Financial Results for the quarter and financial year ended March 31, 2019 of the Company.

You are requested to kindly take same on records.

Thanking you,

Yours Sincerely,

For ICICI Lombard General Insurance Company Limited



Vikas Mehra
A7 Company Secretary

Encl: As above

ICICI Lombard General Insurance Company Limited

AA

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/19

IRDA Reg. No. 115

CIN: L67200MH2000PLC129408

Mailing Address:

Registered Office:

Toll free No. : 1800 2666

401 & 402, 4th Floor, Interface 11, ICICI Lombard House, 414, Veer Savarkar Marg,

Alternate No.: +91 8655222666 (Chargeable)

New Linking Road, Malad (West), Near Siddhi Vinayak Temple, Prabhadevi,

Email: customersupport@icicilombard.com

Mumbai - 400 064.

Mumbai - 400 025.

Website: www.icicilombard.com

FY2019

Performance Review

Agenda

- Company Strategy
- Financial Performance
- Industry Overview



Agenda

- **Company Strategy**
- Financial Performance
- Industry Overview



Strategy: Market leadership + Profitable growth

Leverage and Enhance market leadership

- Leverage our strong brand, competitive advantage and broad network of distribution partners
- Expand customer base and offerings

Enhance product offerings and distribution channels

- Focus on agency channel, retail health segment, SME insurance market and cross sell opportunities
- Continuous innovation to introduce new products and value added services

Capturing new market opportunities

- Expand footprint in small towns, rural areas
- Increase penetration in the digital Eco system
- Monitor emerging risk segments

Improve operating and financial performance through investments in technology

- Reduce Combined ratio using risk selection and data analytics
- Maintain robust reserves
- Increasing distribution and servicing capabilities without human intervention
- Increase operational efficiency using artificial intelligence and machine learning techniques



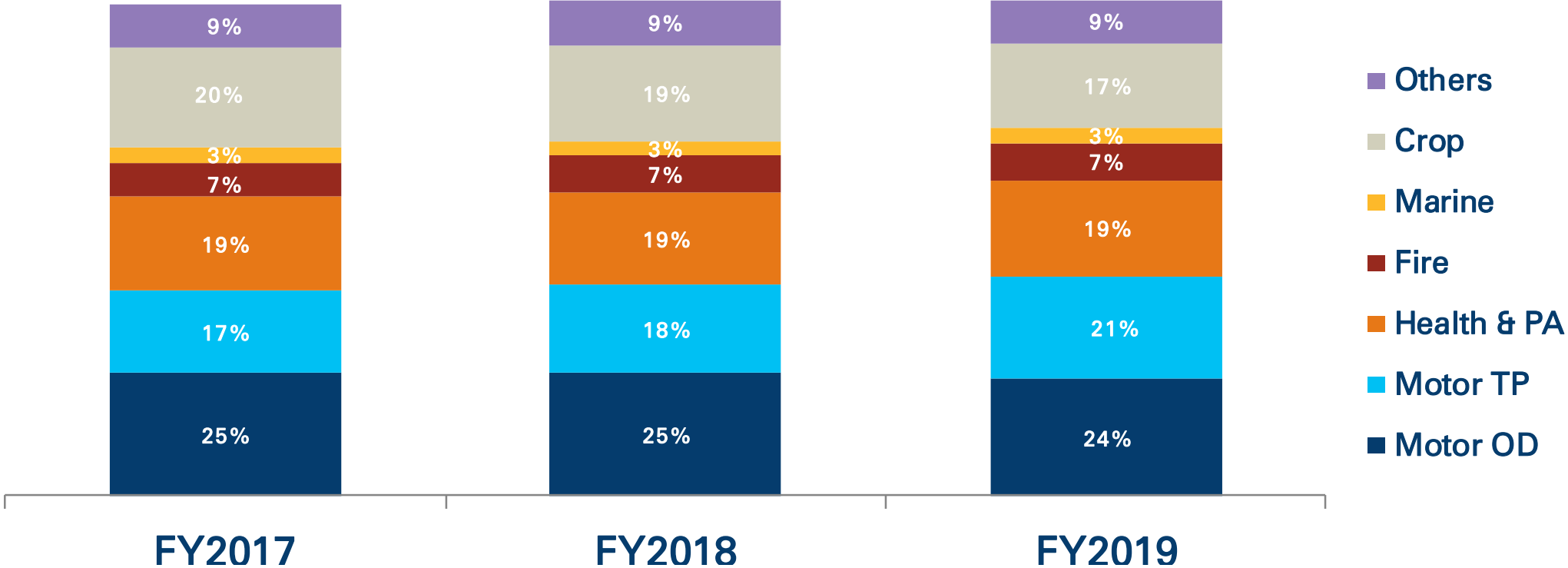
Key Highlights

Particulars (₹ billion)	FY2017 Actual	FY2018 Actual	FY2019 Actual
Gross Written Premium	109.60	126.00	147.89
Gross Direct Premium Income (GDPI)	107.25	123.57	144.88
GDPI Growth	32.6%	15.2%	17.2%
Combined Ratio	103.9%	100.2%	98.5%
Profit after Tax	7.02	8.62	10.49
Return on Average Equity	20.3%	20.8%	21.3%
Solvency Ratio	2.10x	2.05x	2.24x
Book Value per Share	82.57	100.04	117.11
Basic Earnings per Share	15.66	19.01	23.11



Comprehensive Product Portfolio

Product Mix



- Diversified product mix– motor, health & personal accident, crop, fire, marine insurance
- SME business growth was 26.7% for FY2019



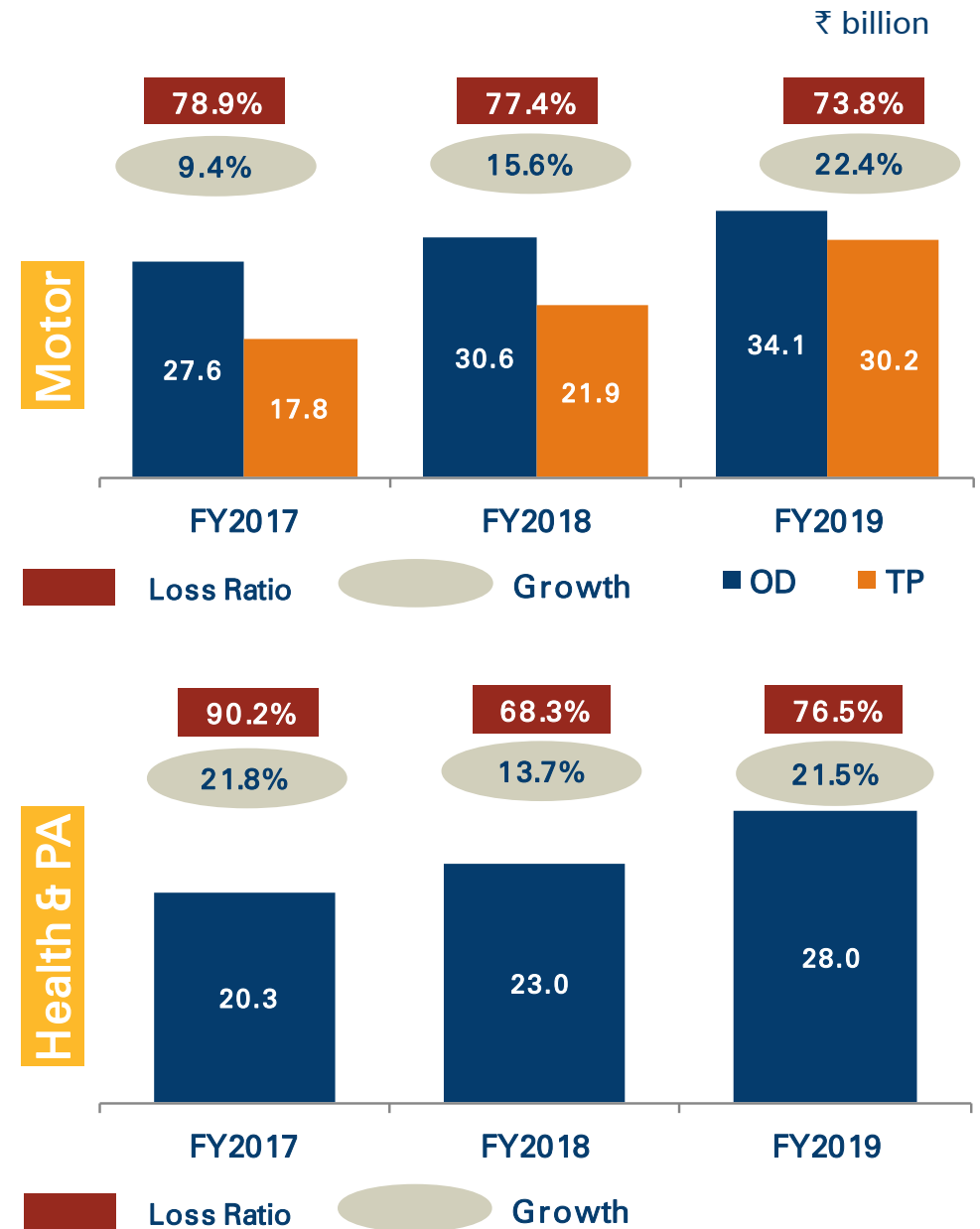
Source: Company data

Comprehensive Product Portfolio

- Private car, Two wheeler and Commercial Vehicle contributed 50.0%, 27.2% and 22.8% respectively of Motor GDPI for FY2019 and 51.3%, 30.5% and 18.2% respectively of Motor GDPI for FY2018
- Loss cost driven micro-segmentation resulting in focus on relatively profitable segment
- Retail, Group (includes corporate and others) and mass contributed to 38.3%, 61.3% and 0.4% respectively of Health & PA GDPI for FY2019 and 51.6%, 46.6% and 1.8% respectively for FY2018
- Retail indemnity new business grew by 38.8% for FY2019



Source: Company data

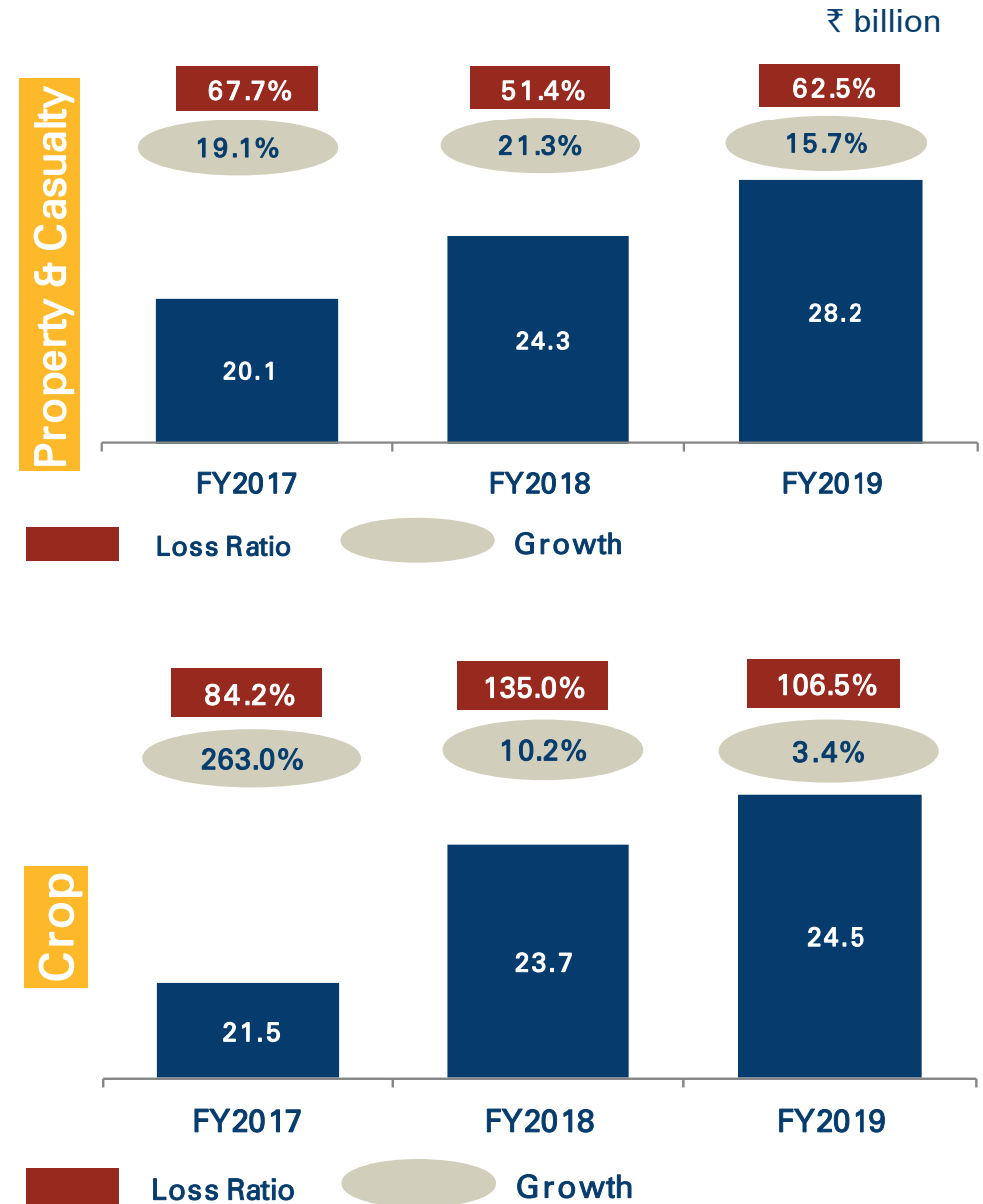


Comprehensive Product Portfolio

- Underwriting of small risks for portfolio diversification and pricing
- Focus on risk mitigation through value added services
- Covered farmers in 4 states and 30 districts in Kharif season FY2019 compared to 7 states and 56 districts in Kharif FY2018
- Covered farmers in 2 states and 14 districts in Rabi season FY2019 compared to 6 states and 57 districts in Rabi FY2018



Source: Company data



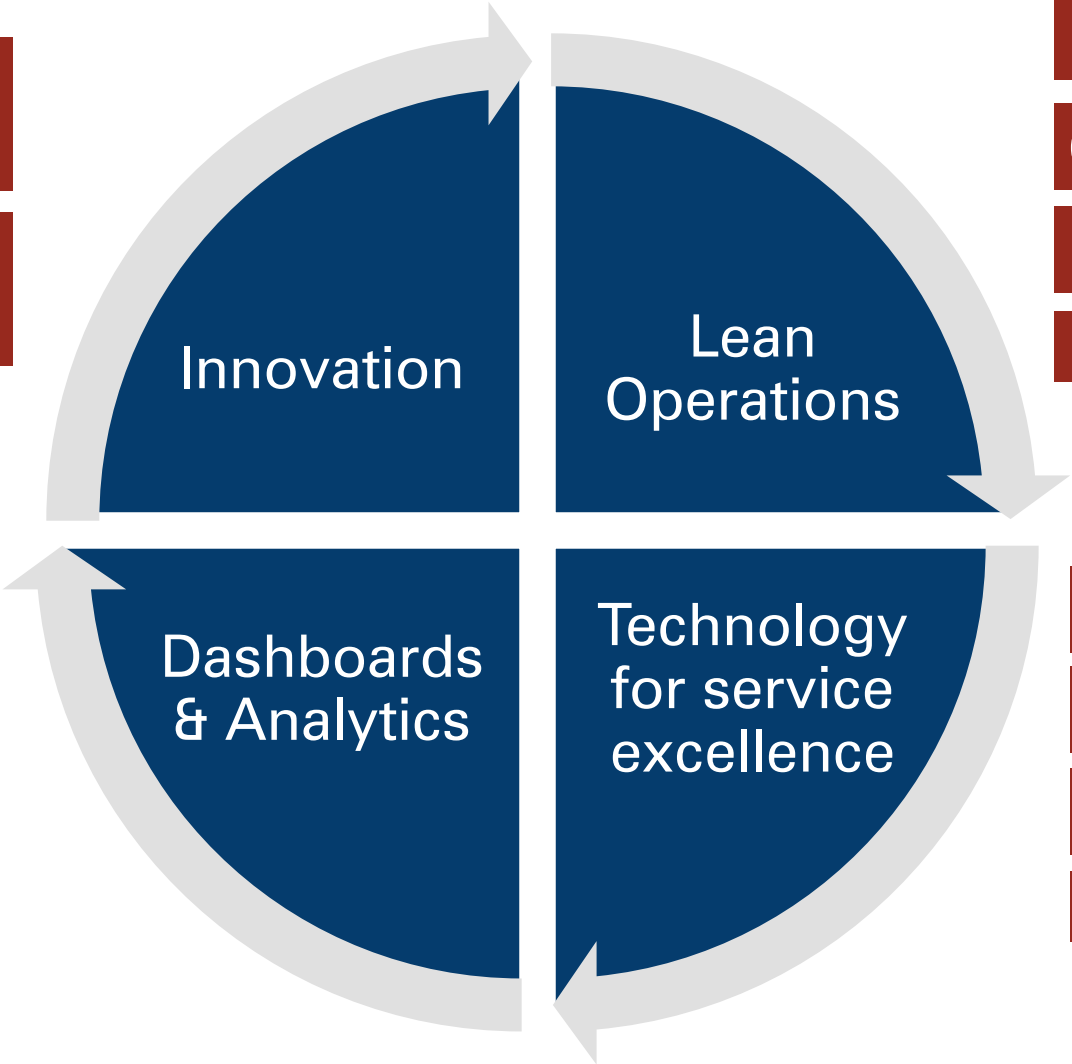
Digital Drive: Enabling business transformation

Robotics / Chat BOTs

Artificial Intelligence & Machine Learning

Data Driven decision making

Advanced Insights through analytics



Risk Selection

Claims management

File processing

Fraud detection

Customer portal

Intermediary app

Customer OneView

Garage App



Strategy: Market leadership + Profitable growth

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
 - Current panel of reinsurers* rated 'A-' or above**
- Conservative level of catastrophe (CAT) protection

Investments

- Tighter internal exposure norms as against regulatory limits
- Invest high proportion of Debt portfolio (80.6%) in sovereign or AAA rated securities***

Reserving

- IBNR utilization improving trend indicates robustness of reserves
- Disclosing reserving triangles in Annual report since FY2016



* Except domestic & select coinsurance follower reinsurance placement

**S&P or equivalent international rating

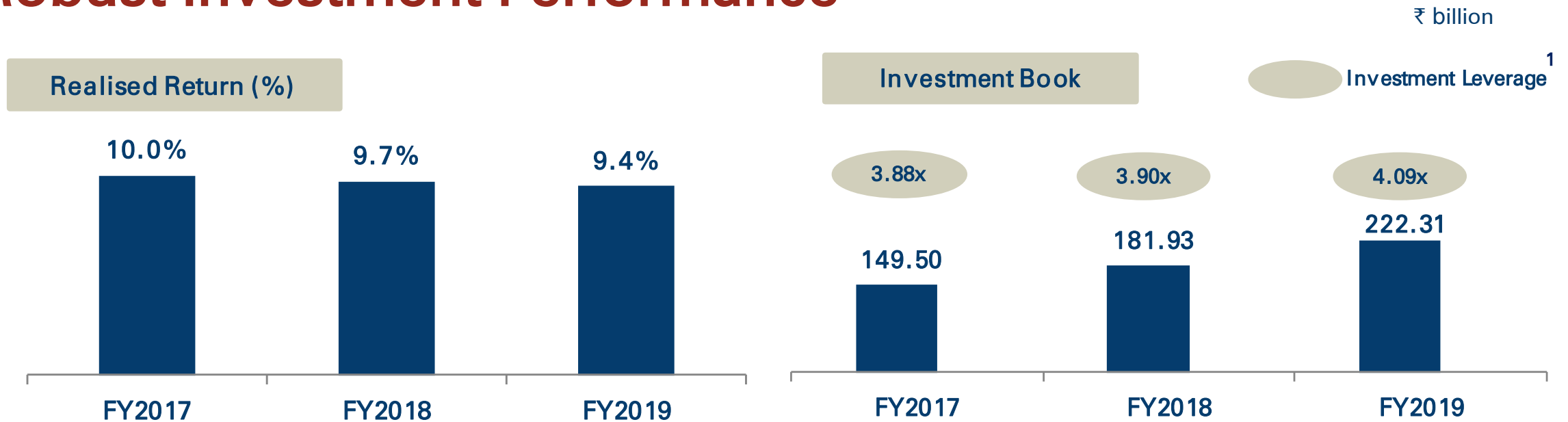
*** domestic credit rating

Agenda

- Company Strategy
- **Financial Performance**
- Industry Overview



Robust Investment Performance



- Investment portfolio mix² at FY2019 : Corporate bonds (52.1%), G-Sec (30.3%) and equity (12.4%)
- Strong investment leverage
- Unrealised gain (net) at ₹ 2.73 billion as on March 31, 2019
 - Unrealised gain on equity³ portfolio at ₹ 3.38 billion
 - Unrealised loss on other than equity portfolio at ₹ 0.65 billion



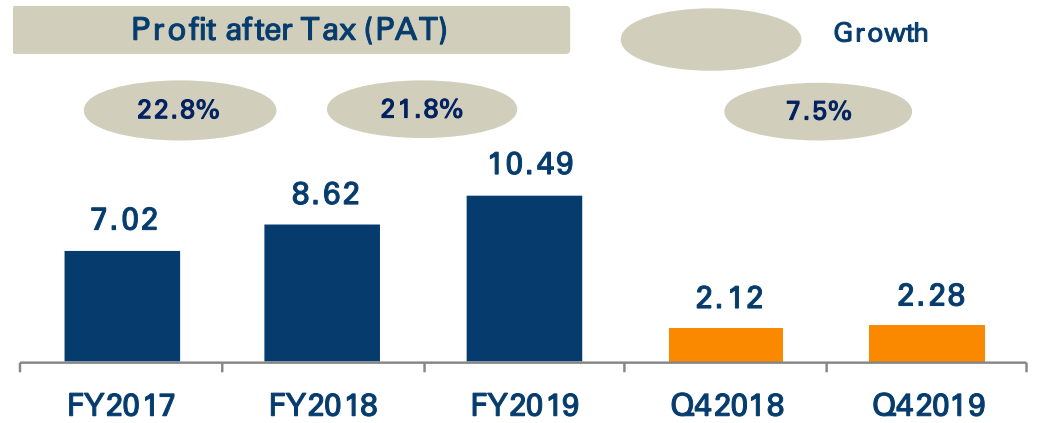
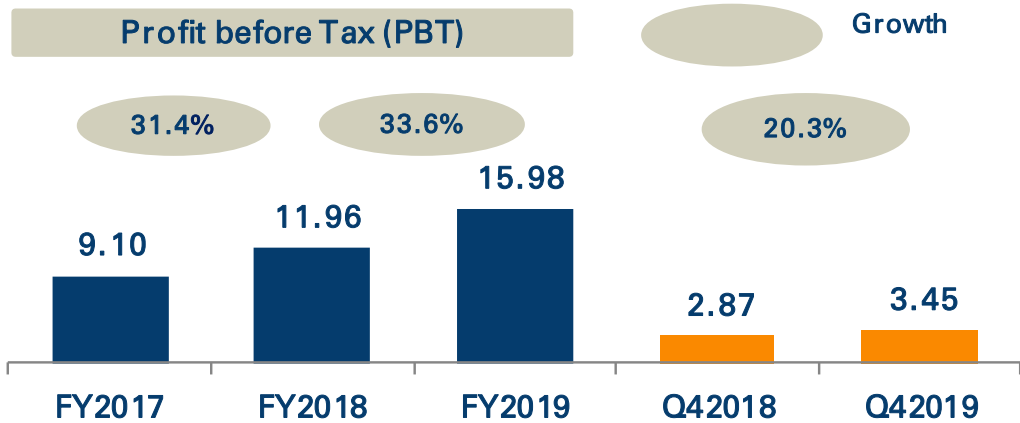
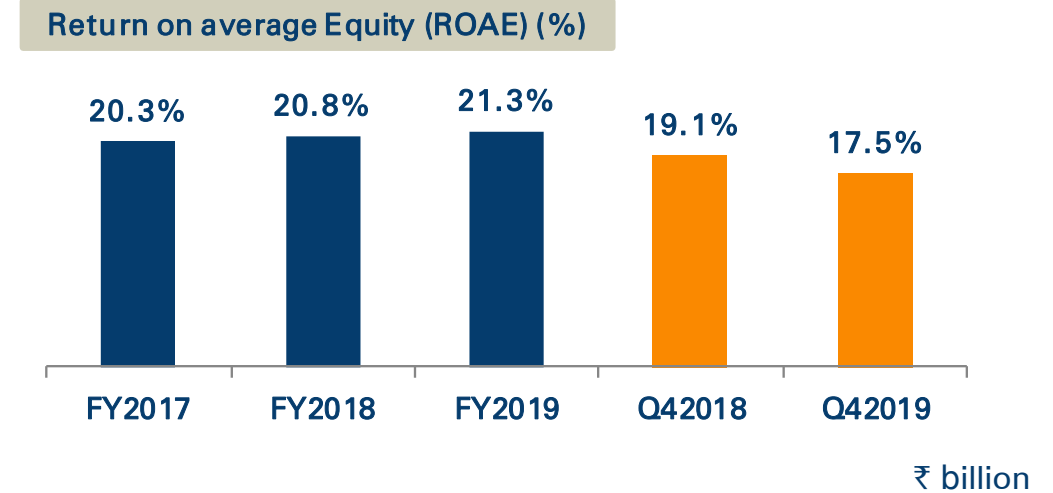
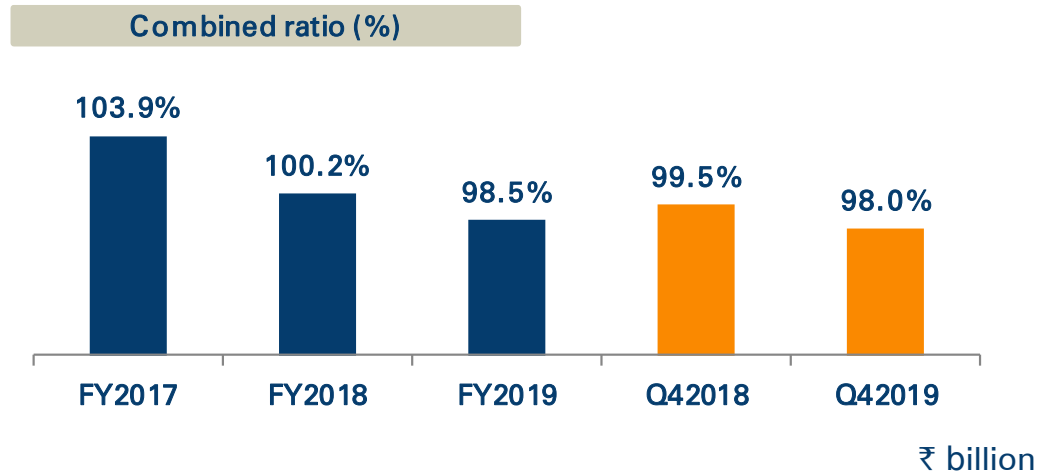
¹ Total investment assets (net of borrowings) / net worth

² Investment portfolio mix arrived at considering Equity & mutual funds at market value

³ Equity includes mutual funds

Source: Company data

Financial performance



- Solvency ratio at March 31, 2019 was 2.24x against regulatory minimum solvency requirement of 1.50x
- PBT and ROAE for Q4 FY2019 includes upfront expensing of acquisition cost related to the GDPI growth (excluding crop) of 29.4% whereas the full benefit of earned premium will be realized over the policy period
- PAT for Q4 FY2019 & FY2019 includes effect of higher effective tax rate resulting from change in income tax regulations taxing long-term gains on sale of investments



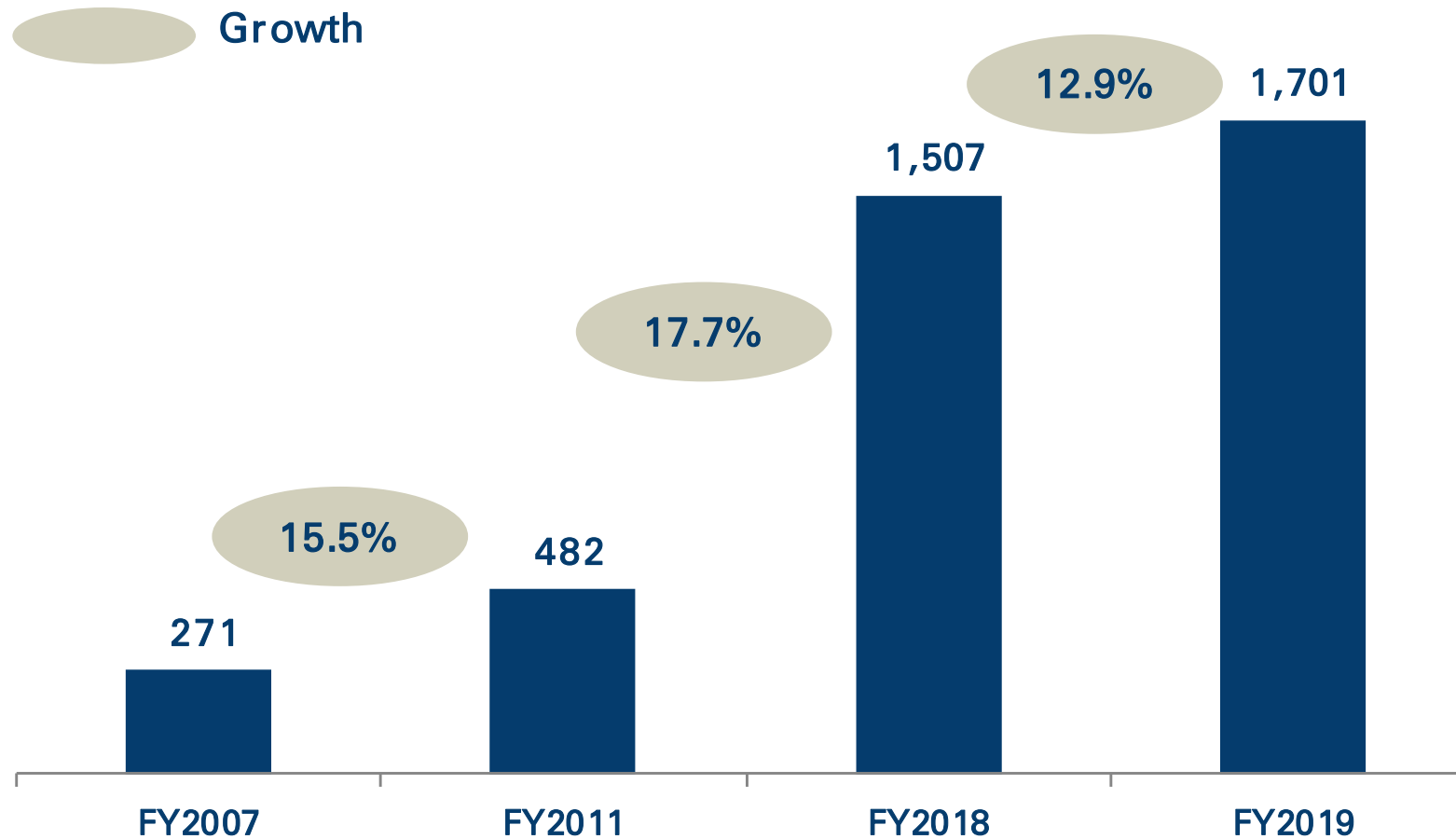
Agenda

- Company Strategy
- Financial Performance
- **Industry Overview**



Industry has witnessed steady growth

₹ billion



Industry has grown at CAGR of 17.0% in the last 18 years

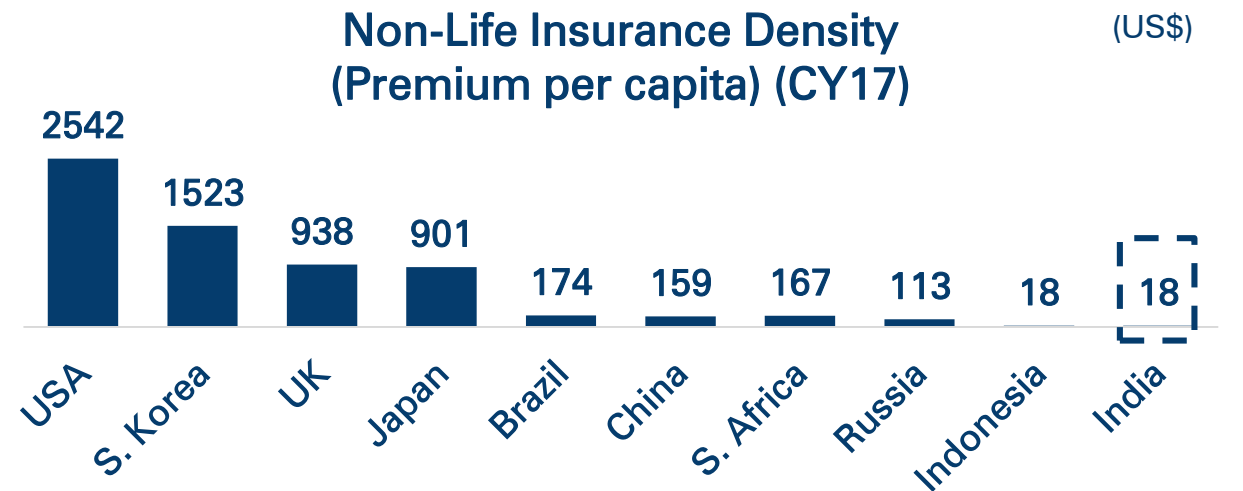
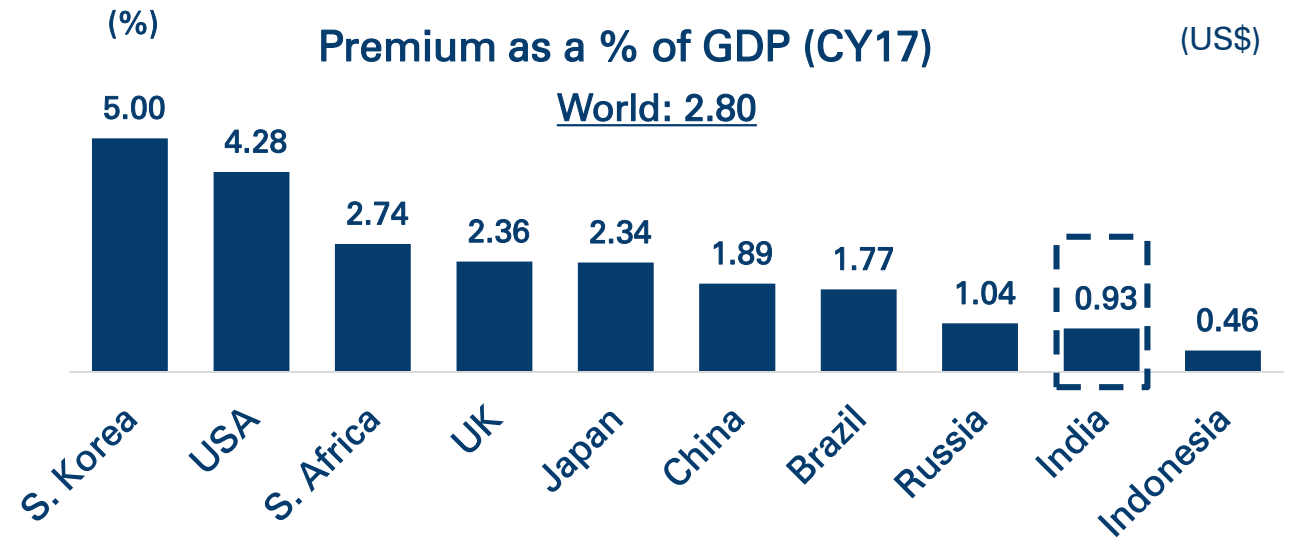


Source: Latest IRDAI and GI Council

India Non - life Insurance Market - Large Addressable Market

- 4th largest non-life insurance market in Asia
- Non-life Insurance penetration in India was around 1/3rd of Global Average in 2017
- Operates under a “cash before cover” model

Significantly underpenetrated





Thank you

Annexure



Loss Ratio

Particulars	FY2017	FY2018	FY2019	Q42018	Q42019
Motor OD	64.2%	53.7%	59.2%	48.7%	61.5%
Motor TP	97.4%	107.1%	90.8%	112.6%	90.5%
Health	97.9%	77.6%	85.0%	76.7%	79.2%
PA	41.3%	23.9%	35.8%	4.0%	28.3%
Crop	84.2%	135.0%	106.5%	211.4%	69.6%
Fire	68.4%	43.1%	83.2%	-6.5%	83.1%
Marine	83.9%	54.2%	84.0%	17.7%	74.1%
Engineering	53.3%	24.0%	37.1%	-35.5%	26.0%
Other	62.1%	57.3%	49.3%	57.4%	32.4%
Total	80.4%	76.9%	75.3%	78.5%	71.7%



Reserving Triangle Disclosure – Total¹

Incurred Losses and Allocated Expenses (Ultimate Movement)

₹ billion

As at March 31, 2019	Prior	AY 10	AY 11	AY 12	AY 13	AY 14	AY 15	AY 16	AY 17	AY 18	AY 19
End of First Year	39.01	15.13	20.66	22.53	27.97	35.96	34.16	39.13	49.49	52.41	65.27
One year later	39.86	15.23	20.44	21.97	27.02	34.63	33.95	38.58	49.20	51.10	
Two years later	39.88	15.39	20.41	21.74	26.52	34.37	33.53	38.07	48.84		
Three years later	40.49	15.52	20.36	21.85	26.40	34.29	32.91	37.78			
Four years later	41.18	15.55	20.47	21.83	26.46	33.85	32.73				
Five years later	41.30	15.66	20.48	21.81	26.21	33.73					
Six years later	41.88	15.91	20.53	21.83	26.18						
Seven Years later	42.11	15.96	20.67	21.83							
Eight Years later	42.23	16.02	20.67								
Nine Years later	42.38	16.05									
Ten Years later	42.42										
Deficiency/ (Redundancy) (%)	8.8%	6.1%	0.1%	-3.1%	-6.4%	-6.2%	-4.2%	-3.5%	-1.3%	-2.5%	

Unpaid Losses and Loss Adjusted Expenses

As at March 31, 2019	Prior	AY 10	AY 11	AY 12	AY 13	AY 14	AY 15	AY 16	AY 17	AY 18	AY 19
End of First Year	7.74	5.31	7.18	7.98	12.01	17.32	17.10	20.44	26.84	32.58	37.37
One year later	3.85	1.83	2.67	3.33	6.11	9.70	11.58	14.06	16.86	18.03	
Two years later	2.67	1.34	2.00	2.46	4.72	7.92	9.61	11.46	13.04		
Three years later	2.40	1.15	1.58	2.12	3.84	6.73	7.80	9.69			
Four years later	2.44	0.96	1.39	1.76	3.39	5.58	6.77				
Five years later	2.06	0.90	1.13	1.47	2.77	4.82					
Six years later	2.22	0.83	1.00	1.28	2.42						
Seven Years later	2.08	0.76	0.97	1.08							
Eight Years later	1.89	0.69	0.84								
Nine Years later	1.74	0.63									
Ten Years later	1.53										



¹As of March 31, 2019; Losses and expenses in the above tables do not include the erstwhile Indian Motor Third Party Insurance Pool (IMTPIP)
AY: Accident Year Source – Company data

Reserving Triangle Disclosure – IMTPIP

Incurred Losses and Allocated Expenses (Ultimate Movement)

₹ billion

As at March 31, 2019	AY 08	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	2.73
Three years later			5.81	4.49	3.98	2.73
Four years later		6.16	5.81	4.63	4.12	2.74
Five years later	2.61	6.16	5.85	4.67	4.41	3.16
Six years later	2.61	6.46	5.96	4.99	5.12	3.17
Seven Years later	2.86	6.55	6.05	5.45	5.12	
Eight Years later	2.95	6.69	6.55	5.45		
Nine Years later	3.00	6.98	6.55			
Ten Years later	3.09	6.98				
Eleven Years later	3.09					
Deficiency/ (Redundancy) (%)	18.4%	13.2%	12.9%	21.3%	32.8%	16.7%

Unpaid Losses and Loss Adjusted Expenses

As at March 31, 2019	AY 08	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	1.87
Three years later			3.17	2.38	1.98	1.37
Four years later		2.67	2.51	1.84	1.51	0.98
Five years later	0.86	2.05	2.03	1.32	1.22	1.13
Six years later	0.63	1.89	1.56	1.19	1.63	0.91
Seven Years later	0.72	1.50	1.26	1.31	1.29	
Eight Years later	0.65	1.23	1.39	1.03		
Nine Years later	0.55	1.19	1.07			
Ten Years later	0.52	0.89				
Eleven Years later	0.43					

