Ref No.: MUM/SEC/89-07/2021

July 17, 2020

To,
General Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Tower,
Dalal Street, Fort
Mumbai – 400001
Scip Code: 540716

To,
Vice President
Listing Department
The National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot C/1,
G Block, Bandra-Kurla Complex
Mumbai – 400051
NSE Symbol: ICICIGI

Dear Madam/Sir,

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

Sub: Ref: Investor Presentation- Audited Financial Results for the quarter ended June 30, 2020

In compliance with above mentioned Regulation, please find enclosed the Investors Presentation on the Audited Financial Results for the quarter ended June 30, 2020 of the Company.

The above information is being made available on the Company's website www.icicilombard.com

You are requested to kindly take the same on records.

Yours Sincerely,

ICICI Lombard General Insurance Company Limited

Vikas Mehra

Digitally signed by Vikas Mehra
Date: 2020.07.17 17:42:28 +05'30'

Vikas Mehra
Company Secretary
Q12021
Performance Review
Agenda

• Company Strategy
• Financial Performance
• ESG Initiatives
• Update - COVID-19
• Industry Overview
Agenda

- **Company Strategy**
- Financial Performance
- ESG Initiatives
- Update - COVID-19
- Industry Overview
ICICI General – Pillars of Strength

Consistent Market Leadership and growth
- Leading private sector non-life insurer in India since FY2004 (GDPI basis)
- 12 years GDPI CAGR: 12.3%
- Market share Q1 2021 (GDPI basis): 8.4%

Diverse products and multi-channel distribution
- Comprehensive and diverse product portfolio
- Individual Agents*: 49,802
- Expanding distribution network to increase penetration in Tier 3 and Tier 4 cities
  - Number of Virtual Offices: 840

Excellence in Customer service and Technology
- Leveraging on Artificial Intelligence, Machine Learning, IoT etc. throughout the customer life cycle
- Dedicated “digital arm” to improve speed of delivery

Risk Management
- Profitable growth using risk selection and data analytics
- Maintain robust reserves
- Prudent investment management

Capital Conservation
- Maintain high level of Solvency against regulatory minimum requirement of 1.50x
- Solvency 2.50x as at June 30, 2020

*including POS

IoT – Internet of Things

4
### Key Highlights

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY2019 Actual</th>
<th>FY2020 Actual</th>
<th>Q12020 Actual</th>
<th>Q12021 Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Written Premium</td>
<td>147.89</td>
<td>135.92</td>
<td>35.61</td>
<td>33.94</td>
</tr>
<tr>
<td>Gross Direct Premium Income (GDPI)</td>
<td>144.88</td>
<td>133.13</td>
<td>34.87</td>
<td>33.02</td>
</tr>
<tr>
<td>GDPI Growth</td>
<td>17.2%</td>
<td>-8.1%</td>
<td>-7.6%</td>
<td>-5.3%</td>
</tr>
<tr>
<td>GDPI Growth (excluding crop)</td>
<td>20.5%</td>
<td>10.5%</td>
<td>17.7%</td>
<td>-6.2%</td>
</tr>
<tr>
<td>Combined Ratio*</td>
<td>98.8%</td>
<td>100.4%</td>
<td>100.4%</td>
<td>99.7%</td>
</tr>
<tr>
<td>Profit after Tax</td>
<td>10.49</td>
<td>11.94</td>
<td>3.10</td>
<td>3.98</td>
</tr>
<tr>
<td>Return on Average Equity</td>
<td>21.3%</td>
<td>20.8%</td>
<td>23.0%</td>
<td>25.1%</td>
</tr>
<tr>
<td>Solvency Ratio</td>
<td>2.24x</td>
<td>2.17x</td>
<td>2.20x</td>
<td>2.50x</td>
</tr>
<tr>
<td>Book Value per Share</td>
<td>117.11</td>
<td>134.97</td>
<td>119.71</td>
<td>143.74</td>
</tr>
<tr>
<td>Basic Earnings per Share</td>
<td>23.11</td>
<td>26.27</td>
<td>6.82</td>
<td>8.76</td>
</tr>
</tbody>
</table>

* Basis IRDAI circular dated May 20, 2019, the ratio has been revised from 98.5% in FY2019
Comprehensive Product Portfolio

### Product Mix

<table>
<thead>
<tr>
<th></th>
<th>FY2019</th>
<th>FY2020</th>
<th>Q12020</th>
<th>Q12021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Others</td>
<td>8%</td>
<td>8%</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>Crop</td>
<td>17%</td>
<td>12%</td>
<td>17%</td>
<td>26%</td>
</tr>
<tr>
<td>Marine</td>
<td>3%</td>
<td>25%</td>
<td>26%</td>
<td>24%</td>
</tr>
<tr>
<td>Fire</td>
<td>7%</td>
<td>19%</td>
<td>17%</td>
<td>18%</td>
</tr>
<tr>
<td>Motor TP</td>
<td>20%</td>
<td>23%</td>
<td>24%</td>
<td>17%</td>
</tr>
<tr>
<td>Motor OD</td>
<td>21%</td>
<td>28%</td>
<td>24%</td>
<td>18%</td>
</tr>
<tr>
<td>Others</td>
<td>24%</td>
<td>25%</td>
<td>26%</td>
<td>17%</td>
</tr>
</tbody>
</table>

- Diversified product mix—motor, health, travel & personal accident, fire, marine and others
- SME business growth was 30.4% for Q12021

*Basis IRDAI circular dated May 20, 2019, Travel included as a part of Health*
Comprehensive Product Portfolio - Motor

- Loss cost driven micro-segmentation resulting in focus on relatively profitable segment
- Advance premium at June 30, 2020: ₹ 30.31 billion (₹ 30.25 billion at March 31, 2020)

- Long Term Motor Policy Penetration: Private car for Q12021: 19.8% (Q12020: 17.0%)  
  Two Wheeler for Q12021: 11.3% (Q12020: 17.5%)

- Withdrawal of Long Term Motor Package Policy by IRDAI: Effective August 1, 2020, option to avail long term Own Damage covers has been discontinued

- Motor Vehicle Act: Reduction in time limit of claim intimation to 6 months  
  - Expecting shortening of claims settlement cycle, selective increase in fines for traffic violations

- Stand-alone OD Regulation: Effective September 1, 2019 for the 1st renewal of new vehicle sold last year  
  - Standalone OD policies are now being issued for Private car & Two Wheeler

Motor GDPI Mix

<table>
<thead>
<tr>
<th>Type</th>
<th>Q12020</th>
<th>Q12021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private car</td>
<td>55.4%</td>
<td>59.2%</td>
</tr>
<tr>
<td>Two Wheeler</td>
<td>27.3%</td>
<td>26.0%</td>
</tr>
<tr>
<td>Commercial Vehicle</td>
<td>17.3%</td>
<td>14.8%</td>
</tr>
</tbody>
</table>

Growth OD GDPI TP GDPI

<table>
<thead>
<tr>
<th>Type</th>
<th>FY2019</th>
<th>FY2020</th>
<th>Q12020</th>
<th>Q12021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Motor</td>
<td>34.08%</td>
<td>30.16%</td>
<td>36.89%</td>
<td>30.99%</td>
</tr>
<tr>
<td>Loss Ratio</td>
<td>22.4%</td>
<td>5.7%</td>
<td>14.1%</td>
<td>-22.4%</td>
</tr>
<tr>
<td>Growth</td>
<td>8.17</td>
<td>6.60</td>
<td>5.96</td>
<td>5.51</td>
</tr>
<tr>
<td>OD GDPI</td>
<td>₹ 30.16</td>
<td>₹ 30.99</td>
<td>₹ 6.60</td>
<td>₹ 5.51</td>
</tr>
<tr>
<td>TP GDPI</td>
<td>₹ 8.17</td>
<td>₹ 6.60</td>
<td>₹ 5.96</td>
<td>₹ 5.51</td>
</tr>
</tbody>
</table>
Comprehensive Product Portfolio – Health, Travel & PA

Health, Travel* & PA GDPI Mix

<table>
<thead>
<tr>
<th>Type</th>
<th>Q12020</th>
<th>Q12021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual</td>
<td>19.5%</td>
<td>20.1%</td>
</tr>
<tr>
<td>Group – Others</td>
<td>32.6%</td>
<td>10.8%</td>
</tr>
<tr>
<td>Group Employer-Employee</td>
<td>47.9%</td>
<td>69.1%</td>
</tr>
<tr>
<td>Mass</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

- Retail indemnity new business grew by 25.9% for Q12021 (77.0% in June 2020)
- Muted disbursement by Banks, NBFC's and HFC's led to lower growth in Group – Others business for Q12021
- Cautious approach to underwrite Mass health scheme
- IL Take Care for customer engagement & servicing of health customers
  - More than 130 K+ downloads till Q12021, way forward to be extended to other retail lines

- **Product launched**
  - Covid-19 indemnity
  - Arogya Sanjeevani

*Based on IRDAI circular dated May 20, 2019, Travel included as a part of Health
Comprehensive Product Portfolio – P&C

- Accretion of market share in commercial lines

<table>
<thead>
<tr>
<th>Product</th>
<th>Q12020</th>
<th>Q12021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fire</td>
<td>11.0%</td>
<td>11.4%</td>
</tr>
<tr>
<td>Engineering</td>
<td>13.5%</td>
<td>13.9%</td>
</tr>
<tr>
<td>Marine Cargo</td>
<td>14.8%</td>
<td>18.1%</td>
</tr>
<tr>
<td>Liability</td>
<td>17.5%</td>
<td>18.6%</td>
</tr>
</tbody>
</table>

- Increase in reinsurance rates for other sectors (rates for 8 sectors increased w.e.f. March 2019) under fire segment w.e.f. January 1, 2020

- Higher retention on account of increase in rates

Source: GI Council & Company data
*excludes Travel basis IRDAI circular dated May 20, 2019
Digital Initiatives

Service Excellence

Policy Issuance
Policies sourced – 3.6 mn
97.5% issued electronically

Claims & Servicing
Claims honored – 0.2 mn
56.3%* Motor OD claims through InstaSpect

Employee Productivity
12 years CAGR 15.3%
Employee hackathon

Automation & Scale

Next Gen Solutions
Cloud deployment
Big Data & Customer experience management

AI and ML Solutions
36.2%* cashless authorization through AI for GHI^
43%* STP** of motor break-in from Self Inspection app through AI

Work from Home
9.5K+ headcount enabled
Enhanced Data & End point Security

*exit rate as at June 2020
**STP - Straight through processing
^GHI- Group Health Insurance
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

Investments
- Tighter internal exposure norms as against regulatory limits
- Invest high proportion of Debt portfolio 83.0% in sovereign or AAA rated securities*
  - All Debt securities are rated AA & above
- Zero instance of default in Debt portfolio since inception

Reinsurance
- Spread of risk across panel of quality re-insurers
- Conservative level of catastrophe (CAT) protection
  - Net impact of catastrophic losses ₹ 0.31 billion for Q12021 (₹ 0.16 billion for Q12020)

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

* domestic credit rating
Agenda

- Company Strategy
- **Financial Performance**
- ESG Initiatives
- Update - COVID-19
- Industry Overview
Financial performance

<table>
<thead>
<tr>
<th></th>
<th>FY2019</th>
<th>FY2020</th>
<th>Q12020</th>
<th>Q12021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Combined ratio (%)*</td>
<td>98.8%</td>
<td>100.4%</td>
<td>100.4%</td>
<td>99.7%</td>
</tr>
<tr>
<td>Return on average Equity (ROAE) (%)</td>
<td>21.3%</td>
<td>20.8%</td>
<td>23.0%</td>
<td>25.1%</td>
</tr>
</tbody>
</table>

- Combined ratio was 98.4% in Q12021 excluding the impact of cyclone Amphan and Nisarga and 99.7% in Q12020 excluding the impact of cyclone Fani.
- PAT for Q12021 includes effect of lower effective tax rate. Effective tax rate for Q12021 is 25.0%.

Profit before Tax (PBT)

<table>
<thead>
<tr>
<th></th>
<th>FY2019</th>
<th>FY2020</th>
<th>Q12020</th>
<th>Q12021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth</td>
<td>33.6%</td>
<td>6.2%</td>
<td>7.2%</td>
<td>11.7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>FY2019</th>
<th>FY2020</th>
<th>Q12020</th>
<th>Q12021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit after Tax (PAT)</td>
<td>21.8%</td>
<td>13.8%</td>
<td>7.1%</td>
<td>28.5%</td>
</tr>
</tbody>
</table>

- *Basis IRDAI circular dated May 20, 2019 Combined Ratio has been revised from 98.5% in FY2019
Robust Investment Performance

- Investment portfolio mix\(^3\) for Q12021: Corporate bonds 48.7%, G-Sec 33.7% and equity 9.8%
- Strong investment leverage
- Unrealised gain of ₹ 10.66 billion as on June 30, 2020
  - Unrealised loss on equity\(^4\) portfolio at ₹ 0.36 billion
  - Unrealised gain on other than equity\(^4\) portfolio at ₹ 11.02 billion

\(^1\) Absolute Returns
\(^2\) Total investment assets (net of borrowings) / net worth
\(^3\) Investment portfolio mix at cost
\(^4\) Equity includes mutual funds
Agenda

• Company Strategy
• Financial Performance
• **ESG Initiatives**
• Update- COVID-19
• Industry Overview
Safeguarding environment

An overarching Policy on Environment Management

**Becoming energy efficient**
- Adapting methods to conserve energy and prevent emissions from time to time
- Installing energy efficient products to reduce energy consumption

**Reduce, Reuse, and Recycle**
- Incorporating processes that promote reduction in use of paper
  - Reusable glasses and plates
  - Promoting recycling

**Saving on water**
- Engaging in rainwater harvesting and groundwater recharging
  - Implementing drip irrigation for gardens
  - Installing sensor based water dispensers

**Protecting the environment**
- Switching to bio-degradable alternatives
- Ecofriendly mode to procure water
- Taking green measures for communication
- Reducing carbon footprint by integrating digital tools for sourcing and servicing of customers

The measures indicated above are adopted in our key offices. We aim to cover more locations in the near future.
Contributing the Social Way

**Addressing customer needs**
- Providing best-in-class experience
- AI-based solutions and digital claim forms for instant renewals/claims
- Usage of cognitive computing to fasten claim processing and reducing overall response time
- Providing end to end digital solutions

**Creating value for employees**
- Hiring from diverse skill sets
- Building capabilities in knowledge, skills and competencies
- Building an inclusive culture and an enabling environment to perform and grow
- Driving a performance culture through differentiation and linkage to rewards

**Enabling community awareness and development**
- Aiming at community well-being with healthcare, road safety and wellness programs
- “Caring Hands” providing spectacles for children with poor vision
- “Ride to Safety” raising awareness for road safety
- “Niranjali” to educate children on safe drinking water
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
- Succession plan in place for senior management positions
- ERM framework for managing key risks

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 privacy

- Detecting, preventing, mitigating cyber security issues
- Enforcing leading practices and controls through Cyber security Policy
- Focused approach to cyber security with the triad of Confidentiality, Integrity and Availability (CIA) at the core of the information security framework
- Training employees and distributors in effective data handling
Agenda

- Company Strategy
- Financial Performance
- ESG Initiatives
- **Update- COVID-19**
- Industry Overview
Update - COVID-19

Customers

- Continuous communication with customers through emails, tele-calling, SMS and Social Media Platforms undertaken to reassure
  - Renewal of motor & health policies
  - Claims servicing through e-mails, scan documents etc.
- Dedicated product- Covid-19 benefit and indemnity cover
- ILTakeCare with ‘tele-consult’ feature in our mobile app for harnessing health ecosystem

Distribution

- Channel partners were already enabled digitally to acquire, retain and service customers. Adoption rates have seen a significant increase
  - Enabled Technological tools- Robo calling and CRM tools for motor dealer partners to enhance retention
  - On-boarding of POS and agents is continuing digitally
- Online webinars, conducted by our senior leaders for corporates
  - Virtual risk inspections (VRA) - customer site inspections undertaken via video streaming.
  - Knowledge support to agents /channel partners
Update - COVID-19

Employees
- Work from Home enabled to ensure safety and well-being of our employees across the organization, well before the lockdown
- Accelerated our efforts towards upskilling our employees. Leveraged technology to provide e-learning programs, self-consumption videos & virtual live training events
- Employee centric policy for conveyance and mobile / data reimbursements
- Deployed Platforms such as ‘Santulan’ for online counselling, for employees requiring special assistance

Community
- Proposed contribution towards ‘PM Cares fund” by Company & Employees
- Free Covid-19 testing for the underprivileged in partnership with reputed diagnostic brands
- Provided Personal Protection Equipment or PPE to the medical staff treating Covid-19 patients at government hospitals

Regulator / Authority
- Insurance as an essential service.
- Announced several measures including relaxations
  - On claims payment - simplified claim procedures, health claim authorization within two hours etc.
  - On premium payment - extended payment date for renewal of Motor TP & Health policies
Agenda

- Company Strategy
- Financial Performance
- ESG Initiatives
- Update - COVID-19
- Industry Overview
India Non-life Insurance Market - Large Addressable Market

Massive growth opportunity in non-life premiums

- 4th largest non-life insurance market in Asia and 15th largest globally
- Non-life Insurance penetration in India was around 1/4rd of Global Average in 2019
- Operates under a “cash before cover” model

Significantly underpenetrated
Premium as a % of GDP (CY19)

Non-Life Insurance Density (Premium per capita) (CY19)

*EAPAC – Emerging Asia Pacific Market

Source: Sigma 4/2020 Swiss Re
Industry has witnessed steady growth

- Industry CAGR
- IL CAGR
- Market Share of Private Players

Tariff era:
- FY2001: 0.1%, 100.87
- FY2008: 73.3%, 294.98
- FY2019: 16.6%, 1,694.48
- FY2020: 17.2%, 55.8%
- Q12020: (8.1%), 410.72

Non-Tariff era:
- FY2001: 0.1%, 100.87
- FY2008: 36.6%, 294.98
- FY2019: 54.7%, 1,694.48
- FY2020: 14.4%, 410.72
- Q12020: (5.3%), 393.29

- 12 years CAGR: Industry - 16.8%; IL - 12.3%
- *IL CAGR FY2003 – FY2008

Source: IRDAI and GI Council
Thank you
Annexure
### Loss Ratio

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY2019</th>
<th>FY2020</th>
<th>Q12020</th>
<th>Q12021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Motor OD</td>
<td>59.2%</td>
<td>68.9%</td>
<td>68.2%</td>
<td>62.9%</td>
</tr>
<tr>
<td>Motor TP</td>
<td>90.8%</td>
<td>84.4%</td>
<td>90.9%</td>
<td>70.2%</td>
</tr>
<tr>
<td>Health, Travel* &amp; PA</td>
<td>73.5%</td>
<td>69.9%</td>
<td>68.0%</td>
<td>75.5%</td>
</tr>
<tr>
<td>Fire</td>
<td>83.2%</td>
<td>64.0%</td>
<td>87.6%</td>
<td>94.0%</td>
</tr>
<tr>
<td>Marine</td>
<td>84.0%</td>
<td>65.3%</td>
<td>58.8%</td>
<td>83.2%</td>
</tr>
<tr>
<td>Engineering</td>
<td>37.1%</td>
<td>40.7%</td>
<td>58.0%</td>
<td>75.1%</td>
</tr>
<tr>
<td>Other</td>
<td>55.2%</td>
<td>51.8%</td>
<td>63.5%</td>
<td>49.3%</td>
</tr>
<tr>
<td>Crop</td>
<td>106.5%</td>
<td>110.6%</td>
<td>110.7%</td>
<td>111.2%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>75.3%</td>
<td>72.9%</td>
<td>75.5%</td>
<td>69.8%</td>
</tr>
</tbody>
</table>

*Based on IRDAI circular dated May 20, 2019, Travel included as a part of Health*
Abbreviations:

**AI** - Artificial Intelligence  
**AY** – Accident Year  
**CAGR** – Compounded Annual Growth Rate  
**CY** – Calendar Year  
**EAPAC** – Emerging Asia Pacific Markets  
**FY** – Financial Year  
**G-Sec** – Government Securities  
**GDP** – Gross Direct Product  
**GDPI** – Gross Direct Premium Income  
**GHI** – Group Health Insurance  
**GIC** – The General Insurance Corporation of India  
**GI Council** – General Insurance Council  
**GWP** – Gross Written Premium  
**HFC** – Housing Finance Company  
**IBNR** – Incurred But Not Reported  
**IL / ICICI General / Company** – ICICI Lombard  
**IMTPIP** – Indian Third Party Insurance Pool  
**IoT** – Internet of Things  

**IRDAI** – Insurance Regulatory and Development Authority of India  
**ML**- Machine Learning  
**NBFC**- Non Banking Financial Company  
**NEP** – Net Earned Premium  
**NWP** – Net Written Premium  
**OD** – Own Damage  
**PA** – Personal Accident  
**PAT** – Profit After Tax  
**PBT** – Profit Before Tax  
**P&C** – Property & Casualty  
**POS** – Point of Sales  
**ROAE** – Return on Average Equity  
**STP** - Straight through processing  
**₹** - Indian Rupees  
**TP** – Third Party  
**US$** - United State’s dollar  
**VO** – Virtual Office
### Impact of catastrophic events: Historical snapshot

<table>
<thead>
<tr>
<th>Catastrophic Event</th>
<th>Year</th>
<th>Economic Losses</th>
<th>Insured losses **</th>
<th>Our Share of Insured losses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cyclone Nisarga</td>
<td>2020</td>
<td>^</td>
<td>^</td>
<td>^</td>
</tr>
<tr>
<td>Cyclone Amphan***</td>
<td>2020</td>
<td>1,000.00</td>
<td>15.00</td>
<td>6.7%</td>
</tr>
<tr>
<td>Maharashtra, Gujarat, Karnataka, Kerala &amp; other states Floods</td>
<td>2019</td>
<td>709.70**</td>
<td>20.00</td>
<td>3.5%</td>
</tr>
<tr>
<td>Cyclone Fani</td>
<td>2019</td>
<td>120.00</td>
<td>12.25</td>
<td>2.4%</td>
</tr>
<tr>
<td>Kerala floods</td>
<td>2018</td>
<td>300.00</td>
<td>30.00</td>
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</tr>
<tr>
<td>Chennai floods^^</td>
<td>2015</td>
<td>150.00</td>
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<tr>
<td>Cyclone Hudhud</td>
<td>2014</td>
<td>715.00</td>
<td>41.60</td>
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<td>J&amp;K floods</td>
<td>2014</td>
<td>388.05</td>
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<td>North-east floods</td>
<td>2014</td>
<td>393.30</td>
<td>15.60</td>
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^ Data on economic & insured losses are not available, number of claims reported is more than 150 & our share of losses is ₹ 0.20 Bn

*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

**Aon Global Catastrophe Report

*** Initial estimates based on market sources

^^Insured losses based on Swiss Re report

Other sources: Google search & estimates
Reserving Triangle Disclosure – Total

### Incurred Losses and Allocated Expenses (Ultimate Movement)

<table>
<thead>
<tr>
<th></th>
<th>Prior</th>
<th>AY 11</th>
<th>AY 12</th>
<th>AY 13</th>
<th>AY 14</th>
<th>AY 15</th>
<th>AY 16</th>
<th>AY 17</th>
<th>AY 18</th>
<th>AY 19</th>
<th>AY 20</th>
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<td>-3.5%</td>
<td>-6.5%</td>
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<td>-4.8%</td>
<td>-1.9%</td>
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### Unpaid Losses and Loss Adjusted Expenses

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<th>Prior</th>
<th>AY 11</th>
<th>AY 12</th>
<th>AY 13</th>
<th>AY 14</th>
<th>AY 15</th>
<th>AY 16</th>
<th>AY 17</th>
<th>AY 18</th>
<th>AY 19</th>
<th>AY 20</th>
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<tr>
<td>End of First Year</td>
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<td>7.18</td>
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<td>17.32</td>
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<td>26.84</td>
<td>32.58</td>
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<td>37.98</td>
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<tr>
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<td>3.33</td>
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<td>9.70</td>
<td>11.58</td>
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</tbody>
</table>

1As at March 31, 2020; Losses and expenses in the above tables do not include the erstwhile Indian Motor Third Party Insurance Pool (IMTPIP).
AY: Accident Year
## Reserving Triangle Disclosure – IMTPIP

### Incurred Losses and Allocated Expenses (Ultimate Movement)

<table>
<thead>
<tr>
<th>As at March 31, 2020</th>
<th>AY 08</th>
<th>AY 09</th>
<th>AY 10</th>
<th>AY 11</th>
<th>AY 12</th>
<th>AY 13</th>
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</tr>
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<tr>
<td>Two years later</td>
<td>4.49</td>
<td>3.85</td>
<td>2.73</td>
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<tr>
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<td>5.81</td>
<td>4.63</td>
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<td>5.85</td>
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<td>5.96</td>
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<td>6.55</td>
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<tr>
<td>Twelve Years later</td>
<td>3.09</td>
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<tr>
<td>Deficiency/ (Redundancy) (%)</td>
<td>18.4%</td>
<td>13.2%</td>
<td>12.9%</td>
<td>21.3%</td>
<td>32.8%</td>
<td>16.8%</td>
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</table>

### Unpaid Losses and Loss Adjusted Expenses

<table>
<thead>
<tr>
<th>As at March 31, 2020</th>
<th>AY 08</th>
<th>AY 09</th>
<th>AY 10</th>
<th>AY 11</th>
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<th>AY 13</th>
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As at March 31, 2020 - IMTPIP: Indian Motor Third Party Insurance Pool  AY: Accident Year