Ref No.: NIACL/Inv/2019-20  

February 10, 2020

To,

The Manager  
Listing Department  
BSE Limited  
Phiroze Jeejeebhoy Tower  
Dalal Street  
Mumbai 400 001

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

Scrip Code: (BSE 540769/NSE – NIACL)

Dear Sir/Madam,

Re: Investor Presentation

Investor Presentation for the quarter and nine months ending 31st December, 2019, uploaded for your kind information and record.

Yours Sincerely,

For The New India Assurance Company Ltd.

Jayashree Nair  
Company Secretary & Chief Compliance Officer
Overview

Largest general insurance company in India with an established brand, expansive multi-channel distribution network and strong international presence

#1 in India
in terms of net worth, domestic gross direct premium, profit after tax and number of branches

14.57% market share for the 9 months ending Dec 19
Leadership in all lines of business other than crop insurance

c.100 years of operations
Incorporated in 1919
A- rating by AM Best and AAA by CRISIL

2,400+ offices in India
across 29 states and 7 union territories

~30 million policies
issued in FY2019 across all product segments

Presence in 28 countries
through international branches, agency offices and subsidiaries, including a box at Lloyd’s, London
## Future Strategy

### Increasing Return on Equity

| Improve underwriting profitability by reducing the incurred claim ratio | Maintain/Increase market share and leverage benefits of economies of scale driven by growth | Leverage technology to drive customer satisfaction, profitability and growth |

---

[Image of logo: NEW INDIA ASSURANCE]

[Image of text: Leadership & Beyond...]

3
Business Mix – Global GWP 9MFY20

Gross Written Premium 23099 Cr

- Fire: 33.02
- Marine: 18.99
- Motor OD: 15.97
- Motor TP: 14.50
- Health & PA: 8.89
- Crop: 5.90
- Others: 2.73

Leadership Beyond...
Distribution Mix – Indian Business Period Ended December 2019

Channel Mix

- Direct: 31%
- Agency: 36%
- Dealer: 8%
- Broker: 24%
- Bancassurance: 1%
Movement in Technical Reserves (Cr)

<table>
<thead>
<tr>
<th></th>
<th>FY 16</th>
<th>FY 17</th>
<th>FY 18</th>
<th>FY 19</th>
<th>9M 2019-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>24,338</td>
<td>26,700</td>
<td>29,740</td>
<td>33,749</td>
<td>36,902</td>
</tr>
</tbody>
</table>

Leadership & Beyond...
Financial Snapshot

Amount in Crores

- **GWP**
  - 9M F19: 20,246
  - F19: 28,017
  - 9M F20: 23,099

- **Investments**
  - 9M F19: 68,645
  - F19: 69,074
  - 9M F20: 68,435

- **PAT**
  - Q3 F19: -114
  - Q3 F20: 483
  - 9M F19: 850
  - 9M F20: 1291

- **Net Worth**
  - 9M F19: 38,582
  - F19: 38,022
  - 9M F20: 35,246
### Key Ratios

<table>
<thead>
<tr>
<th>Ratio</th>
<th>9M F19</th>
<th>F19</th>
<th>9M F20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Incurred Claims Ratio</strong></td>
<td>96.07%</td>
<td>95.39%</td>
<td>91.55%</td>
</tr>
<tr>
<td><strong>Expense Ratio</strong></td>
<td>15.59%</td>
<td>18.25%</td>
<td>15.70%</td>
</tr>
<tr>
<td><strong>Commission Ratio</strong></td>
<td>9.34%</td>
<td>9.94%</td>
<td>9.13%</td>
</tr>
<tr>
<td><strong>Combined Ratio</strong></td>
<td>121.02%</td>
<td>123.57%</td>
<td>116.37%</td>
</tr>
<tr>
<td><strong>Adjusted Combined Ratio</strong></td>
<td>103.46%</td>
<td>106.46%</td>
<td>96.59%</td>
</tr>
<tr>
<td><strong>Solvency Ratio</strong></td>
<td>2.13</td>
<td>2.10</td>
<td></td>
</tr>
<tr>
<td><strong>ROE</strong></td>
<td>7.21%</td>
<td>3.72%</td>
<td>10.48%</td>
</tr>
</tbody>
</table>
## Segmental Information

<table>
<thead>
<tr>
<th>GWP</th>
<th>For Q3 9-20 (in crores)</th>
<th>For Q3 18-19 (in crores)</th>
<th>YoY %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fire</td>
<td>1,175.01</td>
<td>872.23</td>
<td>34.71%</td>
</tr>
<tr>
<td>Marine</td>
<td>196.76</td>
<td>182.41</td>
<td>7.86%</td>
</tr>
<tr>
<td>Motor OD</td>
<td>1,193.07</td>
<td>1,127.11</td>
<td>5.85%</td>
</tr>
<tr>
<td>Motor TP</td>
<td>1,553.00</td>
<td>1,484.00</td>
<td>4.65%</td>
</tr>
<tr>
<td>Health</td>
<td>2,189.83</td>
<td>2,037.82</td>
<td>7.46%</td>
</tr>
<tr>
<td>Personal Accident</td>
<td>64.02</td>
<td>47.25</td>
<td>35.47%</td>
</tr>
<tr>
<td>Crop</td>
<td>32.03</td>
<td>486.66</td>
<td>-93.42%</td>
</tr>
<tr>
<td>Others</td>
<td>585.52</td>
<td>542.75</td>
<td>7.88%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>6,989.23</strong></td>
<td><strong>6,780.23</strong></td>
<td><strong>3.08%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ICR %</th>
<th>Q3 2019-20</th>
<th>Q3 2018-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fire</td>
<td>72%</td>
<td>141%</td>
</tr>
<tr>
<td>Marine</td>
<td>49%</td>
<td>52%</td>
</tr>
<tr>
<td>Motor OD</td>
<td>85%</td>
<td>92%</td>
</tr>
<tr>
<td>Motor TP</td>
<td>88%</td>
<td>101%</td>
</tr>
<tr>
<td>Health</td>
<td>99%</td>
<td>92%</td>
</tr>
<tr>
<td>Personal Accident</td>
<td>62%</td>
<td>163%</td>
</tr>
<tr>
<td>Crop</td>
<td>164%</td>
<td>269%</td>
</tr>
<tr>
<td>Others</td>
<td>80%</td>
<td>92%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>89%</strong></td>
<td><strong>101%</strong></td>
</tr>
</tbody>
</table>
Comments of Mr. Atul Sahai, CMD

• “The Company has reported encouraging results for the quarter despite a challenging macro environment. While the Quarter did not witness any major cat losses, the crop segment was adversely affected due to unseasonal rains across the country. The Company has improved the loss ratio both on YoY basis and on a sequential basis. The ICR as at the end of current quarter stood at 91.55% as against 96.07% for the same period last year. The Company has provided 846 crs for the additional liability arising out of “One more option of pension” given to the employees, out of which 684 crs pertains to full provision on account of retired employees. This incremental provision was partly offset by higher investment income due to buoyant market conditions. Provisions towards certain debenture holdings further impacted the results by around 50 crs.

• Foreign business continued to be profitable during the quarter.

• The solvency ratio at 2.10X remains higher than the IRDAI mandated control level solvency ratio of 1.5X.

• The company continues its focus on reducing the loss ratio and combined ratio and deliver better results going forward.”
The New India Assurance Company Ltd, founded by Sir Dorabji Tata in 1919, a Multinational General Insurance Company, today operates in 28 countries and headquartered at Mumbai, India. The Company has been market leaders in India in Non – Life business for more than 40 years.

New India Assurance has been leading the market, apart from premium, in reserves & net worth for many years.

For further information please contact:

Ms. S N Rajeswari (CFO)
The New India Assurance Company Ltd
Ph: 022 22708232 / 212
Email: cfo@newindia.co.in