

Ref. No.: MUM/SEC/37-11/2017

November 9, 2017

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

Scrip Code: (BSE: 540716/ NSE: ICICIGI)

Dear Sir/ Madam,

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

Please find enclosed herewith Corporate Presentation made by the Company to analysts and institutional investors.

The Corporate Presentation will be posted on the Company's website at;

<https://www.icicilombard.com/investor-relations>

You are requested to kindly take the same on records.

Thanking you,

Yours Sincerely,

For ICICI Lombard General Insurance Company Limited



Vikas Mehra

Company Secretary

ICICI Lombard General Insurance Company Limited AA

IRDA Reg. No. 115

CIN: U67200MH2000PLC129408

1123763

/17

Mailing Address:

Registered Office:

Toll free No. : 1800 2666

401 & 402, 4th Floor, Interface 11, ICICI Lombard House, 414, Veer Savarkar Marg, Alternate No.: +919223622666 (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

Corporate Presentation

Agenda

Industry Overview

Company Strategy

Financial Performance

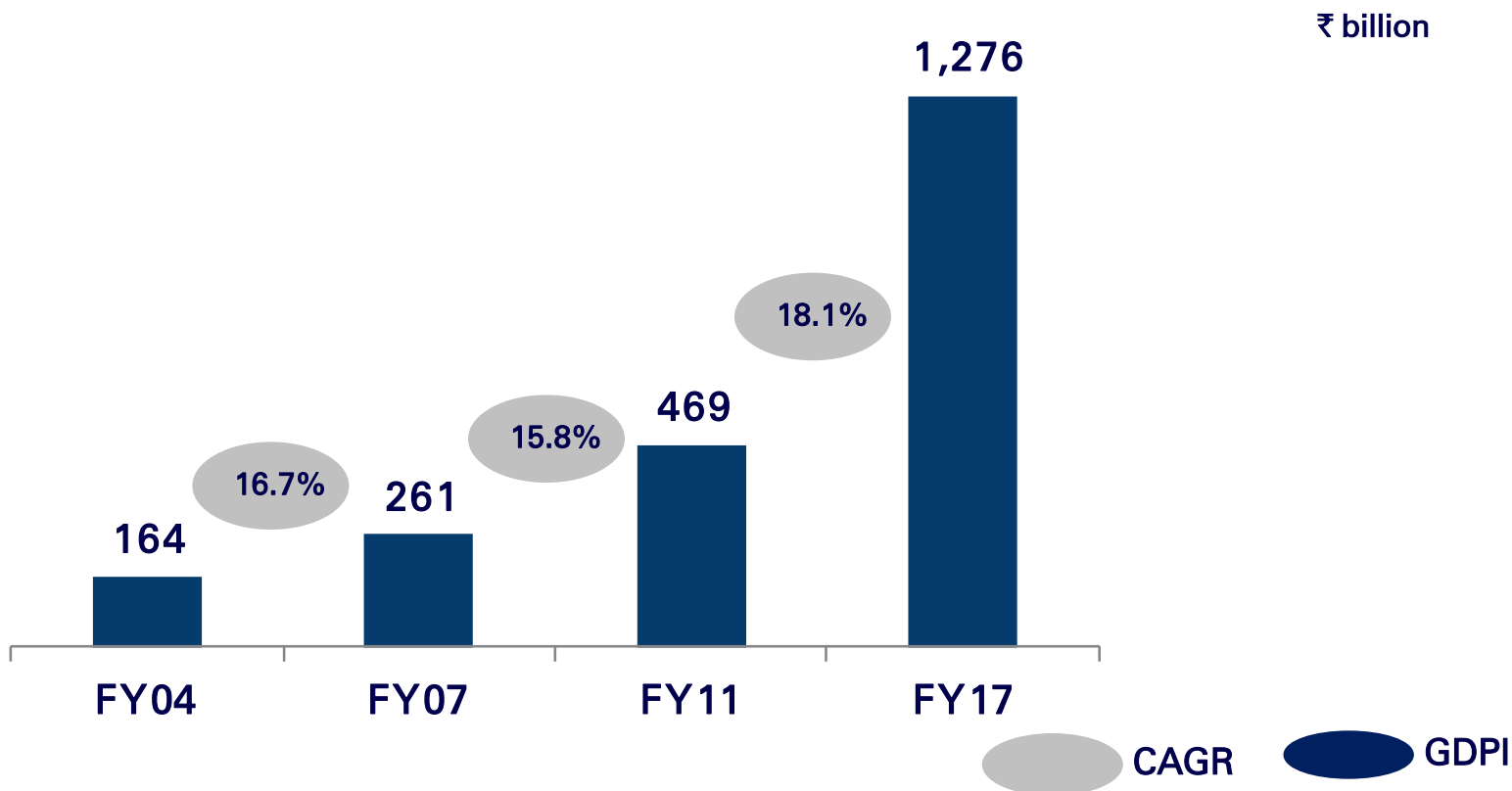
Agenda

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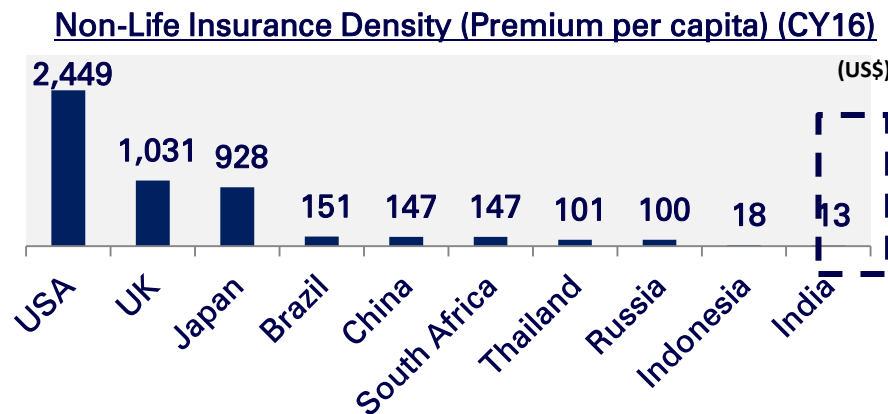
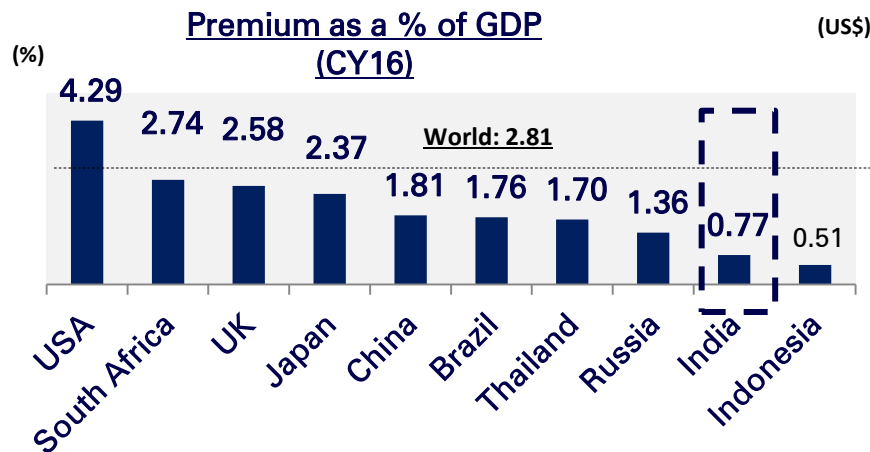
Industry has witnessed steady growth



- Industry has grown at CAGR of 17% in the last 15 years
- Industry growth @ 32.4% for FY2017 & 19.5% for H1 2018

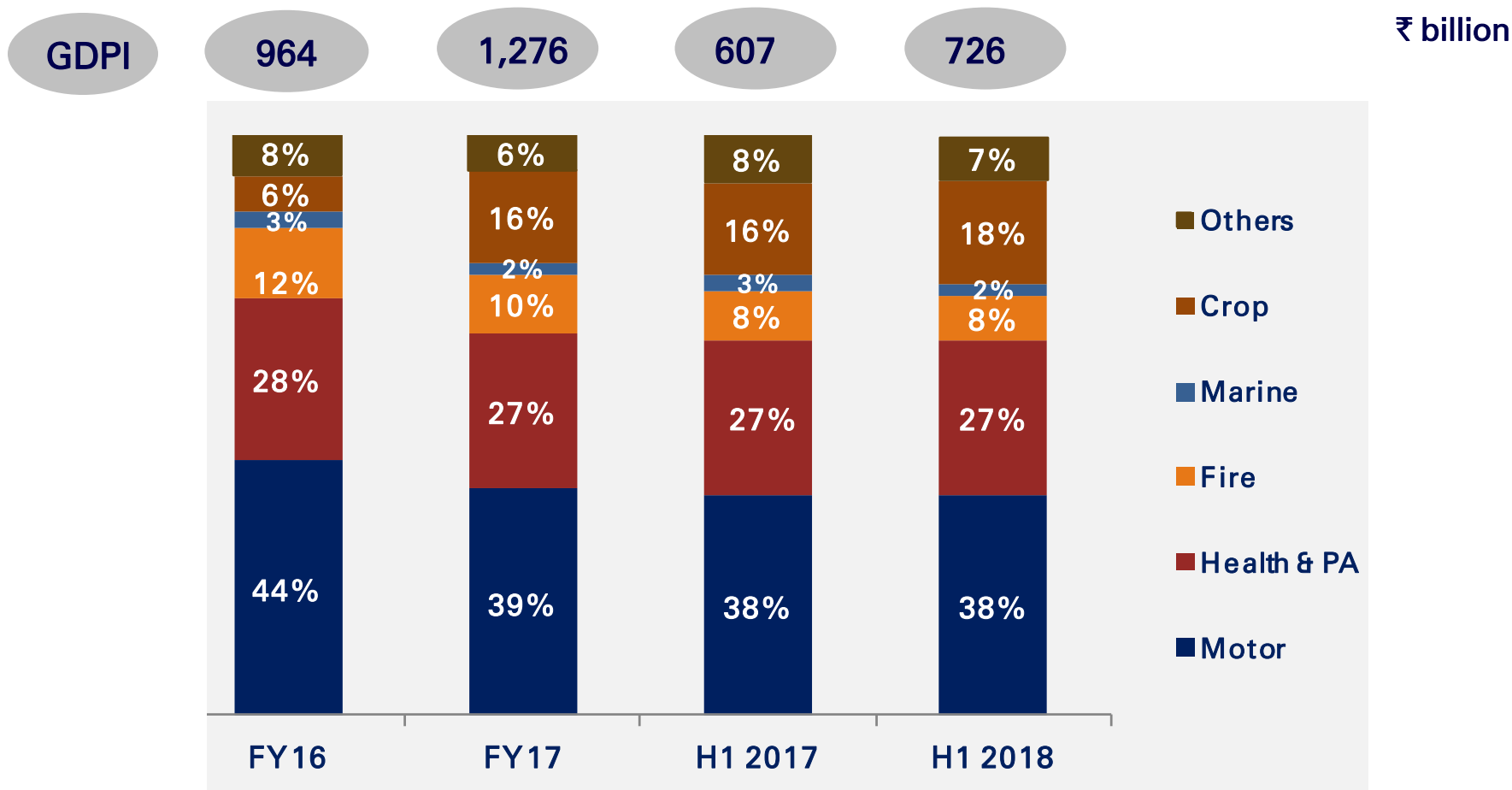
India Non-life Insurance Market- Large Addressable Market

Significantly underpenetrated



- 4th largest non-life insurance market in Asia
- GDP growth at CAGR of 17% from FY 2001 to FY 2017
- Non-life Insurance penetration in India was around 1/4th of Global Average in 2016

Industry product mix



- Motor ,Crop and Health contributing to growth in the industry

Agenda

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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 and 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)	FY2016	FY2017	H1 2017	H1 2018
Gross Written Premium(GWP)	82.96	109.60	57.07	66.29
Gross Direct Premium Income (GDPI)	80.91	107.25	55.65	64.94
GDPI Growth	21.2%	32.6%	39.2%	16.7%
Combined ratio	106.9%	103.9%	106.0%	102.7%
Profit After Tax (PAT)	5.07	7.02	3.02	4.18
Return on average Equity	16.9%	20.3%	17.9%*	20.6%*
Investment leverage#	3.64x	3.88x	3.84x	3.93x
Solvency ratio	1.82x	2.10x	2.03x	2.18x

- Market leadership amongst private sector general insurance companies since FY2004

Investment leverage is net of borrowings

*Annualised

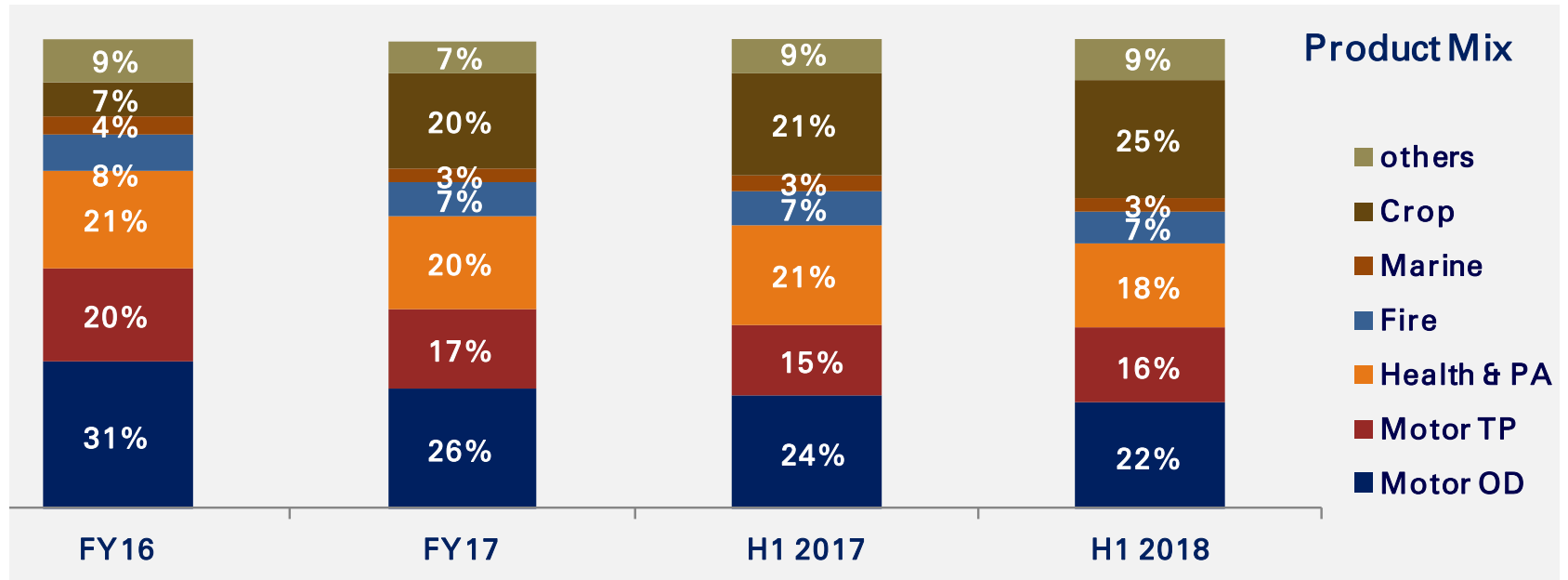
Source: IRDAI

Leadership position across product segments

Rank by GDPI among Private Sector Multi- Product insurance	FY2015	FY2016	FY2017	H1 2018
Motor OD*	# 1	# 1	# 1	# 1
Motor TP*	# 1	# 1	# 1	# 1
Health and Personal Accident	# 1	# 1	# 1	# 1
Crop		# 1	# 1	# 1
Fire	# 1	# 1	# 1	# 1
Marine	# 2	# 1	# 1	# 1
Engineering	# 1	# 1	# 1	# 1

*Motor OD : Motor Own Damage ; Motor TP : Motor Third Party

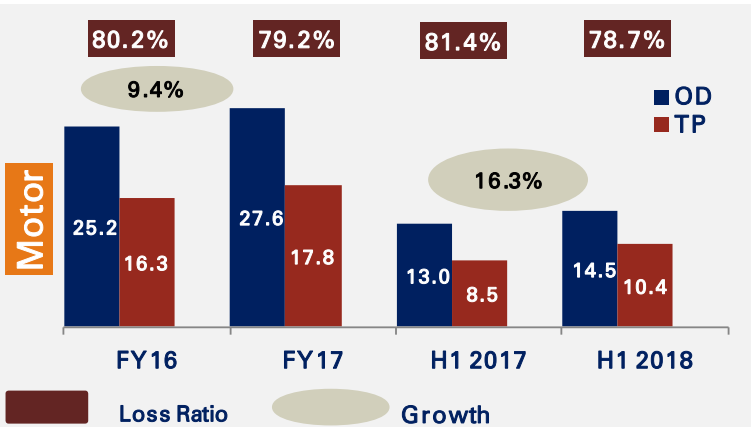
Comprehensive Product Portfolio



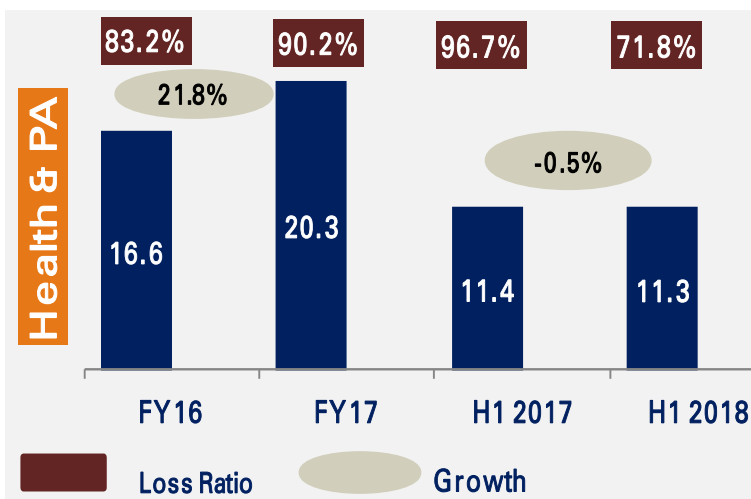
- Diversified product mix– motor, health & personal accident, crop, fire, marine, engineering insurance
- Policy count increased to 10.6 million in H1 2018 from 7.9 million in H1 2017
 - Catering to customers in 618 out of 716 districts across India in FY2017
- Growing the SME portfolio through digitization and focus on specialized products

Comprehensive Product Portfolio

₹ billion

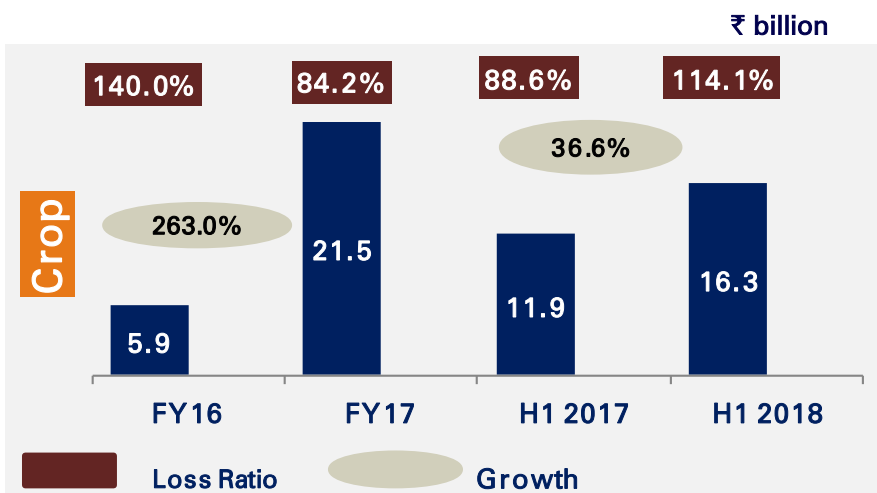


- Increasing focus on relatively profitable segments
- Continued growth from Long Term Two Wheeler (LTTW)

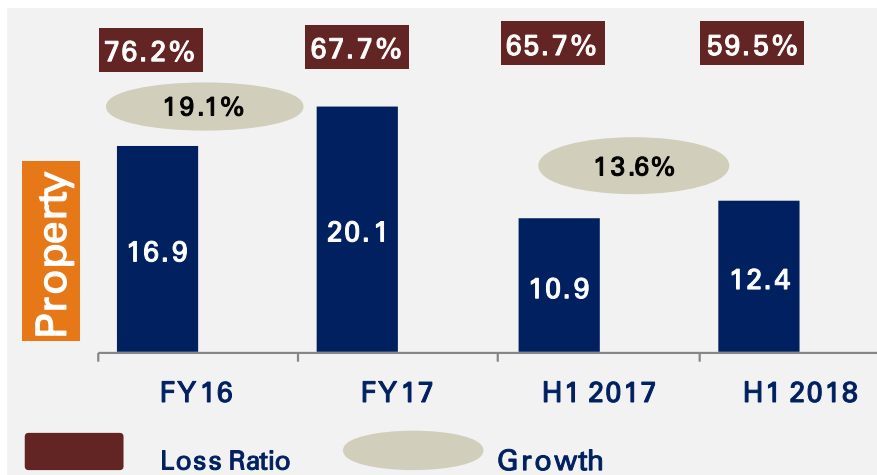


- Retail, corporate and mass health contributed 54.3%, 43.2% and 2.4% respectively of health GDPI in H12018 and 44.3%, 34.4% and 21.3% respectively of health GDPI in H12017
- Focus on retail health
 - Growth of 17.5% in H12018

Comprehensive Product Portfolio

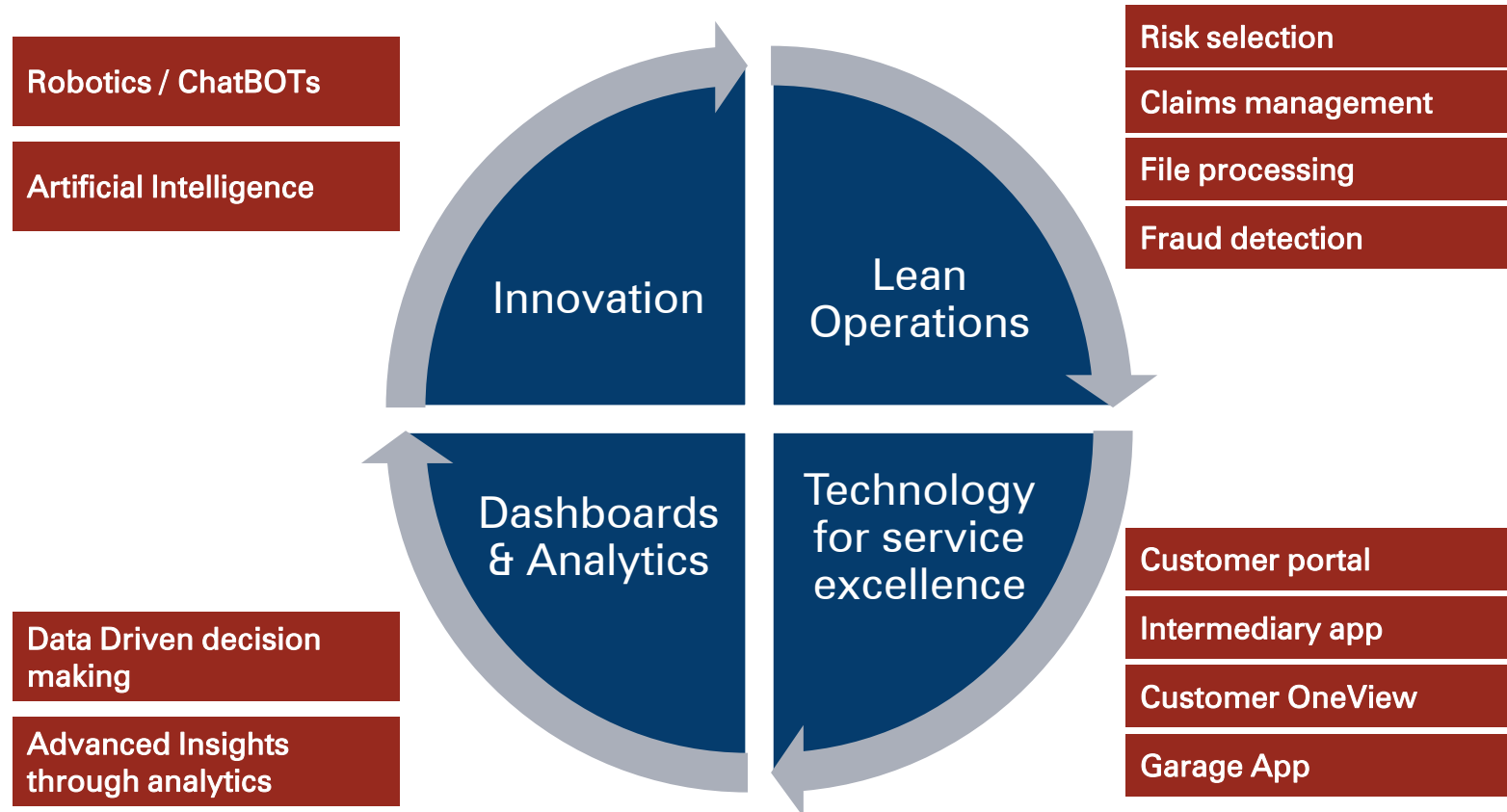


- Diversification through strategic risk selection to mitigate region specific concentration
- Covered farmers in 7 states and 56 districts in Kharif season under PMFBY in FY18.



- Underwriting of small risks for diversification of portfolio and for attractive pricing
- Focus on infrastructure projects as well as emerging sectors such as Solar to drive growth

Digital Drive :Enabling business transformation



Risk Framework

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
 - Recent flood claims (net) of ₹ 0.18 bn

Reinsurance

- Spread of risk across panel of quality re-insurers
 - Entire 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 (79.4%) 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 reinsurance placement

**S&P or equivalent international rating

*** domestic credit rating

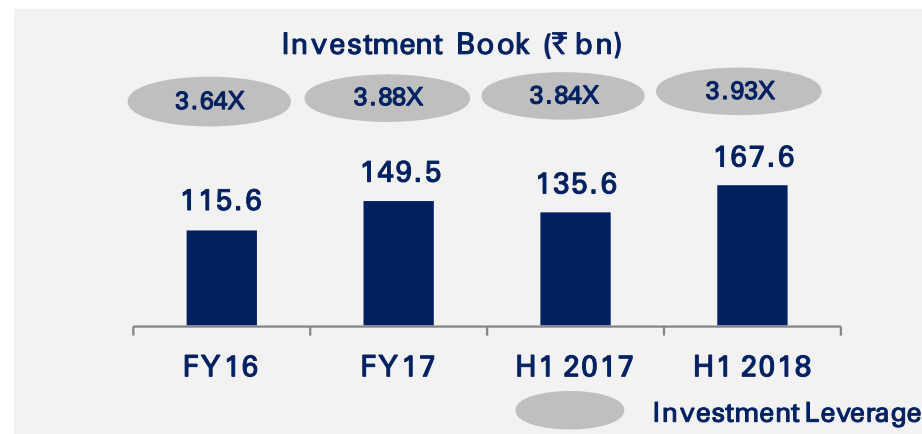
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Robust Investment Performance



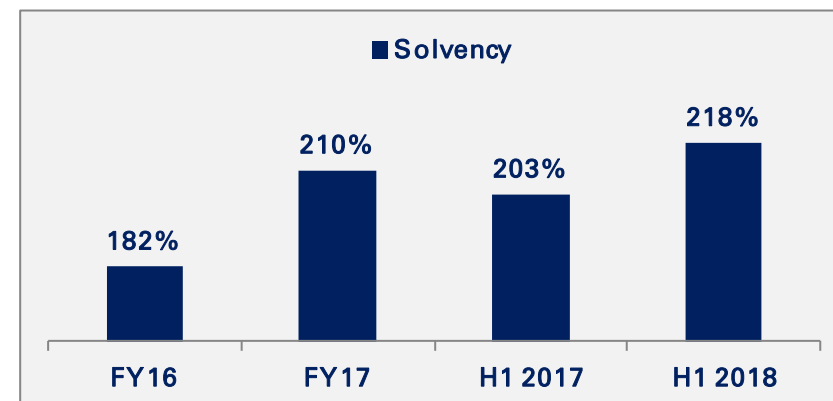
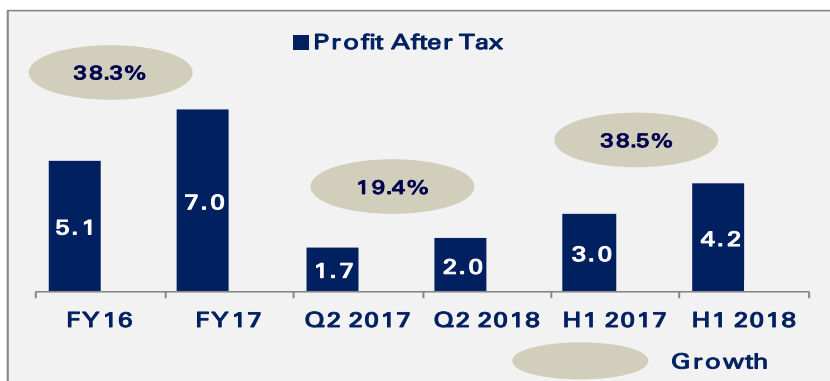
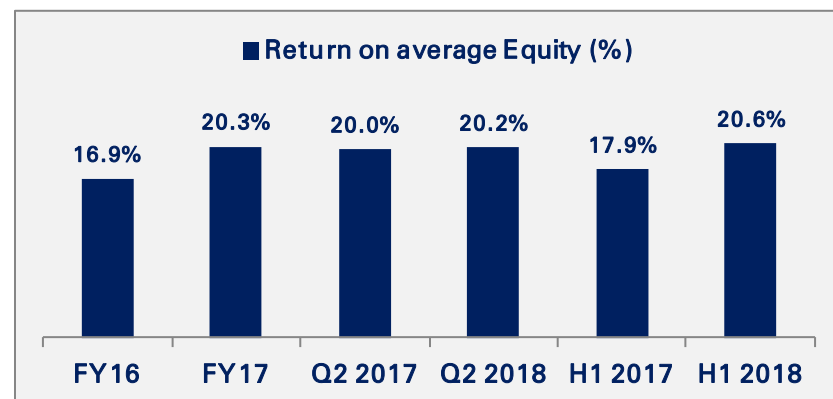
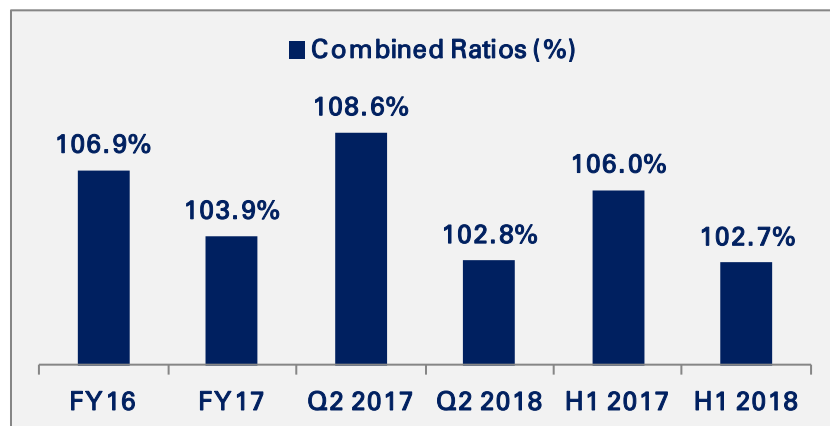
- Largest investment book among private non-life Insurer
- Investment portfolio mix at H1-2018- Corporate bonds (45.1%), G-Sec (32.5%) and equity (15.8%)
- Strong investment leverage
- Unrealised Gains in H1 2018 were ₹ 10.3 bn

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

Source: GI council

* Annualised returns

Financial performance



- Combined ratio for H12018 impacted on account of flood at various states
 - Combined ratio without flood at various states :102.1%
 - Flood Impact (net) of ₹ 0.18 bn

Thank you

Annexure

Loss ratio

Particulars	FY2016	FY2017	Q2 2017	Q2 2018	H1 2017	H1 2018
Motor OD	65.6%	64.2%	71.0%	54.0%	71.2%	58.0%
Motor TP	97.7%	97.4%	92.9%	111.4%	94.2%	104.7%
Health	84.7%	97.9%	102.6%	75.3%	103.0%	80.4%
PA	64.3%	41.3%	55.4%	19.9%	54.0%	31.3%
Crop	140.0%	84.2%	90.1%	106.3%	88.6%	114.1%
Fire	63.6%	68.4%	87.6%	61.0%	68.1%	60.8%
Marine	97.5%	83.9%	76.2%	68.3%	79.6%	71.5%
Engineering	69.4%	53.3%	58.4%	35.1%	58.5%	43.5%
Other	69.3%	62.1%	61.8%	64.6%	59.3%	57.0%
Total	81.5%	80.4%	83.8%	78.5%	83.3%	78.3%

Conservative Reserving Philosophy

Incurring Losses and Allocated Expenses (Ultimates Movement)

₹ billion

As at March 31, 2017	Prior	AY 08	AY 09	AY 10	AY 11	AY 12	AY 13	AY 14	AY 15	AY 16	AY 17
End of First Year	14.57	9.75	12.85	15.13	20.66	22.53	27.97	35.96	34.16	39.13	49.49
One year later	15.48	10.43	13.24	15.23	20.44	21.97	27.02	34.63	33.95	38.58	
Two years later	15.72	10.73	13.03	15.39	20.41	21.74	26.52	34.37	33.53		
Three years later	15.89	10.88	13.21	15.52	20.36	21.85	26.40	34.29			
Four years later	15.96	11.17	13.35	15.55	20.47	21.83	26.46				
Five years later	16.12	11.41	13.39	15.66	20.48	21.81					
Six years later	16.42	11.43	13.46	15.91	20.53						
Seven years later	16.49	11.71	13.53	15.96							
Eight years later	16.70	11.77	13.50								
Nine years later	16.82	11.87									
Ten years later	16.87										
Deficiency/ Redundancy (%)	15.8%	21.7%	5.0%	5.5%	-0.6%	-3.2%	-5.4%	-4.6%	-1.8%	-1.4%	

Unpaid Losses and Loss Adjustment Expenses

As at March 31, 2017	Prior	AY 08	AY 09	AY 10	AY 11	AY 12	AY 13	AY 14	AY 15	AY 16	AY 17
End of First Year	3.24	3.65	4.81	5.31	7.18	7.98	12.01	17.32	17.10	20.44	26.84
One year later	1.78	1.64	1.61	1.83	2.67	3.33	6.11	9.70	11.58	14.06	
Two years later	1.28	1.20	0.85	1.34	2.00	2.46	4.72	7.92	9.61		
Three years later	1.04	0.99	0.73	1.15	1.58	2.12	3.84	6.73			
Four years later	0.83	0.95	0.71	0.97	1.39	1.76	3.39				
Five years later	0.72	0.93	0.62	0.90	1.13	1.47					
Six years later	0.80	0.74	0.59	0.83	1.00						
Seven years later	0.70	0.85	0.59	0.76							
Eight years later	0.78	0.75	0.50								
Nine years later	0.74	0.69									
Ten years later	0.70										

As of March 31, 2017; Losses and expenses in the above tables do not include the erstwhile Indian Motor Third Party Insurance Pool

22 AY: Accident Year

Reserving Triangle Disclosures-IMTPIP

Incurred Losses and Allocated Expenses (Ultimates Movement)

₹ billion

As at March 31, 2017	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	
Six years later	2.61	6.46	5.96	4.99		
Seven years later	2.86	6.55	6.05			
Eight years later	2.95	6.69				
Nine years later	3.00					
Deficiency/ Redundancy (%)	15.2%	8.5%	4.2%	11.2%	14.5%	0.9%

Unpaid Losses and Loss Adjustment Expenses

As at March 31, 2017	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	
Six years later	0.63	1.89	1.56	1.19		
Seven years later	0.72	1.50	1.26			
Eight years later	0.65	1.23				
Nine years later	0.55					

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 holding 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 thereof.