

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER IN THE LAST 3 FINANCIAL YEARS

Name of the Issue:

HDFC Standard Life Insurance Company Limited

1. Type of Issue (IPO/FPO)

IPO

2. Issue Size (Rs. Cr)

INR 8,695.00

3. Grade of issue along with name of the rating agency

Name

NA

Grade

NA

4. Subscription Level (Number of times)

4.8438 times (excluding Anchor Portion and after removing multiple and duplicate bids and technical rejection cases)

Source – Minutes of Basis of Allotment dated November 14, 2017

5. QIB Holding (as a % of outstanding capital) as disclosed to stock exchanges

Particulars	Percentage
(i) allotment in the issue	7.59%*
(ii) at the end of the 1st Quarter immediately after the listing of the issue**	11.34%
(iii) at the end of 1st FY (March 31, 2018)**	11.34%
(iv) at the end of 2nd FY (March 31, 2019)^	NA
(v) at the end of 3rd FY (March 31, 2020)^	NA

(^) QIB Holding not disclosed as reporting for relevant period / fiscal years has not been completed

* AS per the Shareholding pattern available on the website of NSE.

** Shareholding Pattern filed with Stock Exchange for the quarter ended December 31, 2017 and FY ended March 31, 2018 respectively represents holding of "Institutions" category

6. Financials of the issuer - Standalone

(Rs in Crores)

Parameters	1st FY (March 31, 2018)^	2nd FY (March 31, 2019)*	3rd FY (March 31, 2020)*
Income from operations	1282.46	N.A.	N.A.
Net Profit for the period	1109.00	N.A.	N.A.
Paid-up equity share capital	2011.74	N.A.	N.A.
Reserves excluding revaluation reserves	2706.40	N.A.	N.A.

^ Source - Annual financial results submitted to stock exchange for FY 2018

* Financials not disclosed as reporting for the relevant fiscal years has not been completed.

Financials of the issuer - Consolidated

(Rs in Crores)

Parameters	1st FY (March 31, 2018)^	2nd FY (March 31, 2019)*	3rd FY (March 31, 2020)*
Income from operations	1296.52	N.A.	N.A.
Net Profit for the period	1107.20	N.A.	N.A.
Paid-up equity share capital	2011.74	N.A.	N.A.
Reserves excluding revaluation reserves	2692.48	N.A.	N.A.

^ Source - Annual financial results submitted to stock exchange for FY 2018

* Financials not disclosed as reporting for the relevant fiscal years has not been completed.

7. Trading Status in the scrip of the issuer

Company's Equity Shares are listed on both the BSE Limited and the National Stock Exchange of India Limited.

Particulars	Status
(i) at the end of 1st FY (March 31, 2018)	Frequently Traded
(ii) at the end of 2nd FY (March 31, 2019)*	N.A.
(iii) at the end of 3rd FY (March 31, 2020)*	N.A.

* Trading status not disclosed as reporting for the relevant fiscal years has not been completed

8. Change in Directors of issuer from the disclosures in the offer document

Particulars	Name of the Director	Appointed / Resigned
(i) at the end of 1st FY (March 31, 2018)	Mr James Aird	Vacation of office as Alternate Director to Mr Norman Keith Skeoch w.e.f. January 18, 2018,
	Mr Rushad Abadan	Appointment of as Alternate Director to Sir Gerry Grimstone w.e.f. February 02, 2018
	Mr James Aird	Appointment of as Alternate Director to Mr Norman Keith Skeoch w.e.f. February 02, 2018

(ii) at the end of 2nd FY (March 31, 2019)#	Mr James Aird	Vacation of office as Alternate Director to Mr Norman Keith Skeoch w.e.f. April 17, 2018,
	Mr James Aird	Appointment of as Alternate Director to Mr Norman Keith Skeoch w.e.f. May 16, 2018
	Mr James Aird	Appointment of Mr James Aird as an Alternate Director to Mr Norman Keith Skeoch w.e.f. August 23, 2018
	Mr. Amitabh Chaudhry	Resignation as Managing Director & CEO w.e.f. September 08, 2018
	Ms. Vibha Padalkar	Appointment as Managing Director & CEO w.e.f. September 12, 2018
	Mr. Suresh Badami	Appointment as Whole-Time Director w.e.f. September 17, 2018
(iii) at the end of 3rd FY (March 31, 2020)*	N.A.	N.A.

**Changes in directors not disclosed as reporting for relevant fiscal years has not been completed*

However till October 31, 2018 of the current fiscal year, changes in the Board are mentioned above.

9. Status of implementation of project/ commencement of commercial production

- (i) **As disclosed in the offer document:**
- (ii) **Actual implementation:**
- (iii) **Reasons for delay in implementation, if any:**

**Not applicable, as the Offer was only an Offer for Sale by Selling Shareholders*

10. Status of utilization of issue proceeds

- (i) **As disclosed in the offer document:**
- (ii) **Actual utilization:**
- (iii) **Reasons for deviation, if any:**

**Not applicable, as the Offer was only an Offer for Sale by Selling Shareholders*

11. Comments of monitoring agency, if applicable

(a) Comments on use of funds	Not Applicable
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(b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document	
(c) Any other reservations expressed by the monitoring agency about the end use of funds	

**Not applicable, as the Offer was only an Offer for Sale by Selling Shareholders*

12. Pricing Data

Issue Price (Rs.): 290
Designated Stock Exchange: NSE
Listing Date: November 17, 2017

Price parameters	At close of listing day (i.e. November 17, 2017)	At close of 30th calendar day from listing day (December 18, 2017)	At close of 90th calendar day from listing day	As at the end of 1st FY after the listing of the issue (March 31, 2018)		
				Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (NSE)	344.60	377.45	431.9	454.45	494.3	307
Nifty	10,283.60	10388.75	10500.9	10113.7	11171.55	9951.9
Sectoral Index	NA	NA	NA	NA	NA	NA

Price parameters	As at the end of 2nd FY after the listing of the issue (March 31, 2019)*			As at the end of 3rd FY after the listing of the issue (March 31, 2020)*		
	Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (NSE)	NA	NA	NA	NA	NA	NA
Nifty	NA	NA	NA	NA	NA	NA
Sectoral Index	NA	NA	NA	NA	NA	NA

Source: NSE Limited

* Pricing Data not disclosed as reporting for the relevant fiscal years has not been completed

^ Since 30th calendar being sunday, closing figures of next working day have been considered.

13. Basis for Issue Price (Source of accounting ratios of peer group and industry average may be indicated; Source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated)

Accounting ratio		As disclosed in the offer document*	At the end of 1st FY (March 31, 2018)	At the end of 2nd FY (March 31, 2019) ⁽²⁾	At the end of 3rd FY (March 31, 2020) ⁽²⁾
EPS	Issuer:	--	--	--	--
	Standalone (Basic)	4.5	5.53	N.A	N.A
	Standalone (Diluted)	4.4	5.50	N.A	N.A
	Consolidated (Basic)	4.4	5.52	N.A	N.A
	Consolidated (Diluted)	4.4	5.49	N.A	N.A
	Peer Group ^{(4) (5)} :		--	--	--
	ICICI Prudential Life Insurance Company Limited	11.7	11.28	--	--
	SBI Life Insurance Company Limited	11.96	11.50		
	Industry Avg:	10.7	11.39	N.A	N.A
P/E	Issuer:	--	--	--	--
	Standalone (Basic)	*--	82.18	N.A	N.A
	Standalone (Diluted)	--	82.63	N.A	N.A
	Consolidated (Basic)	65.9	82.33	N.A	N.A
	Consolidated (Diluted)	65.9	82.78	N.A	N.A
	Peer Group ^{(4) (5)} :	--	--	--	--
	ICICI Prudential Life Insurance Company Limited	33.4	34.45	--	--
	SBI Life Insurance Company Limited	69.4	58.98		
	Industry Composite:	51.4x	N.A	N.A	N.A

RoNW (%)	Issuer:	--	--	--	--
	Standalone	25.7%	23.51%	N.A	N.A
	Consolidated	25.6%	23.54%	N.A	N.A
	Peer Group ^{(4) (5)} :	--	--	--	--
	ICICI Prudential Life Insurance Company Limited	28.7%	24.71%	--	--
	SBI Life Insurance Company Limited	18.6%	18.05%		
	Industry Composite:	23.7%	N.A	N.A	N.A
NAV	Issuer:	--	--	--	--
	Standalone	19.2	23.45	N.A	N.A
	Consolidated	19.1	23.38	N.A	N.A
	Peer Group ^{(4) (5)} :	--	--	--	--
	ICICI Prudential Life Insurance Company Limited	44.6	45.64	--	--
	SBI Life Insurance Company Limited	55.5	63.74		
	Industry Avg:	50.1	N.A	N.A	N.A

Notes:

(1) Prospectus dated November 10, 2017

(2) Not disclosed as the reporting for the relevant fiscal years has not been completed.

(3) *Standalone PE with respect to the Company has not been disclosed in the document.

(4) Financials for Peer Group are sourced from its audited consolidated financial statements as on March 31, 2017

(5) Financials for Company and Peer Group are sourced from its audited consolidated financial statements as on March 31, 2017

14. Any other material information

Particulars	Date
HDFC Standard Life Insurance Company Limited has informed the Exchange regarding allotment of 1572966 Equity Shares under ESOP	19-Jan-2018
HDFC Standard Life Insurance Company Limited has informed the Exchange regarding 'Intimation of change in Corporate Identification Number (CIN) of the Company- CIN of the Company has been changed from L99999MH2000PLC128245	07-Feb-2018

to L65110MH2000PLC128245.							
HDFC Standard Life Insurance Company Limited has informed the Exchange regarding allotment of 991843 Equity Shares under ESOP	27-Feb-2018						
<p>HDFC Standard Life Insurance Company Limited has submitted the Exchange a copy Srutinizers report of Postal Ballot and voting results for following resolutions passed –</p> <ul style="list-style-type: none"> • Approval and adoption of Article 76.3 of the Articles of Association of the Company • Approval of Employee Stock Option Scheme- 2017 for the eligible employees of the Company • Approval of Employee Stock Option Scheme- 2017 for the eligible employees of the Subsidiary Company (ies) of the Company • Approval of Employee Stock Option (Trust) Scheme - 2017 for the eligible employees of the Company • Approval of Employee Stock Option (Trust) Scheme - 2017 for the eligible employees of the Subsidiary Company (ies) of the Company 	01-Mar-2018						
<p>HDFC Standard Life Insurance Company Limited has informed the Exchange regarding 'Contact details of the Key Managerial Personnel (KMP) of the Company who have been authorised, unde.r the ' Policy for Determination of Materiality of Event Information' approved by the Board of Directors, for determining the materiality of any event or information and for the purpose of making the necessary disclosures to the Stock Exchanges.</p> <table border="1" data-bbox="134 1272 1007 1615"> <thead> <tr> <th>Name and designation of the KMP</th> <th>Contact details</th> </tr> </thead> <tbody> <tr> <td>Mr Amitabh Chaudhry Managing Director & CEO</td> <td rowspan="3">Tel: +91 22 67516666 Email Id: investor.service@hdfclife.com</td> </tr> <tr> <td>Ms Vibha Padalkar Executive Director & CFO</td> </tr> <tr> <td>Mr Narendra Gangan EVP, Company Secretary & Head- Compliance & Legal</td> </tr> </tbody> </table>	Name and designation of the KMP	Contact details	Mr Amitabh Chaudhry Managing Director & CEO	Tel: +91 22 67516666 Email Id: investor.service@hdfclife.com	Ms Vibha Padalkar Executive Director & CFO	Mr Narendra Gangan EVP, Company Secretary & Head- Compliance & Legal	09-Mar-2018
Name and designation of the KMP	Contact details						
Mr Amitabh Chaudhry Managing Director & CEO	Tel: +91 22 67516666 Email Id: investor.service@hdfclife.com						
Ms Vibha Padalkar Executive Director & CFO							
Mr Narendra Gangan EVP, Company Secretary & Head- Compliance & Legal							
HDFC Standard Life Insurance Company Limited has informed the Exchange regarding Grant of 3702000 Options.	14-Mar-2018						
HDFC Standard Life Insurance Company Limited has informed the Exchange regarding allotment of 202012 Equity Shares under ESOP	19-Mar-2018						
HDFC Standard Life Insurance Company Limited has informed the Exchange regarding allotment of 173200 Equity Shares under ESOP	07-May-2018						
HDFC Standard Life Insurance Company Limited has informed the Exchange regarding allotment of 604454 Equity Shares under ESOP	21-June-2018						
HDFC Standard Life Insurance Company Limited has informed the Exchange regarding allotment of 901615 Equity Shares under ESOP	27-July-2018						
HDFC Standard Life Insurance Company Limited has informed the Exchange regarding allotment of 488650 Equity Shares under ESOP	03-Sept-2018						

Source- Stock Exchange Filings

All the above information has been updated till October 31, 2018 unless indicated otherwise