

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

Name of the Issue :

ICICI Lombard General Insurance Company Limited

1. Type of Issue (IPO/FPO)

IPO

2. Issue Size (Rs. Cr)

INR 5,700.9

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

Name

NA

Grade

NA

4. Subscription Level (Number of times)

2.9132 times (excluding Anchor Portion and after removing multiple and duplicate bids and technical rejection cases)

Source – Minutes of Basis of Allotment dated September 23, 2017

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

Particulars	Percentage
(i) allotment in the issue	9.30%
(ii) at the end of the 1st Quarter immediately after the listing of the issue	13.15%
(iii) at the end of 1st FY (March 31, 2018) ^{\$}	15.58%
(iv) at the end of 2nd FY (March 31, 2019) [^]	NA
(v) at the end of 3rd FY (March 31, 2020) [^]	NA

*Shareholding Pattern filed with Stock Exchange for the quarter ended September 30, 2017 represents holding of "Institutions" category.

\$ Shareholding Pattern filed with Stock Exchange for the quarter ended March 31, 2018 represents holding of "Institutions" category.

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

6. Financials of the issuer (as per the annual financial results submitted to stock exchanges)

(Rs in Crores)

Parameters	1st FY (March 31, 2018) [^]	2nd FY (March 31, 2019)*	3rd FY (March 31, 2020)*
Income from operations	1126.75	N.A.	N.A.
Net Profit for the period	2476.77	N.A.	N.A.
Paid-up equity share capital	453.95	N.A.	N.A.
Reserves excluding revaluation reserves	4087.21	N.A.	N.A.

[^] Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 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. Vishal Mahadevia	Appointed w.e.f. April 25, 2018
	Mr. N.S.Kannan	Resigned as Non-Executive Director w.e.f June 19, 2018
	Mr. Sandeep Bakhshi	Appointed as Additional Director (Non-Executive, Non-Independent) w.e.f June 26, 2018.
	Mr. Sandeep Bakhshi	Resignation as Director w.e.f October 05, 2018
	Ms. Chanda Kochhar	Resignation as Director w.e.f October 05, 2018
	Ms. Vishakha Mulye	Appointed as Non-Executive Additional Director w.e.f. October 17, 2018
	Mr. Sandeep Batra	Appointed as Non-Executive Additional Director w.e.f. October 17, 2018
	Mr. Sandeep Batra	Appointed as Non-executive Chairperson w.e.f. October 20, 2018
(ii) at the end of 2nd FY (March 31, 2019)#	Mrs. Lalita D. Gupte	
(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, no changes have taken place in the Board*

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
(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.):	661
Designated Stock Exchange:	BSE Limited
Listing Date:	September 27, 2017

Price parameters	At close of listing day (i.e. September 27, 2017)	At close of 30th calendar day from listing day (October 27, 2017)	At close of 90th calendar day from listing day (December 26, 2017)	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 – BSE Limited	681.55	682.35	784.80	792.45	872	619
S & P BSE SENSEX	31,159.81	33,157.22	34,010.6	29620.5	29687.64	29137.48
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 – BSE Limited	NA	NA	NA	NA	NA	NA
S & P BSE SENSEX	NA	NA	NA	NA	NA	NA
Sectoral Index	NA	NA	NA	NA	NA	NA

Source: BSE Limited

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

** 31st March, 2018 being a Saturday, and March 29, 2018 being a public holiday, figures of March 28, 2018 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 ⁽⁴⁾ (March 31, 2018)	At the end of 2nd FY ⁽²⁾ (March 31, 2019)	At the end of 3rd FY (March 31, 2020) ⁽²⁾
EPS	Issuer:	--	--	--	--
	(Basic)	14.32	4.67	N.A	N.A
	(Diluted)	14.25	4.67	N.A	N.A
	Peer Group :		--	--	--
	No listed peers	--	--	--	--

	Industry Avg:	N.A	N.A	N.A	N.A
PE Ratio	Issuer:	--	--	--	--
	(Basic)	46.16	169.69	N.A	N.A
	(Diluted)	46.39	169.69	N.A	N.A
	Peer Group:	--	--	--	--
	No listed peers	--	--	--	--
	Industry Composite:	N.A	N.A	N.A	N.A
RoNW (%)	Issuer:	--	--	--	--
	Issuer	18.44%	54.54%	N.A	N.A

	Peer Group:	--	--	--	--
	No listed peers	--	--	--	--
	Industry Composite:	--	N.A	N.A	N.A
NAV	Issuer:	--	--	--	--
	Issuer	82.57	100.05	N.A	N.A
	Peer Group:	--	--	--	--
	No listed peers	--	--	--	--
	Industry Avg:	N.A	N.A	N.A	N.A

Notes:

(1) Prospectus dated September 21, 2017

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

(3) Data for period ended March 31, 2017

(4) Audited Financial Results/Annual Reports as uploaded on the website of Stock Exchanges for the year ended March 31, 2018

14. Any other material information

Particulars	Date
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard offers Solar Panel Warranty Insurance policy"	14-Dec-2017
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard launches solution to transform OPD health Insurance 'IL Take Care' app powered by Practo's Trinity technology"	24-Jan-2018
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard signs distribution tie-up pact with RBL Bank"	12-Feb-2018
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "Ola Pioneers a First-Of-Its-Kind In-Trip Insurance Program for Customers" which states Ola has partnered with Acko General Insurance Ltd and ICICI Lombard General Insurance Ltd to launch this program designed to benefit its customers across 110+ cities.	05-Apr-2018
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard becomes the 1st Company in India to be certified with ISO 31000:2018 for Enterprise Risk Management (ERM) framework"	02-May-2018
Allotment of 8640 equity shares of face value of Rs. 10 each on May 28, 2018 under the Company's Employee Stock Option Scheme (ESOS)	28-May-2018
Allotment of 6500 equity shares of face value of Rs. 10 each on July 17, 2018 under the Company's Employee Stock Option Scheme (ESOS)	17-July-2018
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard pioneers use of AI to automate health insurance claim approvals"	20-Aug-2018
The Company has written premium of Rs. 85.98 Crs (primarily motor, property & health insurance) during F.Y 2017-2018 which comprises 0.70% of gross direct premium income(GDPI) during F.Y 2017-2018(1.57% of the GDPI for all non-insurance companies from Kerela State)	23-Aug-2018
Allotment of 6000 equity shares of face value of Rs. 10 each on September 11, 2018 under the Company's Employee Stock Option Scheme (ESOS)	11-Sept-2018
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard launches industry's first App for faster claim verification and settlement"	17-Sept-2018

Source – Stock Exchange Filings

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