

**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  
Grade**

NA  
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 <sup>*</sup>	13.15%
(iii) at the end of 1st FY (March 31, 2018) <sup>§</sup>	15.58%
(iv) at the end of 2nd FY (March 31, 2019) <sup>§§</sup>	21.19%
(v) at the end of 3rd FY (March 31, 2020) <sup>^</sup>	36.57%

*\*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.*

*§§ Shareholding Pattern filed with Stock Exchange for the quarter ended March 31, 2019 represents holding of "Institutions" category.*

*(^)Shareholding Pattern filed with Stock Exchange for the quarter ended March 31, 2020 represents holding of "Institutions" category.*

**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	1691.43	2008.53
Net Profit for the period	861.78	1049.27	1193.76
Paid-up equity share capital	453.95	454.31	454.47
Reserves excluding revaluation reserves	4087.21	4866.15	5679.57

^ Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2018

^^ Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2019

\* Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2020

**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)	Frequently Traded
(iii) at the end of 3rd FY (March 31, 2020)	Frequently Traded

**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
	Mrs. Lalita D. Gupte	Appointed as Non-executive Chairperson w.e.f. October 20, 2018
(ii) at the end of 2nd FY (March 31, 2019)		
	Mr. Vishal Mahadevia	Resigned as Non-executive Independent Director w.e.f close of business on July 16, 2019
(iii) at the end of 3rd FY (March 31, 2020)		

	Mr. Murali Sivaraman	Appointed as an Additional Director in category of Non Executive, independent w.e.f January 17, 2020
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**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	<b>Not Applicable</b>
(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	34,010.61	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	1032.85	1037.00	683.00	1076.7	1439.9	805.6
S & P BSE SENSEX	38672.91	38989.65	32972.56	29468.49	42273.87	25638.9
Sectoral Index	NA	NA	NA	NA	NA	NA

Source: BSE Limited

\*\* 31st March, 2018 being a Saturday, and March 29, 2018 being a public holiday, figures of March 28, 2018 have been considered.

\*\*\* 31st March, 2019 being a Sunday and 31st March, 2019 being a Saturday, figures of March 29, 2019 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 <sup>(4)</sup> (March 31, 2018)	At the end of 2nd FY <sup>(5)</sup> (March 31, 2019)	At the end of 3rd FY (March 31, 2020) <sup>(2)</sup>
EPS	Issuer:	--	--	--	--
	(Basic)	14.32	4.67	23.11	26.27
	(Diluted)	14.25	4.67	23.06	26.19
	Peer Group :		--	--	--
	No listed peers	--	--	--	--
	Industry Avg:	N.A	N.A	N.A	N.A
PE Ratio	Issuer:	--	--	--	--
	(Basic)	46.16	169.69	44.69	40.99
	(Diluted)	46.39	169.69	44.79	41.11
	Peer Group:	--	--	--	--
	No listed peers	--	--	--	--
	Industry Composite:	N.A	N.A	N.A	N.A
RoNW (%)	Issuer:	--	--	--	--
	Issuer	18.44%	54.54%	19.72%	19.46%

	Peer Group:	--	--	--	--
	No listed peers	--	--	--	--
	Industry Composite:	--	N.A	N.A	N.A
NAV	<b>Issuer:</b>	--	--	--	--
	Issuer	82.57	100.05	117.11	134.97
	Peer Group:	--	--	--	--
	No listed peers	--	--	--	--
	Industry Avg:	N.A	N.A	N.A	N.A

**Notes:**

- (1) Prospectus dated September 21, 2017
- (2) Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2020
- (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
- (5) Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2019

**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
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard takes Artificial Intelligence('AI') route for instant renewal of expired motor insurance policies"	19-Dec-2018
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard sets a new Guinness World Record under its Ride to Safety initiative"	31-Jan-2019
Allotment of 188500 equity shares of face value of Rs. 10 each on February 14, 2019 under the Company's Employee Stock Option Scheme (ESOS)	14-Feb-2019
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard partners with Mobikwik to offer an affordable online fraud protection policy"	18-March-2019
Allotment of 57000 equity shares of face value of Rs. 10 each on March 19, 2019 under the Company's Employee Stock Option Scheme (ESOS)	19-March-2019
ICICI Lombard General Insurance Limited has informed Exchange that ICRA Limited has reaffirmed the "IAAA" rating to the Claims Paying Ability of the Company vide its letter dated April 16, 2019	16-April-2019
ICICI Lombard General Insurance Company Limited has informed the Exchange regarding Grant of 2050000 Options.	18-April-2019
ICICI Lombard General Insurance Company Limited has informed the Exchange regarding allotment of 100500 Equity Shares under ESOP	13-May-2019
Mr. J. V. Prasad, Appointed Actuary and a Key Management Person of the Company has resigned from the services of the Company w.e.f. May 27, 2019 due to his personal reasons	28-May-2019
ICICI Lombard leverages technology but with a human touch to deepen consumer connect. New brand campaign showcases the real 'employee' heroes behind the tech offerings	10-Jun-2019
The Company has allotted 6,000 Equity Shares of Rs. 10/- (Rupees Ten Only) each on July 8, 2019 to the Employee of the Company who had exercised his Options under ICICI Lombard General Insurance Company Limited Employees Stock Option Scheme- 2005	08-Jul-2019
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard & True Balance partner to provide financial inclusion to the next billion-Focus on providing affordable insurance to customers".	06-Aug-2019
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, titled "ICICI Lombard announces bancassurance tie-up with Standard Chartered Bank-Collaboration to offer general insurance solutions of ICICI Lombard through India's largest international bank with 100 branches across 43 cities"	04-Sept-2019
The Company has allotted 12,080 Equity Shares of Rs. 10/- (Rupees Ten Only) each on September 5, 2019 to the Employees of the Company who had exercised his Options under ICICI Lombard General Insurance Company Limited Employees Stock Option Scheme- 2005	05-Sept-2019
The Company has allotted 1450 Equity Shares of Rs. 10/- (Rupees Ten Only) each on October 3, 2019 to the eligible employees of the Company who had exercised his Options under ICICI Lombard General Insurance Company Limited Employees Stock Option Scheme- 2005	04-Oct-2019
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, "ICICI Lombard announces Bancassurance tie-up with Karur Vysya Bank"	30-Oct-2019
ICICI Lombard General Insurance Company Limited has informed the Exchange regarding 'The Company has entered into an arrangement ("Transaction") with Unbox Technologies Private Limited ("Unbox"), a company engaged in providing customer relationship management ("CRM") services, on Wednesday, October 30, 2019, pursuant to which the Company will be acquiring proprietary software, platforms and underlying intellectual property assets developed by Unbox ("Software"), along with ancillary movable assets for housing the Software and employees for operation, maintenance and development of the Software, for an aggregate cash consideration of Rs. 2.25 billion.'	30-Oct-2019
The Company has allotted 600 Equity Shares of Rs.10/- (Rupees Ten Only) each on November 13, 2019 to the participant who had exercised his Options under ICICI Lombard General Insurance Company Limited Employees Stock Option Scheme - 2005.	14-Nov-2019
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, "ICICI Lombard and Fino Payments Bank aim deeper insurance penetration with innovative and affordable insurance products"	18-Nov-2019
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, 'IntrCity by RailYatri, ICICI Lombard & Marsh join hands to provide insurance cover worth 5 Lacs for IntrCity SmartBus Travelers'.	20-Nov-2019

ICICI Lombard General Insurance Company Limited has informed the Exchange regarding the Registrar & Share Transfer Agent Update-name of Karvy Fintech Private Limited has been changed to Kfin Technologies Private Limited with effect from December 5, 2019	9-Dec-2019
The Company has allotted 5,380 (Five Thousand Three Hundred Eighty Only) Equity Shares of Rs 10/- (Rupees Ten Only) each on December 10, 2019 to the eligible employees of the Company who had exercised their Options under ICICI Lombard General Insurance Company Limited Employees Stock Option Scheme- 2005.	10-Dec-2019
ICICI Lombard General Insurance Limited has informed Exchange that their board has approved the appointment of Mr Prasun Sarkar as Appointed Actuary ad a Key Management Person as per the Insurance Regulatory and Development Authority of India	04-Jan-2020
Increase in aggregate limit of Stock Options from a maximum of 5% of the issued Shares of the Company to a maximum of 7% of the issued Shares of the Company from time to time, on the date(s) of grant of Stock Option(s) under the ICICI Lombard General Insurance Company Limited-Employees Stock Option Scheme - 2005, subject to the approval of Members of the Company.	17-Jan-2020
ICICI Lombard General Insurance Limited has informed Exchange regarding a Press Release, 'ICICI Lombard gets regulatory nod to pilot five proposals under the Sandbox Project'	22-Jan-2020
Allotment of Equity Shares under the ICICI Lombard Employees Stock Option Scheme-2005	19-Feb-2020
Press Release -"ICICI Lombard and realme Paym enter into strategic association for providing screen protection cover for realme phones"	20-Feb-2020
The Company informed the Exchange regarding allotment of 17,480 (Seventeen Thousand Four Hundred and Eighty Only) Equity Shares of ₹ 10/- (Rupees Ten Only) each on March 23, 2020 to the eligible employees of the Company who had exercised their stock options under ICICI Lombard Employees Stock Option Scheme- 2005	24-Mar-2020
Press Release -"Flipkart, ICICI Lombard and Go Digit General Insurance come together to offer COVID-19 focused health insurance"	09-April-2020
The Company informed the Exchange that CRISIL Limited vide their letter dated April 17, 2020 has reaffirmed its "CRISIL AAA/Stable" credit rating on the Subordinated Debt of the Company	18-April-2020
The Company informed the Exchange that ICRA Limited vide their letter dated April 17, 2020 has reaffirmed its "[ICRA] AAA(stable)" credit rating on the Subordinated Debt of the Company.	18-April-2020
The Company informed the Exchange that ICRA Limited vide their letter dated April 17, 2020 has reaffirmed its "iAAA" rating to the Claims Paying Ability of the Company.	18-April-2020
The Company informed the Exchange regarding allotment of 7,400 (Seven Thousand Four Hundred Only) Equity Shares of ₹ 10/- (Rupees Ten Only) each on April 25, 2020 to the eligible employees of the Company who had exercised their stock options under ICICI Lombard Employees Stock Option Scheme- 2005	26-April-2020
Approved re-appointment of Mr. Sanjeev Mantri as a Whole time Director designated as Executive Director-Retail of the Company for a period of five years effective from May 2, 2020	01-May-2020
ICICI Lombard General Insurance Limited has informed Exchange regarding approval of grant of stock options upto 30 lakhs to eligible employees including Whole-time Directors of the Company under the Employees Stock Option Scheme – 2005 of the Company	11-May-2020

Source – Stock Exchange Filings

All the above information has been updated till May 31, 2020 unless indicated otherwise