

Ref. No.: GIC Re/SE/2020-21/Q3-IMP

Date: April 07, 2021

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 – 540755/ NSE – GICRE)

Dear Sir/Madam,

Sub.: Investor Presentation - Q3 FY 2020-21 Financial Results Presentation

With reference to above captioned subject, please find attached herewith Investor Presentation – Q3 FY 2020-21 Financial Results Presentation.

The same will also be available on the website of the Corporation at www.gicofindia.com.

This is for your information and record.

Thanking You.

For General Insurance Corporation of India



(Suchita Gupta)

CS & CFO & Compliance Officer

Encl. A/A

भारतीय साधारण बीमा निगम
(भारत सरकार की कंपनी)

General Insurance Corporation of India
(Government of India Company)
CIN NO.: L67200MH1972GOI016133 IRDA REGN No.: 112

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Q3 FY 2021 Financial Results Presentation

Mumbai



भारतीय साधारण बीमा निगम
General Insurance Corporation of India



आपत्काले रक्षिष्यामि
GIC Re

Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. GIC Re will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Agenda

① Market Review

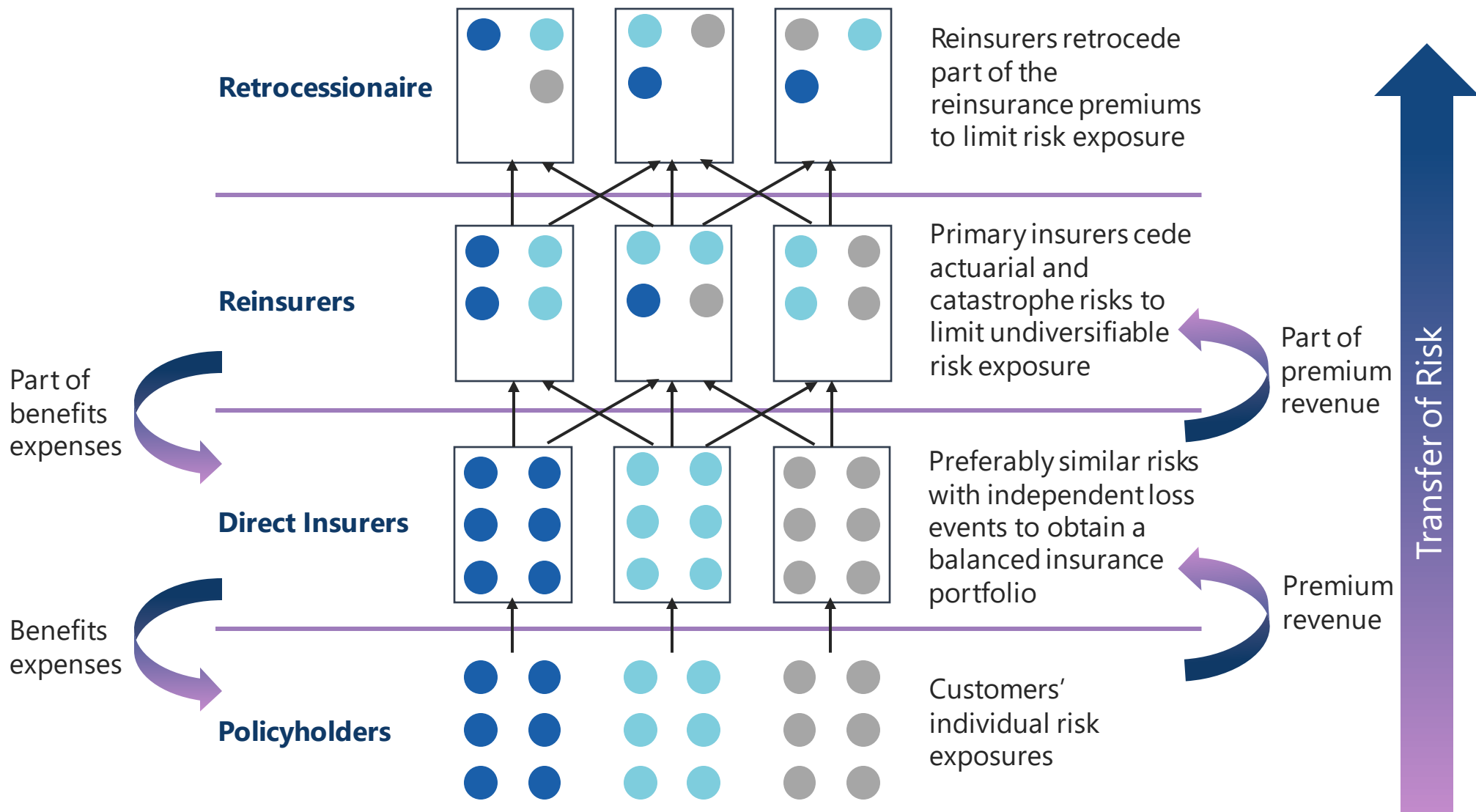
② Strategic Overview

③ Financial Performance

Market Review

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General Insurance Corporation of India

How Reinsurance Works?



Reinsurance Industry - Role

GIC Re has been playing a key role in the Indian reinsurance market and able to maintain about 60% share in the Indian reinsurance market.

- 1 Reinsurance is the foundation for economic growth through risk transfer mechanism
- 2 The risks flow through insurers to reinsurers
- 3 Insurance is written on the strength of reinsurance support
- 4 Reinsurer insulates himself from the insurer's adverse financial performance
- 5 Reinsurers have devices to guard against anti-selection

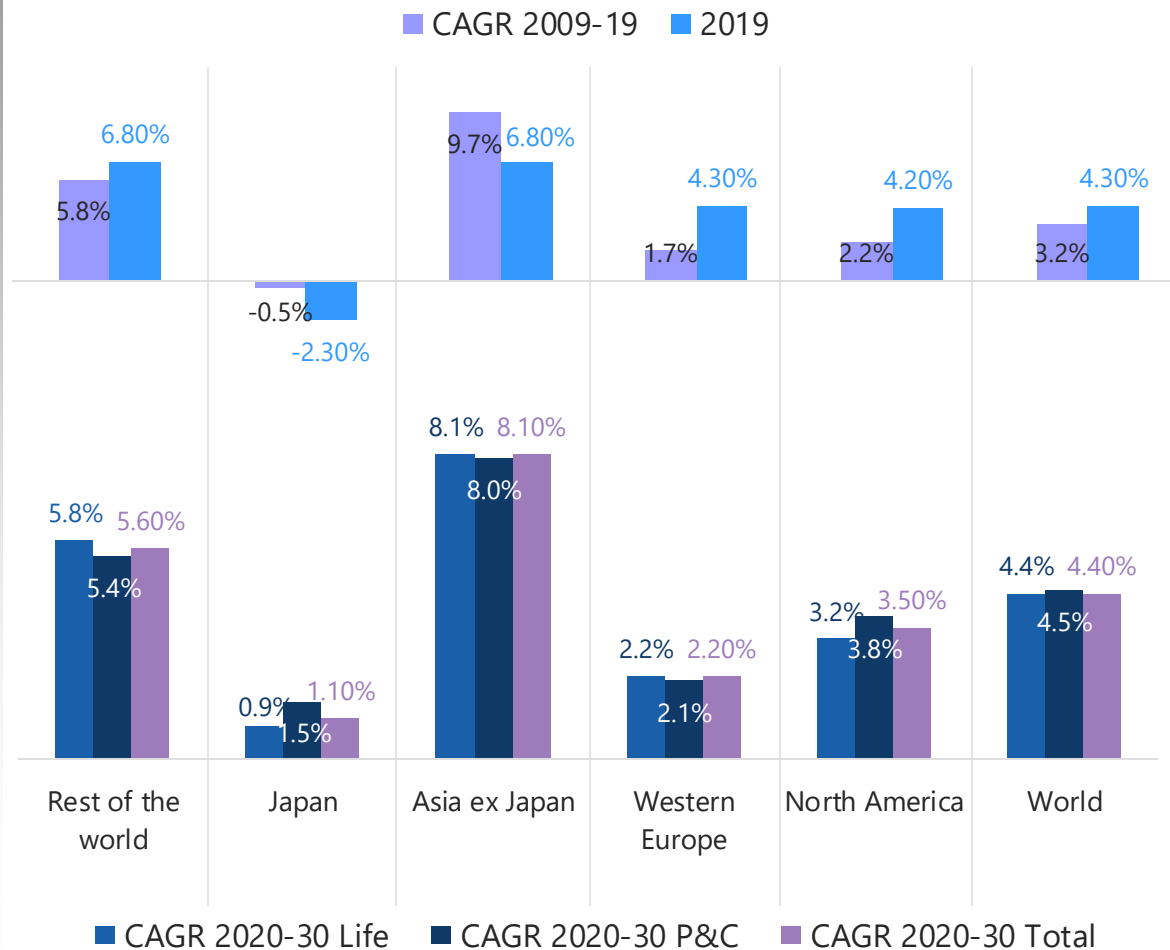
Reinsurance support aims at

- 1 Providing insurers capacity to write more: **proportional**
- 2 Providing insurers protection against bottom line volatility: **non-proportional – major risks**
- 3 Providing insurers protection against balance sheet protection: **non-proportional - catastrophe**

Global Scenario

- Size of the reinsurance market in 2018 was US\$255 bn and is forecast to hit US\$319 bn by the end of 2025
- Reinsurance prices hardened for June renewals amid lower retro capacity
- A.M. Best has maintained its stable outlook for the global reinsurance sector on the back of positive rate momentum across a broad range of non-life classes of business
- In the current environment, marked by years of accumulating catastrophic losses, investment market losses, and significant losses expected as a result of the pandemic, there is potential for double-digit reinsurance price increases to extend into 2021

Gross Written Premium* growth, by region



* The conversion into EUR is based on 2019 exchange rates.

Reinsurance industry in India



GIC Re is the largest player in India and leads most of the domestic companies' treaty programmes and facultative placements



Gross written premiums of general insurance industry in 2019-20:
₹1,89,216 crore



Retention ratio of industry in 2018-19:
59.8%



Insurance penetration increased marginally to 3.70% in FY 2018-19 from 3.69% in FY 2017-18



Crop insurance has become the third largest line of non-life business, after motor and health insurance

Domestic Operating Environment

India's general insurance market is estimated to grow at a compound annual growth rate (CAGR) of 6.2% during 2019-2023.

Reinsurance premiums in India is expected to touch Rs 989.75 billion by 2025

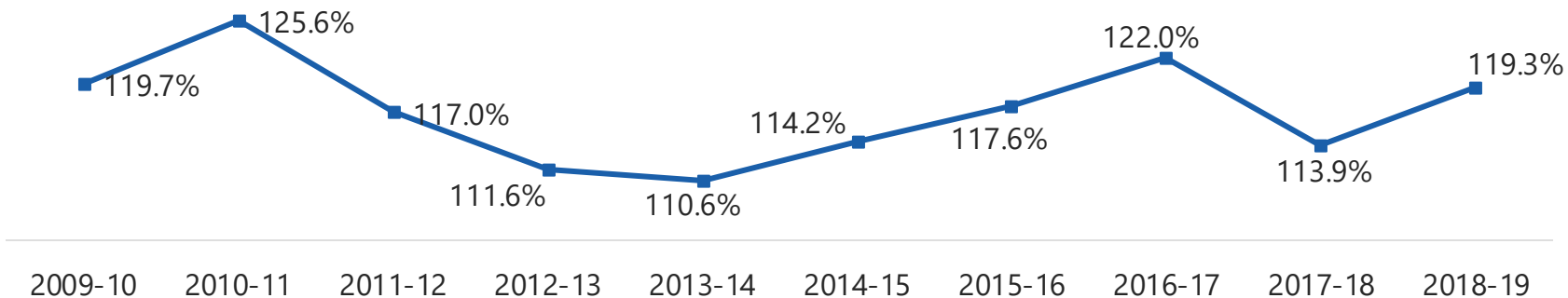
GIC Re expected to maintain market leadership going forward on strong financials, adequate capacity and expertise

Budget 2020

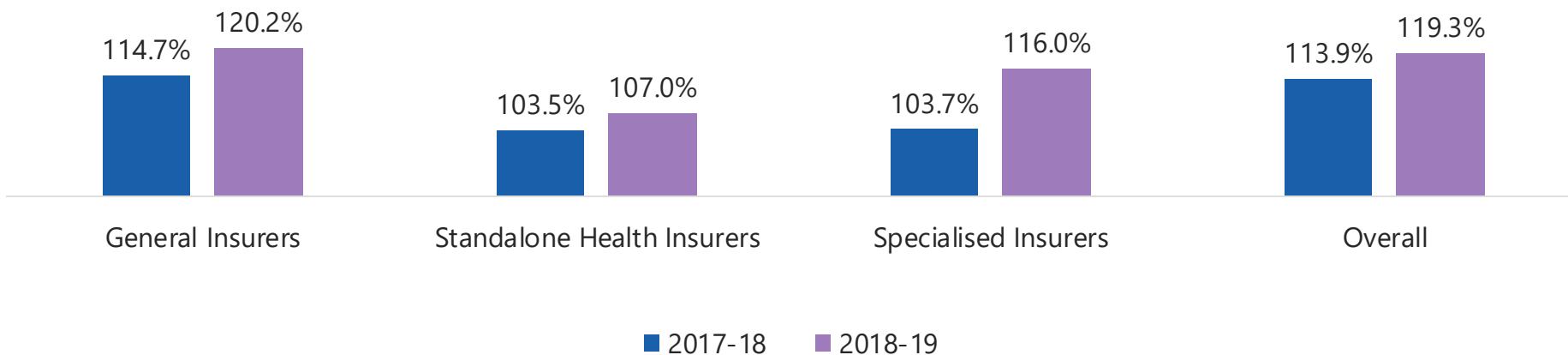
- 100% foreign direct investment (FDI) was permitted for insurance intermediaries.
- Expansion of Ayushman Bharat scheme to fulfil existing gaps in secondary and tertiary healthcare will play a huge role in increasing awareness and acceptance of health insurance amongst all sections of the society.

Combined Ratio – Indian non-life insurance

Combined Ratio - Overall



Combined Ratio (Split by Type of Insurer)



Strategic Overview

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General Insurance Corporation of India

Competitive Strategy Pillars

Prudent Underwriting

- Geographical Diversification
- Lines of Business Diversification
- Continued focus on Risk Selection
- Deployment of Modelling and Pricing Techniques and Tools

Efficient Asset Management

- Healthy Investment Income
- Diversified Investment Portfolio
- Effective Asset Liability Management

Exposure Management

- Modelling accumulation of exposures
- Rebalancing the risk portfolio
- Well-rated retrocession counterparties

Effective Risk Management

- Conservative Claim Reserving
- Following best practices such as conducting stress test to assess resilience

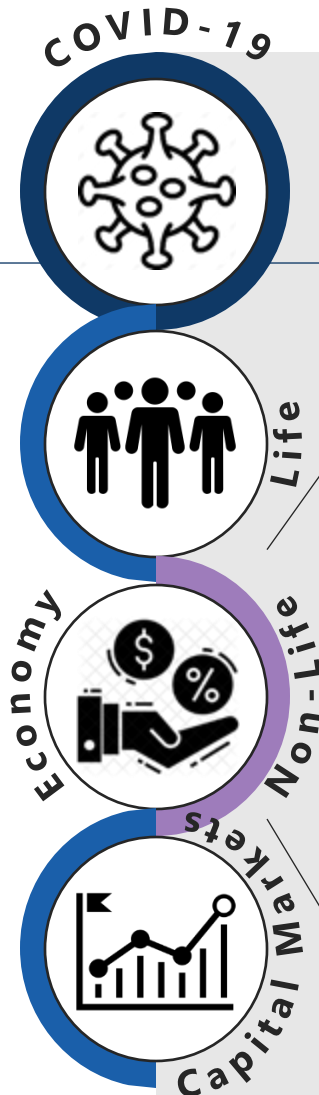
Talent Management

- Recruitment of Experts
- Low attrition rate

Dominant Indian market position

- Continued Obligatory cessions & Order of Preference
- Long term relationship with the market
- Well-positioned to exploit all opportunities

Impact due to Covid-19



Financial Impact on GIC Re

- There is no major impact that we see in life portfolio and is manageable till date
- Though the impact will be clear over time, GIC Re has started loading additional margin for any negative impact due to Covid-19

The Covid-19 disruption and the subsequent lockdown imposed by the government has significantly impacted the non-life insurance industry's premiums

- Fire: Despite slowdown in economy resulting from Covid-19, fire premium is likely to see a growth in domestic sector due to increase in rates imposed across all occupancies.
- Motor: Claims are expected to decline as fewer vehicles are plying on the road amid lockdown. Moreover, hike in third-party motor premiums proposed by the IRDAI is also likely to cushion the increasing claim losses. However, dropping auto volumes may result in significant drop in motor insurance premiums.
- Health & Miscellaneous: The impact of Covid-19 will be felt on new retail PA business, event cancellation, Loss of Profit covers, and film production covers as these type of covers may not be placed in the market thus adversely affecting the premium growth.
- Equity Investments: No major impact as markets have recovered.
- Debt Instruments: No new credit event or default has occurred till date.

Strategic Approach

- GIC Re to leverage its position of 12th rank based on the scale it affords and excellent credit rating domestically.
- The Company stands to benefit from price hardening in select segments / geographies.
- Indian market with its unprecedented growth, particularly in agriculture and health affords an opportunity to leverage GIC Re balance sheet.
- Solvency pressures on Indian insurance market players could lead to higher reinsurance cessions, growing the reinsurance market size which would provide GIC Re an opportunity to sustain its market share.
- Phased adoption of modelling capabilities to ensure better exposure management and deriving value extraction from it.
- Greater volatility countered through conservative reserving.
- Continued focus on underwriting profitability through
 - Class-specific evaluation
 - Weeding out the contracts with inadequate pricing
 - Incentivisation based on individual company / contract performance
- Industry Performance
 - Adoption of IIB rates and resultant increase in price as a factor.
 - Listing of insurers will lead to greater bottom line focus.
 - Leverage Lloyd's platform to expand GIC Re presence in international markets.

Financial Performance

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Financials at a glance

₹ crore

Particulars	Q3 FY21	Q3 FY20	9M FY21	9M FY20	FY20
Gross Premium	11,668.51	11,539.96	38,201.56	41,812.29	51,030.13
Profit After Tax	987.42	(1,069.64)	660.00	(1,556.50)	(359.09)
Incurred Claims Ratio	89.6%	108.4%	94.9%	99.1%	97.5%
Combined ratio	108.5%	130.4%	114.0%	115.9%	114.4%
Solvency Ratio (times)	1.53	1.51	1.53	1.51	1.53

Key Financials

₹ crore

Particulars	Q3 FY21	Q3 FY20	9M FY21	9M FY20	FY20
Gross Premium	11,668.51	11,539.96	38,201.56	41,812.29	51,030.13
Net Premium	10,485.32	9,772.76	33,956.67	38,215.52	46,655.41
Earned Premium	9,139.16	7,828.47	32,292.34	36,476.66	44,145.43
Incurred Claims	8,192.95	8,486.67	30,651.56	36,148.44	43,035.86
Incurred claims ratio (on earned premium)	89.6%	108.4%	94.9%	99.1%	97.5%
Net Commission	1,916.29	2,120.59	6,284.41	6,089.09	7,508.35
Net Commission Percentage (on Net Premium)	18.3%	21.7%	18.5%	15.9%	16.1%
Expenses of Management	77.52	52.85	200.52	281.58	373.01
Expenses of Management ratio (on net premium)	0.7%	0.5%	0.6%	0.7%	0.8%
Profit/(Loss) on Exchange	12.94	65.83	(110.84)	171.27	424.03
Underwriting Profit/(Loss)	(1,022.64)	(2,749.44)	(4,953.35)	(5,903.60)	(6,367.18)
Investment Income	2,624.47	2,018.99	6,534.65	5,216.00	7,125.48
Other Income less Outgo	(84.99)	(335.48)	(463.39)	(859.46)	(1,204.28)
Profit Before Tax	1,516.84	(1,065.93)	1,117.90	(1,547.06)	(445.97)
Provision for Taxation	529.42	3.71	457.90	9.44	(86.88)
Profit After Tax	987.42	(1,069.64)	660.00	(1,556.50)	(359.09)
Combined Ratio %	108.5%	130.4%	114.0%	115.9%	114.4%

Break-up of Gross Premium

₹ crore

Gross Premium	H1 FY21	H1 FY20	Growth %
A) Fire	11,270.37	9,014.70	25.0%
B) Miscellaneous - Total	24,099.78	30,666.84	-21.4%
Misc - Motor	6,739.41	7,318.56	-7.9%
Misc - Health	4,234.95	4,435.41	-4.5%
Misc - Agriculture	8,860.06	14,835.56	-40.3%
Misc - Other LOBs	4,265.36	4,077.31	4.6%
C) Marine	1,941.97	1,444.98	34.4%
Marine - Cargo	1,085.69	749.10	44.9%
Marine - Hull	856.28	695.88	23.0%
D) Life	889.44	685.77	29.7%
Total – A+B+C+D	38,201.56	41,812.29	-8.6%

₹ crore

	Gross Premium Breakup					Incurred Claims		Combined Ratio (%)	
	9M FY21	Share (%)	9M FY20	Share (%)	Growth (%)	9M FY21	9M FY20	9M FY21	9M FY20
Domestic	25,214.16	66.0%	31,264.75	74.8%	-19.4%	20,280.74	26,544.24	111.28	110.96
International	12,987.39	34.0%	10,547.53	25.2%	23.1%	10,370.82	9,604.20	119.29	129.88
Total	38,201.56	100%	41,812.29	100%	-8.6%	30,651.56	36,148.44	114.01	115.76

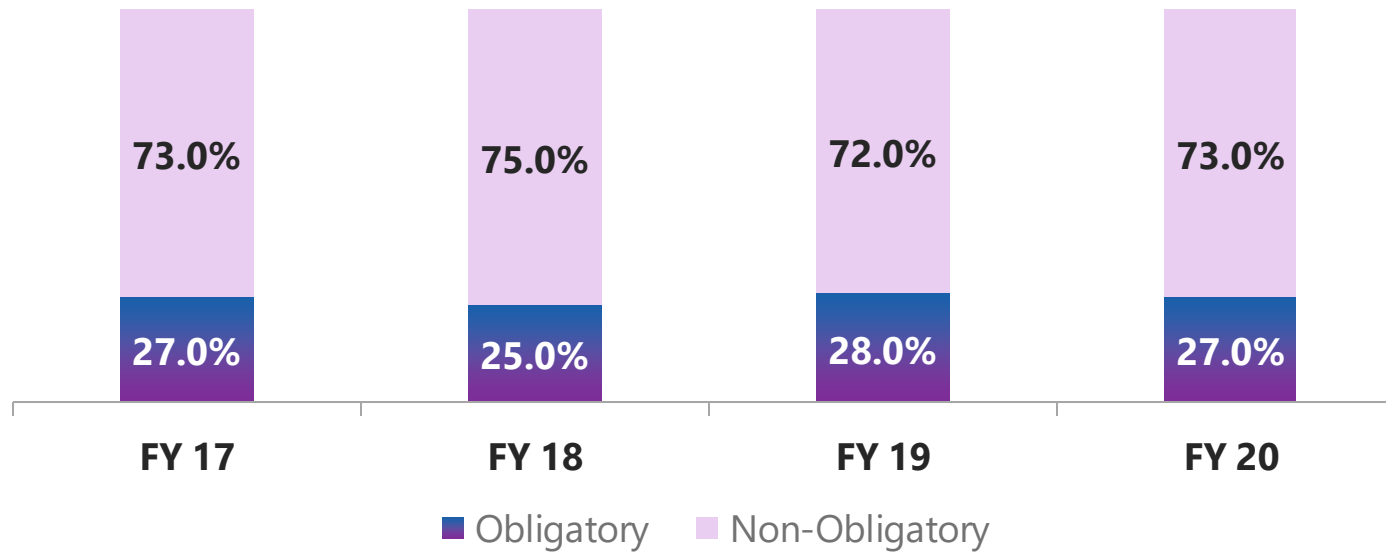
Segment Wise Combined & Loss Ratio – 9M FY21



₹ crore

	Agriculture	Fire	Motor	Health	Cargo	Hull	Life
Gross Premium							
Domestic							
International							
Total							
Incurred Claims							
Domestic	8,540.75	2,659.03	3,201.73	2,864.55	257.99	232.59	800.92
International	423.63	5,273.18	1,596.09	108.91	472.97	807.64	71.39
Total	8,964.38	7,932.21	4,797.83	2,973.46	730.97	1,040.22	872.32
Combined Ratio (%)							
Domestic	111.76	92.60	108.17	119.10	110.03	574.50	112.10
International	113.97	132.48	90.43	71.77	99.44	188.63	85.79
Total	111.76	114.83	101.31	116.57	102.91	218.70	109.02

Domestic Business Mix

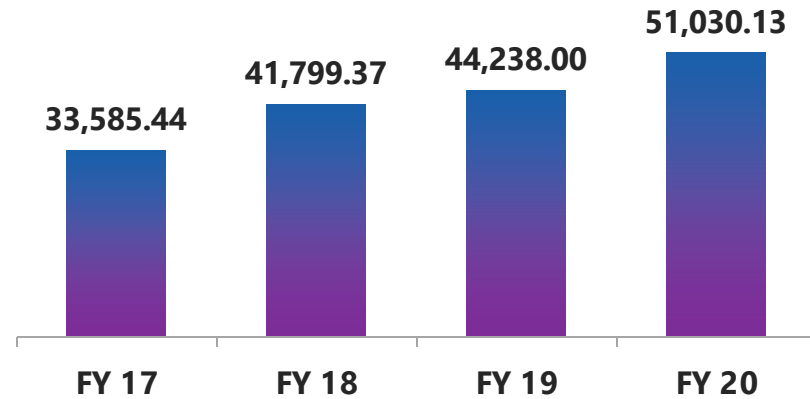


- Obligatory cessions continue to remain at 5% with no monetary limits on cessions.
- GIC Re Health portfolio comprises mostly of Obligatory cessions, some selective domestic treaties and selective Pradhan Mantri Jan Arogya Yojana Abhiyan Schemes besides business written by the Foreign branches.

Key Financials (1/2)

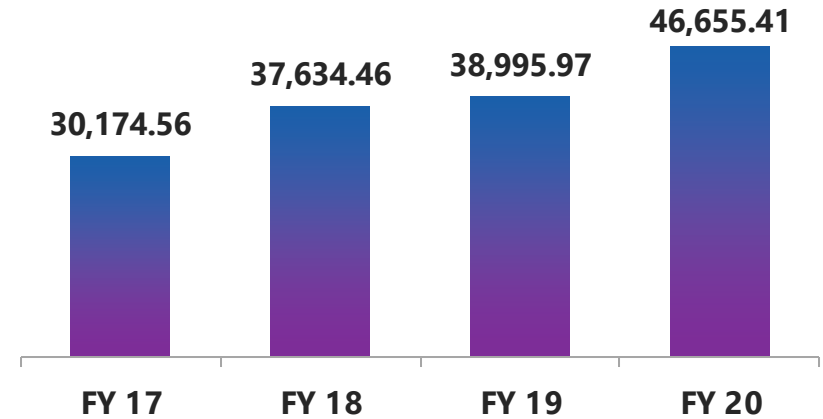
Gross Premium

₹ crore

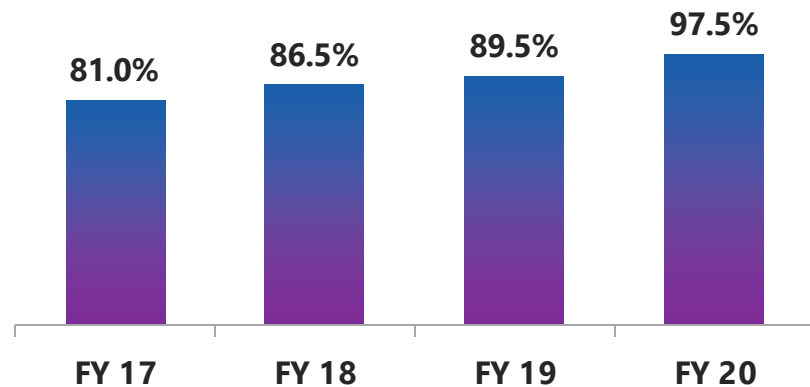


Net Premium

₹ crore

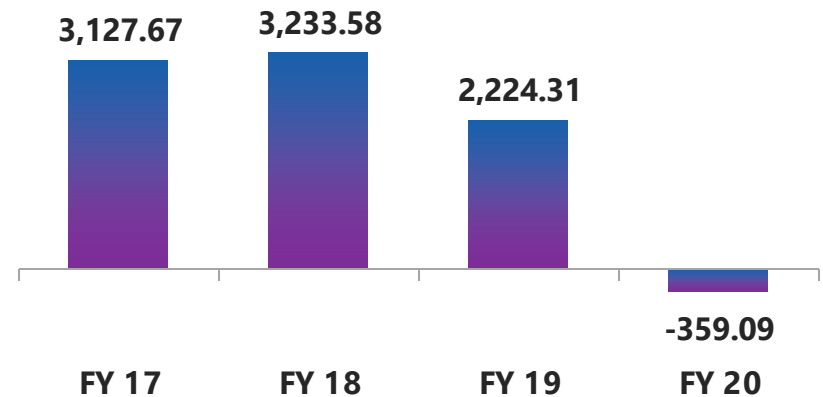


Incurred Claims Ratio



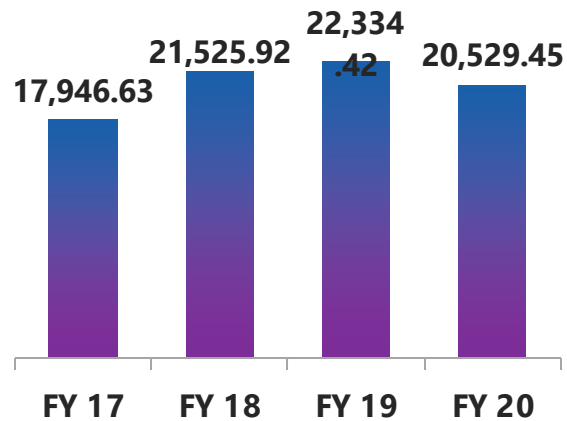
Profit After Tax

₹ crore

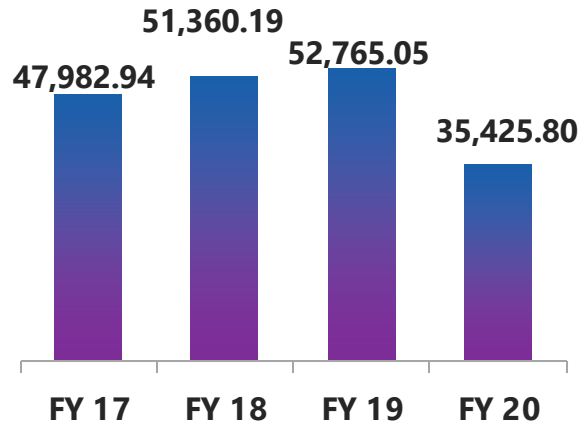


Key Financials (2/2)

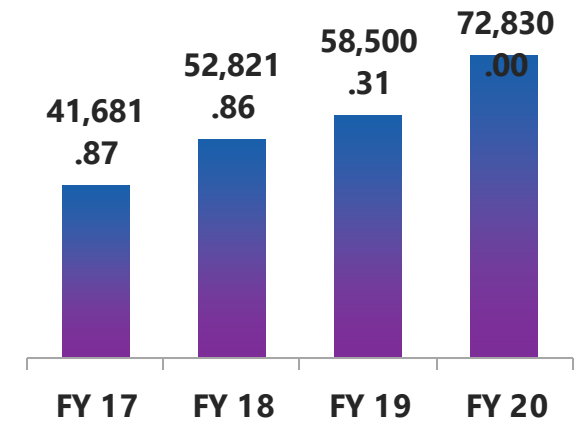
Net Worth Excl. FVC ₹ crore



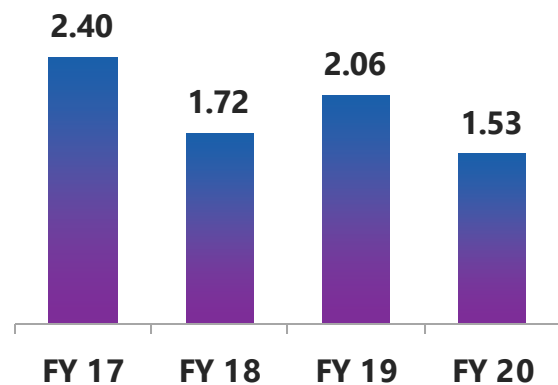
Net Worth Incl. FVC ₹ crore



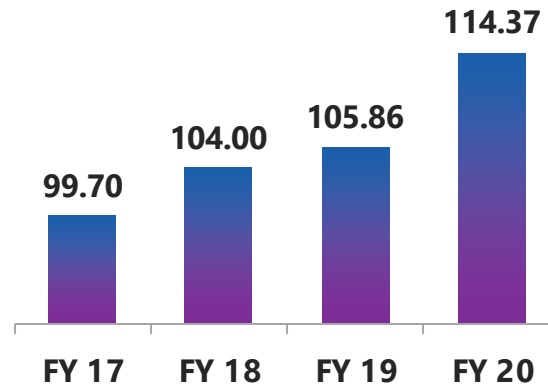
Policyholders' Funds ₹ crore



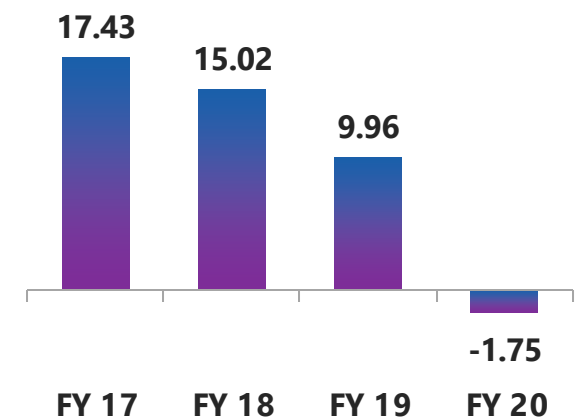
Solvency Ratio



Combined Ratio %



Return on Equity %



Appendix

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General Insurance Corporation of India

Glossary

Ceding Company (Cedant)	The company that transfers its risk to a reinsurer
Combined Ratio	The sum of the loss ratio and the expense ratio
Earned Premiums	The portion of the premium for which protection has been provided
Excess of Loss Reinsurance	A form of reinsurance, which, subject to a specified limit, indemnifies the ceding company for the amount of loss in excess of a specified retention
Expense Ratio	Sum of acquisition costs and other operating expenses, in relation to premiums earned
Facultative Reinsurance	Reinsurance of individual risks by offer and acceptance wherein the reinsurer retains the ability to accept or reject and individually price each risk offered by the ceding company
Incurred but not reported losses (IBNR)	An actuarial estimate of amounts required to pay ultimate net losses that refers to losses that have occurred but have not yet been fully and finally settled/paid
Loss Ratio	Ratio of total losses incurred (paid and reserved) in claims plus adjustment expenses divided by the total premiums earned
Obligatory Treaty	A reinsurance contract under which the subject business must be ceded by the insurer in accordance with contract terms and must be accepted by the reinsurer
Retrocession	A transaction in which a reinsurer transfers risks it has reinsured to another reinsurer
Treaty Reinsurance	The ceding company transfers all risks within a book of business to the reinsurer



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GIC Re

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Thank You

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