



दि न्यू इन्डिया एश्योरन्स कंपनी लिमिटेड

(भारत सरकार के पूर्ण स्वामित्वाधीन)

THE NEW INDIA ASSURANCE COMPANY LTD.

(Wholly Owned by Govt. of India)

पंजीकृत एवं प्रधान कार्यालय : न्यू इन्डिया एश्योरन्स बिल्डिंग, 87, महात्मा गांधी मार्ग, फोर्ट, मुंबई - 400 001.

Regd. & Head Office : New India Assurance Bldg., 87, M.G. Road, Fort, Mumbai - 400 001.

CIN No. U99999MH1919GOI000526

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Telegram : NIASURANCE

Website : www.newindia.co.in

Ref. No.: NIACL/Inv/2017-18

February 5, 2018

To,

The Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Tower
Dalal Street
Mumbai 400 001

The Manager
Listing Department
The National Stock Exchange of India Ltd.
Exchange Plaza, 5th floor, Plot C/1,
G Block, Bandra-Kurla Complex
Mumbai 400 051

Scrip Code: (BSE – 540769/NSE – NIACL)

Dear Sir/Madam,

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

Please find enclosed presentation and schedule of analyst/institutional investors meeting with senior management of the company held in Mumbai on February 5, 2018.

You are requested to kindly take the same on records.

Yours Sincerely,

For The New India Assurance Company Limited



Jayashree Nair
Company Secretary & Chief Compliance Officer



दि न्यू इन्डिया एश्योरन्स कंपनी लिमिटेड, मुंबई, (प्र.का.)

THE NEW INDIA ASSURANCE CO. LTD., MUMBAI (H.O.)

Schedule of Analyst/Institutional Investors meeting to be held in Mumbai
on February 5, 2018

Sr. No.	Date	Location	Type of Meeting	Investor
1.	05/02/2018	Mumbai	One to One	Saif Partners
2.				Alchemy Capital
3.				Picard Angst AG
4.				Karma Capital Advisors
5.				Sameeksha Capital
6.				Quest PMS
7.				White Oak
8.				ASK Investments
9.				SBI MF
10.				Chrys Capital
11.				Kotak AMC
12.				TATA MF
13.				M3 Investments
14.				Steinberg India
15.				Nine River Capital
16.				ICICI Prudential Life
17.				Alchemy Capital
18.				ICICI Prudential AMC
19.				Mirabilis
20.				Deep Financials
21.				CWC Advisors
22.				Crest






Q3 & 9MFY18 Investor
Presentation



Overview

Largest general insurance company in India with an established brand, expansive multi-channel distribution network and strong international presence

#1 in India

in terms of net worth, domestic gross direct premium, profit after tax and number of branches

c.100 years of operations

Incorporated in 1919

A- rating by AM Best and AAA by CRISIL

27.10 million policies

issued in FY2017 across all product segments

15% market share

Leadership in all lines of business other than crop insurance

2,455 offices in India

across 29 states and 7 union territories

Presence in 28 countries

through international branches, agency offices and subsidiaries, including a box at Lloyd's, London

Leadership
& Beyond...

Future Strategy

Increasing Return on Equity

Improve underwriting profitability by reducing the incurred claim ratio

Maintain/Increase market share and leverage benefits of economies of scale driven by growth

Leverage technology to drive customer satisfaction, profitability and growth

Improve Underwriting Profitability

- Optimize risk adjusted returns in each product segment
- Minimize errors by refining underwriting process and internal controls
- Develop differentiated and accurate underwriting models
- Obtain better commercial arrangements from reinsurers
- Stringent inspection of claim documentation, active monitoring and increased audits of claims to minimize claim fraud
- Replace loss-making schemes and channels with profitable options

Segment Specific Strategies	
Health	<ul style="list-style-type: none"> ■ Medical doctors employed for product design and efficient health insurance claims management ■ Co-promoted a TPA for better customer service and efficient claims management ■ Price revisions in retail and group health schemes
Motor Own Damage	<ul style="list-style-type: none"> ■ Recruited automobile engineers and has an in-house surveyors team for efficient claims management ■ Controlling NIL-DEP policies ■ Favorable MISP guidelines
Motor Third Party	<ul style="list-style-type: none"> ■ Motor Vehicle (Amendment) Bill, 2016 could improve the profitability ■ Regular price increases by IRDAI helps control ICR
Crop	<ul style="list-style-type: none"> ■ Adequate reinsurance for higher risk crop insurance
Fire	<ul style="list-style-type: none"> ■ Focus on risk selection with a list of declined risks already prepared ■ Forensic audit of large claims being performed



Maintain/Increase Market Share

- Capitalize on the low density and penetration of Indian insurance sector
- Focus on growth primarily driven by profitable retail business with lower emphasis on lines like corporate health
 - Launching innovative new products
 - Large scale recruitment/training of agents
 - Increased use of technology – direct to customer, agent portal etc.
 - Increasing geographic reach through micro office model – profitable model due to low cost and competition
 - Focus on Bancassurance channel with emphasis on profitable miscellaneous lines of business
 - Recently tied up with Punjab National Bank, Canara Bank, Bandhan Bank, Bank of India, South Indian Bank
 - Further growing current tie ups with Union Bank and Corporation Bank



Leverage Technology

Target	Strategy
Customers	<ul style="list-style-type: none"> ■ Simplify customer interfaces and processes ■ Adopt chat bot technology to increase engagement ■ Formal root cause analysis to reduce grievances ■ Digital marketing to garner real-time customer feedback
Sales	<ul style="list-style-type: none"> ■ Structured, cost-efficient and automated sales process ■ Leverage data analytics for cross sales opportunities
Claims	<ul style="list-style-type: none"> ■ Update IT infrastructure for efficient claims processing ■ Reduce the turnaround time for claim settlement
Under-writing	<ul style="list-style-type: none"> ■ Data driven models to improve underwriting functions, risk management, monitoring and reduction of fraud
Online Channel	<ul style="list-style-type: none"> ■ Introduce additional standard term products for direct distribution through online channels ■ Introduce mobile applications for new product launches and enable functional ease for agents and customers
Business Processes	<ul style="list-style-type: none"> ■ Refine IT infrastructure based on feedback from customers, employees and distribution intermediaries

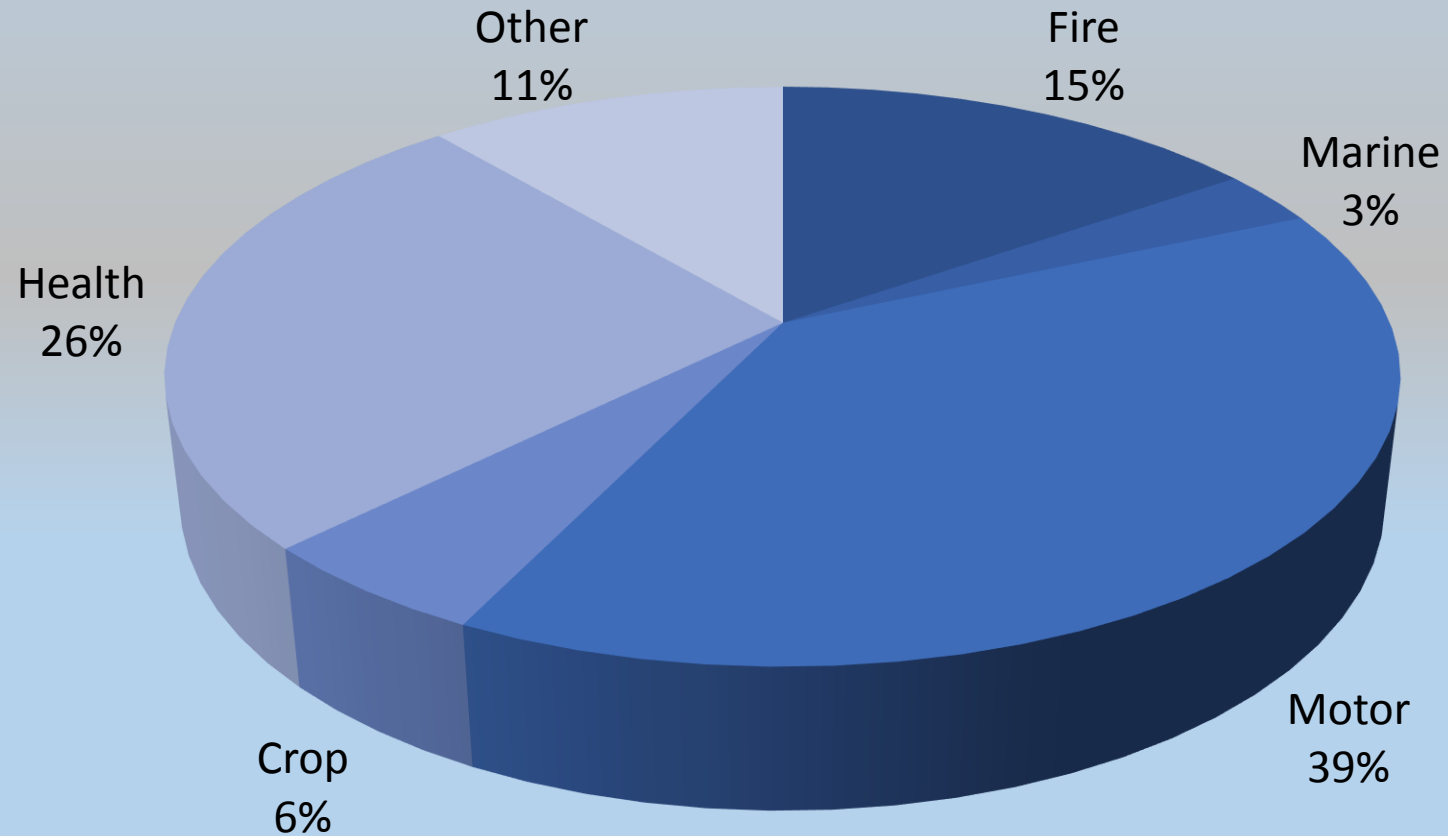


Peer Comparison – Solvency Ratio

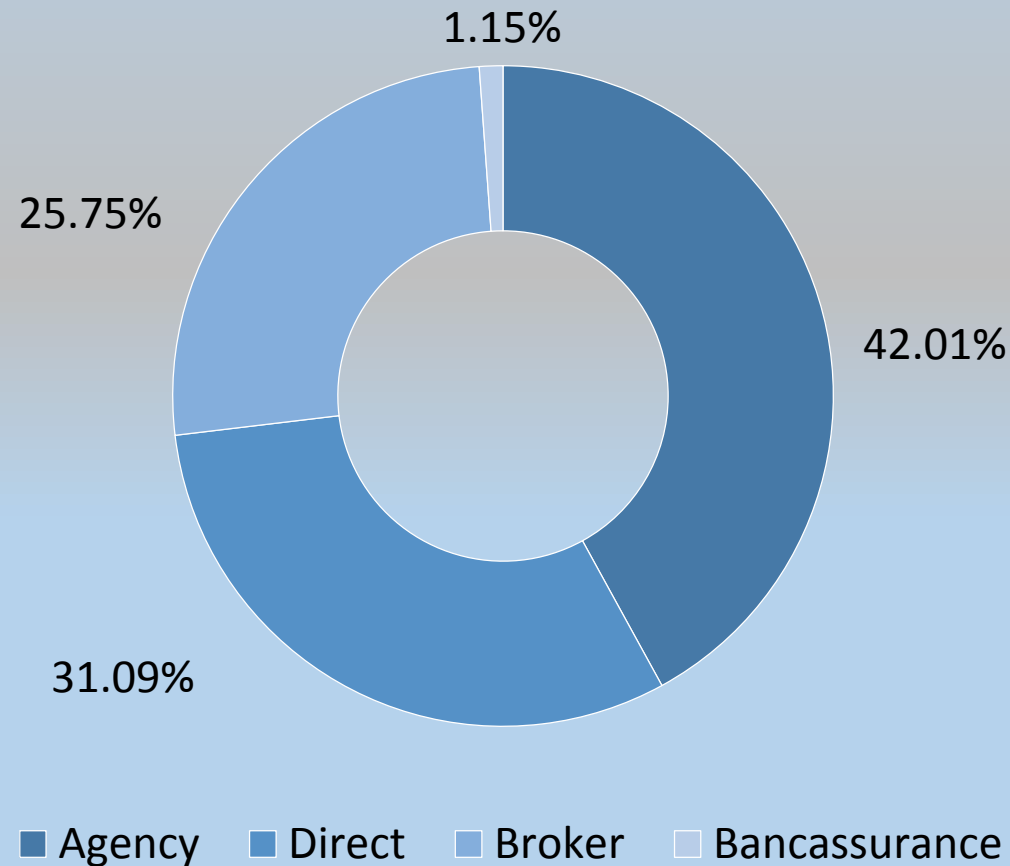
Insurer	Solvency Ratio
New India	2.24
National	1.62
United India	1.08
ICICI Lombard	2.18
Oriental	1.52
Bajaj Allianz	2.88
HDFC ERGO	1.88
TATA-AIG	1.95
Reliance	1.73
IFFCO Tokio	1.79

As on 30th Sep 2017

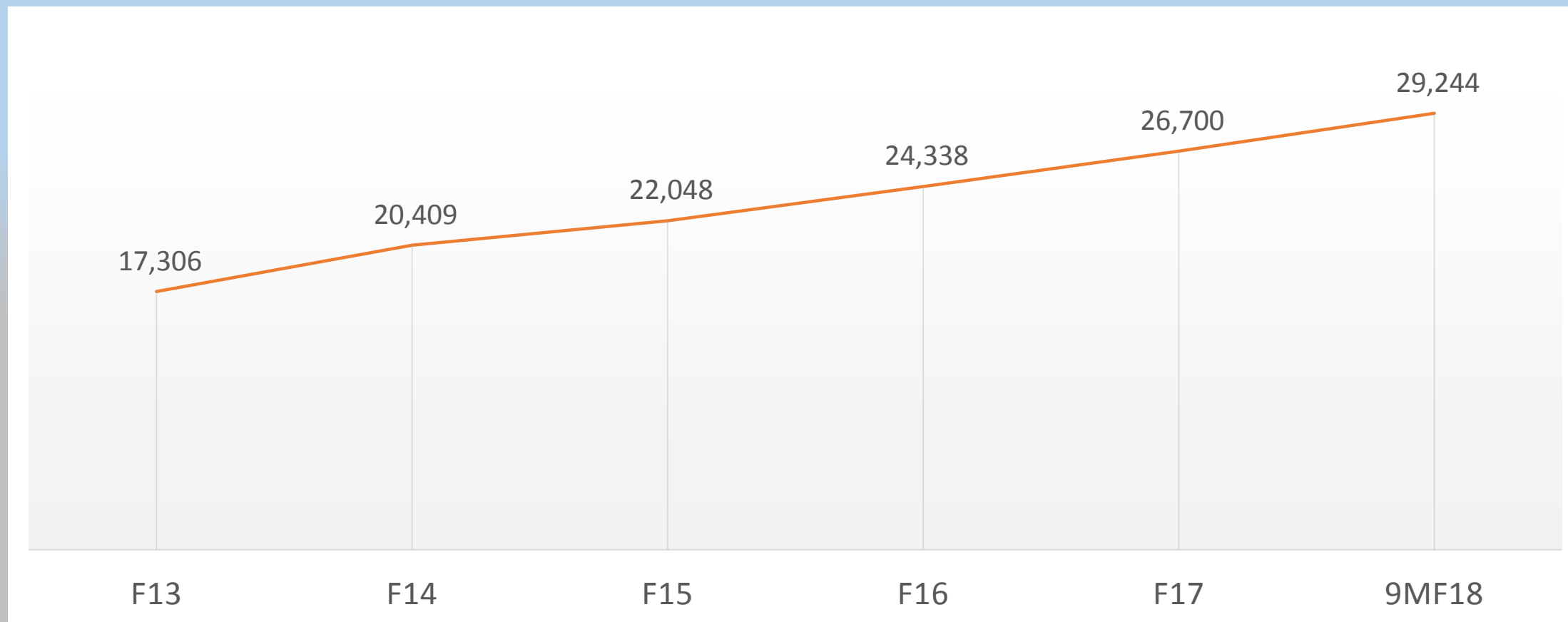
Business Mix – Global GWP FY17



Distribution Mix – Indian Business FY17

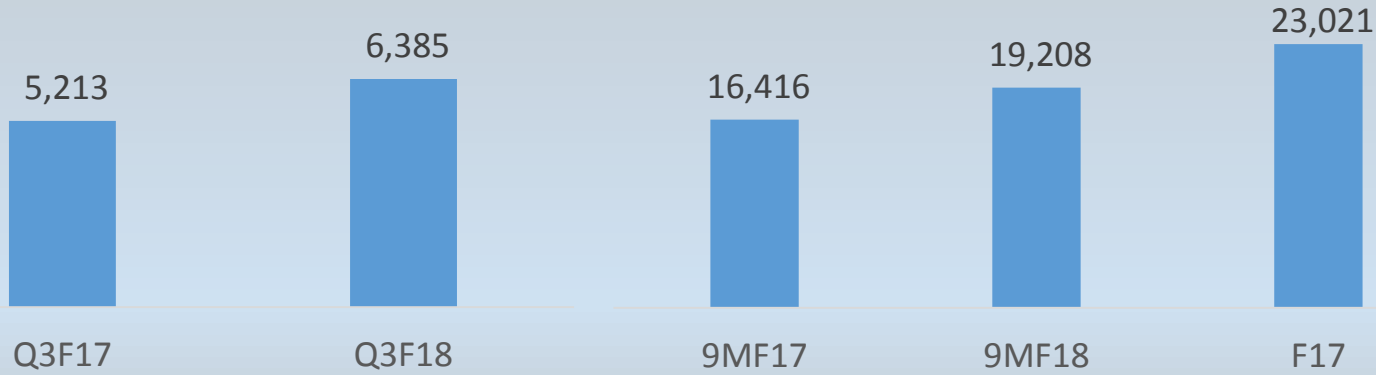


Movement in Technical Reserves (Cr)

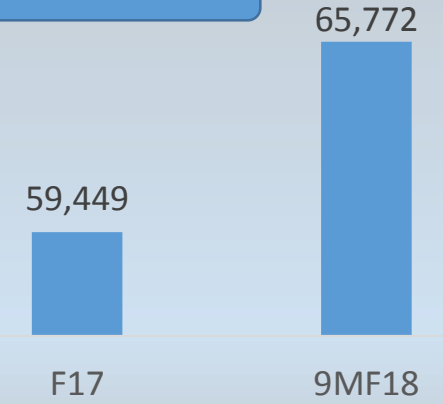


Financial Snapshot

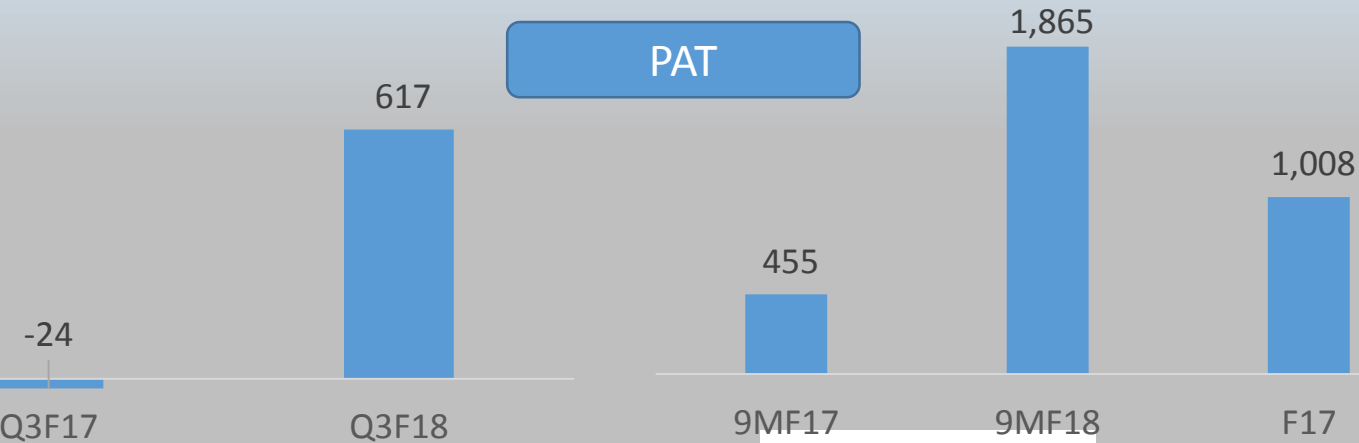
GWP



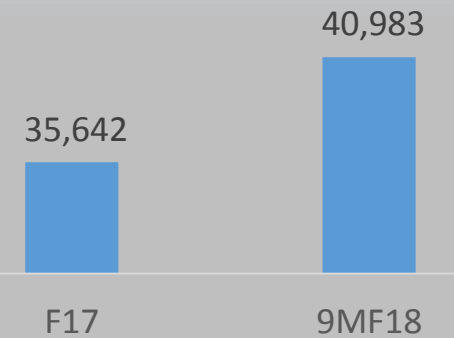
Investments



PAT

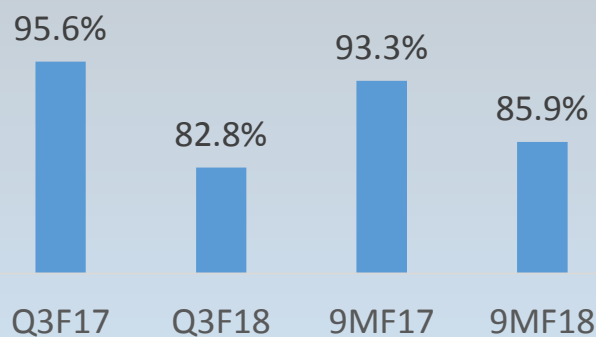


Net worth

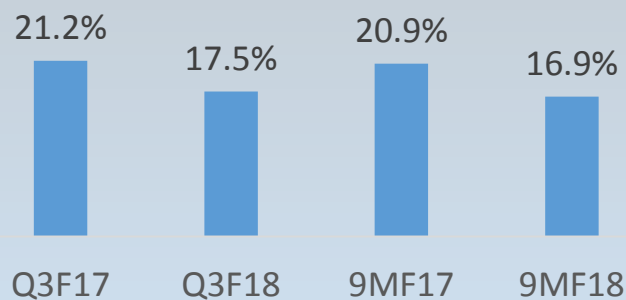


Key Ratios

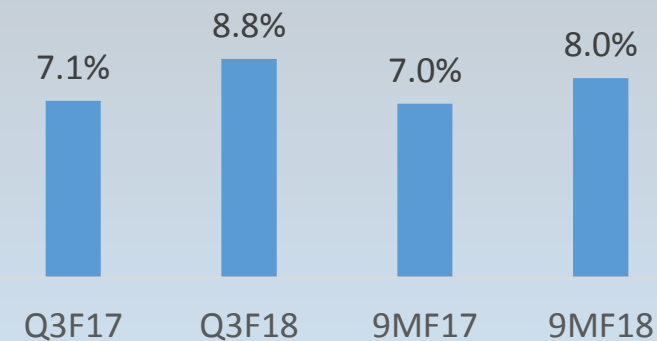
Incurred claim ratio %



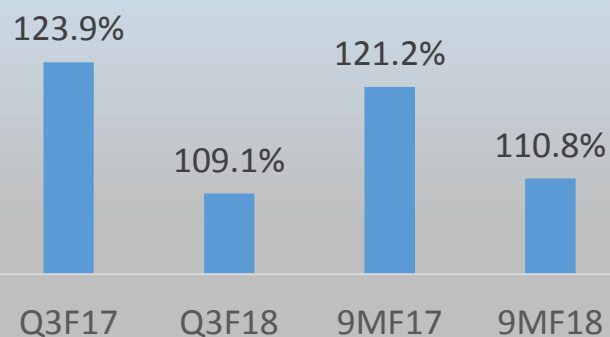
Expense ratio %



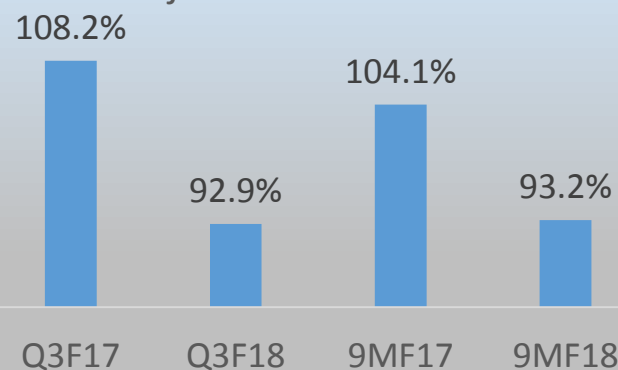
Commission ratio %



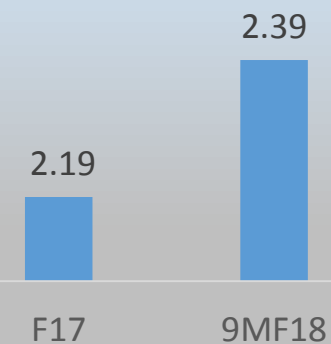
Combined Ratio %



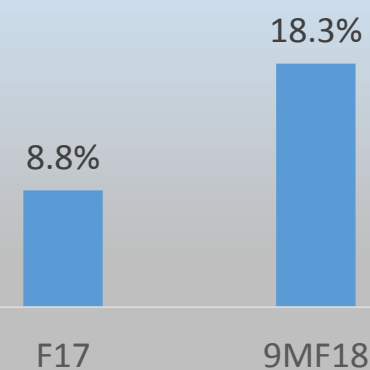
Adj. combined ratio %



Solvency Ratio



ROE %



Segmental Information

GWP Growth (YoY %)	Q3F18	9MF18
Fire	15.6%	7.1%
Marine Cargo	-6.2%	-0.8%
Marine Hull	0.2%	-16.4%
Motor OD	8.3%	8.1%
Motor TP	28.6%	27.8%
Health incl. PA	28.4%	17.8%
Others	36.8%	27.7%
Total	22.5%	17.0%

ICR %	Q3F18	Q3F17	9MF18	9MF17
Fire	52.7%	109.3%	78.4%	99.7%
Marine Cargo	57.2%	56.4%	51.5%	62.3%
Marine Hull	-	54.9%	107.1%	71.0%
Motor OD	70.7%	79.0%	73.7%	83.2%
Motor TP	90.4%	83.6%	90.3%	88.1%
Health incl. PA	101.0%	124.0%	101.4%	113.7%
Others	58.9%	65.3%	63.9%	60.2%
Total	82.8%	95.6%	85.9%	93.3%

Key recent developments

- MISP guidelines effective from 1st Nov 2017 – favorable development for the industry
- Retail health price revision on new and renewal policies fully rolled out
- Budget highlights
 - Government reveals plans for healthcare cover for 10 Cr families – scheme details awaited
 - Merger of three PSU general insurers will be leading to further industry consolidation – should be beneficial for the companies and the industry
 - Increase in tax related benefits for purchase of health insurance – favorable for retail health segment
 - Overall improvement in disposable income of rural India – should drive further penetration of retail lines
 - LTCG provisions – effect is going to be incremental and existing fair value change reserve to be unaffected



About Us

The New India Assurance Company Ltd, founded by Sir Dorabji Tata in 1919, a Multinational General Insurance Company, today operates in 28 countries and headquartered at Mumbai, India. The Company has been market leaders in India in Non – Life business for more than 40 years.

New India Assurance has been leading the market, apart from premium, in reserves & net worth for many years.

For further information please contact:

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