

April 19, 2021

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

Vice President
Listing Department
National Stock Exchange of India Limited
'Exchange Plaza',
Bandra-Kurla Complex,
Bandra (East), Mumbai 400 051

Dear Sir/Madam,

Subject: Investor presentation

This is in furtherance to our letter dated April 14, 2021 with reference to the earnings call to be host by the Company.

Please find enclosed the business presentation for earnings conference call scheduled to be held on Monday, April 19, 2021 to discuss the performance of the Company for FY2021.

The transcript of the conference call will be posted on the Company's website at www.iciciprulife.com.

Thanking you.

Yours sincerely,

For ICICI Prudential Life Insurance Company Limited



Sonali Chandak
Company Secretary
ACS 18108

Encl.: As above



Performance update: FY2021

April 19, 2021

Agenda

- Company strategy and performance
- Opportunity
- Industry overview



Agenda

- Company strategy and performance
- Opportunity
- Industry overview



Year at a glance

Mar 2020

May 2020

Sep 2020

Dec 2020

Mar 2021

Lockdown due to Covid-19

First phase of unlock

Recovering to pre Covid levels

Environment

- Economic activities disrupted; GDP contracted by 24.4% (Q1)
- Stock market declined 23% in March

- Gradual recovery in economic activities; GDP contracted by 7.3% (Q2)
- ~100% branches open

- GDP growth of 0.4% (Q3)
- Stock market crossed all time high in Nov 2020

- GDP growth expected to be better than Q3
- Vaccination drive initiated
- Rise in new Covid-19 infections seen recently

Customer

- Shift from ULIPs to traditional
- Demand for protection
- Reluctance for longer term savings

- Greater digital adoption

- Increased branch walk-ins

- Renewed interest in ULIP in Dec 2020

- Capital gains tax on higher ticket ULIPs

Outcome

- APE declined 44% (Q1)

- APE declined 23% (Q2)
- Supply side constraints in protection due to pandemic

- 83 new partners in 9M
- 13,179 new agents in 9M
- Channels other than ICICI Bank grew 8.7% YoY (Q3)

- Deferred annuity & product with income benefit option introduced
- APE grew by 27% in Q4

Focus on resilience

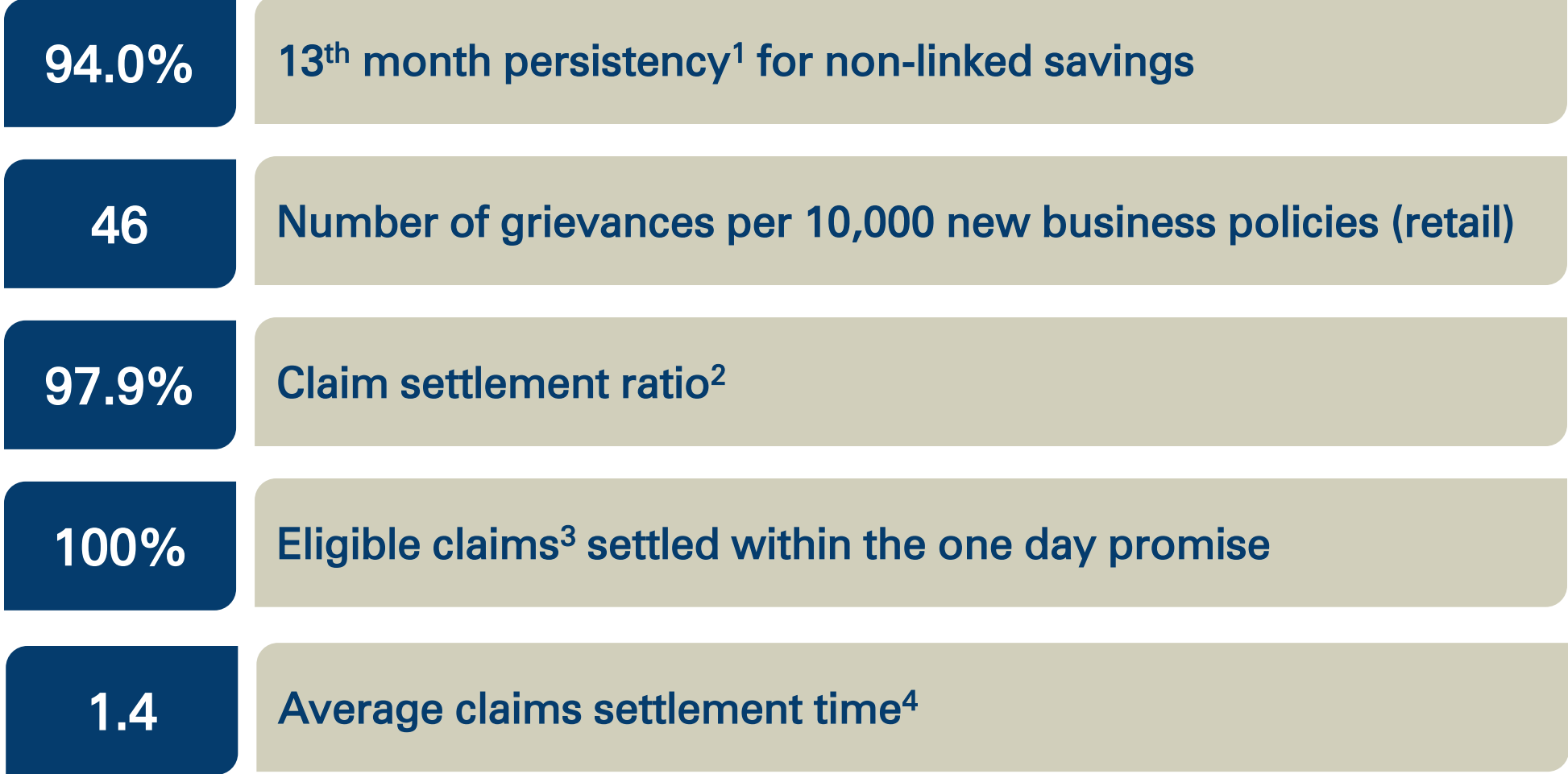
Build for growth

Take momentum ahead

Key strategic elements



Customer centricity



1. As per IRDAI circular dated January 23, 2014; including SP
2. Individual death claims
3. Claims with prescribed criteria
4. Average turnaround time for non-investigated claims from receipt of last requirement

Premium: Back to growth

Premium growth

- Deepen penetration in under-served customer segments
- Enhance current distribution
- Create new distribution
- Augment capability in Health and Protection
- Increase focus on Pension and Annuity

| ₹ billion | FY2020 | 9M-FY2021 | Q4-FY2021 | FY2021 |
|---|--------------|----------------|--------------|----------------|
| New business premium (NBP) ¹ | 123.48 | 78.99 | 51.33 | 130.32 |
| <i>YoY growth</i> | <i>20.4%</i> | <i>(3.3%)</i> | <i>22.9%</i> | <i>5.5%</i> |
| APE ² | 73.81 | 39.54 | 25.09 | 64.62 |
| <i>YoY growth</i> | | <i>(26.9%)</i> | <i>27.1%</i> | <i>(12.5%)</i> |

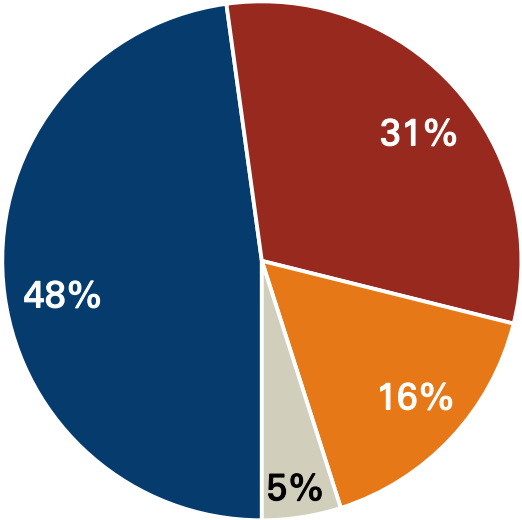
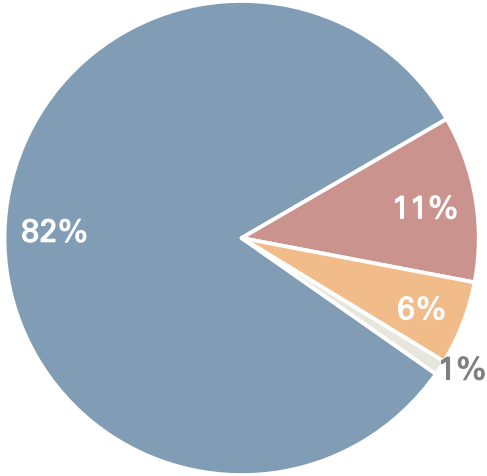
27% growth in APE for Q4-FY2021

Premium diversification: Product and Distribution

Product mix APE

FY2018

FY2021



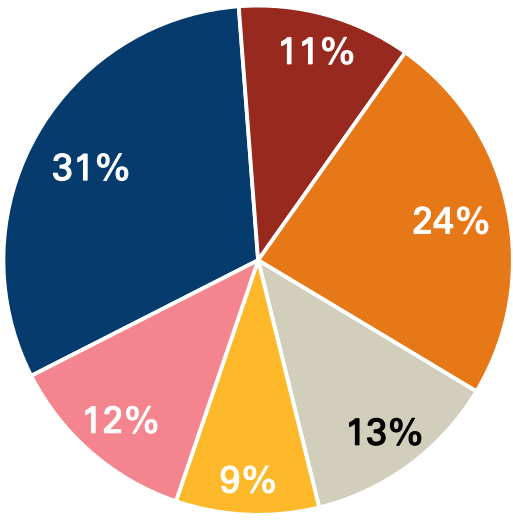
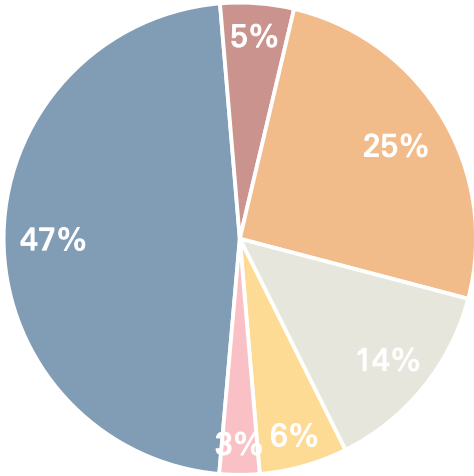
■ Linked ■ Non-linked ■ Protection ■ Group

Diversified product mix

Distribution mix APE

FY2018

FY2021



■ Banca-ICICI Bank ■ Banca-Other Banks
 ■ Agency ■ Direct
 ■ Partnership Distribution ■ Group

Distribution mix diversified further

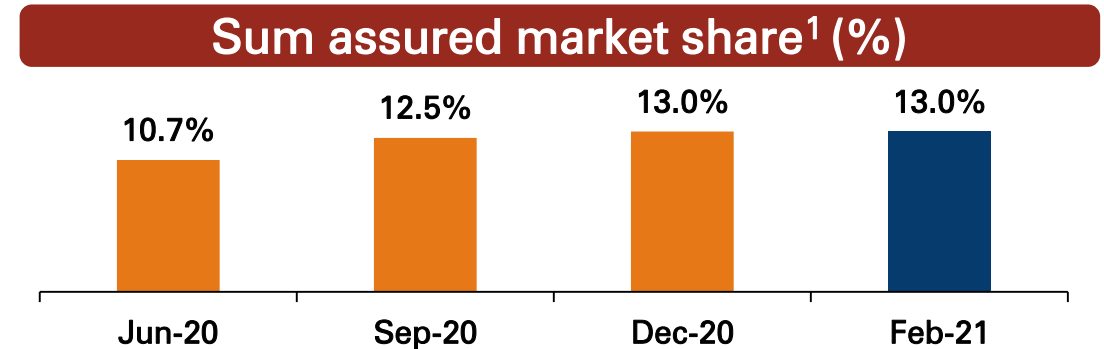
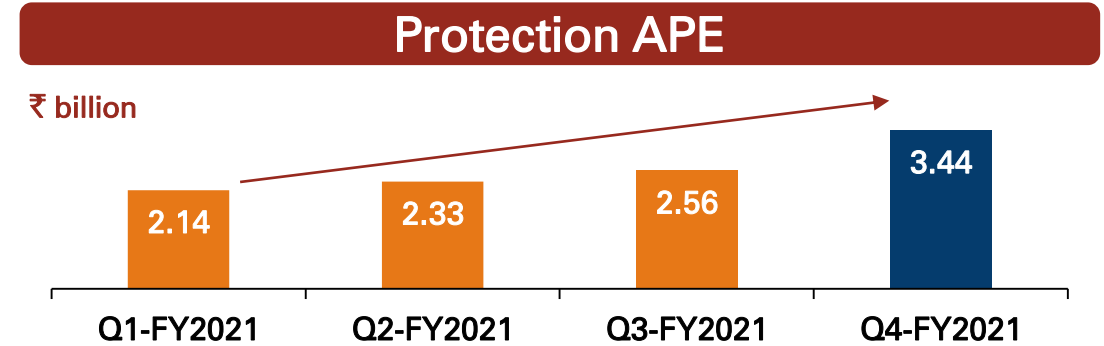


Protection: Increasing mix

Protection focus

Continue to grow both retail and group lines of business

| ₹ billion | FY2020 | FY2021 |
|---------------------------------------|--------|--------------------|
| Protection APE | 11.16 | 10.46 |
| Protection mix | 15.1% | 16.2% |
| Sum assured market share ¹ | 11.8% | 13.0% ² |



- Despite supply side challenges, protection mix increased further
- Continued private market leadership based on new business sum assured
 - Market share increased from 11.8% in FY2020 to 13.0% in FY2021

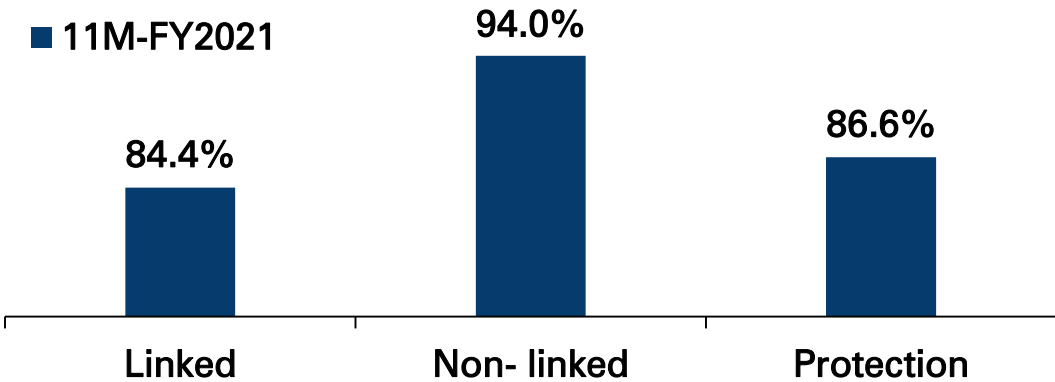
Persistency improvement

Persistency

Improve persistency across all cohorts

| Persistency ¹ | 11M-FY2020 | 11M-FY2021 | Y-o-Y |
|--------------------------|------------|------------|-----------|
| 13 th month | 83.2% | 84.8% | ↑ 160 bps |
| 61 st month | 56.0% | 58.3% | ↑ 230 bps |

13th month persistency² across product categories



Continued improvement in persistency; substantial progress year on year



Computed as per IRDAI circular dated January 23, 2014
 1. Retail excluding SP
 2. Retail including SP

Productivity improvement

Productivity

Continue to leverage technology for process re-engineering and to drive productivity

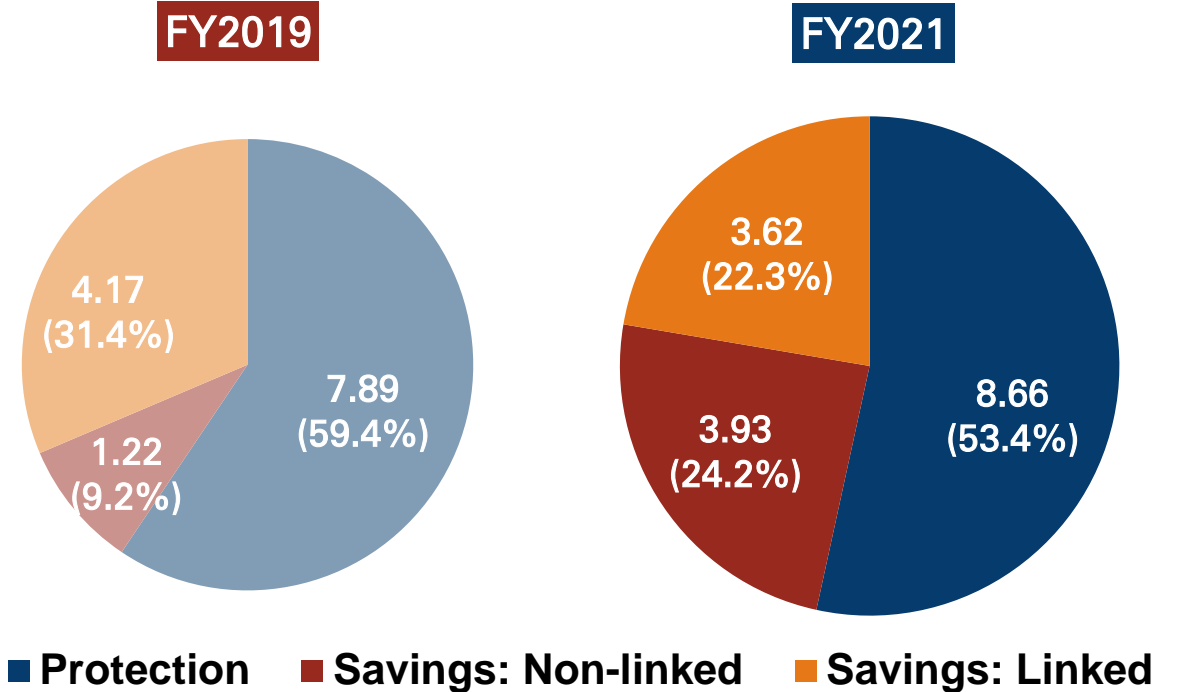
| ₹ billion | FY2020 | FY2021 |
|-------------------------|--------|--------|
| Cost/TWRP ¹ | 15.9% | 14.8% |
| Cost/TWRP (savings LOB) | 10.4% | 9.6% |

Improvement in cost ratios

Value of New Business (VNB)

| ₹ billion | FY2020 | FY2021 |
|-----------------------------|--------|--------|
| Value of New Business (VNB) | 16.05 | 16.21 |
| VNB margin | 21.7% | 25.1% |

VNB contribution*



Diversification of sources of profit; non-linked savings contribution increased to 24% in FY2021

Resilient Balance Sheet

High quality assets

- 96.8% of fixed income in sovereign or AAA; 0.5% of fixed income below AA
- Zero NPA since inception

Liability profile

- 83% of liabilities largely pass on the market performance to customers
- Non par guaranteed return book: 1.1% of liabilities

Insurance risks

- Mortality experience: Additional reserve of ₹ 3.32 billion held for potential Covid-19 claims
- Operating variances on other parameters continue to be positive

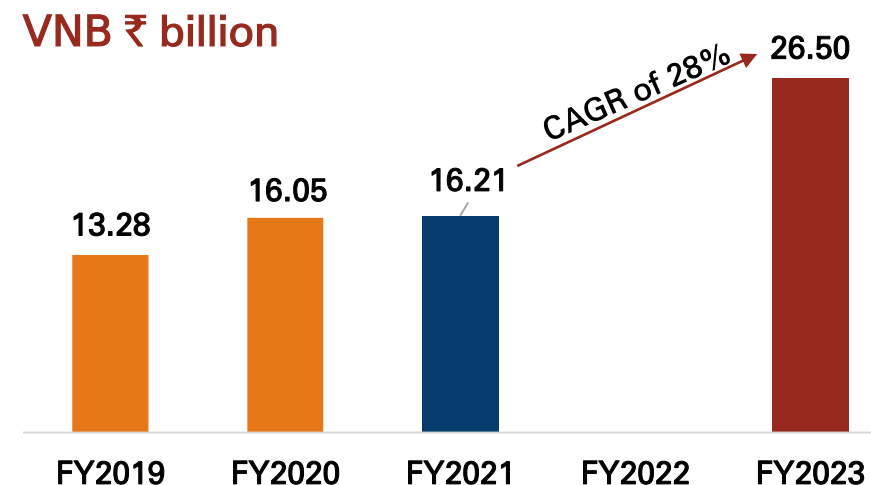
Strong solvency ratio

- Solvency ratio of 216.8% at March 31, 2021

Way forward

Aspire to double the FY2019 VNB by FY2023

| ₹ billion | FY2020 | 9M- FY2021 | Q4- FY2021 | FY2021 |
|--|--------|---------------|---------------|--------|
| Value of New Business (VNB) ¹ | 16.05 | 10.30 | 5.91 | 16.21 |
| VNB growth | 20.9% | (9.3%) | 25.7% | 1.0% |



- Premium growth: Diversified product & distribution mix to aid higher growth
- Protection: Short term headwinds on retail, expect to maintain the sequential momentum and increase attachment of riders
- Persistency: Continued improvement to aid product margins
- Productivity: Target operating leverage with growth in premium

Distribution approach

Objective

Long term sustainable growth

Approach

Broadening our customer reach



Distribution approach

Objective

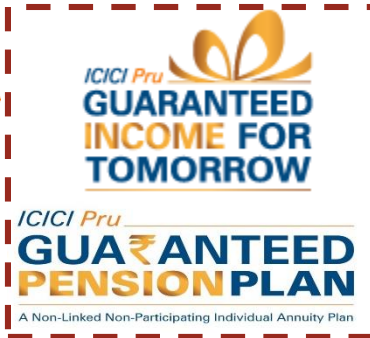
Long term sustainable growth

Approach

Broadening our customer reach



Products available across all categories



Non-linked

Savings

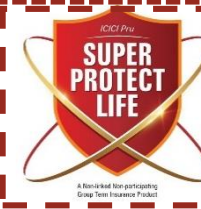
Linked

Savings with guarantee and equity participation

Guaranteed savings; Immediate/ Deferred Annuity

ULIP: Suite of funds for Equity and Debt

ULIP: with capital guarantee



Retail

Protection

Group

Pure term with accident cover

Critical illness, Disease specific

Pure term, Micro insurance, Credit insurance, Critical illness



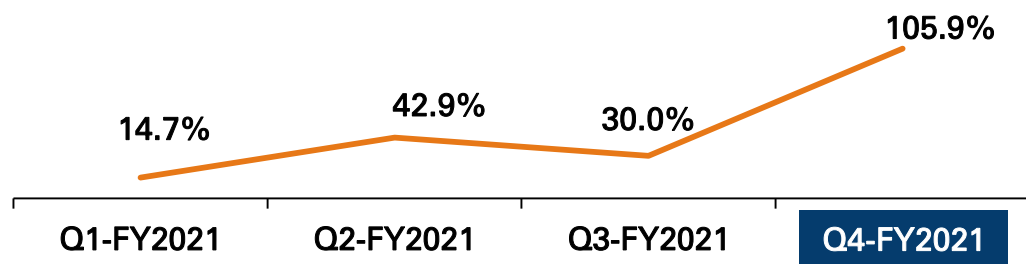
Products introduced in FY2021

Performance across segments: Savings

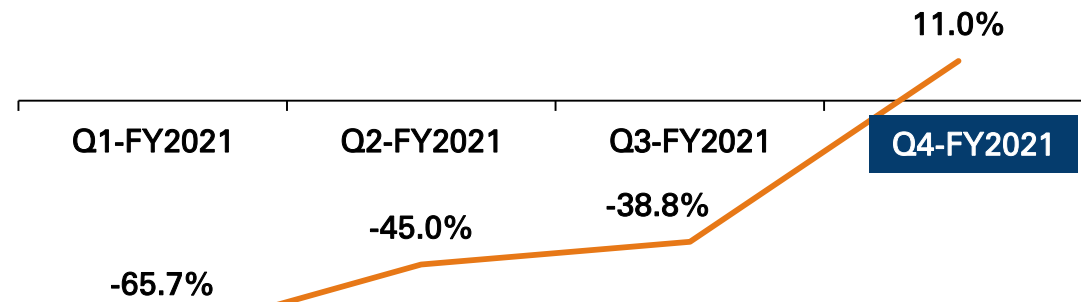
Savings segment APE

| ₹ billion | FY2020 | Q4-FY2021 | FY2021 |
|--------------------------|--------------|--------------|--------------|
| Linked | 47.72 | 11.85 | 30.90 |
| Non-linked | 11.41 | 7.74 | 17.79 |
| Annuity | 1.05 | 1.07 | 2.29 |
| Group | 2.47 | 1.00 | 3.18 |
| Total savings APE | 62.65 | 21.65 | 54.16 |

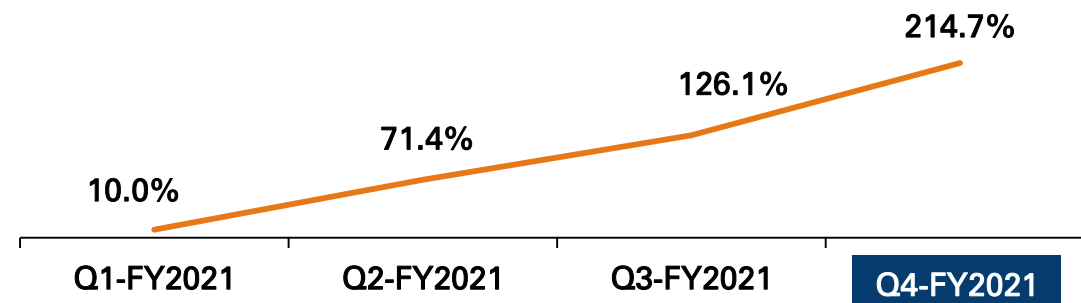
Non-linked (y-o-y growth)



Linked (y-o-y growth)



Annuity (y-o-y growth)

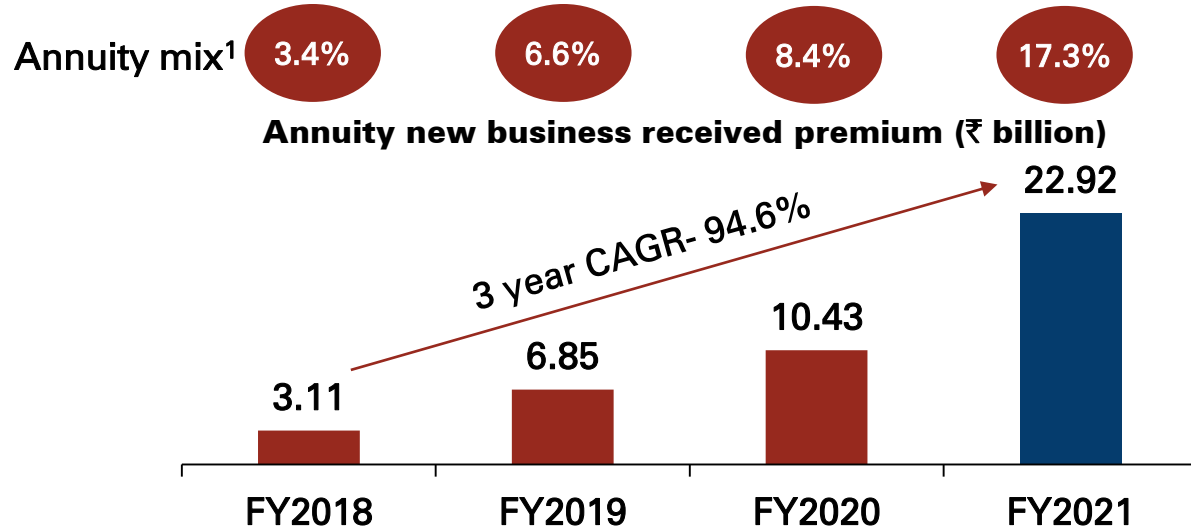


- Q4-FY2021: Strong growth across product segments; linked turned positive year on year
- FY2021: Annuity and non-linked savings grew by 120% and 56% respectively

Pension and Annuity

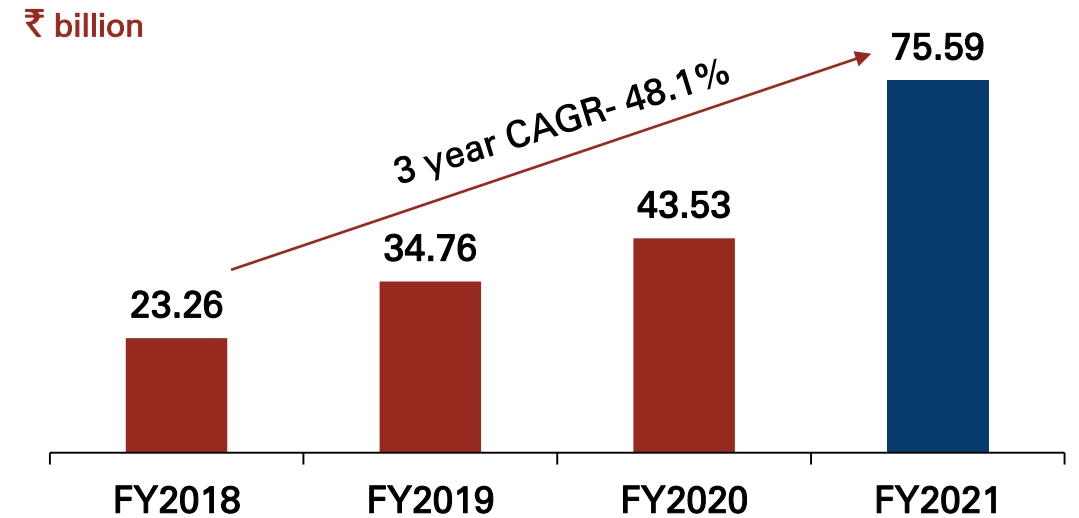
A comprehensive pension provider

Annuity



- 120% growth in FY2021
- Premium over 7x in three years

Pension fund management (AUM)



- 74% growth in AUM during FY2021
- AUM over 3x in three years

Significant focus on driving synergy between ICICI Pru Life and ICICI Pru PFM

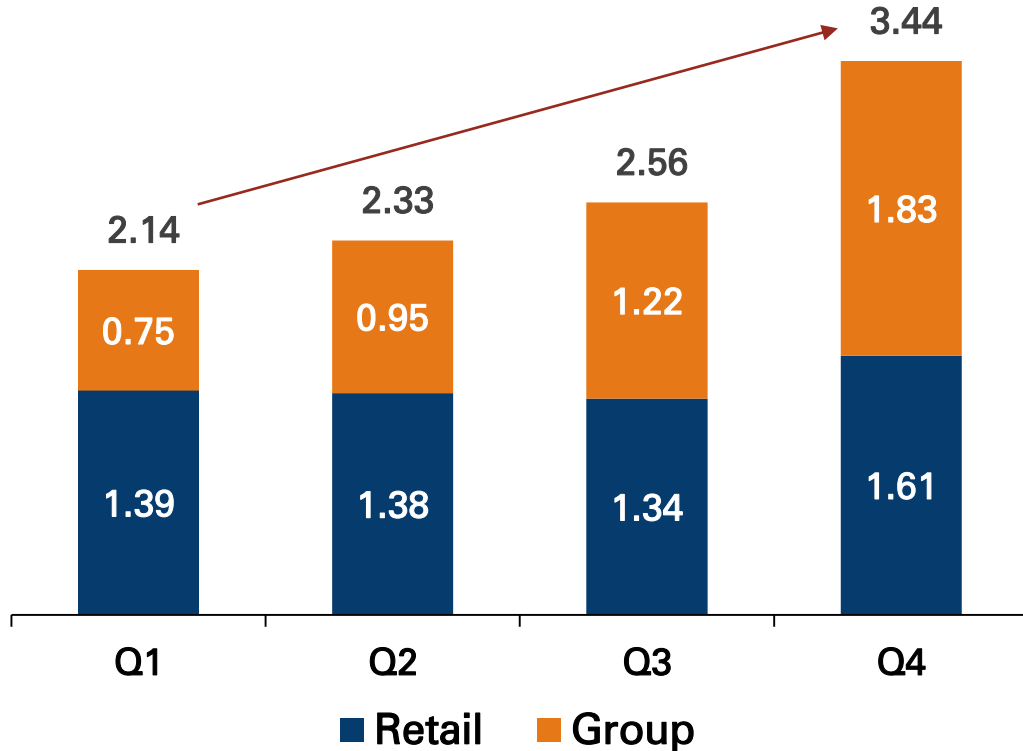


1. % of new business received premium as per financials

Protection business

Retail and Group Protection APE (FY2021)

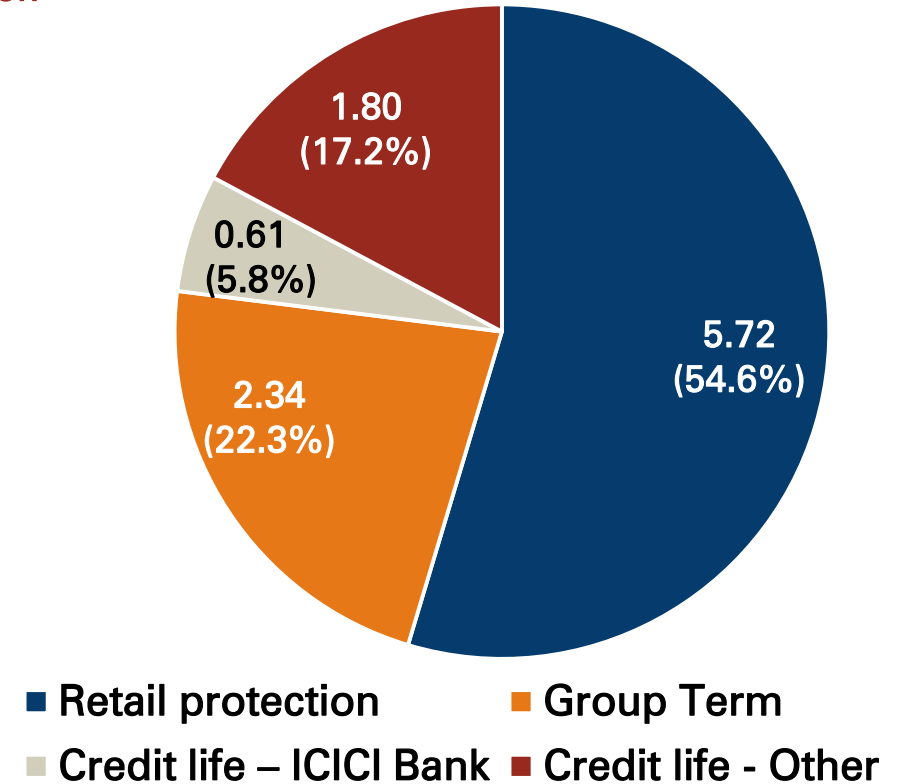
₹ billion



Steady growth Q-o-Q despite supply side challenges

Protection split based on APE* (FY2021)

₹ billion



Diversified mix within protection segment

Distribution approach

Objective

Long term sustainable growth

Approach

Broadening our customer reach



Enhancing distribution

Strategy: Build profitability

- 23 bank partnerships
- Protection and Annuity mix further increased from 4.3% in FY2020 to 15% in FY2021

Strategy: Create depth and add width

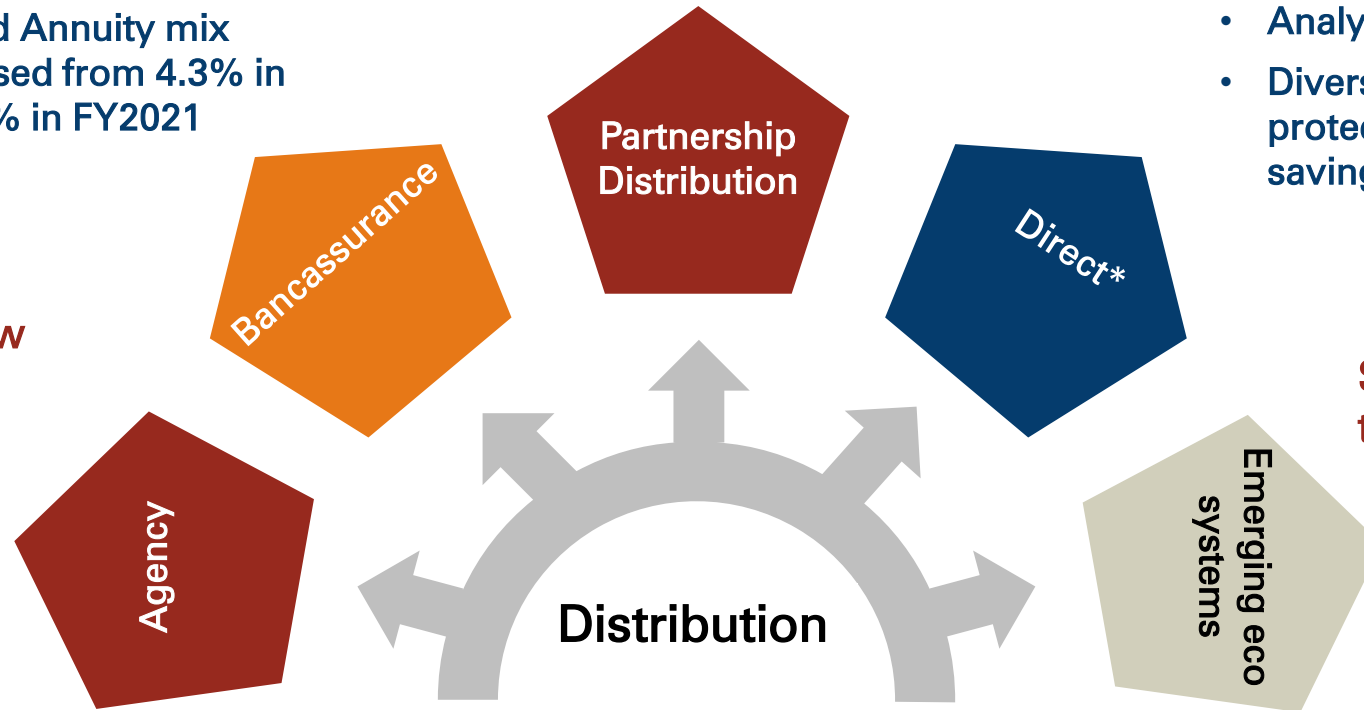
- ~600 partnerships
- Protection 14% and non-linked savings 71% in FY2021

Strategy: Digital focused upsell campaigns

- Analytics driven upsell channel
- Diversified product mix with 10% protection and 21% non-linked savings

Strategy: Invest and grow

- 20,298 agents recruited during FY2021
- Diversified product mix: Linked 33%; Non-linked 67%



Strategy: Partner with non-traditional distributors

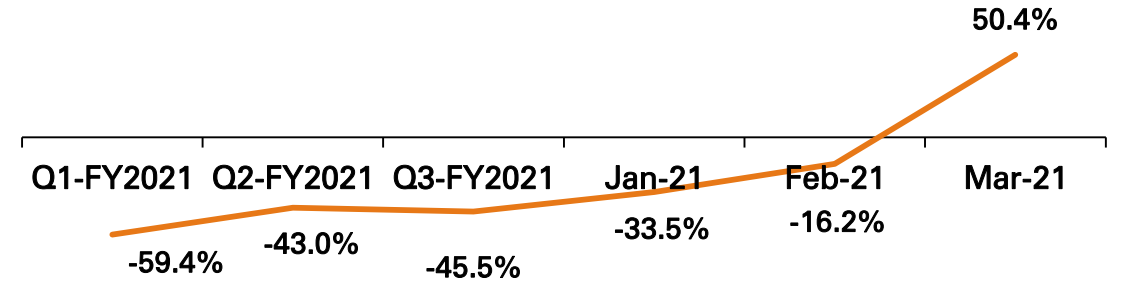
- Tie-up with small finance banks, wallets, payment banks, aggregators etc.
- Product customization

~600 partnerships including 23 banks; > 185,000 advisors

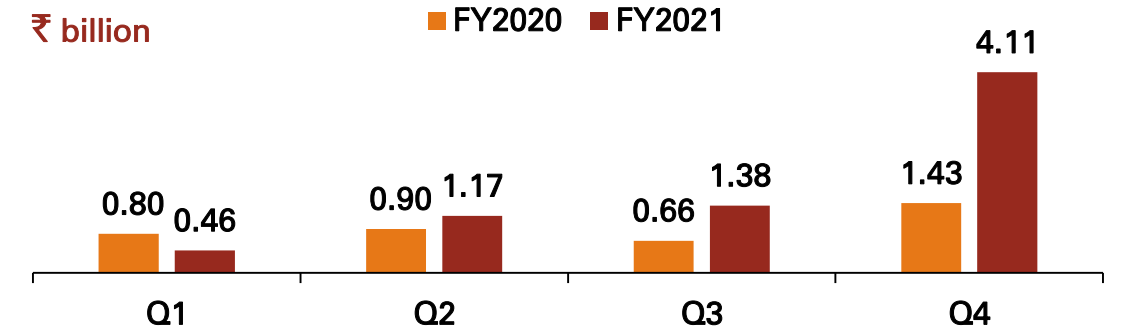
Performance across distribution channels (1/2)

| ₹ billion | Q4-FY2021 | FY2021 |
|--------------------------|--------------|--------------|
| Bancassurance | 10.68 | 27.34 |
| Agency | 5.86 | 15.39 |
| Direct | 3.11 | 8.10 |
| Partnership distribution | 2.62 | 5.87 |
| Group | 2.83 | 7.93 |
| Total APE | 25.09 | 64.62 |

Bancassurance-ICICI Bank (y-o-y growth)



Bancassurance-Other Banks APE



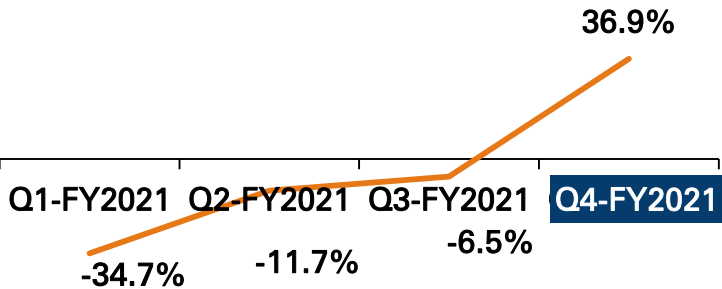
New bank partnerships gaining momentum



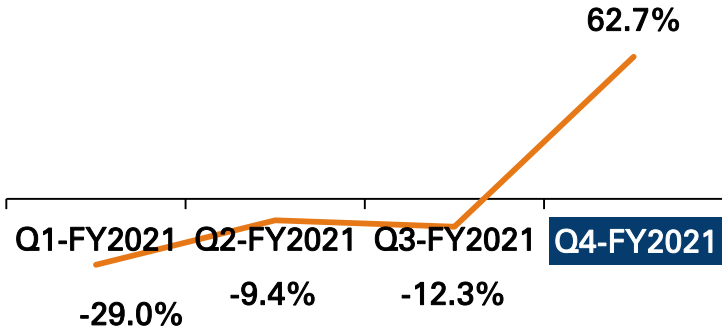
Total may not add up due to rounding off

Performance across distribution channels (2/2)

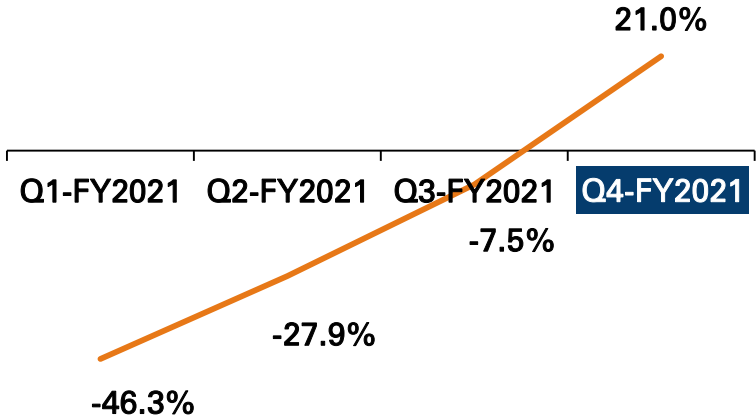
Agency (y-o-y growth)



Partnership distribution (y-o-y growth)



Direct (y-o-y growth)



Sequential momentum across channels

Strong year on year growth in Q4-FY2021



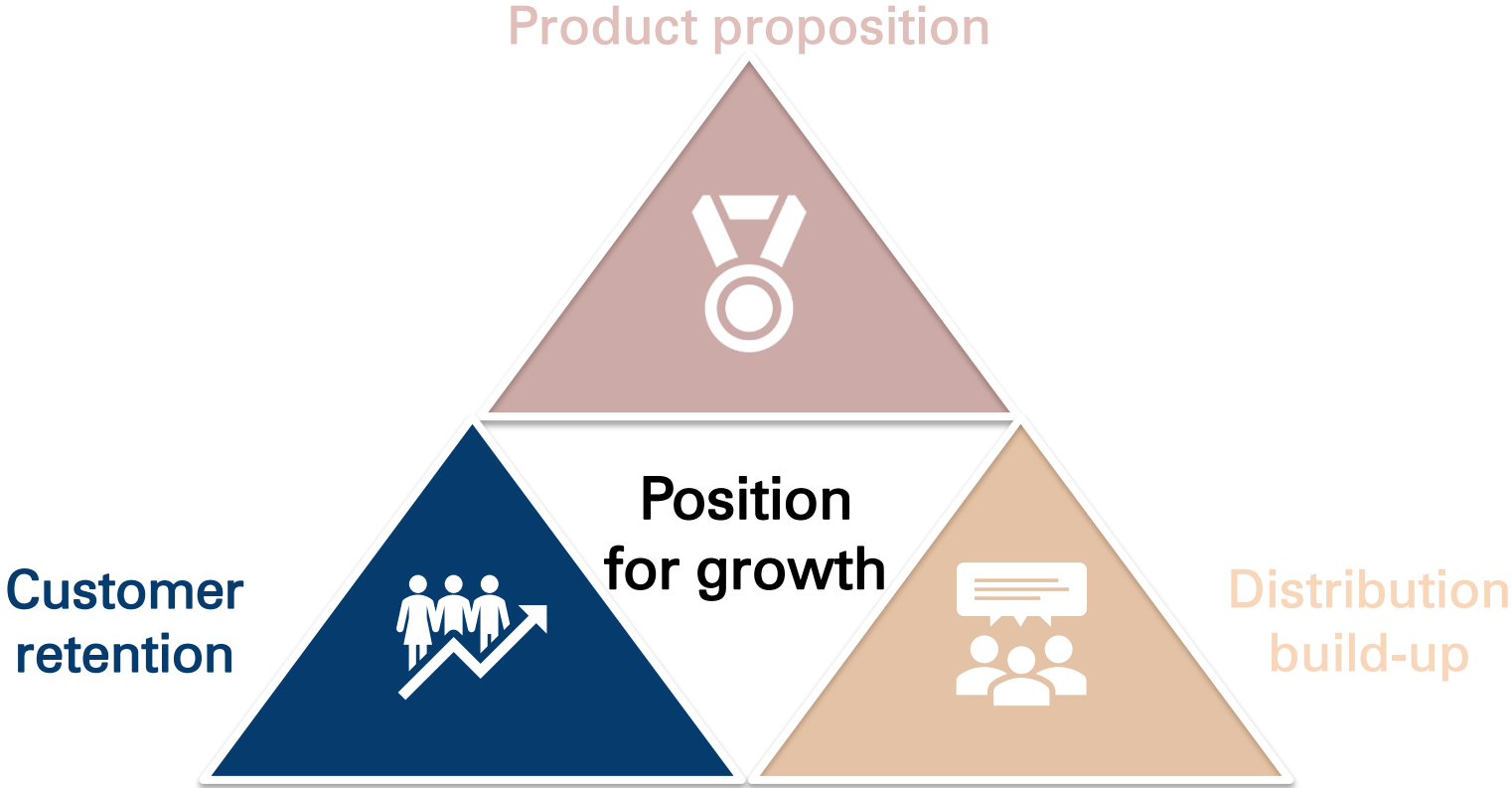
Distribution approach

Objective

Long term sustainable growth

Approach

Broadening our customer reach

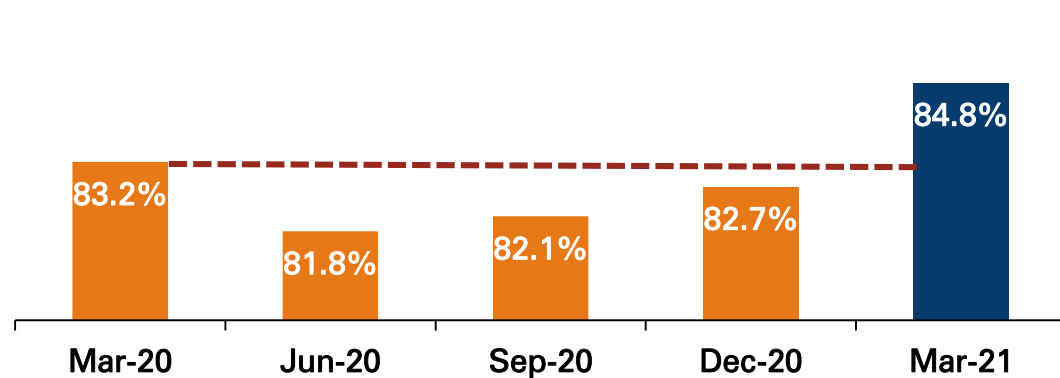


Persistency

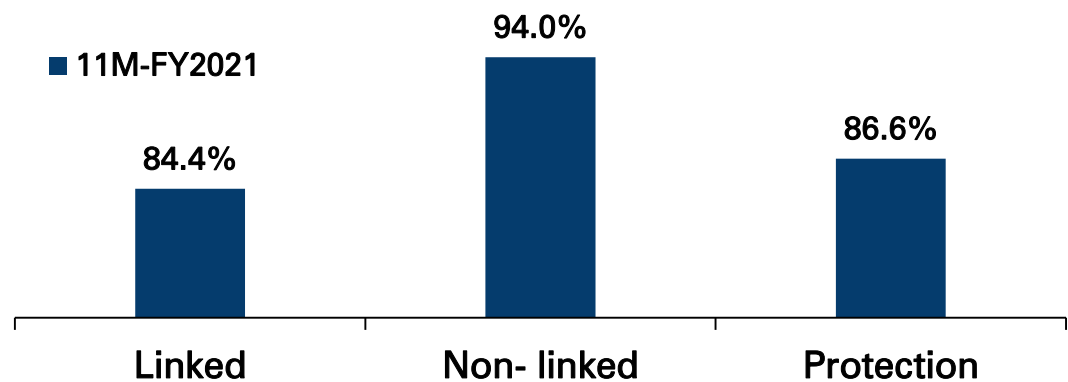
| Retail excluding single premium | | |
|---------------------------------|------------|------------|
| Month | 11M-FY2020 | 11M-FY2021 |
| 13 th month | 83.2% | 84.8% |
| 25 th month | 75.1% | 73.6% |
| 37 th month | 66.7% | 66.3% |
| 49 th month | 64.6% | 63.0% |
| 61 st month | 56.0% | 58.3% |

| Retail including single premium | | |
|---------------------------------|------------|------------|
| Month | 11M-FY2020 | 11M-FY2021 |
| 13 th month | 85.3% | 86.9% |
| 25 th month | 77.4% | 76.8% |
| 37 th month | 69.0% | 69.3% |
| 49 th month | 66.4% | 65.5% |
| 61 st month | 57.4% | 60.2% |

13th month persistency¹



13th month persistency² across product categories



Stable persistency across cohorts and product segments



Computed as per IRDAI circular dated January 23, 2014

1. Retail excluding SP
2. Retail including SP

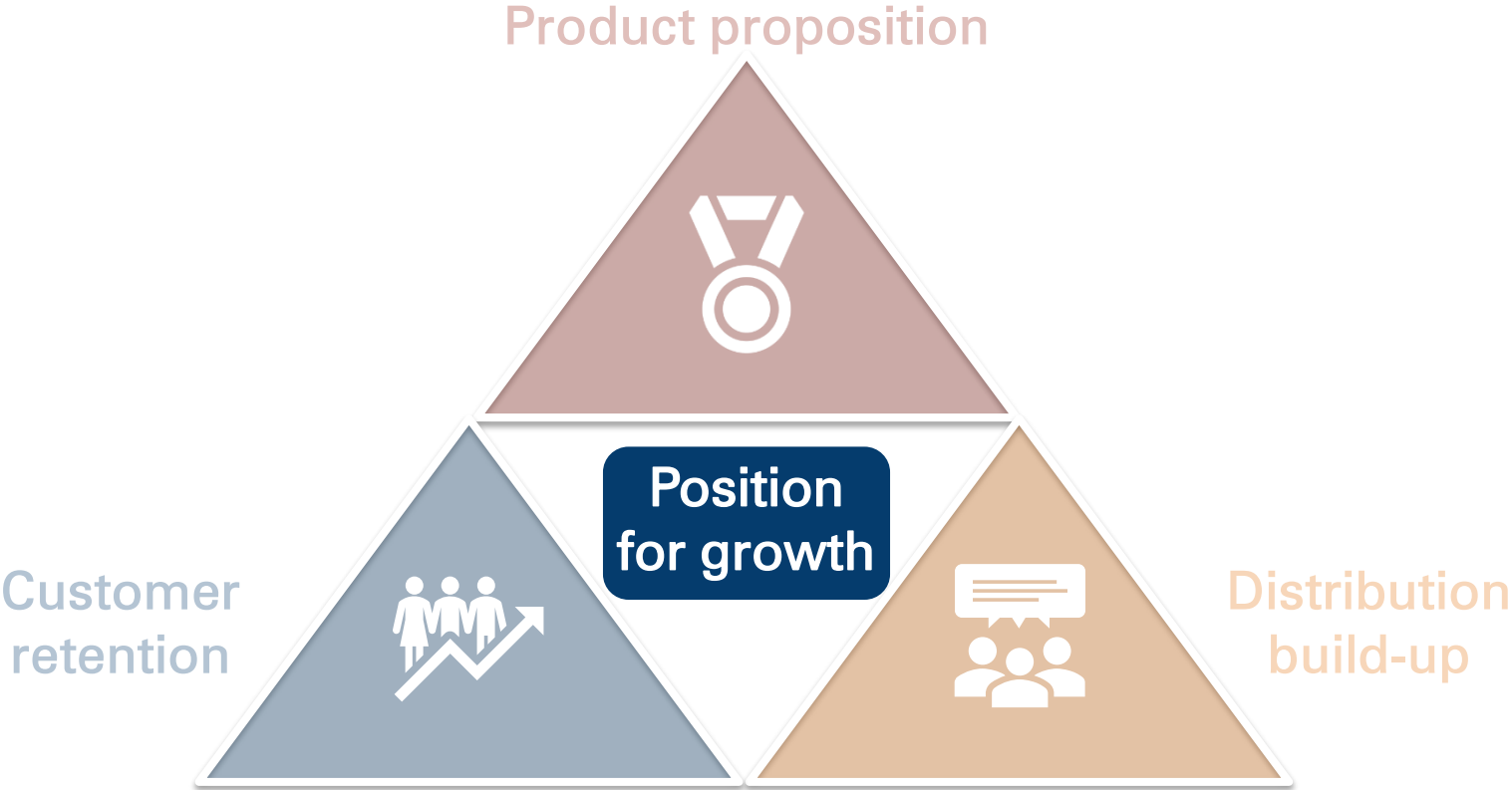
Distribution approach

Objective

Long term sustainable growth

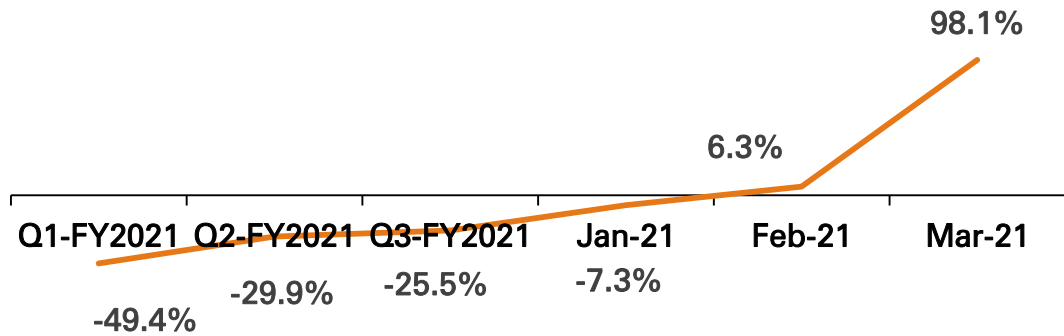
Approach

Broadening our customer reach

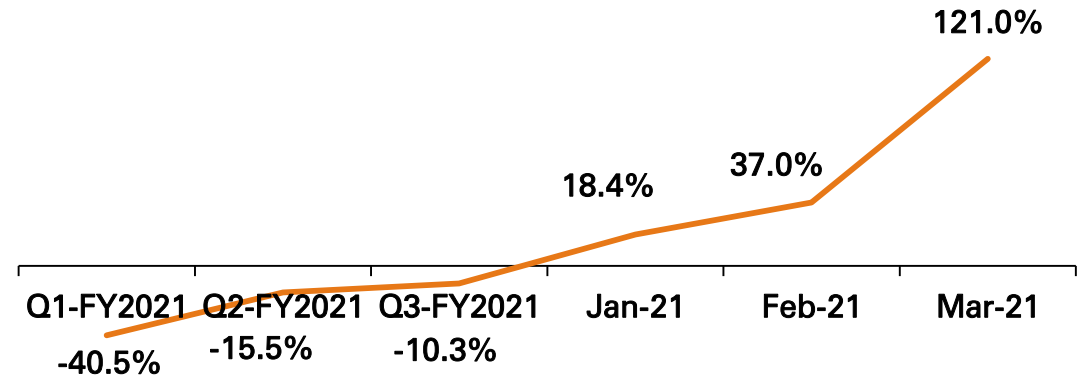


Position for growth

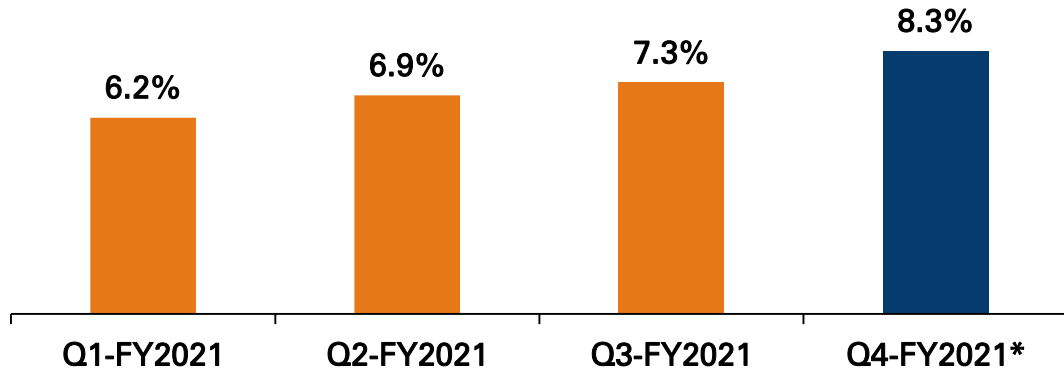
RWRP¹ (y-o-y growth)



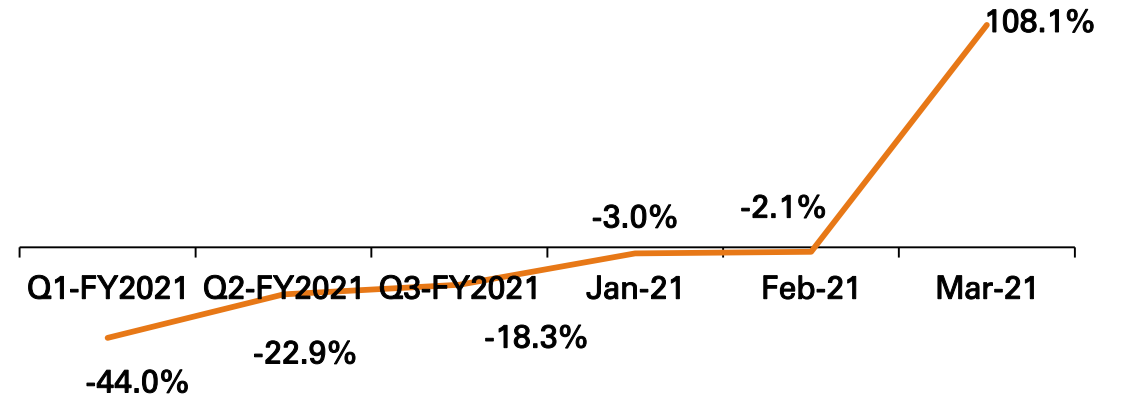
Retail NBP³ (y-o-y growth)



RWRP market share (%)



APE² (y-o-y growth)



Significant recovery in market share

Strong sequential momentum; APE grew 108% year on year in March 2021



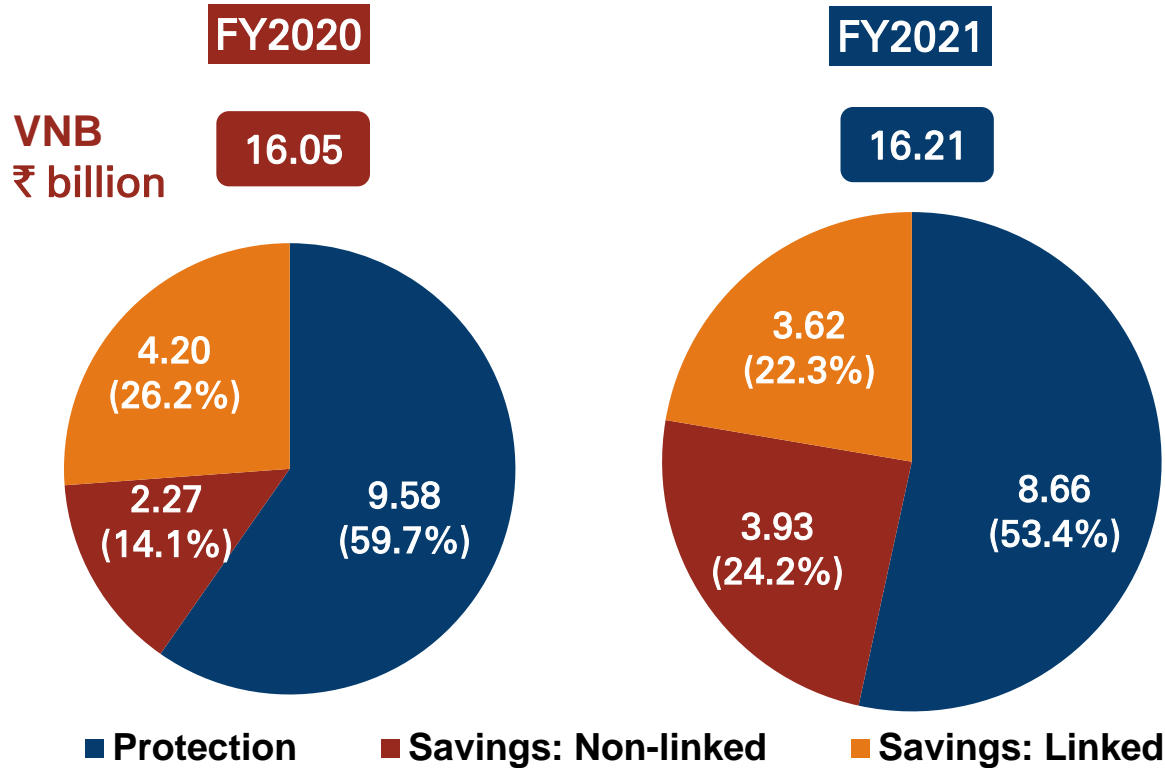
* For January-February 2021

1. Retail weighted received premium
2. Annualized premium equivalent
3. New business premium (As reported to IRDAI)

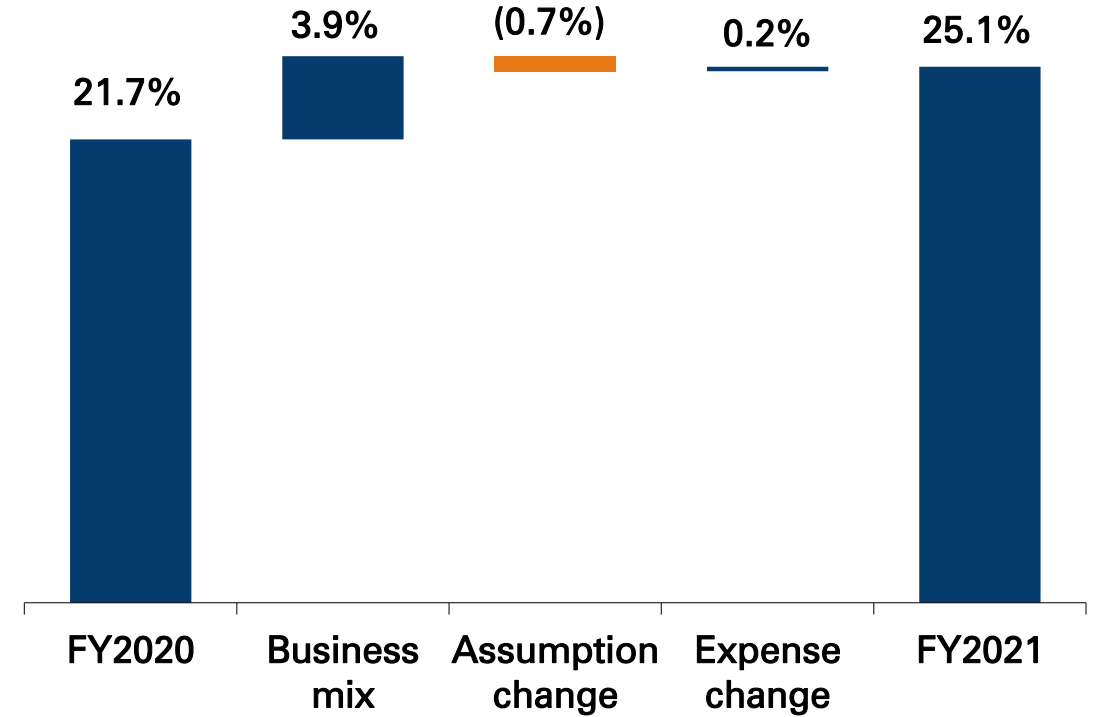
Financial update

Value of New Business (VNB)

VNB contribution*

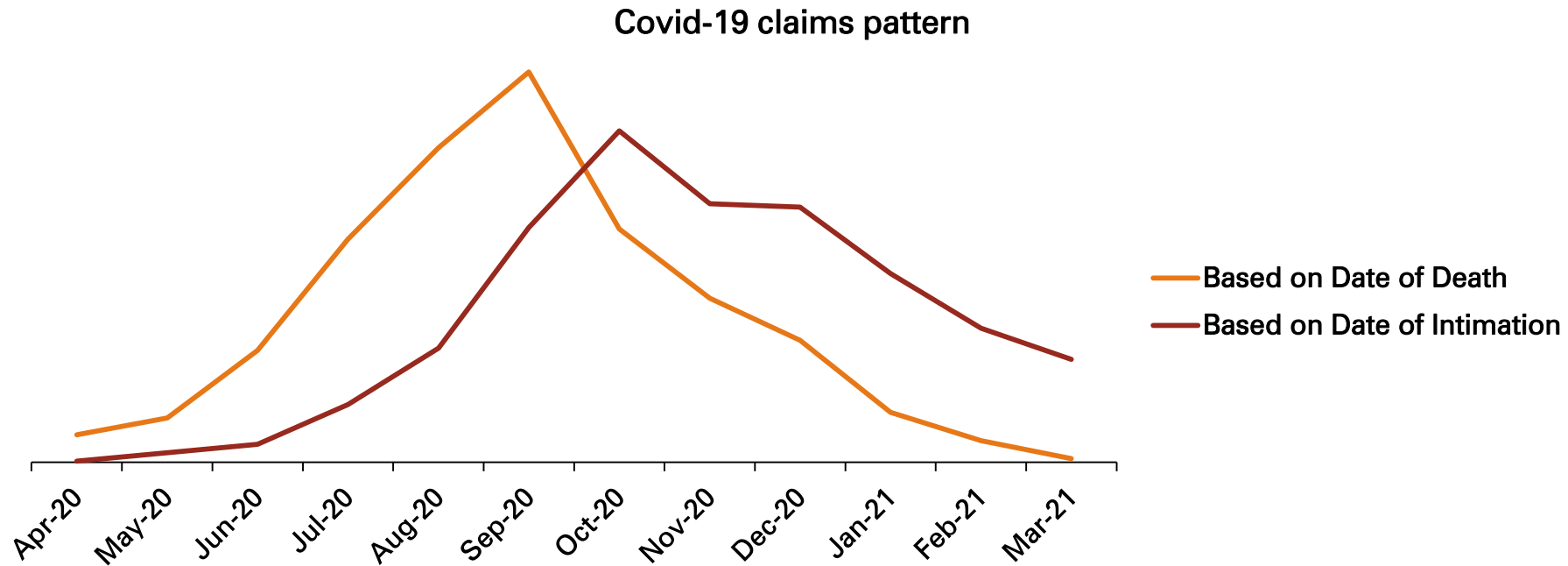


VNB margin movement



Non-linked savings contribution to VNB increased to 24%; also helped in expansion of VNB margin

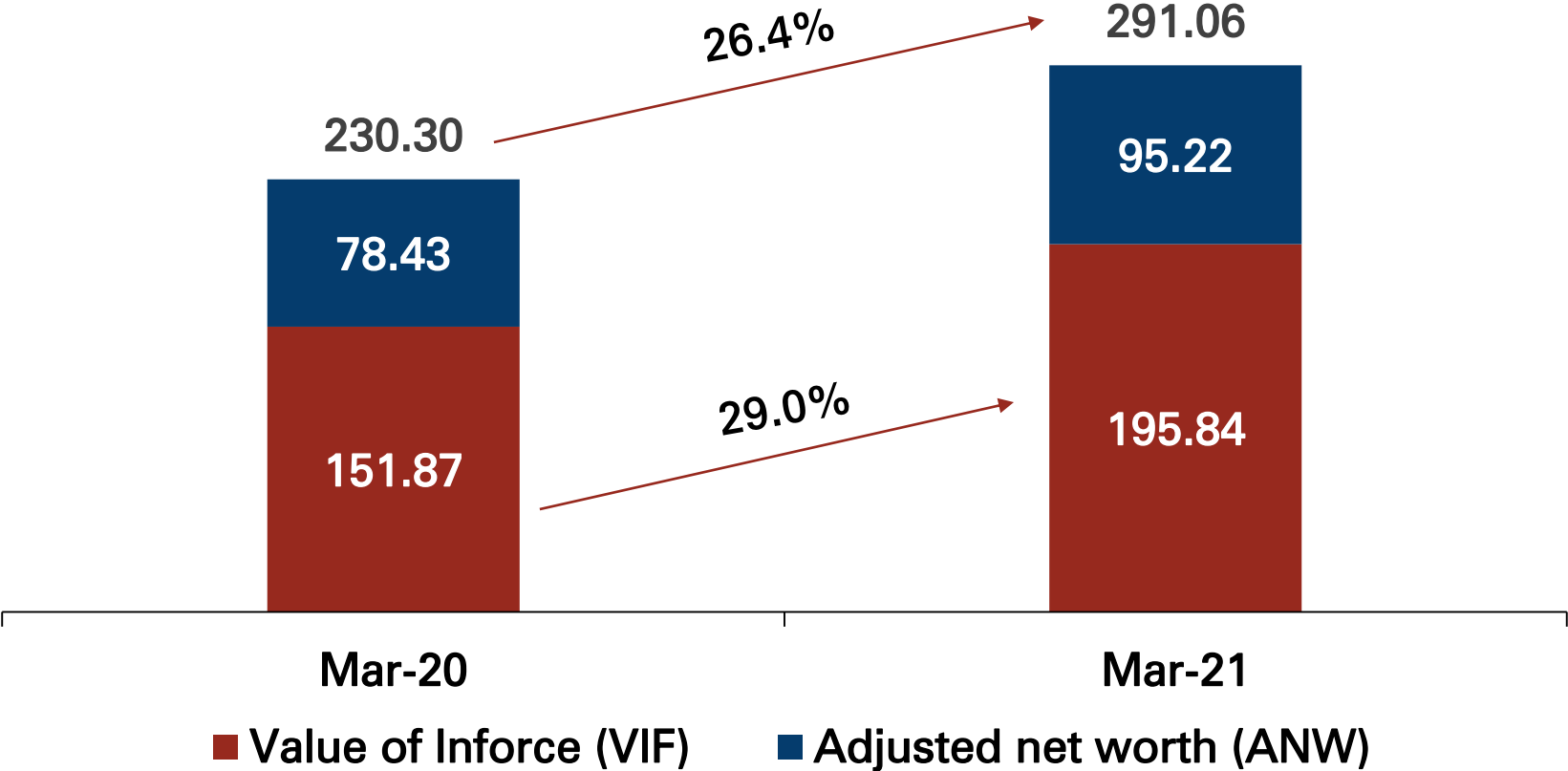
Impact of COVID-19 on mortality



- Total claims on account of Covid-19 for FY2021 was ₹ 4.59 billion¹
 - Claims net of reinsurance was ₹ 2.64 billion²
- Additional provision of ₹ 3.32 billion³ towards Covid-19, not utilised so far

Embedded Value growth¹

₹ billion



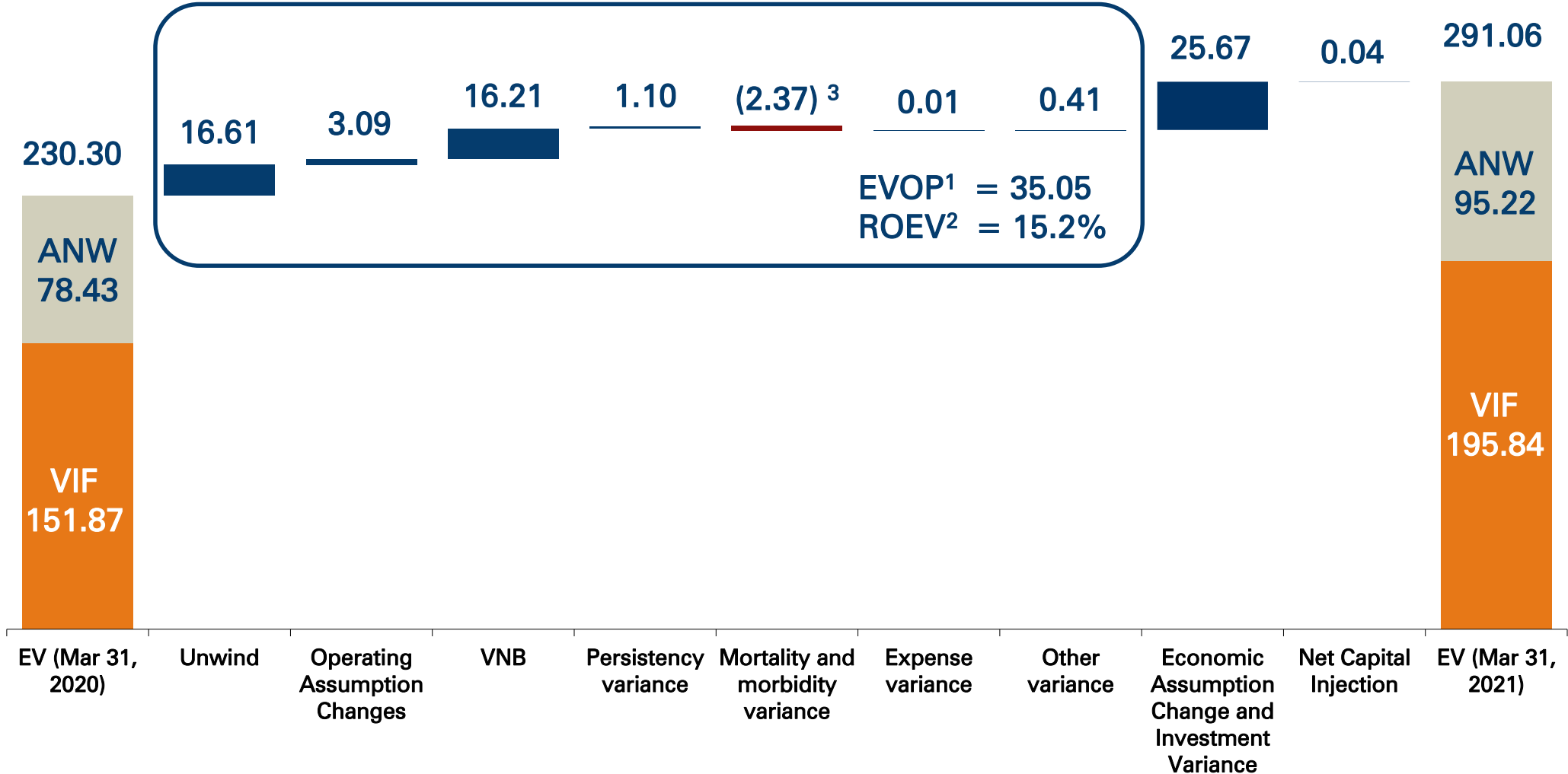
VIF grew by 29% to ₹ 195.84 billion and EV grew by 26% to ₹ 291.06 billion



1. As per Indian Embedded value (IEV) method

Analysis of movement in Embedded Value (EV)

₹ billion



Sensitivity analysis

| Scenario | % change in VNB | | % change in EV | |
|--|-----------------|--------|----------------|--------|
| | FY2020 | FY2021 | FY2020 | FY2021 |
| Increase in 100 bps in the reference rates | (2.4) | 0.7 | (2.5) | (2.8) |
| Decrease in 100 bps in the reference rates | 2.2 | (1.7) | 2.6 | 3.0 |
| 10% increase in the discontinuance rates | (5.0) | (3.1) | (1.1) | (0.9) |
| 10% decrease in the discontinuance rates | 5.1 | 3.2 | 1.1 | 1.0 |
| 10% increase in mortality/morbidity rates | (9.5) | (10.2) | (1.6) | (1.6) |
| 10% decrease in mortality/morbidity rates | 9.6 | 10.4 | 1.7 | 1.6 |
| 10% increase in acquisition expenses | (11.6) | (10.5) | Nil | Nil |
| 10% decrease in acquisition expenses | 11.6 | 10.4 | Nil | Nil |
| 10% increase in maintenance expenses | (3.0) | (2.5) | (0.8) | (0.6) |
| 10% decrease in maintenance expenses | 3.0 | 2.5 | 0.9 | 0.6 |
| Tax rates increased to 25% | (11.4) | (11.1) | (5.8) | (6.2) |
| 10% increase in equity values | 0.7 | 1.3 | 1.8 | 2.9 |
| 10% decrease in equity values | (0.7) | (1.6) | (1.8) | (2.9) |

Financial metrics

| ₹ billion | FY2020 | FY2021 |
|-------------------|-----------------------|-----------------------|
| Profit before Tax | 10.69 | 10.81 |
| Profit after Tax | 10.69 | 9.60 |
| Solvency ratio | 194% | 216.8% |
| AUM | 1,529.68 ¹ | 2,142.18 ¹ |

40% growth in AUM during FY2021

VNB growth levers update (4P's)

| ₹ billion | FY2020 | FY2021 | Growth |
|--|--------|--------|--------|
| Value of New Business (VNB) ¹ | 16.05 | 16.21 | 1.0% |
| VNB margin | 21.7% | 25.1% | |

| ₹ billion | FY2020 | FY2021 | Growth |
|---|--------------------|--------------------|---------|
| Premium growth (APE) | 73.81 | 64.62 | (12.5%) |
| Protection growth (APE) | 11.16 | 10.46 | (6.3%) |
| Persistency (13 th month) ² | 83.2% ³ | 84.8% ³ | |
| Persistency (61 st month) ² | 56.0% ³ | 58.3% ³ | |
| Productivity (Cost/TWRP: Savings) ⁴ | 10.4% | 9.6% | |

Awards and accolades: FY2021

Only insurance Company to be ranked in the Top 30 of India's 'Most Sustainable Companies'

| Ranking | Company | ESG Score | Carbon Footprint | Water Footprint | Waste Footprint | Greenhouse Gas Emissions | Renewable Energy | Employee Satisfaction | Customer Satisfaction | Financial Stability |
|---------|--|-----------|------------------|-----------------|-----------------|--------------------------|------------------|-----------------------|-----------------------|---------------------|
| 1 | Infosys | 81.19 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 2 | Reliance Industries | 78.11 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 3 | Tata Consultancy Services | 76.93 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 4 | Wipro | 76.89 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 5 | State Bank of India | 76.88 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 6 | ICICI Prudential Life Insurance Company Ltd. | 76.88 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 7 | Axis Bank | 76.87 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 8 | State Bank of India | 76.86 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 9 | State Bank of India | 76.85 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 10 | State Bank of India | 76.84 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 11 | State Bank of India | 76.83 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 12 | State Bank of India | 76.82 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 13 | State Bank of India | 76.81 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 14 | State Bank of India | 76.80 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 15 | State Bank of India | 76.79 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 16 | State Bank of India | 76.78 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 17 | State Bank of India | 76.77 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 18 | State Bank of India | 76.76 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 19 | State Bank of India | 76.75 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 20 | State Bank of India | 76.74 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 21 | State Bank of India | 76.73 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 22 | State Bank of India | 76.72 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 23 | State Bank of India | 76.71 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 24 | State Bank of India | 76.70 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 25 | State Bank of India | 76.69 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 26 | State Bank of India | 76.68 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 27 | State Bank of India | 76.67 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 28 | State Bank of India | 76.66 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 29 | ICICI Prudential Life Insurance Company Ltd. | 76.65 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| 30 | State Bank of India | 76.64 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

ICICI Pru Signature - Best ULIP policy of the year



A Unit Linked Non-Participating Life Insurance Plan

Excellence in Claims and Customer Service



Sustain Labs Paris in association with BW Businessworld

Adjudged one of the Most Valuable Indian Brand



'BrandZ Top 75 Most Valuable Indian Brands 2020'

Business Today – Money Today Financial Awards 2020

Gold Award – Excellence in Financial Reporting: FY20 Annual Report



Ranked at #52 worldwide by LACP* Annual Spotlight Awards

FICCI Insurance Industry Awards 2020

Best Contact Centre



Customer Fest Leadership Awards 2021



*League of American Communications Professionals LLC

Technology @ICICI Prulife

Our digital enablers



Marketing

Hyper personalization –

Personalized messages to handhold customers throughout journey



Segmented targeting –

Reaching the customer by mapping their interests/affinities

Interactive banners –

Banners with built-in calculators for instant and customized quotes

Search engine optimization –

Use of Machine learning to rank ICICI Pru higher on customers search

Mobile first –

All our content and journeys are designed for mobile devices



Data & Analytics

Nudge engine/ Actionable insights

Data analytics based system which suggests the best suited action for you to achieve next goal



Smart solutions –

Pre-approved personalized best offers to customer for instant issuance and persistency backed by data

Modular data integration approach

– to meet partner requirements


On premise data lake

Use of AI & ML to analyze structured & unstructured data



Pre-sales

Collaboration platform –

Online meetings, joint sales calls, invite experts, share content 

24x7 cognitive bots –

24x7 query resolution using chat bots viz. Chat Buddy, PSF Guru, Tara

Lead Management System –

Robust LMS enhanced with voice capability and geographical tagging 

Knowledge repository –


On-the-go e-learning modules via exclusive Learners' Box app

My Coach –


AI based platform for video based library creation for sales pitches

Our digital enablers

Onboarding & issuance

Term by invite - Pre approved offerings for partners with zero documents or medical 

Digital journey

- ❖ End to end digital onboarding
- ❖ 3-click PASA onboarding
- ❖ Smart doc upload
- ❖ Instant OCR
- ❖ Video risk verification 
- ❖ Tele & video underwriting



RPA enabled issuance

Leveraging third party Data points & data pre-pop

- ❖ ICICI Bank
- ❖ Experian
- ❖ CRIF
- ❖ CIBIL

Customer service

24x7 chat/voice assistants

-  ❖ LiGo chat bot
- ❖ WhatsApp bot
- ❖ Voice bot on IVR
- ❖ E-mail bot
- ❖ Humanoid bot 

Digital customer service

- ❖ Omni-channel experience
- ❖ Mobile application for customer service
- ❖ Digital life verification

Flexible premium payment options

Artificial intelligence for pre claim assessment and claims processing

Partner integration

- ❖ Partner integration portal
- ❖ Easy UI – pre-coded premium quotation pages
- ❖ Data pre population
- ❖ No KYC document, digital payment with SI and **digital consent**

Video based Pre -issuance verification on WhatsApp

- ❖ Instant Certificate of issuance
- ❖ Instant refund into customer account, in case of cancellation

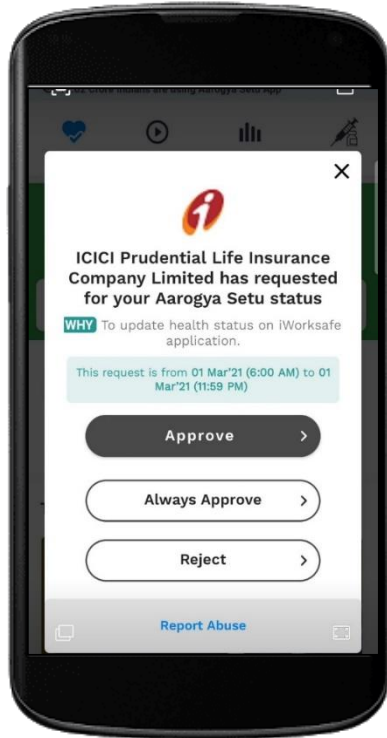
Empowering stakeholders

Contactless interactions, interfaces



Covid companion app

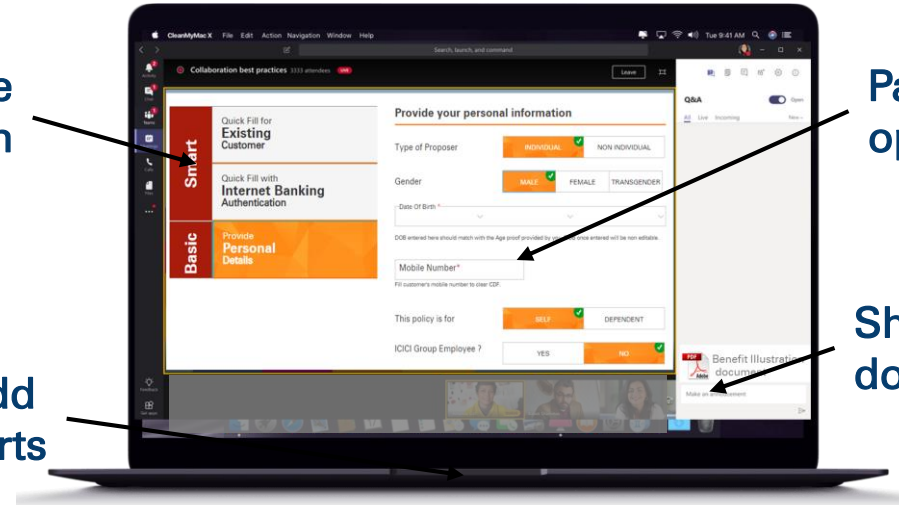
- Fetches health status from Arogya setu



Collaboration platforms

Share screen

Add experts



Payment options

Share documents

Online meetings (upto 300 users) | Video/Audio call
| Joint sales call | Share content Chat |
Invite external guests, experts | Access previous meeting notes | Record sessions

Agenda

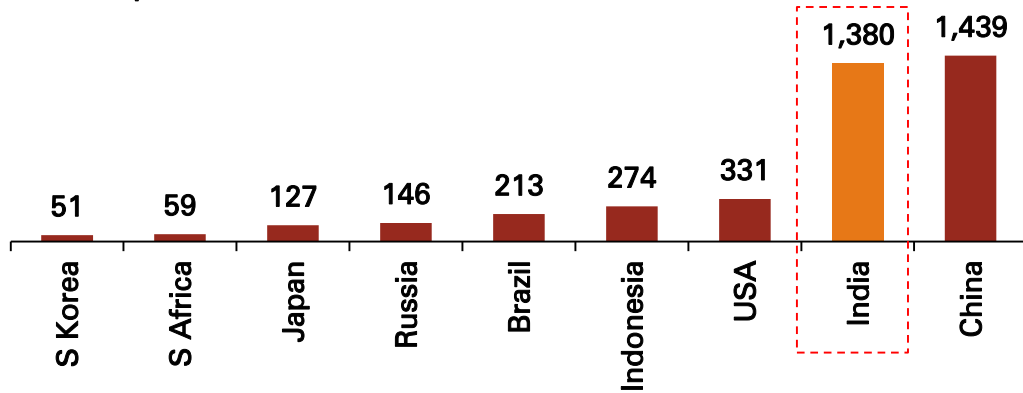
- Company strategy and performance
- **Opportunity**
- Industry overview



Favorable demography

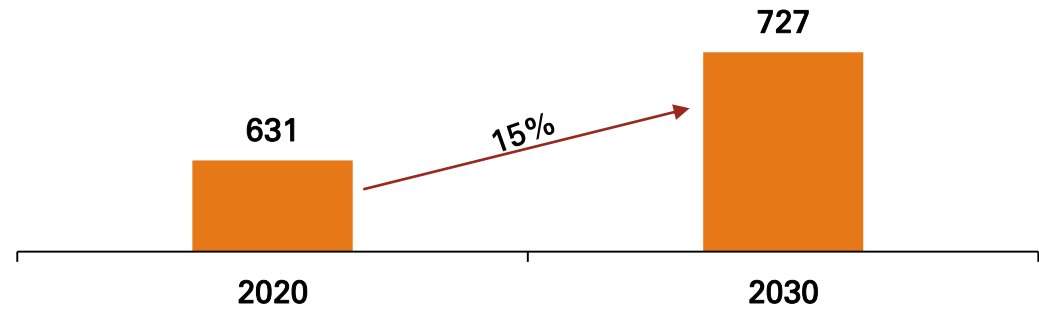
Large and growing population base¹

2020 Population (mn)

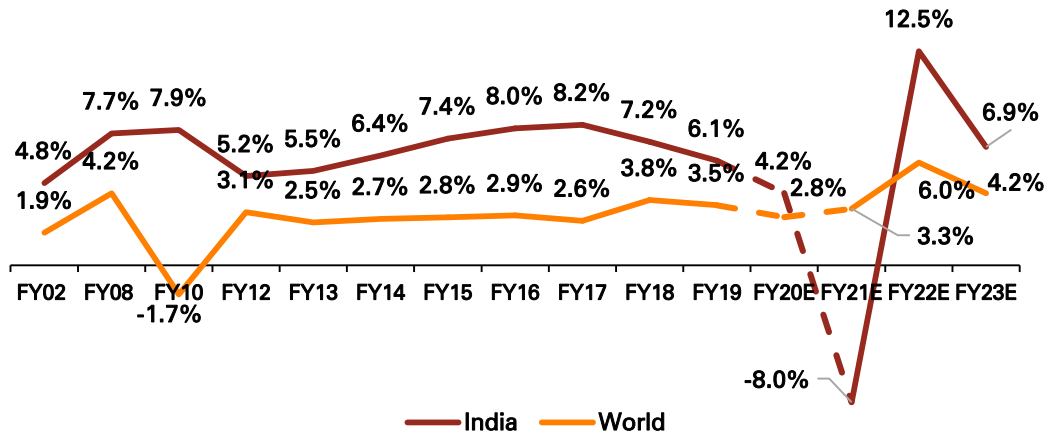


High share of working population¹

Population of age 25-59 years (in mn)

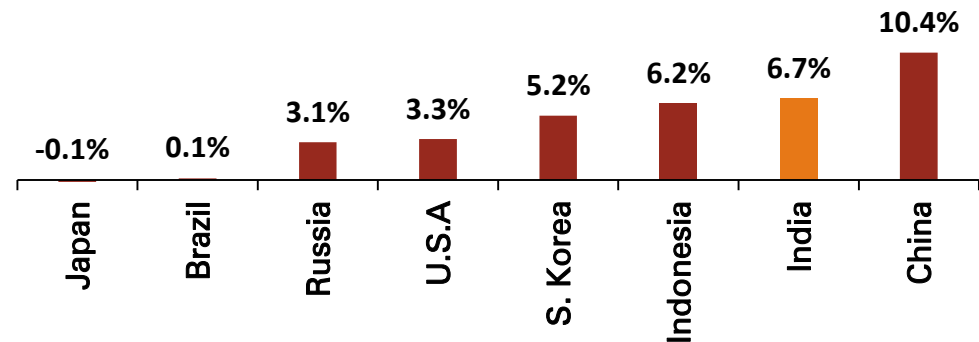


Driving GDP growth²



Rising affluence²

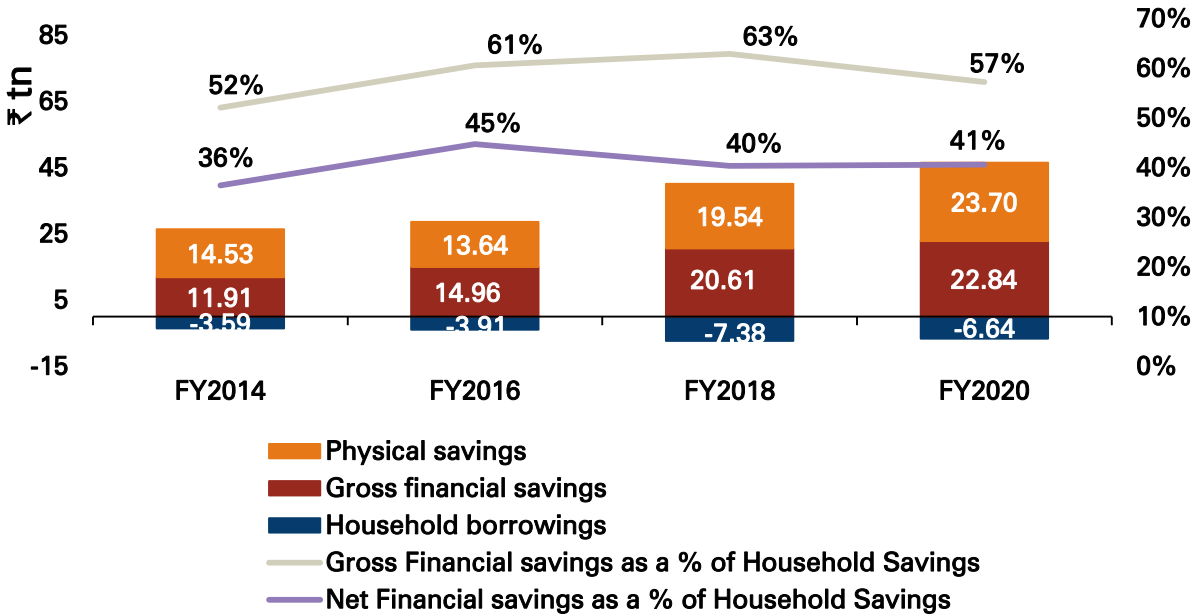
GDP per capita CAGR (FY2010-FY2020)



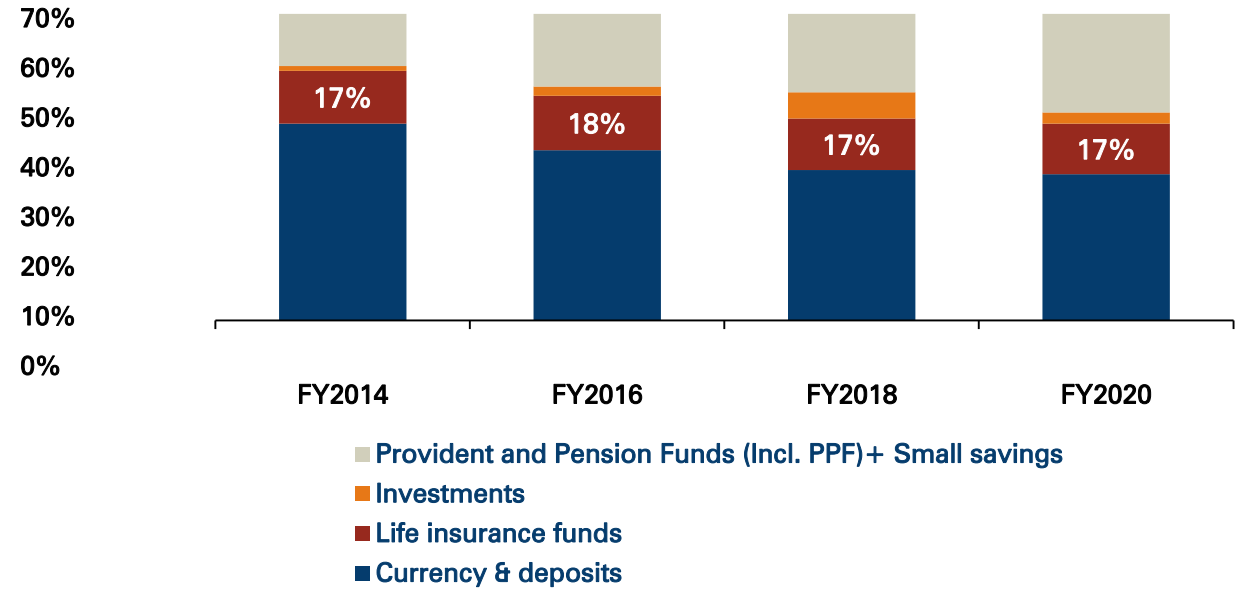
1. Source: UN population division
 2. Source: WEO Update, April 2021

Financialisation of savings: Opportunity for insurance

Household savings¹



Distribution of financial savings (including currency)²



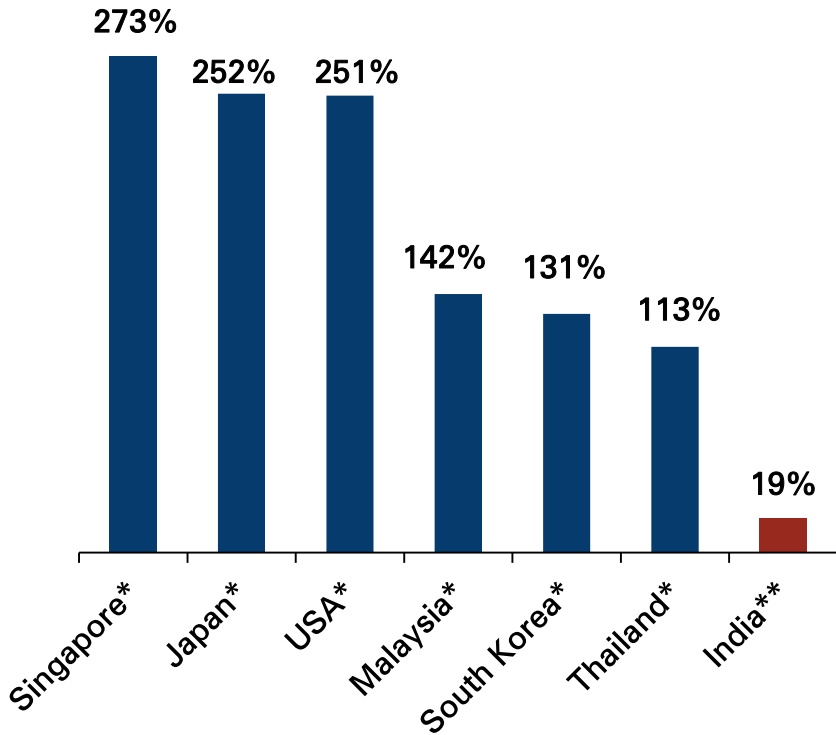
| | FY2002 | FY2008 | FY2010 | FY2012 | FY2014 | FY2018 | FY2019 | FY2020 |
|---|--------|--------|--------|--------|--------|--------|--------|--------|
| Life insurance premium ³ as % of GDP | 2.1% | 4.0% | 4.1% | 3.3% | 2.8% | 2.7% | 2.7% | 2.8% |



1. Source: RBI and CSO
 2. Source: RBI
 3. Total life insurance industry premium including renewal; Source: IRDAI

Protection opportunity: Low penetration

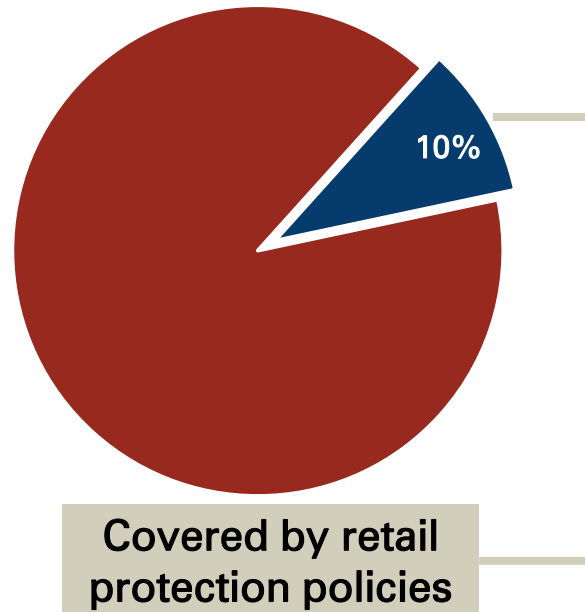
Sum Assured as a % of GDP^{1,2}



* Total sum assured

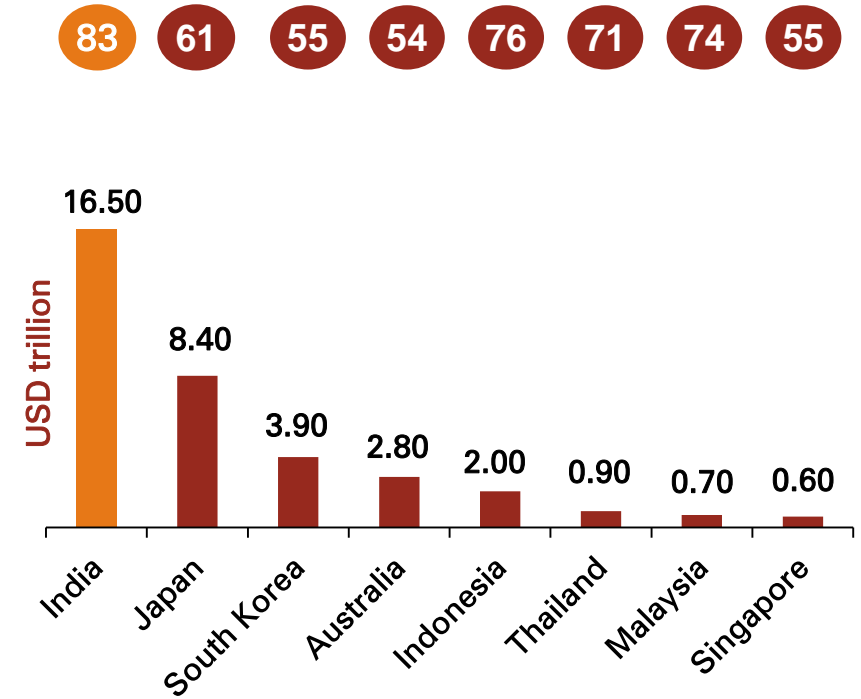
** Retail protection sum assured (company estimates)

Addressable population[#] coverage³ (%)



Based on Income Tax Department data for individuals (annual income > ₹ 250,000) and company estimates

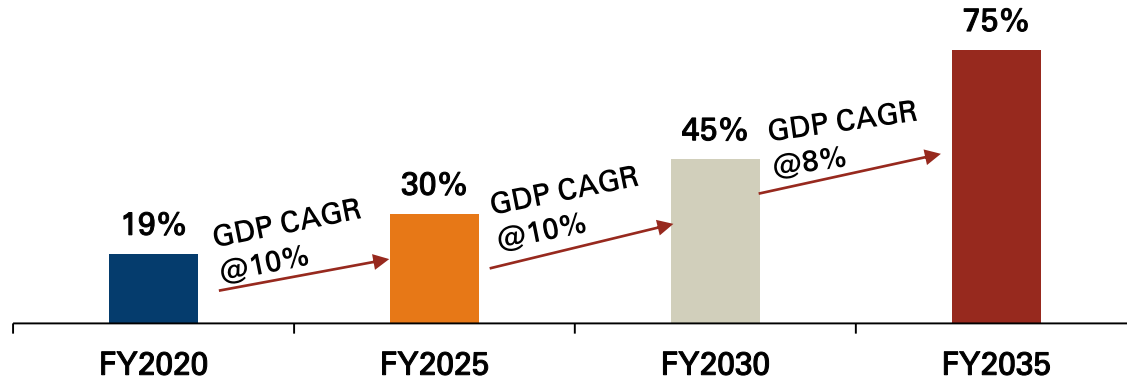
Protection gap(%)^{4,5}



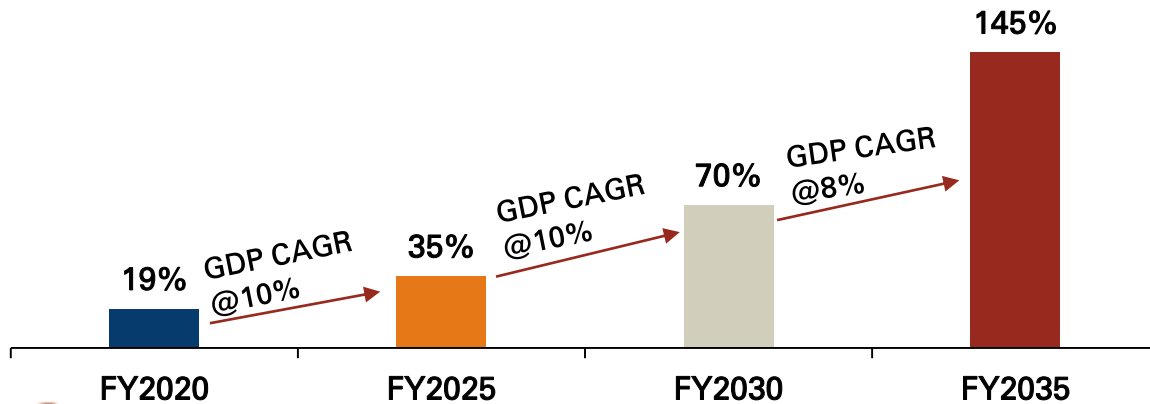
- As of FY2020 for India (GDP Source: National Statistics Office, protection sum assured source: company estimates)
- As of FY2018 for US, Japan, South Korea. Others as of FY2017 (Source: McKinsey estimates)
- Addressable population coverage= Inforce no. of lives for retail protection/ No. of returns with income > ₹ 250,000
- Protection gap (%): Ratio of protection lacking/protection needed
- Source: Swiss Re, Closing Asia's mortality protection gap, 2020

Protection opportunity: Sum assured as a % of GDP

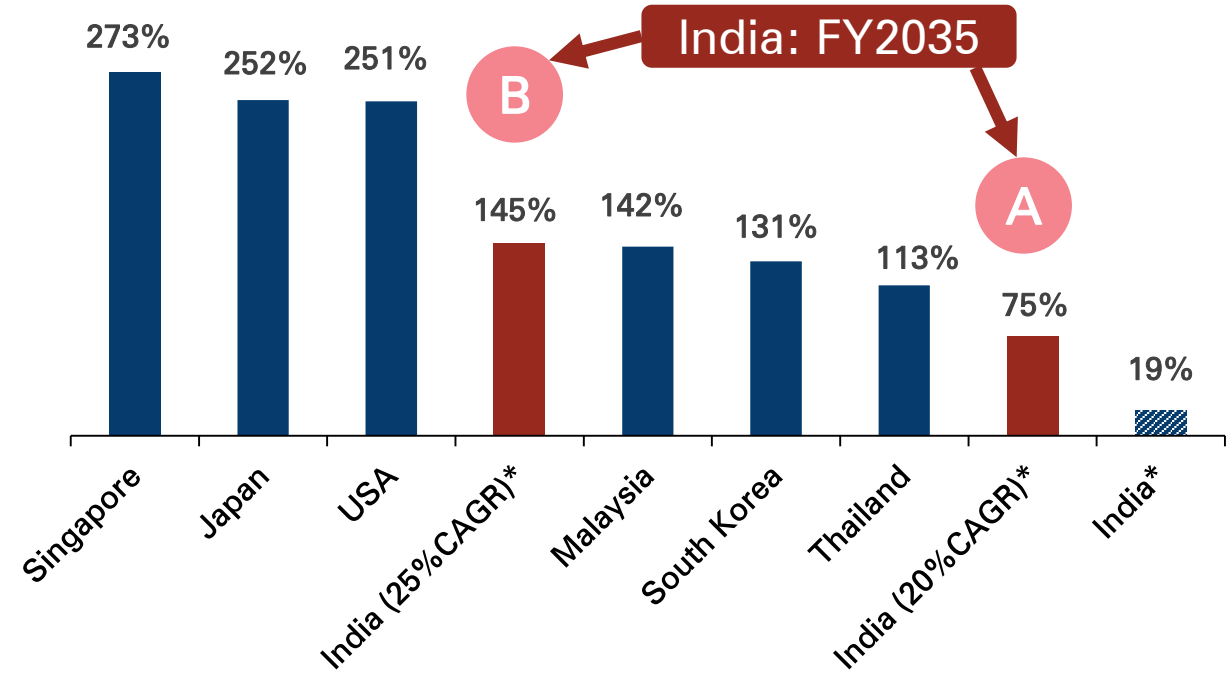
A Sum Assured (SA) as a % of GDP:
Assuming SA growth @ 20% CAGR



B Sum Assured (SA) as a % of GDP:
Assuming SA growth @ 25% CAGR



Sum Assured as a % of GDP^{1,2}



* For retail protection sum assured (company estimates)

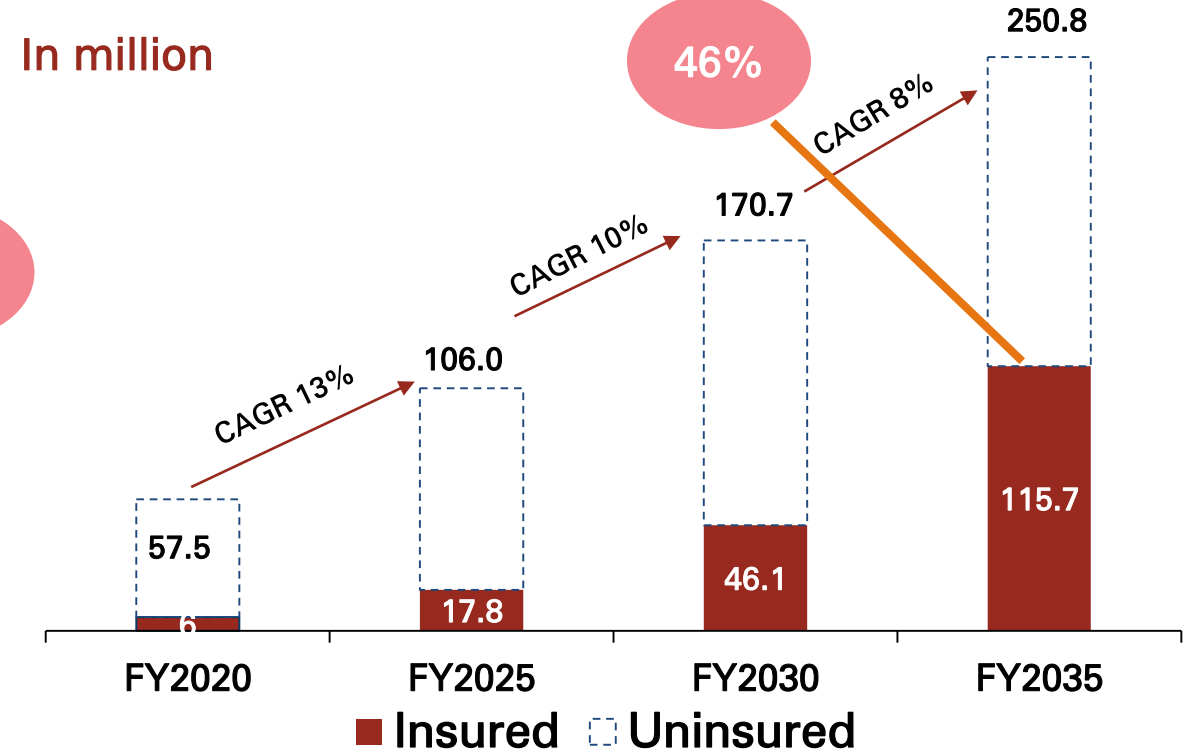
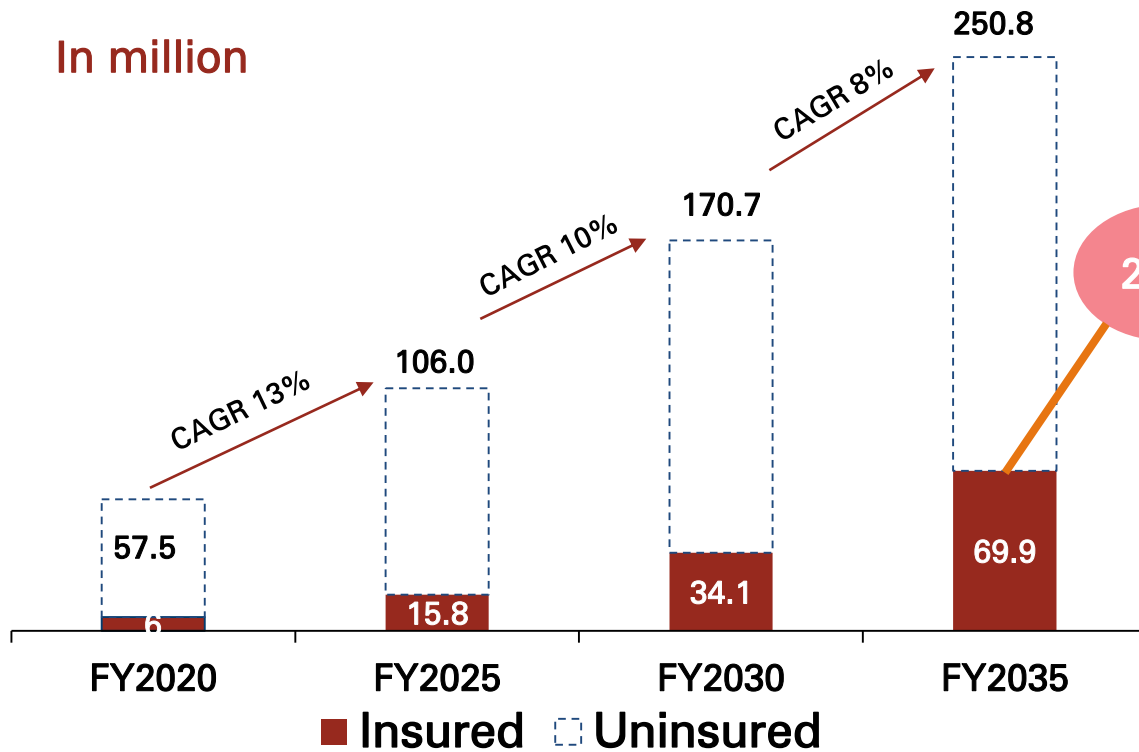


1. FY2020 GDP data for India (Source: National Statistics Office, protection sum assured source: company estimates)
2. As of FY2018 for US, Japan, South Korea. Others as of FY2017 (Source: McKinsey estimates)

Protection opportunity: Addressable population coverage (%)

With 15% CAGR in new policy count from FY2020 to FY2035

With 20% CAGR in new policy count from FY2020 to FY2035

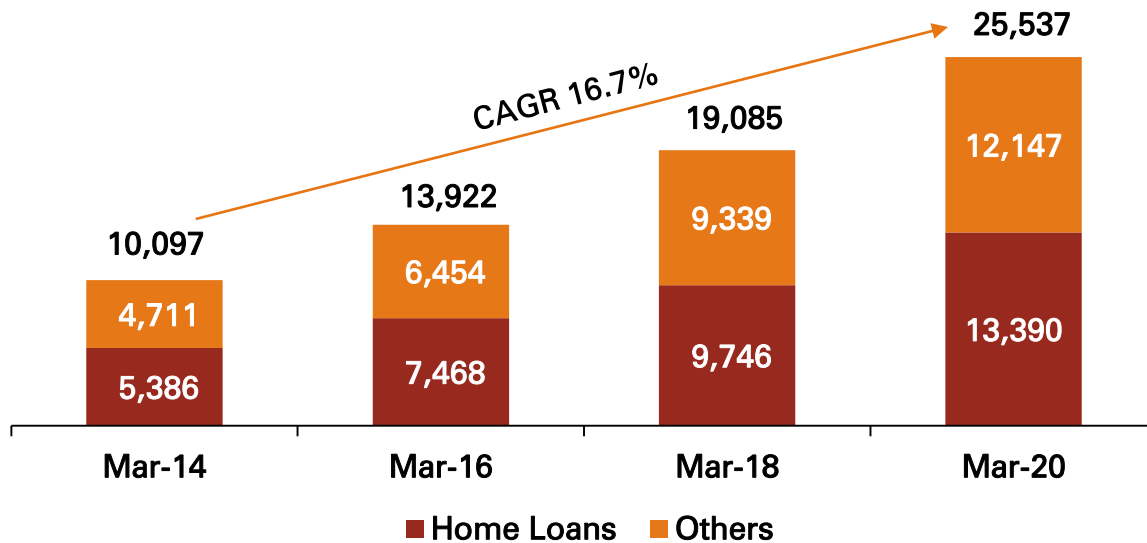


Even at accelerated policy growth rates, at best ~50% of India's addressable population can be expected to be covered in 15 years

Indicators of protection opportunity

Retail Credit¹

₹ billion



- Healthy growth in retail credit
- Credit life is voluntary

Health & Motor²

| Gross direct premium (₹ billion) | FY2009 | FY2020 | CAGR |
|----------------------------------|---------------|---------------|--------------|
| Health | 66.23 | 516.38 | 20.5% |
| Motor | 138.21 | 692.08 | 15.8% |
| - Motor Own Damage (OD) | 87.56 | 265.52 | 10.6% |
| - Motor Third Party (TP) | 50.65 | 426.56 | 21.4% |

- Protection premium ~ ₹ 235 billion for life insurance industry in FY2021



1. Source: RBI

2. Source: General Insurance Council and company estimate
Components may not add up to the totals due to rounding off

Agenda

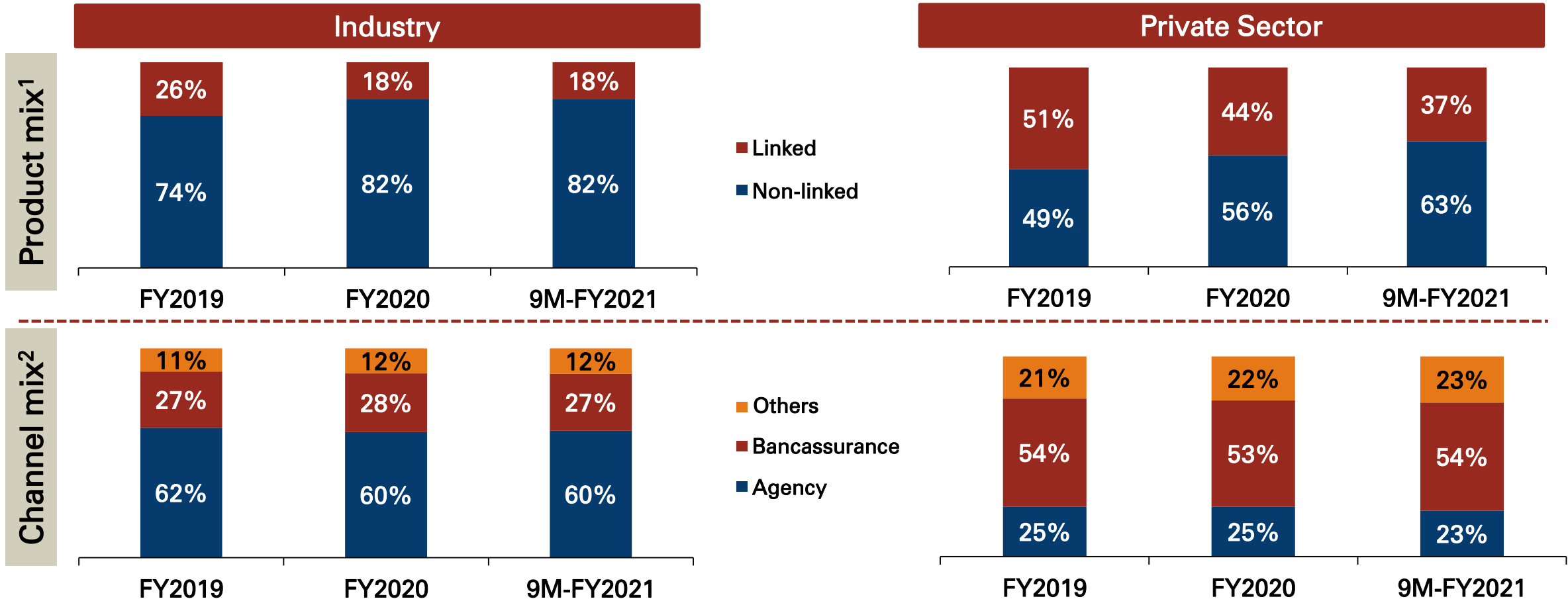
- Company strategy and performance
- Opportunity
- Industry overview



Evolution of life insurance industry in India

| | FY2002 | | FY2010 | | FY2015 | | FY2020 |
|--|---------|-------|--------|-------|--------|-------|---------|
| New business premium ¹ (₹ bn) | 116 | 21.5% | 550 | -5.8% | 408 | 12.5% | 735 |
| Total premium (₹ bn) | 501 | 3.2% | 2,654 | 4.3% | 3,281 | 11.6% | 5,683 |
| Penetration (as a % to GDP) | 2.1% | | 4.1% | | 2.6% | | 2.8% |
| Assets under management (₹ bn) | 2,304 | 24.0% | 12,899 | 12.6% | 23,361 | 10.1% | 37,757 |
| In-force sum assured ² (₹ bn) | 11,812* | 15.5% | 37,505 | 15.8% | 78,091 | 17.3% | 173,077 |
| In-force sum assured (as % to GDP) | 50.1% | | 57.9% | | 62.7% | | 85.1% |

Industry overview



- Given a well developed banking sector, bancassurance continues to be the largest channel for private players

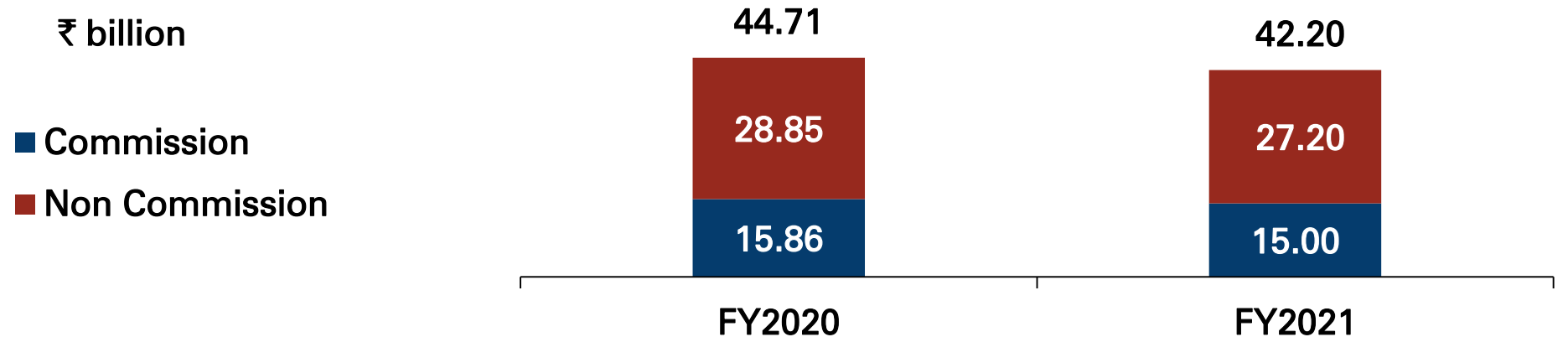


1. New business weighted premium basis
 2. Individual new business premium basis
 Source: Life Insurance Council

Annexures

Cost efficiency

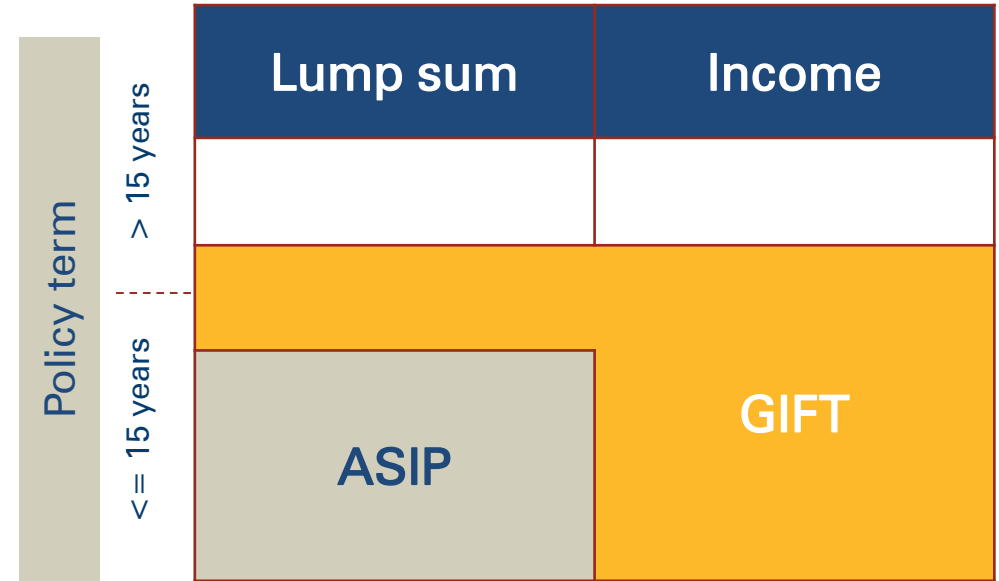
| | FY2020 | FY2021 |
|---|--------|--------|
| Expense ratio (excl. commission) ¹ | 10.3% | 9.5% |
| Commission ratio ² | 5.7% | 5.3% |
| Cost/TWRP ³ | 15.9% | 14.8% |
| Cost/Average AUM ⁴ | 2.9% | 2.3% |
| Cost/TWRP (Savings LOB) | 10.4% | 9.6% |



Risk management: Non-participating business

Guaranteed return savings product

- Expanded product tenure from a maximum of 15 years to ~20 years
- Interest risk hedged through a combination of cash market instruments and derivatives
 - Hedge program designed for each tranche of new business
 - Locked in yields for future premiums
 - Underlying bonds for derivatives selected keeping in mind liability tenure

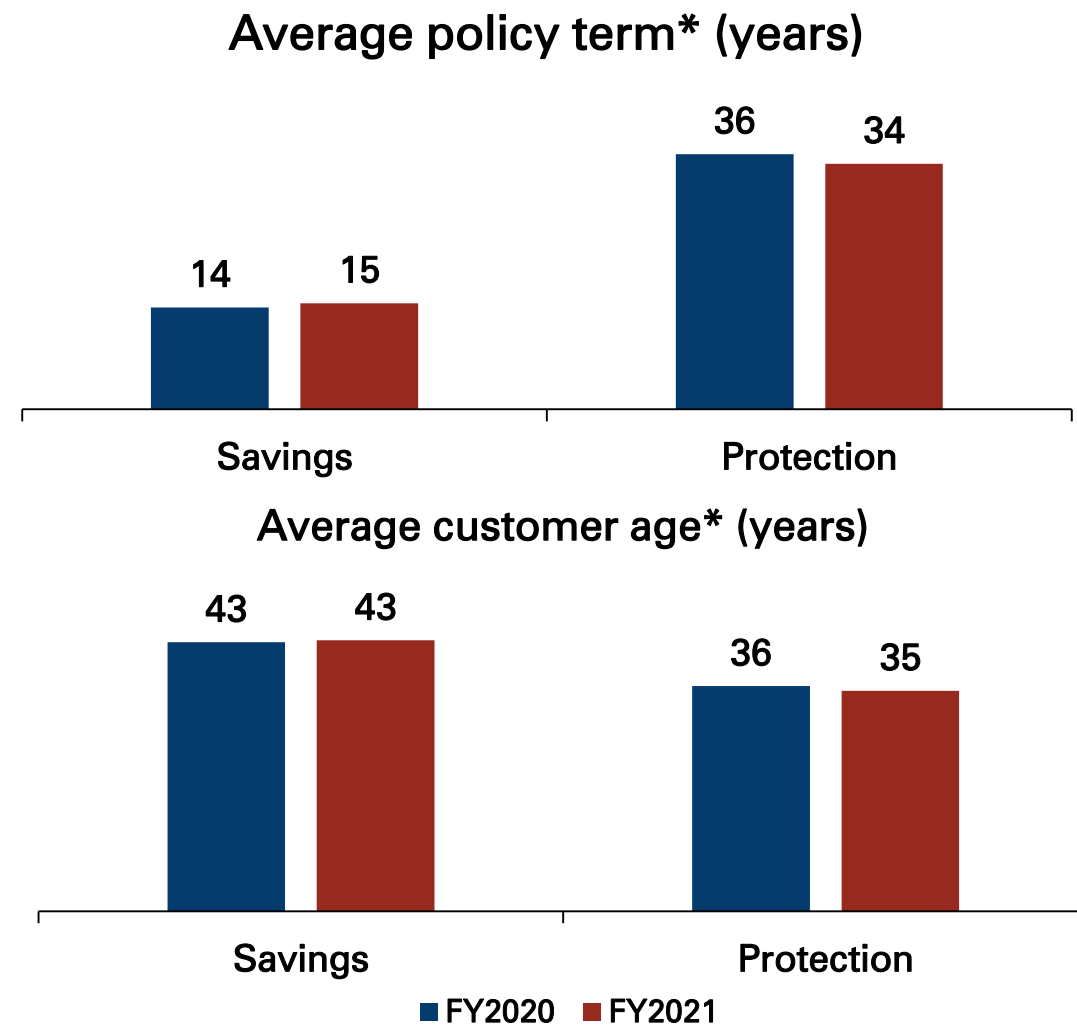


- Annuity (GPP): Average deferment period < 5 years

Review of pricing based on current interest rate environment

Average APE by product categories

| Segment (₹) | FY2020 | FY2021 |
|--------------------|---------------|---------------|
| ULIP | 183,109 | 154,702 |
| Non-linked savings | 72,000 | 85,654 |
| Protection | 23,115 | 25,149 |
| Total | 88,648 | 85,701 |



* Protection excludes credit life

Channel wise product mix¹

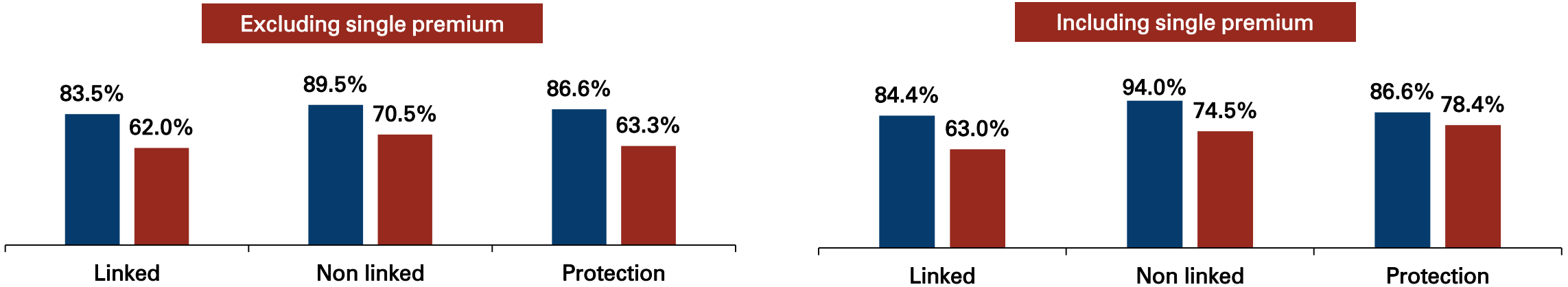
| Channel category | Product category | FY2019 | FY2020 | FY2021 |
|--------------------------|--------------------|---------------|---------------|---------------|
| Bancassurance | ULIP | 93.4% | 86.8% | 73.3% |
| | Non-linked savings | 2.3% | 3.3% | 11.6% |
| | Annuity | 0.5% | 0.7% | 4.3% |
| | Protection | 3.9% | 9.3% | 10.9% |
| | Total | 100.0% | 100.0% | 100.0% |
| Agency | ULIP | 75.3% | 49.9% | 33.3% |
| | Non-linked savings | 18.4% | 39.2% | 57.0% |
| | Annuity | 0.1% | 0.6% | 2.1% |
| | Protection | 6.2% | 10.3% | 7.7% |
| | Total | 100.0% | 100.0% | 100.0% |
| Direct | ULIP | 79.3% | 66.7% | 61.4% |
| | Non-linked savings | 6.7% | 14.4% | 21.2% |
| | Annuity | 4.9% | 7.2% | 7.8% |
| | Protection | 9.0% | 11.6% | 9.6% |
| | Total | 100.0% | 100.0% | 100.0% |
| Partnership distribution | ULIP | 28.3% | 21.8% | 13.1% |
| | Non-linked savings | 49.9% | 49.6% | 70.5% |
| | Annuity | 0.0% | 0.5% | 2.9% |
| | Protection | 21.9% | 27.8% | 13.5% |
| | Total | 100.0% | 100.0% | 100.0% |

Product wise channel mix¹

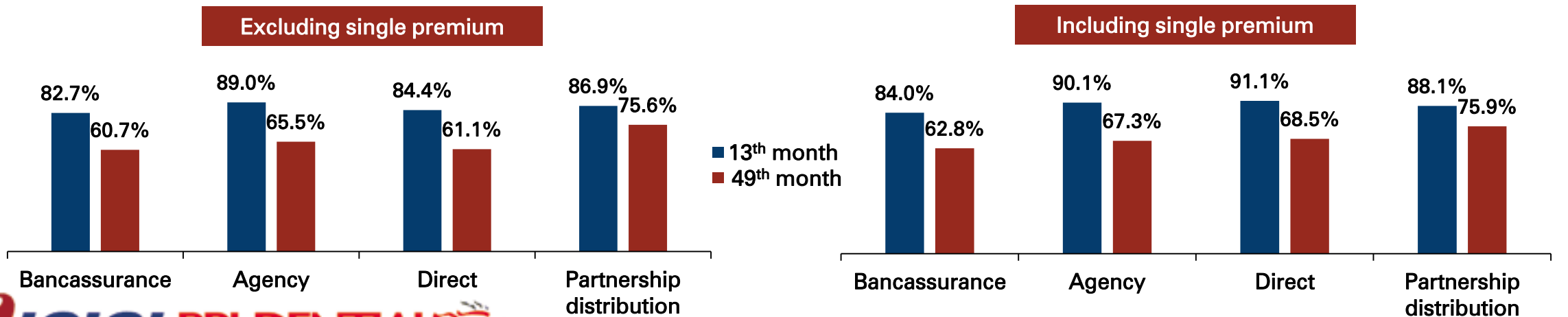
| Product category | Channel category | FY2019 | FY2020 | FY2021 |
|--------------------|--------------------------|---------------|---------------|---------------|
| ULIP | Bancassurance | 65.5% | 68.2% | 64.9% |
| | Agency | 20.5% | 16.3% | 16.6% |
| | Direct | 12.0% | 13.0% | 16.1% |
| | Partnership distribution | 2.1% | 2.5% | 2.5% |
| | Total | 100.0% | 100.0% | 100.0% |
| Non-linked savings | Bancassurance | 14.2% | 10.8% | 17.8% |
| | Agency | 44.5% | 53.6% | 49.3% |
| | Direct | 9.0% | 11.7% | 9.7% |
| | Partnership distribution | 32.3% | 23.8% | 23.3% |
| | Total | 100.0% | 100.0% | 100.0% |
| Annuity | Bancassurance | 29.0% | 29.4% | 51.1% |
| | Agency | 2.9% | 11.8% | 14.0% |
| | Direct | 66.7% | 55.3% | 27.5% |
| | Partnership distribution | 0.0% | 3.5% | 7.4% |
| | Total | 100.0% | 100.0% | 100.0% |
| Protection | Bancassurance | 36.9% | 45.2% | 51.9% |
| | Agency | 22.8% | 20.9% | 20.6% |
| | Direct | 18.7% | 14.0% | 13.6% |
| | Partnership distribution | 21.7% | 19.8% | 13.8% |
| | Total | 100.0% | 100.0% | 100.0% |

Retail persistency

Persistency¹ across product categories



Persistency¹ across channel categories



1. 11M-FY2021 persistency
As per IRDA circular dated January 23,2014; excluding group

Embedded value

Analysis of movement in EV¹

| ₹ billion | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 |
|--|--------|---------|--------|---------------------|---------------------|
| Opening EV | 139.39 | 161.84 | 187.88 | 216.23 | 230.30 |
| Unwind | 12.21 | 13.72 | 15.84 | 17.25 | 16.61 |
| Value of New Business (VNB) | 6.66 | 12.86 | 13.28 | 16.05 | 16.21 |
| Operating assumption changes + Operating variance | 4.08 | 10.22 | 8.89 | (0.42) | 2.24 |
| <i>Operating assumption changes</i> | 1.00 | 7.64 | 4.20 | (2.25) ² | 3.09 |
| <i>Operating variance</i> | 3.08 | 2.58 | 4.69 | 1.83 | (0.85) |
| <i>Persistency variance</i> | 0.99 | 1.53 | 2.66 | 0.85 | 1.10 |
| <i>Mortality and morbidity variance</i> | 0.98 | 0.78 | 1.97 | 0.42 | (2.37) ³ |
| <i>Expense variance</i> | 0.35 | 0.27 | 0.04 | 0.01 | 0.01 |
| <i>Other variance</i> | 0.76 | 0.00 | 0.02 | 0.56 | 0.41 |
| EVOP | 22.95 | 36.80 | 38.01 | 32.88 | 35.05 |
| Return on embedded value (ROEV) | 16.5% | 22.7% | 20.2% | 15.2% | 15.2% |
| Economic assumption change and investment variance | 5.82 | 1.13 | (1.22) | (14.76) | 25.67 |
| Net capital injection | (6.32) | (11.88) | (8.43) | (4.05) | 0.04 |
| Closing EV | 161.84 | 187.88 | 216.23 | 230.30 | 291.06 |

Embedded value growth

| ₹ billion | FY2019 | FY2020 | FY2021 |
|--|---------------|---------------|---------------|
| Value of In force (VIF) | 142.69 | 151.87 | 195.84 |
| Adjusted Net worth | 73.54 | 78.43 | 95.22 |
| Embedded value¹ | 216.23 | 230.30 | 291.06 |
| Return on Embedded Value (ROEV) | 20.2% | 15.2% | 15.2% |
| EV growth-pre dividend | 19.6% | 8.4% | 26.4% |
| EV growth-post dividend | 15.1% | 6.5% | 26.4% |
| VNB as % of opening EV | 7.1% | 7.4% | 7.0% |
| Operating assumption changes and variance as % of opening EV | 4.7% | (0.2%) | 1.0% |

Economic assumptions underlying VNB and EV

| Tenor (years) | References Rates | |
|---------------|------------------|----------------|
| | March 31, 2020 | March 31, 2021 |
| 1 | 4.83% | 3.91% |
| 5 | 7.43% | 7.38% |
| 10 | 7.32% | 7.93% |
| 15 | 7.17% | 7.48% |
| 20 | 7.14% | 7.02% |
| 25 | 7.14% | 6.72% |
| 30 | 7.14% | 6.55% |

Glossary

- **Annualized Premium Equivalent (APE)** – Annualized Premium Equivalent (APE) is the sum of the annualized first year premiums on regular premium policies, and ten percent of single premiums, from both individual and group customers
- **Assets under management (AUM)** - AUM refers to the carrying value of investments managed by the company and includes loans against policies and net current assets pertaining to investments
- **Embedded Value (EV)** - Embedded Value (EV) represents the present value of shareholders' interests in the earnings distributable from the assets allocated to the business after sufficient allowance for the aggregate risks in the business
- **Embedded Value Operating Profit (EVOP)** - Embedded Value Operating Profit (EVOP) is a measure of the increase in the EV during any given period due to matters that can be influenced by management
- **Retail Weighted Received Premium (RWRP)** - Premiums actually received by the insurers under individual products and weighted at the rate of ten percent for single premiums
- **Total weighted received premium (TWRP)** - Measure of premiums received on both retail and group products and is the sum of first year and renewal premiums on regular premium policies and ten percent of single premiums received during any given period
- **Persistency Ratio** - Persistency ratio is the percentage of policies that have not lapsed and is expressed as 13th month, 49th month persistency etc. depicting the persistency level at 13th month (2nd year) and 49th month (5th year) respectively, after issuance of contract

Safe harbor

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'would', 'indicating', 'expected to' etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion in business, the impact of any acquisitions, technological implementation and changes, the actual growth in demand for insurance products and services, investment income, cash flow projections, our exposure to market risks, policies and actions of regulatory authorities; impact of competition; experience with regard to mortality and morbidity trends, lapse rates and policy renewal rates; the impact of changes in capital, solvency or accounting standards, tax and other legislations and regulations in the jurisdictions as well as other risks detailed in the reports filed by ICICI Bank Limited, our holding company, with the United States Securities and Exchange Commission. ICICI Prudential Life Insurance undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



Thank You