IPO NOTE

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13th September, 2017

Issue Details	
Price Band (Rs)	651-661
Face Value(Rs)	10
Issue Size(Rs)	5700cr
Issue Type	Book building
Minimum lot	22 equity shares
Issue Opens	Sept 15,2017
Issue Closes	Sept 19,2017
Listing on	NSE, BSE

Indicative time line	On or Before
Finalization of Allotment	Sep 22, 2017
Initiation of refund / unblocking of funds	Sep 25, 2017
Credit of Shares to D-mat Allottees	Sep 26,2017
Listing on Stock Exchanges	Sep 27,2017

Other Detail	
Lead Managers	DSP Merill Lynch Ltd, ICICI Securities, IIFL Holdings, CLSA India Pvt Ltd, Edelweiss Financial Services, JM Financial Pvt Ltd
Registrar	Karvy Computershare Pvt Ltd

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ICICI Lombard General Insurance Company Ltd

Company Background

Incorporated in 2000, ICICI Lombard General Insurance Company Ltd (ICICI Lombard) founded as a joint venture with ICICI Bank Limited, is engaged in providing various general insurance products and services in India. ICICI Lombard mainly offers fire, engineering, hull, aviation, motor, casualty, health, travel, energy, personal accident, marine, liability, home, rural, and credit insurance products and services.

Moreover, it provides reinsurance, insurance claims management, and investment management services. ICICI Lombard was the largest private sector non-life insurer in India based on gross direct premium income during FY17. The company offers comprehensive and well-diversified range of products including motor, health, crop/weather, fire, personal accident, marine, engineering, and liability insurance through multiple distribution channels.

ICICI Lombard provides services to conglomerates, small and medium enterprises, state and central governments or government-owned enterprises, rural customers, and individual customers through various channels such as agents, brokers, bancassurance, telesales, direct alliances, and online platforms.

Issue Details

The company through the IPO offers 8,62,47,187 equity shares of face value of Rs. 10 each amounting to Rs. 5700cr on the upper price band. Issue comprises an offer for sale of up to 8,62,47,187 equity shares by the selling shareholders aggregating up to Rs. 5700cr. ICICI Lombard will not receive any proceeds from the offer. The net issue would constitute 19% of the post issue paid-up equity share capital.

Details of selling shareholders:

Sr No	Name of Selling Shareholders	Number of shares to be sold	% of total paid-up equity
1	FAL Corporation*	5,44,85,709	12%
2	ICICI bank Ltd	3,17,61,478	7%
	Total number of shares to be sold	**8,62,47,187**	**19%**

**Note: FAL Corporation (nominee of Fairfax)*

Objectives of the issue

- To achieve benefits of listing
- To enhance the "ICICI Lombard" brand name
- To provide liquidity to the existing shareholders

IPO share allotment pattern

Category	Allocations	No of shares	Issue Size (Rs. Cr) at Lower Band (Rs 651)	Issue Size (Rs. Cr) at Upper Band (Rs 661)
QIB	50%	4,09,67,414	2,666.97	2,707.94
Non- Institutional	15%	1,22,90,225	800.10	812.38
Retail	35%	2,86,77,190	1,866.88	1,895.56
ICICI Bank Shareholders		43,12,359	280.73	285.04
Total	100%	8,62,47,187	5,614.68	5,700.92

Source: Company RHP, ACMIIL Research

Note:

- ICICI Bank Shareholders Reservation Portion: Up to 4,312,359 Shares (The Individuals and HUF who are the public equity shareholders of ICICI Bank Limited as on the date of the RHP i.e. Sep 06, 2017)
- Net Offer: Up to 8,19,34,828 Equity Shares

Outlook and Valuations

ICICI Lombard holds a little over 8% of the grossly under-penetrated non-life insurance market where only 30 companies do business. We believe a leading position across product categories coupled with the first-mover advantage among private players, diversified product offering, strong distribution channel, under penetrated nature of general insurance will augur well for ICICI Lombard in the long run. Further, in the last five years (FY13-17), the company's net premium earned and profit after tax has grown at a CAGR of 11.3% and 16.1% respectively. At the upper price band of Rs 661/-, the company's stock trades at 46.2x its FY17 EPS of Rs 14.2/- and 7.6x its FY17 P/B value of Rs 86.5/-, which seems to be fairly priced. Hence, we recommend to SUBCRIBE the issue from a long-term perspective.

Business Overview

ICICI Lombard was founded as a joint venture between ICICI Bank Limited, India's largest private-sector bank in terms of consolidated total assets with an asset base of Rs. 9.9 trillion as of Mar 31, 2017 and Fairfax Financial Holdings Limited, a Canadian based holding company, which through its subsidiaries, is engaged in property and casualty insurance and reinsurance and investment management with US$43.38 billion of total assets at Dec 31, 2016. It is one of the largest private-sector non-life insurer in India based on gross direct premium income in FY17, a position that company has maintained since FY04 after being one of the first few private-sector companies to commence operations in the sector during FY01.

ICICI Lombard offer customers a comprehensive and well-diversified range of products including motor, health, crop/weather, fire, personal accident, marine, engineering, and liability insurance through multiple distribution channels. The company's key distribution channels are direct sales, individual agents, bank partners, other corporate agents, brokers, and digital through which it services individual, corporate, and government customers. ICICI Lombard's distribution network reaches customers in 618 out of 716 districts across India.

During FY17, the company issued 17.7 million policies and their gross direct premium income was Rs. 107.25 billion, translating into a market share, on a gross direct premium income basis, of 8.4% among all non-life insurers in India and 18.0% among private sector non-life insurers in India. As of Mar 31, 2017, ICICI Lombard has Rs. 150.79 billion in total investment assets. The company has the largest total investment assets among the private-sector non-life insurers in India, with investment leverage, net of borrowings of 3.92x as at Mar 31, 2017. Its annualized total portfolio return (including unrealized gains) for FY17 was 13.0%. Listed equities made up 16.1% of their total investment assets, by carrying value, as of Mar 31, 2017. Since FY04, ICICI Lombard's listed equity portfolio has generated annualized return of 30.8% compared with an annualized return of 17.5% on the benchmark S&P NIFTY index.

ICICI Lombard Non- life Insurance products – Performance and Outlook

The company's various product segments have shown growth as compared to industry growth, which is as follows;

Product Segment	CAGR over FY15-FY17	
	ICICI Lombard	Industry
Motor Insurance	15.3%	14.8%
Health Insurance	12.5%	23.6%
Personal Accident	24.0%	23.6%
Crop/Weather Insurance	179.3%	271.4%
Fire Insurance	16.9%	8.8%
Marine Insurance	17.6%	29.1%
Engineering Insurance	14.6%	18.5%
Other Insurance	21.3%	18.6%

Source: Company RHP, ACMIIL Research

As the new vehicles will have to be mandatorily insured, strong growth in third-party motor insurance premiums is expected. Thus, ICICI Lombard would have good scope to grow in motor insurance. Further, the government is making various schemes where maximum individuals can insure their health. The company has many opportunities in this segment to reach at par with the industry. The government is encouraging farmers to take up crop insurance, which could be an alternative to loan waiver. Due to this, escalation is seen in penetration of crop insurance. Travel and aviation insurance, included in others, too has a good scope to grow in the upcoming years.

Investment Rationle

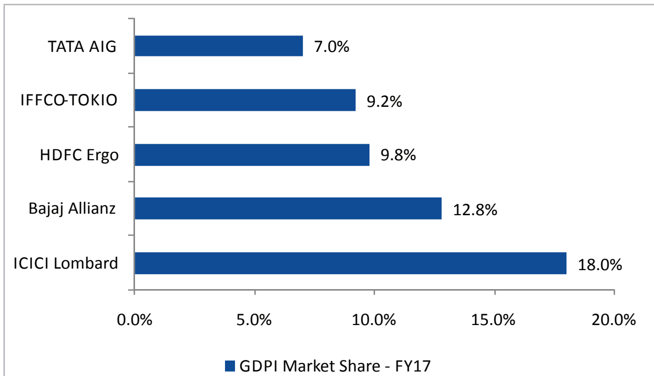
Consistent market leadership and demonstrated growth

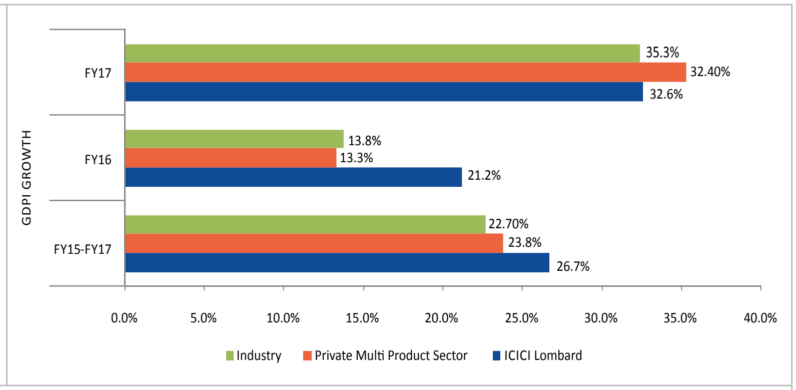
ICICI Lombard continues to enjoy market leadership across product segment by Gross Direct Premium Income (GDPI) in FY17, a position that company has maintained through various cycles of industry evolution since FY04. They became the first private-sector non-life insurer in India to reach Rs. 100billion in GDPI in FY17. The company continues to grow faster than the industry, with GDPI growing at a CAGR of 26.7% from FY15 to FY17 compared with a CAGR of 22.8% for the Indian non-life insurance industry in the same period. Consequently, ICICI Lombard's market share, by GDPI, increased from 7.9% in FY15 to 8.4% in FY17. Since FY15, the company has been able to maintain a leadership position among private sector non-life insurer in India across motor (own damage and third-party liability), health and personal accident, crop/weather, fire, engineering, and marine insurance. The company believes that it has successfully leveraged the established brand of "ICICI bank" to build "ICICI Lombard" into a recognized and trusted brand in its own right.

Rank by GDPI among Private Sector Multi Product Insurers

Particular	FY15	FY16	FY17
Motor Own Damage	#1	#1	#1
Motor Third Party	#1	#1	#1
Health & Personal Accident	#1	#1	#1
Crop		#1	#1
Fire	#1	#1	#1
Marine	#1	#1	#1
Engineering	#1	#1	#1

Source: Company RHP, ACMIIL Research



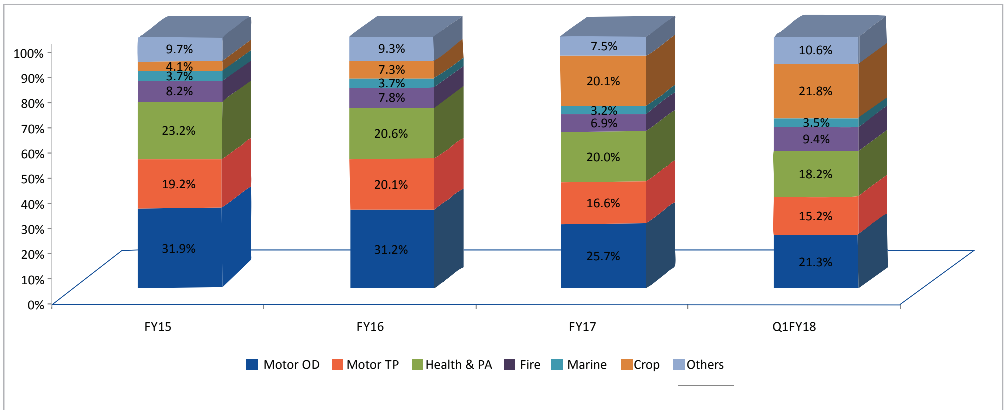


Source: Company RHP, ACMIIL Research

Above table and charts indicate that ICICI Lombard enjoys industry leadership position across product segments, consistently ranked #1 among private players. Further, it is the fastest growing among the industry player in last three fiscal years, in terms of GDPI growth.

Diverse product lines with multi-channel distribution network

The company continues to reinforce industry leadership by offering products and solutions that address the untapped and evolving needs of customers. Thus, ICICI Lombard established itself as a reliable one-stop insurer for diverse customer requirements. ICICI Lombard has a diversified composition of insurance products with motor, health and personal accident, crop/weather, fire, marine, and engineering insurance products. The company creates and offer bespoke products tailored to the requirements of their customers. For example, the company is among the first Indian insurers to offer parameterized weather-based crop insurance and long-term two-wheeler motor vehicle insurance policies.



Source: Company RHP, ACMIIL Research

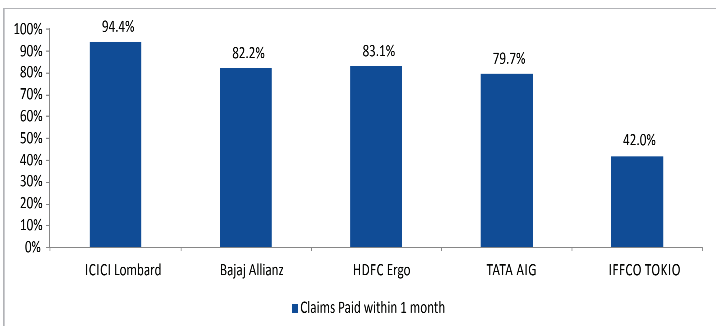
Above charts indicates, % contribution to company's GDPI from various product portfolio in last three years.
The company distributes the following products via multiple channels such as:

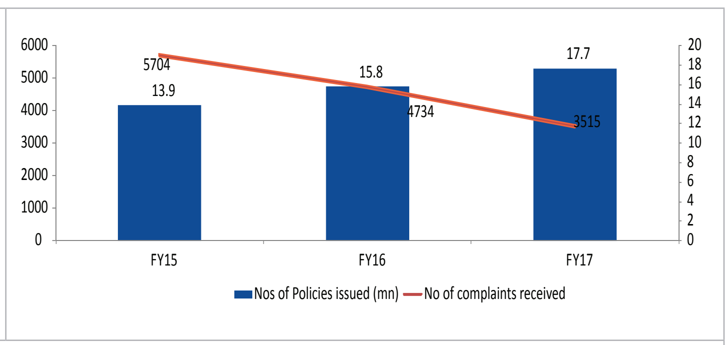
- Around 48 corporate agents as at Mar 31, 2017 including Promoter – ICICI Bank, which gives them the access to 4,850 branches
- Customers of more than 80% of the motor vehicle manufacturers (MVMs), by vehicle sales, in India in fiscal 2017, including Maruti Suzuki India Limited (Maruti)
- Through 20,383 individual agents as at Mar 31, 2017
- Digital platforms through which it issued 1.6 million policies in fiscal 2017
- Strong direct sales channel, which contributed 43.2% of GDPI in fiscal 2017

This multi-channel distribution network enables ICICI Lombard to offer multiple products to a diverse set of customers, including large and mid-sized corporates, small and medium-sized enterprises ("SMEs"), central and state governments, and individuals. Over the years, the company has moved from a largely corporate focused business model to a more diversified mix of business. During FY17, the retail (including SME), corporate and government business groups contributed 60.4%, 17.5% and 22.1% of GDPI respectively

Delivering excellence in customer value

ICICI Lombard's customer-centric approach to delivering value focuses on providing convenience and superior claims settlement. For their corporate customers, company focuses on direct engagement and customized solutions, which include working with customers to proactively while analyzing and mitigating risks. Based on the approach of being fair, fast, and friendly, the company has in-housed claims management process for most of its motor, health, and personal accident segments. By adopting technology-enabled solutions, claims management process empowers customer-facing employees and helps eliminate redundant internal processes. ICICI Lombard paid 92.2% of motor own damage insurance claims in fiscal 2017 within 30 days compared with an Indian non-life private-sector average of 81.9%. Further, it paid 99.3% of health insurance claims in FY 2017 within 30 days compared with an Indian non-life private-sector average of 85.2%.





Source: Company RHP, ACMIIL Research

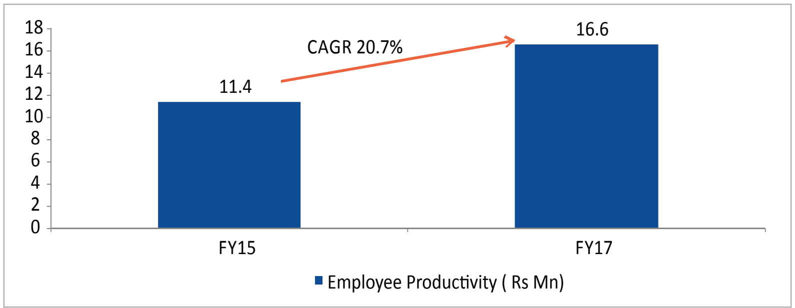
As shown in the above charts, the company has faster overall claim settlement compared with peers. Moreover, the number of grievances received by the ICICI Lombard declined from 5,704 in FY15 to 3,515 in FY17, despite the increase in number of policies written from 13.9 million to 17.7 million in the same time period.

Robust risk selection and management framework

The company recognizes that risk is an integral element of business and minimizing as well as managing risk is essential for shareholder value creation. Thus, it believes that strong risk selection and mitigation capabilities are of significant competitive advantage. Having operated in the industry since fiscal 2001, the company has accumulated a wealth of data pertaining to critical risk parameters that has helped identify favorable product and customer segments and sub-segments. ICICI Lombard takes a holistic approach to risk management, which includes a data-driven risk selection framework, conservative reserving, and quality reinsurance. The company's share of losses incurred from each catastrophic event since FY13 has been in the range of 1.5%- 6.4%, while overall market share, by GDPI, has been higher than 7.8% during the same time. Its conservative reserving philosophy is exemplified by the ratio of reserves (as at March 31, 2017) to net earned premium (for the period from fiscal 2013 to 2017) of 64.9% compared with the Indian non-life private-sector average of 50.6% for the same date and period. ICICI Lombard has in place a reinsurance policy, which defines the product-wise retention limits on a per-risk and a per-event basis. The company uses a high-quality panel of re-insurers rated A - (S&P or equivalent international rating) or above, including GIC Re, Scor Re, Munich Re, Hannover Re, Swiss Re, Lloyds, and XL Catlin. Further, ICICI Lombard is the only non-life insurer in India to disclose reserving triangles as part of annual report and have disclosed these since fiscal 2016.

Focus on investments in technology and innovation improving efficiency

The company believes that they are at the forefront of leveraging technology in the Indian non-life insurance industry. Their excellence in products and services is backed by a robust technology infrastructure, and user-friendly web and mobile applications for their customers, employees and distributors from sales to claims settlement. Further, company's ability to integrate multiple distribution partners seamlessly with their systems and processes has helped increase efficiency in overall business. ICICI Lombard has directly integrated point of sale systems of certain bus companies, railways, and airlines with their policy booking and issuance systems to provide low-coverage travel insurance for their customer. For example, they are one of the three non-life insurance partners of Indian Railway Catering and Tourism Corporation (IRCTC), covering over 300,000 trips per day as of March 31, 2017.

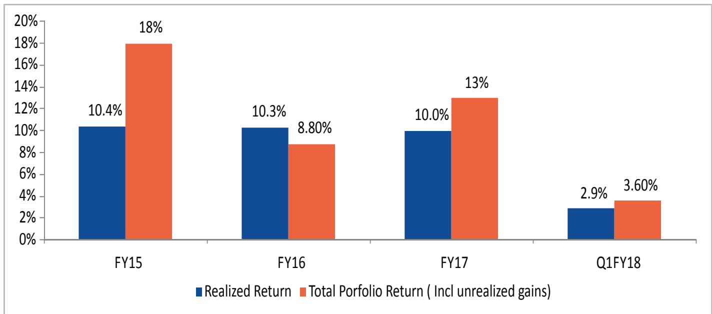


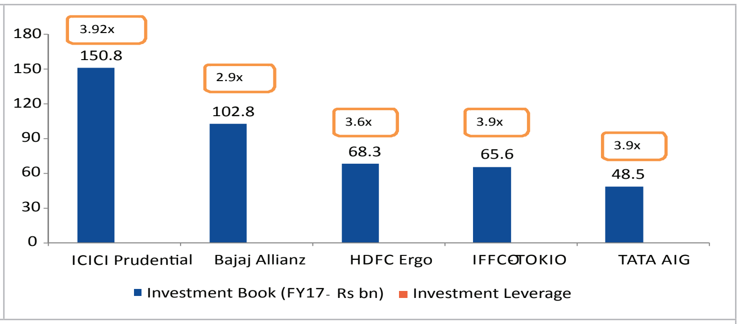
Source: Company RHP, ACMIIL Research

As shown in above chart, during FY17, 87.5% of the total 17.7 million policies were initiated on their digital platform, either by their distributors or by their customers. This helped company to improve employee productivity, measured in terms of GDPI per employee, from Rs 11.4 million in fiscal 2015 to Rs 16.6 million in fiscal 2017, representing a CAGR of 20.7%.

Strong investment returns on a diversified portfolio

ICICI Lombard asset allocation strategy ensures liquidity, security and diversification. Their asset mix is determined by two important factors: achieving superior total returns and liquidity management for claim obligations. Company's investments from time to time include debt, equities, mutual funds, real estate and other alternative investments. As of March 31, 2017, 29.7% of their total investment assets, by carrying value, were held in government securities, 41.8% in corporate bonds, 17.0% in equities, and the remaining in other investments. Company's total investment assets increased from Rs 102.0 billion on March 31, 2015 to Rs 150.8 billion on March 31, 2017, making them the private-sector non-life insurer with the largest total investment assets in India. Company's investment leverage, net of borrowings, has increased from 3.51x in fiscal 2015 to 3.92x in fiscal 2017 while their net worth increased by 28.2% over the same period.





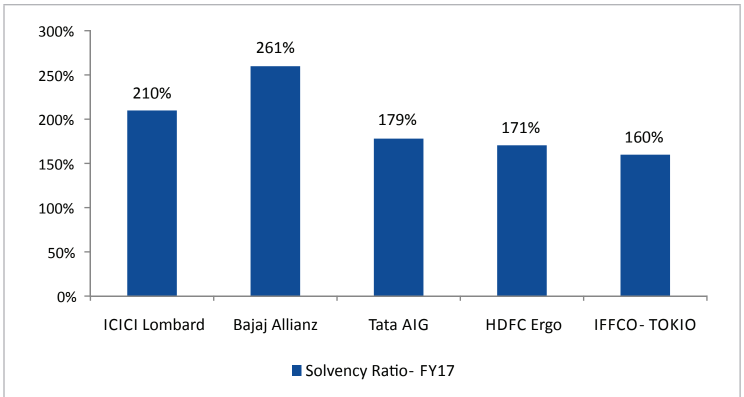
Source: Company RHP, ACMIIL Research

As shown in above charts, ICICI Lombard has achieved an annualized total portfolio return (including unrealized gains) of 18.0%, 8.8% and 13.0%, and an annualized realized return of 10.4%, 10.3%, and 10.0% for fiscal 2015, 2016, and 2017 respectively. Since fiscal 2004, their listed equity portfolio has posted an annualized total return of 30.8% compared with an annualized return of 17.5% on the benchmark S&P NIFTY index. Further, from the above charts, it is indicated that ICICI Lombard investment leverage, net of borrowings, has increased to 3.92x in FY17, which is higher among the private insurer players.

Superior operating and financial performance

Company measures their business performance on three key parameters, that are;

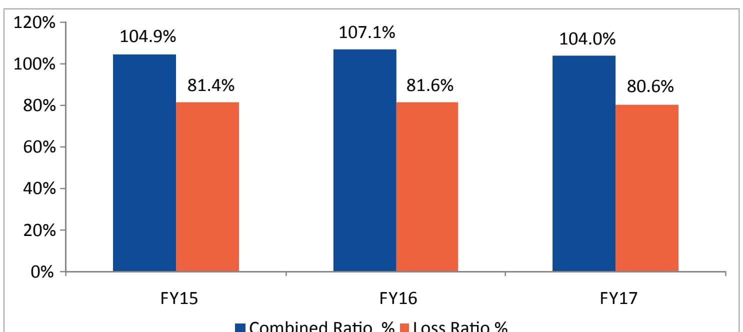
Solvency - ICICI Lombard has a strong capital position with a solvency ratio of 2.10x as at March 31, 2017 compared with the IRDAI prescribed control level of 1.50x, and an Indian non-life private-sector average of 1.96x. The company has an internal solvency framework wherein risks in excess of a defined threshold impacting solvency are underwritten only with the approval of the Risk Committee of Board. It is the first non-life insurer in India to issue non-convertible debentures & raised Rs 4.85 billion through the issue of Debentures during fiscal 2017, which was rated AAA (domestic credit rating) by CRISIL Limited and ICRA Limited. This amount is available for solvency calculations.



Source: Company RHP, ACMIIL Research

As shown in above chart, during FY17, company's solvency ratio is second highest among the industry peers

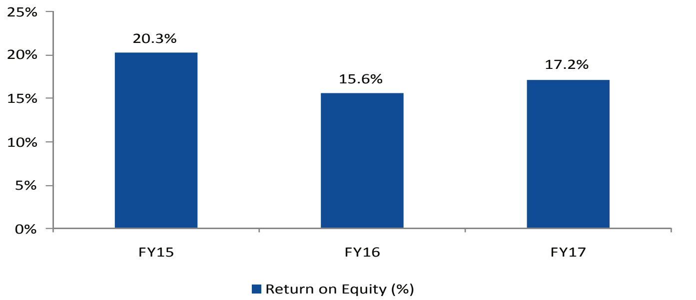
Operating metrics- Company's combined ratio has been generally stable, improving from 104.9% in fiscal 2015 to 104.1% in fiscal 2017. During the same time, their loss ratio improved from 81.4% to 80.6%. We believe that disciplined operation coupled with technology platform, allows them to operate at lower cost than many of their competitors. Their net expense ratio was 23.5% in fiscal 2017.

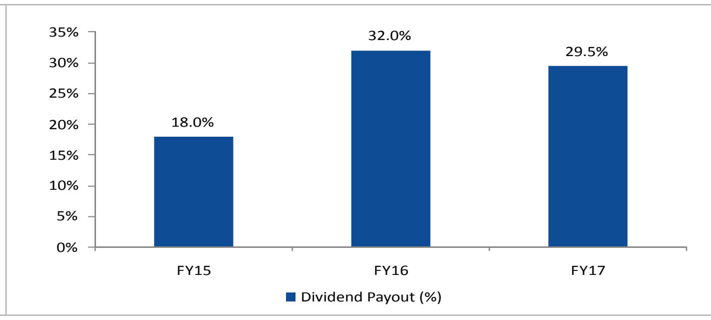


Source: Company RHP, ACMIIL Research

As shown in above chart, performance ratios like loss ratio (the difference between claims paid and premium earned) and combined ratios are also impressive. Company's combined ratio as on FY17 stands at 104.0%, this is better than private industry average of 107.1%, whereas the loss ratio is also improved from 81.4% in FY5 to 80.6% in FY17.

Profitability and return- In last five years (FY13-17), the company's net premium earned & profit after tax has grown at a CAGR of 11.3% & 16.1% respectively. Company's profit after tax and their return on equity were Rs 6.2 billion and 16.7%, respectively during 2017. During Q1FY18, company's net premium earned and profit after tax grew 10.1% and 66.1% respectively as against Q1FY17.





Source: Company RHP, ACMIIL Research

As shown in above charts, company consistently delivering profit since last few years with superior return ratio of more than 15% since FY15, which is better than industry average return of 14.4% in FY17. ICICI Lombard has an established track record of delivering annual returns to shareholders and their return on equity (ROE) has exceeded 15.5% for each fiscal year since FY15. Further, ICICI Lombard is one of the few private players to announce consistent dividend payout ratio in last 3 years.

Experienced senior management team and enabling work culture

Company's management team has extensive experience and know-how in the Indian insurance industry. We believe that a quality management team is very critical to achieving strong business performance. Thus, company's Managing Director and CEO, Bhargav Dasgupta, has been with the company for last eight years. He has over 25 years of experience in the insurance and banking sectors. The overall average work experience of their senior management members (including executive directors) is approximately 24 years with eight out of nine members having an average experience of approximately 17 years within the ICICI Group. We believe that management's experience is instrumental to quickly respond to evolving customer needs and market conditions. In addition to their experienced management team, company believes that their enabling work culture is a key factor to their success. Company's entrepreneurial culture is reflected by a high level of employee ownership and positive attitude towards accomplishment with speed and efficiency.

Strategies

Leverage and enhance market leadership

The Indian economy and non-life insurance industry promise strong growth prospects. ICICI Lombard intends to capitalize on this market opportunity by implementing the followings measures:

- To leverage the competitive advantage provided to them by their scale and proprietary data sets;
- To expand further their customer base while maintaining profitability through prudent risk selection;
- To expand offerings of value added services to customers by having a deeper understanding of the risks faced by the customer
- To leverage strong brand to reach broader customers segments in different geographical regions
- To capitalize on the broad network of their distribution partners, including ICICI Bank.

Enhance product offerings and distribution channels

ICICI Lombard is constantly looking at new opportunities in overall insurance segments. Company plans to enhance their distribution architecture by expanding their multi-channel distribution, while strengthening existing channels and relationships. Company will continue to innovate & design new products and value- added services and solutions to cater to the varying needs of existing and potential customers. Company aim following things:

- To grow GDPI from insurance policies sold through individual agents as such channel offers significant opportunities for GDPI growth with better combined ratios.
- To continue to invest in retail health segment. Company will offer innovative indemnity-based products to a broad base of customers along with independent advisory and health assistance services, thereby increasing the competitiveness and attractiveness of indemnity-based health insurance products.
- To capture increasing opportunities created by the growth in the SME insurance market by enhancing distribution footprint and providing convenience through increased automation.
- Invest in data enrichment and analytics to better cross-sell their individual customers.

Capture new market opportunities

The company shall continue to proactively monitor and respond quickly to new market opportunities. Their robust risk management framework, strong reserve position, and healthy solvency ratio give them a competitive advantage when participating in new market opportunities. Company to set up dedicated sales team to capture the untapped potential in small towns and rural areas, in light of the low penetration of the Indian non-life insurance market. Company to develop offices and other digital capabilities to enhance services for untapped geographies. Further, they have previously been able to quickly react to significant market opportunities and will continue to do so in the future. For example, when the PMFBY programme became operational in fiscal 2017, They grew their GDPI from crop/weather insurance from Rs 5.93 billion in fiscal 2016 to Rs 21.51 billion in fiscal 2017.

Further improve operating and financial performance

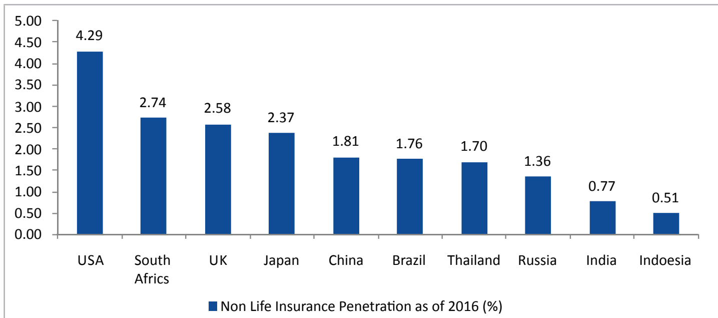
Company will continue to focus on improving operating and financial performance. Their key focus is to reduce their combined ratio, while maintaining robust reserves. Company aim for following things:

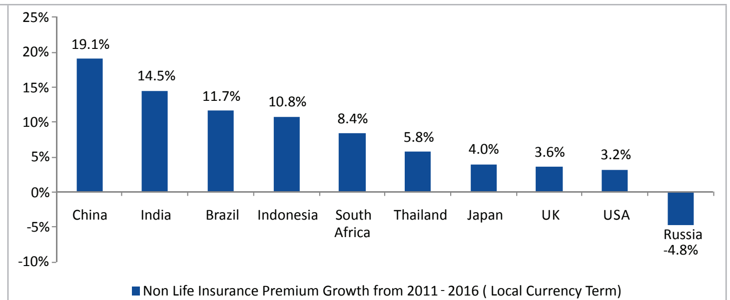
- To enhance the use of a predictive ultimate loss ratio model to enable the sales force to improve the quality of risk that they select
- To further increase the use of data analytics to improve pricing, risk selection and claims management processes;
- To reduce net expense ratio by continuing to eliminate, standardise and automate internal processes

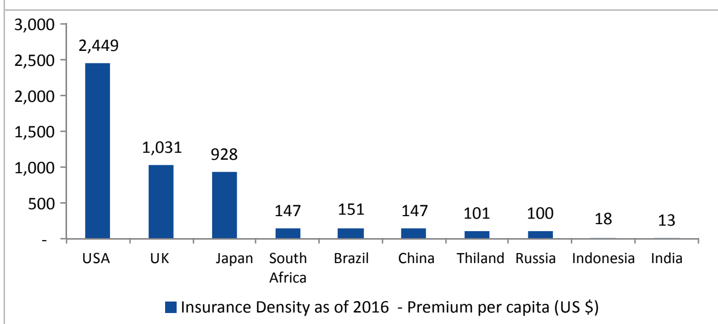
Industry Outlook

The Indian non-life insurance sector offers different products such as motor, health, crop, fire, marine, liability, travel, aviation and home insurance aimed at meeting different protection needs of retail customers, government as well as corporate customers. The Indian non-life insurance sector has been regulated by the Insurance Regulatory and Development Authority of India (IRDAI). The IRDAI regulates the insurance sector in all states in India and any regulatory changes or product approvals are enforced uniformly across the sector.

Indian non-life insurance sector grew at a CAGR of 17.4% between FY01-17. India was also amongst the fastest growing non-life insurance markets over 2011-16, growing at 14.5%. Despite its size and growth profile, India continues to be an under-penetrated market with a non-life insurance penetration of 0.77% in 2016, as compared with global average of 2.8% of the gross domestic product. As of March 31, 2017, there were a total of 30 companies in the Indian non-life insurance sector, which can be classified as multi-product insurers and single-product insurers. According to CRISIL Research, GDPI for non-life insurers are projected to grow at 15-20% CAGR over fiscal 2017 and fiscal 2022. Strong macroeconomic backdrop, coupled with India's large working population, rising affluence, rapid urbanisation and rising awareness of risk, would continue to propel the growth of the non-life insurance industry in India.





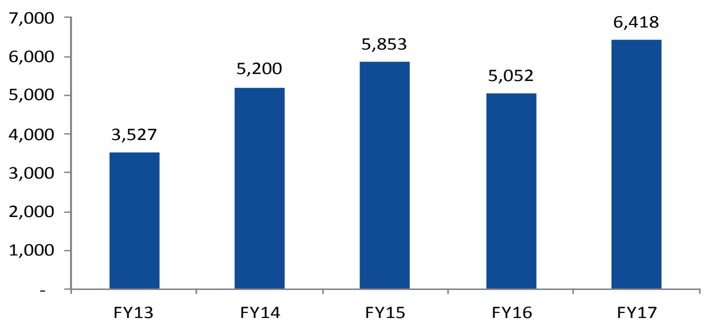


Source: Company RHP, ACMIIL Research

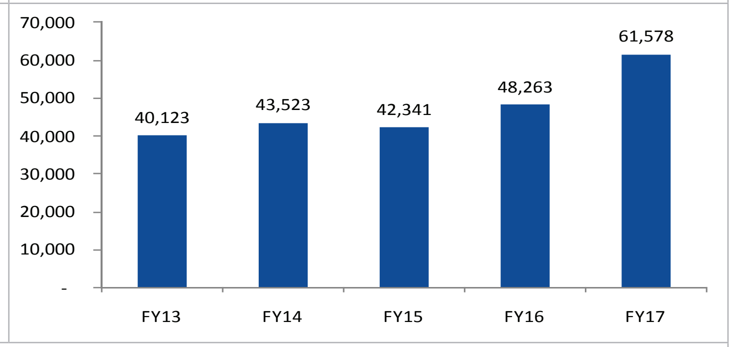
Risk Factors

1. The company's business, financial condition, results of operations and prospects may be materially and adversely affected if they are not able to maintain their market position, sustain growth, develop new products or target new markets
2. Reliance on motor vehicle manufacturer and ICICI Bank and other key distribution partners are subject to concentrated risk & hence termination of or any adverse change to their relationship may have material adverse effect on business & financial performance
3. The company relies on selected type of insurance for most of GDPI and profitability. Hence, any constraints in selling those products due to future regulatory changes, restricting or limiting the sale or marketing of those products may materially have adverse effect on business
4. Company faces certain risk relating to crop/weather insurance offering. This may have a material adverse effect on business
5. Company's loss reserves are based on estimates of future claims liabilities and if they prove inadequate, this could lead to further reserve additions and may materially adverse business operation
6. Catastrophic events including natural disasters could adversely increase their liabilities for claims by policyholders, results in losses in their investment portfolio may have adverse effect on business

Profit after Tax (Rs Mn)



Net Premium Earned (Rs Mn)



Source: Company RHP, ACMIIL Research

Financial

Profit & Loss Statement

Particulars (Rs. Mn)	FY13	FY14	FY15	FY16	FY17	Q1FY18
Premium earned (Net)	40123	43523	42341	48263	61578	15338
Profit on sale/ redemption on invt	772	1748	2020	2797	3292	1638
Less: Loss on sale/redemption on invt	-197	-530	-266	-93	-322	-50
Others	146	215	315	483	269	48
Interest/Dividends & Rent -Gross	4030	5329	6038	6592	6988	1845
Total Revenue	**44,874**	**50,285**	**50,448**	**58,042**	**71,805**	**18,819**
Less: Expenses						
Claims incurred-net	33502	36289	34456	39391	49656	11974
Commission-net	-1831	-2291	-3463	-3280	-4341	-1037
Operating expenses	10194	12158	13871	17112	19820	5964
Premium deficiency	-17	0	0	0	0	0
Total Expenses	**41848**	**46156**	**44864**	**53223**	**65135**	**16901**
Operating profit	**3,026**	**4,129**	**5,584**	**4,819**	**6,670**	**1,918**
Income from investments	1112	1360	1820	2278	3146	1218
Other income	24	75	21	144	20	0
Operating profit after other income	**4,162**	**5,564**	**7,425**	**7,241**	**9,836**	**3,136**
Provision other than tax	560	126	220	9	51	-1
Other expenses						
Expenses other than insurance business	27	52	126	182	959	129
Bad debt written off	38	27	2	0	0	0
Loss on sale/ discard of fixed asset	24	24	25	2	25	0
Penalty	-	1	5	1	0	0
PBT	**3,513**	**5,334**	**7,047**	**7,047**	**8,801**	**3,008**
Less : Tax	-14	134	1,194	1,995	2,383	864
Profit after Tax	**3,527**	**5,200**	**5,853**	**5,052**	**6,418**	**2,144**
PAT Margin	*8.8%*	*11.9%*	*13.8%*	*10.5%*	*10.4%*	*14.0%*
Paid up Share Equity	4370	4451	4466	4475	4511	4529
EPS	**8.07**	**11.68**	**13.11**	**11.29**	**14.23**	**4.73**

Source: Company RHP, ACMIIL Research

Balance Sheet

Particulars (Rs. Mn)	FY13	FY14	FY15	FY16	FY17	Q1FY18
Sources of fund						
Share Capital	4370	4451	4466	4475	4512	4529
Reserves & Surplus	14,216	19,483	24,387	27,879	32,739	34,665
Share application money	1,004	3	2	-	13	12
Fair value change account	699	1,135	3,560	3,090	6,772	7,224
Borrowings	0	0	0	0	4850	4850
Total Sources of fund	**20,289**	**25,072**	**32,415**	**35,444**	**48,886**	**51,280**
Application of funds						
Investment	77999	92899	101997	115625	150789	164463
Fixed assets	4004	3895	3897	3831	3827	3781
Deferred tax assets	485	351	969	1239	873	1041
Cash & bank balances	2696	1620	1417	1948	1940	1266
Advances & other assets	41183	48672	38177	48498	76077	79524
Net Current Assets (A)	43879	50292	39594	50446	78017	80790
Current liabilities & provisions (B)	106971	122366	114042	135697	184620	198795
Net Current Assets (A-B)	-63092	-72074	-74448	-85251	-106603	-118005
Debit balances in P&L	893	0	0	0	0	0
Total Application of Funds	**20,289**	**25,071**	**32,415**	**35,444**	**48,886**	**51,280**

Source: Company RHP, ACMIIL Research

Note:

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