

## Bajaj Allianz General Insurance delivers strong financial results with profits rising by 27% to Rs. 921 crore

- Revenue for FY 17-18 grows by 23.4% to Rs. 9,487 crore
- Net Profit for FY 17-18 grows by 27% to Rs. 921 crore
- Combined ratio stands at 92.3% in FY 17-18 as against 96.8% in FY 16-17
- Reports a healthy solvency ratio of 276%
- Underwriting profit of the company soared 359% to Rs. 293 crore

**Pune, May 18, 2018:** Bajaj Allianz General Insurance, India's leading private general insurer achieved strong financial results with a Net Profit of Rs. 921 crore for FY 17-18 compared to Rs. 728 crore in the previous year, continuing to maintain its position as one of the most profitable general insurer in the country. The Gross Written Premium (GWP) of the company increased by 23.4% to Rs. 9,487 crore in FY 17- 18 vis-à-vis Rs. 7,687 crore in FY 16-17.

The underwriting profit of the company soared 359% to Rs. 293 crore in FY 17-18 as against Rs. 64 crore in the previous year as a result of a risk based pricing and prudent underwriting philosophy. Bajaj Allianz has substantially improved its combined ratio to 92.3 % in FY 17-18 as against 96.8% during the previous year, reaffirming its strong financial health in the Indian insurance industry.

The Profit Before Tax (PBT) grew by 25.5% to Rs. 1,353 crore in FY 17 -18, which was Rs. 1,078 core in the previous year. The incurred loss ratio came down to 66.7% in FY 17-18 from 70.4% in FY 16-17. The company's solvency ratio rose to 276% compared to 261% at the end of FY 17-18 signifying its sound claims paying ability. The Indian regulations demand a minimum solvency ratio of 150%.

Commenting on the results, **Tapan Singhel, MD & CEO, Bajaj Allianz General Insurance Company Ltd.** said, "At Bajaj Allianz our focus continues to remain on strong growth with high levels of customer service and profitability. The continued focus on our retail business lines such as motor, health and property insurance along with increasing footprint in newer geographies across the country through all our distribution channels and tie-ups have been key drivers for the company's overall growth."

He further adds, "Digitization of processes for an enhanced customer experience, risk based pricing of products and better expense management over the years have been instrumental in maintaining our consistent growth in profitability over the years. Whilst growing our top-line is our focus, it's never been at the cost of writing non-profitable business."

Sharing the highlights of the results, **Milind Choudhari, Chief Financial Officer, Bajaj Allianz General Insurance** said, "We have delivered superior performance in FY 2017-18 with net profits growing 27% to Rs.921 crore and return on equity (ROE) of 23%, retaining our market position in Private Sector. Such performance has been possible through strong selection of risks with balanced distribution, excellent claims servicing and tight control over expenses. We have not infused any capital for a decade and accumulated profits constitute 94% of our net worth. Our solvency has further improved to 276%, lending enhanced stability and

strengthening our risk appetite. Company for the first time has recommended dividend of 100%, to be approved by shareholders in AGM.”

Bajaj Allianz General Insurance settled close to 11 lakh claims and serviced more than 1.3 crore policies in FY 17-18. With an overall focus on customer-centricity, the company implemented innovations leveraging new technologies such as artificial intelligence, machine learning and bots serving customers better and introduced new age products such as cyber insurance relevant to the new age risks of today.

### Highlights of FY 17-18 and Q4 FY 18

In Rs. Crore	Q4 FY 17 -18	Q4 FY 16-17	FY 17-18	FY 16-17
Gross Written Premium	2,764	2,260	9,487	7,687
Underwriting Result	30	35	293	64
Profit Before Tax (PBT)	274	247	1,353	1,078
Profit After Tax (PAT)	175	165	921	728
Claims Ratio	67.9%	67.1%	66.7%	70.4%
Combined Ratio	93.4%	92.7%	92.3%	96.8%
Solvency Ratio	276%	261%	276%	261%
Assets Under Management (AUM)	14,823	10,829	14,823	10,829

### About Bajaj Allianz General Insurance

Bajaj Allianz General Insurance is one of the leading private general insurance company in India. Bajaj Allianz is a joint venture between Allianz SE, the world’s leading insurer and largest asset manager, and Bajaj Finserv Limited, India’s most diversified non-bank financial institution. Bajaj Allianz General Insurance offers general insurance products such as motor insurance, home insurance, health insurance as well as other unique insurance plans such as wedding insurance, event insurance, and film insurance. The Company began its operations in 2001 and today has a pan-India presence in over 1000 locations across India. The Company has been constantly expanding its operations to be close to their customers. Bajaj Allianz General Insurance has been a profit-making company since its inception and has consistently been rated with “iAAA” rating for its claims paying ability by ICRA Limited (an associate of Moody’s Investors) consecutively for last 12 years.

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