

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER IN THE LAST 3 FINANCIAL YEARS

Name of the Issue:

ICICI Prudential Life Insurance Company Limited

1. Type of Issue (IPO/FPO)

IPO

2. Issue Size (Rs. Cr)

INR 6,056.79

3. Grade of issue along with name of the rating agency

Name

NA

Grade

NA

4. Subscription Level (Number of times)

10.48 (excluding the Anchor Portion)

After considering multiple and duplicate bids and technical rejections cases.

Source – Minutes of Basis of Allotment dated September 27, 2018

5. QIB Holding (as a % of outstanding capital) as disclosed to stock exchanges

Particulars	Percentage
(i) allotment in the issue	5.69%
(ii) at the end of the 1st Quarter immediately after the listing of the issue"	4.94%
(iii) at the end of 1st FY (March 31, 2017)"	9.28%
(iv) at the end of 2nd FY (March 31, 2018)"	10.24%
(v) at the end of 3rd FY (March 31, 2019)"	16.61%

"Shareholding pattern uploaded on the website of NSE representing holding of "Institutions" category.

6. Financials of the issuer on Standalone basis

(Rs in Crores)

Parameters	1st FY (March 31, 2017) ”	2nd FY (March 31, 2018) “	3rd FY (March 31, 2019)*
Income from operations (Shareholder’s account)	1796.24	1828.76	1718.85
Net Profit for the period	1682.23	1619.83	1140.65
Paid-up equity share capital	1435.35	1435.50	1435.78
Reserves excluding revaluation reserves	4699.61	5119.37	5439.74

”Source- Annual Report 2017

“Source- Annual Report 2018

* Source- Audited Financial Results as uploaded on the website of the stock exchange for the year ended March 31, 2019.

Financials of the issuer on consolidated basis

(Rs in Crores)

Parameters	1st FY (March 31, 2017) ”	2nd FY (March 31, 2018) “	3rd FY (March 31, 2019)*
Income from operations (Shareholder’s account)	1798.52	1831.13	1721.34
Net Profit for the period	1681.66	1619.17	1138.92
Paid-up equity share capital	1435.35	1435.50	1435.78
Reserves excluding revaluation reserves	4685.81	5116.69	5435.35

”Source- Annual Report 2017

“Source- Annual Report 2018

*Source- Audited Financial Results as uploaded on the website of the stock exchange for the year ended March 31, 2019.

7. Trading Status in the scrip of the issuer

Company's Equity Shares are listed on both the BSE Limited and the National Stock Exchange of India Limited.

Particulars	Status
(i) at the end of 1st FY (March 31, 2017)	Frequently Traded
(ii) at the end of 2nd FY (March 31, 2018)	Frequently Traded
(iii) at the end of 3rd FY (March 31, 2019)	Frequently Traded

8. Change in Directors of issuer from the disclosures in the offer document

Particulars	Name of the Director	Appointed / Resigned
(i) at the end of 1st FY (March 31, 2017)		

(ii) at the end of 2nd FY (March 31, 2018)	1. <i>Mr. Dileep Chinubhai Choksi</i>	<i>Appointed as an Independent Director (Additional Director) of the Company via Board Meeting dated January 19, 2018.</i>
	2. <i>Ms Rama Bijapurkar</i>	<i>Ceased to be an Independent Director of the Company with effect from January 17, 2018.</i>
	3. <i>Mr Raghunath Hariharan</i>	<i>Appointed as Non Executive Nominee Director (in place of Mr Adrian O'Connor consequent to Nomination by Prudential Corporation) of the Company with effect from December 14, 2017.</i>
	4. <i>Adrian O Connor</i>	<i>Resigned as a Non-Executive Director of the Company with effect from December 13, 2017.</i>
	5. <i>Prof Marti G Subrahmanyam</i>	<i>Ceased to be Independent Director w.e.f. July 25, 2017</i>
	6. <i>Mr R.K Nair</i>	<i>Appointed as an Independent Director in place of Prof Marti G Subrahmanyam whose term as an Independent (Additional) Director expired on July 25, 2017.</i>
(iii) at the end of 3rd FY (March 31, 2019)	1. <i>Mr. Sandeep Bakhshi</i>	<i>Appointed as Non-executive Director of the Company with effect from June 19, 2018.</i>
	2. <i>N.S.Kannan</i>	<i>Appointed as Managing Director & CEO with effect from June 19, 2018.</i>
	3. <i>Mr. Sandeep Bakhshi</i>	<i>Re-appointed as Managing Director & CEO with effect from June 01, 2018.</i>
	4. <i>Mr. Sandeep Bakhshi</i>	<i>Resigned as Managing Director & CEO with effect from close of business hours on June 18, 2018.</i>

	5. Mr. Sandeep Batra	Resigned as Executive Director with effect from close of business hours on July 11, 2018
	6. Mr. Puneet Nanda	Re-designated as Deputy Managing Director on July 3, 2018
	7. Ms. Chanda Kocchar	Resigned as Non-executive Director of the Company with effect from October 05, 2018.
	8. Mr. Sandeep Bakhshi	Resigned as Non-executive Director of the Company with effect from October 05, 2018.
	9. Mr. Sandeep Batra	Appointed as Non-executive (Additional) Director of the Company with effect from October 08, 2018.
	10. Mr. Anup Bagchi	Appointed as Non-executive (Additional) Director of the Company with effect from October 08, 2018.
	11. Mr. Vinod Kumar Dhall	Appointed as Non-Executive Chairman w.e.f. October 22, 2018
	12. Ms. Vibha Paul Rishi	Appointed as Independent (Additional) Director w.e.f. January 01, 2019
	13. Mr. Vinod Kumar Dhall	Retirement as Independent Director and Chairman w.e.f. close of business hours on March 04, 2019

9. Status of implementation of project/ commencement of commercial production

- (i) **As disclosed in the offer document*:** NA
- (ii) **Actual implementation*:** NA
- (iii) **Reasons for delay in implementation, if any*:** NA

**Not applicable, as the Offer was only an Offer for Sale by Selling Shareholders.*

10. Status of utilization of issue proceeds

(i) As disclosed in the offer document*: NA

(ii) Actual utilization*: NA

(iii) Reasons for deviation, if any*: NA

*Not applicable, as the Offer was only an Offer for Sale by Selling Shareholders.

11. Comments of monitoring agency, if applicable

(a) Comments on use of funds	Not Applicable
(b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document	
(c) Any other reservations expressed by the monitoring agency about the end use of funds	

12. Pricing Data

Issue Price (Rs.):	334.00
Designated Stock Exchange:	NSE Limited
Listing Date:	September 29, 2016

Price parameters	At close of listing day (i.e. September 29, 2016)	At close of 30th calendar day from listing day (i.e. October 28, 2016)	At close of 90th calendar day from listing day (i.e. December 27, 2016)	As at the end of 1st FY after the listing of the issue (March 31, 2017)		
				Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (NSE)	297.55	308.60	295.45	382.40	386.95	271.00
S & P CNX Nifty	8,591.25	8638.00	8032.85	9173.75	9218.40	7893.80
Sectoral Index	NA	NA	NA	NA	NA	NA

Price parameters	As at the end of 2nd FY after the listing of the issue (March 31, 2018)			As at the end of 3rd FY after the listing of the issue (March 31, 2019)		
	Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (NSE)	388.60	509.40	363.20	350.25	462.20	284.00
	10113.70	11171.55	9075.15	11623.90	11760.20	10004.55

Nifty						
Sectoral Index	NA	NA	NA	NA	NA	NA

Source: NSE Limited

13. Basis for Issue Price (Source of accounting ratios of peer group and industry average may be indicated; Source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated)

Accounting ratio		As disclosed in the offer document*	At the end of 1st FY (March 31, 2017) ⁽⁴⁾	At the end of 2nd FY (March 31, 2018) ⁽⁵⁾	At the end of 3rd FY (March 31, 2019) ⁽²⁾
EPS	Issuer:	--	--	--	--
	Standalone (Basic)	11.54	11.73	11.28	7.95
	Standalone (Diluted)	11.53	11.72	11.28	7.94
	Consolidated (Basic)	11.54	11.73	11.28	7.93
	Consolidated (Diluted)	11.53	11.72	11.28	7.93
	Peer Group :		--	--	--
	No listed peers ³	--	--	--	--
	Industry Avg:	N.A	N.A	N.A	N.A
P/E	Issuer:	--	--	--	--
	Standalone (Basic)	28.9	32.60	34.45	44.06
	Standalone (Diluted)	29.0	32.63	34.45	44.11
	Consolidated (Basic)	28.9	32.60	34.45	44.17
	Consolidated (Diluted)	29.0	32.63	34.45	44.17
	Peer Group:	--	--	--	--
	No listed peers ³	--	--	--	--
	Industry Composite:	N.A	N.A	N.A	N.A
RoNW (%)	Issuer:	--	--	--	--

	Standalone	31.2%	27.42%	24.63%	16.65%
	Consolidated	31.2%	27.42%	24.63%	16.63%
	Peer Group:	--	--	--	--
	No listed peers ³	--	--	--	--
	Industry Composite:	N.A	N.A	N.A	N.A
NAV	Issuer:	--	--	--	--
	Standalone	37.2	42.74	45.81	63.65
	Consolidated	37.2	42.74	45.79	63.60
	Peer Group:	--	--	--	--
	No listed peers ³	--	--	--	--
	Industry Avg:	N.A	N.A	N.A	N.A

Notes:

- (1) Prospectus dated September 23 , 2016
 - (2) Source Audited Financial Statements for the financial year ending March 31, 2019
 - (3) There are no listed life insurance companies in India. MFS, which is a holding company for Max Life Insurance, is the only listed company where the listed parent holding company's main operating business is that of life insurance. However, MFS underwent a restructuring during the fiscal 2016 and hence comparative financial information corresponding to the latest fiscal year for MFS is unavailable as of date.
 - (4) Source-Annual Report 2017
 - (5) Source - Annual Report 2018
- * All financials are on a consolidated basis for the financial year ending March 31, 2016

14. Any other material information

Particulars	Date
ICICI Prudential Life Insurance Company Limited has informed the Exchange regarding allotment of 17100 Equity Shares under ESOP	15 Mar 2017
ICICI Prudential Life Insurance Company Limited has informed the Exchange regarding allotment of 6000 Equity Shares under ESOP	28 Mar 2017
ICICI Prudential Life Insurance Company Limited has informed the Exchange regarding allotment of 3600 Equity Shares under ESOP	03 May 2017
ICICI Prudential Life Insurance Company Limited has informed the Exchange regarding allotment of 1100 Equity Shares under ESOP	22 May 2017
ICICI Prudential Life Insurance Company Limited Informed the Exchange regarding allotment of 10600 Equity Shares under ESOP	15 Jun 2017
The company has expressed interest to evaluate taking over policyholders' liabilities and assets of Sahara Life.	04 Jul 2017
ICICI Prudential Life Insurance Company Limited has informed the Exchange regarding allotment of 44100 Equity Shares under ESOP	10 Jul 2017

Allotment of 5,450 equity shares of face value of Rs. 10 each on July 28, 2017 under its Employee Stock Option Scheme (ESOS)	28 Jul 2017
The Company made a proposal to IRDAI to take over the liabilities of the policyholders' along with the corresponding assets of Sahara Indian Life Insurance Company Limited. The authority has on July 28, 2017 issued an order directing the Company to take over the life insurance portfolio. This is not a merger and is only a transfer of the life insurance portfolio business. The portfolio being transferred is less than 1% of the balance sheet's size of the Company.	28 Jul 2017
Allotment of 16,000 equity shares of face value of Rs. 10 each on August 14, 2017 under its Employee Stock Option Scheme (ESOS)	14 Aug 2017
Allotment of 20,000 equity shares of face value of Rs. 10 each on September 11, 2017 under the Company's Employee Stock Option Scheme (ESOS)	11 Sep 2017
Allotment of 19,000 equity shares of face value of Rs. 10 each on September 26, 2017 under the Company's Employee Stock Option Scheme (ESOS)	26 Sep 2017
Allotment of 1000 equity shares of face value of Rs. 10 each on November 30, 2017 under the Company's Employee Stock Option Scheme (ESOS)	30 Nov 2017
The Company vide its letter dated July 28, 2017, informed the exchange about IRDAI's order on taking over the policy holders' liabilities and corresponding assets of Sahara Indian Life Insurance Company Limited. On appeal filed by SIL, the SAT has set aside the aforesaid order.	12 Jan 2018
Allotment of 2500 equity shares of face value of Rs. 10 each on January 30, 2018 under the Company's Employee Stock Option Scheme (ESOS)	30 Jan 2018
Allotment of 24250 equity shares of face value of Rs. 10 each on February 27, 2018 under the Company's Employee Stock Option Scheme (ESOS)	27 Feb 2018
Allotment of 4000 equity shares of face value of Rs. 10 each on March 27, 2018 under the Company's Employee Stock Option Scheme (ESOS)	27 Mar 2018
Allotment of 41625 equity shares of face value of Rs. 10 each on April 25, 2018 under the Company's Employee Stock Option Scheme (ESOS)	25 Apr 2018
Allotment of 7600 equity shares of face value of Rs. 10 each on 15 May 2018 under the Company's Employee Stock Option Scheme (ESOS)	15 May 2018
Allotment of 7100 equity shares of face value of Rs. 10 each on June 11, 2018 under the Company's Employee Stock Option Scheme (ESOS)	11 June 2018
Allotment of 10,466 equity shares of face value of Rs. 10 each on July 11, 2018 under the Company's Employee Stock Option Scheme (ESOS)	11 July 2018
ICICI Prudential Life Insurance Company Limited has informed Exchange regarding a Press Release, titled "ICICI Prudential Life and Saraswat Co-operative Bank sign bancassurance partnership"	18 Sept 2018
Allotment of 980 equity shares of face value of Rs. 10 each on September 21, 2018 under the Company's Employee Stock Option Scheme (ESOS)	21 Sept 2018
Allotment of 18000 equity shares of face value of Rs. 10 each on October 25, 2018 under the Company's Employee Stock Option Scheme (ESOS)	25 Oct 2018
Allotment of 200000 equity shares of face value of Rs. 10 each on November 20, 2018 under the Company's Employee Stock Option Scheme (ESOS)	20 Nov 2018
Prudential Corporation Holdings Limited has informed the Exchange regarding "Offer for Sale of equity shares of ICICI Prudential Life Insurance Company Limited by its promoter Prudential Corporation Holdings Limited (the "Seller") through the stock Exchange mechanism intimated by way of notice on March 25, 2019.	26 Mar 2019
ICICI Prudential Life Insurance Company Limited has informed the Exchange regarding a press release dated September 30, 2019, titled	30 Sept 2019

"Airtel Payments Bank partners with ICICI Prudential Life to offer insurance products".	
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All the above information has been updated till October 25, 2019 unless indicated otherwise