

**Go Digit Q2 FY 2024-25 GWP grows 14% to Rs 2,369 crore;  
PAT jumps 3 times YoY to Rs 89 crore**

Particulars	FY 2023	FY 2024	H1 FY24	H1 FY25	Q2 FY24	Q2 FY25
Gross Written Premium (Cr)	7,243	9,016	4,252	5,029	2,074	2,369
Retention Ratio (%)	81.6%	85.8%	82.2%	78.6%	87.8%	81.4%
Profit After Tax (Cr)	36	182	86	191	28	89
Asset Under Management (Cr)	12,668	15,764	14,140	18,502	14,140	18,502
Loss Ratio (%)	67.2%	70.3%	66.5%	70.5%	65.1%	70.6%
Expense Ratio (%)	40.2%	38.4%	41.1%	38.2%	43.8%	41.6%
Combined Ratio (%)	107.4%	108.7%	107.6%	108.7%	108.9%	112.2%

**Gross Written Premium Income: -**

- In Q2 FY25, Gross Written Premium of the company stood at ₹ 2,369 cr compared to ₹ 2,074 cr in Q2 FY24, achieving a growth of 14%.

**Premium Retention Ratio: -**

- Premium Retention Ratio for Q2 FY25 is 81.4%, as compared to 87.8% in Q2 FY24.

**Profitability: -**

- Profit after tax for the Q2 FY25 stood at ₹ 89 Cr, compared to ₹ 28 Cr in Q2 FY24, growth of 221.4%.

**Asset Under Management: -**

- As at Sept 30, 2024, our asset under management stands at ₹ 18,502 Cr, compared to ₹ 15,764 Cr as at March 31, 2024, grew by 17.4%.

**Combined Ratio: -**

- Combined Ratio for Q2 FY25 is 112.2%, as compared to 108.9% in Q2 FY24.

**About the Company**

We aim to make insurance simple. Through innovation and transparency, we believe in delivering a seamless customer experience journey in a significant financial product an individual would purchase in their lifetime. We are one of the leading digital full stack insurance companies, leveraging our technology to power what we believe to be an innovative approach to product design, distribution and customer experience for non-life insurance products.

We offer motor insurance, health insurance, travel insurance, property insurance, marine insurance, liability insurance and other insurance products, which the customers can customize to meet their needs.

For more details visit <https://www.godigit.com/>.



Making insurance simple

## Value Statements

Question the status quo

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Be Transparent

▶ Results for the Quarter ended September 30, 2024



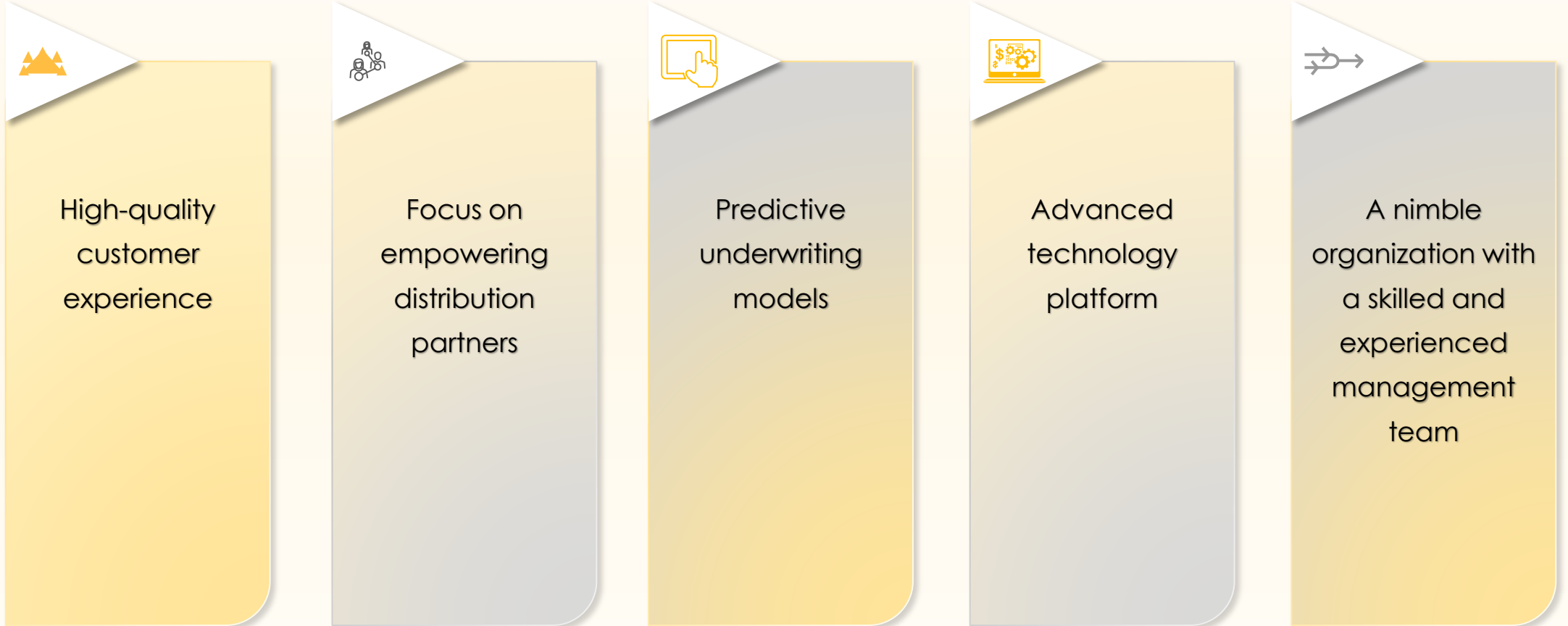
# Disclaimer:

This investor presentation may contain certain words or phrases in writing or otherwise which are not statements of historical facts and may be described as “forward-looking statements”. These forward-looking statements generally can be identified by words or phrases such as “aim”, “anticipate”, “are likely”, “believe”, “continue”, “can”, “shall”, “could”, “expect”, “estimate”, “intend”, “may”, “likely” “objective”, “plan”, “project”, “propose”, “seek to”, “will”, “will continue”, “will achieve”, “will likely”, “will pursue” or other words or phrases of similar import. Similarly, statements that describe our Company’s strategies, objectives, plans or goals, financial and operating projections are also forward-looking statements.

All forward-looking statements are subject to risks, uncertainties, expectations and assumptions about us that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Actual results may differ materially from those suggested by the forward-looking statements due to risks or uncertainties associated with our expectations with respect to, but not limited to, regulatory changes pertaining to the industry in which our Company operates and our ability to respond to them, our ability to successfully implement our strategy, our growth and expansion, technological changes, our exposure to market risks, general economic and political conditions in India and globally which have an impact on our business activities, investments, or the industry in which we operate, the monetary and fiscal policies of India, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, changes in domestic laws, regulations, taxes, changes in competition in the industry in which we operate and incidents of any natural calamities and/or acts of violence.

Forward-looking statements reflect the current views of our Company as of the period of these results and are not a guarantee of future performance. These statements are based on our management’s beliefs, assumptions, current plans, estimates and expectations, which in turn are based on currently available information. Although we believe the assumptions upon which these forward-looking statements are based are reasonable, any of these assumptions could prove to be inaccurate, and the forward-looking statements based on these assumptions could be incorrect. We undertake no obligation to update forward-looking statements to reflect events or circumstances after the date there.

# Business Strengths





## The Numbers:

<b>Gross Written Premium <sup>(1)</sup></b>	<b>Market Share <sup>(1,2)</sup></b>	<b>Diverse product portfolio <sup>(3)</sup></b>
<b>₹5,029 cr</b>	<b>3.3% / 6.2%</b> Market share for Total / Motor insurance	<b>80</b> Active products launched since 2017
<b>0.6 cr policies sold <sup>(1)</sup></b>	<b>Partner network <sup>(3)</sup></b>	<b>Digitally enabled claims <sup>(3)</sup></b>
<b>6 cr</b> Customers <sup>(4)</sup>	<b>67,878</b>	<b>23.8 Lacs</b> Claims settled since inception
<b>Assets under Management <sup>(3)</sup></b>	<b>Manual Policy Issuances <sup>(1)</sup></b>	<b>Customer satisfaction score <sup>(1)</sup></b>
<b>₹18,502 cr <sup>(5)</sup></b>	<b>0.39%</b>	<b>95.7% / 78.0%</b> Motor Claims / Non-Claims

**Notes:**

- 1. Data for the period (April 24 to September 24).
- 2. Market share is based on our Gross Written Premium of Q2 FY2025.

- 3. Data as of Sep 30, 2024.
- 4. Customers/people covered under policies issued since inception of operations in 2017 till Sep 30, 2024
- 5. AUM includes equity at market value & cash and bank balance.

# Key Performance Indicators [IGAAP]

₹ cr

Particulars	FY2023	FY2024	H1 2024	H1 2025	Q2 2024	Q2 2025
Gross Written Premium	7,243	9,016	4,252	5,029	2,074	2,369
Net Earned Premium	5,164	7,096	3,132	3,715	1,657	1,891
Net retention Ratio	81.6%	85.8%	82.2%	78.6%	87.8%	81.4%
Loss Ratio	67.2%	70.3%	66.5%	70.5%	65.1%	70.6%
Combined Ratio (CoR)	107.4%	108.7%	107.6%	108.7%	108.9%	112.2%
Profit after Tax	36	182	86	191	28	89
Return on Average Equity (IGAAP)	1.7%	7.5%	3.6%*	6.0%*	1.2%*	2.4%*
Net-worth [Equity]	2,325	2,515	2,415	3,805	2,415	3,805
Solvency Ratio	1.78	1.61	1.62	2.18	1.62	2.18

**Net-worth [Equity]** - Net worth means the aggregate value of the paid-up share capital and securities premium account, after deducting the aggregate value of the accumulated losses, but excludes Share application money pending allotment, ESOP outstanding reserve and fair value change account each as applicable for the Company.

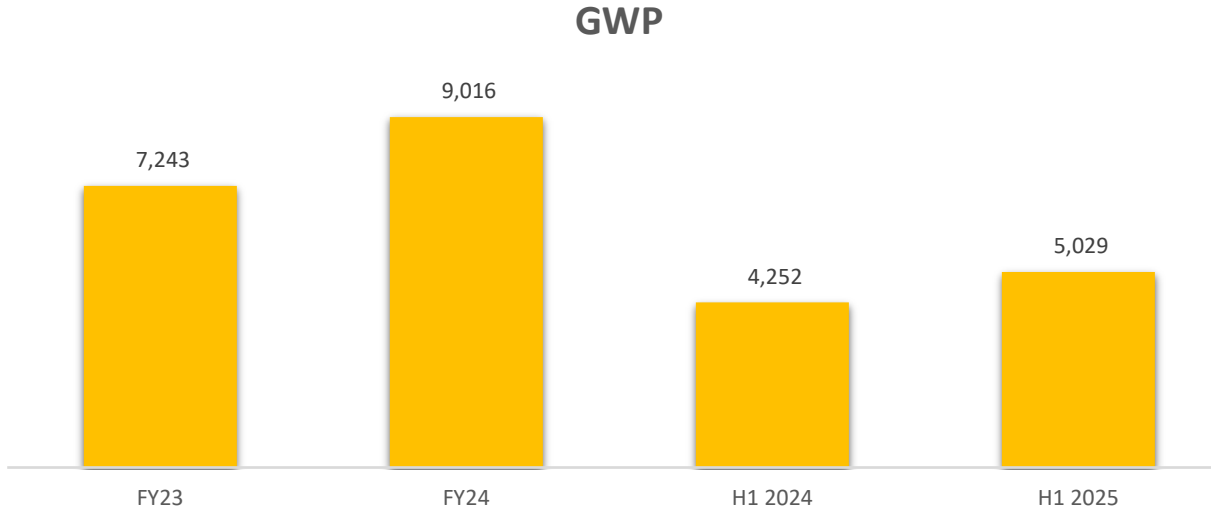
**Return on Average Equity** is calculated as Profit after tax divided by (Opening Net-worth[Equity] + Closing Net-worth [Equity])/2.

\*Not annualised.

Excluding losses from flood claims, loss ratio for Q2:2025 would be 68.8%.

# GWP Growth

₹ cr



₹ cr



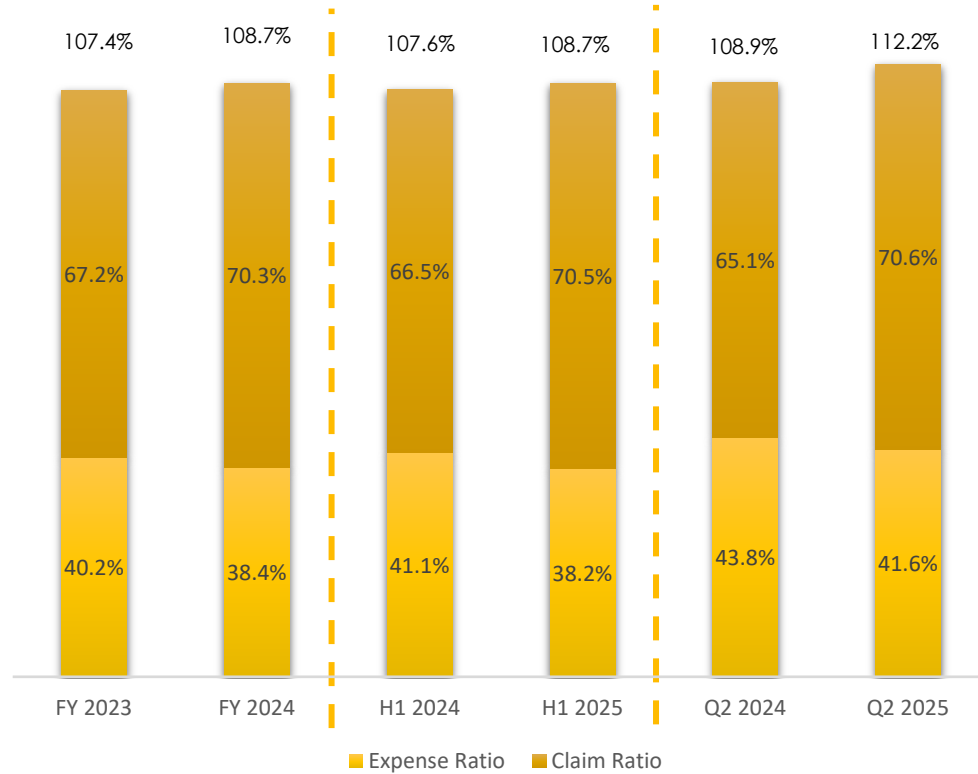
% GWP	GWP Mix				GWP Growth		*Industry Growth		GWP Mix		GWP	Industry
	FY23	FY24	H1 24	H1 25	FY24	H1 25	FY24	FY25	FY24 Q2	FY25 Q2	FY25 Q2	FY25 Q2
Motor – OD	19%	22%	21%	21%	42%	20%	17%	10%	23%	23%	14%	6%
Motor – TP	44%	39%	40%	34%	11%	0%	10%	8%	44%	40%	2%	6%
Health, Travel & PA	13%	19%	20%	22%	80%	33%	20%	10%	17%	16%	7%	3%
Fire	9%	9%	12%	11%	19%	6%	7%	0%	7%	5%	-7%	-11%
Others	15%	11%	7%	12%	-8%	93%	3%	4%	9%	16%	110%	0%
<b>Total – Growth %</b>	-	-	-	-	24%	18%	13%	7%	-	-	14%	2%

\*Note:  
1. Industry growth is calculated based on Gross Direct Premium

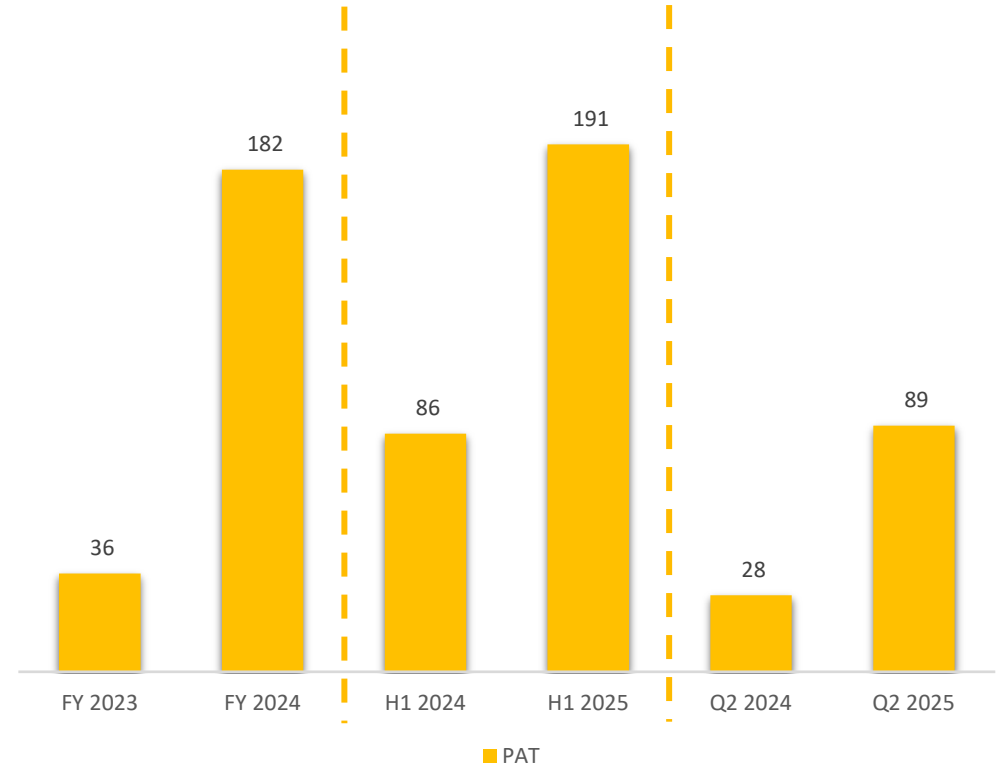
\*Note:  
1. Group Mediclaim (employer-employee) business de-grew by 3% during the quarter compared to last year same quarter.

# Results: Combined Ratio & Profit after tax

Combined ratio  
% (1)



Profit after Tax  
₹ cr

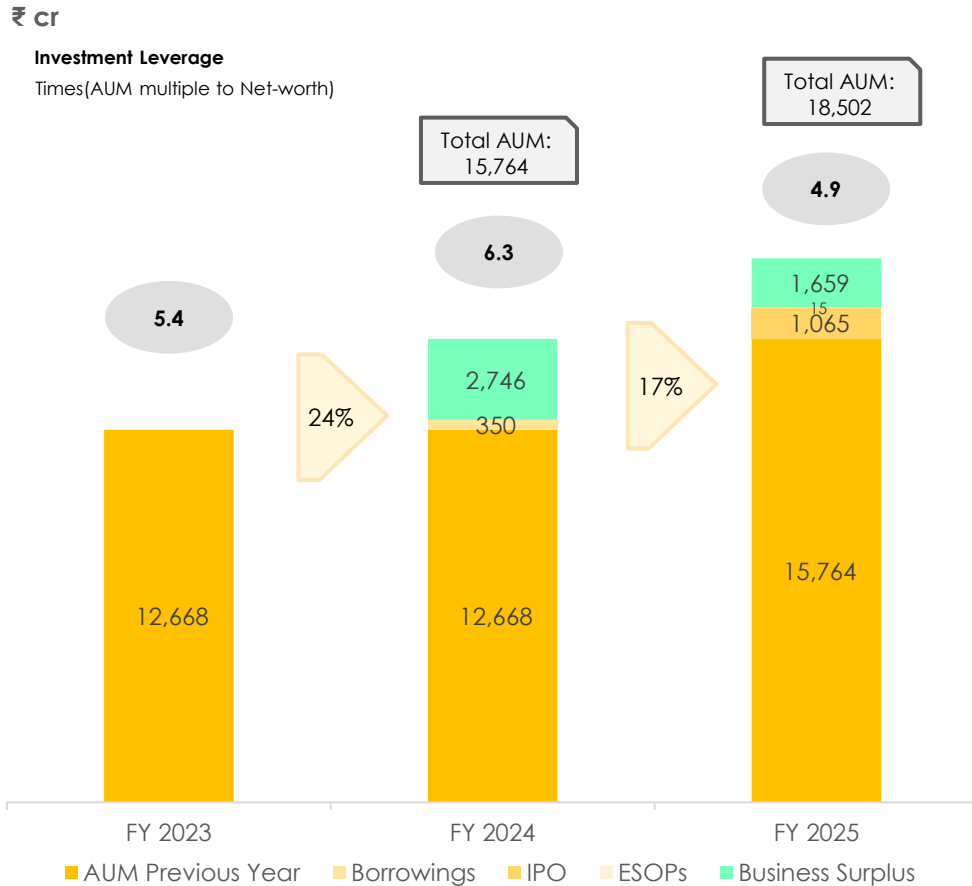


**Note:**  
1. Claim ratio is the ratio of the claims incurred (net) to the net earned premium. The expense ratio is calculated by dividing net commissions and operating expenses related to the insurance business by net written premium. Combined ratio is the sum of claim ratio and expense ratio.

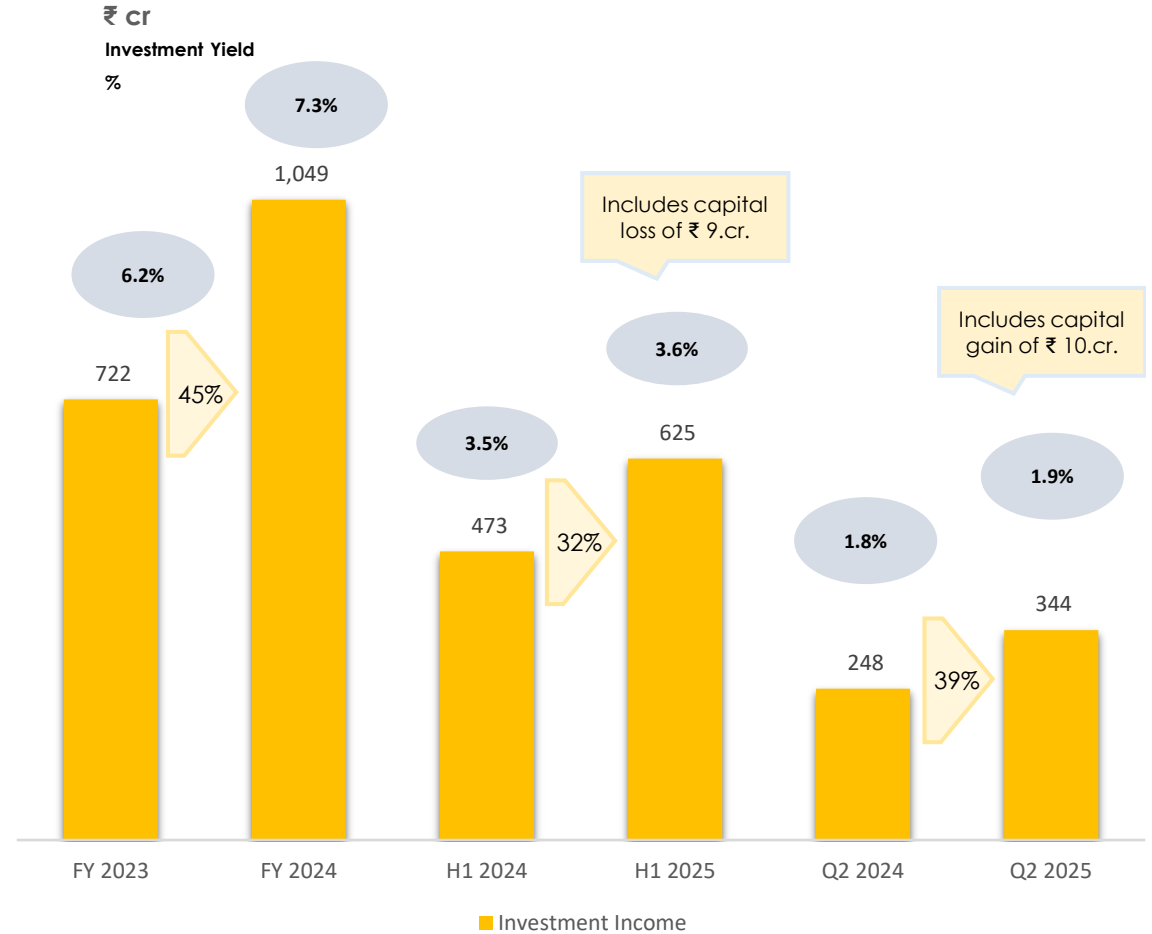


# Growing Assets Under Management base leading to higher investment income

## Assets under management

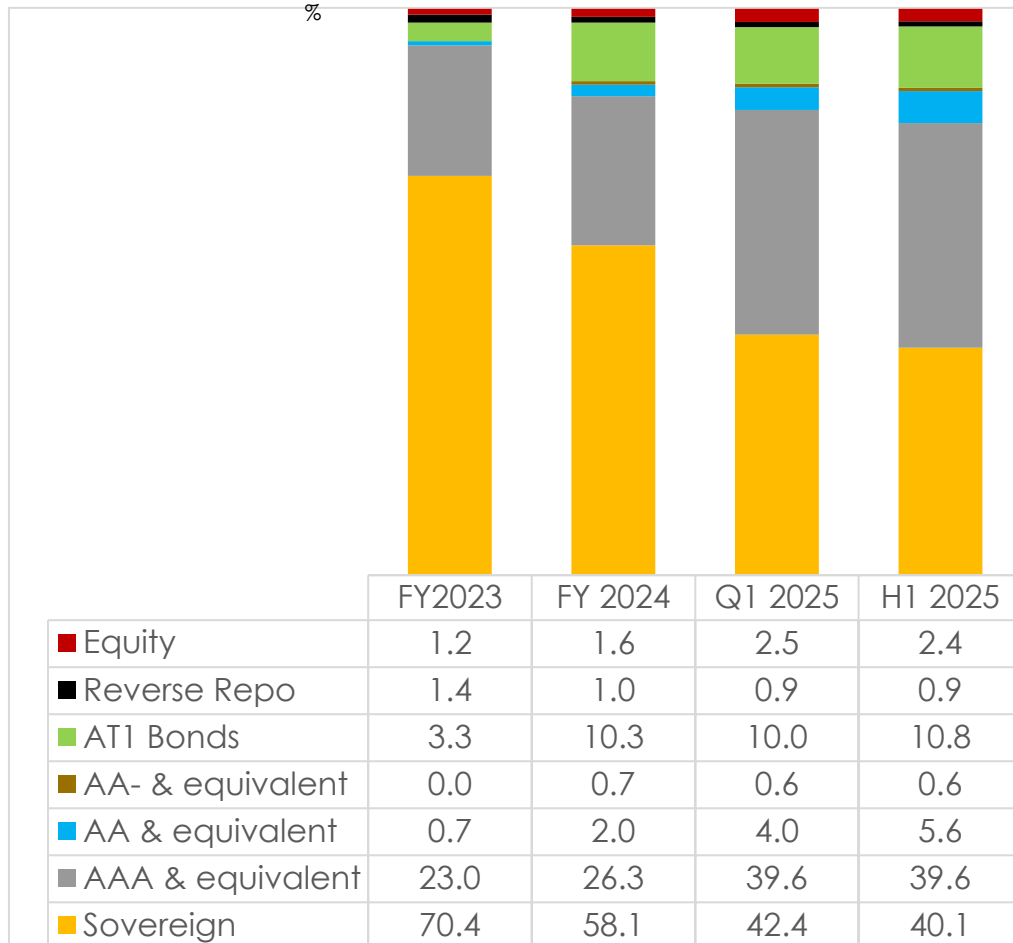


## Investment Income & Yield

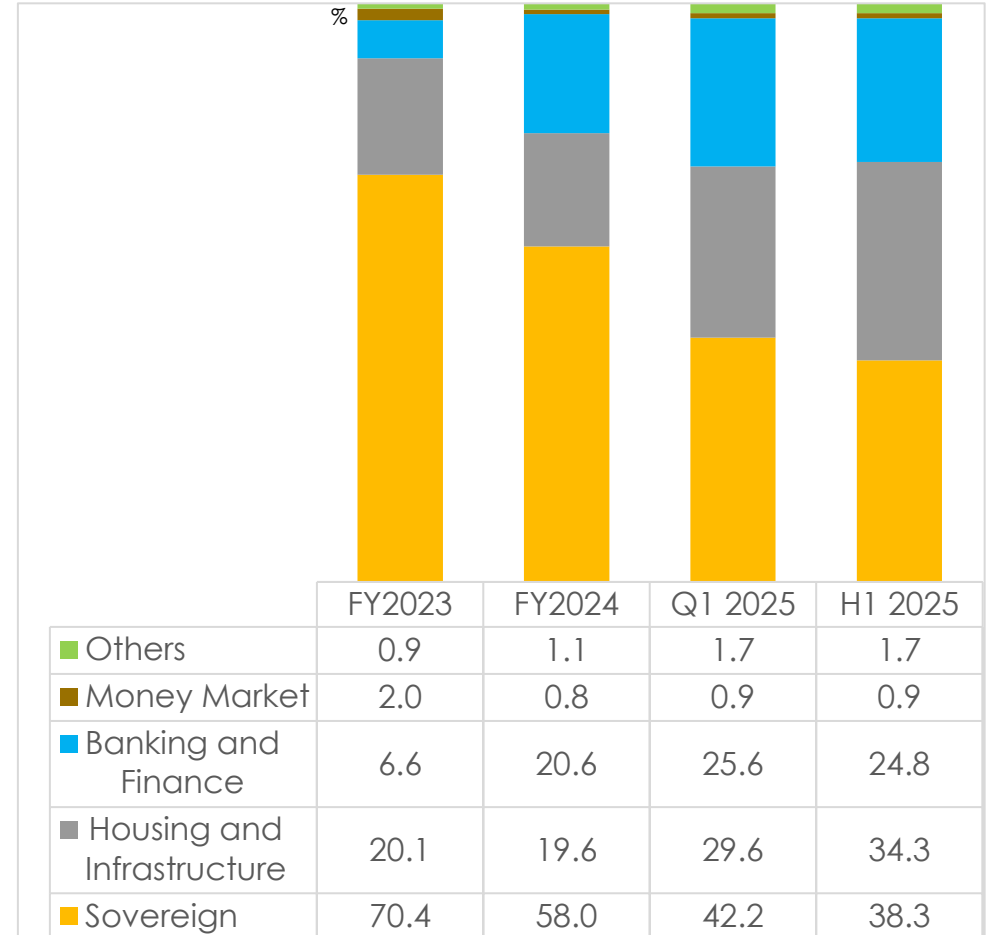


# Investment Asset Allocation

Rating Wise Exposure



Sector Wise Exposure



# Loss Ratios

Particulars	FY2023	FY 2024	H1 2024	H1 2025	Q2 2024	Q2 2025
Motor OD	69%	66%	67%	66%	65%	67%
Motor TP	69%	60%	61%	66%	56%	67%
Health,Travel,PA	72%	94%	85%	83%	86%	81%
Fire	38%	86%	91%	61%	134%	54%
Marine	91%	80%	82%	53%	76%	54%
Engineering	88%	130%	103%	92%	101%	111%
Other	56%	80%	58%	81%	66%	81%
<b>Total</b>	<b>67%</b>	<b>70%</b>	<b>67%</b>	<b>71%</b>	<b>65%</b>	<b>71%</b>

Excluding losses from flood claims, loss ratio for Q2 2025 would be 68.8%.

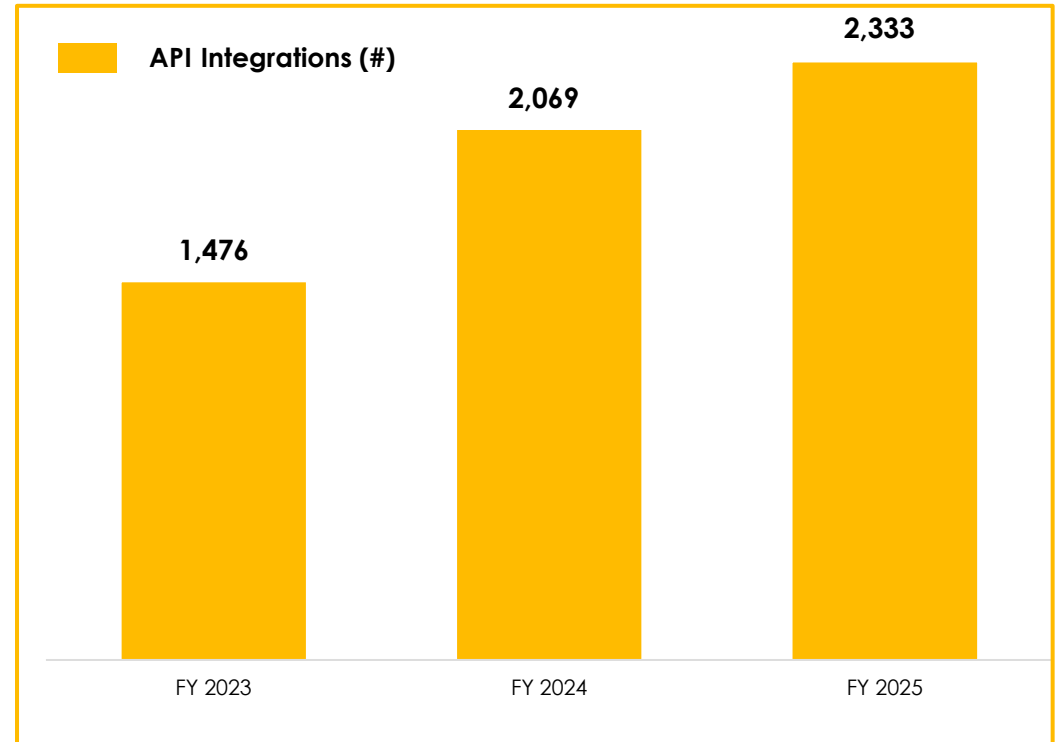
# Leveraging Technology

In-house built AI-ML microsystems that we expect will become more efficient over time and support future growth

We developed bots for our various partners and functions to automate repetitive tasks

- Real-time quote issuance
- Renewal
- Self-service: 24x7 chatbot assistance
- Market Intelligence
- Policy PDF download
- Portfolio Pricing

64.1% of our policies were issued via APIs in FY2025 with 4.8 cr cumulative policies issued via APIs as of September 24



**Thank You**



# Additional Information



# IFRS Earning

₹ cr

Particulars	FY 2023-24 (Audited)	H1 2024-25 (Unaudited)
<b>Profit as per IGAAP</b>	<b>182</b>	<b>191</b>
<b>Networth [Equity] as per IGAAP</b>	<b>2,515</b>	<b>3,805</b>
<b>Return on Average Equity [IGAAP]</b>	<b>7.5%</b>	<b>6.0%</b>
Leases and security deposit [IFRS 16 & 9]	-3	-4
Deferred acquisition cost [IFRS 17]	251	-36
Unrealised Gain/(loss) on Investments – URGL [IFRS 9]	259	347
Provision based on Expected Credit Loss (ECL) [IFRS 9]	-	-
Discounting Impact [IFRS 17]	224	52
<b>Profit before tax</b>	<b>913</b>	<b>551</b>
Provision for deferred tax	-231	-138
<b>Profits as per IFRS – as it is</b>	<b>681</b>	<b>413</b>
<b>Networth [Equity] as per IFRS</b>	<b>4,759</b>	<b>6,239</b>
<b>Return on Average Equity [IFRS]</b>	<b>15.4%</b>	<b>7.5%</b>

\*Not annualised.

**Note:** Above IFRS results are not mandated by sectoral regulator.

**Return on Average Equity** is calculated as Profit after tax divided by (Opening Net-worth[Equity] + Closing Net-worth [Equity])/2.

# Reserving Triangle Disclosure: Whole Account

## Incurred Losses and Allocated Expenses (Ultimate Movement)

₹ cr

Particulars (As at 31st March 2024)	YE 31-Mar-2018	YE 31-Mar-2019	YE 31-Mar-2020	YE 31-Mar-2021	YE 31-Mar-2022	YE 31-Mar-2023	YE 31-Mar-2024
End of First Year (Original Estimate)	6.9	392.4	944.4	1,463.5	2,586.7	3,932.5	5,678.7
One year later	8.0	377.7	920.7	1,411.1	2,381.1	3,647.3	-
Two year later	8.0	374.9	905.1	1,299.1	2,210.6	-	-
Three year later	7.9	379.9	808.5	1,150.8	-	-	-
Four year later	8.0	334.4	735.8	-	-	-	-
Five year later	6.6	322.7	-	-	-	-	-
Six year later	6.5	-	-	-	-	-	-
Favourable / (unfavourable) development Amount	0.5	69.6	208.6	312.8	376.1	285.2	NA
Favourable / (unfavourable) development % {Compared with original estimate}	7%	18%	22%	21%	15%	7%	NA



# Reserving Triangle Disclosure: Motor TP

## Incurred Losses and Allocated Expenses (Ultimate Movement)

₹ cr

Particulars (As at 31 <sup>st</sup> March 2024)	YE 31-Mar-2018	YE 31-Mar-2019	YE 31-Mar-2020	YE 31-Mar-2021	YE 31-Mar-2022	YE 31-Mar-2023	YE 31-Mar-2024
End of First Year (Original Estimate)	5.1	204.4	630.3	1,024.3	1,701.6	2,204.1	2,588.7
One year later	7.2	204.4	636.1	1,026.8	1,615.5	2,044.7	-
Two year later	7.2	204.5	619.4	919.4	1,441.4	-	-
Three year later	7.2	204.6	527.6	771.3	-	-	-
Four year later	7.2	160.0	454.7	-	-	-	-
Five year later	5.8	148.4	-	-	-	-	-
Six year later	5.7	-	-	-	-	-	-
Favourable / (unfavourable) development Amount	-0.6	56.0	175.5	253.1	260.2	159.4	NA
Favourable / (unfavourable) development % {Compared with original estimate}	-12%	27%	28%	25%	15%	7%	NA

\*Note: For accident year FY2018, Net Earned Premium (NEP) was only ₹7.5 cr Motor TP line of business had two large losses which led to reserve run off due to small base of NEP.

# Reserving Triangle Disclosure: Whole Account excluding Motor TP

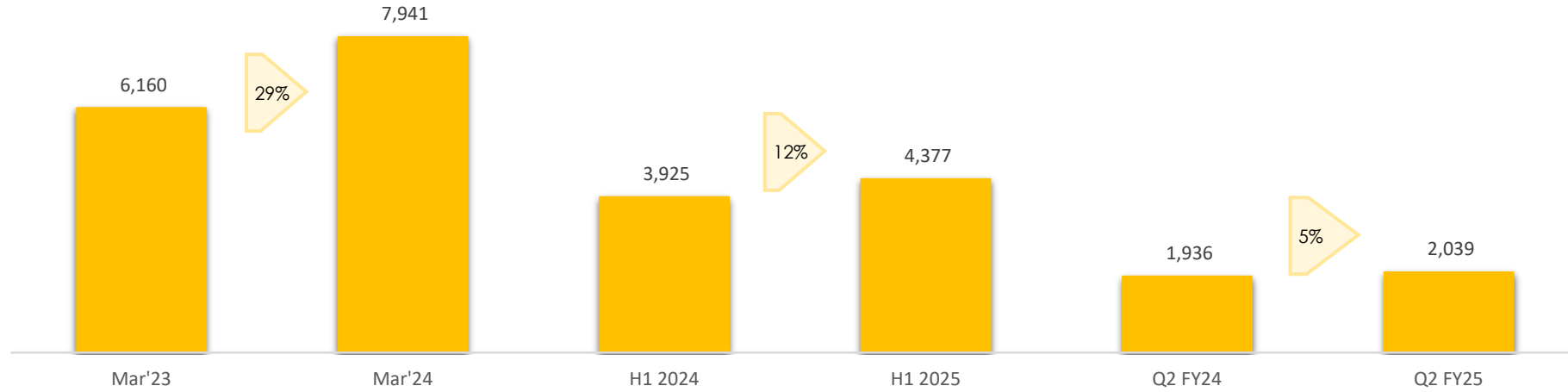
## Incurred Losses and Allocated Expenses (Ultimate Movement)

₹ cr

Particulars (As at 31st March 2024)	YE 31-Mar-2018	YE 31-Mar-2019	YE 31-Mar-2020	YE 31-Mar-2021	YE 31-Mar-2022	YE 31-Mar-2023	YE 31-Mar-2024
End of First Year (Original Estimate)	1.8	188.0	314.1	439.2	885.1	1,728.5	3,090.1
One year later	0.8	173.3	284.6	384.4	765.6	1,602.6	-
Two year later	0.8	170.4	285.7	379.7	769.1	-	-
Three year later	0.8	175.3	280.9	379.5	-	-	-
Four year later	0.8	174.4	281.0	-	-	-	-
Five year later	0.8	174.3	-	-	-	-	-
Six year later	0.8	-	-	-	-	-	-
Favourable / (unfavourable) development Amount	1.1	13.7	33.1	59.7	116.0	125.9	NA
Favourable / (unfavourable) development % {Compared with original estimate}	58%	7%	11%	14%	13%	7%	NA

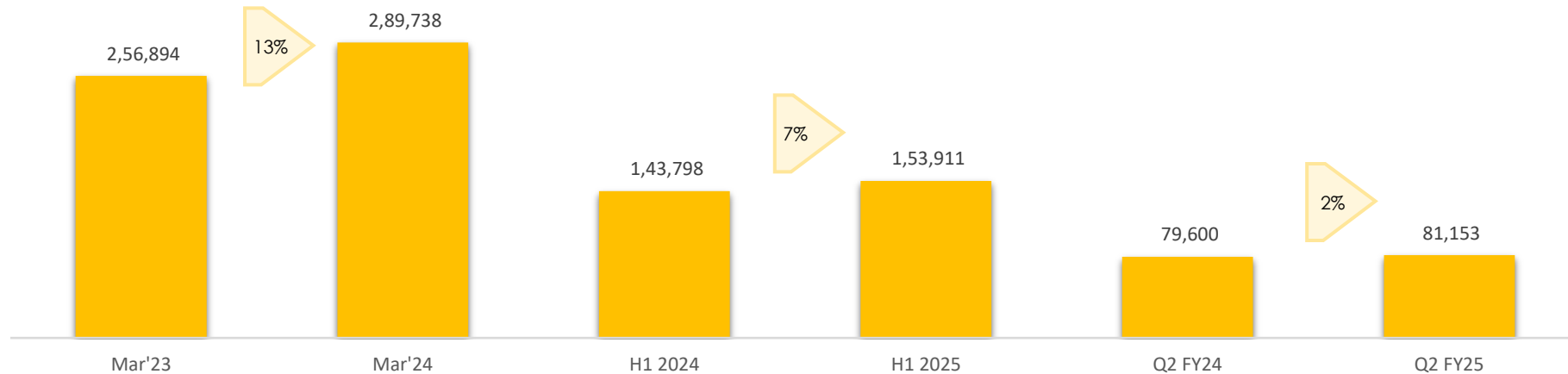
## Go Digit Gross Direct Premium

₹ cr



## Industry Gross Direct Premium

₹ cr



# Glossary

Abbreviations	Full Form
FY	Financial Year
Q	Quarter
OD	Own Damage
TP	Third Party
Lacs	Lakhs
Cr	Crore
PA	Personal Accident
API	Application Programming Interface
GWP	Gross Written Premium
GDP	Gross Direct Premium
CY	Current Year
PY	Previous Year
AI-ML	Artificial Intelligence - Machine Learning
NAT CAT	Natural Catastrophes