

Date: 16th February 2025

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai – 400 001
BSE Scrip Code: 544179

To,
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051
NSE Symbol: GODIGIT

Dear Sir/Madam,

Subject: Intimation under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation

In furtherance to our letter dated 9th January 2025 and pursuant to Regulation 30 and Para A of Part A of Schedule III read with Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Presentation for analysts' meeting scheduled on Monday, 17th February 2025.

The said intimation can be accessed at the website of the Company at <https://www.godigit.com/investor-relations>.

We request you to kindly take the above intimation on record.

Thanking you,

Yours faithfully,

For Go Digit General Insurance Limited

Tejas Saraf
Company Secretary & Compliance Officer



Making insurance simple

Value Statements

Question the status quo

Be Transparent

Analyst / Investor Day
February 17, 2025



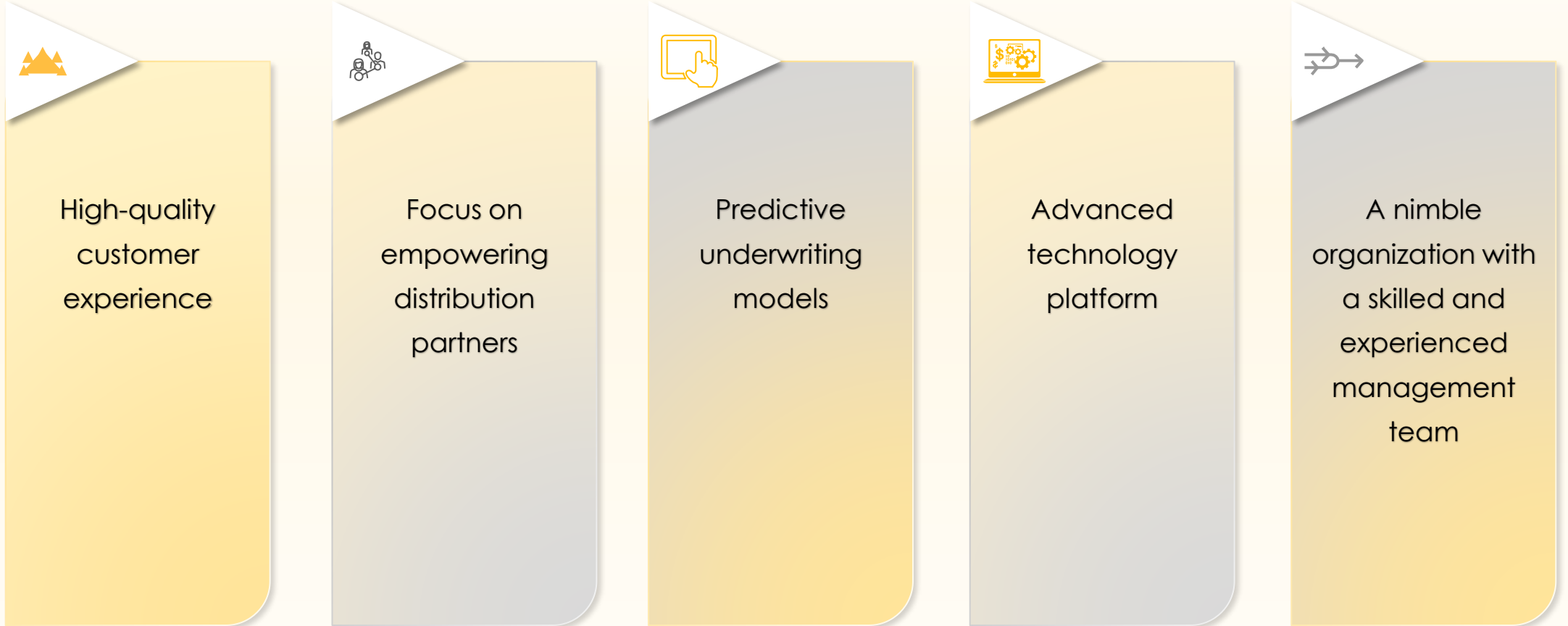
Disclaimer:

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:

| | | |
|---|--|---|
| Gross Written Premium ⁽¹⁾ | Market Share (%) ^(1,2) | Diverse product portfolio ⁽³⁾ |
| ₹7,706 cr | 3.3 / 6.1 Market share for Total / Motor insurance | 82 Active products launched since 2017 |
| 0.9 cr policies sold ⁽¹⁾ | Partner network ⁽³⁾ | Digitally enabled claims ⁽³⁾ |
| 6.2 cr Customers ⁽⁴⁾ | 69,527 | 26.2 Lacs Claims settled since inception |
| Assets under Management ^(3,5) | Manual Policy Issuances (%) ⁽¹⁾ | Customer satisfaction score (%) ⁽¹⁾ |
| ₹18,939 cr | 0.48 | 96.0/ 79.3 Motor Claims / Non-Claims |

Notes:

1. Data for the period (April 24 to December 24).
2. Market share is based on our Gross Written Premium of Q3 FY 2025.

3. Data as of December 31, 2024.
4. Customers/people covered under policies issued since inception of operations in 2017 till December 31, 2024
5. AUM includes equity at market value & cash and bank balance.

Key Performance Indicators [IGAAP]

₹ cr

| Particulars | FY2023 | FY2024 | 9M 2024 | 9M 2025 | Q3 2024 | Q3 2025 |
|--|--------|--------|---------|---------|---------|---------|
| Gross Written Premium | 7,243 | 9,016 | 6,680 | 7,706* | 2,428 | 2,677* |
| Net Earned Premium | 5,164 | 7,096 | 5,115 | 5,799 | 1,982 | 2,084 |
| Net retention Ratio (%) | 81.6 | 85.8 | 84.3 | 80.4 | 87.9 | 83.8 |
| Loss Ratio (%) | 67.2 | 70.3 | 69.6 | 71.4 | 74.5 | 72.9 |
| Combined Ratio (COR) (%) | 107.4 | 108.7 | 108.7 | 108.5 | 110.3 | 108.1 |
| Combined Ratio (COR) without 1/n basis (%) | 107.4 | 108.7 | 108.7 | 108.2 | 110.3 | 107.2 |
| Profit after Tax | 36 | 182 | 129 | 309 | 43 | 119 |
| Return on Average Equity (IGAAP) (%) | 1.7 | 7.5 | 5.4** | 9.6** | 1.8** | 3.1** |
| Net-worth [Equity] | 2,325 | 2,515 | 2,459 | 3,924 | 2,459 | 3,924 |
| Solvency Ratio | 1.78 | 1.61 | 1.60 | 2.22 | 1.60 | 2.22 |

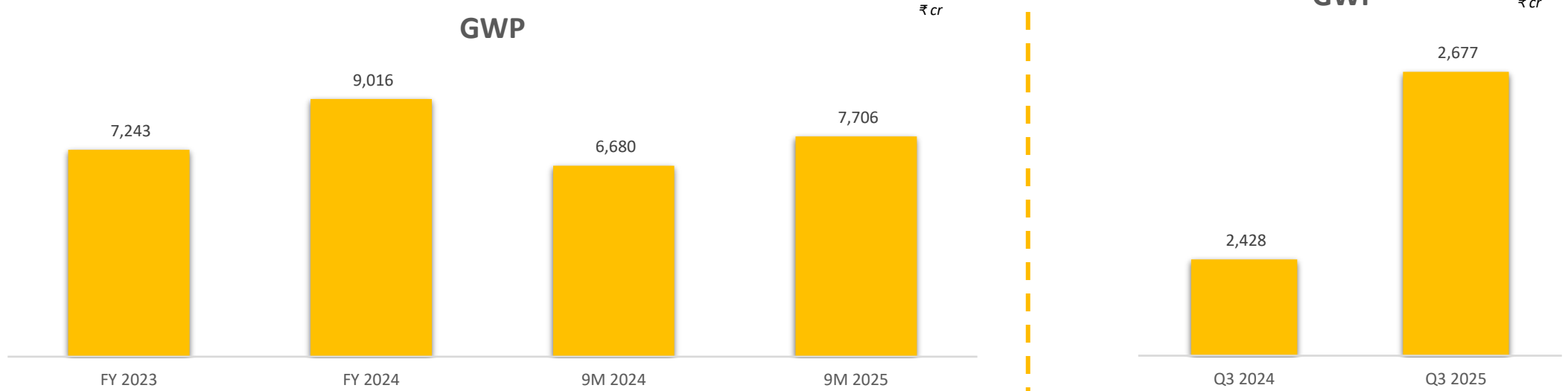
Net-worth [Equity] - Net worth means the aggregate value of the paid-up share capital and securities premium account, after deducting the aggregate value of the accumulated losses, but excludes Share application money pending allotment, ESOP outstanding reserve and fair value change account each as applicable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

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

* **Effective from October 1, 2024**, Other applicable long-term premium is accounted on 1/n basis. Without 1/n basis, GWP for Q3 2025 is 2,738 cr & for 9M 2025 is 7,767 cr

**Not annualised.

GWP Growth



| GWP | GWP Mix (%) | | | | GWP Growth (%) | | Industry Growth (%) ⁽¹⁾ | | GWP Mix (%) | | GWP Growth (%) | Industry Growth (%) ⁽¹⁾ |
|-----------------------|-------------|---------|---------|---------|----------------|-------------------|------------------------------------|---------|-------------|---------|-------------------|------------------------------------|
| | FY 2023 | FY 2024 | 9M 2024 | 9M 2025 | FY 2024 | 9M 2025 | FY 2024 | 9M 2025 | Q3 2024 | Q3 2025 | Q3 2025 | Q3 2025 |
| Motor – OD | 19 | 22 | 22 | 22 | 42 | 17 | 17 | 9 | 23 | 23 | 12 | 8 |
| Motor – TP | 44 | 39 | 39 | 35 | 11 | 2 | 10 | 8 | 38 | 37 | 6 | 8 |
| Health, Travel & PA | 13 | 19 | 19 | 22 | 80 | 38 | 20 | 11 | 17 | 23 | 49 | 15 |
| Fire | 9 | 9 | 10 | 9 | 19 | 1 | 7 | -6 | 7 | 5 | -17 | -22 |
| Others | 15 | 11 | 10 | 12 | -8 | 36 | 3 | 7 | 15 | 11 | -15 | 17 |
| Total – Growth | - | - | - | - | 24 | 15 ⁽²⁾ | 13 | 8 | - | - | 10 ⁽²⁾ | 10 |

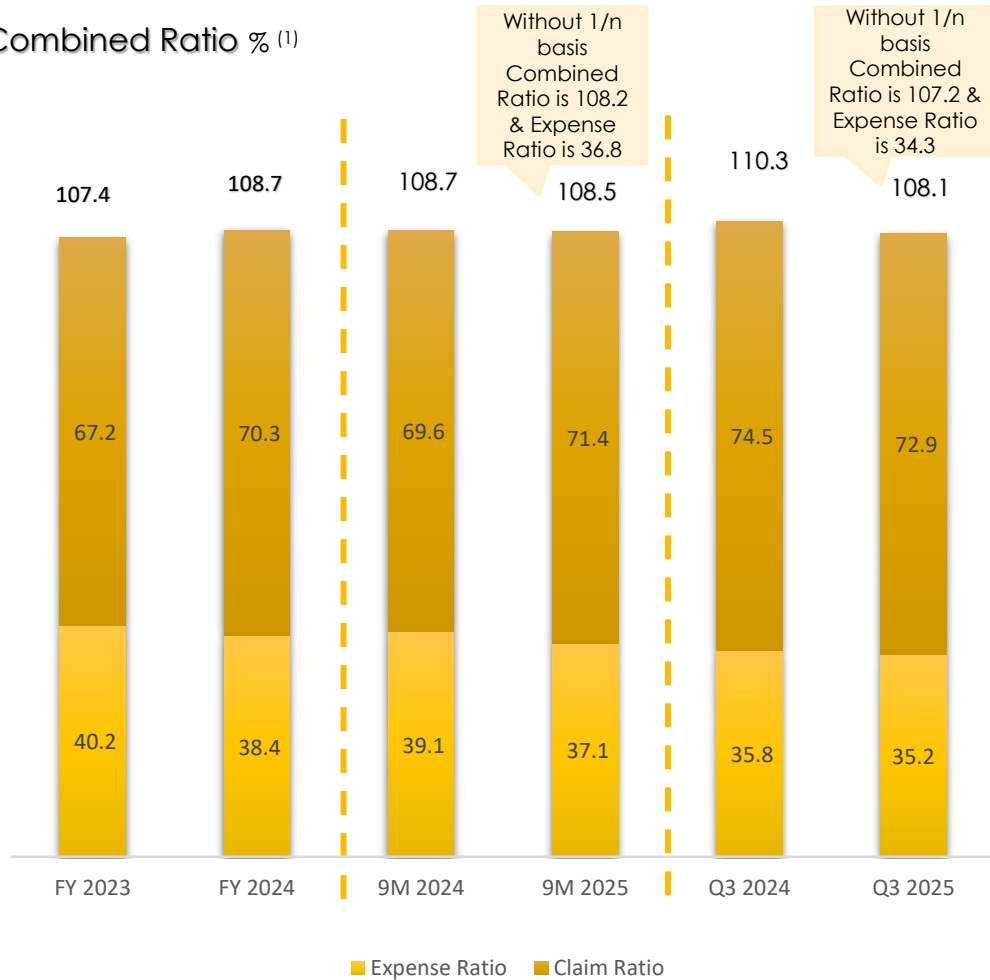
Note:

1. Industry growth is calculated based on Gross Direct Premium

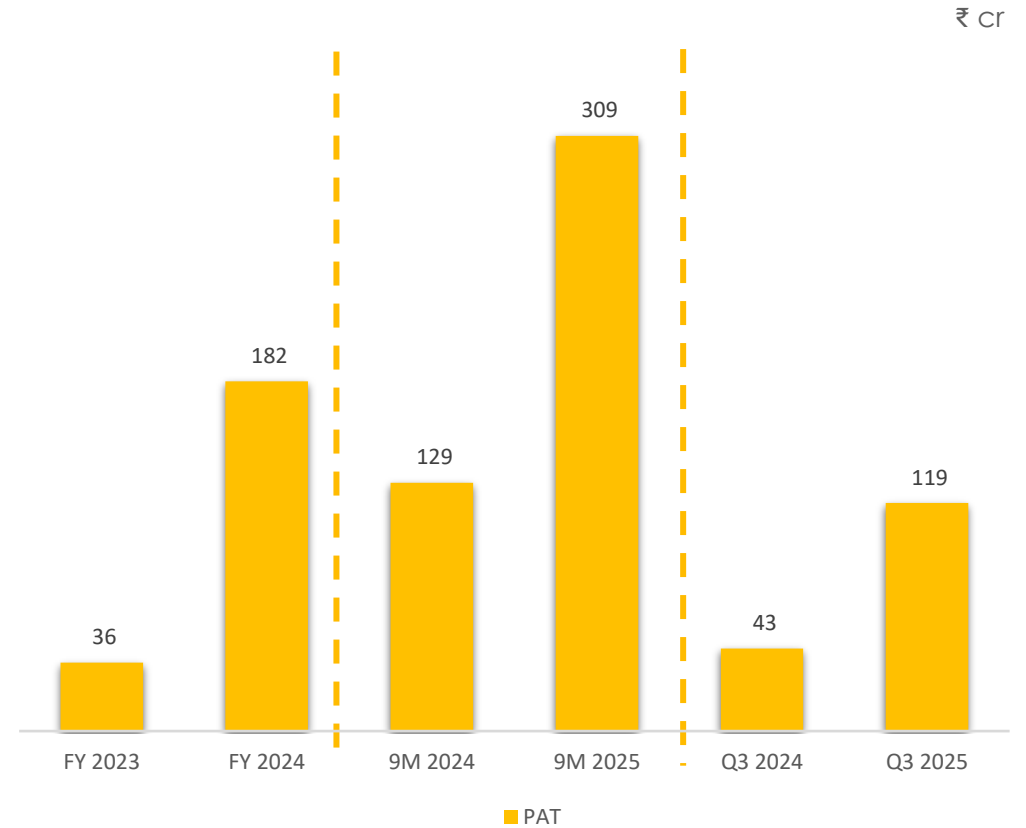
2. Effective from October 1, 2024, Other applicable long-term premium is accounted on 1/n basis. Without 1/n basis, Digit growth for Q3 2025 is 13% & for 9M 2025 is 16%.

Results: Combined Ratio & Profit after tax

Combined Ratio % ⁽¹⁾



Profit after Tax



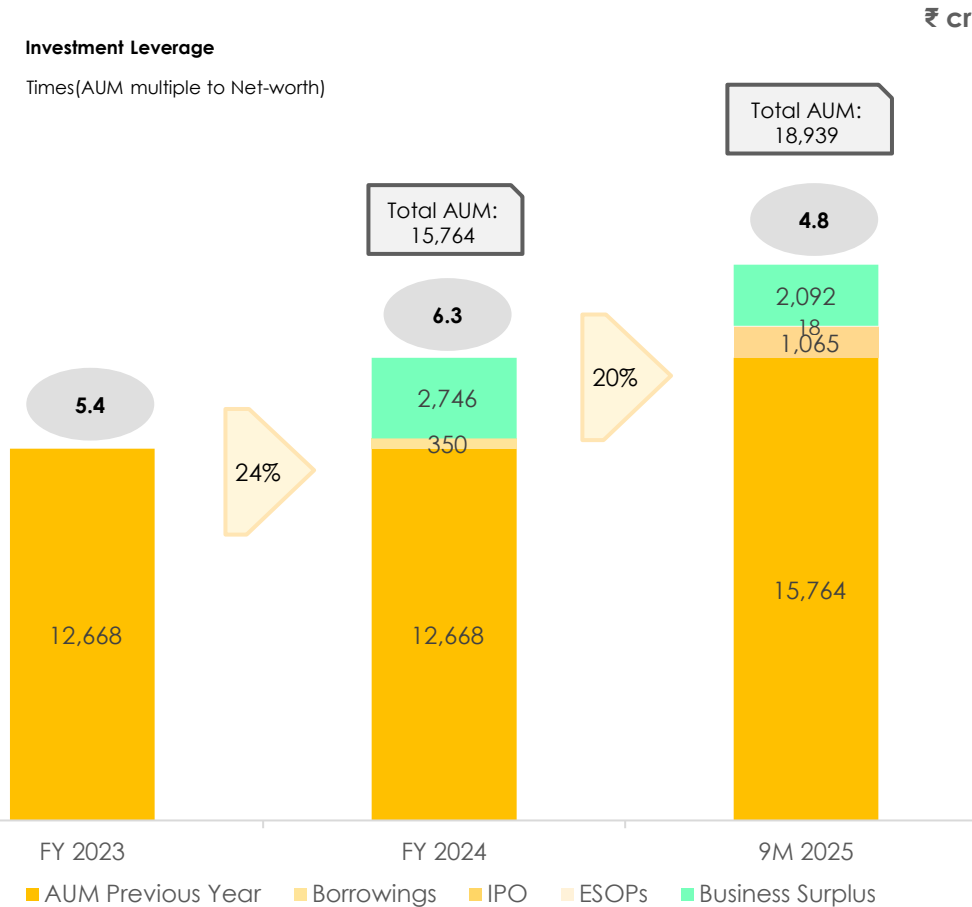
Note:
 1. Claim ratio is the ratio of the claims incurred (net) to the net earned premium. The expense ratio is calculated by dividing net commissions and operating expenses related to the insurance business by net written premium. Combined ratio is the sum of claim ratio and expense ratio.

Growing Assets Under Management base leading to higher investment income

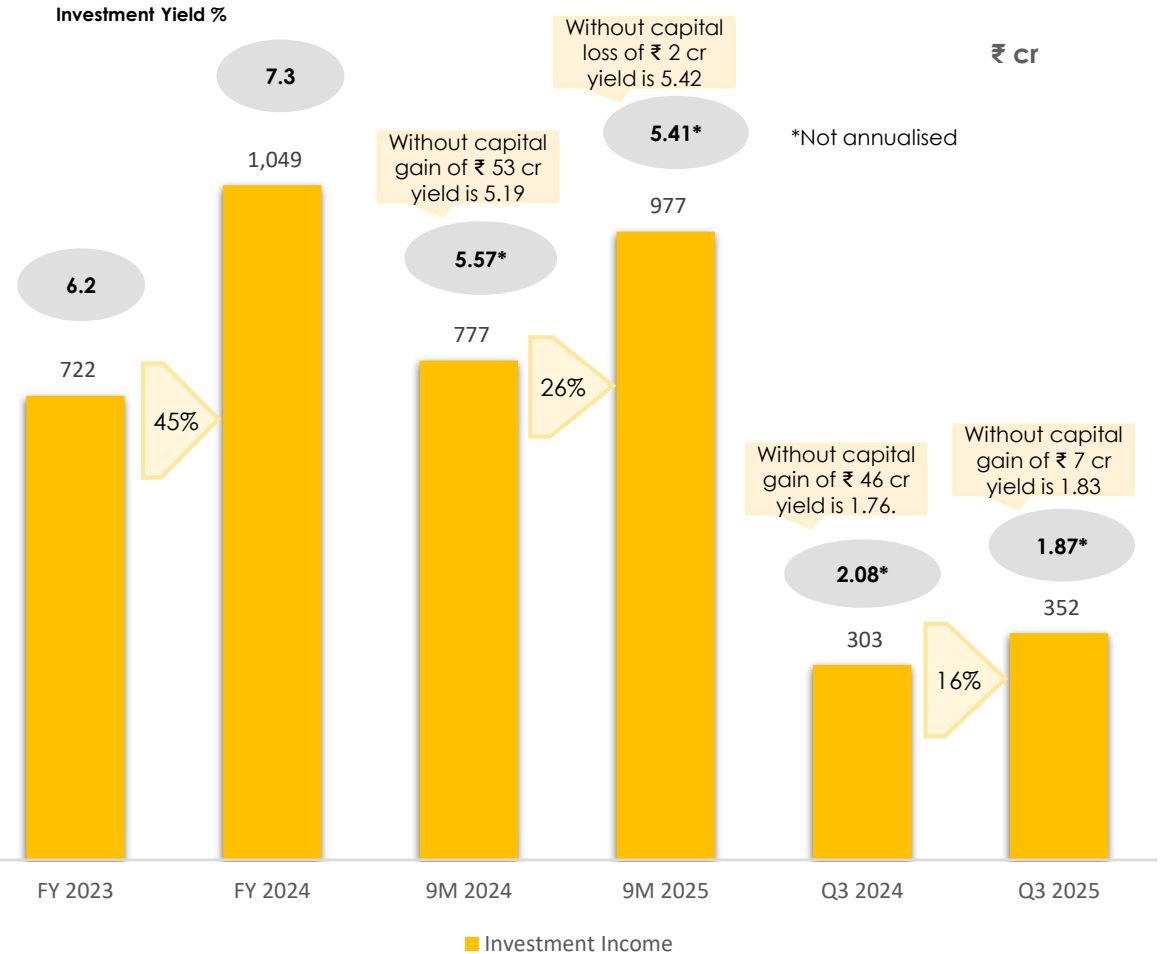
Assets under management

Investment Leverage

Times(AUM multiple to Net-worth)

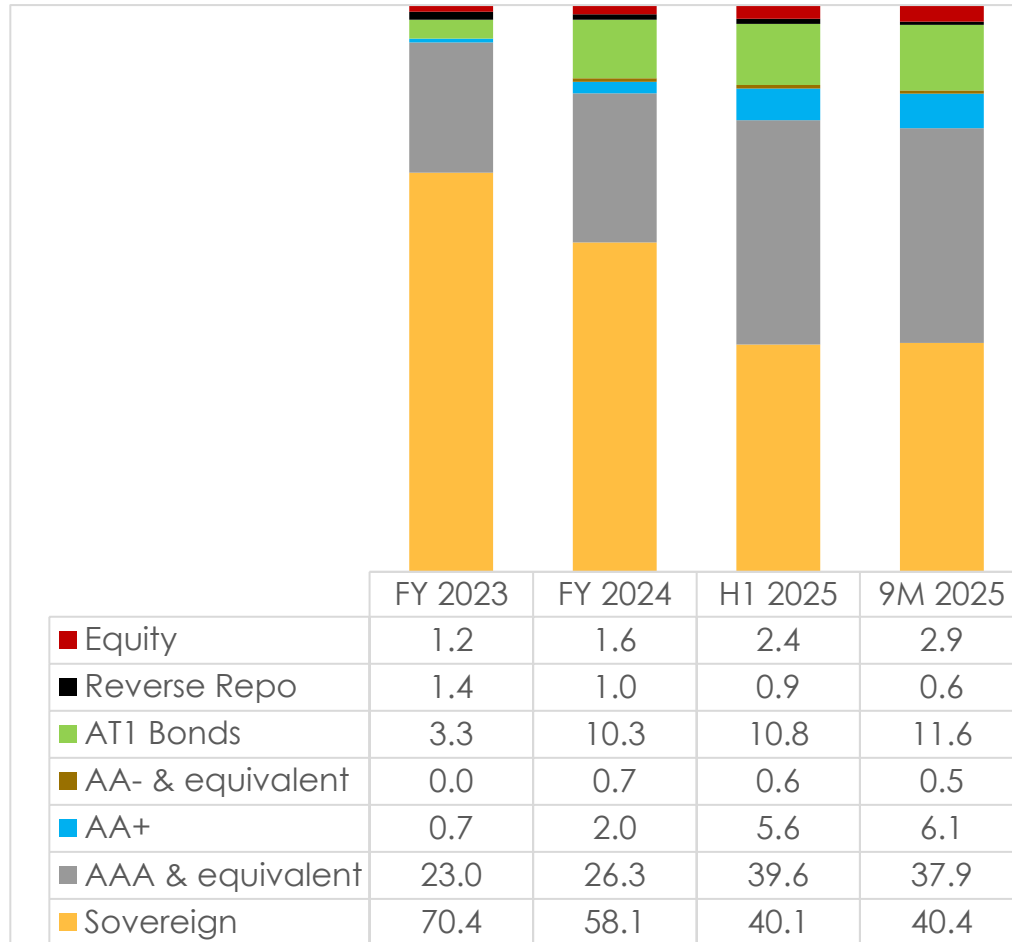


Investment Income & Yield

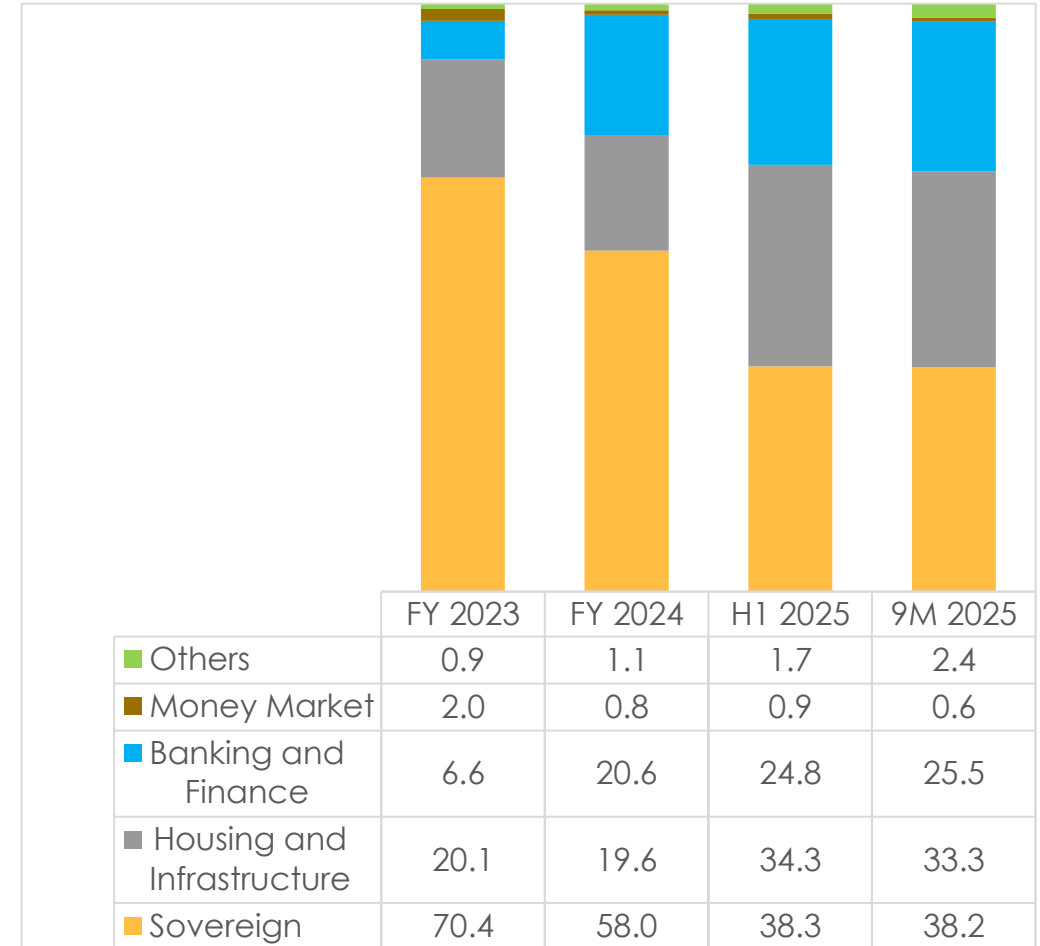


Investment Asset Allocation (%)

Rating Wise Exposure



Sector Wise Exposure



Loss Ratios (%)

| Particulars | FY2023 | FY 2024 | 9M 2024 | 9M 2025 | Q3 2024 | Q3 2025 |
|------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Motor OD | 69 | 66 | 65 | 67 | 64 | 69 |
| Motor TP | 69 | 60 | 61 | 66 | 61 | 65 |
| Health,Travel,PA | 72 | 94 | 93 | 83 | 106 | 83 |
| Fire | 38 | 86 | 96 | 62 | 103 | 63 |
| Marine | 91 | 80 | 91 | 42 | 113 | 21 |
| Engineering | 88 | 130 | 165 | 132 | 252 | 188 |
| Other | 56 | 80 | 76 | 86 | 89 | 91 |
| Total | 67 | 70 | 70 | 71 | 74 | 73 |

Distribution



Distribution Philosophy

Channel Agnostic

- Customer chooses the channel

Fragmented

- Onboarded 65000+ POSPs, 2500+ Agents, 600+ MISPs, 650+ Brokers, 26 Web Aggregators

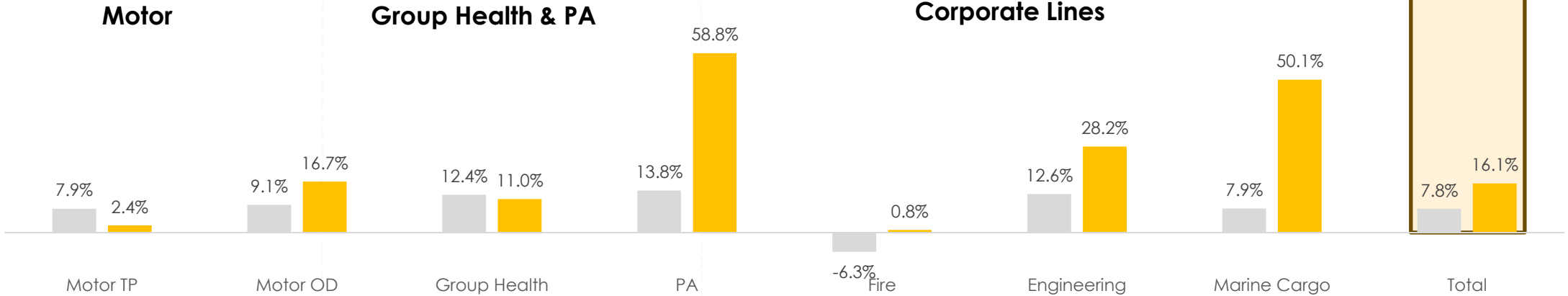
Aligned to profit pools-Steering

- Decision to enter, push or exit specific product/ segment/ geography/ partner solely based on profitability

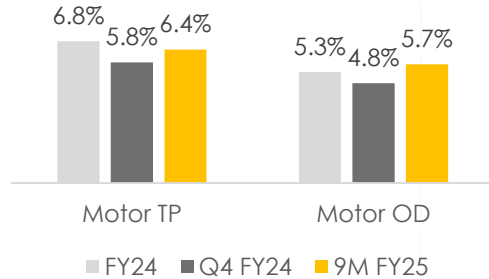
Deep Mining Relationships with Existing Partners and Customers for New opportunities

Focus Areas and Performance

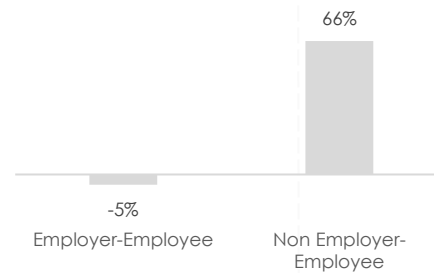
GWP growth Industry vs Digit – 9M FY 2024-25



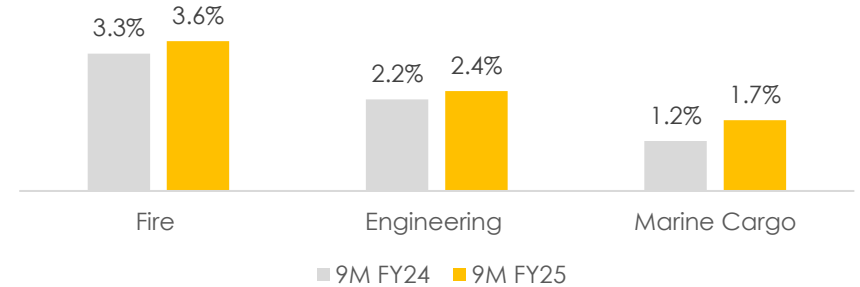
Digit Market Share



Group Health EE vs Non-EE



Digit Market Share



Source: Industry numbers from GI Council data

Renewal is a Large Opportunity – How we are Steering it



Four-Wheeler

- Channels where we can price at customer level, renewal are good v/s Channels where we don't have price control, renewals are less
- We introduced Green Renewals for specific channels
- Next Step – Using PAYD to underwrite high risk customers



Commercial Vehicles

- This is Transactional business, Premium rates are fixed
- Initiated Green Renewals on HCV using additional vehicle information and created a commission delta to attract profitable renewals
- A good chunk of vehicles tagged as Green in Q3



Two-Wheeler

- Low Renewals
- Driven by Dealership channel - Fully automated process

Motor – How we are Steering it

BUSINESS STEERING

- OEM Broking - Direct Premium Fetching with one OEM Broker
- OEM Broking – PAYD/ Win Back – live with one OEM Broker
- Non-OEM Broking - Better Price on basis of Additional Factors

CLAIMS & NETWORK STEERING

- Dealer Categorization – Red/ Green and change in mode of assessment
- Improved Claims Diversion
- New Initiatives :
 - Tie ups to facilitate pick & drop to preferred workshops
 - Making FNOL easier through increased touchpoints

Group Employer-Employee Health– How we are Steering it

BUSINESS STEERING

- Immense Price Competition, this has further increased with Fire Rates Going up from 1st Jan
- Our renewal ratio is less than 50% - market feedback for lost renewal cases is that the market is pricing these cases below claims cost ignoring factors like IBNR, inflation, Opex
- We are steering business through our differentiated offerings:
 - Inhouse TPA and Small GMC
 - GMC Voluntary Top Up

CLAIMS & NETWORK STEERING

- Fraud rule engine with 35+ triggers led to save leakages
- Claim investigation helped prevent leakage
- Non-Medical Expenses Automations helped identify leakages in claims
- Conversion of hospitals into GIPSA or STAR packages

Corporate Business– How we are Steering it

Industry Updates

- Rate hardening for property risk w.e.f. Jan '25 and expected to be on similar trend
- Any cession to Cross Border Reinsurance (CBR) is subject to collateral requirement of premium withheld @ 50% or Letter of Credit equivalent to expected liability

How are we steering?

PROPERTY

Large Risk:

- Participation in mega risks
- CBR capacity optimization

SME Risk:

- Rate hardening to boost growth
- Use of AI tools for risk selection

MARINE

- Focus on portal and technology
- Tap into new opportunities with economic growth

LIABILITY

- Increased Treaty Capacity
- Penetrate large corporates

Retail Health– How we are Steering it

Industry Updates

- High medical inflation is causing frequent premium adjustments, severely affecting insurance for senior citizens
- Restrictions on premium increase in case of senior citizens
- Market focussed on offsetting the worse experience of vintage portfolio with new business

While overall we remain bearish; with emerging stress in market, starting to see some opportunities

Our plan for growth

- Focus on Senior Citizens by further segmentation
- Focus on tier 3-4 cities
- Plan to target NRI segments in the future

Key Enablers

- Modular tech leading to granular offering for each segment
- GI partners being prioritised for scaling up health

Above strategy ensures low acquisition costs and long term sustainability

People Performance– How we are Steering it

Phase 1: Live

- **Dedicated Steering team**
- MIS on Steering – each partner, segment, location

Phase 2: Ready to Go Live

- **Automated dashboards** with identification of preferred and non preferred business for branches
- Enables faster decision making, decentralized steering

Phase 3: To be built

- **What-if analysis** – this will allow sales teams to perform scenario analysis



*Enabling Sales with speed,
efficiency and transparency*

Motor Underwriting



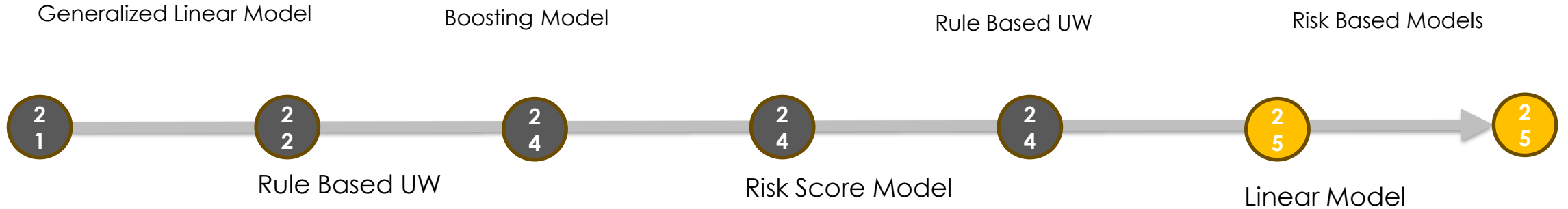
Motor TP – Digit Vs. Industry



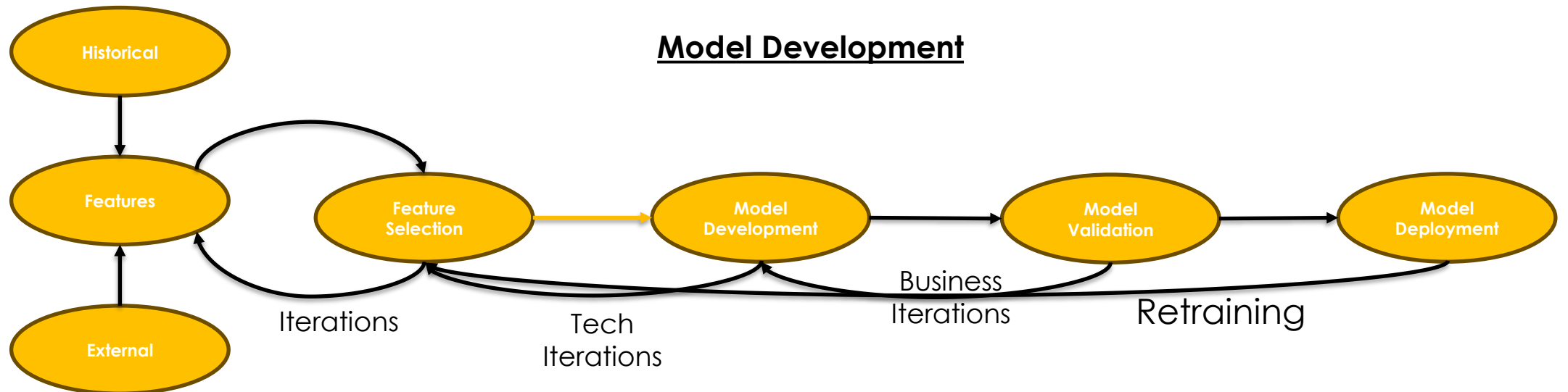
| TP claim number reported in per crore of risk Adjusted TP premium | | | |
|---|---------|---------|------------|
| Insurance Company | 2022_23 | 2023_24 | 2024_25 H1 |
| Go Digit | 4.6 | 3.3 | 3.5 |
| Insurer 1 | 5.8 | 5.6 | 5.5 |
| Insurer 2 | 6.6 | 5.9 | 6.0 |
| Insurer 3 | 6.7 | 6.9 | 6.0 |
| Insurer 4 | 7.9 | 6.7 | 6.9 |
| Insurer 5 | 8.2 | 6.8 | 7.1 |
| Insurer 6 | 9.4 | 8.9 | 8.6 |

Machine Learning in Underwriting

Journey So Far



Model Development



Machine Learning Models

Advantages

Low Underwriting Leakage

Custom Logics across different channels

Real Time Implementation

Customization

Freq Difference

Average Claim Size

Accepted vs Rejected

Revenue Loss Vs Expected Loss Prevented

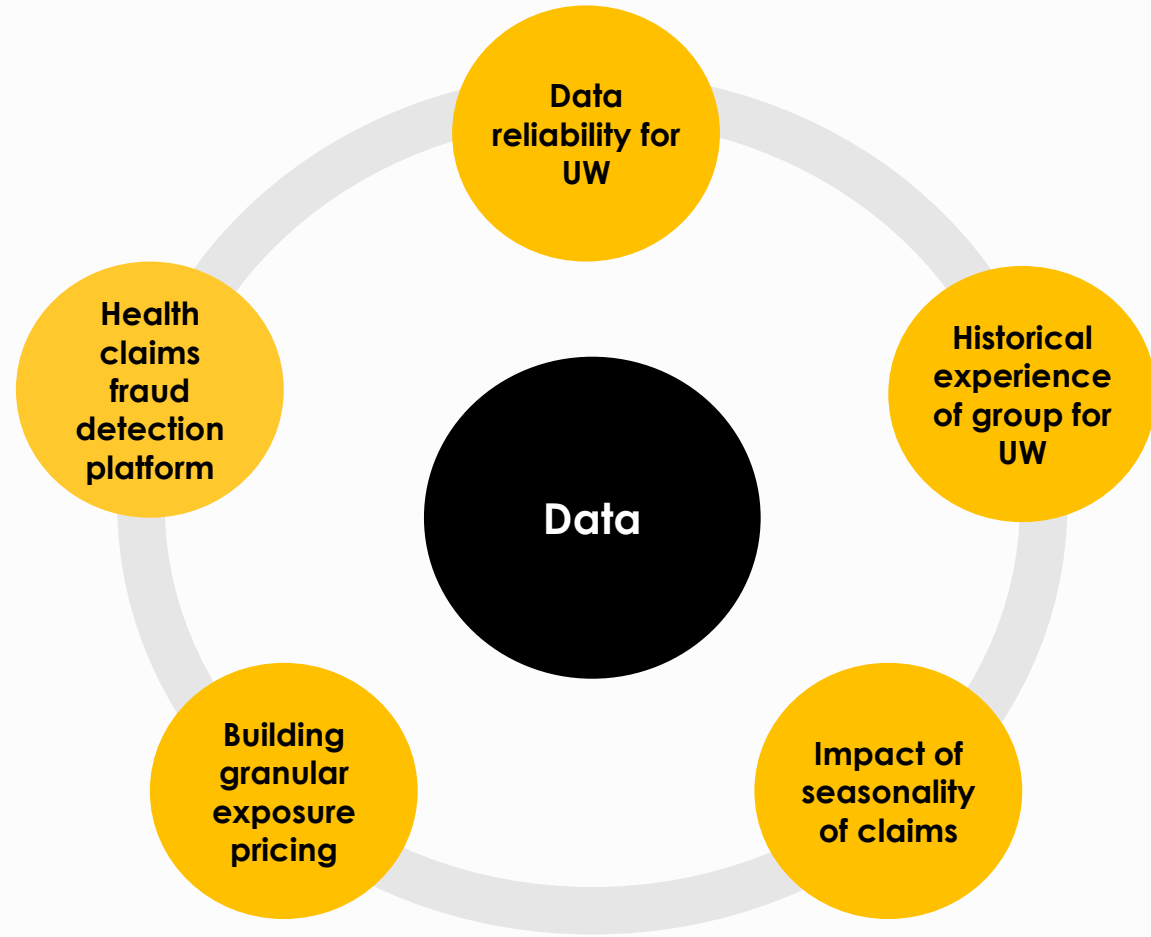
Observed Results

Employee Benefits



Group Health – Data as foundation of future

- **Data bank of all quotes** getting generated over years
- **UW rules looking at multi-year data** to identify data issues
- Underwriting teams access **multi-year data on UW screens** to take decision
- Claims data to build **fraud triggers**



Group Health – Generalized Linear Model

- Helps to identify profitable opportunities in a market that traditionally uses previous years claim experience alone to calculate prospective year premium.
- Helps to avoid pit-falls of data manipulation or mis-representation – Exposure rating in smaller groups
- Granular segmentation leads to higher accuracy of pricing in the SME segment and hence higher business accretion
- Allows transition from common offering to all members of a group to custom offerings for each member in a group

Group Health – Quote Intelligence

- **Data bank of all quotes**
- **UW rules looking at multi-year data**
- **multi-year data on UW screens to take decision**



Group Health – Quote Intelligence

- Consistent flow of claims year on year
- Coverages have not changed over 3 years
- Average claims are increasing at a higher rate than the assumed inflation

Group Health – Quote Intelligence

- Higher LR in running year due to higher claims per member which is significantly higher than previous 2 years of experience
- Coverages have not changed over 3 years
- Exceptional claims identified and discount given on pricing.
- High per member claims for 2 years. Current year experience is lower.
- In pricing this case, we can reduce weightage of current year claims

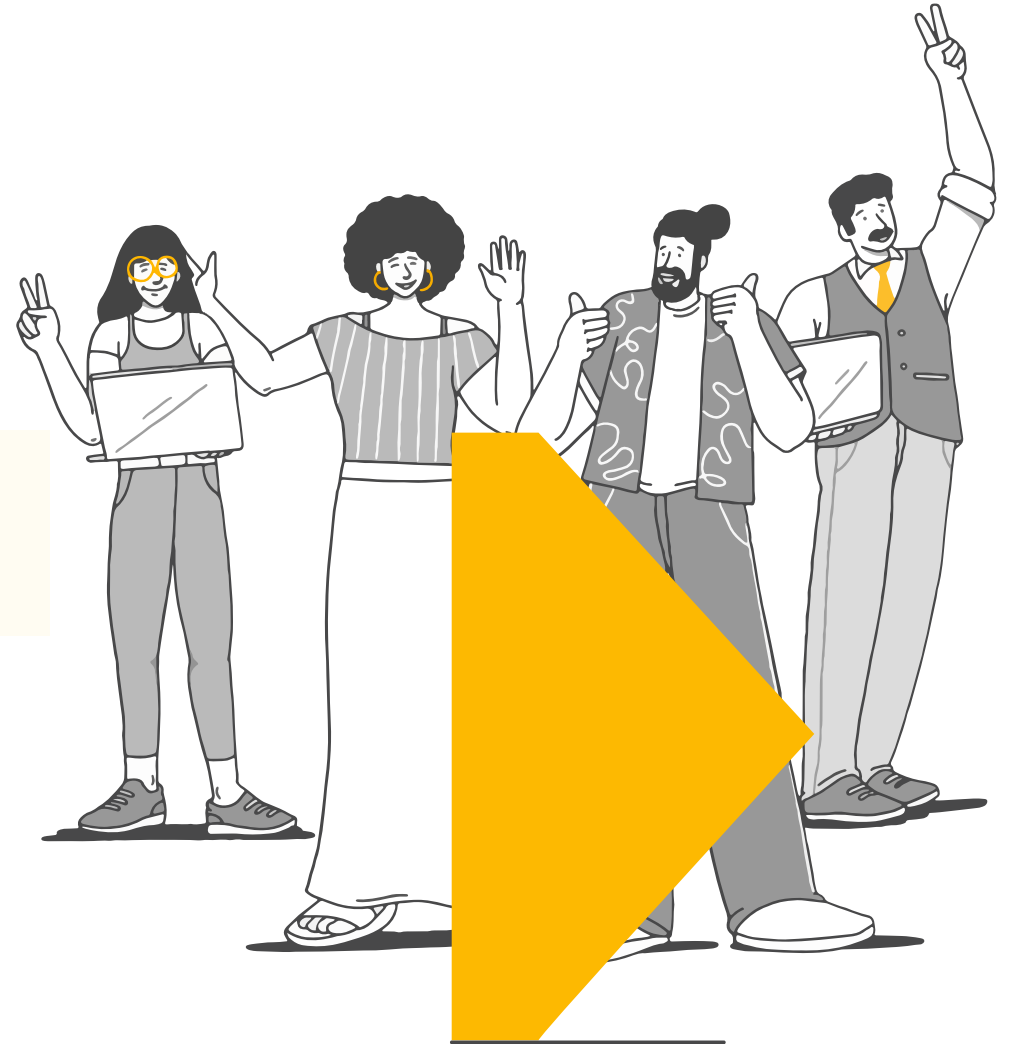
Commercial Lines



Rate Movement and GWP Mix

- ✓ **Pricing Pressure in Mid Size Segments** where highest rate drop has been seen and rates are least, we have actively taken conservative stance on this segment due to loss ratios and high reduction in premium rates
- ✓ Focus Areas:
 - ✓ Segments upto 500 Cr Sum insured is expected to see rise in rates due to pricing revision in Jan'25, thus making it an opportune to focus.
 - ✓ Large risks - focus on expanding our corporate client base, which will enhance the diversification of our portfolio.

Tech @ Digit



Quote Intelligence in Group Health

The Problem

Our Solution

- ✓ **Leverage past quote data** for data driven pricing tool
 - Analyze **group behavior using past RFQs**
 - Standardized Pricing based on **consistent trends**
- ✓ **Update past assumptions** of group behavior

Quote Intelligence

Underwriter View - Search Screen

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GMC

GSTIN/PAN Number: Proposal Quote Number: Insured Name: IMD Code:

Quote From Date: Quote To Date: Status: DD Ticket Number:

| Quote Number | Insured Name | IMD Code | IMD Name | Quote Date | UW Status | Product Name | Action |
|--------------|--------------|------------|------------|-------------|-----------------|--------------|--------|
| PU000017117 | [REDACTED] | [REDACTED] | [REDACTED] | 25-Jul-2024 | Pending With UW | GMC | [Edit] |

Showing 1 to 10 of 1 entries

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Select Version | Summary View | Coverages | Premium Coefficients | **UW View** | Documents | Previous Year Quotes (3)

MULTI-MANDATE CHECK

| Quote Number | Insured Name | Quote Created Date | RID | IMD Name / IMD Code | No of Option | STP / NSTP | UW Name | No. of Lives | DD Ticket No. |
|--------------|--------------|--------------------|-------------|---------------------|--------------|------------|------------|--------------|---------------|
| PU000017117 | [REDACTED] | 25-Jul-2024 | 07-Aug-2024 | [REDACTED] | 1 | STP | [REDACTED] | 299 | GUN-7261 |

SELECT OPTION

| | |
|------------------------|------------------------|
| Option No | Base Option |
| Option Type | Expiring |
| Option Desc | NA |
| Option Status | Option Pending With UW |
| Is Final Option | No |
| No. of Package | 2 |
| Gross Premium | ₹45,34,774.03 |
| Last Updated Date | 31-Jul-2024 |
| Last Updated By | [REDACTED] |
| Approved By | [REDACTED] |
| Uploaded Member Data | [REDACTED] |
| Custom Package Enabled | No |

Net Premium: 38,43,028.84 | Proposal Quote Number: PU000017117 | Quote Number: GP000014229 | Option Selected: Base Option

Quote Intelligence

Underwriter View (Quote Selection and Comparison)

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Select Version Summary View Coverages Premium Coefficients UW View Documents **Previous Year Quotes (3)**

Select previous quotes to compare

Quote No. Quote Type Created From Date Created To Date IMD Name **Filter** **Reset**

| <input type="checkbox"/> | Quote No. | GST No. | Partner | Quote Type | RID | Creation Date | Family Comp | No. of lives | As at claims date | Incurred Amount | Premium Quot |
|-------------------------------------|-----------|---------|---------|----------------|-------------|---------------|-------------|--------------|-------------------|-----------------|--------------|
| <input checked="" type="checkbox"/> | 000432943 | | | Expiring Terms | 07-Aug-2022 | 11-Jul-2023 | ESCP | 265 | 28-Jun-2023 | 20,12,876 | 36,65,760 |
| <input type="checkbox"/> | 000433991 | | | Expiring Terms | 07-Aug-2022 | 12-Jul-2023 | ESCP | 265 | 28-Jun-2023 | 20,12,876 | 35,89,282 |
| <input checked="" type="checkbox"/> | 000188530 | | | Expiring Terms | 07-Aug-2021 | 14-Jul-2022 | ESCP | 322 | 05-Jul-2022 | 20,93,299 | 39,33,307 |

2 quotes selected **Compare**

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Select Version Summary View Coverages Premium Coefficients UW View Documents **Previous Year Quotes (3)**

← Quote Comparison
Insured name:

Policy Basic Details Main Coverages Check CompareAll

| Expiring Policy Basic Details | Quote 2 (14-Jul-2022) | Quote 1 (11-Jul-2023) | Current Quote (25-Jul-2024) | Flag | UW Check |
|-------------------------------|--|--|--|-------------------------------------|-------------------------------------|
| Quote No | 000188530 | 000432943 | PU000017117 | | |
| Insurer | | | United | | |
| TPA | | | Paramount | | |
| Industry | IT/Software or Consultancy | Industrial / Manufacturing/ Construction | Software/Technology services/IT & ITES/Telecommunication | | |
| Sum Insured Type | Floater | Floater | Floater | | |
| Family Definition | ESCP | ESCP | ESCP | | |
| Risk Inception Date | 07-Aug-2021 <input type="text" value="v"/> | 07-Aug-2022 <input type="text" value="v"/> | 07-Aug-2023 <input type="text" value="v"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Risk End Date | 06-Aug-2022 <input type="text" value="v"/> | 06-Aug-2023 <input type="text" value="v"/> | 06-Aug-2024 <input type="text" value="v"/> | | |
| As at Date of Claims Data | 05-Jul-2022 <input type="text" value="v"/> | 28-Jun-2023 <input type="text" value="v"/> | 08-Jul-2024 <input type="text" value="v"/> | | |
| Premium at Inception | 33,90,000 | 35,21,468 | 24,85,000 | | |

Save Comparison

Quote Intelligence

Underwriter View (Quote Comparison – Metrics)

| As at Date of Claims Data | 05-Jul-2022 | 28-Jun-2023 | 08-Jul-2024 | | |
|------------------------------------|-------------|-------------|-------------|--|-------------------------------------|
| Premium at Inception | 33,90,000 | 35,21,468 | 24,85,000 | | |
| Premium at Expiry | 33,90,000 | 34,81,356 | 27,04,336 | | |
| Earned Premium | 30,92,795 | 31,27,289 | 23,89,080 | | |
| Members at Inception | 306 | 322 | 265 | | <input checked="" type="checkbox"/> |
| Members at Expiry | 322 | 283 | 299 | | |
| Group Size Adjustment | 102.55% | 87.60% | 106.03% | | |
| Earned Member Year | 286 | 270 | 260 | | |
| Incurred Amount - User Input | 20,93,299 | 20,12,876 | 20,62,009 | | |
| Claimed Amount - Std. Claims Dump | 21,68,976 | 25,82,097 | 25,41,448 | | |
| Incurred Amount - Std. Claims Dump | 18,98,699 | 20,11,776 | 20,62,009 | | <input checked="" type="checkbox"/> |
| Incurred Loss Ratio | 67.68% | 64.36% | 86.31% | | <input checked="" type="checkbox"/> |
| Claim Settlement Ratio | 96.51% | 77.96% | 81.14% | | |
| Unique Members Claiming | 14 | 25 | 15 | | |
| Unique Employees Claiming | 14 | 25 | 15 | | |
| Average Claims Size | 1,35,621 | 80,471 | 1,37,467 | | |
| Frequency of Claims | 4.89% | 9.25% | 5.78% | | |

| Digit Quote Details | | | | | |
|--|-----------|-----------|-----------|--|-------------------------------------|
| No. of Quoted Lives | 322 | 265 | 299 | | |
| Expiring policy Rate per Member | 11,078 | 10,936 | 9,377 | | |
| Per Life Rate Change | | -1.28% | -14.25% | | |
| Burn Cost per Member | 8,882 | 8,625 | 8,755 | | <input checked="" type="checkbox"/> |
| Burn Cost per Member Change | | -2.63% | 1.24% | | |
| Total Premium Quoted | 39,33,307 | 36,65,760 | 38,43,029 | | |
| Premium Quoted per Member | 12,215 | 13,833 | 12,853 | | |
| Risk Premium Quoted per Member | 10,505 | 12,381 | 11,054 | | |
| COR on Risk Premium per Member | | 86.44% | 74.25% | | |
| Experience Rate Quoted per Member | 8,077 | 8,189 | 8,930 | | <input checked="" type="checkbox"/> |
| COR on Experience Rate Quoted per Member | | 112.42% | 112.26% | | |
| Exposure Rate Quoted per Member | 11,543 | 15,195 | 12,078 | | <input type="checkbox"/> |
| COR on Exposure Rate Quoted per Member | 0 | 76.88% | 60.27% | | |
| Inflation Assumption | 5.00% | 5.00% | 5.00% | | |
| IBNR Assumption | 5.00% | 5.00% | 5.00% | | |
| Management Expenses | 2.00% | 0.50% | 4.00% | | |
| Profit Margin | 2.00% | 1.00% | 1.00% | | |
| TPA Fee | 2.50% | 1.50% | 1.50% | | |
| Brokerage | 7.50% | 7.50% | 7.50% | | |

Quote Intelligence

Underwriter View (Consistency Flags and Weighted Average Burn Cost)

| | | | | | |
|--|--------|---------|---------|--|-------------------------------------|
| Premium Quoted per Member | 12,215 | 13,833 | 12,853 | | |
| Risk Premium Quoted per Member | 10,505 | 12,381 | 11,054 | | |
| COR on Risk Premium per Member | | 86.44% | 74.25% | | |
| Experience Rate Quoted per Member | 8.077 | 8.189 | 8.930 | | <input checked="" type="checkbox"/> |
| COR on Experience Rate Quoted per Member | | 112.42% | 112.26% | | |
| Exposure Rate Quoted per Member | 11,543 | 15,195 | 12,078 | | <input type="checkbox"/> |
| COR on Exposure Rate Quoted per Member | 0 | 76.88% | 60.27% | | |
| Inflation Assumption | 5.00% | 5.00% | 5.00% | | |
| IBNR Assumption | 5.00% | 5.00% | 5.00% | | |
| Management Expenses | 2.00% | 0.50% | 4.00% | | |
| Profit Margin | 2.00% | 1.00% | 1.00% | | |
| TPA Fee | 2.50% | 1.50% | 1.50% | | |
| Brokerage | 7.50% | 7.50% | 7.50% | | |
| Digit Lead Share | - | - | - | | |
| Sales Call Taken | - | - | - | | |

Consistent Data Weightage

| | | | |
|-------------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Weightage | <input type="text" value="50"/> | <input type="text" value="10"/> | <input type="text" value="40"/> |
| Weighted Average Burn Cost Per Life | | | |

| | | | | | |
|--|--------|---------|---------|--|-------------------------------------|
| Risk Premium Quoted per Member | 10,505 | 12,381 | 11,054 | | |
| COR on Risk Premium per Member | | 86.44% | 74.25% | | |
| Experience Rate Quoted per Member | 8.077 | 8.189 | 8.930 | | <input checked="" type="checkbox"/> |
| COR on Experience Rate Quoted per Member | | 112.42% | 112.26% | | |
| Exposure Rate Quoted per Member | 11,543 | 15,195 | 12,078 | | <input checked="" type="checkbox"/> |
| COR on Exposure Rate Quoted per Member | 0 | 76.88% | 60.27% | | |
| Inflation Assumption | 5.00% | 5.00% | 5.00% | | |
| IBNR Assumption | 5.00% | 5.00% | 5.00% | | |
| Management Expenses | 2.00% | 0.50% | 4.00% | | |
| Profit Margin | 2.00% | 1.00% | 1.00% | | |
| TPA Fee | 2.50% | 1.50% | 1.50% | | |
| Brokerage | 7.50% | 7.50% | 7.50% | | |
| Digit Lead Share | - | - | - | | |
| Sales Call Taken | - | - | - | | |

Consistent Data Weightage

| | | | |
|-------------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Weightage | <input type="text" value="50"/> | <input type="text" value="10"/> | <input type="text" value="40"/> |
| Weighted Average Burn Cost Per Life | | | 8806 |

Quote Intelligence

Underwriter View (Premium Calculation – System vs Quote Intelligence Premium)

| Office Premium Adjustments | | | |
|-----------------------------------|------------|------------------------------|--------|
| Office Premium Coefficients | System | UW Adjusted | Remark |
| Experience Rate | 2482521.57 | 2482510.18 | |
| Exposure Rate | 4348821.55 | 4348821.553835245 | |
| Credibility Weight (%) | 32.5576 | 32.5576 | |
| Credibility Weighted Average | 3741198.30 | 3741195.36 | |
| Development Triangle-Risk Premium | 0.0 | 0 | - |
| % of Expiring Rate | 0 | 0 | |
| % of Expiring Rate - Risk Premium | | | |
| Take Risk Premium from | | Credibility Weighted Average | |
| Risk Premium | 3741198.30 | 2632994.00 | |
| Brokerage (%) | 7.5 | 7.5 | |
| Excess Split Ratio (%) | 80 | 80 | |

Net Premium 42,75,651.84 | Proposal Quote Number P000077263 | Quote Number GP000065393 | Option Selected Base Option

[Save](#) [Forward To Sales](#) [Calculate Premium](#) [Download Quote](#)

| Office Premium Adjustments | | | |
|-----------------------------------|------------|----------------------|----------------------------|
| Office Premium Coefficients | System | UW Adjusted | Remark |
| Experience Rate | 2482521.57 | 2482510.18 | |
| Exposure Rate | 4348821.55 | 4348821.553835245 | |
| Credibility Weight (%) | 32.5576 | 32.5576 | |
| Credibility Weighted Average | 3741198.30 | 2632994.00 | |
| Development Triangle-Risk Premium | 0.0 | 2632994 | Weighted Average Burn Cost |
| % of Expiring Rate | 0 | 0 | |
| % of Expiring Rate - Risk Premium | | | |
| Take Risk Premium from | | Development Triangle | |
| Risk Premium | 0.0 | 2632994 | |
| Brokerage (%) | 7.5 | 7.5 | |
| Excess Split Ratio (%) | 80 | 80 | |

Net Premium 30,09,136.00 | Proposal Quote Number P000077263 | Quote Number GP000065393 | Option Selected Base Option

[Save](#) [Forward To Sales](#) [Calculate Premium](#) [Download Quote](#)

Automating Claims

Motor Admissibility – From Data to Insights

The Problem

- × **Data based admissibility checks**, scattered across different parts of the process
- × **Manual comparison process** that is time-consuming, prone to misses & errors, and impacts overall productivity
- × **Downstream actions** to be done separately

Our Solution

- ✓ **20+ automated** checks
- ✓ Potential **fraud triggers identified at the beginning** of the claim journey
- ✓ Pass **Non-Technical Endorsements in real time**
- ✓ Reduced **admissibility process time**
- ✓ Reduced **Outbound Verification process time**

Automating Claims

Motor Admissibility – Updated Version

Admissibility ▾
Dashboard

| | | | | | | |
|------------|------------|--------------|--------------------|---------------------|---------------|------------------|
| Claim No. | Policy No. | Insured Name | Insured Mobile No. | Registration Source | Reported By | Vehicle Location |
| [REDACTED] | [REDACTED] | [REDACTED] | *****7077 | Call Centre | Policy holder | Home |

Admissibility Check Results
2 Mismatches

Policy
0 Mismatch
✔ All are matched

| | | |
|--------------------------------|-------------------------------|--|
| Insurable Interest | Name In Policy [REDACTED] | Name In Vahan [REDACTED] |
| | Owner S No (Policy) 1 | Owner S No (Vahan) 1 |
| Insured Contact Details | Number in Policy *****7077 | Number in FNOL *****7077 |
| Close Proximity | Date of Loss 05-Feb-2025 | Close Proximity 270days since inception |
| End Proximity | Date of Loss 05-Feb-2025 | End Proximity 94 days to end policy |
| 64VB | Status Cleared | |

Vehicle
2 Mismatches

Model-Variant
Cubic Capacity

| | | | | |
|-----------------------|--------------------------------------|-----------------------------------|---------------------------------------|--------------------------------------|
| Model-Variant | As per Policy 450 X E BIKE | As per Vahan ATHER 450X | <input type="checkbox"/> Refer to Ops | <input type="checkbox"/> Ok to Waive |
| Cubic Capacity | As per Policy 137 CC | As per Vahan 0 CC | ✔ Added to Alerts | |

| | | |
|----------------------------------|---------------------------------------|---------------------------------|
| Policy Break-In | Previous Policy Expiry 10-May-2024 | Policy Inception 11-May-2024 |
| NCB & Previous Claims | NCB in Previous Policy 0 | Previous Claims IIB NO |
| | NCB in Current Policy 20 | |

| | | |
|------------------------------|-----------------------------------|------------------------------------|
| Registration No | Reg No in Policy OD33AJ0705 | Reg No in FNOL OD33AJ0705 |
| Registration Validity | Start as per Vahan 12-May-2023 | Expiry as per Vahan 11-May-2038 |
| | Date of Loss 05-Feb-2025 | |

Automating Claims

Motor Auto Assessment

- ✓ **AI** based automated **identification of damage**
- ✓ **ML powered recommendation** for repair / replacement and **damage estimates**
- ✓ **Reduces Manual assessment effort** and TAT
- ✓ Reduced the Assessment Process time substantially for **Windshield Claims**

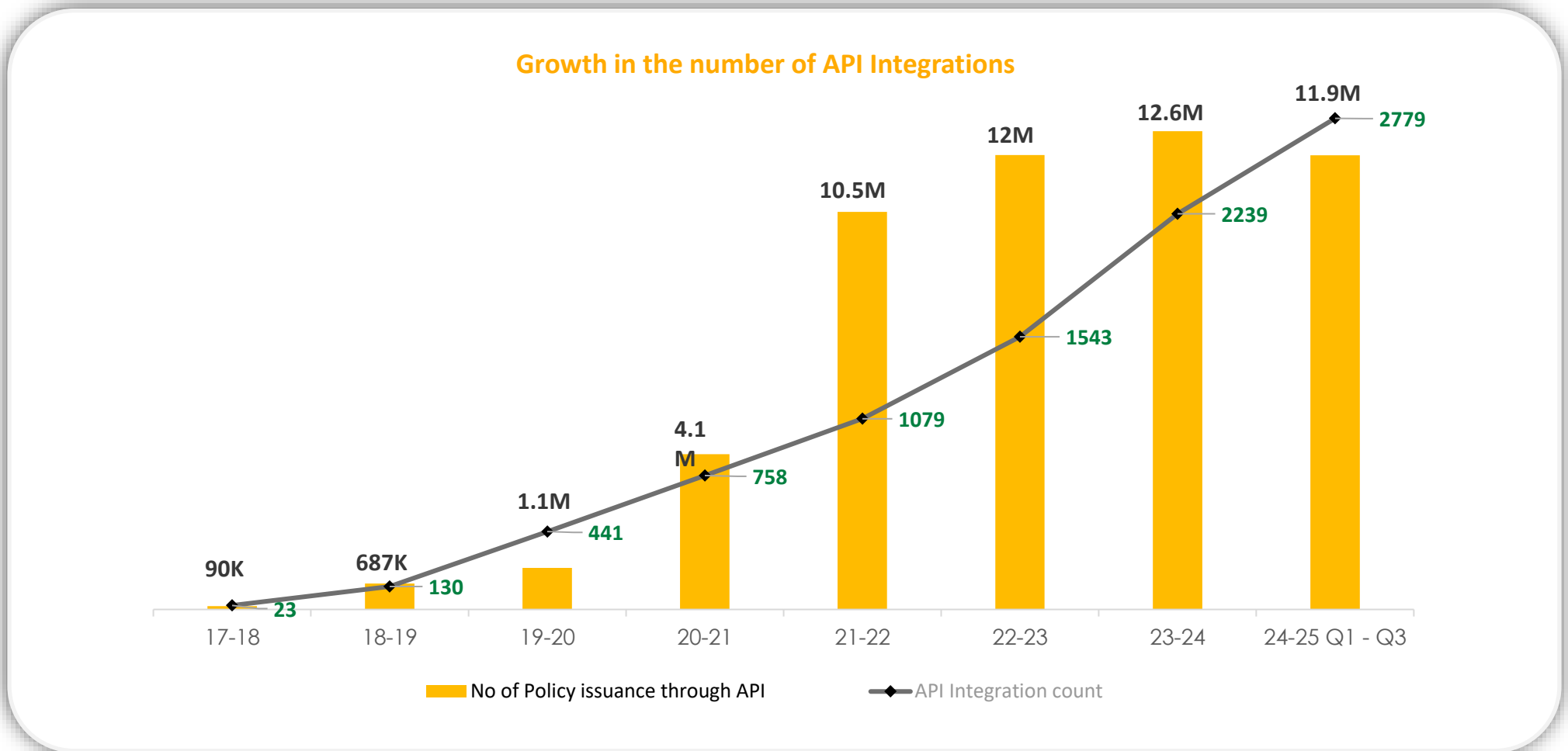
One API

Partner Portal

- ✓ **Quick API** integration
- ✓ **No technical expertise** required
- ✓ Extremely **flexible** and **versatile**
- ✓ Almost **400 active Integrations**
- ✓ **27 Million transactions** per month

One API

Our API Integrations Since Inception




Total API count including all partners, networks and channels

One API

Example – Integration

Shop Insurance

Benefits | Brochure | Policy Wording | Claims



Insure your shop content today!

Cover your business against losses due to burglary, fire, flood and more.

Select your insurance cover

Your coverage should consider the cost of goods & assets like furniture, computers, etc.

| | | | | | | | |
|------------------------|--------|------------------------|--------|------------------------|--------|------------------------|--------|
| ₹ 3 Lac At ₹ 390 | Select | ₹ 4 Lac At ₹ 499 | Select | ₹ 5 Lac At ₹ 649 | Select | ₹ 7.5 Lac At ₹ 975 | Select |
| ₹ 10 Lac At ₹ 1,199 | Select | ₹ 15 Lac At ₹ 1,949 | Select | ₹ 20 Lac At ₹ 2,499 | Select | ₹ 25 Lac At ₹ 3,249 | Select |

Note: Any loss or damage within 15 days from the policy start date will not be covered under the policy

Insurer: Go Digit General Insurance Ltd
Powered by Jio Insurance Broking Ltd

Need help choosing a cover? [Know more](#)

Jio Insurance Broking Limited (formerly known as Reliance Retail Insurance Broking Limited) | CIN: U67200MH2006PLC165651 | IRDAI License No 347 Direct Broker (Life and General) valid till 11/03/2025

Registered office:- 3rd Floor, Court House, Lokmanya Tilak Marg Dhoobi Talao, Mumbai - 400 002, India | Corporate Office: 1st Floor, B Wing, Building 25, Dhirubhai Ambani Knowledge City (DAKC), City One Khairane, Dhoob Talao, Maharashtra - 400 710 | Email: customer.care@joinsure.in | Website: www.joinsure.in | Insurance is the subject matter of solicitation.

| | |
|-----------------|----------------|
| Insurance cover | Premium amount |
| ₹10 Lacs | ₹1,199 |

[Proceed](#)

Checkout

Shop insurance

GoDigit Insurance
Digit My Business Flexi Policy

Coverage: ₹ 10 Lacs | Tenure: 12 months

Shop owner details

Full name:

Enter mobile number:

Email address:

We will send your policy documents to this email id

I would like to receive policy-related communications on my WhatsApp number. Please uncheck this option if you prefer not to receive them

I agree to the terms & conditions and confirm that I have a pucca (RCC) shop and that my shop is not located in the basement and no losses have been reported in past 3 years

Shop details

Category:

Registered shop name:

Name should be same as in shop registration certificate

Registered shop address:

Registered pincode:

NORTH WEST DELHI Delhi

Jio Insurance Broking Limited (formerly known as Reliance Retail Insurance Broking Limited) | CIN: U67200MH2006PLC165651 | IRDAI License No 347 Direct Broker (Life and General) valid till 11/03/2025

Registered office:- 3rd Floor, Court House, Lokmanya Tilak Marg Dhoobi Talao, Mumbai - 400 002, India | Corporate Office: 1st Floor, B Wing, Building 25, Dhirubhai Ambani Knowledge City (DAKC), MIDC, Kopar Khairane, Navi Mumbai, Maharashtra - 400 710 | Email: customer.care@joinsure.in | Website: www.joinsure.in | Insurance is the subject matter of solicitation.

[Terms & Conditions](#), [Privacy Policy](#)

| | |
|-----------------|----------------|
| Insurance cover | Premium amount |
| ₹10 Lacs | ₹1,199 |

[Pay Now](#)

Fraud Engine - Next Steps



Fraud Engine Capabilities to be extended to

- Motor Third Party Claims
- Non-Motor Underwriting
- Non-Motor Claims

Flood Risk Tool

- ✓ We are **adding more attributes** to **increase model's accuracy** while **reducing false positives**
- ✓ flood risk tool **cannot be implemented currently** for Motor Underwriting





Industry Analysis

IGAAP COR is not the reflection of ROE

| Digit 9M 2024-25 | | | |
|-----------------------------------|--------------|-----------------------------------|------------------------|
| Particulars | Actual | Additional Cession ⁽¹⁾ | Revised ⁽¹⁾ |
| Gross Written Premium | 7,706 | - | 7,706 |
| Net Written Premium | 6,197 | -100 | 6,097 |
| Net Earned Premium | 5,799 | -75 | 5,724 |
| Net Incurred Claim | 4,140 | -75 | 4,065 |
| Commission (Net) | 1,630 | -4 | 1,626 |
| Operating Expenses | 669 | - | 669 |
| Underwriting Results | -640 | 4 | -636 |
| Combined Ratio (COR) (%) | 108.5 | - | 108.7 |
| Investment Income | 949 | - | 949 |
| Profit Before Tax | 309 | 4 | 313 |
| Net-worth [Equity] | 3,924 | 4 | 3,928 |
| Return On Equity (ROE) (%) | 9.6 | - | 9.7 |

Outcome: With additional cession Return On Equity (ROE) might have improved with deteriorating Combined Ratio (COR)

IGAAP COR can be improved by way of upfront booking of reinsurance commission

| Motor (9M 2024-25) | Actual – One Insurer | | | Digit Actual | | | Digit Revised ⁽¹⁾ | | | Digit 9M 2024-25 | | |
|-----------------------|----------------------|-------------|-------------|--------------|------------|-------------|------------------------------|-------------|-------------|-----------------------|--------------|------------------------|
| Particulars | OD | TP | Total | OD | TP | Total | OD | TP | Total | Particulars | Actual | Revised ⁽¹⁾ |
| Gross Written Premium | 2,320 | 2,255 | 4,575 | 1,692 | 2,693 | 4,385 | 1,692 | 2,693 | 4,385 | Gross Written Premium | 7,706 | 7,706 |
| Comm & Opex | 1,029 | 804 | 1,833 | 919 | 1,105 | 2,024 | 919 | 1,105 | 2,024 | Net Written Premium | 6,197 | 4,669 |
| Total (%) | 44.4 | 35.7 | 40.1 | 54.3 | 41.0 | 46.2 | 54.3 | 41.0 | 46.2 | Net Earned Premium | 5,799 | 4,369 |
| Cession | 870 | 899 | 1,769 | 70 | 110 | 180 | 635 | 1,074 | 1,708 | Net Incurred Claim | 4,140 | 3,119 |
| Cession (%) | 37.5 | 39.9 | 38.7 | 4.1 | 4.1 | 4.1 | 37.5 | 39.9 | 39.0 | Commission (Net) | 1,630 | 932 |
| RI Commission | 300 | 417 | 717 | 13 | 6 | 19 | 219 | 498 | 717 | Operating Expenses | 669 | 669 |
| RI Commission (%) | 34.5 | 46.4 | 40.5 | 18.6 | 5.5 | 10.6 | 34.5 | 46.4 | 42.0 | Underwriting Results | -640 | -352 |
| | | | | | | | | | | Combined Ratio | 108.5 | 105.7 |

Outcome: COR might have improved by 2.8% with booking of upfront Reinsurance Commission.

NEP COR is the true reflection of Underwriting Results

| Insurer | Period | GWP | NWP | NEP | NIC | Expenses | UW Results | IGAAP COR (%) | COR on NEP (%) |
|-----------|--------|--------|--------|--------|--------|----------|------------|---------------|----------------|
| Insurer 1 | Dec-24 | 21,354 | 15,280 | 14,575 | 10,244 | 4,991 | -660 | 102.9 | 104.5 |
| | Mar-24 | 25,594 | 18,166 | 16,866 | 11,939 | 5,907 | -980 | 103.3 | 105.8 |
| | Mar-23 | 21,772 | 15,540 | 14,823 | 10,726 | 4,987 | -890 | 104.5 | 106.0 |
| Insurer 2 | Sep-24 | 9,024 | 4,029 | 4,706 | 4,437 | 991 | -721 | 118.9 | 115.3 |
| | Mar-24 | 18,802 | 10,439 | 9,574 | 8,396 | 2,551 | -1,373 | 112.1 | 114.3 |
| | Mar-23 | 16,873 | 8,881 | 8,035 | 6,423 | 2,074 | -462 | 103.3 | 105.7 |
| Insurer 3 | Sep-24 | 9,205 | 5,767 | 5,142 | 3,741 | 2,180 | -779 | 110.6 | 115.1 |
| | Mar-24 | 15,423 | 9,992 | 9,297 | 6,641 | 3,783 | -1,127 | 109.3 | 112.1 |
| | Mar-23 | 13,448 | 8,631 | 8,233 | 6,059 | 3,100 | -926 | 109.5 | 111.2 |
| Insurer 4 | Sep-24 | 6,666 | 4,077 | 4,266 | 3,673 | 1,009 | -416 | 110.8 | 109.8 |
| | Mar-24 | 12,731 | 8,499 | 7,050 | 6,056 | 1,898 | -904 | 108.2 | 112.8 |
| | Mar-23 | 10,888 | 5,746 | 4,884 | 3,845 | 1,609 | -570 | 106.7 | 111.7 |
| Digit | Dec-24 | 7,706 | 6,197 | 5,799 | 4,140 | 2,299 | -640 | 108.5 | 111.0 |
| | Mar-24 | 9,016 | 7,731 | 7,096 | 4,990 | 2,968 | -862 | 108.7 | 112.1 |
| | Mar-23 | 7,241 | 5,908 | 5,164 | 3,471 | 2,375 | -682 | 107.4 | 113.2 |
| Insurer 5 | Sep-24 | 4,136 | 2,860 | 2,732 | 1,976 | 1,071 | -315 | 109.8 | 111.5 |
| | Mar-24 | 7,598 | 5,508 | 5,079 | 3,741 | 1,996 | -659 | 109.9 | 113.0 |
| | Mar-23 | 6,200 | 4,610 | 4,019 | 2,863 | 1,757 | -601 | 109.3 | 114.9 |

Outcome: NEP COR is reconciled with Underwriting Results ($NEP * (100\% - COR\ on\ NEP)$). As explained in previous slide upfront booking of RI commission still can change the results. IFRS results with deferred acquisition cost & deferred reinsurance commission reflects accurate profitability of the insurance business.

Commission is market driven

| 9M 2024-25 (Motor) | | |
|----------------------------------|--------------------|---------------------|
| Particulars | Actual One Insurer | Digit |
| Gross Written Premium | 7,959 | 4,385 |
| Comm & Opex | 3,311 | 2,024 |
| Total (%) | 41.6 | 46.2 |
| Revised With One Insurer Mix (%) | - | 43.8 ⁽¹⁾ |

| 9M 2024-25 (Motor Mix %) | | |
|--------------------------|--------------------|-------|
| Particulars | Actual One Insurer | Digit |
| Private Car | 53 | 42 |
| Two – Wheeler | 26 | 29 |
| Commercial Vehicle | 21 | 29 |
| Total (%) | 100 | 100 |

Outcome: Product mix drive the commission

Contribution of Capital Gain in Investment Income

| Insurer | Period | Investment Income | | | | Un-Realized Gain | | |
|-----------|--------|-------------------|--------------|-------|----------------------|-------------------|-----------------------|-------|
| | | Interest income | Capital Gain | Total | Capital Gain Mix (%) | Other Than Equity | Equity ⁽¹⁾ | Total |
| Insurer 1 | Dec-24 | 2,577 | 758 | 3,335 | 23 | 744 | 754 | 1,498 |
| | Mar-24 | 2,979 | 642 | 3,621 | 18 | 227 | 990 | 1,217 |
| | Mar-23 | 2,535 | 518 | 3,053 | 17 | -361 | 213 | -148 |
| | Mar-22 | 2,299 | 695 | 2,994 | 23 | 380 | 359 | 739 |
| | Mar-21 | 1,877 | 292 | 2,169 | 13 | 707 | 681 | 1,387 |
| Insurer 2 | Sep-24 | 925 | 288 | 1,213 | 24 | 280 | 221 | 501 |
| | Mar-24 | 1,552 | 481 | 2,033 | 24 | -95 | 296 | 201 |
| | Mar-23 | 1,300 | 96 | 1,396 | 7 | -296 | 30 | -266 |
| | Mar-22 | 1,097 | 183 | 1,280 | 14 | 169 | 65 | 234 |
| | Mar-21 | 1,018 | 122 | 1,140 | 11 | 445 | 26 | 472 |
| Insurer 3 | Dec-24 | 1,413 | 1,547 | 2,961 | 52 | 308 | 3,412 | 3,720 |
| | Mar-24 | 1,675 | 409 | 2,084 | 20 | 76 | 4,300 | 4,376 |
| | Mar-23 | 1,407 | 284 | 1,691 | 17 | -221 | 927 | 706 |
| | Mar-22 | 1,177 | 282 | 1,458 | 19 | 161 | 1,046 | 1,207 |
| | Mar-21 | 993 | 143 | 1,136 | 13 | 427 | 492 | 919 |

Outcome: Higher dependency on Capital gain may reflect adversely on Earnings in the year of Capital market correction. Higher Investment leverage (which is AUM divided by Networth) results into higher RoE.

Contribution of Capital Gain in Investment Income

| Insurer | Period | Investment Income | | | | Un-Realized Gain | | |
|-----------|--------|-------------------|--------------|-------|----------------------|-------------------|-----------------------|-------|
| | | Interest income | Capital Gain | Total | Capital Gain Mix (%) | Other Than Equity | Equity ⁽¹⁾ | Total |
| Insurer 4 | Sep-24 | 578 | 419 | 997 | 42 | 191 | 561 | 752 |
| | Mar-24 | 972 | 256 | 1,228 | 21 | -7 | 315 | 309 |
| | Mar-23 | 756 | 75 | 831 | 9 | -158 | 13 | -145 |
| | Mar-22 | 599 | 211 | 811 | 26 | 98 | 99 | 197 |
| | Mar-21 | 568 | 134 | 701 | 19 | 299 | 79 | 379 |
| Digit | Dec-24 | 979 | -2 | 977 | 0 | 252 | 246 | 499 |
| | Mar-24 | 995 | 56 | 1,051 | 5 | 87 | 173 | 260 |
| | Mar-23 | 710 | 12 | 722 | 2 | -88 | 89 | 1 |
| | Mar-22 | 424 | 13 | 437 | 3 | 20 | 85 | 105 |
| | Mar-21 | 289 | 19 | 308 | 6 | 135 | 53 | 188 |
| Insurer 5 | Sep-24 | 565 | 82 | 647 | 13 | 10 | 476 | 485 |
| | Mar-24 | 1,023 | 74 | 1,097 | 7 | -183 | 310 | 127 |
| | Mar-23 | 855 | 20 | 876 | 2 | -358 | 32 | -326 |
| | Mar-22 | 716 | 75 | 791 | 10 | -62 | 30 | -33 |
| | Mar-21 | 656 | 139 | 794 | 17 | 13 | 27 | 40 |

Outcome: Higher dependency on Capital gain may reflect adversely on Earnings in the year of Capital market correction. Higher Investment leverage (which is AUM divided by Networth) results into higher RoE.

Thank You

