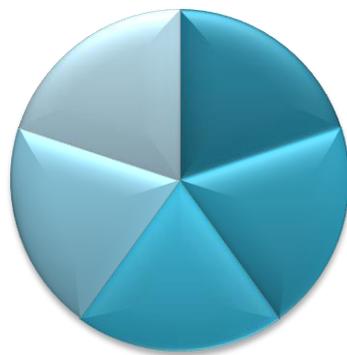


Go Digit General Insurance Limited

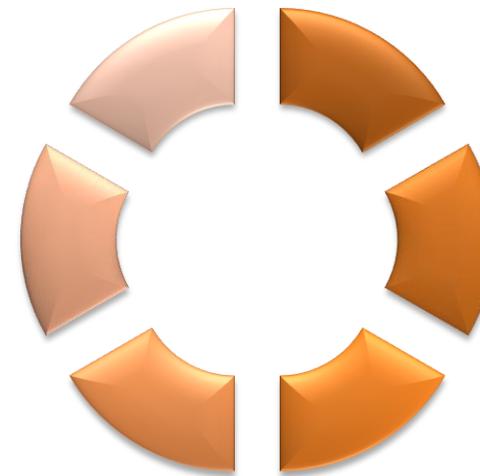
The company was established in 2017 by Canada based Prem Wasta, a first gen entrepreneur has written its growth story since then, and by receiving funding from various investors which can be analyze from the below graph. The company has seen its exponential growth since Covid-19 due to the incremental premium observed from the people who became aware for the healthcare care perspective. The company works on multiple products like, Motor, Health insurance among other category. The company was busy selling motor insurance accounted for nearly 75% of its product mix while Fire was supposedly constituted of 13% and travel is 12% of the entire portfolio. The company is claiming to have more than crore customers and has processed more than 4 lakh claims so far. From the next graph, we can analyze competitors to Go Digit that apply similar business models. To facilitate its customers in India, the company has pan-India presence to fuel their demand with a variety of products in place.

MAJOR INVESTORS



- Sequoia Capital
- IIFL Alternate Asset Managers
- Faering Capital
- TVS Capital Fund
- A91 Partners

MAJOR COMPTITORS

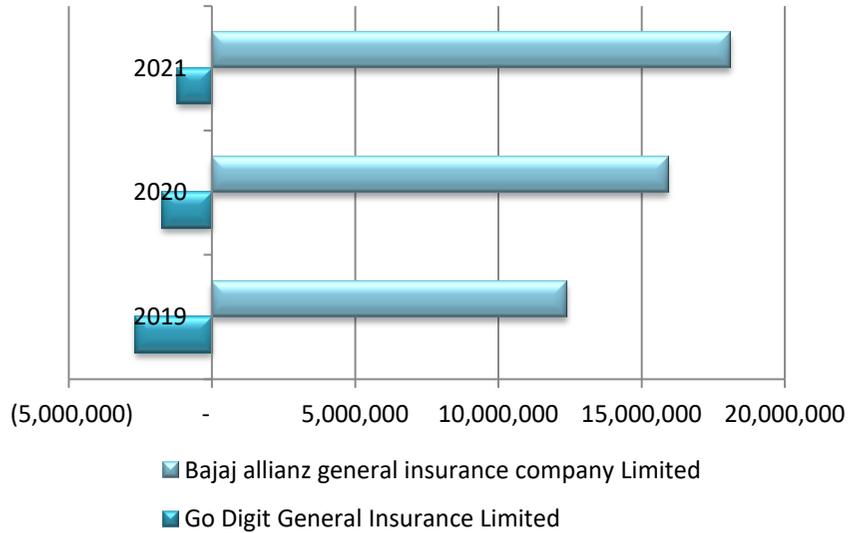


- Care Health Insurance unlisted
- Bharti AXA General Insurance Company unlisted
- Aditya Birla General Insurance
- Bajaj Allianz general insurance
- Edelweiss General Insurance
- Kotak Mahindra General Insurance

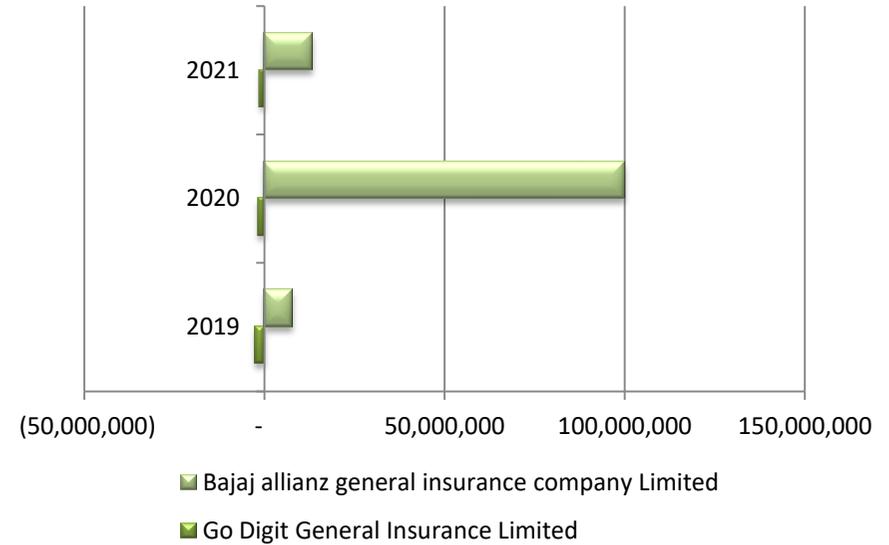
<https://www.godigit.com>

FINANCIALS

Operating Profit (Rupee '000)

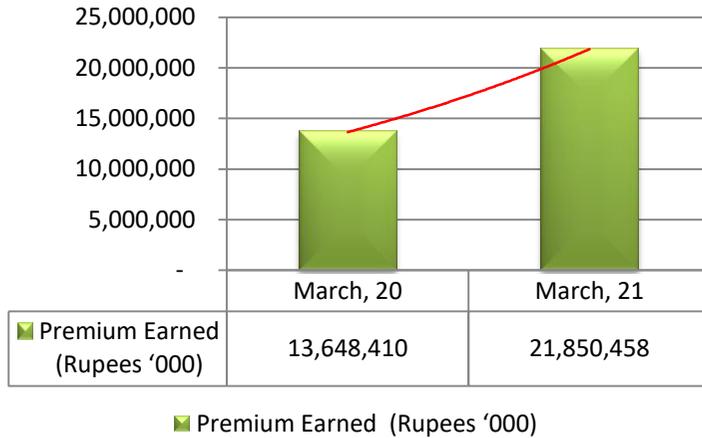


PAT (Rupees '000)

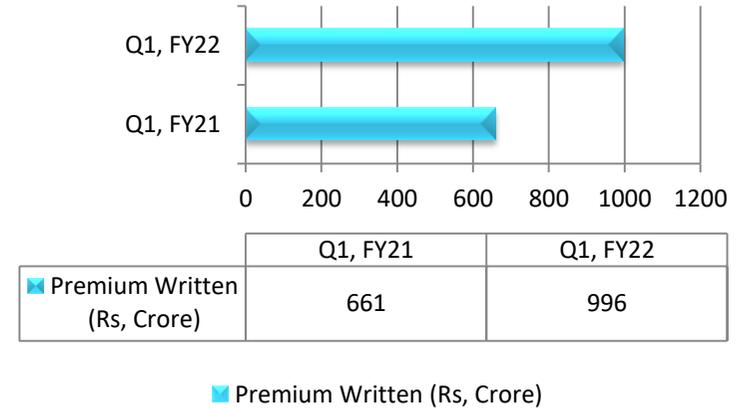


From the above graphs, when we compare Go Digit relative to its major competitor – Bajaj Alliance General Insurance, the operating loss and PAT are reducing dramatically since 2019 which is a clear sign that the company has undertaken its restructuring exercise. The insurance sector, being a non-manufacturing industry capture its revenue model in a different way that reflect in a premium earned. The major driver of revenue in this sector is sprawled Pandemic still not mitigated at full, as well as the awareness of people has increased to get protected by getting insured. The company has a good quarterly result displayed at present while raising \$200 million funding at a valuation of \$3.5 Billion.

Premium Earned (Rupees '000)



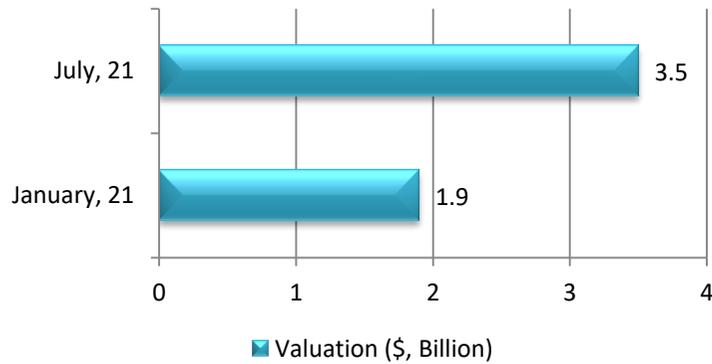
Premium Written (Rs, Crore)



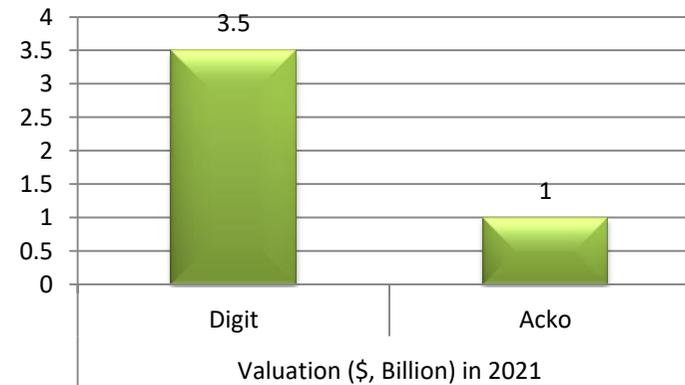
The aforesaid analytics clearly states that the Go Digit earned Premium by 60% from 2020 to 2021 which is a sign of its growth trajectory. Similarly, the Premium written off registered 51% growth which is said to be a momentum for the company.

VALUATION

INCREMENTAL VALUATION

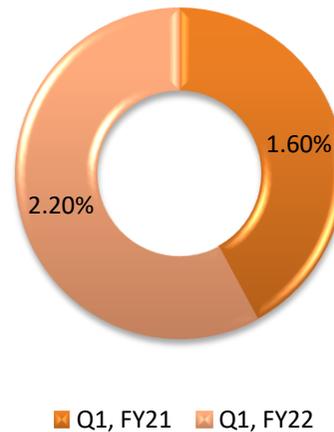


COMPARATIVE VALUATION



From the aforesaid analytics, we can evaluate valuation summary which increased dramatically by 81% from January 21 till date which stands at \$3.5 Billion. The incremental valuation states how the company is on the verge of attaining a strong growth momentum going forward. While analyzing the comparative analysis with its immediate competitor Acko which already tried raising \$200 million in order to become a unicorn. The company having a 2.5 times ahead of its competitor backed by solid business models in place.

MARKET SHARE (%)



The company has gained overall incremental 37.5% market share in Q1, FY 22 comparatively Q1, FY 21 which was at 1.60%. This suggests a strong growth story that offers tremendous opportunity to existing investors and new venture capitalists.

RECOMMENDATION

Based on the analytics presented here, though the company has attained certain amount of operating loss with negative PAT relative to its competitors, it has earned significant amount of Premium and registered strong Premium Written growth. It is recommended to hold until the existing and newly invested capitals execute their exist route. The long term story looks attractive in order to gain in valuation!!