

Safecrop Holdings Pvt. Ltd. to purchase Star Health & Allied Insurance Company Ltd.

August, 2018

Safecrop Holdings Pvt. Ltd., a consortium with WestBridge AIF, Rakesh Jhunjhunwala and Madison Capital, has signed definitive agreements with the shareholders of Star Health & Allied Insurance Company Ltd. (**Star Health** or the **Company**) to purchase their shares in Star Health, India's leading Private Health Insurer.

Existing shareholders of Star Health include Star Health Investments Pvt. Ltd. and funds managed/ or advised by ICICI Venture, Tata Capital and Apis Partners. The transaction is subject to regulatory and certain other approvals.

Kotak Investment Banking, Evercore and Mizuho Securities (Singapore) acted as the financial advisors to Star Health and its shareholders.

Nishith Desai Associates and Trilegal acted for the purchasers and Platinum Partners acted for the Company.

Speaking on the investment, **Mr. Jagannathan, Chairman cum Managing Director**, said, "We have started from a humble beginning and have come to this level with an excellent team work. We feel new investors, with their abundance experience and golden touch, will enable the Company to scale further heights."

"We are really excited about Star Health, a dominant market leader in the retail health insurance industry. We believe the retail health insurance industry will continue to grow at a healthy pace in the coming decade, driven by increasing penetration. This aligns well with WestBridge's investing philosophy and long-time horizon. We are highly confident of Star's business model and believe that Star will continue to lead the retail health insurance space" said **Sumir Chadha, Co-Founder & Managing Director, WestBridge Capital**.

"The management of Star Health has built its leadership position in private health insurance through innovation, perseverance and excellence. I believe health insurance is a key tool for every citizen towards financial stability. I am proud to be associated with Star Health and believe it is best equipped to serve the country's health insurance needs" said **Rakesh Jhunjhunwala**.

About Star Health & Allied Insurance Company Ltd.:

Star Health is the largest health insurance company with a market share of 10.6% in health insurance across all the general insurance companies in India as on 31st March, 2018. Star Health, based in Chennai, was founded in 2006 and provides health insurance, overseas mediclaim and personal accident policies. Company is based in Chennai and employs ~11,000 people providing insurance coverage to ~1 crore lives as on 31st March, 2018.

Star Health has a pan-India distribution platform and an integrated ecosystem to tap the retail health insurance opportunity with 434 branches/ offices, ~2.4 lakh agents and tie- up with ~8,500 network hospitals.

Led by its Chairman cum Managing Director, Mr. V. Jagannathan, the Company has created an institutional framework of systems and processes and maintained a professional management approach. It has a strong and an experienced management team, which will continue to drive the business and operations of the Company.

The Company has written a direct premium of INR 4,161 crores (41% YoY growth) with profit after tax of INR 171 crores and a networth of INR 960 crores as on/ for the year ended 31st March, 2018