## 32% drop in LIC premia drags life insurers' NBP

February is generally one of the busiest periods for life insurance companies

Mumhai 9 March

ife insurance companies reported a 17 per cent year-on-year (YoY) drop in new business premium (NBP) in February as state-Life Insurance Corporation (LIC) of India's premiums contracted 32 per cent during this period on account of a drop in its group single premium segment.

According to data released by the Life Insurance Council. the industry earned an NBP of ₹22,847.65 crore in February a drop of 17 per cent from the same period a year ago.

Generally, the last quarter of a financial year is the busiest period for life insurance companies as taxpayers look to buy savings and term products to reduce tax liability.

In January, the industry reported a 20 per cent jump in premiums, aided by private sector companies' performance (23 per cent YoY growth), while LIC saw its premium go up 18 per cent YoY. In February, while private sector companies managed to record a 10 per cent jump in premiums to ₹10,968 crore, insurance behemoth LIC's premiums dropped 32 per cent to ₹11.879.49 crore. In the same period a year ago, LIC had earned premiums of ₹17.489 crore.

NBP is the premium acquired from new policies in a year. It is the sum of the first-vear premium and single premium, reflecting the total premium received from new businesses. For LIC, the group single premium was a dampener, dipping over 40 per cent in February, dragging down its NBP.

Data shows LIC earned a little over ₹7,000 crore as group single premium in February 2023, compared with ₹12,062 crore in the year-ago period, as the number of group policies or schemes sold by LIC during this period dropped to 19 from 32 in the same period a



A DAMPENER IN FEB **NEW BUSINESS PREMIUM OF LIFE INSURANCE INDUSTRY** ■ Feb-23 ■ YTD FY23 (April-Feb)

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	₹ crore	YoY change (%)
Private life insurers	10,968.16 115,278.96	9.95 17.38
LIC	11,879.49	-32.07
	203,182.93	29.88
Total industry	22,847.65	-16.81
	318,461.90	25.06

An email sent to LIC to insurers' premiums growing at understand the reason(s) behind the decline in group single premium went unanswered until the time of going

"Last year in February, there was bumper growth. It happens in certain months because the premium contribution is usually in bulk payments and depends on the contribution in a certain month or the lack thereof. However, the overall scenario for the year has been encouraging for the group business," said a person in the know.

For private sector companies, individual non-single premiums saw decent growth.

In 2022-23 (FY23) thus far. life insurers have reported a 25.06 per cent YoY increase in overall premiums to ₹3.18 trillion, with LIC's premium growing 30 per cent, and private at 18 per cent, which is in line momentum," it said.

17.38 per cent.

Year-to-date (YTD), FY23 growth can primarily be attributed to group single premiums and a low base. Meanwhile, private players have been extending their lead in the individual non-single premium segment.

On an annual premium equivalent (APE) basis, the insurance industry posted muted retail APE growth of 10.5 per cent YoY for February, with the private sector growing at 18.2 per cent and LIC's retail APE declining 3 per cent YoY over the same period.

APE is the sum of the total value of regular or recurring premiums plus 10 per cent of any new single premiums written for the financial year. "In February, there was no drop in business in Individual APE terms. The private sector grew

with YTD growth. However, premiums of the public sector were subdued in February visà-vis January. Furthermore, typically sees reduced business due to fewer working days in the month. The month of March is expected to see a spurt in high-value policies as new norms come into effect from April," said Rushabh Gandhi, deputy chief executive officer, IndiaFirst Life Insurance.

The retail APE growth in February was largely driven by ticket-size growth, with overall average ticket size for retail regular premium policies growing 32 per cent YoY.

The ticket size growth may be seen in the context of a likely pre-booking, with premiums above ₹5 lakh, non-unit-linked insurance plan policies in February - March to escape the impact of taxation change as proposed in Union Budget 2023-24. Among listed players, HDFC Life's retail APE has grown 27 per cent, followed by ICICI Prudential Life at 10 per cent and Max Life at 7 per cent.

According to Emkay Research, ticket size growth in February was led by Tata AIA Life (60 per cent YoY), Birla Sun Life (38 per cent YoY), and Kotak Life (33 per cent YoY), reflecting a higher share of the high-ticket non-linked savings product in their mix.

"We expect the industry to report decent growth in March, particularly private players, on continued pre-booking of highticket, non-linked saving products," said the brokerage firm.

According to Macquarie Research, apart from some smaller players that have been pushing high-ticket-sized products aggressively, some of which were even diluting underwriting standards and limits, most large players haven't pushed high-ticket products very aggressively.

"A lot of decisions by individuals get taken in March, ahead of the deadline. Hence. March could still see strong

**QUALITY FOILS (INDIA) LIMITED** 

The Company was originally formed as a Partnership Firm under the Partnership Act, 1932 ("Partnership Firm") in the name and style of "Quality Foils" pursuant to Partnership deed dated October 03, 1989. Quality Foils was thereafter converted from Partnership Firm to a Private Company under the provisions of Companies Act, 1956 with the name and style of "Quality Foils (India) Private Limited" and received a certificate of incorporation dated May 06, 1990 from the Registrar of Companies NCT of Delhi & Haryana. Further, the word "Private" has been deleted under section 43A(1A) of the Companies (Amendment) Act, 1974 and the name was changed to "Quality Foils (India) Limited" under the seal of Registrar of Companies, NCT of Delhi & Haryana dated August 08, 1993. After thought, the word "Private" has been added under the section 43A(2A) of the Companies (Amendment) Act, 2000 and the name was again changed to "Quality Foils (India) Private Limited" under the seal of Registrar of Companies, NCT of Delhi & Haryana dated June 29, 2001. Subsequently, our Company was converted into Public Limited company pursuant to which the name of our Company was changed to "Quality Foils (India) Limited" vide shareholder's approval on November 12, 2022 and fresh certificate of incorporation dated November 25, 2022. For further details on incorporation and registered office of our Company, see "Our History and Certain Other Corporate Matters" beginning on page 133 of Prospectus.

Registered Office: 3 Industrial Development Colony Hisar, Haryana-125005, India Tel: 01662-220327, 28 | E-mail: cs@qualityfoils.com | Website: www.qualitygroup.in Contact Person: Ms. Meenakshi, Company Secretary and Compliance Officer

PROMOTERS OF THE COMPANY: MR. KULDIP BHARGAVA AND MR. TEJASVI BHARGAVA

THE ISSUE IS BEING MADE THROUGH FIXED PRICE PROCESS IN TERMS OF CHAPTR IX OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018 ("SEBIJICORS) REGULATIONS") AS AMENDED AND RULE 19(2)(B)(I) OF THE SECURITIES CONTRACTS (REGULATION) RULES, 1957, AS AMENDED (THE "SCRR"), THIS ISSUE HAS BEEN MADE FOR 26,42% OF THE POST-ISSUE PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY AND ALLOCATION IN THE NET ISSUE TO THE PUBLIC WILL BE MADE IN TERMS OF REGULATION 253 OF THE SEBI (ICDR)

THE ISSUE PRICE OF ₹60.00 IS 6.00 TIMES OF THE FACE VALUE.

**ISSUE** 

OPENS ON: TUESDAY, 14TH DAY, MARCH, 2023 CLOSES ON: THURSDAY, 16TH DAY, MARCH, 2023

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**ASBA**\*

UPI now available in ASBA for individual UPI Applicants, whose application sizes are up to ₹ 5.00 lakhs, applying through Registered Brokers, DPs, & RTAs. Applicants to ensure PAN is updated in Bank Account being blocked by ASBA Bank. List of Banks supporting UPI is also available on SEBI at www.sebi.gov.in. For details on the ASBA and UPI process, please refer to the details given in ASBA form and abridged prospectus and also please refer to the section "Issue Procedure"

beginning on page 216 of the Prospectus. The process is also available on the website of QFIL and Stock Exchange in the General Information Document. ASBA forms can be downloaded from the website of NSE and can be obtained from the list of banks that is displayed on the website of SEBI at www.sebi.gov.in. The Application Forms which do not have the details of the Applicant's depository account including DP ID, PAN, UPI ID (in case of RIBs using the UPI mechanism)

and Beneficiary Account Number shall be treated as incomplete and rejected. In case DP ID, Client ID and PAN mentioned in the Application Form and entered into the electronic system of the stock exchange, do not match with the DP ID, Client ID and PAN available in the depository database, the application is liable to be rejected. Applicants will not have the option of getting allotment of the Equity Shares in physical form. The Equity Shares on allotment shall be traded only in the dematerialised LISTING: The Equity Shares offered through the Prospectus are proposed to be listed on the Emerge Platform of National Stock Exchange of India Limited ("NSE") in

terms of the Chapter IX of the SEBI (ICDR) Regulations, as amended from time to time. Our Company has received an approval letter dated February 24, 2023 from

NSE for using its name in the Offer Document for listing of our shares on the Emerge Platform of NSE. For the purpose of this Issue, the Designated Stock Exchange DISCLAIMER CLAUSE OF SEBI: Since the Issue is being made in terms of Chapter IX of the SEBI (ICDR) Regulations, 2018, the Prospectus was furnished to SEBI in soft copy. In terms of the SEBI Regulations, the SEBI shall not issue any observation on the Offer Document. Hence, there is no such specific disclaimer clause of SEBI.

However, investors may refer to the entire Disclaimer Clause of SEBI beginning on page 201 of the Prospectus. DISCLAIMER CLAUSE OF NSE: It is to be distinctly understood that the permission given by NSE should not in any way be deemed or construed that the Offer Document

nas been cleared or approved by NSE nor does it certify the correctness or completeness of any of the contents of the Offer Document. The investors are advised to refer to the Offer Document for the full text of the Disclaimer Clause of NSE on page 202 of the Prospectus. **REGISTRAR TO THE ISSUE** 

SIXTH SENSE

KHAMBATTA SECURITIES LIMITED

Address: 1 Ground Floor, 7/10, Botawala Building, Bank Street, Horniman Circle, Fort, Mumbai, Maharashtra - 400001, India Tel: 011-41645051, 022-66413315

Email: ipo@khambattasecurities.com mbcomplaints@khambattasecurities.com Website: www.khambattasecurities.com SEBI Registration No: INM000011914

**BIGSHARE SERVICES PRIVATE LIMITED** 

Address: Office No S6-2, 6th Floor, Pinnacle Busine Park, Next to Ahura Centre, Mahakali Caves Road, Andheri (East), Mumbai-400059, India Tel: +91 22-62638200

Email: ipo@bigshareonline.com Contact Person: Mr. Babu Bapheal C SEBI Registration No: INB000001385 COMPANY SECRETARY AND COMPLIANCE OFFICER

**QUALITY FOILS (INDIA) LIMITED** Harvana-125005, India. Tel: 91-1662-220327, 28

E-mail: cs@qualityfoils.com Website: www.qualitygroup.in Contact Person: Ms. Meenakshi, Company Secretary

Applicants can contact the Compliance Officer or the LM or the Registrar to the Issue in case of any Pre-Issue or Post-Issue related problems, such as non-receipt of Allotment Advice or credit of allotted Equity Shares in the respective beneficiary account or unblocking of

CREDIT RATING: As this is an Offer of Equity Shares there is no credit rating for this offer.

DEBENTURE TRUSTEES: This is an Offer of equity shares; hence appointment of debenture trustee is not required. IPO GRADING: Since the Offer is being made in terms of Chapter IX of the SEBI (ICDR) Regulations, there is no requirement of appointing an IPO Grading agency.

BASIS FOR ISSUE PRICE: The Issue Price is determined by our Company in consultation with the Lead Manager. The financial data presented in the section "Basis for Issue Price" on page 89 of the Prospectus, are based on our Company's restated financial statements. Investors should also refer to the sections titled 'Risk Factors' and 'Financial Information' on pages 22 and 168, respectively of the Prospectus, to get a more informed view before making the investment decision. BANKER TO THE ISSUE AND SPONSOR BANK: AXIS BANK LIMITED

AVAILABILITY OF APPLICATION FORMS: The Application Forms and copies of the Prospectus may be obtained from the Registered Office of Issuer Company: Quality Foils (India) Limited, Lead Manager: Khambatta Securities Limited, Application Forms will be available at the selected location of registered brokers. Banker to the Issue RTA and Depository Participants. Application Forms can also be obtained from the Designated Branches of SCSBs, the list of which is available on the website of SEBI at www.sebi.gov.in. Application Forms can also be downloaded from the website of Stock Exchange at www.nseindia.com.

AVAILABILITY OF PROSPECTUS: Investors should note that investment in Equity Shares involves a high degree of risk and investors are advised to refer to the Prospectus and the Risk Factor contained therein, before applying in the Issue. Full copy of the Prospectus shall be available at the website of SEBI at www.sebi.gov. in; the website of Stock Exchange at www.nseindia.com, the website of Lead Manager at www.khambattasecurities.com, and the website of the Issuer Company at

RISK TO INVESTORS: Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in this Issue unless they can afford to take the risk of losing their investment. Investors are advised to read the risk factors carefully before taking an investment decision in this Issue. For taking an investment decision, investors must rely on their own examination of the Issuer and this Issue, including the risks involved. The Equity Shares have not been recommended or approved by the Securities and Exchange Board of India ("SERI"), nor does SERI quarantee the accuracy or adequacy of the contents of the Prospectus. Specific attention of the investors is invited to the section, "Risk Factors" on page 22 of the Prospectus.

PRECAUTIONARY NOTICE TO INVESTORS:

Investors are advised to read the Prospectus including the risk factors carefully before taking an investment decision in this Issue. For taking an investment decision, investors must rely on their own examination of the Issuer and this Issue, including the Risk Factors involved as per page no. 22. Specific attention of the investors is invited to THAT ANY News/Advertisements/ SMS/ Messages/ Articles and Videos, if any, being circulated in the digital media and/or print media, speculating about the investment opportunity in our Company's issue and about equity shares of our Company being available at premium and/or discount to the Issue price ("Message") during the issue period IS AND/ OR WILL NOT AND/ OR has not been issued by our Company or any of our Directors, Key Managerial Personnel, Promoter, Promoter Group or Group Companies. ANY SUCH MESSAGE IN circulation is misleading & fraudulent advertisement and issued by a third party to sabotage the IPO, our Company or any of our Directors. Key Managerial Personnel, Promoter, Promoter Group or Group Companies and the intermediaries are not involved in any manner whatsoever.

ADDITIONAL INFORMATION AS REQUIRED UNDER SECTION 30 OF THE COMPANIES ACT, 2013

Main Objects of the Company as per MoA: For information on the main objects and other objects of our Company, see "History and Certain Corporate Matters" on page 133 of the Prospectus and Clause III of the Memorandum of Association of our Company. The Memorandum of Association of our Company is a material document for inspection in relation to the Issue. For further details, see the section "Material Contracts and Documents for Inspection" on page 263 of the Prospectus. Liability of Members as per MoA: The Liability of the members of the Company is Limited and this liability is limited to the amount unpaid, if any, on the shares held

Capital Structure: Authorized Capital of ₹4,00,00,000 consisting of 40,00,000 Equity Shares of ₹10 each. Pre Issue Capital: Issued, Subscribed and Paid-up Capital is ₹2.10.00.000 consisting of 21.00.000 Equity Shares of ₹10 each. Post Issue Capital: Issued, Subscribed and Paid-up Capital ₹2.85.40.000 consisting of 28.54.000 Equity Shares of ₹10 each. For details of the Capital Structure, please refer to the chapter titled "Capital Structure" beginning on page 64 of the Prospectus

Names of the signatories to the Memorandum of Association of the Company and the number of Equity Shares subscribed by them: Given below are the names of the signatories of the Memorandum of Association of the Company and the number of Equity Shares subscribed for by them at the time of signing of the Memorandum of Association of our Company: (1) Mr. Kuldip Bhargava 3,000 equity Shares of ₹ 10 each, (2) Mr. Jagdeep Bhargava 1,800 equity shares of ₹ 10 each, (3) Mr. Om Prakash Kalia 2,400 equity shares of ₹ 10 each, (4) Ms. Anubha Tayal 2,400 equity shares of ₹ 10 each, (5) Mr. Krishna Bhargava 600 equity shares of ₹ 10 each, (6) Ms. Anshu Bhargava 960 equity shares of ₹ 10 each, (7) Ms. Anuradha Bhargava 840 equity shares of ₹ 10 each.

All capitalized terms used herein and not specifically defined shall have the same meaning as prescribed to them in the Prospectus dated March 01, 2023. Investors should read the Prospectus carefully, including the 'Risk Factors' on page 22 of the Prospectus before making any investment decision

For Quality Foils (India) Limited

Ms. Meenaksh

Place: Hisar, Haryana

Quality Foils (India) Limited subject to market conditions, public issue of its Equity Shares and has filed the Prospectus with the Registrar of Companies, NCT of Delhi. The Prospectus shall be available on the website of SEBI at www.sebi.gov.in, the website of the Lead Manager at www.khambattasecurities.com, the website of the NSE i.e. www.nseindia.com, and website of the Issuer Company at www.qualitygroup.in. Investors should note that investment in Equity Shares involves a high degree of risk. For details investors should refer to and rely on the Prospectus including the section titled "Risk Factors" beginning on page 22 of the Prospectus, which has

The Equity Shares have not been and will not be registered under the US Securities Act (the "Securities Act") or any state securities law in United States and may not be Issued or sold within the United States or to, or for the account or benefit of, "U.S. persons" (as defined in the Regulations under the Securities Act), except pursuant to an exemption from, or in a transaction not subject to the registration requirements of the Securities Act of 1933.

## 'A step back': Tightened norms put crypto investors in a spot According to the notifica- actions," said an executive

New Delhi, 9 March

First came the Reserve Bank of India warning that crypto is not something it would back. Then came the taxation 30 per cent tax on transfer of virtual assets — followed by surprise raids/searches by the Enforcement Directorate (ED) on all major crypto currency exchanges.

The latest salvo comes from the finance ministry, which has brought virtual digital assets (VDAs) under the Prevention of Money Laundering Act (PMLA). While all the players have welcomed the step, users are wondering if the rising rency and virtual assets is disseminating the information guardrails are to dissuade them from getting into this.

A 21-year-old cryptocurrency investor, who did not wish to be identified, said regular government intervention in the space had negatively affected his zeal for investing cryptocurrencies. "I have putting money into crypto of view, Kartik said.

have a sense of anonymity and not put money in the hands of intermediaries. They were supposed to democratise transactions and, in that sense, it is a step back. They

ward-thinking in making these policies," said Kartik, (name changed on request), an entrepreneur who dabbles in cryptocur-

rency investments. however, added: "Anything that instills remote trust in cryptocur-

good for the ecosystem. Using cryptocurrency for illegal purposes has been one of the key challenges that global governments are facing, so addressing that concern is good."

The outlook of the entire ecosystem should be to instill virtual assets and dealing with more confidence in virtual assets as a mode of investment. moved my portfolio to other The move helps in instilling avenues as I don't have faith that trust from an asset point

cryptocurrency to exist was to virtual digital assets and fiat currencies, and one or more forms of virtual digital assets and the transfer of digital assets will be covered under anti-

money laundering law. Resultantly, any financial should be more forwrongdoing involv-

**Any financial** involving cryptocurrency assets can now be investigated by the **Enforcement** Directorate

ing cryptocurrency assets can now be responsible

investigated by the ED. The Financial Intelligence Unit — India (FIU-IND), under the finance ministry's revenue department, will be for

receiving, processing, analysing, and relating to suspect financial transactions.

"VDA platforms have now become reporting entities, which means they have to keep records and flag off any activity which looks suspicious. So from the operations point, those who were following the KYC norms will not create a big impact. But it does mean one needs to have a team which ed that this channel has been needs to closely look at trans-

Players from the crypto

ecosystem believe at least this will create common standards, which in turn will make crypto assets much safer. 'This will strengthen our

collective efforts to prevent VDAs from being misused by bad actors," Ashish Singhal, cofounder of crypto exchange CoinSwitch, tweeted.

"Slowly but surely, we are moving towards a regulated crypto ecosystem. Entities such as CoinDCX are now required by law to conduct due diligence and enhanced due diligence under the PMLA, said Sumit Gupta, co-founder and CEO at crypto exchange CoinDCX.

"The extension of PMLA will also give the government more power to keep track of crypto transfers outside of India," said Dileep Seinberg, founder and CEO of crypto neobank MuffinPay.

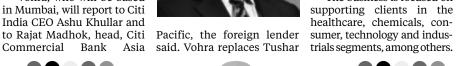
Gupta added: "We have been looking for a way to share data with the FIU-IND for some time now, and are now delight-

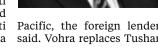
## Citi names Bhanu Vohra head of commercial banking in India

BHASKAR DUTTA Mumbai, 9 March

Citi on Thursday named Bhanu Vohra (pictured) as the head of commercial banking in India, saying he would be in charge of the Citi Commercial

Bank (CCB) business here. Vohra, who will be based





Vikram, who is now the global head of healthcare for CCB, the bank said.

business addresses the banking and financial services and Advisory business. requirements of emerging large corporates and mid-market enterprises. The business is focused on

supporting clients in the

healthcare, chemicals, con-

was formerly the country head The Citi Commercial Bank of Global Subsidiaries Group in Citi's Banking Capital Markets Earlier this month, domestic private lender Axis Bank, completed the acquisition of

Vohra, a chartered account-

ant, joined Citi in 2000, and

Citibank India's consumer business and the consumer business of its non-banking finance arm, Citicorp Finance (India), for ₹11.603 crore,

















