

14 January 2026

India | Equity Research | Results Update

ICICI Prudential Life Insurance Company

Life Insurance

Better product mix, softer base and lower valuations set up better prospects ahead

ICICI Prudential (IPRU) witnessed a recovery in APE and VNB growth in Q3FY26 led by GST tailwinds, weak base and stronger execution. This is evident from negative APE/VNB movement of 4.1%/0.9% in H1FY26 but 3.6%/19% increase in Q3FY26 (all on YoY basis). The same factors lifted margin to 24.4% (up 315bps YoY) in Q3, despite non-availability of input tax credits. Positives include better outlook on growth and margins, especially on a benign base while weaker persistency and agency show remain overhangs. IPRU's diversified channel mix (agency/direct/banca/partnership distribution/group APE mix is 26%/14%/29%/13%/17%, as of 9MFY26) remains unique vs. peers, and significantly trims the risks to its business.

Yet, its ability to better optimise margins and volume may be tested, considering the open architecture and fluctuation in products mix. Additionally, any regulatory streamlining of commissions will help IPRU more considering more diversified distribution.

Maintain BUY; TP revised to INR 800 (vs. INR 720), basis 1.7x FY28E EV (earlier FY27E EV)

We factor VNB margin of ~24.4%/25%/25.5% with APE growth of ~3%/15%/13% for FY26E/FY27/28E, resulting in an embedded value (EV) of INR 697bn by FY28E. This translates to an operating RoEV of 12.9%/13.7%/13.8% in FY26E/FY27/28E. IPRU witnessed weak volume performance on a high base in 9MFY26 with individual retail APE decline of 2.1% YoY in 9MFY26. However, pace of decline has reduced vs 8% decline in H1FY26. Q3FY26 retail APE growth was 9.9% YoY. However, despite modest volume growth, VNB growth was 19% YoY in Q3FY26 due to improvement in margins YoY – led by lower mix of linked products and strong cost execution. Our **BUY** rating captures the possible EV growth till FY28 – balanced between volume and margin outlook while valuation remains modest. IPRU is also better placed in terms of any risk of channel disruption from any adverse regulation, given its diversified mix. **Risks:** Weakness in volume/margin and adverse regulations.

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Market Data

Market Cap (INR)	987bn
Market Cap (USD)	10,938mn
Bloomberg Code	IPRU IN
Reuters Code	ICIR BO
52-week Range (INR)	707 /517
Free Float (%)	27.0
ADTV-3M (mn) (USD)	10.3

Price Performance (%)

	3m	6m	12m
Absolute	14.8	3.1	7.1
Relative to Sensex	13.2	1.8	(2.5)

ESG Score

	2024	2025	Change
ESG score	76.2	78.9	2.7
Environment	66.7	67.7	1.0
Social	74.6	78.0	3.4
Governance	81.9	84.9	3.0

Note - Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures.

Source: SES ESG, I-sec research

Financial Summary

Y/E March (INR bn)	FY25A	FY26E	FY27E	FY28E
APE	104.1	106.7	122.7	138.6
Embedded Value	479.5	540.5	613.4	696.8
New value business	23.7	26.0	30.7	35.4
VNB margin (%)	22.8	24.4	25.0	25.5
P/EV (x)	2.1	1.8	1.6	1.4
EVOP as % of IEV	13.1	12.9	13.7	13.8
RoE (%)	10.3	10.9	12.2	12.7
RoEV (%)	13.3	12.7	13.5	13.6

Previous Reports

15-10-2025: [Q2FY26 results review](#)

20-07-2025: [Q1FY26 results review](#)

Focus remains on growing APE and VNB on absolute basis

VNB margin improved from 21.2%/22.8% in Q2/9MFY25 to 24.4%/24.4% in Q3/9MFY26 and remained stable QoQ. Management would continue to focus on absolute VNB and margin may expand or shrink, because it would be driven by demand of specific category of products and the ability of the company to appropriately flex cost in adjustment to the product.

VNB growth strong at 19% YoY in Q3FY26 led by a combination of favorable base and better product mix

APE declined 1.4% YoY in 9MFY26 (vs. growth of 28.4% YoY in 9MFY25). However, Q3FY26 APE grew 3.6% and retail APE growth was better at 9.9% YoY for Q3FY26. VNB growth for Q3/9MFY26 was 19%/5.7% YoY. As such, VNB margin witnessed YoY expansion by 315bps/162bps for Q3/9MFY26 at 24.4%/24.4%. On QoQ basis, margin remained flattish despite non-availability of input tax credit. Management stated that this was due to high protection, higher sum assured multiple and rider attachments. Favorable interest rate movement has also benefited. Discussion on passing of impact of ITC cost is yet to conclude with distribution partners and if there is any change in commission structure it will be prospective as per management.

Key pointers from Q3/9MFY26 result; higher growth in retail protection, non-par and dip in persistency

- **Product mix moved towards non-linked and protection in Q3/9MFY26.** Non-linked APE mix improved from 16.2%/17.5% in Q3/9MFY25 to 18.1%/20.4% in Q3/9MFY26, with growth of 15.2%/15.4% YoY for Q3/9MFY26 in non-linked segment. Within non-linked, share of par and non-par was 60% and 40%.
- Linked APE mix moved from 49.2%/50.8% in Q3/9MFY25 to 51.5%/49.3% for Q3/9MFY26, volume declined by 4.2% YoY for 9MFY26, while reporting an increase of 8.3% YoY for Q3FY26.
- Annuity formed 6.1%/5.4% of total APE and reported a decline of 16.4%/40.1% in Q3/9MFY26, on a high base of last year. Single premium annuity performed well, while regular premium annuity witnessed lower persistency.
- Retail protection segment was the highlight of the quarter. Total protection reported growth of 19%/10.7% in Q3/9MFY26 and formed ~19% of total APE mix as of 9MFY26. Within that, retail protection formed ~40% of the mix and growth was strong at 40.1%/20.9% YoY for Q3/9MFY26. Share of ROP: non-ROP stood at 10%:90% in retail protection.
- Group protection grew 6.2%/4.9% YoY for Q3/9MFY26. Credit life declined; however, MFI segment showed signs of revival. Group savings declined by 43.9%/2.9% YoY and formed ~6% of total APE mix in Q3/9MFY26.
- **New product launches:** During Q3FY26, IPRU Life launched three products: Wealth Elite Pro- a ULIP (incentivises customers to stay invested for long term with all premium allocation charges compounded at guaranteed rate of 7% p.a. and added to policy in 15th year), Wealth Forever – a non-par saving product and Smart Kid 360 (to secure child's future).
- **Increase in costs YoY:** Cost/total premium decreased from 19.8% in 9MFY25 to 19.3% in 9MFY26. Cost/total premium (for savings LoB) improved from 13.6% in 9MFY25 to 12.7% in 9MFY26.

- **Regular and limited-pay persistency witnessed a decline for 13/61-month cohorts:** Persistency declined for 13/61-month (84.4%/61.8%, as of Dec'25 vs. 89.9%/65.3% as of Dec'24), but improved for 25/37/49-month YoY (82.8%/75.5%/71.3% as of Dec'25 vs. 81.6%/74.5%/69.2%, as of Dec'24). Management stated that 13-month persistency has seen challenges in some channels, on which corrective actions have been taken and monitored closely. For 61-month, there was a change in regulation wherein ULIP and traditional policies could now remain active for longer period even without premium payment, adversely impacting the persistency ratio.

Proprietary channel flattish; bancassurance (up 10.5% YoY) and partnerships (up 51.6% YoY) remain strong in Q3

For Q3FY26, agency channel remained muted (up 0.3% YoY) and contributed 29% of total APE in Q3FY26. Partnership distribution contributed 13% in Q3FY26, reporting growth of 51.6% YoY. Banca channel contributed 26.7% of total APE and grew 10.5% YoY while direct channels grew 2.2% YoY. Group business contributed 16.2% of total APE with a decline of 20.1% YoY in Q3FY26.

For 9MFY26, agency channel remained stressed with a decline of 13.8% YoY, followed by direct channel with a decline of 7% YoY in total APE, while partnership and banca channel grew 26.7%/3% YoY.

- **Parent bank's contribution remains stable** with focus on protection and the ULIP line of business. On other banca channels, there is competitive pressure; however, IPRU Life is holding a counter share. Currently, it has a total of 51 bank tie-ups (three bank tie-up done in 9MFY26) with access to more than 24,700 bank branches and more than 1,400 non-bank partnerships.
- **In Q3FY26, proprietary (agency and direct) business was flattish (0.9% YoY),** primarily because of two factors – 1) high base of annuity in previous year; and 2) customer preference shifting away from ULIPs. Core fundamentals of agency channel still remain strong.
- Agency channel's high growth last year was supported by ULIP as well as new annuity product; however, due to a shift in demand, there was a decline of 21.4% YoY in H1FY26, which stabilised in Q3FY26 with 0.3% YoY growth. In agency channel, linked segment stood at 60%, non-linked savings was 26% and protection & annuity mix was 14%.
- Partnership distribution is more focused on non-linked savings (33% of mix) and protection and annuity products (31% of mix), resulting in good growth compared to other channels that have higher ULIP mix.

Exhibit 1: Q3FY26 result review

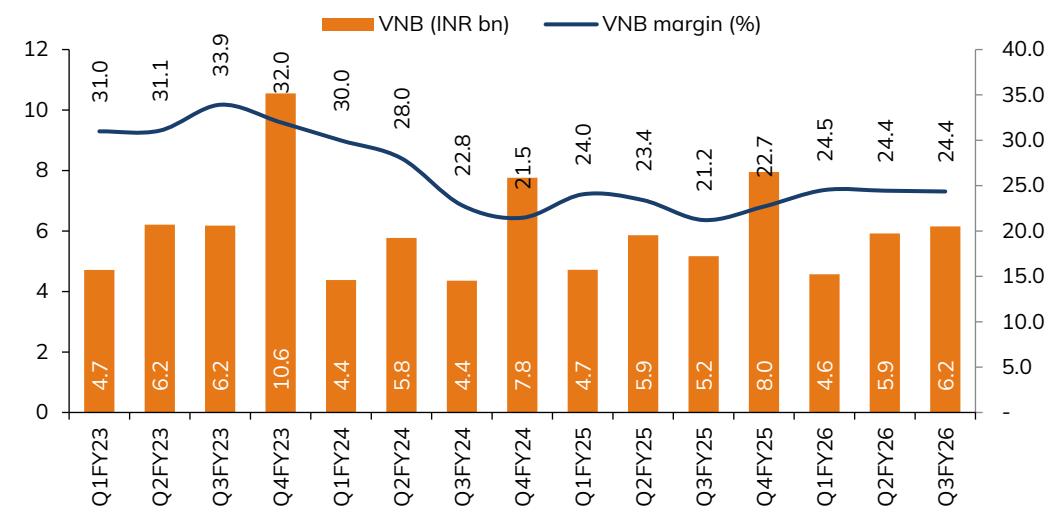
INR mn	FY25				FY26			Change	
	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	YoY (%)	QoQ (%)
Net premium income	78,747	1,07,542	1,22,614	1,63,692	85,032	1,18,431	1,18,093	(3.7)	(0.3)
First year premium	15,221	20,587	18,246	27,092	14,454	19,752	20,811	14.1	5.4
Renewal premium	43,350	60,858	60,900	92,094	49,417	68,518	65,939	8.3	(3.8)
Single premium	24,267	30,307	47,455	49,130	25,670	34,701	35,510	(25.2)	2.3
Income from investments	1,73,533	1,42,770	(79,059)	(9,049)	1,66,486	(2,267)	1,07,456	(235.9)	(4,840.7)
Other income	544	562	600	526	524	579	577	(3.9)	(0.4)
Transfer from S/H A/C	1,761	(799)	1,010	1,206	1,160	3,413	(3,105)	(407.4)	(191.0)
Total income	2,54,584	2,50,075	45,165	1,56,375	2,53,202	1,20,156	2,23,020	393.8	85.6
Commission paid	9,456	12,349	11,037	15,752	9,849	12,727	12,375	12.1	(2.8)
Operating expenses	10,397	10,550	9,744	9,025	9,066	8,793	11,161	14.5	26.9
Total commission & opex	19,853	22,899	20,781	24,777	18,915	21,520	23,536	13.3	9.4
Benefits paid	95,226	1,20,218	1,23,110	1,23,271	97,620	1,12,767	1,24,019	0.7	10.0
Change in actuarial liability	1,34,891	1,04,217	(1,05,013)	1,620	1,30,724	(21,194)	74,939		
Total expenses	2,49,969	2,47,334	38,879	1,49,668	2,47,259	1,13,092	2,22,495	472.3	96.7
Provisions	20	(135)	(17)	162	45	204	216		
Service Tax on linked A/C	1,632	1,777	1,758	1,757	1,668	1,543	73	(95.8)	(95.3)
PBT	2,964	1,100	4,545	4,789	4,230	5,317	236	(94.8)	(95.6)
Tax	122	173	355	1,852	468	468	549	54.5	17.3
Surplus/(Deficit)	2,843	927	4,190	2,937	3,762	4,849	(313)	(107.5)	(106.4)
Shareholders' Account	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	YoY (%)	QoQ (%)
Transfer from P/H A/C	2,891	1,018	3,260	3,761	2,706	4,203	(969)	(129.7)	(123.1)
Income from Investments	1,682	1,271	1,802	2,230	2,496	3,195	2,792	54.9	(12.6)
Other Income	63	71	3	98	89	92	99	3,324.1	7.8
Total	4,636	2,361	5,065	6,090	5,290	7,490	1,922	(62.0)	(74.3)
Other expenses	286	308	296	655	646	653	595	100.8	(8.9)
Amounts transf to P/H acc	1,761	(799)	1,010	1,206	1,160	3,413	(3,105)	(407.4)	(191.0)
Provisions (other than taxation)	-	-	0	100	51	-	-		
PBT	2,589	2,852	3,758	4,129	3,434	3,424	4,433	17.9	29.4
Tax	345	343	502	276	424	466	561		
PAT	2,243	2,510	3,257	3,853	3,010	2,958	3,872	18.9	30.9
Ratios (%)	Q1FY25	H1FY25	9MFY25	FY25	Q1FY26	H1FY26	9MFY26	YoY (bps)	
Commission expense	15.5	15.0	15.0	13.7	14.8	14.3	14.1	(93)	
Opex ratio	17.1	14.4	14.4	11.2	13.6	11.3	11.7	(272)	
APE (INR mn)	19,630	44,660	69,040	1,04,060	18,640	42,850		-100%	
Linked Mix (%)	51	52	51	48	47	48	49	(147)	
Non Linked and Other Savings Mix (%)	31	31	32	36	31	33	32	(60)	
Protection Mix (%)	18	17	17	16	22	19	19	208	
Other ratios (%)	Q1FY25	H1FY25	9MFY25	FY25	Q1FY26	H1FY26	9MFY26	YoY (bps)	
Solvency Ratio	187.9	188.6	221.8	212.2	212.3	213.2	214.8	(700)	
VNB margins	24.0	23.7	22.8	22.8	24.5	24.5	24.4	163	
Persistency ratios (%) : retail excluding single premium	Q1FY25	H1FY25	9MFY25	FY25	Q1FY26	H1FY26	9MFY26	YoY (bps)	
13th Month	89.7	89.8	89.8	89.1	86.0	85.3	84.4	(540)	
25th Month	80.6	81.0	81.6	82.6	83.4	83.1	82.8	120	
37th Month	72.8	73.7	74.5	75.2	75.1	75.2	75.5	100	
49th Month	70.7	69.9	69.2	69.5	69.8	70.5	71.3	210	
61st Month	65.9	65.9	65.3	64.1	63.8	62.9	61.8	(350)	
Key metrics (INR bn)	Q1FY25	H1FY25	9MFY25	FY25	Q1FY26	H1FY26	9MFY26	YoY (%)	
VNB	4.7	10.6	15.8	23.7	4.6	10.5	16.6	5.7	
EV	-	460	-	480	-	505	-		
AUM	3,089	3,205	3,104	3,094	3,245	3,215	3,307	6.5	

Source: I-Sec research, Company data

Exhibit 2: IPRU APE mix- unit linked and protection witnessed strong growth

INR bn	Q1FY25	Q2FY25	Q3FY25	9MFY25	Q4FY25	Q1FY26	Q2FY26	H1FY26	Q3FY26	9MFY26	Q3FY26 YoY	9MFY26 YoY
Total APE	19.6	25.0	24.4	69.1	35.0	18.6	24.2	42.9	25.3	68.1	3.6%	-1.4%
<i>Ind APE</i>	16.7	21.6	19.3	57.5	29.5	15.1	20.1	35.2	21.2	56.4	9.9%	-2.1%
<i>Grp APE</i>	3.0	3.4	5.1	11.5	5.5	3.5	4.1	7.7	4.09	11.8	-20.1%	2.1%
Savings APE	16.1	20.8	20.5	57.4	30.3	14.6	20.0	34.6	20.6	55.2	0.6%	-3.8%
Linked	10.1	13.0	12.0	35.1	15.2	8.7	11.9	20.6	13.0	33.6	8.3%	-4.2%
Non Linked	3.3	4.8	4.0	12.1	10.0	4.0	5.4	9.4	4.6	13.9	15.2%	15.4%
Annuity	2.1	2.2	1.8	6.2	2.6	1.0	1.2	2.2	1.5	3.7	-16.4%	-40.1%
Group	0.5	0.9	2.7	4.1	2.5	0.8	1.7	2.5	1.5	4.0	-43.9%	-2.9%
Protection APE	3.6	4.2	3.9	11.7	4.7	4.1	4.2	8.3	4.6	12.9	19.0%	10.7%
Retail Protection	1.1	1.7	1.5	4.3	1.7	1.4	1.7	3.1	2.1	5.2	40.1%	20.9%
Group Protection	2.4	2.5	2.4	7.4	3.0	2.7	2.5	5.2	2.6	7.8	6.2%	4.9%
Mix (%)	Q1FY25	Q2FY25	Q3FY25	9MFY25	Q4FY25	Q1FY26	Q2FY26	H1FY26	Q3FY26	9MFY26	YoY bps	YoY bps
Total APE	81.9%	83.1%	84.0%	83.1%	86.6%	78.1%	82.7%	80.7%	81.6%	81.0%	-238 bps	-207 bps
Savings APE	51.4%	51.8%	49.2%	50.8%	43.4%	46.8%	49.0%	48.0%	51.5%	49.3%	226 bps	-146 bps
Linked	16.9%	19.1%	16.2%	17.5%	28.6%	21.5%	22.1%	21.8%	18.1%	20.4%	182 bps	297 bps
Non Linked	10.9%	8.7%	7.5%	8.9%	7.4%	5.4%	4.8%	5.0%	6.1%	5.4%	-145 bps	-350 bps
Annuity	2.8%	3.5%	11.0%	6.0%	7.2%	4.5%	6.8%	5.8%	6.0%	5.9%	-505 bps	-9 bps
Group	12.4%	10.1%	10.0%	10.7%	8.6%	14.5%	10.3%	12.1%	10.2%	11.4%	25 bps	68 bps
VNB	4.7	5.9	5.2	15.8	8.0	4.6	5.9	10.5	6.2	16.6	19.0%	5.7%
VNB Margin	24.0	23.4	21.2	22.8	22.7	24.5	24.4	24.5	24.4	24.4	315 bps	162 bps
Embedded value	460.2			479.5		505.0	505.0					

Source: I-Sec research, Company data

Exhibit 3: VNB and VNB margin trend


Source: I-Sec research, Company data

Exhibit 4: Distribution APE growth trend

Channel APE (INR bn)	Q1FY25	Q2FY25	Q3FY25	9MFY25	Q4FY25	Q1FY26	Q2FY26	H1FY26	Q3FY26	9MFY26	Q3FY26 YoY	9MFY26 YoY
Banca	5.7	7.4	6.1	19.1	11.5	5.5	7.4	12.9	6.7	19.7	10.5%	3.0%
Agency	5.8	7.8	7.3	20.9	9.3	4.7	6.0	10.7	7.3	18.0	0.3%	-13.8%
Direct	3.0	4.0	3.6	10.6	4.4	2.5	3.6	6.1	3.7	9.8	2.2%	-7.0%
Partnership Distribution	2.3	2.5	2.3	7.0	4.4	2.4	3.1	5.5	3.4	8.9	51.6%	26.7%
Group	3.0	3.4	5.1	11.5	5.5	3.5	4.1	7.7	4.1	11.8	-20.1%	2.2%
Total	19.6	25.0	24.4	69.0	35.0	18.6	24.2	42.9	25.3	68.1	3.6%	-1.3%

Source: I-Sec research, Company data

Exhibit 5: APE and VNB projections

INR bn	FY23	FY24	FY25	FY26E	FY27E	FY28E
Weighted APE	75.8	82.0	103.3	105.9	121.7	137.6
Reported APE	86.4	90.5	104.1	106.7	122.7	138.6
VNB	27.7	22.3	23.7	26.0	30.7	35.4
VNB margin reported (%)	32.0%	24.6%	22.8%	24.4%	25.0%	25.5%

Source: I-Sec research, Company data

Exhibit 6: EV projection

Embedded Value (INR bn)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Opening Embedded Value	316.3	356.4	423.4	479.5	540.5	613.4
Unwind	27.1	30.7	33.9	38.4	43.2	49.1
- Unwind rate (%)	8.6%	8.6%	8.0%	8.0%	8.0%	8.0%
VNB	27.7	22.3	23.7	26.0	30.7	35.4
Operating assumption changes	(1.6)	0.7	(2.5)	(2.5)		
Persistency Variance	1.4	(0.6)	0.2			
Mortality and Morbidity variance	0.2	(2.9)	0.1			
Expense variance	0.0	-	0.1			
Other Variance	0.1	(0.1)				
EVOP	54.9	50.2	55.3	61.9	73.9	84.4
Economic assumption change & Inv variance	(14.5)	16.9	(0.2)	(0.4)		
Net capital injection	(0.3)	(0.1)	1.0	(0.5)	(1.0)	(1.0)
Closing Embedded Value	356	423	479.5	540.5	613.4	696.8

Source: I-Sec research, Company data

Exhibit 7: Protection APE and VNB

INR bn	FY22	FY23	FY24	FY25
Retail protection	3.9	3.3	4.8	6.0
Group term	5.7	7.0	4.5	4.3
Credit Life	3.5	4.8	6.0	6.1
Total protection	13.1	15.0	15.3	16.4
Protection -VNB	9.2	10.9	11.4	8.9
VNB margin	70.4%	72.3%	75.0%	54.5%

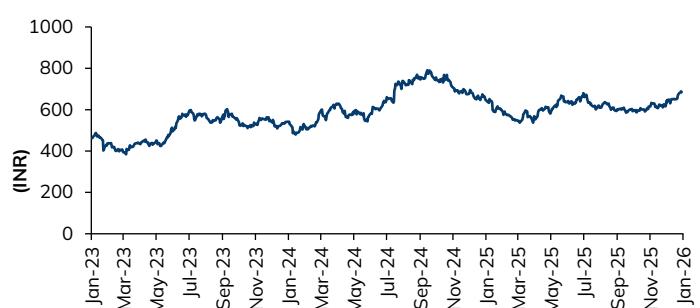
Source: Company data, I-Sec research

Exhibit 8: Shareholding pattern

%	Mar'25	Jun'25	Sep'25
Promoters	73.0	73.0	72.9
Institutional investors	21.7	21.7	21.5
MFs and other	6.5	6.5	6.4
Banks/ Fls	0.5	0.4	0.3
Insurance Cos.	1.5	1.6	1.6
Fls	13.3	13.1	13.2
Others	5.3	5.3	5.6

Source: Bloomberg, I-Sec research

Exhibit 9: Price chart



Source: Bloomberg, I-Sec research

Financial Summary

Exhibit 10: Technical Account

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Gross Premiums	4,89,507	4,97,263	5,54,594	6,18,781
Reinsurance Ceded	(16,913)	(6,750)	(6,750)	(6,750)
Net Premiums	4,72,594	4,90,513	5,47,844	6,12,031
Income from Investments	2,28,195	2,77,614	3,05,953	3,37,106
Other Income	5,410	23,130	23,130	23,130
Total income	7,06,199	7,91,256	8,76,927	9,72,268
Commission	48,594	24,279	27,136	30,304
Operating expenses	39,716	46,158	51,662	57,728
Total commission and opex	88,310	70,437	78,798	88,032
Benefits Paid (Net)+ bonus	4,61,825	3,09,743	3,44,428	3,83,933
Chg in reserves	-	-	-	-
Total expenses	6,85,849	7,64,726	8,50,169	9,41,705
Prov for doubtful debts	6,953	8,423	9,349	10,409
PBT	13,398	18,107	17,410	20,154
Surplus / Deficit before tax	13,398	18,107	17,410	20,154
Tax (incl. Service Tax &GST)	2,501	773	865	971
Prov for Tax	2,501	773	865	971
Surplus / Deficit	10,897	17,334	16,545	19,183

Source Company data, I-Sec research

Exhibit 11: Shareholder's Account

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Transfer from technical a/c	10,931	15,269	14,234	16,589
Income From Investments	7,304	14,266	22,073	26,379
Total Income	18,234	29,650	36,422	43,083
Other expenses	1,640	769	769	769
Contribution to P/H A/C	3,278	14,320	17,185	20,621
Total Expenses	4,918	15,090	17,954	21,391
PBT	13,317	14,561	18,468	21,692
Prov for Tax	1,462	728	923	1,085
PAT	11,855	13,833	17,545	20,608

Source Company data, I-Sec research

Exhibit 12: Balance Sheet

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
Share Capital	14,453	14,453	14,453	14,453
Reserves And Surplus	1,05,551	1,18,883	1,35,428	1,55,036
Shareholders' Fund	1,19,338	1,35,437	1,51,982	1,71,589
Policy Liabilities	29,29,783	35,45,368	39,46,595	43,92,765
Prov. for Linked Liab.	15,56,577	15,15,569	15,30,725	15,46,032
Funds For Future App.	12,832	14,000	14,000	14,000
Current liabilities & prov.	53,991	50,350	50,350	50,350
Borrowings	26,000	26,000	26,000	26,000
Total	31,42,386	37,71,879	41,89,652	46,55,429
Shareholders' investment	1,40,404	3,35,145	4,00,629	4,78,667
Policyholders' investment	12,86,988	18,21,064	21,57,654	25,29,536
Assets to cover linked liab.	16,12,399	15,69,921	15,85,620	16,01,476
Loans	24,191	3,000	3,000	3,000
Fixed Assets	8,476	5,250	5,250	5,250
Current assets	69,902	37,500	37,500	37,500
Total	31,42,386	37,71,879	41,89,652	46,55,429

Source Company data, I-Sec research

Exhibit 13: Premium Details

(INR mn, year ending March)

	FY25A	FY26E	FY27E	FY28E
New business premium	2,32,306	2,10,908	2,42,544	2,74,075
Total weighted APE	1,03,284	1,05,866	1,21,745	1,37,572
Renewal premium	2,57,202	2,86,354	3,12,050	3,44,706
Total premium	4,89,507	4,97,263	5,54,594	6,18,781
NBP growth (%)	26.0	2.5	15.0	13.0
APE growth (%)	26.0	2.5	15.0	13.0
Renewal premium growth (%)	4.7	11.3	9.0	10.5
Total premium growth (%)	13.2	1.6	11.5	11.6

Source Company data, I-Sec research

Exhibit 14: Key ratios

(Year ending March)

	FY25A	FY26E	FY27E	FY28E
Operating Ratios (%)				
Investment yield (%)	7.9	8.6	8.3	8.3
Commissions / GWP	9.9	4.9	4.9	4.9
Operating expenses / GWP	8.1	9.3	9.3	9.3
Total expense / GWP	18.0	14.2	14.2	14.2
Total AUMs (INR bn)	3,039.8	3,726.1	4,143.9	4,609.7
Profitability ratios (%)				
VNB margin, basis effective tax rate (%)	22.8	24.4	25.0	25.5
RoE (%)	10.3	10.9	12.2	12.7
Core EVOP(unwind +VNB)	13.6	13.4	13.7	13.8
EVOP as % of IEV	13.1	12.9	13.7	13.8
RoEV (%)	13.3	12.7	13.5	13.6
Valuation ratios				
Dividend per share (INR)	0.9	0.3	0.7	0.7
EPS (INR)	8.2	9.6	12.1	14.2
VNB (INR bn)	23.7	26.0	30.7	35.4
EV (INR bn)	479.5	540.5	613.4	696.8
Value of new business (INR bn)				
VIF (INR bn)	356.0	400.9	457.3	521.1
ANW (INR bn)	123.5	139.6	156.1	175.7
VIF as % of EV	74.3	74.2	74.6	74.8
EV per share (INR)	331.2	373.3	423.7	481.3
P/EV (x)	2.1	1.8	1.6	1.4
P/EPS (x)	83.2	71.3	56.2	47.9

Source Company data, I-Sec research

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