

20 April 2026

India | Equity Research | Results Update

ICICI Prudential Life Insurance Company

Life Insurance

Margin and cost performance good; awaiting volume improvement

ICICI Prudential (IPRU) witnessed a recovery in retail APE in H2FY26 (with Oct-Feb growth of 8.8%). However, weak growth in H1FY26 (a decline of 8%) and a macro-impacted Mar'26 (down 0.5%) led to muted volumes for FY26 (retail APE down 0.1%). Nevertheless, a combination of better product mix, cost execution and a favourable yield curve led to VNB growth of 10.9% in FY26. VNB margin stood at 24.7% in FY26 despite hurdles such as non-availability of input tax credits post removal of GST and a drop in persistency. IPRU's diversified channel mix (agency/direct/banca/partnership distribution/group APE mix is 25%/13%/30%/13%/18%, as of FY26) remains unique vs. peers, and significantly trims business risks. There is also a sense that IPRU could better optimise margins through product mix fluctuations. Valuations remain attractive based on its sustained ability to register 13% ROEV, with possible improvements ahead.

Maintain BUY; TP revised to INR 705 (vs. INR 800), basis 1.5x FY28E EV (earlier 1.7x FY28E EV)

We factor in a VNB margin of ~24.9%/25.2% with APE growth of ~13%/12% for FY27/28E, resulting in an embedded value (EV) of INR 682bn by FY28E. This translates to an operating RoEV of 13.7%/13.7% in FY27/28E. IPRU witnessed weak volume performance in FY26 (retail APE decline of 0.1% YoY). Despite modest volume growth, VNB grew 10.9% YoY in FY26 due to margin improvements—led by an increase in protection, strong cost execution and a favourable yield curve. Our **BUY** rating captures possible EV growth till FY28, balancing volume and margin outlooks, while the cut in multiple reflects lower volume growth. IPRU is also better placed in terms of any risk of channel disruption from adverse regulation, given its diversified mix. Focus remains on growing APE and VNB on absolute basis, while VNB margin base is now set at ~25% levels. **Risks:** Weakness in volume/margin and adverse regulations.

Financial Summary

Y/E March (INR bn)	FY25A	FY26A	FY27E	FY28E
APE	104.1	106.4	120.2	134.7
Embedded Value	479.5	529.9	601.0	681.7
New value business	23.7	26.3	30.0	34.0
VNB margin (%)	22.8	24.7	24.9	25.2
P/EV (x)	1.7	1.5	1.3	1.2
EVOP as % of IEV	13.1	11.9	13.7	13.7
RoE (%)	10.3	12.5	13.6	14.7
RoEV (%)	13.3	10.5	13.4	13.4

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Market Data

Market Cap (INR)	815bn
Market Cap (USD)	8,770mn
Bloomberg Code	IPRU IN
Reuters Code	ICIR BO
52-week Range (INR)	707 /491
Free Float (%)	27.0
ADTV-3M (mn) (USD)	9.4

Price Performance (%)	3m	6m	12m
Absolute	(17.1)	(5.7)	(5.6)
Relative to Sensex	(11.0)	0.8	(5.6)

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

Previous Reports

14-01-2026: [Q3FY26 results review](#)

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

Strong VNB growth of 21.4% YoY in Q4FY26, led by a combination of favorable base, better product mix, cost efficiency and yield curve

Total APE grew 9.4% YoY in Q4FY26 (vs. a decline of 1.4% YoY in 9MFY26), leading to 2.2% YoY growth in FY26. Retail APE growth was lower at 3.6% YoY for Q4FY26. Within Q4FY26, Mar was especially weak with a decline of 0.5% YoY in retail APE and 10.8% YoY total APE growth on account of overall global uncertainties. VNB growth for Q4FY26/FY26 was 21.4%/10.9% YoY, driven by YoY VNB margin expansion of 249bps/193bps to 25.2%/24.7%, respectively. On a QoQ basis, margin improved by 84bps in Q4FY26. Better margin was due to high protection (60.5%/32.3% YoY growth in Q4FY26/FY26), cost efficiencies (cost/total premium of 18.2% in FY26 vs. 18.1% in FY25) despite GST ITC loss impact and a favorable impact of yield curve [2.5% of positive impact (economic assumption change) on VNB margin in FY26].

Higher growth in retail protection and a dip in persistency

- **Product mix moved towards protection in Q4FY26/FY26.** Total protection reported growth of 29.9%/16.4% in Q4FY26/FY26 and formed ~18% of total APE mix as of FY26. Within that, retail protection formed ~42% of the mix and growth was strong at 60.5%/32.3% YoY for Q4FY26/FY26. Group protection grew 12.3%/7.2% YoY for Q4FY26/FY26. Within that, group term business grew 14.6% YoY and credit life business grew 1.8% YoY. MFI segment has shown signs of revival Q3FY26 onwards. Group savings declined 73.3%/26% YoY and formed ~8% of total APE mix in FY26.
- **Non-linked APE mix declined from 28.6%/21.2% in Q4FY25/FY25 to 20.7%/20.5% in Q4FY26/FY26,** with a decline of 20.7%/1% YoY. Within non-linked, share of par and non-par was 2:1. Management stated that non-par demand was impacted due to unattractive IRRs vs. bank deposits rates.
- **Linked APE mix moved from 43.4%/48.3% in Q4FY25/FY25 to 45.5%/48% for Q4FY26/FY26,** with volume growing by 14.8%/1.6% YoY for Q4FY26/FY26. Focus remains on higher sum assured ULIPs.
- Annuity formed ~6% of total APE in FY26 and reported a decline of 5.8%/29.9% in Q4FY26/FY26, on a high base of last year.
- **Increase in costs YoY:** Cost/total premium marginally increased from 18.1% in FY25 to 18.2% in FY26. Cost/total premium (for savings LoB) improved from 12.5% in FY25 to 12.1% in FY26.
- **Regular and limited-pay persistency witnessed a decline for 13/25/61-month cohorts:** Persistency declined for 13/25/61-month (85.1%/82.6%/63.9% for FY25 vs. 84.5%/81%/61.6% for FY26), but improved for 37/49-month YoY (76.3%/71.8% as of Mar'26 vs. 74.5%/69.1% for Mar'25). Management stated that 13-month persistency has seen challenges due to the annuity product with industry's first plan that provides customers with an option to receive 100% refund of premiums paid any time, starting from the day of purchase launched in Q4FY24. 25th month is spillover from the 13th month. 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.

Partnership channel grew strong; rest muted in Q4

For Q4FY26, agency channel was down 4.1% YoY and contributed 23% of total APE. Partnership distribution contributed 13% in Q4FY26, reporting strong growth of 17.9% YoY. Banca channel contributed 32% of total APE and grew 4.7% YoY, while direct channels grew 2.5% YoY. Group business contributed 20% of total APE with a strong growth of 40.4% YoY in Q4FY26. For FY26, agency channel remained stressed with a decline of 10.8% YoY, followed by direct channel with a decline of 4.3% YoY in total APE, while partnership/ banca channel grew 23.4%/3.6% YoY.

EV walk and key parameters

FY26 EV was INR 529.9bn with RoEV at 10.5%. Operating profit for FY26 was INR 57bn. The breakdown of EVOP is as follows:

- Unwind contribution for FY26 stood at 7.4% of opening EV. VNB of INR 26.3bn is 5.5% of the opening EV. Unwind and VNB together constitute 12.9% of the opening EV.
- Operating assumption change is a negative of INR 2.56bn.
- Persistency variance is negative INR 2.64bn, which is largely on account of the 100% premium-backed annuity product where the persistency experience fell short of long-term assumptions. During the year (FY26), given the market volatility and tight liquidity scenarios, withdrawal had increased.
- Mortality and morbidity variance is a positive INR 0.23bn.
- EV sensitivity has reduced for reference rate: Basis FY26 sensitivity, IPRU Life's embedded value is likely to decline by 1.8% (vs. 3.5%, in Mar'25) with a 100bps rise in reference rates and by 1.5% (vs. 1.5% in FY25) with a 10% drop in equity levels.
- VNB sensitivity has decreased to reference rates. With 100bps increase in reference rates, VNB decreased by 1.4% in FY26 (vs. 3.7% in FY25) and with 100bps decrease in reference rates, VNB increased by 0.6% in FY26 (vs. 3.9% in FY25).
- Total economic and investment variance was negative INR 7.78bn, due to a shift in yield curve and equity market movement.
- Company has sought forbearance with regards to IFRS reporting for FY27.

Exhibit 1: Q4FY26 result review

INR mn	FY25				FY26				Change	
	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	YoY (%)	QoQ (%)
Net premium income	78,747	1,07,542	1,22,614	1,63,692	85,032	1,18,431	1,18,093	1,91,801	17.2	62.4
First year premium	15,221	20,587	18,246	27,092	14,454	19,752	20,811	29,305	8.2	40.8
Renewal premium	43,350	60,858	60,900	92,094	49,417	68,518	65,939	99,282	7.8	50.6
Single premium	24,267	30,307	47,455	49,130	25,670	34,701	35,510	67,888	38.2	91.2
Income from investments	1,73,533	1,42,770	(79,059)	(9,049)	1,66,486	(2,267)	1,07,456	(1,63,024)	1,701.7	(251.7)
Other income	544	562	600	526	524	579	577	619	17.7	7.3
Transfer from S/H A/C	1,761	(799)	1,010	1,206	1,160	3,413	(3,105)	8,430	598.8	(371.5)
Total income	2,54,584	2,50,075	45,165	1,56,375	2,53,202	1,20,156	2,23,020	37,826	(75.8)	(83.0)
Commission paid	9,456	12,349	11,037	15,752	9,849	12,727	12,375	17,955	14.0	45.1
Operating expenses	10,397	10,550	9,744	9,025	9,066	8,793	11,161	14,183	57.2	27.1
Total commission & opex	19,853	22,899	20,781	24,777	18,915	21,520	23,536	32,138	29.7	36.5
Benefits paid	95,226	1,20,218	1,23,110	1,23,271	97,620	1,12,767	1,24,019	1,37,545	11.6	10.9
Change in actuarial liability	1,34,891	1,04,217	(1,05,013)	1,620	1,30,724	(21,194)	74,939	(1,44,194)		
Total expenses	2,49,969	2,47,334	38,879	1,49,668	2,47,259	1,13,092	2,22,495	25,489	(83.0)	(88.5)
Provisions	20	(135)	(17)	162	45	204	216	(44)		
Service Tax on linked A/C	1,632	1,777	1,758	1,757	1,668	1,543	73	74	(95.8)	1.0
PBT	2,964	1,100	4,545	4,789	4,230	5,317	236	12,308	157.0	5,104.0
Tax	122	173	355	1,852	468	468	549	(4,014)	(316.8)	(831.2)
Surplus/(Deficit)	2,843	927	4,190	2,937	3,762	4,849	(313)	16,322	Na	na
Check										
Shareholders' Account	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	YoY (%)	QoQ (%)
Transfer from P/H A/C	2,891	1,018	3,260	3,761	2,706	4,203	(969)	12,112	222.0	(1,350.0)
Income from Investments	1,682	1,271	1,802	2,230	2,496	3,195	2,780	4,212	88.9	51.5
Other Income	63	71	3	98	89	92	3	3	(97.4)	(18.8)
Total	4,636	2,361	5,065	6,090	5,290	7,490	1,814	16,326	168.1	800.0
Other expenses	286	308	296	655	646	653	447	503	(23.1)	12.5
Amounts transf to P/H acc	1,761	(799)	1,010	1,206	1,160	3,413	(3,105)	8,430	598.9	(371.5)
Provisions (other than taxation)	-	-	0	100	51	-	-	715		
PBT	2,589	2,852	3,758	4,129	3,434	3,424	4,472	6,677	61.7	49.3
Tax	345	343	502	276	424	466	570	589		
PAT	2,243	2,510	3,257	3,853	3,010	2,958	3,902	6,088	58.0	56.0
Check										
Ratios (%)	Q1FY25	H1FY25	9MFY25	FY25	Q1FY26	H1FY26	9MFY26	FY26	YoY (bps)	
Commission expense	15.5	15.0	15.0	13.7	14.8	14.3	14.1	13.8	3	
Opex ratio	17.1	14.4	14.4	11.2	13.6	11.3	11.7	11.3	2	
APE (Rs mn)	19,630	44,660	69,040	1,04,060	18,640	42,850	68,100	1,06,400	2%	
Linked Mix (%)	51	52	51	48	47	48	49	48	(34)	
Non Linked and Other Savings Mix (%)	31	31	32	36	31	33	32	34	(182)	
Protection Mix (%)	18	17	17	16	22	19	19	18	216	
Other ratios (%)	Q1FY25	H1FY25	9MFY25	FY25	Q1FY26	H1FY26	9MFY26	FY26	YoY (bps)	
Solvency Ratio	187.9	188.6	221.8	212.2	212.3	213.2	214.8	227.3	1,510	
VNB margins	24.0	23.7	22.8	22.8	24.5	24.5	24.4	24.7	191	
Persistency ratios (%) : retail excluding single premium	Q1FY25	H1FY25	9MFY25	FY25	Q1FY26	H1FY26	9MFY26	FY26	YoY (bps)	
13th Month	89.7	89.8	89.8	85.1	86.0	85.3	84.4	84.5	(60)	
25th Month	80.6	81.0	81.6	82.6	83.4	83.1	82.8	81.0	(160)	
37th Month	72.8	73.7	74.5	74.5	75.1	75.2	75.5	71.2	(330)	
49th Month	70.7	69.9	69.2	69.1	69.8	70.5	71.3	68.3	(80)	
61st Month	65.9	65.9	65.3	63.9	63.8	62.9	61.8	61.6	(230)	
Key metrics (INR bn)	Q1FY25	H1FY25	9MFY25	FY25	Q1FY26	H1FY26	9MFY26	FY26	YoY (%)	
VNB	4.7	10.6	15.8	23.7	4.6	10.5	16.6	26.3	10.9	
EV	-	460	-	480	-	505	-	530		
AUM	3,089	3,205	3,104	3,094	3,245	3,215	3,307	3,136	1.4	

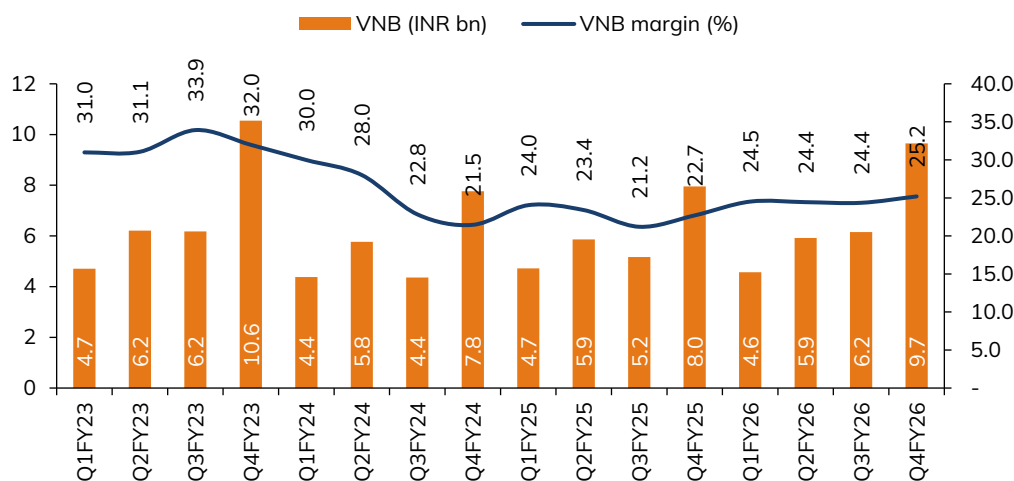
Source: I-Sec research, Company data

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

INR bn	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q4FY26 YoY	FY26 YoY
Total APE	19.6	25.0	24.4	35.0	104.1	18.6	24.2	25.3	38.3	106.4	9.4%	2.2%
Ind APE	16.7	21.6	19.3	29.5	87.1	15.1	20.1	21.2	30.6	86.9	3.6%	-0.1%
Grp APE	3.0	3.4	5.1	5.5	17.0	3.5	4.1	4.1	7.7	19.5	40.1%	14.5%
Savings APE	16.1	20.8	20.5	30.3	87.7	14.6	20.0	20.6	32.2	87.4	6.1%	-0.4%
Linked	10.1	13.0	12.0	15.2	50.3	8.7	11.9	13.0	17.4	51.0	14.8%	1.6%
Non Linked	3.3	4.8	4.0	10.0	22.1	4.0	5.4	4.6	7.9	21.9	-20.7%	-1.0%
Annuity	2.1	2.2	1.8	2.6	8.8	1.0	1.2	1.5	2.4	6.1	-5.8%	-29.9%
Group	0.5	0.9	2.7	2.5	6.6	0.8	1.7	1.5	4.4	8.3	73.3%	26.0%
Protection APE	3.6	4.2	3.9	4.7	16.4	4.1	4.2	4.6	6.1	19.1	29.9%	16.4%
Retail Protection	1.1	1.7	1.5	1.7	6.0	1.4	1.7	2.1	2.8	7.9	60.5%	32.3%
Group Protection	2.4	2.5	2.4	3.0	10.4	2.7	2.5	2.6	3.4	11.2	12.3%	7.2%
									45%	42%		
Mix (%)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	YoY bps	YoY bps
Total APE	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%		
Savings APE	81.9%	83.1%	84.0%	86.6%	84.3%	78.1%	82.7%	81.6%	84.0%	82.1%	-256 bps	-217 bps
Linked	51.4%	51.8%	49.2%	43.4%	48.3%	46.8%	49.0%	51.5%	45.5%	48.0%	216 bps	-33 bps
Non Linked	16.9%	19.1%	16.2%	28.6%	21.2%	21.5%	22.1%	18.1%	20.7%	20.5%	-785 bps	-66 bps
Annuity	10.9%	8.7%	7.5%	7.4%	8.4%	5.4%	4.8%	6.1%	6.4%	5.8%	-103 bps	-265 bps
Group	2.8%	3.5%	11.0%	7.2%	6.4%	4.5%	6.8%	6.0%	11.4%	7.8%	419 bps	148 bps
Protection APE	18.1%	16.8%	16.0%	13.5%	15.7%	21.9%	17.3%	18.4%	16.0%	17.9%	253 bps	217 bps
Retail Protection	5.7%	6.7%	6.0%	4.9%	5.7%	7.5%	7.0%	8.2%	7.2%	7.4%	229 bps	169 bps
Group Protection	12.4%	10.1%	10.0%	8.6%	10.0%	14.5%	10.3%	10.2%	8.8%	10.5%	23 bps	49 bps
VNB	4.7	5.9	5.2	8.0	23.7	4.6	5.9	6.2	9.7	26.3	21.4%	10.9%
VNB Margin	24.0	23.4	21.2	22.7	22.8	24.5	24.4	24.4	25.2	24.7	249 bps	193 bps
Embedded value		460.2		479.5	479.5		505.0		529.9	529.9	10.5%	10.5%

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	Q4FY25	FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q4FY26 YoY	FY26 YoY
Banca	5.7	7.4	6.1	11.5	30.6	5.5	7.4	6.7	12.1	31.8	4.7%	3.6%
Agency	5.8	7.8	7.3	9.3	30.1	4.7	6.0	7.3	8.9	26.9	-4.1%	-10.8%
Direct	3.0	4.0	3.6	4.4	14.9	2.5	3.6	3.7	4.5	14.3	2.5%	-4.3%
Partnership Distribution	2.3	2.5	2.3	4.4	11.4	2.4	3.1	3.4	5.1	14.0	17.9%	23.4%
Group	3.0	3.4	5.1	5.5	17.0	3.5	4.1	4.1	7.7	19.5	40.4%	14.5%
Total	19.6	25.0	24.4	35.0	104.1	18.6	24.2	25.3	38.3	106.4	9.4%	2.2%

Source: I-Sec research, Company data

Exhibit 5: APE and VNB projections

INR bn	FY23	FY24	FY25	FY26	FY27E	FY28E
Weighted APE	75.8	82.0	103.3	105.9	119.6	134.0
Reported APE	86.4	90.5	104.1	106.4	120.2	134.7
VNB	27.7	22.3	23.7	26.3	30.0	34.0
VNB margin reported (%)	32.0%	24.6%	22.8%	24.7%	24.9%	25.3%

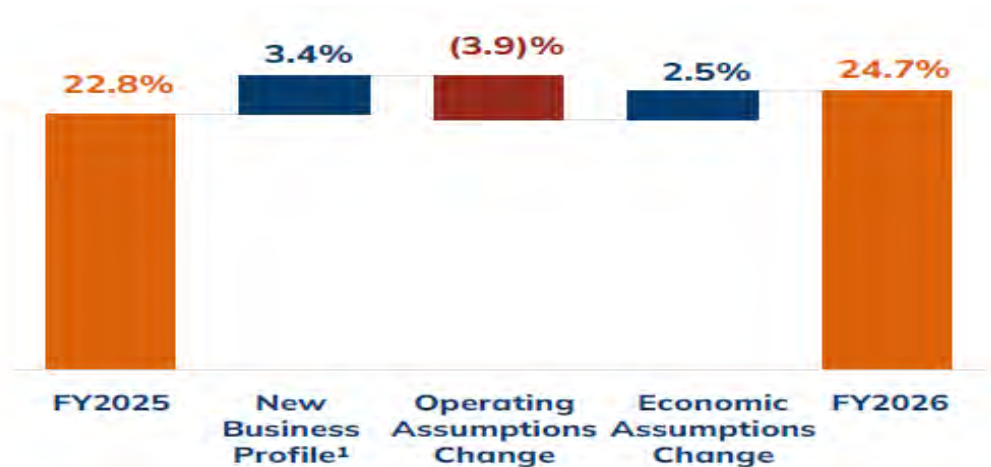
Source: I-Sec research, Company data

Exhibit 6: EV projection

Embedded Value (INR bn)	FY23	FY24	FY25	FY26	FY27E	FY28E
Opening Embedded Value	316.3	356.4	423.4	479.5	529.9	601.0
Unwind	27.1	30.7	33.9	35.5	42.4	48.1
- Unwind rate (%)	8.6%	8.6%	8.0%	7.4%	8.0%	8.0%
VNB	27.7	22.3	23.7	26.3	30.0	34.0
Operating assumption changes	(1.6)	0.7	(2.5)	(2.6)		
Persistency Variance	1.4	(0.6)	0.17	(2.6)		
Mortality and Morbidity variance	0.2	(2.9)	0.05	0.2		
Expense variance	0.0	-	0.05	0.2		
Other Variance	0.1	(0.1)				
EVOP	54.9	50.2	55.3	57.0	72.4	82.0
Economic assumption change & Invt variance	(14.5)	16.9	(0.2)	(7.8)		
Net capital injection	(0.3)	(0.1)	1.0	1.1	(1.3)	(1.3)
Closing Embedded Value	356	423	479.5	529.9	601.0	681.7

Source: I-Sec research, Company data

Exhibit 7: VNB margin movement



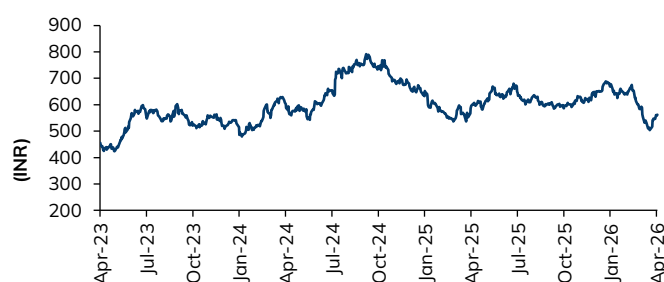
Source: I-Sec research, Company data

Exhibit 8: Shareholding pattern

%	Jun'25	Sep'25	Dec'25
Promoters	73.0	72.9	72.9
Institutional investors	21.9	21.8	22.3
MFs and other	6.8	6.7	9.1
Banks/ FIs	0.4	0.3	0.3
Insurance Cos.	1.6	1.6	1.4
FIs	13.1	13.2	11.5
Others	5.1	5.3	4.8

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	FY26A	FY27E	FY28E
Gross Premiums	4,89,507	5,31,246	5,50,376	6,10,087
Reinsurance Ceded	(16,913)	16,094	(6,750)	(6,750)
Net Premiums	4,72,594	5,47,340	5,43,626	6,03,337
Income from Investments	2,28,195	1,08,652	3,05,870	3,36,870
Other Income	5,410	12,196	23,130	23,130
Total income	7,06,199	6,34,204	8,72,626	9,63,337
Commission	48,594	51,811	26,911	29,852
Operating expenses	39,716	44,298	51,210	56,835
Total commission and opex	88,310	96,109	78,121	86,687
Benefits Paid (Net)+ bonus	4,61,825	4,71,951	3,42,203	3,79,080
Chg in reserves	-	-	-	-
Total expenses	6,85,849	6,08,334	8,37,885	9,28,109
Prov for doubtful debts	6,953	3,778	9,292	10,283
PBT	13,398	22,091	25,449	24,945
Surplus / Deficit before tax	13,398	22,091	25,449	24,945
Tax (incl. Service Tax & GST)	2,501	(2,530)	864	967
Prov for Tax	2,501	(2,530)	864	967
Surplus / Deficit	10,897	24,621	24,585	23,978

Source Company data, I-Sec research

Exhibit 11: Shareholder's Account

(INR mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
Transfer from technical a/c	10,931	18,052	22,278	21,395
Income From Investments	7,304	12,669	16,687	26,251
Total Income	18,234	30,721	39,080	47,761
Other expenses	1,640	1,989	769	769
Contribution to P/H A/C	3,278	10,664	17,185	20,621
Total Expenses	4,918	12,653	17,954	21,391
PBT	13,317	18,068	21,126	26,370
Prov for Tax	1,462	2,064	1,056	1,319
PAT	11,855	16,004	20,070	25,052

Source Company data, I-Sec research

Exhibit 12: Balance Sheet

(INR mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
Share Capital	14,453	14,493	14,493	14,493
Reserves And Surplus	1,05,551	1,23,112	1,41,883	1,65,636
Shareholders' Fund	1,19,338	1,36,295	1,58,476	1,82,229
Policy Liabilities	29,29,783	29,45,055	39,37,255	43,76,142
Prov. for Linked Liab.	15,56,577	14,52,744	15,24,967	15,40,217
Funds For Future App.	12,832	19,401	14,000	14,000
Current liabilities & prov.	53,991	70,097	50,350	50,350
Borrowings	26,000	25,950	25,950	25,950
Total	31,42,386	31,97,332	41,86,756	46,49,396
Shareholders' investment	1,40,404	1,57,276	3,98,946	4,76,095
Policyholders' investment	12,86,988	14,12,995	21,56,440	25,26,075
Assets to cover linked liab.	16,12,399	15,10,524	15,85,620	16,01,476
Loans	24,191	30,062	3,000	3,000
Fixed Assets	8,476	7,110	5,250	5,250
Current assets	69,902	79,382	37,500	37,500
Total	31,42,386	31,97,349	41,86,756	46,49,396

Source Company data, I-Sec research

Exhibit 13: Premium Details

(INR mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
New business premium	2,25,830	2,48,091	2,38,326	2,66,925
Total weighted APE	1,03,284	1,05,866	1,19,628	1,33,983
Renewal premium	2,63,677	2,83,156	3,12,050	3,43,161
Total premium	4,89,507	5,31,246	5,50,376	6,10,087
NBP growth (%)	26.0	2.5	13.0	12.0
APE growth (%)	26.0	2.5	13.0	12.0
Renewal premium growth (%)	7.4	7.4	10.2	10.0
Total premium growth (%)	13.2	8.5	3.6	10.8

Source Company data, I-Sec research

Exhibit 14: Key ratios

(Year ending March)

	FY25A	FY26A	FY27E	FY28E
Operating Ratios (%)				
Investment yield (%)	7.9	4.0	8.9	8.3
Commissions / GWP	9.9	9.8	4.9	4.9
Operating expenses / GWP	8.1	8.3	9.3	9.3
Total expense / GWP	18.0	18.1	14.2	14.2
Total AUMs (INR bn)	3,039.8	3,080.8	4,141.0	4,603.6
Profitability ratios (%)				
VNB margin, basis effective tax rate (%)	22.8	24.7	24.9	25.2
RoE (%)	10.3	12.5	13.6	14.7
Core EVOP (unwind +VNB)	13.6	12.9	13.7	13.7
EVOP as % of IEV	13.1	11.9	13.7	13.7
RoEV (%)	13.3	10.5	13.4	13.4
Valuation ratios				
Dividend per share (INR)	0.9	1.6	0.9	0.9
EPS (INR)	8.2	11.0	13.8	17.3
VNB (INR bn)	23.7	26.3	30.0	34.0
EV (INR bn)	479.5	529.9	601.0	681.7
Value of new business (INR bn)	23.7	26.3	30.0	34.0
VIF (INR bn)	356.0	389.4	438.4	495.3
ANW (INR bn)	123.5	140.4	162.6	186.4
VIF as % of EV	74.3	73.5	72.9	72.7
EV per share (INR)	330.8	365.6	414.7	470.4
P/EV (x)	1.7	1.5	1.3	1.2
P/EPS (x)	68.7	50.9	40.6	32.5

Source Company data, I-Sec research

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