

April 24, 2025

**RESULT REPORT Q4 FY25** | Sector: Insurance (Life)

# SBI Life Insurance

## Margin surprise augurs well for SBI Life

### Our view – Agency channel to remain the key driver of growth

**APE growth** – Individual APE growth was healthy for FY25 and is expected to gain momentum driven by Agency channel: New business APE for 4QFY25 de-grew/grew -21.5%/2.3% QoQ/YoY. Total APE for FY25 was up by 9% YoY to Rs 214.2 bn where Individual APE was up by 12% YoY to Rs 195.9 bn. Going forward, the management has guided that on individual APE basis it will grow by 13-14%, which is slightly ahead of the expected growth for the total industry at 12%. The SBI branch productivity on individual APE terms was Rs. 5.4mn, up 9% YoY. The banca channel, which grew 8% for the year FY25, is expected to grow at 10% or at low double digits for FY26. The agent productivity was at Rs 0.29mn on individual NBP for FY25, up 20% YoY. The management has guided that there will be continued focus on the agency channel and it is expected to grow at 25% YoY.

**VNB margin** – Calculated VNB margin has risen sequentially, while management guided for stable margin: Calculated VNB margin for 4QFY25 rose 351bps QoQ and 213bps YoY to 30.5%. For 4QFY25, margin was better QoQ mainly due to decrease in share of ULIP business. Within the protection business the share of ROP has declined from 90% to 80%. The Rider attachment on products has also improved for the company. VNB margin stood at 27.8% for FY25, down -30bps YoY. For FY25, margin was impacted largely due to increase in share of ULIP business. On IRP basis, the share of ULIP was about 70% for FY25. This is expected to decline by about 500 bps in FY26. The company has launched products in the non ULIP segment to increase its share since the same is margin accretive. While the company will be working on increasing share of non-par guaranteed, protection and annuities, the share of low-margin Par is also expected to go up. The VNB margin for FY26 is expected to be maintained at 28%.

We maintain 'BUY' rating on SBIL with a revised price target of Rs 1975: We value SBIL at 2.0x FY27 P/EV for an FY26/27E RoEV profile of 18.6/18.5%.

(See Comprehensive con call takeaways on page 2 for significant incremental colour.)

### Other Highlights (See "Our View" above for elaboration and insight)

- VNB growth:** VNB de-growth/growth was at -11.2%/9.9% QoQ/YoY where the QoQ de-growth was driven lower by de-growth in APE
- Expense control:** Expense ratio de-grew/grew -129/177bps QoQ/YoY to 8.4%, where the opex ratio grew 77bp YoY and commission ratio grew 100bps YoY
- Persistency:** 37<sup>th</sup> month ratio was up 107bps YoY but down -30bps QoQ to 72.1% whereas 61<sup>st</sup> month ratio de-grew/grew -60/528 bps QoQ/YoY to 62.7%

### Exhibit 1: Result table

Rs mn	Q4FY25	Q4FY24	% yoy	Q3FY25	% qoq
NBP	93,212	122,379	-23.8%	105,303	-11.5%
Renewal premium	146,803	130,033	12.9%	144,676	1.5%
Income from investments	(10,408)	108,117	-109.6%	(62,817)	-83.4%
Surplus/(Deficit)	15,632	17,099	-8.6%	3,470	350.5%
APAT	8,135	8,108	0.3%	5,508	47.7%
Expense ratio	8.4%	6.7%	177bps	9.7%	-129bps
37th mo. Persistency*	72.1%	71.0%	107bps	72.4%	-30bps
Total APE	54,500	53,300	2.3%	69,400	-21.5%
VNB (effective tax basis)	16,600	15,100	9.9%	18,700	-11.2%
VNB Margin (effective tax basis)	30.5%	28.3%	213bps	26.9%	351bps

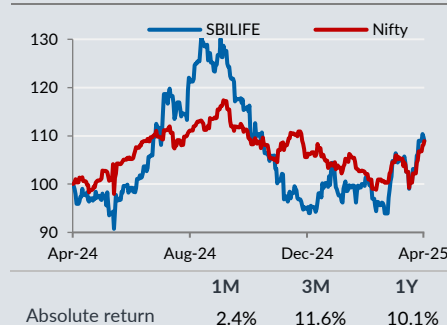
Source: Company, YES Sec-Research, \*N.B. Regular and Limited Pay under individual category

Recommendation	: BUY
Current price	: Rs 1608
Target price	: Rs 1975
Potential return	: +23%

### Stock data (as on April 24, 2025)

Nifty	24,247
52 Week h/l (Rs)	1936 / 1308
Market cap (Rs/USD mn)	1618949 / 18980
Outstanding Shares (mn)	1,002
6m Avg t/o (Rs mn):	2,216
Div yield (%):	0.2
Bloomberg code:	SBILIFE IN
NSE code:	SBILIFE

### Stock performance



### Shareholding pattern (As of Dec'24 end)

Promoter	55.4%
FII+DII	40.6%
Others	4.1%

### Δ In stance

(1-Yr)	New	Old
Rating	BUY	BUY
Target Price	1975	1,920

### Financial Summary

Rs. Mn	FY25	FY26E	FY27E
APE	214,170	244,117	281,390
% yoy	8.6%	14.0%	15.3%
VNB	59,500	69,573	81,603
% yoy	7.2%	16.9%	17.3%
VNB Margin	27.8%	28.5%	29.0%
PAT	24,133	31,820	36,570
EPS (Rs)	24.1	31.8	36.5
EV/Share (Rs)	701.0	827.4	975.6
VNBPS (Rs)	59.4	69.4	81.4
P/EV (x)	2.3	1.9	1.6
P/VNB (x)	27.1	23.2	19.7
ROEV (%)	20.2%	18.6%	18.5%

### Δ in earnings estimates

Rs bn	FY25E	FY26E	FY27E
VNB (New)	NA	69.6	81.6
VNB (Old)	NA	69.2	81.3
% change	NA	0.5%	0.4%

### SHIVAJI THAPLIYAL

Head of Research (Overall)  
& Lead Sector Research Analyst

📞 +91 22 6992 2932



SIDDHARTH RAJPUROHIT, Analyst

SURAJ SINGHANIA, Associate

## COMPREHENSIVE CON-CALL TAKEAWAYS

### Channel growth and mix

- **Growth guidance**
  - **Overall growth guidance**
    - Going forward, the company's overall growth will be 13-14%, which is slightly ahead of the expected growth for the total industry at 12%.
  - **Agency channel**
    - There will be continued focus on the agency channel, which will grow at 25%.
  - **Banca channel**
    - The banca channel, which grew 8% for the year, will grow at 10% or at low double digits.
    - The banca channel will be aided by improvement in branch activation and productivity.
- **Channel mix on APE basis in FY25**
  - Banca was 61%
  - Agency 28%
  - Others 11%
- **Banca channel**
  - The banca APE has grown 8% YoY.
  - **More on Banca**
    - Total numbers of CIFs are more than 59,000.
    - On Individual APE basis, the Banca channel contributed 127.5bn, up 9% YoY
    - The SBI branch productivity on individual APE terms was Rs. 5.4mn, up 9% YoY.
  - **Non-SBI**
    - For non-SBI banca channel, the share of ULIP is 30%.
- **Agency channel**
  - The Agency APE has grown 21% YoY.
  - 87 branches are to be opened in FY26 compared with 70 in FY25.
  - **Agent count**
    - The company has around 240,304 agents.
    - In FY25 the company added around 97,500 agents on gross basis.
    - The agent productivity was at Rs 0.29mn on individual NBP for FY25, up 20% YoY.
- **Other Channels**
  - Others channel APE has de-grown -11% YoY.
  - Linked business through other channel grew by 39% YoY on APE basis

### VNB margin

- **Margin guidance**
  - **Product mix outlook**
    - On IRP basis, the share of ULIP was about 70% for FY25.
    - This is expected to decline by about 500 bps in FY26.
    - Products have been launched in the non ULIP segment and the company is making an effort here since the same is margin accretive.

(Con call takeaways continue on the next page)

- **Agency product mix**
  - The share of ULIP on agency channel is slightly lower than overall company average.
- **Expected margin level**
  - The VNB margin for FY26 is expected to be maintained at 28%.
  - While the company will be working on increasing share of non-par guaranteed, protection and annuities, the share of low-margin Par is also expected to go up.
- **Non-par margin**
  - Rate cuts will not have a negative impact on non-par margin as the company actively prices its non-par guaranteed and annuities products.
- **VNB**
  - VNB for FY25 is up by 7% YoY to Rs 59.5bn.
- **VNB margin outcomes**
  - VNB margin in 4QFY25 was 30.5%.
  - VNB margin stood at 27.8% for FY25, down -30bps YoY.
- **Reasons for change in VNB margin**
  - For 4QFY25, QoQ the margin was better mainly due to decrease in share of ULIP business.
  - For FY25, margin was impacted largely due to increase in share of ULIP business.
  - **Product level margins**
    - There has been slight improvement in product level margins.
    - High sum assured product was launched 6 months back and several riders have also been launched.
    - Rider attachment on products has improved.
    - Rider attachment for ULIP started only on late 4Q but was happening for traditional products since earlier.
  - **Retail protection**
    - The share of ROP has declined from 90% to 80%.

## Product growth and mix

- **New Products**
  - The company over the last 4 months has launched 4 non ULIP products i.e. Smart Platina Supreme, Smart Bachat Plus, Smart Platina Young Achiever and Smart Future Star,
- **Product mix**
  - **Product Mix on APE basis for FY25**
    - Par saving 3%
    - Non par saving 18%
    - ULIP 64%
    - Protection 10%
    - Annuity 2%
    - Group Savings 3%
- **Protection**
  - **Overall Protection**
    - Protection NBP was down -2% YoY to Rs 41 bn in FY25.
    - Protection APE is down -2% YoY to Rs 20.5 bn in FY25.
  - **Individual Protection**
    - There was a -17% de-growth in individual protection in FY25, on NBP.
    - For 4QFY25, individual Protection NBP has grown by 40% QoQ

(Con call takeaways continue on the next page)

- Individual Protection APE is down -11% YoY to Rs 8.3 bn in FY25.
- **Group Protection**
  - Group protection NBP was at Rs 33bn in FY25.
  - Group Credit Life NBP was Rs 25.2bn in FY25, up 11% YoY.
  - **Group term**
    - The group term growth for 4Q was strong on the back of some deal wins in the employer-employee space.
    - Group term has grown 5% in FY25 as a whole.
    - The company does not do GTI business which is negative VNB.
  - **Credit life**
    - Credit life has also done well, growing 20% YoY in 4Q and 10% in FY25.
    - Credit life APE for FY25 amounted to Rs 2.5bn.
    - Credit life's main business is from home loans.
- **Group Saving**
  - The group savings APE was down -47% YoY in FY25
- **Annuity**
  - The total annuity and pension new business underwritten was Rs 71.6bn in FY25

## Overall revenue growth outcomes

- **New Business growth figures for FY25**
  - New business premium is down -7% YoY to Rs 355.8bn.
  - New business premium private market share was 20.8%.
  - Individual new business premium is up 11% YoY to Rs 263.6bn.
  - Individual New business premium private market share was 25.3%.
- **Gross Written Premium growth figures for FY25**
  - Gross written premium was up 4% YoY to Rs 849.8bn.
- **APE growth figures for FY25**
  - Total APE was up by 9% YoY to Rs 214.2 bn.
  - Individual APE was up by 12% YoY to Rs 195.9 bn.

## Embedded Value

- **EV**
  - Embedded Value as of March 2025 was at Rs 702.5bn, up by 21% from March 2024.
- **EVOP**
  - The EVOP was at Rs 117.8bn for FY25, up 20% YoY
  - The EVOP margin was at 20.2%
- **Assumption changes**
  - The assumption changes are mainly on account of mortality and persistency.
  - The company has been consistently making surpluses on mortality and persistency and some part was capitalized and reflected in assumption change.
  - The assumption change impact is about 20 bps for March 2025 over March 2024 whereas this was 100 bps last year.

(Con call takeaways continue on the next page)

## Operating variance

- The total impact from operating variance was Rs 7.27bn.
- Of this, Rs 2.77bn was on account of persistency.
- Rs 4.23bn is on account of mortality.
  - Rs 0.17bn was on account of operating expenses.

## Operating expenses

### Agency channel

- The company's agency channel commission is lower since agents find the company more stable.
- The overall cost of the agency channel is higher since the channel requires physical infrastructure.

### Employee count

- The employee count is about 26000.
- 1500 employees are to be added this year.

### Key outcomes

- Total Cost ratio for FY25 is 9.7% as against 8.9% for FY24.
- Commission ratio for FY25 is 4.4% as against 4.0% for FY24.
- Operating Expense ratio for FY25 is 5.3% as against 4.9% in FY24.

## Solvency

- The solvency ratio stood at 196% in FY25 Vs 196% in FY24.

## AUM

- AUM is up 15% YoY to Rs 4.48 tn.

## Other ratios

- The death claim settlement ratio was at 99.4%, up 23bps YoY.
- The company's miss-selling ratio is only 0.02%, one of the lowest in the industry.

## Persistency

### On Individual Regular premium and limited premium paying policy

- 13<sup>th</sup> month persistency was 87.4%, an improvement of 63bps YoY.
- 61<sup>st</sup> Month persistency was at 62.7%, an improvement of 528bps YoY.

## Exhibit 2: Quarterly Actuals Vs Estimates

Q4 FY25 (Rs. mn)	Actuals	Estimates	Diff, %
New Business Premium	93,212	94,486	(1.3)
Total APE	54,500	53,471	1.9
VNB	16,600	14,437	15.0

Source: Company, YES Sec – Research

## Exhibit 3: Other Business Parameters

Rs mn	Q4FY25	Q4FY24	% yoy	Q3FY25	% qoq
<b>APE by Product (Rs mn)</b>					
Individual Savings	44,100	40,900	7.8%	61,400	-28.2%
Par	1,700	1,700	0.0%	1,100	54.5%
Non par	12,800	7,900	62.0%	10,900	17.4%
ULIP	29,600	31,300	-5.4%	49,400	-40.1%
Total Protection	7,100	5,800	22.4%	5,400	31.5%
Individual Protection	3,000	2,900	3.4%	2,100	42.9%
Group Protection	4,100	2,900	41.4%	3,300	24.2%
Total Annuity	1,500	1,600	-6.3%	1,400	7.1%
Group Savings	1,700	5,000	-66.0%	1,200	41.7%
<b>Total APE</b>	<b>54,400</b>	<b>53,300</b>	<b>2.1%</b>	<b>69,400</b>	<b>-21.6%</b>
<b>Product Mix (% in APE)</b>					
Individual Savings	81%	77%	433bps	88%	-741bps
Par	3%	3%	-6bps	2%	154bps
Non par	24%	15%	871bps	16%	782bps
ULIP	54%	59%	-431bps	71%	-1677bps
Total Protection	13%	11%	217bps	8%	527bps
Individual Protection	6%	5%	7bps	3%	249bps
Group Protection	8%	5%	210bps	5%	278bps
Total Annuity	3%	3%	-24bps	2%	74bps
Group Savings	3%	9%	-626bps	2%	140bps
<b>APE by Channel (Rs mn)</b>					
Banca	31,300	28,650	9.2%	47,300	-33.8%
Agency	15,600	15,050	3.7%	16,200	-3.7%
Others	7,500	9,600	-21.9%	5,900	27.1%
<b>Channel mix (% in APE)</b>					
Banca	58%	54%	378bps	68%	-1062bps
Agency	29%	28%	44bps	23%	533bps
Others	14%	18%	-422bps	9%	529bps
<b>Persistency*</b>					
13 <sup>th</sup> month	87.4%	86.8%	63bps	86.1%	131bps
61 <sup>st</sup> month	62.7%	57.4%	528bps	63.3%	-60bps
<b>Expense ratio</b>					
Commission ratio	3.3%	2.3%	100bps	5.1%	-181bps
Opex ratio	5.2%	4.4%	77bps	4.7%	52bps
<b>Solvency</b>					
Solvency ratio	196%	196%	0bps	204%	-800bps

Source: Company, YES Sec – Research, \*N.B. Regular and Limited Pay under individual category

## ANNUAL FINANCIALS

### Exhibit 4: Policyholder account

Y/e 31 Mar (Rs mn)	FY23	FY24	FY25	FY26E	FY27E
Net premium	665,810	805,871	840,598	962,053	1,105,266
Income from investments	132,601	503,666	317,141	486,261	556,498
Other income	499	501	(12)	(13)	(14)
Contri from shareholders A/C	17,075	16,276	13,459	14,805	16,286
<b>Total income</b>	<b>815,985</b>	<b>1,326,314</b>	<b>1,171,187</b>	<b>1,463,106</b>	<b>1,678,035</b>
Commission	30,625	32,553	37,388	42,789	49,159
Employee expenses	20,464	23,983	27,288	31,231	35,880
Other opex	13,631	15,836	17,620	20,166	23,168
Benefits paid	302,875	431,074	489,018	559,492	640,385
Change in valuation of liability	410,031	784,313	557,001	755,499	868,172
Others	8,323	9,283	10,948	12,545	14,429
Provision for Tax	1,474	1,357	1,979	2,491	2,856
<b>Surplus/(Deficit)</b>	<b>28,562</b>	<b>27,915</b>	<b>29,945</b>	<b>38,894</b>	<b>43,986</b>
Transfer to shareholders A/C	27,072	25,977	27,397	35,584	40,243

Source: Company, YES Sec – Research

### Exhibit 5: Shareholder account

Y/e 31 Mar (Rs mn)	FY23	FY24	FY25	FY26E	FY27E
Transfer from Policyholders' account	27,072	25,977	27,397	35,584	40,243
Income from Investments	7,945	10,341	11,145	12,474	14,240
<b>Total A</b>	<b>35,017</b>	<b>36,317</b>	<b>38,542</b>	<b>48,058</b>	<b>54,484</b>
Expenses (apart from insurance)	372	515	342	376	414
Contribution to Policyholders' Acc	17,075	16,276	13,459	14,805	16,286
Others	(8)	106	(192)	0	0
Total B	17,440	16,896	13,609	15,181	16,699
Profit/(Loss) before tax	17,584	19,421	24,947	32,893	37,803
Provision for Taxation	379	483	814	1,073	1,233
<b>Profit/(Loss) after tax</b>	<b>17,206</b>	<b>18,938</b>	<b>24,133</b>	<b>31,820</b>	<b>36,570</b>

Source: Company, YES Sec – Research

## Exhibit 6: Balance sheet

Y/e 31 Mar (Rs mn)	FY23	FY24	FY25	FY26E	FY27E
Shareholders' Funds:					
Share Capital	10,009	10,015	10,021	10,021	10,021
Reserve and surplus	119,237	135,902	157,908	184,955	216,039
Policyholders' Funds					
Policy Liabilities	1,321,708	1,605,276	1,847,108	2,120,834	2,443,323
Provision for Linked Liabilities	1,535,926	2,045,746	2,333,582	2,658,837	3,032,880
Funds for future appropriation	11,427	13,366	14,480	14,480	14,480
<b>Sources of Funds</b>	<b>3,095,866</b>	<b>3,927,830</b>	<b>4,509,232</b>	<b>5,161,456</b>	<b>5,922,229</b>
Investments - Shareholders	112,087	130,364	146,045	166,412	189,446
Investments Policyholders	2,931,258	3,725,539	4,328,624	4,950,164	5,672,639
Fixed Assets	5,215	5,570	5,903	6,053	6,203
Net Current Assets	43,417	62,470	23,843	34,010	49,123
Misc. Expenditure	0	0	0	0	0
<b>Application of funds</b>	<b>3,095,866</b>	<b>3,927,830</b>	<b>4,509,232</b>	<b>5,161,456</b>	<b>5,922,229</b>

Source: Company, YES Sec – Research

## Exhibit 7: EV Walk

Y/e 31 Mar (Rs mn)	FY23	FY24	FY25	FY26E	FY27E
Opening EV	396,300	460,400	582,600	702,500	829,144
Unwind of Discount	34,100	38,100	48,800	58,843	69,451
Value of New Business	50,700	55,500	59,500	69,573	81,603
Operating Assumption Changes	700	800	2,200	0	0
Operating Experience Variance	4,900	6,100	7,300	2,000	2,000
<b>EV Operating Profit (EVOP)</b>	<b>90,400</b>	<b>100,500</b>	<b>117,800</b>	<b>130,417</b>	<b>153,054</b>
Economic Variance	(24,200)	23,900	4,200	1,000	1,000
<b>EV Profit</b>	<b>66,200</b>	<b>124,400</b>	<b>122,000</b>	<b>131,417</b>	<b>154,054</b>
Net Capital Inflow / Outflow	(2,100)	(2,300)	(2,100)	(4,773)	(5,485)
<b>Closing EV</b>	<b>460,400</b>	<b>582,500</b>	<b>702,500</b>	<b>829,144</b>	<b>977,712</b>

Source: Company, YES Sec – Research

## Exhibit 8: Change in annual estimates

Y/e 31 Mar (Rs mn)	Revised Estimate			Earlier Estimate			% Revision		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Annual Premium Equivalent	NA	244,117	281,390	NA	251,744	290,381	NA	(3.0)	(3.1)
Value of new business	NA	69,573	81,603	NA	69,230	81,307	NA	0.5	0.4
Embedded Value	NA	829,144	977,712	NA	813,737	960,301	NA	1.9	1.8

Source: Company, YES Sec – Research

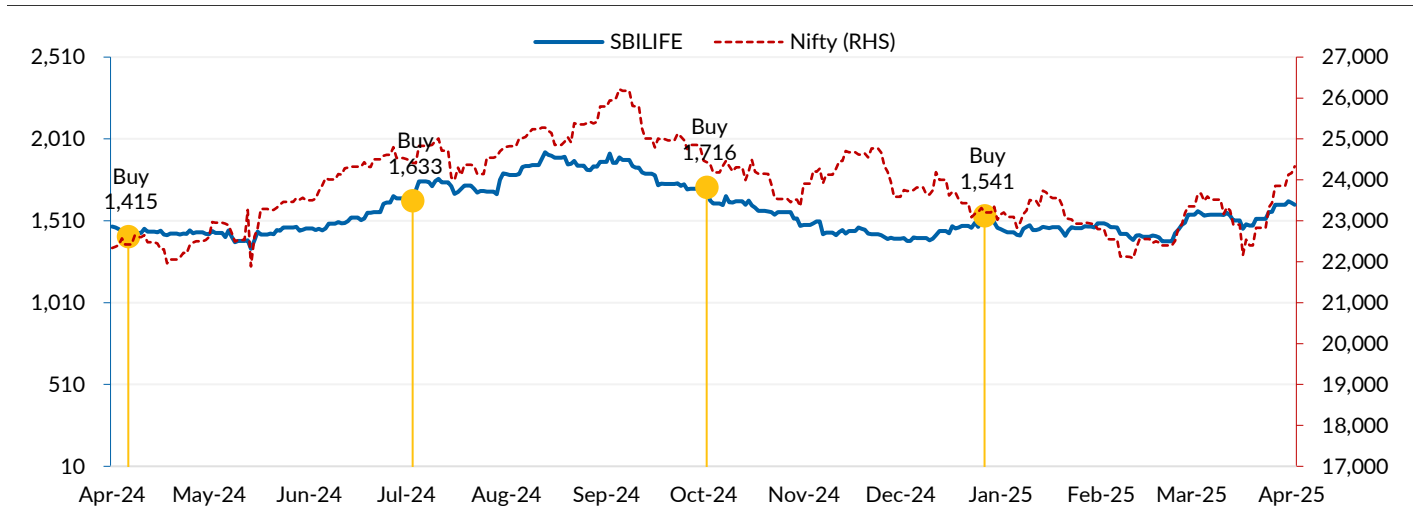


## Exhibit 9: Ratio analysis

Y/e 31 Mar	FY23	FY24	FY25	FY26E	FY27E
<b>Growth (%) - P&amp;L</b>					
New business premium	16.3%	29.2%	-7.0%	15.6%	16.6%
Renewal premium	13.3%	14.5%	14.4%	13.4%	13.4%
Net premium	13.9%	21.0%	4.3%	14.4%	14.9%
PAT	14.2%	10.1%	27.4%	31.9%	14.9%
VNB	37.0%	9.5%	7.2%	16.9%	17.3%
<b>Growth (%) - Balance Sheet</b>					
Total AUM	14.9%	26.7%	16.0%	14.3%	14.6%
Total Assets	15.4%	26.9%	14.8%	14.5%	14.7%
Embedded value	16.2%	26.5%	20.6%	18.0%	17.9%
<b>Profitability ratios (%)</b>					
VNB Margins	30.1%	28.1%	27.8%	28.5%	29.0%
Commission ratio	4.6%	4.0%	4.4%	4.4%	4.4%
Opex ratio	5.1%	4.9%	5.3%	5.3%	5.3%
Expense ratio	9.7%	9.0%	9.8%	9.8%	9.8%
Conservation Ratio	81.6%	81.6%	81.4%	81.4%	81.4%
<b>Return ratios (%)</b>					
ROE	13.3%	13.0%	14.4%	16.3%	16.2%
RoEV	22.8%	21.8%	20.2%	18.6%	18.5%
RoA	0.6%	0.5%	0.6%	0.7%	0.7%
<b>Investment Return (%)</b>					
Invest. Yield - Sh.	7.5%	8.5%	8.1%	8.0%	8.0%
Invest. Yield - Ph.	4.8%	15.1%	7.9%	10.5%	10.5%
<b>Solvency</b>					
Solvency Ratio	215%	196%	196%	200%	200%
<b>Underwriting</b>					
Claims ratio	45.5%	53.5%	58.2%	58.2%	57.9%
Claims / AUM	10.0%	11.2%	10.9%	10.9%	10.9%
<b>Per share data (Rs)</b>					
EPS	17.2	18.9	24.1	31.8	36.5
VNBPS	50.7	55.4	59.4	69.4	81.4
BVPS	129.1	145.7	167.6	194.6	225.6
EVPS	460.0	581.6	701.0	827.4	975.6
<b>Valuation (x)</b>					
P/E	93.6	85.0	66.8	50.6	44.1
P/VNB	31.7	29.0	27.1	23.2	19.7
P/BV	12.5	11.0	9.6	8.3	7.1
P/EV	3.5	2.8	2.3	1.9	1.6

Source: Company, YES Sec – Research

## Recommendation Tracker



## STANDARD DISCLAIMER:

**YES Securities (India) Limited, Registered Address:** 2<sup>nd</sup> Floor, North Side, YES BANK House, Off Western Express Highway, Santacruz East, Mumbai - 400055. Maharashtra, India | **Correspondence Add:** 7<sup>th</sup> Floor, Urmi Estate Tower A, Ganpatrao Kadam Marg, Opp. Peninsula Business Park, Lower Parel (West), Mumbai - 400 013, Maharashtra, India. | Website: [www.yesinvest.in](http://www.yesinvest.in) | Email: [customer.service@ysil.in](mailto:customer.service@ysil.in)

**Registration Nos.:** CIN: U74992MH2013PLC240971 | SEBI Registration No.: NSE, BSE, MCX & NCDEX : INZ000185632 | Member Code: BSE - 6538, NSE - 14914, MCX - 56355 & NCDEX - 1289 | CDSL & NSDL: IN-DP-653-2021 | RESEARCH ANALYST: INH000002376 | INVESTMENT ADVISER: INA000007331 | Sponsor and Investment Manager to YSL Alternates Alpha Plus Fund (Cat III AIF) and YES Wealth Maximiser AIF (Cat III AIF) SEBI Registration No.: IN/AIF3/20- 21/0818 | AMFI ARN Code - 94338

**Details of Compliance Officer:** Aditya Goenka | Email: [compliance@ysil.in](mailto:compliance@ysil.in) / Contact No.: 022-65078127 | **Grievances Redressal Cell:** [customer.service@ysil.in](mailto:customer.service@ysil.in) / [igc@ysil.in](mailto:igc@ysil.in)

**Standard Disclaimer:** Investment in securities market are subject to market risks; read all the related documents carefully before investing. Above representation provides an overview related to our past performance neither does it provide any guarantee of future performance, nor we are ensuring any guaranteed returns. Actual Client returns may vary depending upon time premium, volatility Index, intrinsic value of the script, open interest, other geopolitical conditions and choice of the customer to execute the recommendation in full or part. All recommendations are published under Research Analyst License of YES Securities (India) Limited (YSIL); execution of the recommendation is at complete discretion of customer without any intervention by the research publisher.

Contents which are exclusively for Non-Broking Products/Services e.g. Mutual Fund, Mutual Fund-SIP, Research reports, Insurance, etc. where the YSIL is just a distributor. These are not Exchange traded product and the YSIL is just acting as distributor. Kindly note that all disputes with respect to the distribution activity, would not have access to Exchange investor redressal forum or Arbitration mechanism.

YSIL is a subsidiary of YES Bank Limited. Savings, Current, PIS and Demat Account are offered by YES Bank Limited. Please note Brokerage would not exceed the SEBI prescribed limit. YSIL also acts in the capacity of distributor for Products such as IPOs, Mutual Funds, Mutual Fund-SIPs, NCD/Bonds, etc., All disputes with respect to the distribution activity, would not have access to Exchange investor redressal forum or Arbitration mechanism.

Margin Trading Funding (MTF) is an exchange approved product offered to YSIL trading account holders, as per the regulation and guideline of SEBI Circular: CIR/MRD/DP/54/2017 dated June 13, 2017. For product specification, T&C, rights and obligations statement issued by the YSIL visit [https://yesinvest.in/standard\\_documents\\_policies](https://yesinvest.in/standard_documents_policies)

## DISCLAIMER

Investments in securities market are subject to market risks, read all the related documents carefully before investing.

The information and opinions in this report have been prepared by YSIL and are subject to change without any notice. The report and information contained herein are strictly confidential and meant solely for the intended recipient and may not be altered in any way, transmitted to, copied or redistributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of YSIL.

The information and opinions contained in the research report have been compiled or arrived at from sources believed to be reliable and have not been independently verified and no guarantee, representation of warranty, express or implied, is made as to their accuracy, completeness, authenticity or validity. No information or opinions expressed constitute an offer, or an invitation to make an offer, to buy or sell any securities or any derivative instruments related to such securities. Investments in securities are subject to market risk. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. Investors should note that Price of each of the securities or value may rise or fall and, accordingly, investors may even receive amounts which are less than originally invested. The investor is advised to take into consideration all risk factors including their own financial condition, suitability to risk return profile and the like, and take independent professional and/or tax advice before investing. Opinions expressed are our current opinions as of the date appearing on this report. Investor should understand that statements regarding future prospects may not materialize and are of general nature which may not be specifically suitable to any particular investor. Past performance may not necessarily be an indicator of future performance. Actual results may differ materially from those set forth in projections. Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. YES Securities (India) Limited conforms with the rules and regulations enumerated in the Securities and Exchange Board of India (Research Analysts) Regulations, 2014 as amended from time to time.

Technical analysis reports focus on studying the price movement and trading turnover charts of securities or its derivatives, as opposed to focussing on a company's fundamentals and opinions, as such, may not match with reports published on a company's fundamentals.

YSIL, its research analysts, directors, officers, employees and associates accept no liabilities for any loss or damage of any kind arising out of the use of this report. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject YSIL and associates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.

YES Securities (India) Limited distributes research and engages in other approved or allowable activities with respect to U.S. Institutional Investors through Rule 15a-6 under the Securities Exchange Act of 1934 (the "Exchange Act")<sup>[1]</sup> and regulations under an exclusive chaperone arrangement with Brasil Plural Securities LLC. The views and sentiments expressed in this research report and any findings thereof accurately reflect YES Securities (India) Limited analyst's truthful views about the subject securities and or issuers discussed herein. YES Securities (India) Limited is not registered as a broker-dealer under the Securities Exchange Act of 1934, as amended (the "Exchange Act") and is not a member of the Securities Investor Protection Corporation ("SIPC"). Brasil Plural Securities LLC is registered as a broker-dealer under the Exchange Act and is a member of SIPC. For questions or additional information, please contact Gil Aikins (gil.aikins@brasilplural.com) or call +1 212 388 5600.

This research report is the product of YES Securities (India) Limited. YES Securities (India) Limited is the employer of the research analyst(s), the authors of this research report. YES Securities (India) Limited is the concerned representatives (employees) of YES Securities (India) Limited, are responsible for the content of this research report including but not limited to any material conflict of interest of YES Securities (India) Limited in relation the issuer(s) or securities as listed in this research report. This YES Securities (India) Limited research report is distributed in the United States through Brasil Plural Securities LLC (BPS). The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and is/ are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account. As per SEC Rule 15a-6, the U.S. broker-dealer must accompany any third party research report it distributes with, or provide a web address that directs a recipient to, disclosure of any material conflict of interest that can reasonably be expected to have influenced the choice of a third-party research report provider or the subject company of a third-party research.

FINRA Rules 2241 and 2242, which govern the conduct of research analysts and the content of equity and debt research reports, respectively, apply to all research distributed by a FINRA member firm, including research prepared by a foreign broker-dealer under Rule 15a-6.

- Research reports prepared by a foreign broker-dealer and distributed by a U.S. broker-dealer are deemed to be third party research reports, as reports produced by a person other than a FINRA member.
- Prior to distributing any third party research, a U.S. broker-dealer must assure that such report contains the required disclosures under FINRA Rule 2241(h) or 2242(g)(3), as applicable.

This report is intended for distribution by YES Securities (India) Limited only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a-6(a)(2). As per Rule 15a-6(b)(4) of the Exchange Act, 1934, "Major U.S. institutional investor" means a U.S. institutional investor with assets, or assets under management, in excess of US\$100 million, or a registered investment adviser with assets under management in excess of US\$100 million. If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person or entity. Transactions in securities discussed in this research report should be effected through Brasil Plural Securities LLC (BPS) or another U.S. registered broker dealer/Entity as informed by YES Securities (India) Limited from time to time.

<sup>[1]</sup> Rule 15a-6 under the Securities Exchange Act of 1934 provides conditional exemptions from broker-dealer registration for foreign broker-dealers that engage in certain specified activities involving U.S. investors. These activities include:

- (a) Effecting unsolicited securities transactions;
- (b) Providing research reports to major U.S. institutional investors, and effecting transactions in the subject securities with or for those investors;
- (c) Soliciting and effecting transactions with or for U.S. institutional investors or major U.S. institutional investors through a "chaperoning broker-dealer"; and
- (d) Soliciting and effecting transactions with or for registered broker-dealers, banks<sup>3</sup> acting in a broker or dealer capacity, certain international organizations, foreign persons temporarily present in the U.S., U.S. citizens resident abroad, and foreign branches and agencies of U.S. persons.

In adopting Rule 15a-6, the SEC sought "to facilitate access to foreign markets by U.S. institutional investors through foreign broker-dealers and the research that they provide, consistent with maintaining the safeguards afforded by broker-dealer registration." [Rule 15a-6 Adopting Release at 54 FR 30013; see also Registration Requirements for Foreign Broker-Dealers, Exchange Act Release No. 25801 (June 14, 1988), 53 FR 23645 (June 23, 1988)].

## DISCLOSURE OF INTEREST

Name of the Research Analyst : Shivaji Thapliyal, Siddharth Rajpurohit, Suraj Singhania

The analyst hereby certifies that opinion expressed in this research report accurately reflect his or her personal opinion about the subject securities and no part of his or her compensation was, is or will be directly or indirectly related to the specific recommendation and opinion expressed in this research report.

Sr. No.	Particulars	Yes/No
1	Research Analyst or his/her relative's or YSIL's financial interest in the subject company(ies)	No
2	Research Analyst or his/her relative or YSIL's actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of the research report	No
3	Research Analyst or his/her relative or YSIL has any other material conflict of interest at the time of publication of the research report	No
4	Research Analyst has served as an officer, director or employee of the subject company(ies)	No
5	YSIL has received any compensation from the subject company in the past twelve months	No
6	YSIL has received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months	No
7	YSIL has received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months	No
8	YSIL has received any compensation or other benefits from the subject company or third party in connection with the research report	No
9	YSIL has managed or co-managed public offering of securities for the subject company in the past twelve months	No
10	Research Analyst or YSIL has been engaged in market making activity for the subject company(ies)	No

Since YSIL and its associates are engaged in various businesses in the financial services industry, they may have financial interest or may have received compensation for investment banking or merchant banking or brokerage services or for any other product or services of whatsoever nature from the subject company(ies) in the past twelve months or associates of YSIL may have managed or co-managed public offering of securities in the past twelve months of the subject company(ies) whose securities are discussed herein.

Associates of YSIL may have actual/beneficial ownership of 1% or more and/or other material conflict of interest in the securities discussed herein.

## RECOMMENDATION PARAMETERS FOR FUNDAMENTAL REPORTS

Analysts assign ratings to the stocks according to the expected upside/downside relative to the current market price and the estimated target price. Depending on the expected returns, the recommendations are categorized as mentioned below. The performance horizon is 12 to 18 months unless specified and the target price is defined as the analysts' valuation for a stock. No benchmark is applicable to the ratings mentioned in this report.

**BUY:** Upside greater than 20% over 12 months

**ADD:** Upside between 10% to 20% over 12 months

**NEUTRAL:** Upside between 0% to 10% over 12 months

**REDUCE:** Downside between 0% to -10% over 12 months

**SELL:** Downside greater than -10% over 12 months

**NOT RATED / UNDER REVIEW**

Lead Analyst signature	Analyst signature	Associate signature
------------------------	-------------------	---------------------

## ABOUT YES SECURITIES (INDIA) LIMITED

YES Securities (India) Limited ("YSIL") is a subsidiary of YES BANK LIMITED. YSIL is a Securities and Exchange Board of India (SEBI) registered Stock broker holding membership of National Stock Exchange (NSE), Bombay Stock Exchange (BSE), Multi Commodity Exchange (MCX) & National Commodity & Derivatives Exchange (NCDEX). YSIL is also a SEBI-registered Investment Adviser and Research Analyst. YSIL is also a Sponsor and Investment Manager of Alternate Investment Fund - Category III (YSL Alternates) and AMFI registered Mutual Fund Distributor. The Company is also a registered Depository Participant with CDSL and NSDL.