

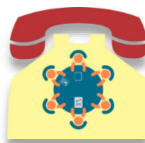
Max Financial Services

BSE SENSEX
80,623

S&P CNX
24,596

CMP: INR1,505
Neutral

Conference Call Details


Date: 08th Aug'25

Time: 9:00am IST

Dial-in details:
[Link for the call](#)

Financials & Valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Gross Premium	332.2	386.3	450.0
PAT	4.1	4.9	6.0
APE	87.7	103.1	122.6
VNB margin (%)	24.0	25.0	25.5
Op. RoEV (%)	19.1	18.6	18.8
AUM (INRb)	1,751	1,968	2,217
VNB(INRb)	21.1	25.8	31.3
EV Per Share	584	699	835
Valuations			
P/EV (x)	2.3	2.0	1.6
P/EVOP (x)	21.8	17.3	14.3

APE in line; VNB margins expand to 20.1%, beating estimates

- Gross premium income grew 19% YoY to INR64b (in line). Renewal premium rose 17% YoY to INR38.7b (in line).
- Total new business APE grew 15% YoY (in line) to INR16.7b, with non-par savings contribution increasing to 33% (27% in 1QFY25) and non-par protection contribution rising to 23% (20% in 1QFY25). ULIP contribution declined to 33% (39% in 1QFY25).
- Shift in product mix toward non-par resulted in 32% YoY growth in VNB to INR3.4b (9% beat). This resulted in VNB margin of 20.1% vs. 17.5% in 1QFY25 (est. 18.5%).
- PAT stood at INR0.9b (INR1.6b in 1QFY25).
- Solvency ratio stood at 199% in 1QFY26 vs. 203% in 1QFY25.
- AUM grew 14% YoY to INR1.83t.
- The company reported EV of INR264.7b at the end of 1QFY26, reflecting RoEV of 20% and operating RoEV of 14.3% (14.2% in 1QFY25).
- Valuation and view:** MAXLIFE maintains an industry-leading APE growth trajectory. VNB margin continued to witness robust YoY improvement on account of a decline in share of ULIPs, while the share of non-PAR savings improved during 1QFY26. The proprietary channel maintained a strong growth trajectory on account of agency, cross-sell, and e-commerce, while the bancassurance channel posted strong growth in non-axis partnerships. Persistency trends improved across long-term cohorts. We will review our estimates and TP after the earnings call scheduled for 8th Aug'25.

Policy holder's A/c (INR b)	FY25				FY26	FY25	FY26	FY26E	A v/s E
	1Q	2Q	3Q	4Q	1Q			1QE	
First year premium	12.6	20.5	20.4	29.8	15.5	83.3	98.5	15.5	0%
Growth (%)	27.1%	33.6%	16.1%	17.3%	23.3%	20.9%	18.3%	22.8%	
Renewal premium	33.2	47.2	52.2	77.8	38.7	210.5	241.6	37.4	3%
Growth (%)	10.3%	12.4%	13.3%	16.4%	16.6%	13.7%	14.8%	12.7%	
Single premium	8.2	9.7	9.6	11.1	9.7	38.5	46.2	9.7	0%
Growth (%)	-5.7%	8.4%	3.0%	-27.0%	19.0%	-7.0%	20.3%	19.0%	
Gross premium income	54.0	77.4	82.2	118.6	64.0	332.2	386.3	62.6	2%
Growth (%)	10.8%	16.8%	12.7%	10.5%	18.5%	12.5%	16.3%	16.0%	
PAT	1.6	1.4	0.7	0.4	0.9	4.1	4.9	1.5	-42%
Growth (%)	51.4%	-11.2%	-53.8%	-174.5%	-44.9%	13.0%	21.0%	-5.4%	
Key metrics (INRb)									
New Business APE	14.5	21.7	21.1	30.4	16.7	87.7	103.1	16.6	0%
Growth (%)	30.5%	31.3%	17.4%	5.8%	14.8%	20.9%	17.6%	0.1	
VNB	2.5	5.1	4.9	8.5	3.4	21.1	25.8	3.1	9%
Growth (%)	2.8%	23.1%	0.0%	3.8%	31.9%	6.8%	22.4%	0.2	
AUM	1,611.5	1,701.4	1,717.1	1,750.0	1,832.1	1,750.7	1,967.8	1,838	0%
Growth (%)	24.8%	26.8%	20.4%	16.0%	13.7%	16.1%	12.4%	0.1	
Key Ratios (%)									
VNB Margin (%)	17.5	23.6	23.2	28.0	20.1	24.0	25.0	18.5	