

HDFC Life Insurance

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	HDFCLIFE IN
Equity Shares (m)	2172
M.Cap.(INRb)/(USD\$)	1196.1 / 12.6
52-Week Range (INR)	789 / 509
1, 6, 12 Rel. Per (%)	7/-9/-18
12M Avg Val (INR M)	2520

Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
Net Premiums	774.2	886.8	1,012.8
PBT	19.6	22.2	25.4
Surplus / Deficit	3.3	14.9	16.7
Sh. PAT	19.1	22.2	25.4
NBP gr - APE (%)	7.9	11.7	14.6
Premium gr (%)	11.9	14.5	14.2
VNB margin (%)	24.2	24.8	25.5
RoEV (%)	12.1	14.8	15.1
Total AUM (INRt)	3.8	4.4	5.1
VNB (INRb)	40.3	46.7	55.0
EV per share	287.7	330.4	380.3

Valuations

P/EV (x)	1.9	1.7	1.4
P/EVOP (x)	14.3	12.3	10.6

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	50.5	50.2	50.3
DII	20.2	17.3	14.6
FII	19.3	22.6	24.8
Others	10.0	10.0	10.4

FII includes depository receipts

CMP: INR551 **TP: INR680 (+24%)** **Buy**

VNB margin within guided range of 24-25%

- HDFC Life Insurance (HDFCLIFE) reported APE of INR47.3b (in line) in 2QFY27, up 13% YoY, with individual APE growing 11% YoY and group APE growing 25% YoY. For 1HFY27, APE grew 11% YoY.
- Absolute VNB grew 15% YoY to INR11.6b (in line). VNB margins came in at 24.5% vs. 24.1% in 2QFY26 (est. 24.3%). For 1HFY27, VNB grew 12% YoY with VNB margin at 24.7% (24.5% in 1HFY26).
- Shareholder PAT increased 14% YoY to INR5.1b (in line). Embedded value as of 1HFY27 end was INR664.6b with operating RoEV of 14.9%.
- VNB margin would continue to benefit from scale and operating leverage, supported by recovery in business volumes; however, much of the upside is likely to be reinvested into capability enhancement.
- We have largely maintained our estimates considering the in-line performance in 2QFY27. **We reiterate our BUY rating with a TP of INR680 (based on 1.8x FY28E EV).** While proposed distribution reforms can improve affordability, the eventual impact on growth, margins and distribution economics depends on the final regulations. IFRS and risk-based capital are the additional monitorables with respect to operational performance.

Protection and non-par contribution rises YoY

- For 2QFY27, HDFCLIFE's gross premium grew 16% YoY to INR224b (in line), driven by 10% YoY growth in renewal and first-year premium and 31% YoY growth in single premium.
- Annuity segment APE more than doubled YoY, backed by new launches and broad-based growth across offerings. Protection APE continued to grow strongly at 22% YoY, with expectation of normalization due to high-base. Contribution from the protection segment continued to improve YoY, with individual protection contributing 8% to APE (vs. 7.8% in 2QFY26).
- Non-par APE witnessed strong growth of 41% YoY and the current interest-rate environment presents an opportunity to strengthen guaranteed-return propositions.
- ULIP APE grew 14% YoY despite market volatility during the quarter and the contribution was stable at 40.5% in 2Q. Par segment APE fell ~51% YoY.
- While the rising share of protection and non-par savings boosted VNB margin by 1.8%, assumption changes, expenses and GST-led hit impacted VNB margin by 1.5%, resulting in 20bp YoY gain in VNB margin in 1HFY27.
- On an individual APE basis, the broker channel jumped 26% YoY, backed by continued investment in productivity improvement. Agency/direct/banca channels grew 3%/2%/12% YoY. HDFC Bank's counter share continued to improve.
- Persistency ratios declined YoY across all cohorts, except for 61M, owing to a specific non-par cohort written last year (which is now running off), along with weaker ULIP renewal collections amid market volatility.
- As of Jun'26, total AUM grew 14% YoY to INR4.1t.
- EV as of 2Q-end stood at INR658.6b (+13% YoY). The solvency ratio was 180%.

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- The commission ratio remained stable YoY at 12% in 2Q, and the opex ratio increased to 13.9% from 12.3% in 2QFY26, resulting in a rise in the overall expense ratio to 21.9% from 21.3% in 2QFY26. The proposed EoM threshold of 15% can be reached, though improvement in business volumes would be a key monitorable if the reforms are implemented.

Highlights from the management commentary

- Credit life segment should be considered separately given its role in reaching underserved borrowers and supporting financial inclusion.
- The transition to risk-based capital norms will help improve capital efficiency, although the timeline remains uncertain.
- HDFC Bank contributed 48% of 1H APE, aided by the late-quarter recovery. No significant change in commercial payouts and reasonable growth to continue.

Valuation and view

- HDFCLIFE reported 13% YoY growth amid continued momentum in agency, HDFC Bank and non-HDFC Bank channels. Rising protection and non-par savings contributions boosted VNB margin, with excess margins allocated toward business improvements. Margins remained within the 24-25% guided range.
- We expect the growth trajectory to remain stable at 14% for FY26-28E, along with a stable expansion in VNB margin to 25.5% by FY28E, driven by a diversified product mix, rising sum assured, and improving rider attachments.
- We have largely maintained our estimates considering the in-line performance in 2QFY27. **We reiterate our BUY rating with a TP of INR680 (based on 1.8x FY28E EV).** While the proposed distribution reforms can improve affordability, the eventual impact on growth, margins and distribution economics depends on the final regulations. IFRS and risk-based capital are the additional monitorables with respect to operational performance.

Quarterly performance

Policyholder's A/c (INR b)	FY26				FY27				FY26	FY27E	FY27E 2Q	V/s est	YoY (%)	QoQ (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE						
First-year premium	25.5	35.8	33.2	44.3	26.9	39.3	36.5	52.6	139.9	155.2	39.5	-0.6	9.7	45.8
Growth (%)	8.2%	10.0%	12.0%	0.7%	5.6%	9.7%	9.7%	18.8%	7.8%	11.0%	10.4%			
Renewal premium	76.0	103.4	104.7	148.8	90.2	114.2	120.4	172.7	432.9	497.6	118.9	-4.0	10.5	26.6
Growth (%)	18.6%	17.1%	11.7%	13.9%	18.7%	10.5%	15.0%	16.1%	14.9%	14.9%	15.0%			
Single premium	47.2	53.7	50.0	71.2	54.5	70.6	56.7	76.0	222.2	257.7	64.6	9.3	31.4	29.5
Growth (%)	16.8%	10.9%	1.5%	8.3%	15.4%	31.4%	13.3%	6.7%	9.0%	16.0%	20.3%			
Gross premium inc.	148.8	192.9	188.0	264.2	171.7	224.0	213.6	301.2	794.9	910.5	223.0	0.5	16.2	30.5
Growth (%)	16.1%	13.9%	8.8%	9.9%	15.4%	16.2%	13.6%	14.0%	11.9%	14.5%	15.6%			
PAT	5.5	4.5	4.2	5.0	6.1	5.1	5.0	6.0	19.1	22.2	5.0	0.7	13.6	-16.9
Growth (%)	14.4%	3.3%	1.4%	4.0%	11.9%	13.6%	18.7%	21.1%	6.0%	16.2%	12.8%			
Key metrics (INRb)														
New business APE	32.3	41.9	39.7	52.5	35.2	47.3	44.2	61.6	166.4	188.2	46.7	1.2	12.9	34.6
Growth (%)	12.5	8.6	11.3	1.3	9.0	12.9	11.3	17.2	7.5%	13.1%	11.6			
VNB	8.1	10.1	9.5	12.6	8.8	11.6	11.0	15.3	40.3	46.7	11.4	2.0	14.5	31.7
Growth (%)	12.7	7.8	2.5	-8.4	8.7	14.5	15.1	21.7	1.8%	15.7%	12.3			
AUM (INR b)	3,559	3,600	3,777	3,752	4,009	4,097	4,179	4,405	3,752	4,405	4,249	-3.6	13.8	2.2
Growth (%)	14.7	10.8	14.9	11.6	12.6	13.8	10.6	17.4	11.6%	17.4%	18.0			
Key Ratios (%)														
VNB Margins (%)	25.1	24.1	24.0	24.0	25.0	24.5	24.8	24.9	24.2	24.8	24.3	19bp	34bp	-53bp

Quarterly Snapshot

	FY26				FY27			
	1Q	2Q	3Q	4Q	1Q	2Q	YoY	QoQ
Net premium income	144.7	187.8	182.4	258.3	165.5	217.3	16	31
First year premium	25.5	35.8	33.2	44.3	26.9	39.3	10	46
Renewal premium	76.0	103.4	104.7	148.8	90.2	114.2	10	27
Single premium	47.2	53.7	50.0	71.2	54.5	70.6	31	29
Investment income	145.9	14.1	106.5	-64.8	166.5	21.7	54	-87
Total income (A)	292.0	203.2	290.4	197.3	333.1	240.8	19	-28
Commission paid	17.5	23.2	22.7	27.9	21.0	26.9	16	28
First year premium	14.2	13.1	11.5	14.9	9.5	13.5	3	42
Renewal premium	1.3	1.6	1.8	2.1	1.7	1.8	16	4
Single premium	1.9	8.6	9.5	10.8	9.8	11.5	34	18
Operating expense	15.1	17.8	22.6	21.4	17.7	22.3	25	26
Total commission & Opex	32.6	41.0	45.3	49.3	38.7	49.2	20	27
Total Expenses (B)	289.6	204.1	290.3	191.8	329.8	238.1	17	-28
PBT	1.2	-1.7	-0.1	4.9	3.6	3.1	-286	-13
Surplus/(Deficit)	0.8	-1.7	-0.1	4.4	3.1	2.8	-261	-11
Shareholder A/c								
Trf from Policyholder a/c	3.7	2.2	1.4	4.7	3.7	2.6	22	-28
Investment Income	3.2	3.6	4.2	3.8	3.4	4.1	13	19
Total income	6.9	5.8	5.6	8.5	7.1	6.7	17	-5
PBT	5.6	4.7	4.4	4.9	6.3	5.2	12	-16
PAT	5.5	4.5	4.2	5.0	6.1	5.1	14	-17
Individual APE								
ULIP	10.6	16.6	15.8	21.4	13.1	18.8	13	44
PAR	8.9	9.9	8.2	9.6	4.5	4.8	-52	7
Term	1.7	2.9	2.5	3.3	2.4	3.3	15	38
Non Par savings	5.3	6.4	7.3	7.4	6.5	9.0	42	38
Annuity	1.4	1.2	1.4	4.8	3.3	5.2	336	60
Total individual APE	27.8	36.9	35.2	46.5	29.7	41.1	11	38
Total APE	32.3	41.9	39.7	52.5	35.2	47.3	13	35
APE (% of total)								
ULIP	38.0	45.0	44.8	46.1	44.0	45.7	72	172
PAR	32.0	26.7	23.3	20.7	15.0	11.6	-1,519	-344
Term	6.0	7.8	7.0	7.0	8.0	8.0	25	0
Non Par savings	19.0	17.2	20.8	15.9	22.0	22.0	475	0
Annuity	5.0	3.2	4.0	10.3	11.0	12.7	947	172
Distribution mix (%)								
Bancassurance	60.0	58.2	56.2	58.0	57.0	58.7	47	172
Individual agents	16.0	19.5	18.0	18.0	18.0	18.0	-150	0
Direct	15.0	13.2	14.0	14.0	15.0	15.0	175	0
Broker	9.0	9.0	11.8	10.0	10.0	8.3	-72	-172
Key Ratios (%)								
Operating ratios								
Commission (unwtd)	11.8	12.0	12.1	10.5	12.2	12.0	-5	-25
Opex (unwtd)	21.9	9.2	12.0	8.1	10.3	10.0	73	-35
Total Cost	21.9	21.3	24.1	18.6	22.5	21.9	69	-60
Solvency ratio	192	175	180	177	185	180	500	-500
Profitability ratios								
VNB margins	25.1	24.1	24.0	24.0	25.0	24.5	34	-53
Op. ROEV	0.0	17.5	0.0	0.0	0.0	0.0	-1,750	0
Persistency ratios								
13th Month	82.7	80.8	79.5	81.6	80.0	79.4	-140	-60
25th Month	79.5	72.1	72.9	73.2	73.5	70.0	-210	-350
37th Month	69.3	70.2	70.2	72.8	76.1	67.9	-230	-820
49th Month	69.9	70.1	69.1	68.9	67.4	68.6	-150	120
61st Month	61.0	62.9	62.4	64.9	65.5	65.9	300	40
Key Metrics (INR b)								
VNB	8.1	10.1	9.5	12.6	8.8	11.6	15	32
EV	583.6	595.4	615.7	621.4	658.6	664.6	12	1
AUM	3,559	3,600	3,777	3,752	4,009	4,097	14	2



Highlights from the management commentary

Regulations

- With its current expense ratio at ~21%, the insurer can mathematically reach the proposed 15% EoM threshold if commission limits are implemented.
- Business volumes, scale and the glide path remain important variables.
- Agency would potentially be the least affected, followed by banks, with brokers and corporate agents likely to face relatively higher impact.
- Reforms should improve affordability, encourage longer-term and protection-oriented sales, and expand industry penetration once distribution adapts.
- The eventual impact on margins and customer pricing will depend on the final rules, competitive dynamics and the extent to which cost savings are reinvested or passed on.
- Credit life segment should be considered separately given its role in reaching underserved borrowers and supporting financial inclusion.
- The transition to risk-based capital norms will help improve capital efficiency, although the timeline remains uncertain.

VNB

- Margin expansion is supported by favorable product mix and continued mitigation of the GST impact absorbed last year.
- Benefits from scale and operating leverage could emerge as business volumes recover, but much of the upside is likely to be reinvested in proprietary distribution, new partnerships and technology.
- Variable annuities are attracting younger and affluent customers and are profitable products.

Product Mix

- Protection growth should normalize as the high base from GST-led demand kicks in, but underlying momentum is expected to remain healthy.
- Annuity's share of individual APE increased to 12% from 4–5% historically, supported by variable annuity launches and broad-based growth across offerings.
- Non-par savings also increased to 22% from ~18% and the current interest-rate environment presents an opportunity to strengthen guaranteed-return propositions.
- ULIPs contributed 45% of individual APE and demand remained healthy despite market volatility. Flexibility will be maintained to respond to customer preferences and changing market conditions.
- Credit Protect grew 19% in 1H.
- While the credit life segment is exposed to proposed reforms, it plays an important role in extending protection to lower-income and underserved borrowers, with the number of lives covered estimated at ~5x or more than retail protection.

Distribution

- HDFC Bank-sourced individual APE grew 12% YoY in 2Q, and is expected to sustain momentum with counter share gradually improving.
- HDFC Bank contributed ~48% of 1H APE, aided by the late-quarter recovery. No significant change in commercial payouts and reasonable growth to continue.

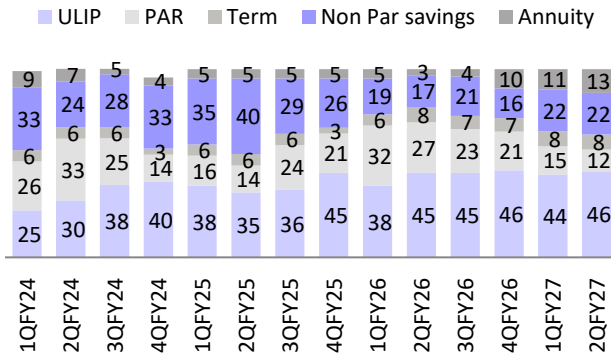
- Other bancassurance partnerships and non-bank corporate alliances both grew 13% YoY.
- There is potential to expand distribution through group companies and branches, subject to the final regulatory framework.
- Branches opened over the past ~30 months now contribute 17% of agency business vs. 12% a year ago.
- The growing contribution from recently opened branches supports the strategy of building a more scalable proprietary channel.
- Agency expansion is focused on retail reach, micro-market penetration, training, productivity and lower attrition.
- Protection and annuity together account for ~30% of agency mix vs. 15% previously.

EV

- Persistency pressure is primarily due to weaker ULIP renewal collections amid market volatility and the residual impact of a specific non-par cohort written last year, which is now running off.
- Investment variance was negative due to equity returns of ~3-3.5% vs. expectations of 5%, a 25-30bp rise in short-end yields and widening credit spreads.
- Solvency is expected to remain comfortably above regulatory and internal thresholds through year-end, supported by sub-debt raise of INR5b.

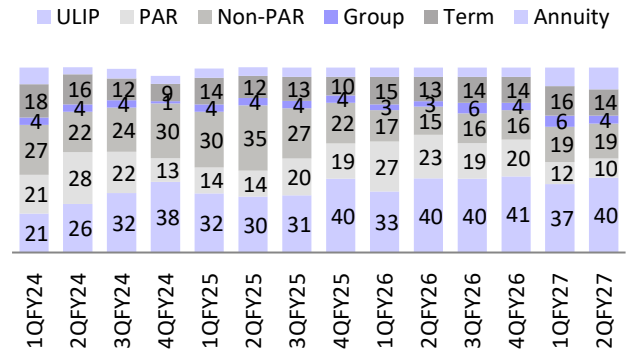
Key exhibits

Exhibit 1: Share of ULIP improved YoY to 46% of individual APE



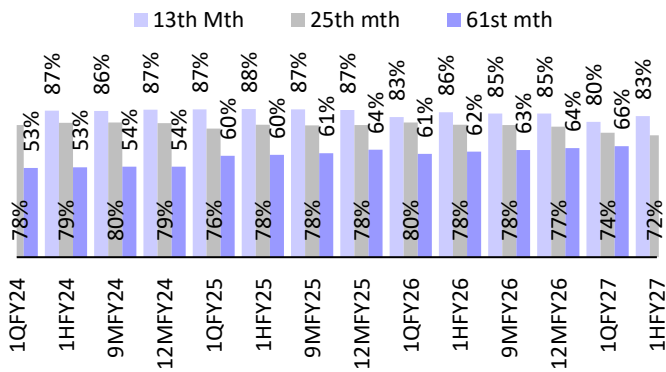
Source: MOFSL, Company

Exhibit 2: Share of ULIP/Par/Non-par/Term at 40%/10%/19%/14% of total APE



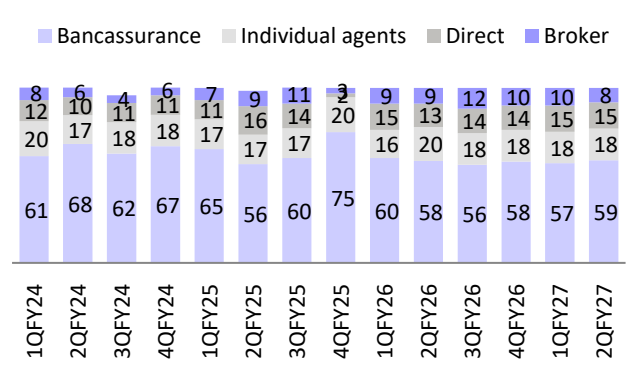
Source: MOFSL, Company

Exhibit 3: Improving trends in 61M persistency ratio



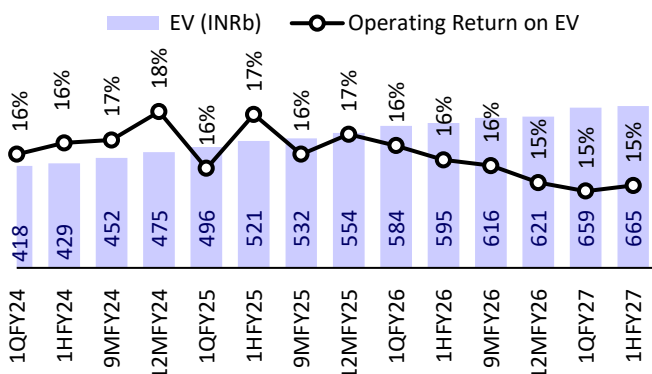
Source: MOFSL, Company

Exhibit 4: Distribution mix for individual APE



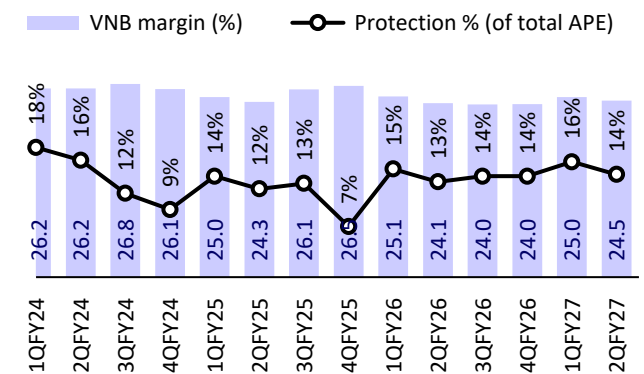
Source: MOFSL, Company

Exhibit 5: Operating RoEV healthy at 15%



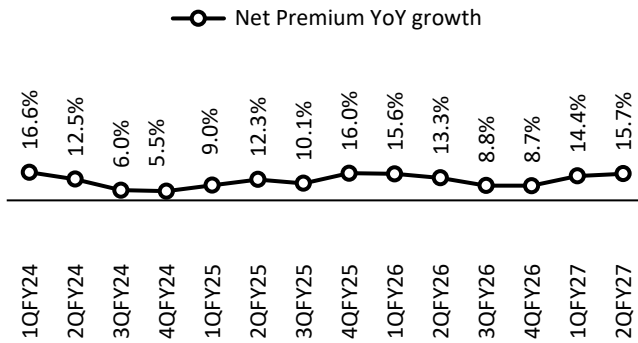
Source: MOFSL, Company

Exhibit 6: VNB margin at 24.5% for 2QFY27



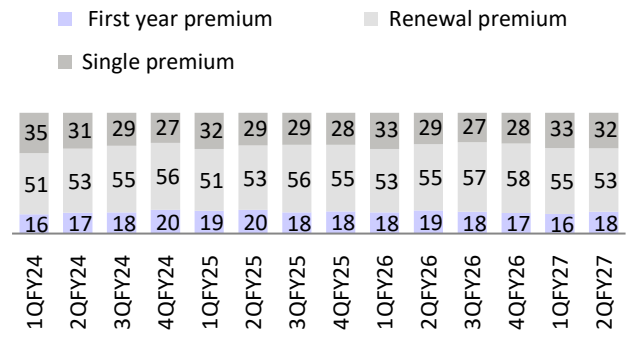
Source: MOFSL, Company

Exhibit 7: Net premium income grew 15.7% YoY



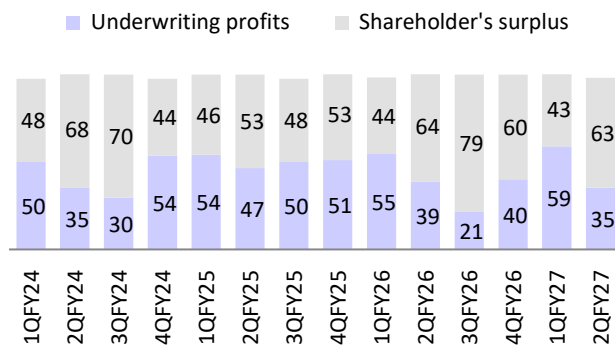
Source: MOFSL, Company

Exhibit 8: Proportion of premium trends among first-year, single, and renewal premiums



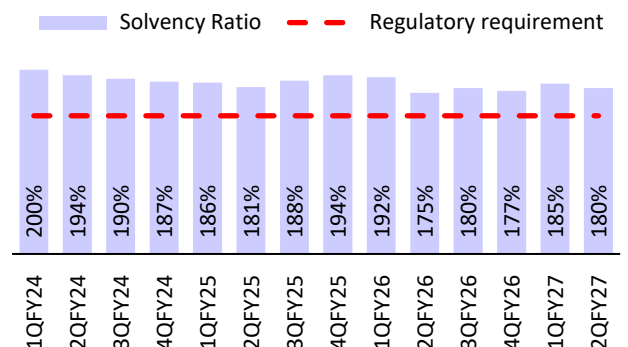
Source: MOFSL, Company

Exhibit 9: Trend in underwriting profit and shareholders' surplus



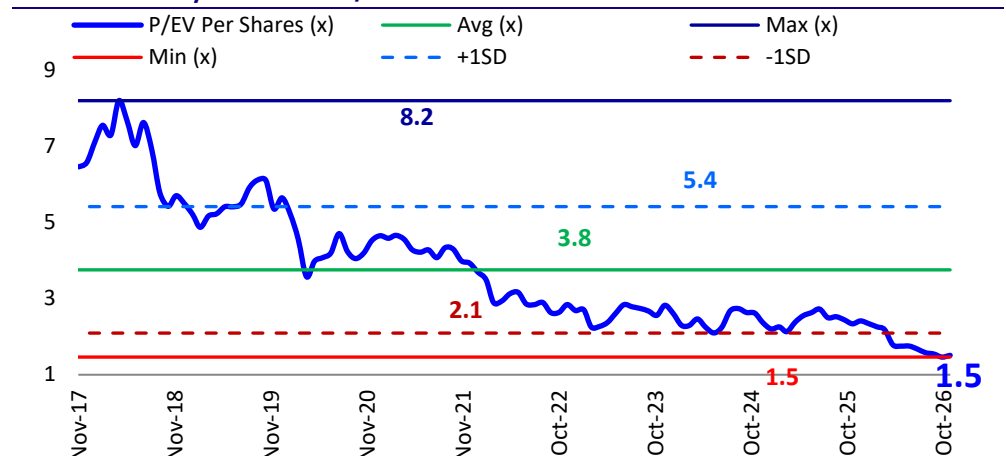
Source: MOFSL, Company

Exhibit 10: Solvency ratio stood at 180% in 2QFY27



Source: MOFSL, Company

Exhibit 11: One-year forward P/EV



Source: MOFSL

Financials and valuations

Technical account (INRm)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Gross Premiums	3,85,835	4,59,628	5,75,334	6,30,765	7,10,449	7,94,928	9,10,501	10,39,910
Reinsurance Ceded	(4,612)	(5,664)	(7,694)	(11,173)	(14,288)	(20,719)	(23,731)	(27,104)
Net Premiums	3,81,223	4,53,964	5,67,640	6,19,592	6,96,161	7,74,210	8,86,770	10,12,807
Income from Investments	3,26,776	1,92,160	1,25,975	3,83,543	2,59,453	2,01,791	3,04,117	3,55,589
Other Income	4,420	7,460	13,439	4,608	3,834	7,961	8,757	9,632
Total income (A)	7,12,418	6,53,584	7,07,054	10,07,743	9,59,448	9,83,962	11,99,644	13,78,028
Commission	17104	19403	28869	52563	78353	91437	101531	115727
Operating expenses	45,860	56,125	84,374	69,010	62,218	76,909	90,753	1,04,366
Total commission and opex	62,964	75,528	1,13,242	1,21,574	1,40,571	1,68,346	1,92,284	2,20,093
Benefits Paid (Net)	2,25,748	3,18,637	3,88,723	3,96,965	3,93,459	3,83,317	4,38,991	4,98,055
Chg in reserves	4,08,296	2,46,815	1,85,862	4,84,194	4,15,156	4,25,290	5,47,604	6,36,383
Prov for doubtful debts	1,682	1,162	4,047	3,183	5,715	2,758	3,244	3,817
Total expenses (B)	6,98,690	6,42,142	6,91,875	10,05,915	9,54,901	9,79,711	11,82,124	13,58,348
(A) - (B)	13,729	11,442	15,180	1,828	4,547	4,251	17,520	19,680
Provn for tax	2,744	1,845	1,591	-5,924	-5,882	948	2,628	2,952
Surplus / Deficit	10,985	9,597	13,589	7,752	10,429	3,302	14,892	16,728

Shareholder's a/c (INRm)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Transfer from technical a/c	9,909	10,093	14,689	7,991	9,968	11,931	14,147	15,891
Income From Investments	6,476	7,894	7,197	10,022	11,251	14,776	16,169	18,595
Total Income	16,385	17,987	22,519	18,144	21,220	26,709	30,318	34,488
Other expenses	637	825	1,246	1,209	1,429	2,524	3,029	3,483
Contribution to technical a/c	2,586	5,694	8,795	1,251	1,004	4,487	4,936	5,430
Total Expenses	2,850	6,186	9,794	2,505	2,559	7,159	8,127	9,091
PBT	13,535	11,801	12,724	15,639	18,661	19,550	22,192	25,397
Prov for Tax	66	275	877	50	(640)	(451)	-	-
PAT	13,601	12,077	13,601	15,689	18,021	19,100	22,192	25,397
Growth	5%	-11%	13%	15%	15%	6%	16%	14%

Balance sheet (INRm)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Sources of Fund								
Share Capital	20,229	21,159	21,526	21,509	21,536	21,588	21,733	21,733
Reserves And Surplus	64,074	1,32,852	1,08,146	1,20,503	1,35,260	1,52,483	1,88,878	2,18,623
Shareholders' Fund	86,377	1,54,859	1,29,868	1,46,517	1,61,256	1,76,961	2,13,501	2,43,246
Policy Liabilities	8,55,230	10,43,425	14,32,696	17,53,488	21,07,778	24,96,478	29,27,569	34,33,757
Prov. for Linked Liab.	7,09,635	7,65,190	7,53,836	9,21,145	9,77,434	10,03,496	11,40,639	12,46,248
Funds For Future App.	47,866	50,435	50,533	46,386	51,424	52,484	57,733	63,506
Current liabilities & prov.	65,159	62,287	83,030	87,777	95,992	1,10,171	1,21,188	1,33,307
Total	17,95,817	21,03,892	24,79,222	30,25,071	34,91,333	39,00,189	44,38,897	50,98,331
Application of Funds								
Shareholders' inv	85,421	1,52,379	1,31,319	1,48,819	1,83,863	2,00,549	2,30,631	2,65,225
Policyholders' inv	9,05,378	10,83,110	14,64,485	18,17,966	21,62,671	24,99,514	28,79,936	33,72,329
Assets to cover linked liab.	7,47,595	8,06,215	7,92,015	9,55,416	10,16,282	10,51,916	11,65,668	12,82,235
Loans	4,240	6,428	15,853	18,972	23,783	28,275	31,102	34,212
Fixed Assets	3,401	3,427	3,802	4,158	6,011	7,368	7,736	8,123
Current assets	49,781	52,333	71,748	79,739	98,724	1,12,567	1,23,824	1,36,207
Total	17,95,817	21,03,892	24,79,222	30,25,071	34,91,333	39,00,189	44,38,897	50,98,331

Financials and valuations

Operating ratios (%)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Investment yield	22.8%	10.8%	6.1%	15.2%	8.8%	5.9%	8.0%	8.2%
Commissions / GWP	4.4%	4.2%	5.0%	8.3%	11.0%	11.5%	11.2%	11.1%
- first year premiums	18.5%	17.0%	17.9%	28.4%	45.2%	38.7%	38.0%	38.0%
- renewal premiums	1.5%	1.5%	1.8%	1.6%	1.6%	1.6%	1.6%	1.6%
- single premiums	1.0%	1.3%	1.6%	8.5%	6.8%	13.9%	13.5%	13.5%
Operating expenses / GWP	11.9%	12.2%	14.7%	10.9%	8.8%	9.7%	10.0%	10.0%
Total expense ratio	17.6%	16.3%	16.4%	19.7%	19.3%	19.8%	21.2%	21.1%
Claims / NWP	59.2%	70.2%	68.5%	64.1%	56.5%	49.6%	49.5%	49.2%
Solvency ratio	201%	176%	203%	187%	194%	177%	202%	200%

Persistency ratios (%)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
13th Month	90.0%	87.5%	87.5%	87.1%	86.9%	86.8%	86.8%	86.8%
25th Month	81.0%	78.8%	78.7%	79.2%	78.1%	78.0%	77.9%	77.9%
37th Month	71.0%	67.5%	72.4%	73.2%	73.6%	73.3%	73.2%	73.2%
49th Month	67.0%	63.2%	64.0%	69.7%	70.2%	71.2%	71.8%	72.6%
61st Month	53.0%	54.0%	52.3%	53.5%	63.5%	64.2%	65.2%	66.0%

Profitability ratios (%)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
VNB margin (%)	26.1%	27.4%	27.5%	26.3%	25.6%	24.2%	24.8%	25.5%
RoE (%)	17.6%	10.0%	9.6%	11.4%	11.7%	11.3%	11.4%	11.1%
RoIC (%)	56.7%	21.6%	14.1%	14.7%	16.9%	17.9%	20.8%	23.8%
Operating ROEV (%)	18.5%	16.5%	19.7%	17.5%	16.7%	15.0%	15.5%	15.7%
RoEV (%)	28.9%	12.9%	31.5%	20.1%	16.7%	12.1%	14.8%	15.1%

Valuation data points	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Total AUMs (INRb)	1,738	2,042	2,388	2,922	3,363	3,752	4,405	5,067
DPS	2.02	1.70	1.90	2.00	2.10	2.10	2.00	2.00
Dividend payout ratio (%)	32.1	30.4	30.2	27.5	25.2	23.7	19.5	17.0
EPS, INR	6.3	5.6	6.3	7.3	8.3	8.8	10.3	11.8
Value of new business (INRb)	21.9	26.7	36.7	35.0	39.6	40.3	46.7	55.0
Embedded Value (INRb)	266.2	329.4	395.1	474.5	554.1	621.2	713.2	820.9
EV per share (INR)	123.3	152.6	183.0	219.8	256.7	287.7	330.4	380.3
VIF as % of EV	66%	64%	68%	69%	71%	72%	73%	74%
P/VIF (x)	0.7	0.6	0.4	0.4	0.3	0.3	0.2	0.2
P/AUM (x)	0.7	0.6	0.5	0.4	0.4	0.3	0.3	0.2
P/EV (x)	4.5	3.6	3.0	2.5	2.1	1.9	1.7	1.4
P/EPS (x)	54.4	44.5	32.4	34.0	30.0	29.5	25.5	21.6

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