

Impressive show; growth and margin guidance reaffirmed

Life Insurance ▶ Result Update ▶ October 25, 2025

CMP (Rs): 1,840 | TP (Rs): 2,100

SBI Life delivered an impressive performance during H1FY26, with APE growth at ~10% beating consensus/our estimate by ~2%/4%, and VNB margin at 27.8% coming in higher than consensus/our estimate of 27.3%/26.9%, respectively. The impressive VNB margin delivery was primarily driven by strong growth in the Protection (+33% YoY) and Non-Par (+16% YoY) segments. The management remains optimistic about the growth recovery in H2, driven by the GST rate cut, tweaks across certain schemes, and reengagement with channel partners. While GST ITC losses are expected to have a gross impact of ~174bps on VNB margin, the mgmt plans mitigating this via better operating efficiency and the product mix tilting more toward the protection and non-par segments. The mgmt re-iterated its guidance of Individual APE growth of ~13-14% in FY26, with margin expected to remain in the 26-28% range. Given the Q2 developments, we increase our APE estimate by ~2% while maintaining our VNB margin. Given its strong brand, distribution strength, and sustained performance delivery, we re-iterate BUY on SBI Life with unchanged Sep-26E TP of Rs2,100, implying FY27E P/EV of 2.2x.

APE as well as VNB margin beat estimates

During H1FY26, APE grew ~10% at Rs99.2bn and was 3.6% higher than our estimate, whereas for Q2FY26, APE at Rs59.5bn (+10.4% YoY) was higher than our estimate of Rs56bn. VNB margin at 27.8% (+1ppt YoY) during H1FY26 was higher than our estimate of 26.9%, primarily on account of strong growth in the protection and non-par segments. For Q2FY26, VNB margin at 28% beat our estimate of 26.5%. Resultantly, VNB at Rs27.5bn for H1 increased 14% YoY and was 7% ahead of our estimate, whereas for Q2FY26, VNB at Rs16.7bn grew ~15% YoY, coming in higher than our estimate. Embedded Value at Rs760bn rose 15% YoY, largely in line with our estimate of Rs757bn.

Limited impact from GST ITC losses; guidance reaffirmed

During H1FY26, VNB margin saw an impact of 80bps due to GST ITC losses; ~20bps of this stemmed from the policies sold after 22-Sep, while the balance 60bps impact was due to unavailability of ITC on renewal premium for policies sold in H1FY26, prior to the GST 2.0 implementation. For FY26, the mgmt expects VNB margin to see gross impact of ~174bps from ITC losses, though it aims to mitigate this through a) improved operating efficiency and b) shift in product mix toward higher-margin products (protection, non-par). Distributor commissions are likely to be stable. The management remains confident of growth recovery in H2, supported by the GST rate cut and certain product/channel adjustments. It reiterated its guidance of ~13-14% growth in Individual APE, while guiding for VNB margin to be rangebound at ~26-28%.

We re-iterate BUY with unchanged Sep-26E TP of Rs2,100

To bake in the Q2 developments, we tweak our estimates which results in ~2% increase in APE. We keep our VNB margin unchanged, though, which leads to ~2% increase in VNB over FY26-28E. Given its strong brand, distribution strength, and low-cost advantage, SBI Life is well-placed to deliver sustainable EV compounding. We reiterate BUY on the stock with unchanged Sep-26E TP of Rs2,100, implying FY27E P/EV of 2.2x.

SBI Life: Financial Snapshot (Standalone)

Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
GWP	814,306	849,846	959,301	1,080,418	1,216,406
APE	197,200	214,200	242,111	273,034	307,923
VNB	55,500	59,500	66,772	76,123	86,011
VNB margin (%)	28.1	27.8	27.6	27.9	27.9
APE growth (%)	17.3	8.6	13.0	12.8	12.8
VNB growth (%)	9.5	7.2	12.2	14.0	13.0
Adj. EPS (Rs)	18.9	24.1	27.3	30.9	35.2
EV	582,579	702,479	822,933	963,875	1,123,396
EVOP	100,580	117,800	124,454	142,942	161,521
RoEV (%)	27.0	20.9	17.4	17.4	16.8
EVPS (INR)	581.9	701.2	821.5	962.1	1,121.4
P/EV (x)	3.2	2.6	2.2	1.9	1.6
P/EVOP (x)	18.3	15.6	14.8	12.9	11.4

Source: Company, Emkay Research

Target Price – 12M	Sep-26
Change in TP (%)	-
Current Reco.	BUY
Previous Reco.	BUY
Upside/(Downside) (%)	14.1

Stock Data	SBILIFE IN
52-week High (Rs)	1,912
52-week Low (Rs)	1,373
Shares outstanding (mn)	1,002.6
Market-cap (Rs bn)	1,845
Market-cap (USD mn)	20,996
Net-debt, FY26E (Rs mn)	NA
ADTV-3M (mn shares)	1
ADTV-3M (Rs mn)	1,734.6
ADTV-3M (USD mn)	19.7
Free float (%)	44.6
Nifty-50	25,795.2
INR/USD	87.9

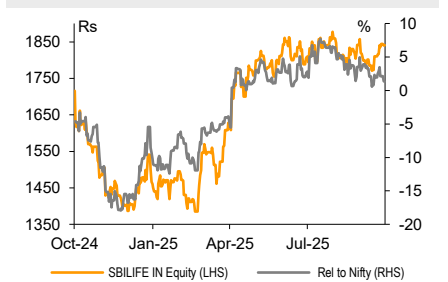
Shareholding, Sep-25

Promoters (%)	55.4
FPIs/MFs (%)	21.9/18.7

Price Performance

(%)	1M	3M	12M
Absolute	1.2	2.6	12.5
Rel. to Nifty	(1.6)	(0.3)	6.4

1-Year share price trend (Rs)



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Exhibit 1: SBI Life – Q2/H1FY26 financial performance

(Rs bn)	H1FY26	H1FY25	YoY (%)	H1FY26E	Var (%)	Consensus	Var (%)	Q2FY26	Q2FY25	YoY (%)	Q2FY26E	Var (%)
APE	99.2	90.3	9.9	95.7	3.6	97.5	1.7	59.5	53.9	10.4	56.0	6.2
--o/w Savings	88.6	82.3	7.7					53.5	48.9	9.4		
--o/w Protection	10.6	8.0	32.5					6.0	5.0	20.0		
Protection APE (% of APE)	10.7	8.9	1.8ppts					10.08	9.28	0.8ppts		
Value of New Business	27.5	24.2	13.8	25.7	7.1	26.6	3.4	16.7	14.5	14.9	14.8	12.3
New Business Margin (%)	27.8	26.8	1.0ppts	26.9	0.9ppts	27.3	0.5ppts	28.00	26.9	1.1ppts	26.5	1.5ppts
Embedded Value	760.0	660.7	15.0	757	0.4							
Individual WRP	86.8	81.0	7.2					47.1	48.8	-3.5		
New Business Premium	333.8	157.3	112.3					192.9	86.9	122.0		
Renewal premium	95.2	202.6	-53.0					57.9	117.2	-50.6		
Gross written premium	429.0	359.9	19.2					250.8	204.1	22.9		
PAT	10.9	10.8	0.6	12.1	-10.2	11.4	-4.2	4.9	5.6	-12.1	6.2	-20.0
AUM	4,815	4,390	9.7	4,934	-2.4							
SH Equity	183.0	162.6	12.5									
13M persistency (%)	87.1	86.4	0.7ppts									
49M persistency (%)	68.9	71.6	-2.7ppts									
61M persistency (%)	60.6	61.9	-1.3ppts									
Solvency ratio (%)	194.0	204.0	-10ppts									

Source: Company, Emkay Research

Exhibit 2: Appraisal methodology-based valuation for SBI Life

Parameter (Rs bn)	Value
FY25-39E APE CAGR	8.7%
FY25-39E VNB CAGR	8.6%
Terminal growth rate	4.0%
Cost of Equity	13.0%
FY26 EV	823
Present value of future new business	1,175
Appraisal value - Mar-26E	2,002
Share count (mn)	1,002
Appraisal value per share - Mar-26E (Rs)	1,998
Target price - Sep-26E (Rs)	2,100

Source: Company, Emkay Research

Exhibit 3: Implied valuation multiples for SBI Life

Appraisal value multiple on FY27 estimates		Rs2,100
P/EV		2.2x
RoEV (%)		17.4
P/EVOP		14.7x
Implied FY27E VNB multiple		16.8x
Current price multiple on FY27 estimates		Rs1,840
P/EV		1.9x
RoEV (%)		17.4
P/EVOP		12.9x
Implied FY27E VNB multiple		13.4x

Source: Company, Emkay Research

Exhibit 4: Changes in estimates

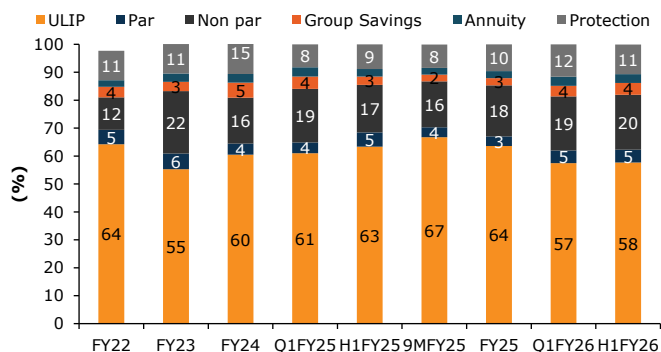
(Rs bn)	FY26E			FY27E			FY28E		
	Old	Revised	% Change	Old	Revised	% Change	Old	Revised	% Change
APE	237.4	242.1	2.0	267.6	273.0	2.0	301.6	307.9	2.1
VNB	65.6	66.8	1.8	74.6	76.1	2.1	84.2	86.0	2.1
VNB margin (%)	27.6	27.6	0.0ppt	27.9	27.9	0.0ppt	27.9	27.9	0.0ppt
EVOP	123.3	124.5	1.0	141.3	142.9	1.2	159.5	161.5	1.3
EV	821.8	822.9	0.1	961.0	963.9	0.3	1,118.5	1,123.4	0.4
PAT	27.9	27.3	-1.9	31.5	31.0	-1.7	35.8	35.2	-1.5

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarqueresolutions)

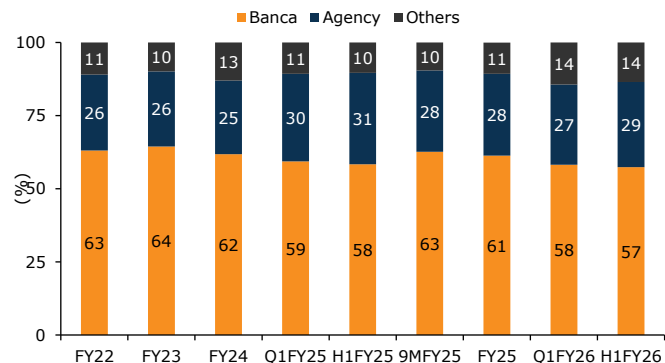
Story in charts

Exhibit 5: Product mix shifts toward the Non-Par and Protection segments



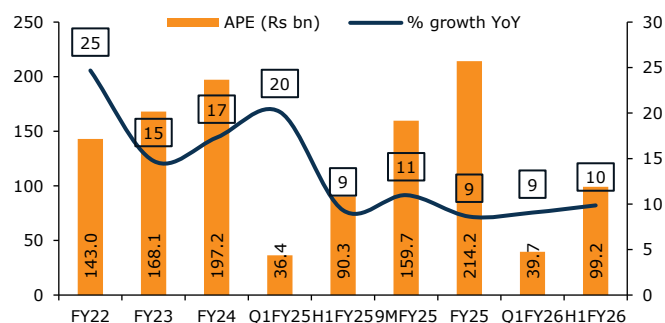
Source: Company, Emkay Research

Exhibit 6: Share of the 'Others' channel (non-SBI Banca and Direct) increases YoY



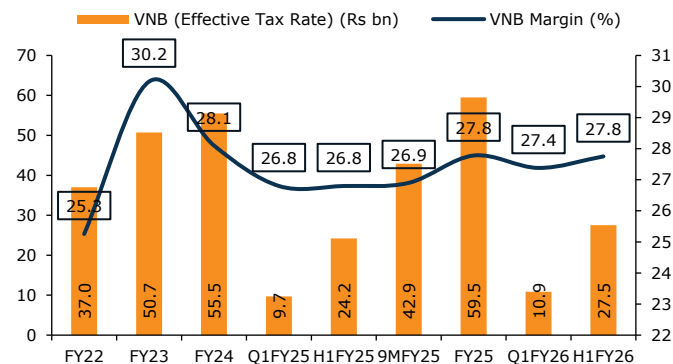
Source: Company, Emkay Research

Exhibit 7: SBI Life reports ~10% APE growth for H1FY26



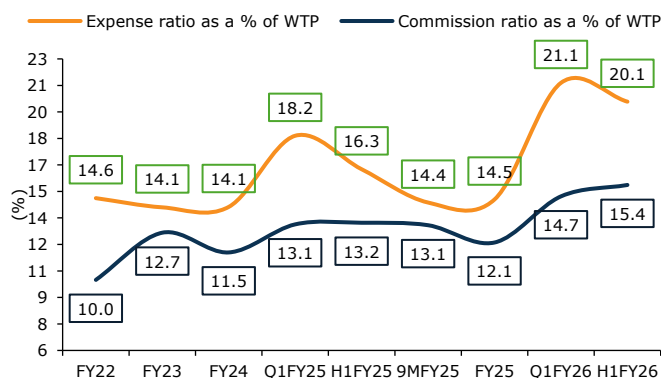
Source: Company, Emkay Research

Exhibit 8: Favorable product mix drives healthy margin at 27.8%



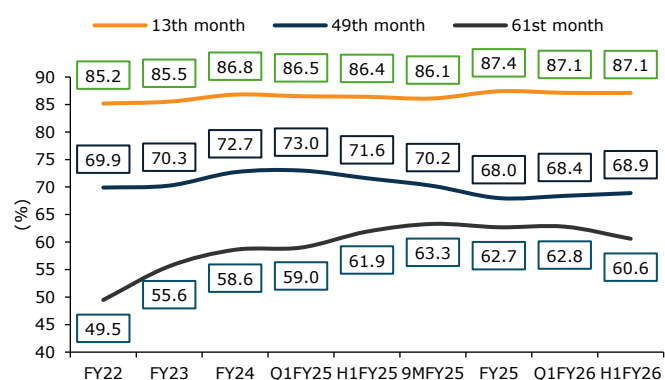
Source: Company, Emkay Research

Exhibit 9: Expense and Commission ratio increase significantly



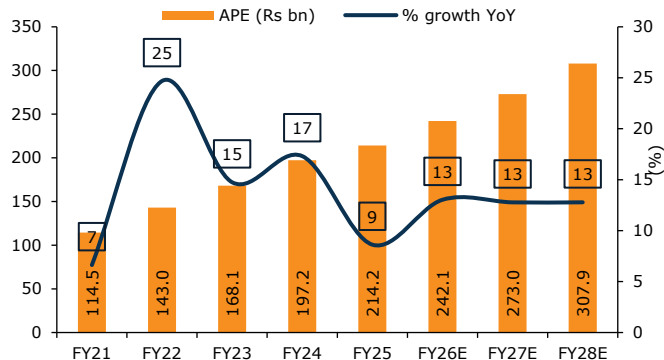
Source: Company, Emkay Research

Exhibit 10: 13M persistency witnesses improvement

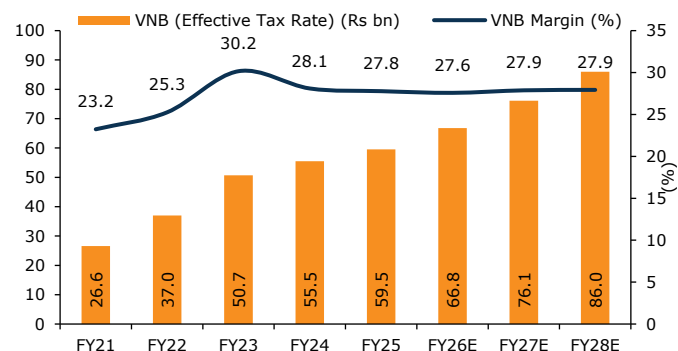


Source: Company, Emkay Research

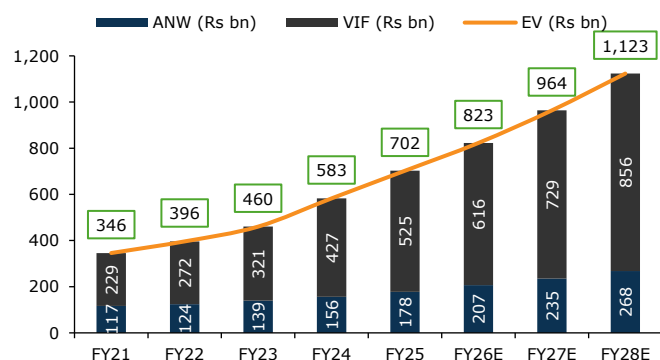
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Exhibit 11: We expect SBI Life's APE to grow at around 13% over FY26-28E

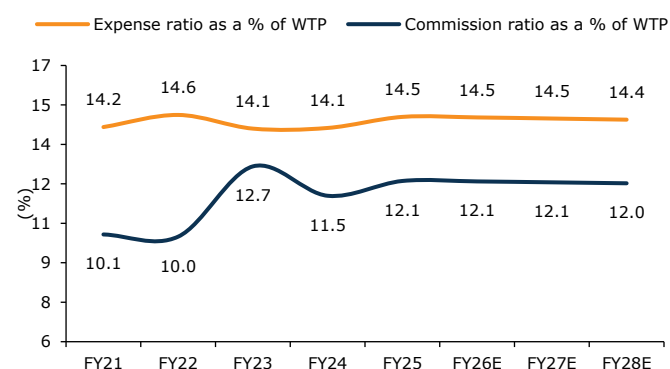
Source: Company, Emkay Research

Exhibit 12: VNB margin likely to be stable, going forward

Source: Company, Emkay Research

Exhibit 13: SBI Life expected to report EV of Rs1,123bn by FY28E

Source: Company, Emkay Research

Exhibit 14: Cost ratios likely to be stable, going forward

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions)

Earnings Conference Call Highlights

- Protection remains one of the focus areas for the company. The company has introduced new protection products for the Banca and Agency channels.
- With the recent GST reduction, Protection will remain the most beneficial segment and, hence, the management expects strong growth here.
- The management aims to keep the Protection mix at ~10% contribution to the APE.
- Total GST impact is ~80bps, of which the business underwritten after 22-Sep has an impact of ~20bps, reflecting the absence of GST ITC on new premium, while the balance ~60bps impact is attributed to the business underwritten over the period prior to 22-Sep, wherein the GST on renewal premium will not be available.
- The management mentioned that on gross basis, the impact of GST ITC losses on VNB margin would be around 174bps for FY26.
- The management is not considering any changes in the distribution commission. However, it plans offsetting the impact of the GST ITC losses on VNB margin by increasing operational efficiencies and uplifting the product mix toward high-margin products.
- The management does not expect ULIP margin to compress, given impact of the GST ITC loss. Instead, the management expects ULIP margin to increase, given the longer-tenure products and led by rider attachments.
- Around 40% of ULIP products have a rider attachment. The management plans attaching riders in renewal policies as well.
- Growth for Individual APE in Sep-25 was ~15%. The management reengaged with the distributors and tweaked some schemes which resulted in healthy growth in Sep-25; the same trend continues in Oct-25 as well.
- The management mentioned that the banca channels have been back on track since Sep-25, and a similar growth trend continues in Oct-25.
- The management reiterated its growth guidance of 13-14% for Individual APE, whereas VNB margins are likely to remain in the 26-28% range for FY26.
- ULIP share is much lower (less than 25%) in the Non-SBI Banca channels. The management said that the Non-SBI Banca channels are expected to grow in the 15% range. The Non-SBI Banca channels contribute to ~3% of the APE.
- The company launched 2 new products – Smart Shield Plus, a Protection product; and Smart Money Back Plus, a Par product.

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SBI Life: Standalone Financials and Valuations

Profit & Loss					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Gross premium	814,306	849,846	959,301	1,080,418	1,216,406
Net premium	805,871	840,598	949,708	1,069,614	1,204,242
Investment income	503,666	317,141	305,660	372,812	423,252
Other income	16,777	13,448	9,922	7,096	5,117
Total revenue	1,326,314	1,171,187	1,265,290	1,449,522	1,632,611
Commission expense	32,553	37,388	42,240	47,573	53,561
Operating expense	39,819	44,908	50,737	57,143	64,335
Benefits paid (net)	431,074	489,018	561,498	635,430	722,010
Change in reserves	784,313	557,001	569,263	666,657	747,481
Total expenses	1,298,399	1,141,242	1,238,469	1,423,393	1,606,066
Surplus/Deficit	27,915	29,945	26,821	26,129	26,546
Trf from policyholders acct	25,977	27,397	25,820	25,128	25,545
Shareholders' results	(6,555)	(2,450)	2,503	6,994	10,947
PBT	19,421	24,947	28,324	32,122	36,492
Extraordinary items	-	-	-	-	-
Tax expense	483	814	991	1,124	1,277
Minority interest	-	-	-	-	-
Income from JV/Associates	-	-	-	-	-
Reported PAT	18,938	24,133	27,332	30,997	35,215
PAT growth (%)	10.1	27.4	13.3	13.4	13.6
Adjusted PAT	18,938	24,133	27,332	30,997	35,215
Diluted EPS (Rs)	18.9	24.1	27.3	30.9	35.2
Diluted EPS growth (%)	10.0	27.4	13.3	13.4	13.6
DPS (Rs)	2.7	2.7	2.7	2.7	2.7
Dividend payout (%)	14.3	11.2	9.9	8.7	7.7
Effective tax rate (%)	2.5	3.3	3.5	3.5	3.5
Shares outstanding (mn)	1,001	1,002	1,002	1,002	1,002

Source: Company, Emkay Research

Miscellaneous Metrics					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
APE	197,200	214,200	242,111	273,034	307,923
VNB	55,500	59,500	66,772	76,123	86,011
VNB margin (%)	28.1	27.8	27.6	27.9	27.9
APE growth (%)	17.3	8.6	13.0	12.8	12.8
VNB growth (%)	9.5	7.2	12.2	14.0	13.0
Operating ratios (%)					
NB commission/APE	10.5	10.4	10.1	10.1	10.1
Commissions/TWRP	5.2	5.3	5.3	5.3	5.2
Total exp ratio/TWRP	6.3	6.4	6.4	6.3	6.3
Conservation ratio	81.6	81.4	81.4	81.4	81.4
Solvency ratio	196.0	196.0	197.4	199.9	202.8
ROE	14.0	13.6	15.1	15.1	15.0
Historical metrics					
APE mix (%)	FY24	FY25	FY26E	FY27E	FY28E
A. Retail protection	4.8	3.9	0	0	0
B. Group protection	4.7	1.2	0	0	0
C. Savings - individual	-	-	-	-	-
Par	4.0	3.5	0	0	0
Non-Par	16.4	18.3	0	0	0
ULIP	60.5	63.6	0	0	0
D. Group Savings	5.4	2.6	0	0	0
Persistency ratios (%)	-	-	-	-	-
13th Month	86.8	87.4	0	0	0
49th Month	72.7	68.0	0	0	0

Source: Company, Emkay Research

Balance Sheet					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Share capital	10,015	10,021	10,021	10,021	10,021
Reserves & Surplus	135,900	157,907	180,932	209,223	241,733
Net worth	149,086	169,854	192,878	221,169	253,678
Borrowings	0	0	0	0	0
Policy liabilities	1,558,085	1,798,832	2,069,810	2,376,356	2,721,475
Provision for linked liab	2,045,746	2,333,582	2,698,759	3,112,511	3,578,956
FFA	13,366	15,914	19,096	22,916	27,499
Current liab and provision	55,158	61,723	68,707	76,638	85,143
Total liabilities & Equity	3,927,830	4,509,232	5,104,702	5,803,470	6,588,044
Shareholders' Investment	130,364	146,045	165,841	190,167	218,119
Policyholder Investment	1,565,436	1,852,268	2,096,153	2,381,763	2,702,001
Assets to cover linked liab.	2,160,103	2,476,357	2,802,415	3,184,257	3,612,392
Current assets	117,628	85,565	96,865	110,124	125,012
Total Assets	3,927,830	4,509,232	5,104,702	5,803,470	6,588,044
BV/Share (INR)	148.9	169.5	192.5	220.7	253.1
EV/share (INR)	581.9	701.2	821.5	962.1	1,121.4
EVOP/share (INR)	100.5	117.6	124.2	142.7	161.2
Embedded value	582,579	702,479	822,933	963,875	1,123,396
ANW	155,922	177,936	206,878	235,169	267,678
VIF	426,657	524,543	616,055	728,706	855,718
VIF share in EV (%)	73.2	74.7	74.9	75.6	76.2
Total AUM	3,918,372	4,498,512	5,092,566	5,789,673	6,572,381
Investment yield (%)	14.9	7.9	6.7	7.1	7.1
Yield on PH funds (%)	15.1	7.9	6.6	7.1	7.1
Yield on SH funds (%)	8.5	8.1	7.7	7.7	7.7

Source: Company, Emkay Research

Valuation & key ratios					
Y/E March (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
P/E (x)	97.3	76.4	67.4	59.5	52.3
P/B (x)	12.4	10.9	9.6	8.3	7.3
P/EV (x)	3.2	2.6	2.2	1.9	1.6
P/EVOP (x)	18.3	15.6	14.8	12.9	11.4
Implied P/VNB (x)	22.7	19.2	15.3	11.6	8.4
Dividend yield (%)	0.1	0.1	0.1	0.1	0.1
EV account and RoEV					
Opening EV	460,369	582,579	702,479	822,933	963,875
Premium unwind	38,100	48,800	57,087	64,819	73,510
VNB	55,500	59,500	66,772	76,123	86,011
Operating variance	6,980	9,500	595	2,000	2,000
EVOP	100,580	117,800	124,454	142,942	161,521
Investment variance	23,930	4,200	(2,000)	0	0
Capital movement	(2,300)	(2,100)	(2,000)	(2,000)	(2,000)
Other changes	0	0	0	0	0
Closing EV	582,579	702,479	822,933	963,875	1,123,396
Change in EV	122,210	119,900	120,454	140,942	159,521
RoEV (%)	27.0	20.9	17.4	17.4	16.8
Operating RoEV (%)	27.0	20.9	17.4	17.4	16.8
EVOP growth (%)	(4.3)	(7.4)	(12.4)	(2.0)	(3.5)
EV growth (%)	26.5	20.6	17.1	17.1	16.6
Core operating RoEV (%)	21.8	20.2	17.7	17.4	16.8
Unwind rate (%)	8.3	8.4	8.1	7.9	7.6
VNB-to-opening EV (%)	12.1	10.2	9.5	9.3	8.9

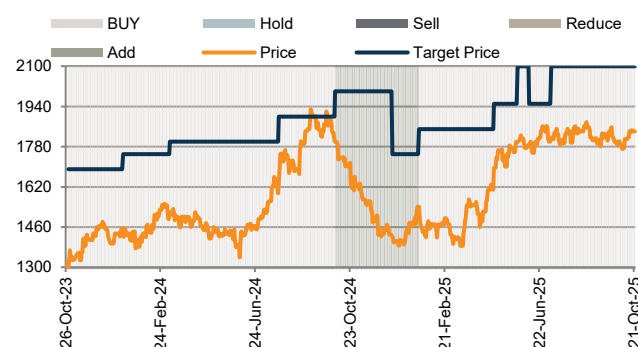
Source: Company, Emkay Research

RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (Rs)	TP (Rs)	Rating	Analyst
09-Oct-25	1,810	2,100	Buy	Avinash Singh
06-Oct-25	1,771	2,100	Buy	Avinash Singh
23-Sep-25	1,819	2,100	Buy	Avinash Singh
09-Sep-25	1,806	2,100	Buy	Avinash Singh
08-Sep-25	1,781	2,100	Buy	Avinash Singh
21-Aug-25	1,877	2,100	Buy	Avinash Singh
19-Aug-25	1,854	2,100	Buy	Avinash Singh
08-Aug-25	1,834	2,100	Buy	Avinash Singh
11-Jul-25	1,835	2,100	Buy	Avinash Singh
07-Jul-25	1,808	2,100	Buy	Avinash Singh
09-Jun-25	1,791	1,950	Buy	Avinash Singh
25-May-25	1,799	2,100	Buy	Avinash Singh
14-May-25	1,755	1,950	Buy	Avinash Singh
09-May-25	1,700	1,950	Buy	Avinash Singh
25-Apr-25	1,695	1,950	Buy	Avinash Singh
24-Apr-25	1,608	1,850	Buy	Avinash Singh
03-Apr-25	1,542	1,850	Buy	Avinash Singh
12-Feb-25	1,452	1,850	Buy	Avinash Singh
19-Jan-25	1,541	1,850	Buy	Avinash Singh
12-Jan-25	1,478	1,750	Add	Avinash Singh

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions)

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ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	>15% downside

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