

Life Insurance Corporation

Estimate change



TP change



Rating change



Bloomberg	LICI IN
Equity Shares (m)	6325
M.Cap.(INRb)/(USDb)	5667.8 / 64
52-Week Range (INR)	1008 / 715
1, 6, 12 Rel. Per (%)	-3/10/-9
12M Avg Val (INR M)	1170

Financials & Valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Net Premiums	4,881	5,184	5,515
Surplus / Deficit	401.4	487.8	535.0
Sh. PAT	481.5	555.1	608.9
VNB margin (%)	17.6	18.3	18.8
RoEV (%)	6.8	11.7	11.5
Total AUM (INRt)	54.5	60.9	65.7
APE (INRb)	568.3	596.5	642.8
VNB (INRb)	100.1	109.2	120.8
EV per share	1,228	1,372	1,530

Valuations

P/EV (x)	0.7	0.7	0.6
P/EVOP (x)	6.9	7.3	6.5

Shareholding pattern (%)

As On	Sep-25	Jun-25	Sep-24
Promoter	96.5	96.5	96.5
DII	1.4	1.4	1.2
FII	0.1	0.1	0.2
Others	2.0	2.0	2.2

FII Includes depository receipts

CMP: INR 896

TP: INR 1,080 (+21%)

Buy

Strong growth in VNB; VNB margin expands 140bp YoY

- In 2QFY26, LIC reported net premium income of INR1.3t (in line), which grew 5% YoY. Renewal premium grew 5% YoY to INR650b and single premium grew 8% YoY to INR508b. First year premium declined 3% YoY to INR108b.
- New business APE declined 1% YoY to INR164b (in line), with individual APE declining 11% YoY to INR101b and group APE rising 24% YoY to INR62.7b. For 1HFY26, APE grew 4% YoY to INR290.3b.
- Absolute VNB grew 8% YoY to INR32b (16% beat). VNB margin expanded YoY to 19.3% from 17.9% in 2QFY25 (vs our expectation of 17%). For 1HFY26, VNB grew 12% to INR51b, reflecting a VNB margin of 17.6% (+140bp YoY).
- Management expects premium growth to recover in 2HFY26, and its focus remains on absolute VNB growth. VNB margin expansion will be driven by the product mix shift toward non-par, cost optimization, higher contribution from high-ticket size products, and improvement in persistency.
- We have kept our APE estimates unchanged. However, we have increased our VNB margin estimates by 80bp/80bp/100bp for FY26/27/28, considering the 1HFY26 performance, and slightly reduced our commission estimates, leading to ~10% rise in earnings for FY26/27/28. **Reiterate BUY with a TP of INR1,080 (premised on 0.6x Sep'27E EV).**

Product mix shift to non-par results in VNB margin expansion

- Individual APE declined 11% YoY, driven by a 27% YoY decline in par APE to INR60.2b. Non-par APE grew 29% YoY to INR40.9b, leading to a rise in APE contribution to 25% from 19% in 2QFY25, thus resulting in strong VNB margin expansion during the quarter.
- During 1HFY26, within the non-par segment, LIC witnessed 113.1% YoY growth in ULIP APE, while individual savings APE declined slightly by 2%, resulting in 30.5% YoY growth in non-par APE. This was offset by 18% YoY decline in par APE, leading to 5.5% YoY decline in 1HFY26 individual APE.
- Commission expenses declined 12% YoY to INR57.7b, and operating expenses fell 3% YoY to INR94.6b, resulting in a 160bp YoY improvement in the expense-to-management ratio to 12%.
- Income from investments in policyholders' accounts grew 3% YoY to INR1.1t, while it increased 42% YoY to INR20.6b in shareholders' accounts. Total AUM grew 3% YoY to INR57t. Yield on investment for policyholders' accounts declined slightly to 8.9% in 1HFY26 from 9% in 1HFY25.
- On the distribution front, contribution from the agency channel was 92% in 2QFY26 (95% in 2QFY25), with individual NBP declining 12% YoY. Individual NBP from bancassurance grew 34% YoY, with contribution growing to 4.6% (3.1% in 2QFY25). The alternate channel witnessed strong growth of 88% YoY,

Research Analyst: **Prayesh Jain** (Prayesh.Jain@MotilalOswal.com) | **Nitin Aggarwal** (Nitin.Aggarwal@MotilalOswal.com)

Research Analyst: **Kartikeya Mohata** (Kartikeya.Mohata@MotilalOswal.com) | **Muskan Chopra** (Muskan.Chopra@MotilalOswal.com)

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- LIC maintains the highest agency force in the country with ~1.5m agents, of which 48.2% have a vintage of more than five years. This constitutes 47.1% of the industry's agency force. The company now has tie-ups with 93 bancassurance partners, 291 brokers, and 175 corporate agents, reflecting a massive distribution network spread across the country.
- The 13th/37th/61st month persistency stood at 68.2%/61.3%/55.1% in 2QFY26. The 25th month persistency declined significantly YoY to 62.6% (65% in 2QFY25), owing to a decline in the number of small-ticket policies sold post product modifications in Oct'24.
- Solvency ratio stood at 213% (198% in 2QFY25). EV at the end of 1HFY26 was at INR8.1t (INR8.2t at the end of 1HFY25).

Highlights from the management commentary

- Following the Master Circular effective 1st October 2024, LIC modified all its existing products to comply with the new regulatory norms. This included raising the minimum sum assured, which led to a temporary decline in the number of small-ticket policies sold and impacted persistency in certain segments.
- The EV movement was majorly impacted by MTM changes and improvements in the present value of future profits. While the fair value component declined due to market movement, PVIF gains more than offset the reduction, resulting in EV improvement compared to March 2025 levels.
- The GST exemption on life insurance premiums triggered a strong revival in demand. Between 5th Sep'25 and 22nd Sep'25, policy sales were almost at a standstill, as customers deferred purchases owing to the GST exemption. However, from 1st October 2025, there has been a sharp recovery in sales, with management expressing confidence that this momentum will sustain in the coming quarters.

Valuation and view

- LIC reported a strong quarter with respect to profitability, led by the rising contribution of the non-par business. The company maintains its industry-leading position and expects a strong growth trajectory, driven by wider product offerings, higher ticket sizes, improvement in agency channel productivity, continued growth in bancassurance and alternate channels, and strong demand post GST exemption. A shift toward higher-margin non-par products and improvement in persistency will boost VNB margin going forward. The company is also working on enhancing its digital capabilities for cost optimization.
- We have kept our APE estimates unchanged. However, we have increased our VNB margin estimates by 80bp/80bp/100bp for FY26/27/28, considering the 1HFY26 performance, and slightly reduced our commission estimates, leading to ~10% rise in earnings for FY26/27/28. **Reiterate BUY with a TP of INR1,080 (premised on 0.6x Sep'27E EV).**

Policy holder's A/c (INRb)

	FY25				FY26				FY25	FY26E	2QFY26E	Actual vs est
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE				
First year premium	75	112	73	111	75	108	80	128	370	392	109.7	-1%
Growth (%)	10%	12%	-14%	-20%	1%	-3%	10%	15%	-5%	6%	-2.1%	
Renewal premium	564	619	646	791	599	650	674	829	2,621	2,752	646.6	1%
Growth (%)	5%	4%	3%	2%	6%	5%	4%	5%	4%	5%	4.4%	
Single premium	500	469	351	577	519	508	379	642	1,898	2,049	471.2	8%
Growth (%)	31%	24%	-24%	-6%	4%	8%	8%	11%	3%	8%	0.4%	
Net premium income	1,138	1,199	1,069	1,476	1,192	1,265	1,141	1,587	4,881	5,184	1,296.1	-2%
Growth (%)	16%	12%	-9%	-3%	5%	5%	7%	8%	3%	6%	8.1%	
PAT	105	76	111	190	110	101	133	211	482	555	80.9	24%
Growth (%)	10%	-4%	17%	38%	5%	32%	20%	11%	19%	15%	6.1%	
Key metrics (INRb)												
New business APE	116	165	100	189	127	164	107	199	568	597	161.1	2%
Growth (%)	21%	26%	-24%	-11%	9%	-1%	8%	5%	0%	5%	-2.2%	
VNB	16	29	19	35	19	32	20	38	100	109	27.4	16%
Growth (%)	23%	47%	-27%	-3%	21%	8%	5%	7%	4%	9%	-6.9%	
AUM (INRt)	54	55	55	55	57	57	59	61	55	61	58.8	-3%
Growth (%)	16%	17%	10%	6%	6%	3%	8%	12%	6%	12%	6.1%	
Key Ratios (%)												
VNB Margins (%)	13.9	17.9	19.4	18.7	15.4	19.3	18.8	19.0	17.6	18.3	17.0	233
Solvency ratio (%)	199.0	198.0	202.0	211.0	217.0	213.0	-	0.0	211	222.0		bps

Quarterly Snapshot (INRb)

	FY25				FY26		Change (%)	
	1Q	2Q	3Q	4Q	1Q	2Q	YoY	QoQ
Net premium income	1,137.7	1,199.0	1,068.9	1,475.9	1,192.0	1,264.8	5	6
First year premium	74.7	112.0	72.8	110.7	75.3	108.4	-3	44
Renewal premium	564.3	619.1	645.9	791.4	598.8	650.0	5	9
Single premium	500.0	469.4	351.4	576.8	519.2	508.0	8	-2
Reinsurance ceded	-1.3	-1.5	-1.2	-3.0	-1.3	-1.5	6	17
Investment income	961.8	1,089.7	943.4	931.3	1,029.3	1,121.5	3	9
Other income	1.5	1.4	1.5	2.2	1.3	1.3	-7	3
Trf from Sh.holder's a/c	8.1	6.0	6.2	6.8	6.0	8.5	42	41
Total income (A)	2,109.1	2,296.2	2,019.9	2,416.3	2,228.6	2,396.1	4	8
Commission paid	50.9	65.4	59.7	77.1	49.5	57.7	-12	17
First year premium	20.2	27.5	19.6	27.9	17.4	21.9	-20	26
Renewal premium	29.2	32.2	33.5	46.5	30.8	33.8	5	10
Single premium	0.9	1.6	1.3	2.7	1.2	2.0	25	64
Operating expense	84.3	97.5	84.5	87.8	75.5	94.6	-3	25
Total commission & Opex	135.2	162.9	144.2	165.0	125.0	152.3	-6	22
Benefits paid	818.6	975.6	946.8	1,422.5	970.6	1,062.5	9	9
Change in actuarial liability	1,031.5	1,082.5	799.1	620.2	1,011.6	1,076.1	-1	6
Total Expenses (B)	1,984.3	2,212.6	1,893.5	2,194.2	2,103.4	2,287.7	3	9
PBT	124.8	83.6	126.5	222.1	125.2	108.4	30	-13
Tax	15.9	11.0	16.9	33.9	15.8	13.9	26	-12
Surplus/(Deficit)	108.9	72.5	109.5	188.2	109.4	94.5	30	-14
Shareholder A/c								
Trf from Policyholder a/c	107.8	72.4	109.0	184.0	107.9	94.1	30	-13
Investment Income	11.8	14.6	16.0	17.6	17.9	20.6	42	15
Total income	119.6	87.0	124.9	201.6	125.8	114.8	32	-9
PBT	104.6	76.2	110.6	190.1	110.1	101.5	33	-8
Tax	-	-	-	-	0.2	0.9		
PAT	104.6	76.2	110.6	190.1	109.9	100.5	32	-8
New business APE	115.6	164.7	99.5	188.5	126.5	159.2	-3	26
Key Ratios (%)								
Operating ratios								
Commission (unwtd)	4.5	5.4	5.6	5.2	4.1	4.6	-89bp	41bp
Opex (unwtd)	7.4	8.1	7.9	5.9	6.3	7.5	-65bp	115bp
Total Cost	11.9	13.6	13.5	11.2	10.5	12.0	-154bp	156bp
Solvency ratio	199.0	198.0	202.0	211.0	217.0	213.0	1500bp	-400bp
Profitability ratios								
VNB margin	13.9	17.9	19.4	18.7	15.4	19.3	147bp	397bp
Persistency ratios								
13th Month	72.4	68.2	68.6	68.6	70.9	68.2	2bp	-271bp
25th Month	68.8	65.0	64.7	65.4	66.0	62.6	-237bp	-337bp
37th Month	66.4	60.5	60.9	59.6	64.3	61.3	81bp	-297bp
49th Month	60.7	56.5	56.0	56.1	62.9	58.0	148bp	-487bp
61st Month	58.4	54.8	59.7	58.5	58.3	55.1	36bp	-319bp
Key Metrics (INR b)								
VNB	16.1	29.4	19.3	35.3	19.4	31.7	8	63
EV	N.A	8,217.2	NA	7,768.8	NA	8,132.3	-1	
AUM	53,590.0	55,395.2	54,776.5	54,523.0	57,050.0	57,229.0	3	0



Highlights from the management commentary

Business performance

- LIC reported a steady operational performance in 2QFY26, supported by new product launches, margin expansion, and a visible recovery in demand post the GST exemption.
- The company now offers a comprehensive suite of 57 products, including two new launches post-GST exemption, up from 55 products at the end of 2QFY26, providing a balanced mix across categories.
- Bancassurance and alternate channels recorded strong traction during the quarter and increased their overall contribution to total NBP.
- Following the Master Circular effective 1 October 2024, LIC modified all its existing products to comply with new regulatory norms. This included raising the minimum sum assured, which led to a temporary decline in the number of small-ticket policies sold and impacted persistency in certain segments.
- The EV movement reflected the impact of MTM changes and an improvement in the present value of future profits. While the fair value component declined due to market movements, gains in PVIF more than offset this reduction, resulting in an overall EV improvement compared to March 2025 levels.
- On the agency side, LIC remains focused on stabilizing and improving agent productivity rather than aggressive recruitment. The average productivity last year was at 12 policies/agents, and management is prioritizing training and upskilling programs to improve this metric.

Product mix and VNB margin

- LIC witnessed a significant shift in the product mix during the quarter, with ULIPs seeing over 100% growth YoY, reflecting the broader industry trend toward market-linked products.
- The company also reported an improved share of the non-par business, including individual savings products, which contributed to higher VNB margins. In addition, a favorable movement in risk-free rates supported margin expansion and led to higher EV compared to March 2025.
- Management emphasized that VNB margin typically improves sequentially for LIC, and the company expects this trajectory to continue over the coming quarters.
- The margin expansion has been driven by structural initiatives within each business line to enhance profitability. The focus is not only on margin expansion but also on aligning the product design with customer needs.
- The company continues to pursue a balanced product mix strategy, catering to a wide range of customer profiles. The strong growth in ULIP has complemented the momentum in traditional savings products, and rising contribution of individual savings product has resulted in overall VNB margin expansion for the quarter.

GST Impact

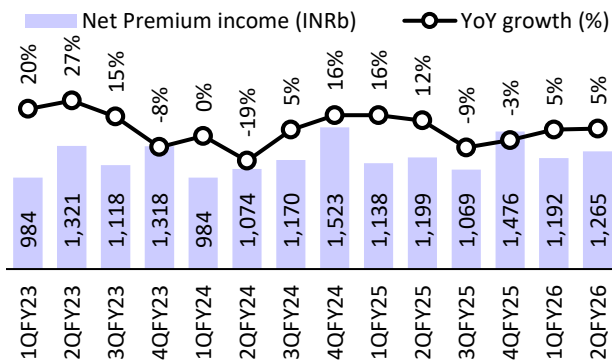
- The GST exemption on life insurance premiums has triggered a strong revival in demand. Between 5th September and 22nd September 2025, policy sales were almost at a standstill as customers deferred purchases in anticipation of the exemption. However, from 1st October 2025, there has been a sharp recovery in

sales, with management expressing confidence that this momentum will sustain in the coming quarters.

- The company has already factored in the loss of input tax credit in its Embedded Value, which represents less than 0.5% impact on EV. Management believes that the effect of ITC loss will be offset by higher business volumes and cost optimization measures over time.
- LIC does not intend to reduce commission structures, choosing instead to focus on increasing average ticket sizes and improving sales efficiency, which should further support profitability in the post-GST environment.

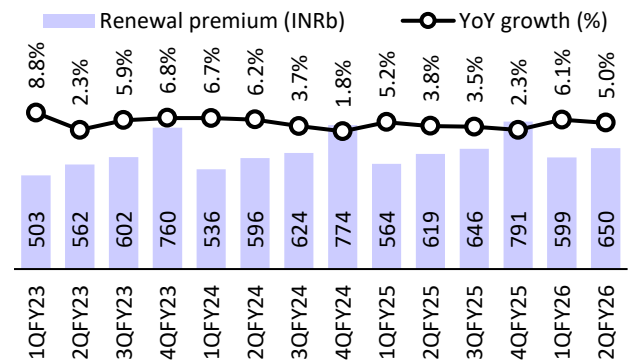
Key exhibits

Exhibit 1: Net premium income increased 5% YoY in 2QFY26



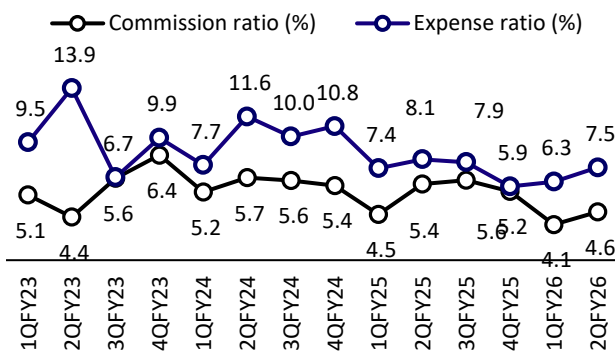
Source: MOFSL, Company

Exhibit 2: Renewal book grew 5% YoY in 2QFY26



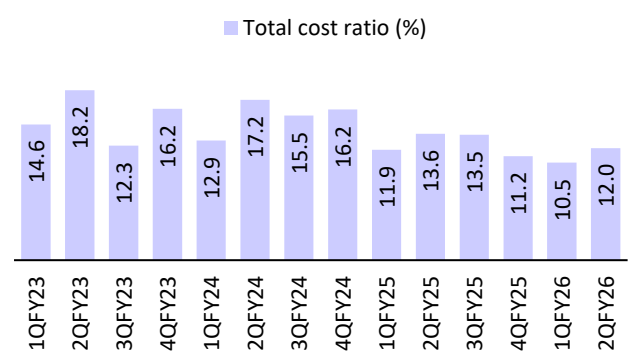
Source: MOFSL, Company

Exhibit 3: Trend in expense and commission ratio



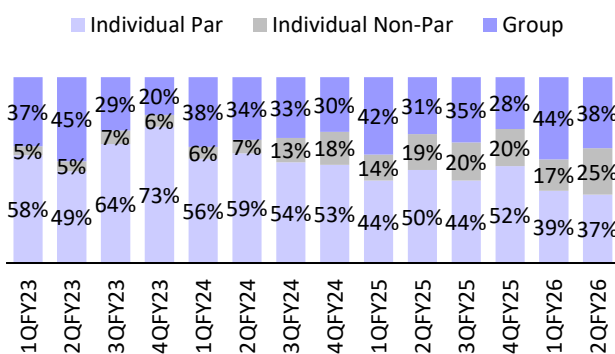
Source: MOFSL, Company

Exhibit 4: Total cost ratio declined YoY to 12%



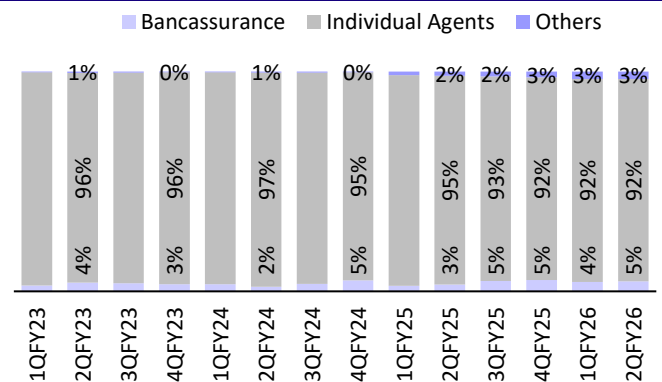
Source: MOFSL, Company

Exhibit 5: Share of non-par business grew YoY to 25% of total APE



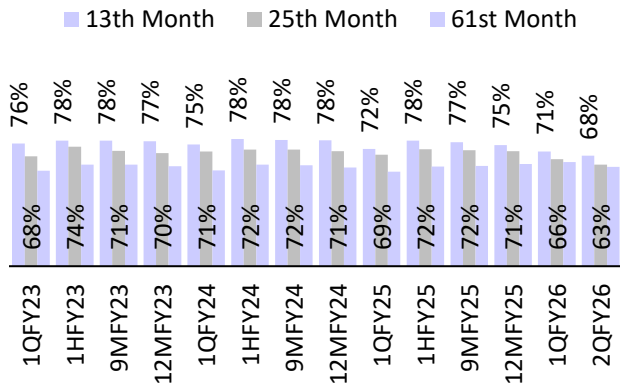
Source: MOFSL, Company

Exhibit 6: Non-agency contribution increasing YoY in the mix



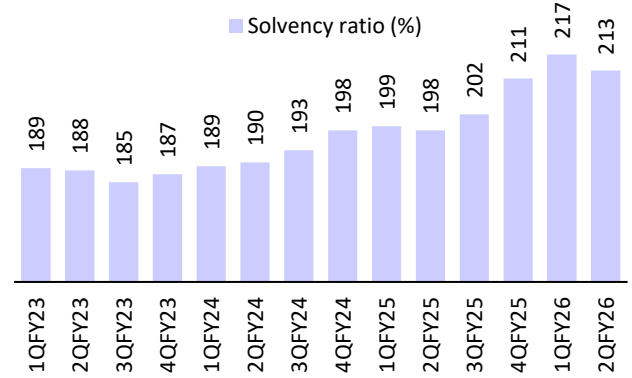
Source: MOFSL, Company

Exhibit 7: Persistency ratios across cohorts



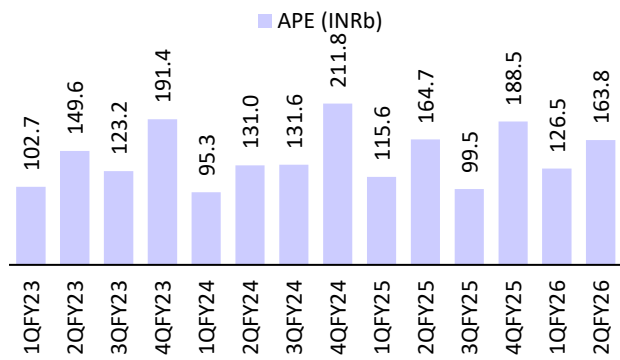
Source: MOFSL, Company

Exhibit 8: Solvency ratio improves YoY to 213% in 2QFY26



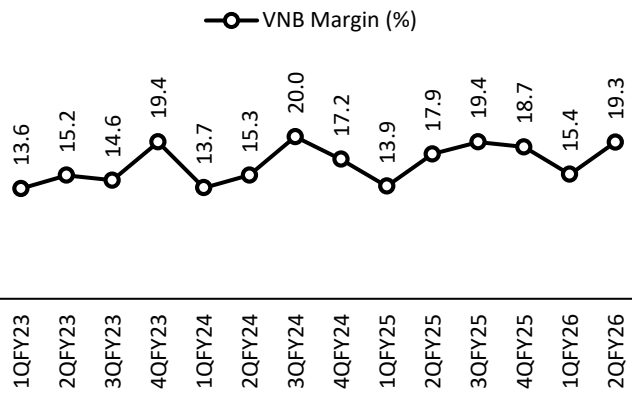
Source: MOFSL, Company

Exhibit 9: APE trend



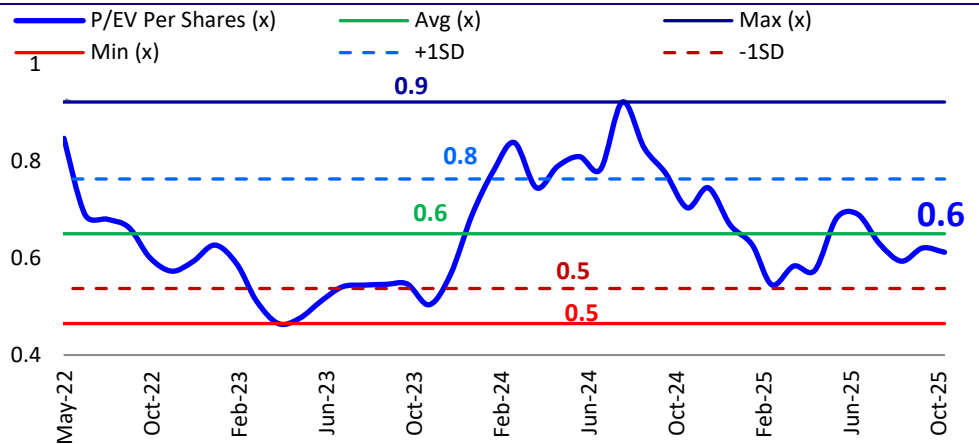
Source: MOFSL, Company

Exhibit 10: VNB margin expanded YoY



Source: MOFSL, Company

Exhibit 11: One-year forward P/EV



Source: MOFSL, Company

Financials and valuations

Technical account (INR b)	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Gross Premiums	4,058.5	4,280.2	4,746.7	4,757.5	4,888.5	5,191.8	5,523.2	5,876.8
Reinsurance Ceded	(4.5)	(6.1)	(6.6)	(6.8)	(7.0)	(7.4)	(7.9)	(8.4)
Net Premiums	4,054.0	4,274.2	4,740.0	4,750.7	4,881.5	5,184.4	5,515.3	5,868.4
Income from Investments	2,855.2	2,928.9	3,063.9	3,639.4	3,926.2	4,097.3	4,361.3	4,641.4
Other Income	127.9	7.9	76.6	146.9	33.8	35.5	37.2	39.1
Total income (A)	7,037.1	7,211.0	7,880.5	8,537.1	8,841.5	9,317.1	9,913.7	10,548.9
Commission	223.6	236.9	255.8	259.6	253.1	241.4	256.1	271.7
Operating expenses	351.6	383.7	481.5	481.2	354.2	376.1	400.1	425.8
Total commission and opex	575.2	620.6	737.3	740.8	607.2	617.5	656.2	697.4
Benefits Paid (Net)	2,907.2	3,574.6	3,425.8	3,916.7	4,194.3	4,414.6	4,697.6	4,999.7
Change in reserves	3,215.8	2,972.8	3,433.8	3,492.0	3,533.3	3,763.0	3,988.8	4,228.1
Prov for doubtful debts (inc other exp)	73.1	(93.8)	(148.5)	(29.2)	(21.7)	(35.0)	(40.0)	(40.0)
Total expenses (B)	6,771.3	7,074.3	7,448.4	8,120.3	8,313.2	8,760.2	9,302.6	9,885.3
(A) - (B)	265.8	136.7	432.1	416.7	528.3	557.0	611.1	663.6
Tax (incl GST)	92.6	79.7	53.5	59.6	80.0	69.2	76.2	83.0
Surplus / Deficit	173.2	57.0	378.6	347.4	401.4	487.8	535.0	580.6

Shareholder's a/c (INR b)								
Transfer from technical a/c	29.6	121.9	360.5	374.6	473.2	536.5	588.5	638.6
Income From Investments	0.2	2.0	11.5	36.9	59.9	76.5	84.1	92.5
Total Income	29.9	123.9	372.0	411.5	533.2	613.0	672.6	731.1
Other expenses	0.0	0.0	0.0	2.5	6.4	7.1	7.8	8.5
Contribution to technical a/c	0.0	83.3	2.7	3.0	45.2	49.7	54.7	60.2
Total Expenses	0.1	83.3	7.4	5.4	51.6	56.8	62.5	68.7
PBT	29.8	40.7	364.6	406.1	481.5	556.2	610.1	662.4
Tax	0.1	0.2	0.6	0.8	-	1.1	1.2	1.3
PAT	29.7	40.4	364.0	405.2	481.5	555.1	608.9	661.1
Growth	10%	36%	800%	11%	19%	15%	10%	9%

Balance Sheet	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Sources of Fund								
Share Capital	1.0	63.2	63.2	63.3	63.3	63.3	63.3	63.3
Reserves And Surplus	67.1	40.4	394.9	757.4	1,201.0	1,661.2	2,156.2	2,703.4
Shareholders' Fund	69.8	104.1	456.7	819.4	1,261.9	1,721.7	2,216.4	2,763.1
Policy Liabilities	34,207.3	37,100.4	40,512.5	43,953.3	47,355.8	50,855.9	54,643.8	58,728.1
Prov. for Linked Liab.	329.6	238.9	261.6	348.8	475.3	513.4	554.4	598.8
Funds For Future App.	0.5	0.8	1.8	4.1	8.0	9.3	10.6	12.2
Current liabilities & prov.	831.2	712.4	593.8	634.9	486.9	535.6	589.1	648.1
Total	38,295.2	42,305.9	45,505.1	52,855.3	56,238.4	60,768.6	65,666.3	70,961.6
Application of Funds								
Shareholders' invt	4.3	64.1	293.6	637.4	1,040.3	1,144.3	1,258.7	1,384.6
Policyholders' invt	34,984.4	38,956.9	41,891.8	48,765.1	51,362.8	55,471.8	59,909.6	64,702.3
Assets to cover linked liab.	329.7	239.4	263.1	352.6	483.1	531.4	584.6	643.0
Loans	1,087.6	1,098.8	1,155.6	1,202.6	1,274.8	1,338.5	1,405.5	1,475.7
Current assets	1,854.4	1,911.2	1,862.8	1,857.0	2,032.9	2,236.2	2,459.8	2,705.7
Total	38,295.2	42,305.9	45,505.1	52,855.3	56,238.4	60,768.6	65,666.3	70,961.6

Financials and valuations

Premium (INR b) and growth (%)	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
NBP - unweighted	1,855	1,989	2,321	2,227	2,268	2,440	2,634	2,843
NBP - wrp	495	529	584	574	560	597	643	693
Renewal premium	2,203	2,291	2,426	2,531	2,621	2,752	2,889	3,034
Total premium - unweighted	4,059	4,280	4,747	4,758	4,888	5,192	5,523	5,877
NBP growth - unweighted	2.9%	7.2%	16.6%	-4.0%	1.8%	7.6%	7.9%	7.9%
NBP growth - wrp	-30.0%	6.9%	10.4%	-1.7%	-2.4%	6.5%	7.8%	7.8%
Renewal premium growth	8.8%	4.0%	5.9%	4.3%	3.5%	5.0%	5.0%	5.0%
Premium growth - unweighted	6.0%	5.5%	10.9%	0.2%	2.8%	6.2%	6.4%	6.4%
Premium mix (%)	FY21	FY22E	FY23	FY24	FY25	FY26E	FY27E	FY28E
New business - un weighted								
- Individual mix	30.9%	27.5%	25.4%	25.9%	27.5%	27.4%	27.4%	27.4%
- Group mix	69.1%	72.5%	74.6%	74.1%	72.5%	72.6%	72.6%	72.6%
Total premium mix - un weighted								
- Participating	57.3%	56.1%	55.1%	53.4%	52.0%	50.0%	48.0%	48.0%
- Non-participating	42.3%	43.4%	44.4%	45.9%	47.1%	48.9%	50.7%	50.5%
- ULIPs	0.4%	0.5%	0.5%	0.7%	0.9%	1.1%	1.3%	1.5%
Operating ratios (%)	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Investment yield	7.8%	7.3%	7.0%	7.1%	7.2%	7.0%	6.9%	6.8%
Commissions / GWP	5.5%	5.5%	5.4%	5.5%	5.2%	4.6%	4.6%	4.6%
- first year premiums	26.4%	26.6%	27.6%	26.6%	27.0%	23.0%	23.0%	23.0%
- renewal premiums	5.2%	5.2%	5.2%	5.2%	5.6%	5.2%	5.2%	5.2%
- single premiums	0.4%	0.3%	0.3%	0.3%	0.4%	0.4%	0.4%	0.4%
Operating expenses / GWP	8.7%	9.0%	10.1%	10.1%	7.2%	7.2%	7.2%	7.2%
Total expense ratio	14.2%	14.5%	15.5%	15.6%	12.4%	11.9%	11.9%	11.9%
Claims / NWP	71.2%	82.7%	71.6%	81.8%	85.3%	84.5%	84.5%	84.5%
Solvency ratio	176%	185%	187%	198%	211%	222%	230%	260%
Persistency ratios (%)	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
13th Month	78.8%	75.6%	77.1%	77.7%	77.9%	78.0%	78.0%	78.0%
25th Month	70.0%	73.5%	69.9%	71.0%	71.6%	72.0%	72.3%	72.4%
37th Month	66.9%	66.6%	70.1%	65.5%	64.1%	63.7%	63.6%	63.5%
49th Month	63.1%	63.9%	63.5%	66.3%	68.8%	70.3%	71.1%	71.7%
61st Month	58.8%	61.0%	61.8%	60.9%	60.7%	61.0%	61.6%	62.4%
Profitability ratios (%)	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
VNB margin (%)	9.9%	15.1%	16.2%	16.8%	17.6%	18.3%	18.8%	19.5%
RoE (%)	73.6%	46.5%	129.8%	63.5%	46.3%	37.2%	30.9%	26.6%
Operating ROEV	36.9%	11.9%	10.9%	11.5%	11.4%	10.0%	10.0%	10.0%
RoEV (%)	105.6%	466.4%	7.5%	24.9%	6.8%	11.7%	11.5%	11.4%
Valuation & key data	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total AUMs (INRb)	36,762	40,850	43,970	51,219	54,523	60,874	65,735	70,986
- of which equity AUMs (%)	21%	21%	20%	21%	22%	22%	22%	22%
Dividend %	-15%	0%	0%	-100%	21%	21%	21%	21%
Dividend payout ratio (%)	0%	23%	5%	16%	16%	17%	19%	17%
EPS, INR	4.7	6.4	57.5	64.1	76.1	87.8	96.3	104.5
VNB (INRb)	41.7	76.2	91.8	95.8	100.1	109.2	120.8	135.1
Embedded Value (INRb)	956.1	5,414.9	5,822.4	7,273.4	7,768.7	8,678.4	9,676.3	10,775.6
EV per share (INR)	151.2	856.1	920.5	1,149.9	1,228.3	1,372.1	1,529.9	1,703.6
VIF as % of EV	93%	98%	92%	90%	85%	81%	78%	75%
P/VIF (%)	11.0	1.8	1.8	1.5	1.5	0.8	0.8	0.7
P/AUM (%)	27%	24%	22%	19%	18%	9%	9%	8%
P/EV (x)	10.2	1.8	1.7	1.3	1.3	0.7	0.6	0.5
P/EPs (x)	328.8	241.9	26.9	24.1	20.3	10.2	9.3	8.6
P/EVOP (x)	57.0	17.5	16.6	14.6	11.8	7.3	6.5	5.9
P/ VNB (x)	234.7	128.3	106.5	102.0	97.7	51.9	46.9	42.0

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Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

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Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

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