

Insurance

India

Sector View: **Attractive** NIFTY-50: **25,860**

December 16, 2025

Insurance Act—limited proposals, no immediate impact

The Sabka Bima Sabki Raksha (Amendment of Insurance Laws) Bill, tabled in the Parliament, paves the way for the merger of Axis Max Life and Max FS and allows 100% FDI in insurance. Even as concerns on commission caps put pressure on PB Fintech—a reinforcement clause, we don't see any immediate impact of the same.

Paves way for merger of insurance and non-insurance companies

The Amendment of Insurance Laws provides an enabling provision for the merger of insurance and non-insurance companies, subject to approval from the IRDA. Section 35 of the Insurance Act had restricted mergers between an insurance company and a non-insurer. The change will make way for mergers of insurance companies with their holding companies. The Street is keenly looking forward to the merger of Max FS with Axis Max Life and Shriram GI with its holding company. Axis Bank has to make a decision now on when they want to go ahead with the same.

Increase in FDI cap to 100%—will new players enter?

The amendment increases FDI in the insurance sector to 100%, from the current limit of 74%. While new foreign majors and niche players may enter the space, we find limited impact on the life insurance business given the long gestation periods and challenges in distribution for new players, especially those without banca tie-ups. The insurance sector was liberalized in 2000, prior to which there were only six public insurers in the country. By FY2008, the number of insurers increased to 36 and 47 by FY2010. The FDI limit was raised to 49% in FY2015 and 74% in FY2021, but the number of insurers stands at 61 (FY2025), up from 52 in FY2015, a rise of 17% over 10 years (see Exhibit 1). The business still remains concentrated, with the top six life players contributing 78% of APE in FY2025 (see Exhibit 2). We do, however, believe that non-life companies that have lower barriers to entry may see more competition or entry of niche players. Minimum capital (net owned funds) requirement is prescribed at Rs1 bn for insurance business and Rs2 bn for reinsurance business.

The proposal on commission caps

The proposal on commission caps likely put pressure on PB Fintech's stock on Tuesday. According to the amendment, IRDA may specify the limits of any commission, remuneration, or reward to insurance agents or insurance intermediaries as may be necessary. Commission caps have been ineffective at regulating economics between insurance companies and distributors. IRDA removed commission caps and business line-level cap on expenses of management (EoM) and prescribed company-level EoM caps in 2023. Exhibit 3 shows a sharp rise in bancassurance and broker commission rates during FY2024-25 for most private life insurers. This likely reflects the true economic reality, which was masked earlier.

IRDA may anyway have leeway to fix the cap, and this clause just reinforces the same, in our view. The regulator may independently reevaluate expenses and payout structure from time to time.

[Full sector coverage on KINSITE](#)

Nischint Chawathe
nischint.chawathe@kotak.com
+91-22-4336-0887

Varun Palacharla
varun.palacharla@kotak.com
+91-22-4336-0888

Chirayu Maloo
chirayu.maloo@kotak.com

Open architecture and composite license skipped in the amendment

Unlike expectations, the bill did not provide for open architecture in the agency business, providing much needed relief to life insurers. Insurance companies, over the past few years, have been investing heavily in expanding franchise and agents and tighter control over agents encourages the same.

While composite license (common license for life, general and health) was highly speculated earlier, the bill does not provide for the same; IRDA is, however, now empowered to introduce another class of insurance. There were concerns about life companies entering the challenging and crowded health business, to diversify customer offering.

Other changes

- **Record keeping.** The proposed bill mandated insurers to maintain comprehensive records of policies and claims, including KYC details (Aadhaar, PAN, etc.). Policies above a specified threshold of sum assured and premium need to be issued in the electronic form.
- **KYC processing.** The bill empowers IRDA to set up KYC guidelines for insurers and regulated entities. Disclosure of policyholder information to third parties is allowed if it is mandated by law, in public duty, or with customer consent.

Sharp expansion in number of players during early 2000's

Exhibit 1: Number of insurers in India, March fiscal year-ends, 1999-2025 (#)

	1999	2008	2010	2015	2021	2025
No of insurers	6	36	47	52	59	61
Public	6	7	7	7	7	7
Life	1	1	1	1	1	1
Non-life	5	6	6	6	6	6
Private	—	29	40	45	52	54
Life	—	17	22	23	25	26
Non-life	—	12	18	22	27	28
Reinsurers	1	1	1	1	1	2
FDI limit (%)	—	26	26	49	74	74

Source: IRDA, LI Council, Kotak Institutional Equities

Highly concentrated market

Exhibit 2: Trend in adjusted individual business market share, March fiscal year-ends, 2014-26 (%)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	FYTD26
Aditya Birla Sunlife	1.8	1.8	1.5	1.7	1.7	2.4	2.3	2.6	2.5	2.9	2.8	3.4	3.4
Axis Max Life	3.9	4.8	4.8	5.0	5.1	5.6	5.5	6.4	6.2	5.8	6.4	6.9	7.1
Bajaj Allianz	2.2	1.9	1.6	1.9	2.2	2.5	2.6	3.3	4.2	5.0	5.8	5.9	5.7
Canara HSBC	0.6	0.8	1.0	1.2	1.3	1.3	1.3	1.4	1.6	1.6	1.6	1.8	2.4
HDFC Life	5.2	7.3	7.6	6.8	7.5	8.2	9.0	10.0	10.1	10.8	10.4	11.1	11.3
ICICI Prudential	7.2	11.3	11.3	12.0	11.8	10.3	9.0	7.2	7.2	6.5	6.6	6.9	6.1
Reliance Life	2.5	3.0	2.0	1.3	1.1	1.3	1.2	1.2	1.1	1.0	1.0	0.9	0.9
SBI Life	6.2	7.7	9.7	11.2	12.3	12.9	13.3	13.5	14.7	14.6	15.8	16.1	16.8
Tata AIA	0.5	0.6	1.4	2.0	2.2	3.2	3.7	4.5	5.1	6.8	6.8	7.1	7.4
Private sector	37.9	48.9	51.5	53.9	56.2	58.0	57.2	59.7	62.9	65.8	67.8	70.6	71.7
LIC	62.1	51.1	48.5	46.1	43.8	42.0	42.8	40.3	37.1	34.2	32.2	29.4	28.3
Top 6	85.2	82.7	83.2	83.0	82.6	82.2	83.4	82.0	80.4	78.8	78.3	77.5	77.1

Source: IRDA, LI Council, Kotak Institutional Equities

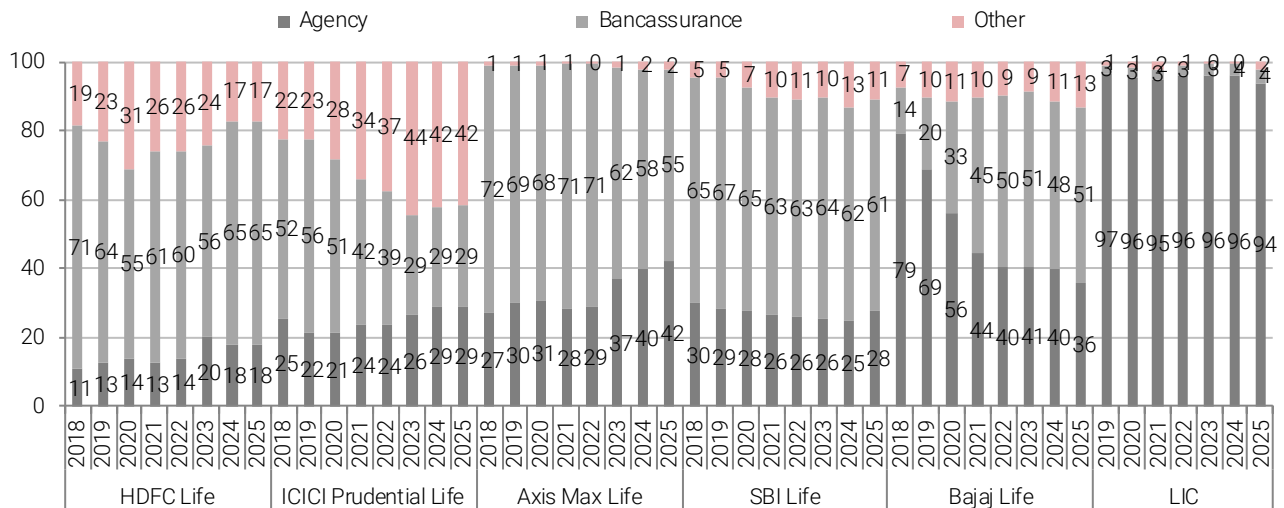
Sharp rise in commission rates over FY2024-25
Exhibit 3: Channel-wise commission rates, March fiscal year-ends, 2021-25 (%)

	2021	2022	2023	2024	2025	Change (bps)			
						2022	2023	2024	2025
HDFC Life									
Individual Agents	23.5	24.4	27.1	28.2	23.4	90	274	105	(476)
Corporate Agents- Banks	18.5	16.3	15.6	28.3	38.8	(218)	(69)	1,274	1,043
Corporate Agents- Others	8.0	7.9	9.8	27.9	38.0	(14)	191	1,810	1,012
Brokers	21.1	20.5	18.1	31.8	46.0	(62)	(238)	1,365	1,417
Others	24.0	27.0	7.1	14.4	62.4	307	(1,995)	728	4,799
Overall	8.5	8.0	9.4	17.6	23.3	(46)	140	822	568
ICICI Prudential Life									
Individual Agents	15.8	13.9	22.9	26.3	24.2	(187)	903	339	(206)
Corporate Agents (including banks)	10.9	10.7	17.1	35.1	38.7	(14)	634	1,800	363
Brokers	12.9	9.6	14.5	35.2	37.3	(327)	487	2,070	214
Others	19.6	17.3	14.3	17.6	47.7	(225)	(296)	328	3,004
Overall	7.1	7.2	10.7	19.9	20.9	7	350	922	99
Max Life									
Individual Agents	15.3	17.5	21.7	29.3	30.4	216	419	762	114
Corporate Agents- Banks	21.2	19.9	20.6	26.6	31.9	(127)	73	597	528
Corporate Agents- Others	10.1	10.1	15.3	17.5	38.6	8	516	215	2,115
Brokers	10.5	27.2	24.1	18.9	38.6	1,670	(309)	(518)	1,972
Others	28.8	40.8	22.0	255.6	63.7	1,205	(1,887)	23,364	(19,196)
Overall	18.0	17.7	18.0	21.8	25.8	(23)	27	374	408
SBI Life									
Individual Agents	17.7	16.2	20.0	16.6	19.5	(153)	382	(335)	285
Corporate Agents- Banks	9.5	9.9	10.2	10.0	10.8	40	31	(20)	80
Corporate Agents- Others	14.9	15.3	21.3	23.0	26.1	38	602	174	309
Brokers	10.6	7.4	5.6	5.5	9.5	(327)	(173)	(10)	399
Others	9.4	12.9	12.9	15.3	21.3	342	9	231	603
Overall	8.6	8.5	10.4	8.5	10.5	(15)	187	(184)	200

Source: Company, Kotak Institutional Equities

Share of agency is at 18-42% of overall APE for top-4 players; LIC at 94%

Exhibit 4: Channel mix of select life insurers, March fiscal year-ends, 2018-25 (%)



Notes:

(a) LIC's channel mix is based on NBP.

Source: Company, Kotak Institutional Equities

Large life insurers have large bank partners

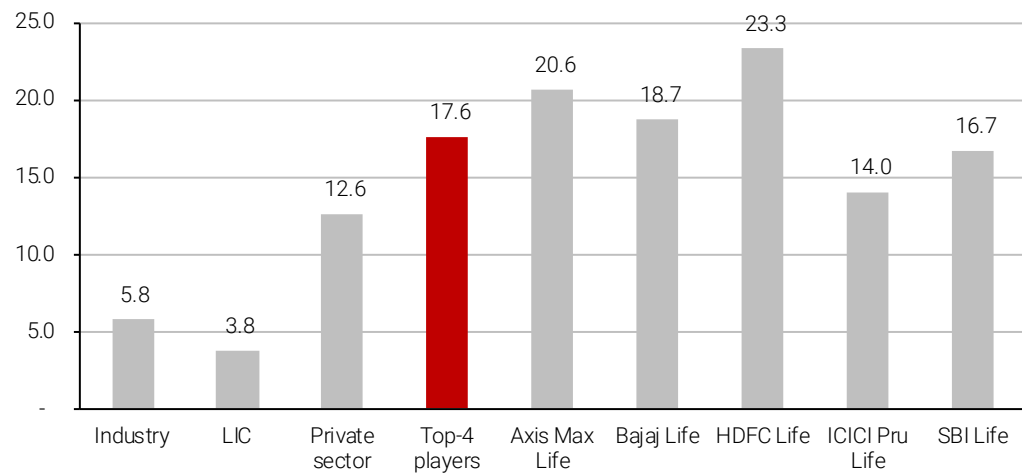
Exhibit 5: Life insurance partners of key banks

	Life insurance partner
State Bank of India	SBI Life
HDFC Bank	HDFC Life, Tata AIA Life and Aditya Birla Sun Life
ICICI Bank	ICICI Prudential Life
Punjab National Bank	LIC, PNB Metlife and Canara HSBC Life
Bank of Baroda	India First Life
Canara Bank	Canara HSBC Life
Union Bank of India	LIC, India First life and SUD Life
Axis Bank	Axis Max Life, Bajaj Life and Tata AIA Life
Bank of India	LIC and SUD Life
Indian Bank	LIC, SBI Life and Aditya Birla Sun Life

Source: DRHP of India First Life, Kotak Institutional Equities

Top-3 private players have scaled up their agency sourcing in the past five years

Exhibit 6: 5-year CAGR of agency premium, March fiscal year-ends, 2020-25 (%)



Notes:

- (a) Industry, LIC and private sector premium CAGR are based on individual NBP.
- (b) Top-4 players and Bajaj Life's premium CAGR is based on APE.

Source: IRDA, Company, Kotak Institutional Equities

Market share of private life insurers in agency force is low

Exhibit 7: Agency force of life insurers, March fiscal year-ends, 2015-25

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Agents ('000s)											
Aditya Birla Sunlife	91	111	82	92	82	86	95	80	65	61	66
Bajaj Life	121	90	77	71	73	81	88	96	126	151	161
Bharti AXA Life	19	21	19	29	39	43	33	38	44	54	55
Edelweiss Tokio Life	10	15	21	31	44	52	58	63	69	76	73
HDFC Life	65	82	55	77	91	108	112	115	179	214	244
ICICI Prudential Life	132	121	136	152	171	191	188	199	201	210	229
Kotak Mahindra Life	56	86	97	95	125	125	109	111	113	119	114
Axis Max Life	44	45	54	57	51	46	55	61	70	103	125
Reliance Nippon Life	105	130	162	65	55	63	43	47	54	61	69
SBI Life	84	93	95	108	124	130	170	146	209	246	240
TATA AIA Life	41	28	26	27	29	31	50	55	85	118	173
Private Sector Total	904	955	957	934	1,016	1,070	1,101	1,116	1,281	1,481	1,636
LIC	1,164	1,062	1,131	1,149	1,179	1,209	1,354	1,326	1,347	1,415	1,487
Grand Total	2,068	2,017	2,089	2,083	2,195	2,278	2,455	2,443	2,628	2,895	3,123
Agency market share (%)											
Aditya Birla Sunlife	4.4	5.5	3.9	4.4	3.7	3.8	3.9	3.3	2.5	2.1	2.1
Bajaj Life	5.9	4.5	3.7	3.4	3.3	3.5	3.6	3.9	4.8	5.2	5.2
Bharti AXA Life	0.9	1.0	0.9	1.4	1.8	1.9	1.4	1.5	1.7	1.9	1.7
Edelweiss Tokio Life	0.5	0.8	1.0	1.5	2.0	2.3	2.4	2.6	2.6	2.6	2.3
HDFC Life	3.2	4.1	2.6	3.7	4.2	4.7	4.6	4.7	6.8	7.4	7.8
ICICI Prudential Life	6.4	6.0	6.5	7.3	7.8	8.4	7.6	8.1	7.7	7.2	7.3
Kotak Mahindra Life	2.7	4.3	4.6	4.5	5.7	5.5	4.5	4.5	4.3	4.1	3.7
Axis Max Life	2.1	2.2	2.6	2.7	2.3	2.0	2.2	2.5	2.7	3.5	4.0
Reliance Nippon Life	5.1	6.4	7.8	3.1	2.5	2.8	1.7	1.9	2.1	2.1	2.2
SBI Life	4.0	4.6	4.6	5.2	5.6	5.7	6.9	6.0	7.9	8.5	7.7
TATA AIA Life	2.0	1.4	1.2	1.3	1.3	1.4	2.1	2.3	3.2	4.1	5.5
Private Sector Total	43.7	47.4	45.8	44.8	46.3	46.9	44.9	45.7	48.7	51.1	52.4
LIC	56.3	52.6	54.2	55.2	53.7	53.1	55.1	54.3	51.3	48.9	47.6
Agency growth yoy (%)											
Aditya Birla Sunlife		22.2	(25.9)	11.8	(11.1)	5.5	10.2	(15.7)	(18.9)	(6.5)	9.4
Bajaj Life		(25.6)	(14.3)	(8.2)	2.8	10.7	9.4	9.1	31.0	19.8	6.8
Bharti AXA Life		7.5	(9.9)	54.5	37.5	10.0	(23.3)	13.3	18.1	20.5	1.7
Edelweiss Tokio Life		48.6	38.5	44.7	40.8	18.4	11.7	9.9	8.7	10.0	(4.1)
HDFC Life		26.3	(33.8)	41.3	18.3	18.1	4.0	3.1	55.4	19.4	13.7
ICICI Prudential Life		(8.6)	12.5	11.4	12.5	11.9	(1.8)	6.1	1.3	4.0	9.5
Kotak Mahindra Life		55.4	12.1	(2.1)	31.5	0.2	(12.3)	1.3	1.8	5.6	(3.8)
Axis Max Life		4.1	19.9	4.9	(10.7)	(9.6)	20.1	10.7	15.0	46.0	22.0
Reliance Nippon Life		23.5	25.1	(59.9)	(14.8)	13.6	(32.4)	9.2	16.1	13.0	12.7
SBI Life		10.7	3.0	13.5	14.2	5.5	30.4	(14.1)	42.9	17.9	(2.3)
TATA AIA Life		(32.8)	(6.7)	4.9	9.3	4.9	62.9	9.5	53.5	39.0	46.9
Private Sector Total		5.6	0.2	(2.5)	8.7	5.3	3.0	1.4	14.8	15.6	10.5
LIC		(8.8)	6.6	1.6	2.6	2.5	12.0	(2.0)	1.6	5.0	5.1
Grand Total		(2.5)	3.6	(0.3)	5.4	3.8	7.8	(0.5)	7.6	10.2	7.9

Source: IRDA, LI Council, Kotak Institutional Equities

Productivity of private players is lower than LIC

Exhibit 8: Agent productivity across life insurers, March fiscal year-ends, 2019-24

	No of policies per agent (#)						NBP per agent (Rs)					
	2019	2020	2021	2022	2023	2024	2019	2020	2021	2022	2023	2024
Aditya Birla Sunlife	2.0	2.0	1.0	1.0	1.0	2.0	94,000	95,000	96,000	109,000	175,000	178,000
Bajaj Allianz Life	2.0	2.0	2.0	2.0	2.0	1.0	174,000	149,000	125,000	155,000	153,000	135,000
Bharti AXA Life	2.0	1.0	1.0	1.0	1.0	1.0	64,000	51,000	76,000	92,000	82,000	41,000
Edelweiss Tokio Life	1.0	1.0	1.0	—	—	—	46,000	33,000	35,000	34,000	33,000	30,000
HDFC Life	2.0	1.0	1.0	1.0	1.0	1.0	125,000	113,000	113,000	135,000	132,000	115,000
ICICI Prudential Life	1.0	1.0	1.0	1.0	1.0	1.0	110,000	95,000	102,000	133,000	141,000	145,000
Kotak Mahindra Life	1.0	1.0	1.0	1.0	1.0	1.0	66,000	63,000	43,000	46,000	83,000	79,000
Axis Max Life	3.0	3.0	2.0	2.0	2.0	1.0	202,000	233,000	310,000	280,000	257,000	184,000
Reliance Nippon Life	2.0	2.0	1.0	1.0	1.0	1.0	84,000	86,000	67,000	90,000	69,000	57,000
SBI Life	5.0	5.0	4.0	4.0	4.0	3.0	246,000	255,000	230,000	278,000	234,000	225,000
TATA AIA Life	4.0	4.0	3.0	2.0	2.0	2.0	241,000	273,000	249,000	238,000	266,000	217,000
Private Sector	2.0	2.0	2.0	2.0	2.0	1.4	122,000	119,000	122,000	145,000	155,000	141,000
LIC	18.0	17.0	15.0	15.0	15.0	14.0	420,000	408,000	414,000	394,000	419,000	390,000
Industry	11.0	10.0	9.0	9.0	8.0	7.6	284,000	273,000	280,000	281,000	290,000	263,000

Source: IRDA, LI Council, Kotak Institutional Equities

SAHIs dominate the non-life agency space

Exhibit 9: Agency force of general insurers, March fiscal year-ends, 2018-25

	2018	2019	2020	2021	2022	2023	2024	2025
Agents ('000s)								
Bajaj General	26	41	47	47	48	51	60	68
HDFC ERGO	12	14	16	133	135	138	56	68
ICICI Lombard	23	26	48	32	42	45	54	63
Reliance	28	31	33	33	33	34	38	45
SBI General	9	10	12	13	15	16	18	22
Tata AIG	15	22	29	46	58	34	45	61
Private GIs	229	292	361	392	381	366	331	415
ABHI	16	19	25	43	63	88	112	142
Care	56	86	124	157	198	240	281	363
Manipal Cigna	14	28	34	42	50	59	69	84
Niva Bupa	25	32	40	68	104	145	143	182
Star Health	238	284	359	463	550	626	701	776
SAHIs	349	448	583	772	964	1,159	1,306	1,548
National Insurance	61	65	72	53	57	61	64	68
New India Assurance	76	86	94	103	108	111	116	122
United India	69	75	79	84	87	89	89	94
Oriental Insurance	43	47	49	51	49	49	50	53
Public GIs	248	272	295	291	301	310	319	336
Total	826	1,012	1,239	1,455	1,646	1,836	1,956	2,299
Agency market share (%)								
Bajaj General	3.2	4.1	3.8	3.2	2.9	2.8	3.1	2.9
HDFC ERGO	1.4	1.4	1.3	9.2	8.2	7.5	2.8	3.0
ICICI Lombard	2.8	2.6	3.8	2.2	2.6	2.5	2.7	2.8
Reliance General	3.4	3.0	2.6	2.3	2.0	1.8	1.9	2.0
Tata AIG	1.8	2.2	2.3	3.1	3.5	1.9	2.3	2.6
Private GIs	27.7	28.9	29.1	26.9	23.2	20.0	16.9	18.0
ABHI	1.9	1.9	2.0	2.9	3.8	4.8	5.7	6.2
Care	6.7	8.5	10.0	10.8	12.0	13.1	14.3	15.8
Manipal Cigna	1.7	2.7	2.8	2.9	3.0	3.2	3.5	3.7
Niva Bupa	3.1	3.1	3.2	4.7	6.3	7.9	7.3	7.9
Star Health	28.8	28.0	29.0	31.8	33.4	34.1	35.8	33.8
SAHIs	42.2	44.2	47.1	53.1	58.6	63.1	66.8	67.3
National Insurance	7.3	6.4	5.8	3.6	3.4	3.3	3.3	3.0
New India Assurance	9.2	8.5	7.6	7.1	6.5	6.1	5.9	5.3
United India	8.3	7.4	6.4	5.8	5.3	4.8	4.6	4.1
Oriental Insurance	5.2	4.6	4.0	3.5	3.0	2.7	2.5	2.3
Public GIs	30.1	26.9	23.8	20.0	18.3	16.9	16.3	14.6
Agency growth yoy (%)								
Bajaj General		58.5	14.5	(0.5)	1.1	7.2	17.8	12.4
HDFC ERGO		14.5	13.3	758.6	1.0	2.0	(59.5)	22.6
ICICI Lombard		12.8	80.7	(31.9)	30.9	6.4	18.6	18.2
Reliance General		9.4	6.9	0.9	1.7	0.7	12.1	19.5
Tata AIG		46.8	29.8	60.1	27.3	(41.5)	31.9	35.0
Private GIs		27.8	23.4	8.6	(2.6)	(3.9)	(9.7)	25.3
ABHI		18.9	33.2	70.7	47.1	39.6	27.5	26.6
Care		54.0	45.3	25.9	26.3	21.3	16.9	29.5
Manipal Cigna		101.1	24.0	22.0	18.2	19.7	17.1	21.4
Niva Bupa		24.3	26.8	70.7	52.1	40.0	(1.6)	27.1
Star Health		19.1	26.6	28.7	18.8	13.9	12.0	10.8
SAHIs		28.3	30.3	32.4	24.8	20.2	12.7	18.5
National Insurance		7.5	9.6	(25.8)	7.0	7.2	4.9	6.4
New India Assurance		12.1	10.3	8.9	4.8	3.4	4.1	5.1
United India		9.1	5.9	6.2	3.9	1.7	0.3	5.0
Oriental Insurance		9.1	5.7	2.8	(4.1)	1.4	1.0	5.9
Public GIs		9.6	8.2	(1.3)	3.4	3.3	2.7	5.5
Total		22.5	22.3	17.4	13.1	11.5	6.6	17.5

Source: IRDA, GI Council, Kotak Institutional Equities

"Each of the analysts named below hereby certifies that, with respect to each subject company and its securities for which the analyst is responsible in this report, (1) all of the views expressed in this report accurately reflect his or her personal views about the subject companies and securities, and (2) no part of his or her compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in this report: Nischint Chawathe, Varun Palacharla, Chirayu Maloo."

Ratings and other definitions/identifiers

Definitions of ratings

BUY. We expect this stock to deliver more than 15% returns over the next 12 months.

ADD. We expect this stock to deliver 5-15% returns over the next 12 months.

REDUCE. We expect this stock to deliver -5+5% returns over the next 12 months.

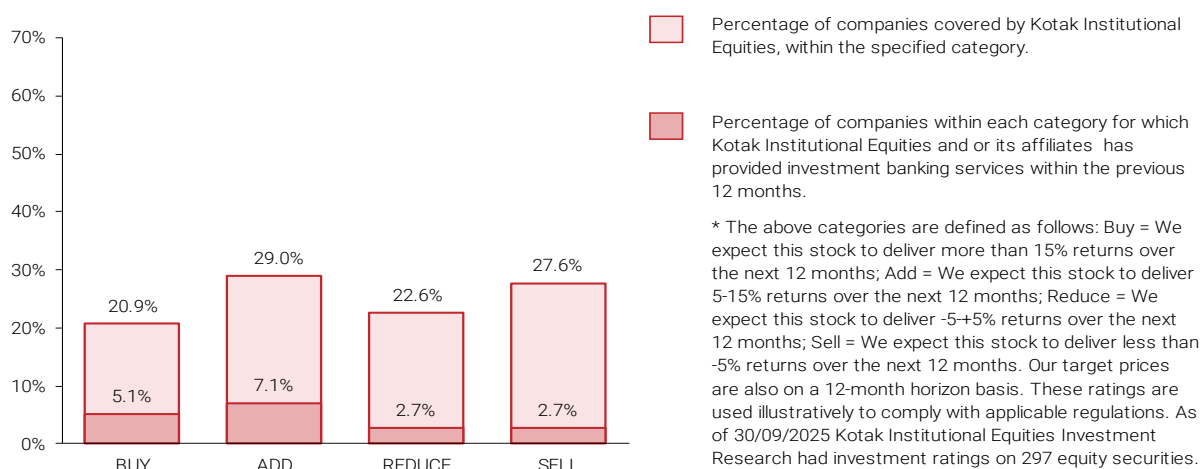
SELL. We expect this stock to deliver <-5% returns over the next 12 months.

Our Fair Value estimates are also on a 12-month horizon basis.

Our Ratings System does not take into account short-term volatility in stock prices related to movements in the market. Hence, a particular Rating may not strictly be in accordance with the Rating System at all times.

Distribution of ratings/investment banking relationships

Kotak Institutional Equities Research coverage universe



Source: Kotak Institutional Equities

As of September 30, 2025

Coverage view

The coverage view represents each analyst's overall fundamental outlook on the Sector. The coverage view will consist of one of the following designations: **Attractive, Neutral, Cautious.**

Other ratings/identifiers

NR = Not Rated. The investment rating and fair value, if any, have been suspended temporarily. Such suspension is in compliance with applicable regulation(s) and/or Kotak Securities policies in circumstances when Kotak Securities or its affiliates is acting in an advisory capacity in a merger or strategic transaction involving this company and in certain other circumstances.

CS = Coverage Suspended. Kotak Securities has suspended coverage of this company.

NC = Not Covered. Kotak Securities does not cover this company.

RS = Rating Suspended. Kotak Securities Research has suspended the investment rating and fair value, if any, for this stock, because there is not a sufficient fundamental basis for determining an investment rating or fair value. The previous investment rating and fair value, if any, are no longer in effect for this stock and should not be relied upon.

NA = Not Available or Not Applicable. The information is not available for display or is not applicable.

NM = Not Meaningful. The information is not meaningful and is therefore excluded.

Corporate Office

Kotak Securities Ltd.
27 BKC, Plot No. C-27, "G Block" Bandra Kurla
Complex, Bandra (E) Mumbai 400 051, India
Tel: +91-22-43360000

Overseas Affiliates

Kotak Mahindra (UK) Ltd
8th Floor, Portoken House
155-157 Minories, London EC3N 1LS
Tel: +44-20-7977-6900

Kotak Mahindra Inc
PENN 1,1 Pennsylvania Plaza,
Suite 1720, New York, NY 10119, USA
Tel: +1-212-600-8858

Copyright 2025 Kotak Institutional Equities (Kotak Securities Limited). All rights reserved.

The Kotak Institutional Equities research report is solely a product of Kotak Securities Limited and may be used for general information only. The legal entity preparing this research report is not registered as a broker-dealer in the United States and, therefore, is not subject to US rules regarding the preparation of research reports and/or the independence of research analysts.

- Note that the research analysts contributing to this report are residents outside the United States and are not associates, employees, registered or qualified as research analysts with FINRA or a US-regulated broker dealer; and
- Such research analysts may not be associated persons of Kotak Mahindra Inc. and therefore, may not be subject to FINRA Rule 2241 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst.
- Kotak Mahindra Inc. does not accept or receive any compensation of any kind directly from US institutional investors for the dissemination of the Kotak Securities Limited research reports. However, Kotak Securities Limited has entered into an agreement with Kotak Mahindra Inc. which includes payment for sourcing new major US institutional investors and service existing clients based out of the US.
- In the United States, this research report is available solely for distribution to major US institutional investors, as defined in Rule 15a – 6 under the Securities Exchange Act of 1934. This research report is distributed in the United States by Kotak Mahindra Inc., a US-registered broker and dealer and a member of FINRA. Kotak Mahindra Inc., a US-registered broker-dealer, accepts responsibility for this research report and its dissemination in the United States.
- This Kotak Securities Limited research report is not intended for any other persons in the United States. All major US institutional investors or persons outside the United States, having received this Kotak Securities Limited research report shall neither distribute the original nor a copy to any other person in the United States. Any US recipient of the research who wishes to effect a transaction in any security covered by the report should do so with or through Kotak Mahindra Inc. Please contact a US-registered representative; Gijo Joseph, Kotak Mahindra Inc., PENN 1,1 Pennsylvania Plaza, Suite 1720, New York, NY 10119, Direct +1 212 600 8858, gijo.joseph@kotak.com.
- This document does not constitute an offer of, or an invitation by or on behalf of Kotak Securities Limited or its affiliates or any other company to any person, to buy or sell any security. The information contained herein has been obtained from published information and other sources, which Kotak Securities Limited or its affiliates consider to be reliable. None of Kotak Securities Limited accepts any liability or responsibility whatsoever for the accuracy or completeness of any such information. All estimates, expressions of opinion and other subjective judgments contained herein are made as of the date of this document. Emerging securities markets may be subject to risks significantly higher than more established markets. In particular, the political and economic environment, company practices and market prices and volumes may be subject to significant variations. The ability to assess such risks may also be limited due to significantly lower information quantity and quality. By accepting this document, you agree to be bound by all the foregoing provisions.

This report is distributed in Singapore by Kotak Mahindra (UK) Limited (Singapore Branch) to institutional investors, accredited investors or expert investors only as defined under the Securities and Futures Act. Recipients of this analysis /report are to contact Kotak Mahindra (UK) Limited (Singapore Branch) (16 Raffles Quay, #35-02/03, Hong Leong Building, Singapore 048581) in respect of any matters arising from, or in connection with, this analysis/report. Kotak Mahindra (UK) Limited (Singapore Branch) is regulated by the Monetary Authority of Singapore.

Kotak Securities Limited and its affiliates are a full-service, integrated investment banking, investment management, brokerage and financing group. We along with our affiliates are leading underwriter of securities and participants in virtually all securities trading markets in India. We and our affiliates have investment banking and other business relationships with a significant percentage of the companies covered by our Investment Research Department. Our research professionals provide important input into our investment banking and other business selection processes. Investors should assume that Kotak Securities Limited and/or its affiliates are seeking or will seek investment banking or other business from the company or companies that are the subject of this material. Our research professionals are paid in part based on the profitability of Kotak Securities Limited, which includes earnings from investment banking and other businesses. Kotak Securities Limited generally prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, Kotak Securities Limited generally prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover. Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein.

This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. We are not soliciting any action based on this material. It is for the general information of clients of Kotak Securities Limited. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. Kotak Securities Limited does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding any potential investment. Certain transactions – including those involving futures, options, and other derivatives as well as non-investment-grade securities – give rise to substantial risk and are not suitable for all investors. The material is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied on as such. Opinions expressed are our current opinions as of the date appearing on this material only. We endeavor to update on a reasonable basis the information discussed in this material, but regulatory, compliance, or other reasons may prevent us from doing so. We and our affiliates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. Kotak Securities Limited and its non-US affiliates may, to the extent permissible under applicable laws, have acted on or used this research to the extent that it relates to non-US issuers, prior to or immediately following its publication. Foreign currency-denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies, effectively assume currency risk. In addition, options involve risks and are not suitable for all investors. Please ensure that you have read and understood the current derivatives risk disclosure document before entering into any derivative transactions.

Kotak Securities Limited established in 1994, is a subsidiary of Kotak Mahindra Bank Limited.

Kotak Securities Limited is a corporate trading and clearing member of BSE Limited (BSE), National Stock Exchange of India Limited (NSE), Metropolitan Stock Exchange of India Limited (MSE), National Commodity and Derivatives Exchange (NCDEX) and Multi Commodity Exchange (MCX). Our businesses include stock broking, services rendered in connection with distribution of primary market issues and financial products like mutual funds and fixed deposits, depository services and portfolio management.

Kotak Securities Limited is also a Depository Participant with National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL). Kotak Securities Limited is also registered with Insurance Regulatory and Development Authority and having composite license acts as Corporate Agent of Kotak Mahindra Life Insurance Company Limited and Zurich Kotak General Insurance Company (India) Limited (Formerly known as Kotak Mahindra General Insurance Company Limited) and is also a Mutual Fund Advisor registered with Association of Mutual Funds in India (AMFI). Kotak Securities Limited is registered as a Research Analyst under SEBI (Research Analyst) Regulations, 2014.

We hereby declare that our activities were neither suspended nor we have defaulted with any stock exchange authority with whom we are registered in last five years. However, SEBI, Exchanges and Depositories have conducted the routine inspection and based on their observations have issued advise letters or levied minor penalty on KSL for certain operational deviations. We have not been debarred from doing business by any stock exchange/SEBI or any other authorities, nor has our certificate of registration been cancelled by SEBI at any point of time.

We offer our research services to primarily institutional investors and their employees, directors, fund managers, advisors who are registered with us. Details of Associates are available on website, i.e. www.kotak.com and https://www.kotak.com/en/investor-relations/governance/subsidiaries.html.

Research Analyst has served as an officer, director or employee of subject company(ies): No.

We or our associates may have received compensation from the subject company(ies) in the past 12 months.

We or our associates have managed or co-managed public offering of securities for the subject company(ies) or acted as a market maker in the financial instruments of the subject company/company (ies) discussed herein in the past 12 months. YES. Visit our website for more details https://kie.kotak.com.

We or our associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months. We or our associates may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months. We or our associates may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.

Our associates may have financial interest in the subject company(ies).

Research Analyst or his/her relative's financial interest in the subject company(ies): No

Kotak Securities Limited has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of Research Report: YES. Nature of Financial Interest: Holding equity shares or derivatives of the subject company.

Our associates may have 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 Research Report.

Research Analyst or his/her relatives have 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 Research Report: No.

Kotak Securities Limited has 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 Research Report: No

Subject company(ies) may have been client during twelve months preceding the date of distribution of the research report.

A graph of daily closing prices of securities is available at https://www.moneycontrol.com/india/stockpricequote/ and http://economictimes.indiatimes.com/markets/stocks/stock-quotes. (Choose a company from the list on the browser and select the "three years" icon in the price chart).

First Cut notes published on this site are for information purposes only. They represent early notations and responses by analysts to recent events. Data in the notes may not have been verified by us and investors should not act upon any data or views in these notes. Most First Cut notes, but not necessarily all, will be followed by final research reports on the subject.

There could be variance between the First Cut note and the final research note on any subject, in which case the contents of the final research note would prevail. We accept no liability of the First Cut Notes.

Analyst Certification

The analyst(s) authoring this research report hereby certifies that the views expressed in this research report accurately reflect such research analyst's personal views about the subject securities and issuers and that no part of his or her compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in the research report.

This report or any portion hereof may not be reprinted, sold or redistributed without the written consent of Firm. Firm Research is disseminated and available primarily electronically, and, in some cases, in printed form.

Additional information on recommended securities is available on request.

Our research should not be considered as an advertisement or advice, professional or otherwise. The investor is requested to take into consideration all the risk factors including their financial condition, suitability to risk return profile and the like and take professional advice before investing.

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

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

For more information related to investments in the securities market, please visit the SEBI Investor Website https://investor.sebi.gov.in/ and the SEBI Saa@thi Mobile App.

Derivatives are a sophisticated investment device. The investor is requested to take into consideration all the risk factors before actually trading in derivative contracts. Compliance Officer Details: Mr. Hiren Thakkar. Call: 022 - 4285 8484, or Email: ks.compliance@kotak.com.

Kotak Securities Limited. Registered Office: 27 BKC, C 27, G Block, Bandra Kurla Complex, Bandra (E), Mumbai 400051. CIN: U99999MH1994PLC134051, Telephone No.: +22 43360000, Fax No.: +22 67132430. Website: www.kotak.com / www.kotaksecurities.com. Correspondence Address: Infinity IT Park, Bldg. No 21, Opp. Film City Road, A K Vaidya Marg, Malad (East), Mumbai 400097. Telephone No: 42856825. SEBI Registration No: INZ000200137(Member of NSE, BSE, MSE, MCX & NCDEX), AMFI ARN 0164, PMS INP000000258 and Research Analyst INH000000586. NSDL/CDSL: IN-DP-629-2021. Compliance Officer Details: Mr. Hiren Thakkar. Call: 022 - 4285 8484, or Email: ks.compliance@kotak.com

Details of	Contact Person	Address	Contact No.	Email ID
Customer Care/ Complaints	Mr. Ritesh Shah	Kotak Towers, 8th Floor, Building No.21, Infinity Park, Off Western Express Highway, Malad (East), Mumbai, Maharashtra - 400097	18002099393	ks.escalation@kotak.com
Head of Customer Care	Mr. Tabrez Anwar		022-42858208	ks.servicehead@kotak.com
Compliance Officer	Mr. Hiren Thakkar		022-42858484	ks.compliance@kotak.com
CEO	Mr. Shripal Shah		022-42858301	ceo.ks@kotak.com
Principal Officer (For the purpose of Research Analyst activities)	Mr. Kawaljeet Saluja	Kotak Securities Limited, 27BKC, 8th Floor, Plot No. C-27, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400051	022-62664011	ks.po@kotak.com

In absence of response/complaint not addressed to your satisfaction, you may lodge a complaint with SEBI at SEBI, NSE, BSE, Investor Service Center | NCDEX, MCX. Please quote your Service Ticket/Complaint Ref No. while raising your complaint at SEBI SCORES/Exchange portal at https://scores.sebi.gov.in. Kindly refer https://www.kotaksecurities.com/contact-us/ and for online dispute Resolution platform - Smart ODR

Our Investor Charter is your trusted companion, offering essential guidelines to navigate the investment landscape. Discover principles for informed decision-making, risk management, and ethical investing by visiting https://www.kotaksecurities.com/disclosure/investor-charter/

Please refer link for regulatory disclosure and terms and conditions as applicable to Research Analyst under SEBI norms. Disclosure of minimum mandatory terms and conditions to clients