

SBI Life Insurance

Estimate change 

TP change 

Rating change 

CMP: INR1,415 TP: INR1,700 (+20%)

BUY

VNB in line; margin improves QoQ

Focusing on protection and non-par to improve margins in FY25

- SBILIFE reported decent performance in 4QFY24. APE grew 17% YoY (in line), while VNB rose 5% YoY as margins improved 90bp QoQ to 28.3%. PAT grew 4.4% YoY to INR8.1b (12% beat vs. our estimate of INR7.2b).
- In terms of NBP, group savings/ULIPs /annuity products witnessed a healthy YoY growth of 275%/30%/75%, while par and non-par savings declined 40% and 23% YoY, respectively, in 4QFY24.
- For FY24, APE stood at INR197.2b and VNB at INR 55.5b. VNB margin for FY24 came in at 28.1% (30.1% for FY23).
- We expect SBILIFE to deliver an 18% CAGR in APE over FY24-26, enabling a 22% VNB CAGR. RoEV is expected to stay at around ~20%. We reiterate our BUY rating on the stock with a TP of INR1,700 (2.0x Mar'26E EV).

ULIP share in APE increases to 58.7% in 4QFY24

- SBILIFE reported 26% YoY growth in gross premium to INR252b (6% above our estimates), led by 93% growth in single premium. Shareholders' PAT grew 4.4% YoY to INR8.1b (vs. our estimate of INR 7.2b).
- Total APE grew 17% YoY (in line), in which group savings and group protection grew 233% and 16%, respectively. Total protection business grew 5.5% YoY, led by group protection. On a YoY basis, the ULIP segment grew 32% YoY, whereas the par segment declined 43% YoY.
- For 4QFY24, absolute VNB grew 5% YoY to INR15.1b (in line), while VNB margins improved 90bp QoQ to 28.3% (vs. estimate of 28%).
- For FY24, the share of ULIPs in APE increased to 60.5% vs. 55.3% in FY23. The share of protection business was flat YoY at 10.6%. In FY24, the increase in share of group protection was offset by a decline in individual protection segment.
- On the distribution front, the share of the banca and agency channels in total APE was 61.8% and 25.2%, respectively, in FY24.
- On a YoY basis, persistency improved across all cohorts in FY24, except for 37th month, which declined 310bp YoY to 71.3%.

Highlights from the management commentary

- In the SBI channel, the penetration stood at 2% of the overall SBI customers and 3.5-4% of insurable customers (more than INR10k balance), which leaves significant scope for penetration.
- Other channels, which include corporate agents, brokers, online, and web aggregators, saw a healthy 49% growth in individual NBP and 17% in APE.
- Protection continues to be a focus area and SBILIFE is looking to launch new products in the segment in addition to ROP products launched recently.
- Group savings are lumpy businesses and the company would principally maintain the share at 18-20% of NBP.

Bloomberg	SBILIFE IN
Equity Shares (m)	1000
M.Cap.(INRb)/(USDb)	1417.3 / 17
52-Week Range (INR)	1572 / 1104
1, 6, 12 Rel. Per (%)	-7/-10/1
12M Avg Val (INR M)	1627

Financials & Valuations (INR b)

Y/E MARCH	FY24	FY25E	FY26E
Net Premiums	805.9	949.9	1,121.2
Surplus / Deficit	28.0	36.8	41.5
Sh. PAT	18.9	19.9	21.2
NBP gr- unwtd (%)	29.2	18.0	18.0
NBP gr- APE (%)	22.3	21.0	18.0
Premium gr (%)	22.8	16.0	18.0
VNB margin (%)	28.1	28.4	28.9
RoEV (%)	26.5	22.7	21.3
Total AUMs (INRt)	3.9	4.6	5.4
VNB	55.5	69.9	83.8
EV per share	583	715	867

Valuations

P/EV (x)	2.4	2.0	1.6
P/EVOP (x)	14.1	11.7	9.6

*VNB, VNB margins based on ETR

Shareholding pattern (%)

As On	Mar-24	Dec-23	Mar-23
Promoter	55.4	55.4	55.5
DII	15.4	14.6	15.1
FII	25.2	25.9	25.1
Others	4.0	4.0	4.3

FII Includes depository receipts

Valuation and view

SBILIFE reported decent performance during the quarter, with APE and VNB in line with estimates margins (VNB margins improved 90bp QoQ to 28.3%). SBI channel productivity has been improving and the company is working on improving its efficiency in the agency channel. SBILIFE maintains its cost leadership. We expect SBILIFE to deliver an 18% CAGR in APE over FY24-26, enabling a 22% VNB CAGR. RoEV is expected to stay at around ~20%. We reiterate our BUY rating on the stock with a TP of INR1,700 (2.0x Mar'26E EV).

Quarterly performance

Policy holder's A/c (INRb)	FY23				FY24				FY24E	(INR b)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	4QE	V/s est.
First year premium	25.7	34.8	50.6	40.9	26.4	46.3	56.8	45.3	48.1	(5.8)
Growth (%)	83%	-4%	24%	6%	3%	33%	12%	11%	18%	
Renewal premium	57.6	91.2	109.1	119.4	73.5	101.2	127.2	130.0	142.7	(8.9)
Growth (%)	14%	17%	13%	10%	28%	11%	17%	9%	20%	
Single premium	30.2	40.2	33.7	39.9	35.7	54.2	40.6	77.1	47.0	64.0
Growth (%)	56%	20%	-24%	42%	18%	35%	21%	93%	18%	
Gross premium income	113.5	166.2	193.3	200.1	135.6	201.8	224.6	252.4	237.7	6.2
Growth (%)	35%	13%	6%	14%	19%	21%	16%	26%	19%	
PAT	2.6	3.8	3.0	7.8	3.8	3.8	3.2	8.1	7.2	12.1
Growth (%)	18%	53%	-16%	16%	45%	1%	6%	4%		
Key metrics (INRb)										
New Business APE	29.0	39.3	54.3	45.5	30.3	51.8	61.3	53.3	52.8	1.0
Growth (%)	79.0	-1.0	18.8	10.2	4.5	31.7	12.9	17.1	16.0	
VNB	8.8	12.4	15.1	14.4	8.7	14.9	16.8	15.1	14.8	2.1
Growth (%)	131.6	24.0	31.3	23.1	-1.1	20.2	11.3	4.9	2.7	
AUM	2,624	2,826	3,000	3,073	3,283	3,452	3,714	3,889	3,641	6.8
Growth (%)	13.3	15.7	16.8	14.9	25.1	22.1	23.8	26.5	18.5	
Key Ratios (%)										
VNB margins (%)	30.4	31.6	27.8	31.6	28.7	28.5	27.4	28.3	28.0	29
Solvency ratio (%)	221.0	219.0	225.0	215.0	215.0	212.0	209.0	196.0	187.5	853

Quarterly snapshot

Policyholder A/C (INR b)	FY23				FY24				YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Net premium income	110.4	164.8	191.7	199.0	131.0	200.5	223.2	251.2	26	13
First year premium	25.7	34.8	50.6	40.9	26.4	46.3	56.8	45.3	11	-20
Renewal premium	57.6	91.2	109.1	119.4	73.5	101.2	127.2	130.0	9	2
Single premium	30.2	40.2	33.7	39.9	35.7	54.2	40.6	77.1	93	90
Investment Income	-64.1	110.4	74.4	11.9	145.8	85.1	164.7	108.1	812	-34
Total income	46.4	275.3	266.3	228.1	276.9	285.7	388.0	375.7	65	-3
Commission paid	5.1	7.1	8.5	8.7	5.2	8.0	9.4	8.5	-2	-9
Operating expenses	7.7	8.5	9.1	10.0	9.2	9.0	10.6	11.1	11	5
Total commission & Opex	12.7	15.7	17.6	18.7	14.4	16.9	20.0	19.6	5	-2
Benefits paid	51.7	76.4	83.6	91.2	71.0	101.3	112.6	149.7	64	33
Change in actuarial liability	-22.7	177.3	159.4	96.0	185.2	159.7	248.6	190.8	99	-23
Total Expenses	41.7	269.4	260.5	206.0	270.6	277.9	381.1	360.1	75	-6
PBT	3.1	3.9	3.3	19.8	4.5	5.4	4.5	12.9	-35	186
Tax	0.3	0.5	0.4	0.3	0.4	0.4	0.4	0.1	-47	-64
Surplus/(Deficit)	2.7	3.4	3.0	19.5	4.0	5.0	4.1	12.8	-35	211
Shareholder's A/C										
Trf from policyholder a/c	1.0	1.9	1.1	23.0	1.9	1.7	0.8	21.6	-6	2,443
Investment income	1.8	2.0	2.0	2.1	2.1	2.5	2.5	3.3	54	32
Total income	2.8	3.9	3.2	25.2	4.0	4.1	3.3	24.8	-1	648
PBT	2.7	3.9	3.1	7.9	3.9	3.9	3.3	8.4	5	154
PAT	2.6	3.8	3.0	7.8	3.8	3.8	3.2	8.1	4	152
APE (% of total)									Change (bp)	
Individual Savings	81.0	80.9	87.5	81.5	78.2	78.6	87.8	76.7	-480	-1103
Par	5.9	6.1	4.4	6.6	6.6	4.4	2.9	3.2	-340	25
Non Par	28.3	23.7	17.7	22.9	19.1	16.4	16.5	14.8	-804	-165
ULIP	46.9	51.1	65.4	52.1	52.5	57.7	68.4	58.7	664	-963
Group Savings Business	5.5	4.1	1.7	3.3	5.0	5.2	2.3	9.4	608	710
Annuity	2.4	3.3	2.6	3.5	4.3	3.1	2.6	3.0	-51	39
Total Protection	11.0	11.5	8.5	12.1	12.2	13.4	7.3	10.9	-121	354
Individual Protection	6.9	5.6	4.8	6.6	6.9	4.0	3.8	5.4	-115	169
Group Protection	4.1	5.9	3.7	5.5	5.3	9.4	3.6	5.4	-5	185
Distribution mix (%)									Change (bp)	
Banca	62.5	63.5	69.9	59.7	65.3	57.6	70.7	53.8	-598	-1692
Agency	26.5	24.5	23.6	28.7	24.8	26.6	21.5	28.2	-47	670
Others	11.0	12.0	6.5	11.6	9.9	15.9	7.8	18.0	645	1023
Key Ratios (%)									Change (bp)	
Operating ratios										
Commission (Unwtd)	4.5	4.3	4.4	4.4	3.8	3.9	4.2	3.4	-98	-80
Opex (UnWtd)	6.7	5.1	4.7	5.0	6.8	4.4	4.7	4.4	-61	-31
Total Cost (Unwtd)	11.2	9.4	9.1	9.4	10.6	8.4	8.9	7.8	-157	-110
Solvency ratio	221.0	219.0	225.0	215.0	215.0	212.0	209.0	196.0	-1,900	-1,300
Operating ratios										
VNB margins	30.4	31.6	27.8	31.6	28.7	28.5	27.4	28.3	-332	92
Persistency ratios										
13th mth	85.6	85.2	80.5	84.4	81.5	83.3	82.1	86.8	243	469
25th mth	78.7	77.5	71.5	75.3	75.1	75.2	74.1	77.4	206	332
37th mth	72.2	72.9	70.7	74.4	69.2	68.3	68.0	71.3	-314	327
49th mth	70.3	70.3	66.8	69.6	68.8	71.6	69.9	72.7	304	279
61st mth	50.3	52.5	53.3	57.7	56.6	56.1	55.9	58.6	90	269
Key Metrics (INRb)										
VNB	8.8	12.4	15.1	14.4	8.7	14.9	16.8	15.1	5	-10
AUM	2624	2826	3000	3073	3283	3452	3714	3889	27	5
Equity Portion (%)	27.0	29.0	29.0	29.0	31.0	29.0	35.0	0.0	-2900	-3500



Highlights from the management commentary

FY24 Performance:

- NPS score continues to improve (72 in FY24 vs. 59 in FY23), indicating high customer satisfaction.
- Claim settlement improved 78bp YoY to 99.2% in FY24.
- Single premium contribution was 31%, led by strong growth in individual annuity. Excluding annuity, single premium share would have been 12% of individual premium.
- New business growth in the group segment was strong and saw a market share gains of 635bp in the private sector. Individual APE growth was 13% vs. company level growth of 17%.
- The number of lives covered stood at 37.9m, representing 84% YoY growth. 25% growth was seen in sum assured vs. 19% for private industry and 22% for the industry.
- Strong growth in ULIPs was led by robust equity market performance and a change customer behavior toward these products.
- Agency channel saw NBP/APE growth of 22%/14%. Total number of agents stood at 246,078 as of FY24 end, with 37,304 net addition (up 18%).
- Other channels, which include corporate agents, brokers, online, and web aggregators, saw a healthy 49% growth in individual NBP and 17% in APE.
- Individual NBP for protection was at INR9.5b and group protection was at INR32.1b, of which credit life was at INR22.6b. Other group protection NBP was at INR9.5b, up 66%.
- Annuity NBP stood at INR60.2b, of which individual annuity at INR50.7b in FY24.
- December is the strongest month for SBILIFE's bancassurance channel. There is no evidence of a slowdown in the channel.
- Lower persistency in 37th month was on account of the Covid cohort moving from 25th month to 37th month.
- The ticket size has seen a stronger growth vs. the number of policies in FY24. The number of policies should see growth with improvement in protection and non-par.

VNB/EV

- Decline in FY24 VNB margin was primarily on account of a shift in the product mix toward ULIPs.
- Positive mortality operating variance is because of the prudent approach in reserving. Mortality experience is better than assumption across product categories.
- Annuity business growth would continue to be robust with strong growth in retired population and increasing adoption of NPS in the country. Higher share of annuities will help improve VNB margins.
- Some improvement in product-level margins for protection business. Product mix improvement will drive up margins ahead.

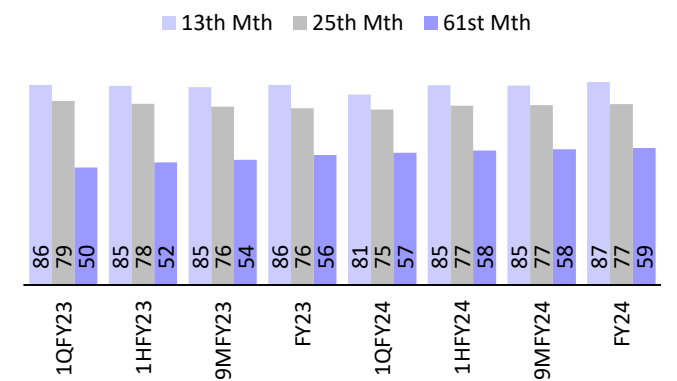
Outlook

- SBILIFE already has a strong presence in lower-tier cities and rural areas. It will not compete on commissions to gain market share in these geographies.

- Individual protection is lower because of higher demand for ULIPs. Protection continues to be a focus area and SBILIFE is looking to launch new products in the segment in addition to ROP products launched recently.
- In the SBI channel, the penetration stood at 2% of overall SBI customers and 3.5-4% of insurable customers (more than INR10k balance), which leaves significant scope for penetration.
- Group savings are lumpy businesses and the company would principally maintain the share at 18-20% of NBP.
- The management does not see any significant pressure on commissions in the others segment.

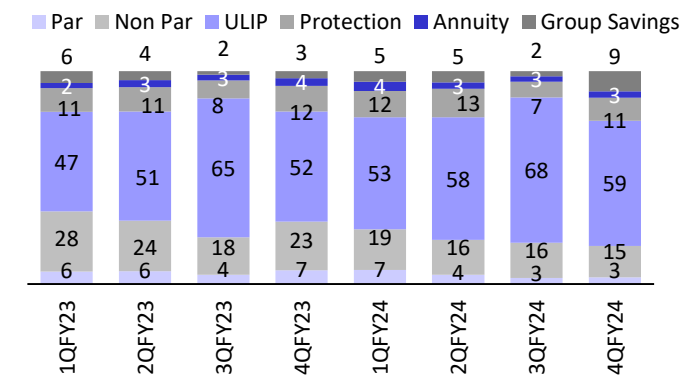
Story in charts

Exhibit 1: Persistency ratios across cohorts (%)



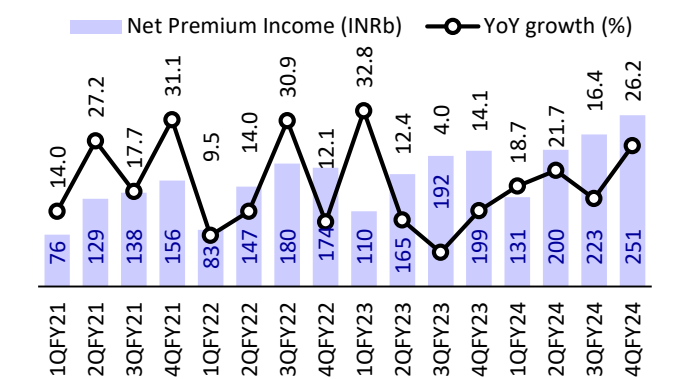
Source: MOFSL, Company

Exhibit 2: Share of ULIP declined to 59% of total APE (%)



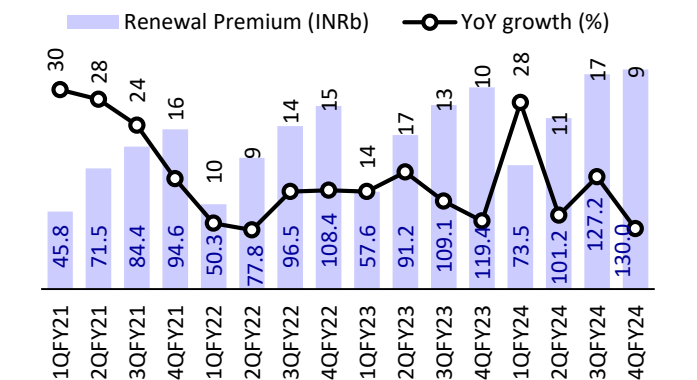
Source: MOFSL, Company

Exhibit 3: Net premium up 26% YoY



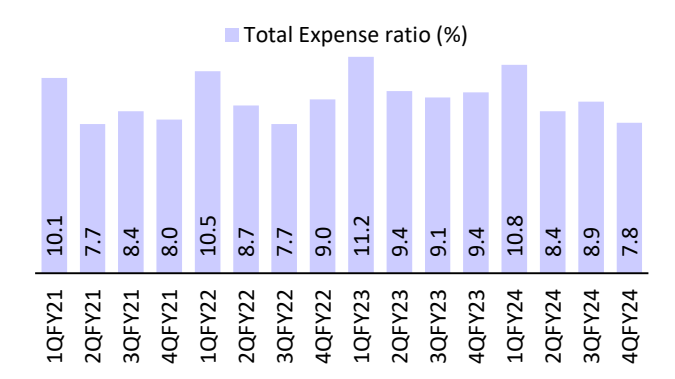
Source: MOFSL, Company

Exhibit 4: Renewal premium grew 9% YoY



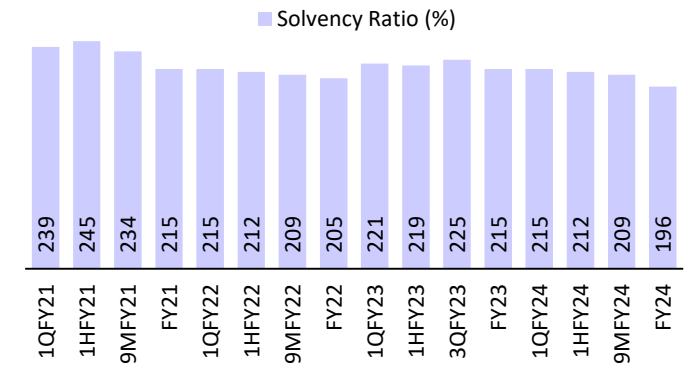
Source: MOFSL, Company

Exhibit 5: Total expense ratio stood at 7.8%



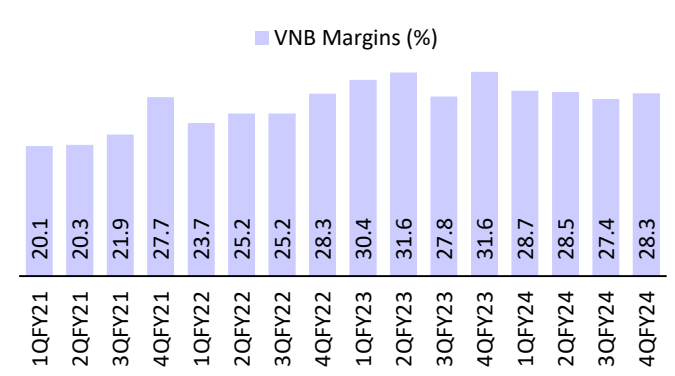
Source: MOFSL, Company

Exhibit 6: Solvency ratio remained healthy at 196%



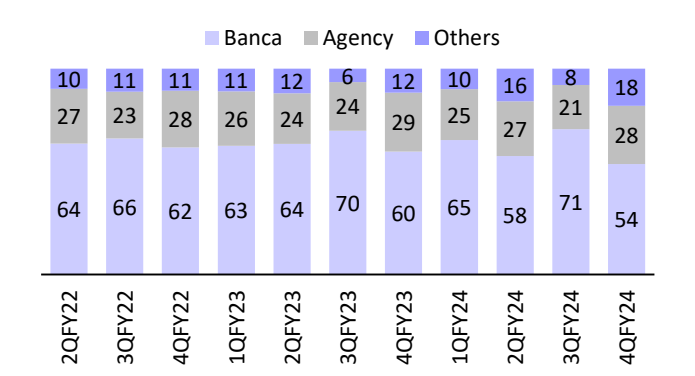
Source: MOFSL, Company

Exhibit 7: VNB margin stood at 28.3%



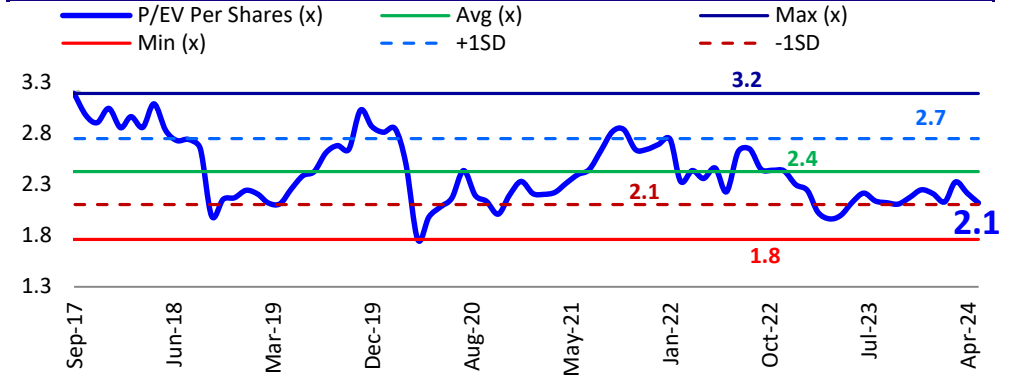
Source: MOFSL, Company; Margins based on Effective tax rate

Exhibit 8: Share of distribution mix across channels (%)



Source: MOFSL, Company; Distribution mix based on APE

Exhibit 9: One-year forward P/EV



Source: MOFSL, Company

Financials and valuations

Technical account (INR b)	FY21	FY22	FY23	FY24	FY25E	FY26E
Gross Premiums	502.5	587.6	673.2	814.3	959.1	1,132.0
Reinsurance Ceded	(4.9)	(3.3)	(7.3)	(8.4)	(9.2)	(10.8)
Net Premiums	497.7	584.3	665.8	805.9	949.9	1,121.2
Income from Investments	314.6	235.7	132.6	503.7	370.4	427.7
Other Income	8.6	10.3	17.6	22.0	26.4	31.6
Total income (A)	820.8	830.3	816.0	1,326.3	1,346.7	1,580.5
Commission	17.7	21.6	30.1	31.1	40.8	48.1
Operating expenses	24.1	29.7	34.6	39.8	49.4	58.3
Total commission and opex	41.9	51.3	64.7	70.9	90.2	106.5
Benefits Paid (Net)	215.8	313.4	302.9	433.4	474.4	560.0
Chg in reserves	539.3	437.6	410.0	784.3	730.1	854.8
Prov for doubtful debts	4.7	7.8	8.3	8.3	12.4	14.6
Total expenses (B)	801.8	810.2	785.9	1,296.9	1,307.1	1,535.9
(A) - (B)	19.1	20.1	30.0	29.4	39.5	44.6
Prov for Tax	1.0	1.3	1.5	1.4	2.8	3.1
Surplus / Deficit (calculated)	18.1	18.8	28.6	28.0	36.8	41.5

Shareholder's a/c (INR b)	FY21	FY22	FY23	FY24	FY25E	FY26E
Transfer from technical a/c	16.8	17.3	27.1	26.0	31.5	35.5
Income From Investments	6.9	9.9	7.9	10.3	10.4	12.2
Total Income	23.7	27.2	35.0	36.3	41.9	47.8
Other expenses	0.6	2.9	0.5	0.5	0.7	1.0
Contribution to technical a/c	8.2	9.8	17.1	16.3	21.1	25.3
Total Expenses	8.3	11.6	17.4	16.9	21.8	26.3
PBT	15.4	15.6	17.6	19.4	20.1	21.5
Prov for Tax	0.9	0.5	0.4	0.5	0.2	0.2
PAT	14.6	15.1	17.2	18.9	19.9	21.2
<i>Growth</i>	2.4%	3.4%	14.2%	10.0%	5.3%	6.6%

Balance sheet (INR b)	FY21	FY22	FY23	FY24	FY25E	FY26E
Sources of Fund						
Share Capital	10.0	10.0	10.0	10.0	10.0	10.0
Reserves And Surplus	90.9	104.2	119.2	135.9	152.5	170.4
Shareholders' Fund	104.0	116.2	130.2	149.1	165.2	182.7
Policy Liabilities	924.1	1,097.6	1,301.3	1,558.1	1,888.8	2,270.5
Prov. for Linked Liab.	965.5	1,174.9	1,407.2	1,667.4	1,804.4	2,049.8
Funds For Future App.	8.4	9.9	11.4	13.4	15.8	18.6
Current liabilities & prov.	42.4	51.3	51.0	44.9	46.5	48.3
Total	2,268.3	2,733.4	3,146.9	3,972.7	4,618.8	5,478.0
Application of Funds						
Shareholders' inv	86.0	100.8	112.1	130.4	153.8	181.5
Policyholders' inv	939.4	1,121.3	1,298.7	1,565.4	1,935.1	2,323.0
Assets to cover linked liab.	1,162.2	1,426.3	1,632.6	2,160.1	2,391.8	2,810.0
Loans	3.6	3.6	3.9	3.9	4.5	5.1
Fixed Assets	5.7	5.3	5.2	5.6	6.0	6.5
Current assets	71.5	76.2	94.4	107.3	127.6	151.9
Total	2,268.3	2,733.4	3,146.9	3,972.7	4,618.8	5,478.0

Financials and valuations

Operating ratios (%)	FY21	FY22	FY23	FY24	FY25E	FY26E
Commissions / GWP	3.5%	3.7%	4.5%	3.8%	4.3%	4.3%
Operating expenses / GWP	4.8%	5.1%	5.1%	4.9%	5.2%	5.2%
Total expense ratio	8.3%	8.7%	9.6%	8.7%	9.4%	9.4%
Solvency ratio	215%	205%	215%	187%	180%	173%
Persistency ratios (%)	FY21	FY22	FY23	FY24	FY25E	FY26E
13th Month	85.4%	85.2%	85.5%	86.8%	87.8%	88.6%
25th Month	75.8%	78.1%	75.6%	77.4%	78.5%	79.1%
37th Month	72.1%	72.2%	74.5%	71.3%	69.6%	68.8%
49th Month	65.6%	69.9%	70.3%	72.7%	73.9%	74.5%
61st Month	50.9%	49.5%	55.6%	58.6%	60.3%	61.4%
Profitability ratios (%)	FY21	FY22	FY23	FY24	FY25E	FY26E
VNB margin (%)	23.2%	25.9%	30.1%	28.1%	28.4%	28.9%
RoE (%)	15.2%	13.7%	14.0%	13.5%	12.7%	12.2%
RoIC (%)	15.3%	14.0%	14.1%	13.7%	12.9%	12.4%
Operating ROEV (%)	19.1%	20.6%	22.9%	21.8%	20.8%	20.6%
RoEV (%)	27.0%	18.7%	16.2%	26.5%	22.7%	21.3%
Valuation ratios	FY21	FY22	FY23	FY24	FY25E	FY26E
Total AUMs	2,209	2,674	3,073	3,889	4,558	5,406
- of which equity AUMs (%)	27%	29%	29%	34%	31%	31%
Dividend %	25%	20%	25%	27%	33%	33%
Dividend payout ratio (%)	17%	13%	15%	14%	17%	16%
EPS, INR	14.6	15.1	17.2	18.9	19.9	21.2
VNB	26.6	37.0	50.7	55.5	69.9	83.8
- VNB growth (%)	19.8%	39.1%	37.0%	9.5%	26%	20%
EV per share	364.0	396.3	460.4	582.6	714.7	867.2
VIF as % of EV	63%	68%	70%	73%	76%	78%
P/VIF	6.7	5.2	4.4	3.3	2.6	2.1
P/AUM (%)	64%	53%	46%	36%	31%	26%
P/EV (x)	3.9	3.6	3.1	2.4	2.0	1.6
P/EPS (x)	97.2	94.0	82.3	74.8	71.1	66.7
P/EVOP (x)	28.2	20.6	15.6	14.1	11.7	9.6
P/VNB (x)	53.2	38.2	27.9	25.5	20.2	16.9

Financials and valuations

Balance sheet (INR b)	FY21	FY22	FY23	FY24	FY25E	FY26E
Sources of Fund						
Share Capital	10.0	10.0	10.0	10.0	10.0	10.0
Reserves And Surplus	90.9	104.2	119.2	134.8	153.2	174.5
Shareholders' Fund	104.0	116.2	130.2	145.6	163.9	185.1
Policy Liabilities	924.1	1,097.6	1,301.3	1,566.9	1,888.8	2,270.5
Prov. for Linked Liab.	965.5	1,174.9	1,407.2	1,596.2	1,810.4	2,058.4
Funds For Future App.	8.4	9.9	11.4	13.5	15.9	18.8
Current liabilities & prov.	42.4	51.3	51.0	52.9	54.9	57.0
Total	2,268.3	2,733.4	3,146.9	3,681.8	4,320.2	5,080.5
Application of Funds						
Shareholders' inv	86.0	100.8	112.1	132.3	156.1	184.2
Policyholders' inv	939.4	1,121.3	1,298.7	1,607.7	1,935.1	2,323.0
Assets to cover linked liab.	1,162.2	1,426.3	1,632.6	1,819.5	2,084.2	2,401.6
Loans	3.6	3.6	3.9	4.5	5.1	5.9
Fixed Assets	5.7	5.3	5.2	5.6	6.1	6.6
Current assets	71.5	76.2	94.4	112.3	133.6	159.2
Total	2,268.3	2,733.4	3,146.9	3,681.8	4,320.2	5,080.5
Operating ratios (%)	FY21	FY22	FY23	FY24	FY25E	FY26E
Investment yield	15.0%	9.3%	4.5%	13.6%	7.2%	7.2%
Commissions / GWP	3.5%	3.7%	4.5%	4.1%	4.2%	4.2%
- first year premiums	8.4%	8.3%	11.9%	10.1%	10.2%	10.2%
- renewal premiums	2.6%	2.6%	2.5%	2.5%	2.5%	2.5%
- single premiums	1.1%	1.2%	1.4%	1.8%	1.8%	1.8%
Operating expenses / GWP	4.8%	5.1%	5.1%	5.1%	5.1%	5.1%
Total expense ratio	8.3%	8.7%	9.6%	9.2%	9.3%	9.3%
Claims / NWP	43.2%	53.5%	45.2%	48.5%	48.7%	48.7%
Solvency ratio	215%	205%	215%	196%	180%	173%
Persistency ratios (%)	FY21	FY22	FY23	FY24	FY25E	FY26E
13th Month	85.4%	85.2%	85.5%	85.8%	86.0%	86.2%
25th Month	75.8%	78.1%	75.6%	74.0%	73.1%	72.6%
37th Month	72.1%	72.2%	74.5%	75.7%	76.3%	76.6%
49th Month	65.6%	69.9%	70.3%	70.5%	70.6%	70.6%
61st Month	50.9%	49.5%	55.6%	59.3%	61.5%	62.8%
Profitability ratios (%)	FY21	FY22	FY23	FY24	FY25E	FY26E
VNB margin (%)	23.2%	25.9%	30.1%	28.3%	28.7%	29.2%
RoE (%)	15.2%	13.7%	14.0%	13.3%	14.0%	14.1%
RoC (%)	15.3%	14.0%	14.1%	13.4%	14.1%	14.1%
Operating ROEV (%)	19.1%	20.6%	22.9%	20.9%	20.5%	20.4%
RoEV (%)	27.0%	18.7%	16.2%	21.6%	20.6%	20.2%
Valuation ratios	FY21	FY22	FY23	FY24	FY25E	FY26E
Total AUMs	2,209	2,674	3,073	3,621	4,247	4,993
- of which equity AUMs (%)	27%	29%	29%	31%	31%	31%
Dividend %	25%	20%	25%	28%	33%	33%
Dividend payout ratio (%)	17%	13%	15%	15%	15%	13%
EPS, INR	14.6	15.1	17.2	18.4	21.7	24.6
VNB	26.6	37.0	50.7	54.3	66.7	80.0
- VNB growth (%)	19.8%	39.1%	37.0%	7%	23%	20%
EV per share	364.0	396.3	460.4	560.0	675.4	812.1
VIF as % of EV	63%	68%	70%	72%	74%	76%
P/VIF	6.6	5.1	4.3	3.4	2.7	2.2
P/AUM (%)	62%	52%	45%	38%	32%	28%
P/EV (x)	3.8	3.5	3.0	2.5	2.0	1.7
P/EPS (x)	94.8	91.6	80.3	75.0	63.7	56.2
P/EVOP (x)	27.5	20.0	15.2	14.3	12.0	10.0
P/VNB (x)	51.9	37.3	27.2	25.4	20.7	17.3

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NOTES

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