

# HDFC LIFE INSURANCE

## RESULT UPDATE

### KEY DATA

<b>Rating</b>	<b>BUY</b>
Sector relative	Outperformer
Price (INR)	757
12 month price target (INR)	920
52 Week High/Low	821/584
Market cap (INR bn/USD bn)	1,631/19.0
Free float (%)	49.6
Avg. daily value traded (INR mn)	2,338.2

### SHAREHOLDING PATTERN

	Mar-25	Dec-24	Sep-24
Promoter	50.3%	50.3%	50.3%
FII	25.6%	25.1%	25.6%
DII	13.3%	13.7%	13.3%
Pledge	0%	0%	0%

### FINANCIALS

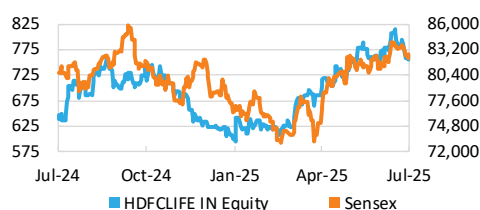
(INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
APE	154,790	174,688	201,684	233,431
VNB	39,620	45,656	53,042	60,698
VNB margin (%)	25.6	26.1	26.3	26.4
EV	554,230	647,316	745,293	860,042
APAT	18,108	21,381	25,215	28,936
FDEPS	8.4	10.1	11.9	13.7
RoEV (%)	17.4	17.8	16.1	16.4
P/EV (x)	2.9	2.5	2.2	1.9
P/E (x)	90.1	74.9	63.5	55.3

### CHANGE IN ESTIMATES

INR bn	Revised estimates		% Revision	
Year to March	FY26E	FY27E	FY26E	FY27E
APE	174.7	201.7	-	-
VNB	45.7	53.0	-	-
VNB Margin (%)	26.1	26.3	0bp	0bp
Embedded value	647.3	745.3	1.6	1.5

### PRICE PERFORMANCE



## Business as usual

HDFCLIFE's Q1FY26 total APE grew 12.4% YoY (+0.8% versus estimate). Both retail and group businesses grew evenly at 12.4% YoY and 12% YoY, respectively. Despite surrender value impact and lower fixed cost absorption, HDFCLIFE reported a 7bp YoY increase in VNB margin to 25.1%, resulting in a Q1FY26 VNB of INR 8.1bn (+12.7% YoY), i.e. 1.9% above our estimate. The company aims to grow VNB in line with top line in FY26.

We forecast HDFCLIFE would deliver APE/VNB growth of 12.9%/15.2% in FY26. In all, we maintain FY26 and FY27 VNB estimates and FY26–28E RoEV of ~16%. Reiterate 'BUY' with an unchanged TP of INR920, implying FY26E/27E P/EV of 3.1x/2.7x.

### Growth healthy despite high base

HDFCLIFE delivered total APE growth of 12.4% YoY (on a high base of 23.2% YoY) as retail/group APE expanded 12.4%/12% YoY. Growth was driven mainly by PAR products (+123.8% YoY); ULIPs grew just 11.8% YoY. PAR mix thus rose to 27.4% (+1,366 YoY/889bp QoQ) on an APE basis and that of ULIPs' fell to 32.5% (-15bp YoY/-540bp QoQ). Management stated that growth appeared moderate due to Q1FY25's high base and that they expect growth to be back-ended in FY26. Within group business, savings/annuity grew strongly at 19%/12.4% YoY while protection grew just 8.5% YoY. Management stated the slowdown in group protection was largely a result of slower credit growth mainly in the MFI segment.

In Q1, banca/non-banking alliances registered growth of 8.9%/13.6% YoY while direct channel grew just 4.2% YoY; agency channel edged down 0.6% YoY due to the industry-wide slowdown in the agency channel. VNB margin improved slightly by 7bp YoY to 25.1%. Management indicated that a 30bp drag from revised surrender norms, investments in proprietary channels and tech initiatives (Project Inspire) was offset by a better product mix. Management stated that negative impact of 60bp YoY in Q1FY26 from lower fixed cost absorption is expected to normalise over FY26.

### Q1FY26 operating RoEV at 13.6%; PAT improves 14.4% YoY

For Q1FY26, back book surplus improved 14.8% YoY while new business strain increased 15.7% YoY; overall underwriting surplus improved 11.1% YoY. IEV rose 17.6% YoY to INR583.5bn as economic variance aided EV by INR9.6bn. Operating RoEV for Q1 came in at 13.6%. Q1FY26 renewal premium growth was healthy at 18.6% YoY while PAT improved 14.4% YoY to INR5.5bn. HDFCLIFE reported an AUM of INR3.6tn (+14.7% YoY/5.8% QoQ).

### Financials

Year to March (INR mn)	Q1FY26	Q1FY25	% Change	Q4FY25	% Change
APE	32,250	28,700	12.4	51,860	-37.8
VNB	8,090	7,180	12.7	13,760	-41.2
VNB margin (%)	25.1	25.0	7bp	26.5	-145bp
EV	583,500	496,100	17.6	554,200	5.3

## Financial Statements

### Policyholder AC (INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
<b>Total Premium earned</b>	<b>698,370</b>	<b>812,286</b>	<b>938,489</b>	<b>1,083,306</b>
Commission	78,445	73,343	87,430	98,784
Operating expenses	62,508	75,708	86,944	99,299
Provisions and taxes	(167)	9,293	10,102	11,005
Benefits Paid	394,977	477,307	540,892	617,697
Other income	2,849	3,065	3,298	3,548
Transfer from shareholders AC	1,073	966	869	782
<b>Net Cash Flow</b>	<b>166,529</b>	<b>180,667</b>	<b>217,288</b>	<b>260,851</b>
Income from Investments	259,548	254,550	308,957	353,318
Change in valuation of liabilities	415,546	423,901	512,037	596,972
<b>Surplus/(deficit) after tax</b>	<b>10,531</b>	<b>11,316</b>	<b>14,209</b>	<b>17,197</b>
<b>Transfer to shareholders AC</b>	<b>10,069</b>	<b>10,184</b>	<b>12,788</b>	<b>15,477</b>

### Shareholders AC (INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
Transfer from Policyholders' a/c	10,069	10,184	12,788	15,477
Investment income and other Income	12,011	14,938	16,485	17,900
<b>Total income</b>	<b>22,080</b>	<b>25,122</b>	<b>29,273</b>	<b>33,377</b>
Expenses	2,200	2,530	2,910	3,346
Contribution to Policyholders' a/c	975	966	869	782
Provisions other than taxation	126	138	152	167
<b>Profit before tax</b>	<b>18,779</b>	<b>21,488</b>	<b>25,341</b>	<b>29,081</b>
Taxes	671	107	127	145
<b>PAT</b>	<b>18,108</b>	<b>21,381</b>	<b>25,215</b>	<b>28,936</b>

### Balance Sheet (INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
Share capital	21,530	21,530	21,530	21,530
Reserve and surplus	135,557	151,592	170,503	192,205
<b>Net worth</b>	<b>157,086</b>	<b>173,122</b>	<b>192,033</b>	<b>213,734</b>
<b>Borrowings</b>	<b>29,500</b>	<b>29,500</b>	<b>29,500</b>	<b>29,500</b>
Credit/debit balance in fair value a/c	4,460	4,817	5,202	5,618
Policyholders' a/c	3,193,439	3,617,340	4,129,377	4,726,349
Funds for future appropriation	12,576	13,708	15,129	16,848
<b>Total Liabilities</b>	<b>3,397,062</b>	<b>3,838,487</b>	<b>4,371,241</b>	<b>4,992,050</b>
Investments	3,363,988	3,802,204	4,331,439	4,948,385
Loans	23,783	26,161	28,777	31,655
Fixed assets + DTA	6,086	6,436	6,786	7,136
Net current assets	3,204	3,685	4,238	4,873
Goodwill	0	0	0	0
<b>Total Assets</b>	<b>3,397,062</b>	<b>3,838,487</b>	<b>4,371,241</b>	<b>4,992,050</b>

Source: Company and Nuvama estimates

### Key metrics (INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
NBP	333,923	433,831	502,900	585,711
APE	154,790	174,688	201,684	233,431
VNB	39,620	45,656	53,042	60,698
EV	554,230	647,316	745,293	860,042
EVOP	79,220	88,431	104,280	121,983
PAT	18,108	21,381	25,215	28,936
FDEPS (INR)	8.4	10.1	11.9	13.7
FDBVPS (INR)	72.9	81.9	90.8	101.1
<b>Growth (YoY %)</b>				
NBP	12.7	29.9	15.9	16.5
APE	16.5	12.9	15.5	15.7
VNB	13.2	15.2	16.2	14.4
EV	16.8	16.8	15.1	15.4
EVOP	14.5	11.6	17.9	17.0
PAT	15.0	18.1	17.9	14.8
FDEPS	14.9	20.3	17.9	14.8
FDBVPS	10.4	12.3	10.9	11.3
<b>Expense ratios (%)</b>				
Commissions/TWRP	11.2	9.0	9.3	9.1
Opex/TWRP	9.0	9.3	9.3	9.2
Total expenses/TWRP	20.2	18.3	18.6	18.3
<b>Efficiency ratios (%)</b>				
VNB Margin	25.6	26.1	26.3	26.4
ROEV return	17.4	17.8	16.1	16.4
Operating RoEV	16.7	16.0	16.1	16.4
Non-operating RoEV	0.8	1.8	0	0
RoAA	0.6	0.6	0.6	0.6
RoAE	12.1	12.9	13.8	14.3

### Valuation

Year to March	FY25A	FY26E	FY27E	FY28E
P/E (x)	90.1	74.9	63.5	55.3
P/ABV (x)	10.4	9.2	8.3	7.5
P/EV (x)	2.9	2.5	2.2	1.9
P/VNB Multiple (x)	29.2	23.6	18.5	14.4
P/EVOP (x)	20.6	18.4	15.6	13.4
P/VIF (x)	4.2	3.6	3.3	2.9
P/AUM (x)	0.5	0.4	0.4	0.3

### Valuation on TP

Year to March	FY25A	FY26E	FY27E	FY28E
P/E (x)	109.4	91.0	77.2	67.2
P/ABV (x)	12.6	11.2	10.1	9.1
P/EV (x)	3.6	3.1	2.7	2.3
P/VNB Multiple (x)	38.0	31.2	25.1	20.1
P/EVOP (x)	25.0	22.4	19.0	16.2
P/VIF (x)	5.1	4.4	4.0	3.5
P/AUM (x)	0.6	0.5	0.5	0.4

# HDFC LIFE INSURANCE

**Exhibit 1: Total APE up 12.4% YoY; VNB margin improves 7bp YoY to 25.1%**

Particulars (INR bn)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	YoY (%/bp)	QoQ (%/bp)
<b>Total APE</b>	<b>28.7</b>	<b>38.5</b>	<b>35.7</b>	<b>51.9</b>	<b>32.3</b>	<b>12.4</b>	<b>(37.8)</b>
Individual APE	24.7	33.9	31.2	46.3	27.8	12.4	(40.1)
Group APE	4.0	4.6	4.5	5.5	4.5	12.0	(19.0)
<b>Protection APE share (%)</b>	<b>14.0</b>	<b>12.3</b>	<b>13.0</b>	<b>7.0</b>	<b>14.0</b>	<b>-</b>	<b>697bp</b>
<b>New Business Premium</b>	<b>64.0</b>	<b>81.0</b>	<b>79.0</b>	<b>109.7</b>	<b>72.7</b>	<b>13.6</b>	<b>(33.7)</b>
Renewal Premium	64.1	88.3	93.8	130.6	76.0	18.6	(41.8)
VNB (calculated for Qtr)	7.2	9.4	9.3	13.8	8.1	12.7	(41.2)
<b>VNB Margin (%) calculated</b>	<b>25.0</b>	<b>24.3</b>	<b>26.1</b>	<b>26.5</b>	<b>25.1</b>	<b>7bp</b>	<b>(145)bp</b>
FYTD VNB	7.2	16.6	25.9	39.6	8.1	12.7	(79.6)
<b>FYTD VNB Margin (%)</b>	<b>25.0</b>	<b>24.6</b>	<b>25.1</b>	<b>25.6</b>	<b>25.1</b>	<b>7bp</b>	<b>(51)bp</b>

Source: Company, Nuvama Research

**Exhibit 2: PAR share in APE mix improves 1,366bp YoY to 27.4%; ULIPs' share falls 15bp YoY to 32.5%**

Particulars	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	YoY (%/bp)	QoQ (%/bp)
<b>APE Product mix (INR bn)</b>							
<b>Individual Savings</b>	<b>22.0</b>	<b>30.3</b>	<b>27.8</b>	<b>41.9</b>	<b>24.6</b>	<b>12.0</b>	<b>(41.2)</b>
PAR	4.0	4.8	7.5	9.6	8.8	123.8	(8.0)
Non-PAR	8.6	13.7	8.7	12.6	5.3	(39.0)	(58.1)
<b>ULIP</b>	<b>9.4</b>	<b>11.8</b>	<b>11.7</b>	<b>19.7</b>	<b>10.5</b>	<b>11.8</b>	<b>(46.7)</b>
<b>Group savings</b>	<b>1.3</b>	<b>1.6</b>	<b>1.4</b>	<b>3.7</b>	<b>1.5</b>	<b>19.0</b>	<b>(59.9)</b>
<b>Protection</b>	<b>4.0</b>	<b>4.7</b>	<b>4.6</b>	<b>3.6</b>	<b>4.5</b>	<b>12.4</b>	<b>23.8</b>
Individual Protection	1.5	1.9	1.8	2.2	1.8	19.0	(21.0)
Group Protection	2.5	2.9	2.9	1.4	2.8	8.5	94.6
<b>Annuity</b>	<b>1.4</b>	<b>1.9</b>	<b>1.8</b>	<b>2.6</b>	<b>1.6</b>	<b>12.4</b>	<b>(37.8)</b>
Individual Annuity	1.2	1.8	1.6	2.2	1.4	12.4	(37.6)
Group Annuity	0.2	0.2	0.2	0.4	0.2	12.0	(38.9)
<b>Total</b>	<b>28.7</b>	<b>38.5</b>	<b>35.7</b>	<b>51.9</b>	<b>32.3</b>	<b>12.4</b>	<b>(37.8)</b>
<b>APE Product mix (%)</b>							
<b>Individual Savings</b>	<b>76.6</b>	<b>78.7</b>	<b>78.0</b>	<b>80.7</b>	<b>76.3</b>	<b>(26)bp</b>	<b>(440)bp</b>
PAR	13.8	12.6	20.9	18.5	27.4	1,366bp	889bp
Non-PAR	30.1	35.5	24.3	24.3	16.4	(1,376)bp	(790)bp
<b>ULIP</b>	<b>32.7</b>	<b>30.6</b>	<b>32.8</b>	<b>37.9</b>	<b>32.5</b>	<b>(15)bp</b>	<b>(540)bp</b>
<b>Group savings</b>	<b>4.4</b>	<b>4.1</b>	<b>4.0</b>	<b>7.2</b>	<b>4.7</b>	<b>26bp</b>	<b>(257)bp</b>
<b>Protection</b>	<b>14.0</b>	<b>12.3</b>	<b>13.0</b>	<b>7.0</b>	<b>14.0</b>	<b>-</b>	<b>697bp</b>
Individual Protection	5.2	4.8	5.0	4.3	5.5	30bp	116bp
Group Protection	8.8	7.4	8.0	2.7	8.5	(30)bp	581bp
<b>Annuity</b>	<b>5.0</b>	<b>5.0</b>	<b>5.0</b>	<b>5.0</b>	<b>5.0</b>	<b>-</b>	<b>-</b>
Individual Annuity	4.3	4.6	4.5	4.3	4.3	-	1bp
Group Annuity	0.7	0.4	0.5	0.7	0.7	-	(1)bp
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>		

Source: Company, Nuvama Research

**Exhibit 3: Share of Agency declines 90bp YoY to 7% on NBP basis while CA/direct share decreases 270bp/190bp YoY to 23%/11%**

Particulars	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	YoY (%/bp)	QoQ (%/bp)
<b>Channel mix NBP basis (INR bn)</b>							
CA	16.4	24.1	19.9	33.0	16.7	1.7	(49.2)
Agency	5.1	6.5	6.3	12.1	5.1	0.7	(58.0)
Broker	1.9	2.4	2.4	3.3	3.6	89.4	10.5
Direct	8.3	9.1	9.5	9.8	8.0	(3.1)	(18.6)
Group	32.3	38.7	40.9	51.5	39.3	21.5	(23.8)
<b>Total NBP</b>	<b>64.0</b>	<b>81.0</b>	<b>79.0</b>	<b>109.7</b>	<b>72.7</b>	<b>13.625</b>	<b>(33.7)</b>
<b>Channel Mix-NBP basis (%)</b>							
CA	25.7	29.8	25.2	30.0	23.0	(270)bp	(704)bp
Agency	7.9	8.1	8.0	11.0	7.0	(90)bp	(404)bp
Broker	3.0	3.0	3.0	3.0	5.0	200bp	200bp
Direct	12.9	11.3	12.0	9.0	11.0	(190)bp	204bp
Group	50.5	47.8	51.8	47.0	54.0	350bp	704bp
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>		

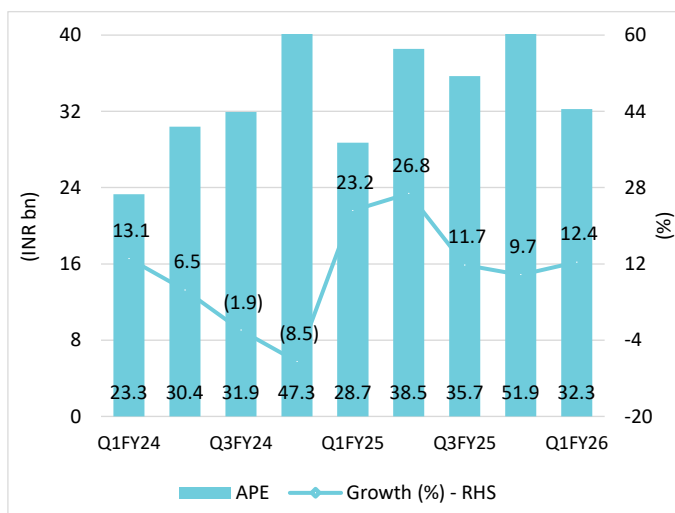
Source: Company, Nuvama Research

**Exhibit 4: Persistency down 130bp/10bp YoY in 13/37th month cohort and up 350bp/410bp YoY in 49/61st month**

Particulars	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	YoY (%/bp)	QoQ (%/bp)
<b>AUM (INR bn)</b>	<b>3,102</b>	<b>3,249</b>	<b>3,287</b>	<b>3,363</b>	<b>3,559</b>	<b>14.7</b>	<b>5.8</b>
- Equity (%)	34.0	35.0	33.0	31.0	32.0	(200)bp	100bp
- Debt (%)	66.0	65.0	67.0	69.0	68.0	200bp	(100)bp
<b>Persistency (%)</b>							
13th month persistency	87.3	82.5	81.9	82.7	86.0	(130)bp	330bp
25th month persistency	75.9	76.3	75.4	77.4	79.0	310bp	160bp
37th month persistency	73.1	73.1	71.8	71.2	73.0	(10)bp	180bp
49th month persistency	67.5	73.1	68.1	70.2	71.0	350bp	80bp
61st month persistency	59.9	67.9	57.8	61.9	64.0	410bp	210bp
<b>Solvency Ratio (%)</b>	<b>186</b>	<b>181</b>	<b>188</b>	<b>194</b>	<b>192</b>	<b>600bp</b>	<b>(200)bp</b>

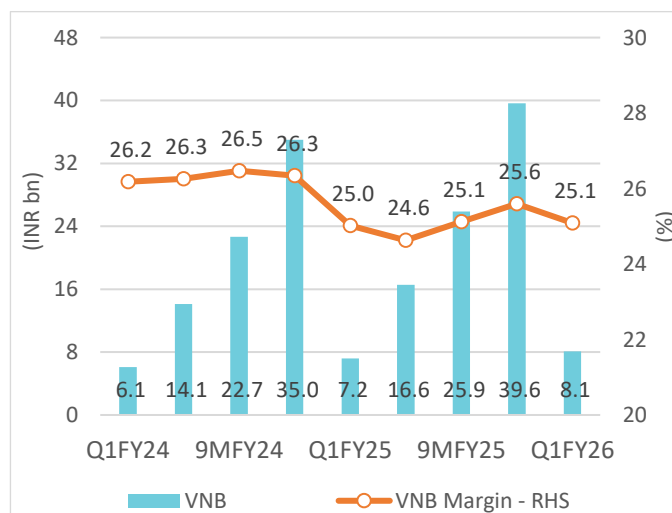
Source: Company, Nuvama Research

**Exhibit 5: APE up 12.4% YoY in Q1 to INR32.3bn**



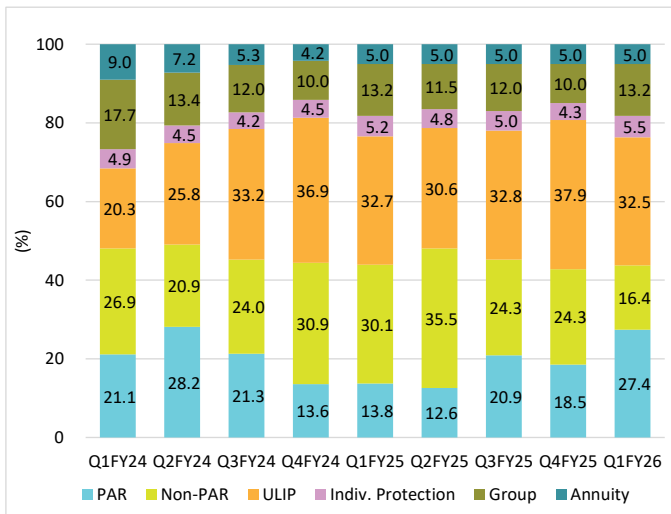
Source: Company, Nuvama Research

**Exhibit 6: VNB margin increases 7bp YoY to 25.1%**



Company, Nuvama Research

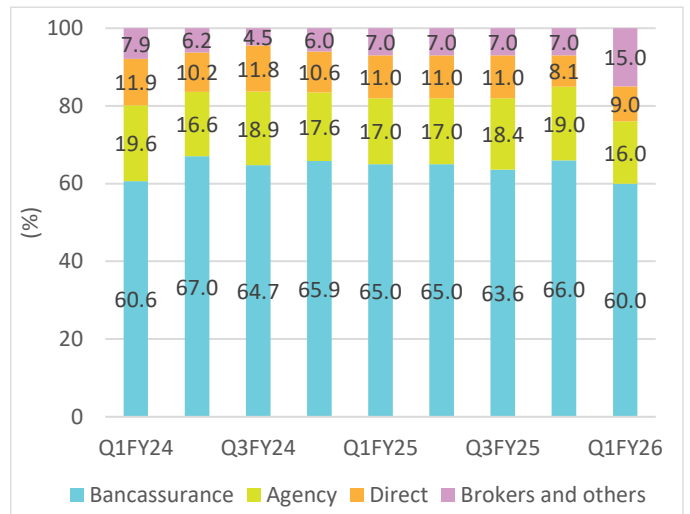
**Exhibit 7: ULIP share in mix declines 15bp YoY to 32.5%**



Note: as a % of total APE

Source: Company, Nuvama Research

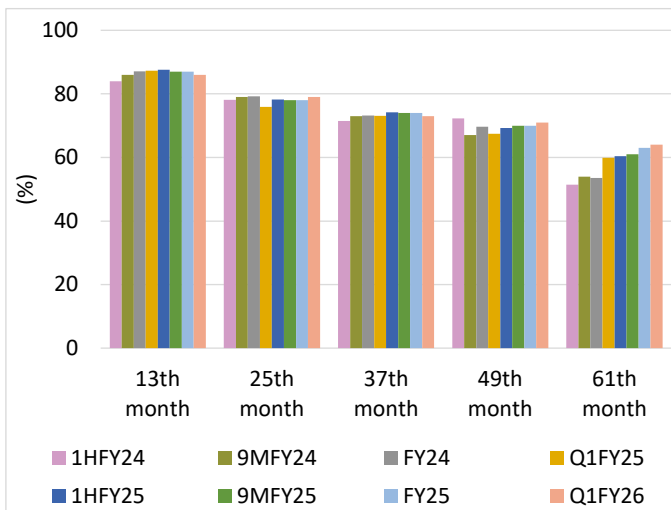
**Exhibit 8: Share of banca declines 500bp YoY to 60%**



Note: as a % of individual APE

Source: Company, Nuvama Research

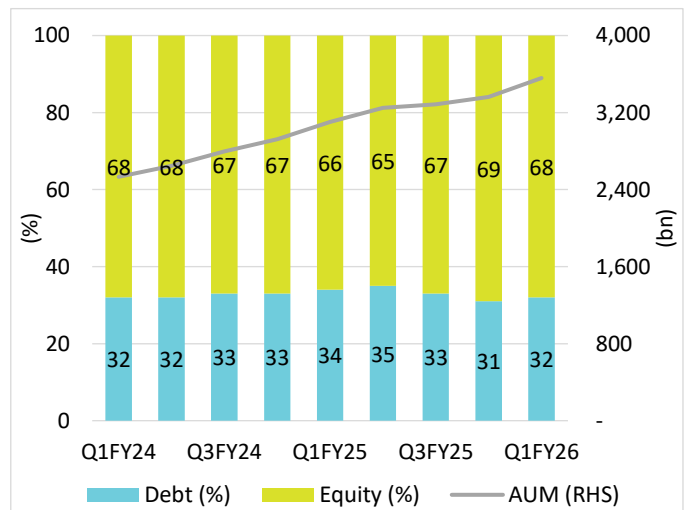
**Exhibit 9: Persistency improves in 25<sup>th</sup>/49<sup>th</sup>/61<sup>th</sup> month\***



Source: Company, Nuvama Research

\* cohort in FY25

**Exhibit 10: Debt share in AUM improves to 68%**



Source: Company, Nuvama Research

**Exhibit 11: Income statement: PAT rises 14.4% YoY to INR5.5bn in Q1FY26**

<b>Re-arranged income statement (INR bn)</b>	<b>Q1FY25</b>	<b>Q4FY25</b>	<b>Q1FY26</b>	<b>YOY(%)</b>	<b>QoQ(%)</b>	<b>FY25</b>	<b>FY26E</b>	<b>FY27E</b>	<b>FY28E</b>
<b>Policyholder's account</b>									
<b>Reported APE</b>	<b>28.7</b>	<b>51.9</b>	<b>32.3</b>	<b>12.4</b>	<b>(37.8)</b>	<b>154.8</b>	<b>174.7</b>	<b>201.7</b>	<b>233.4</b>
<b>Premiums</b>									
- First Year Premium	23.6	44.0	25.5	8.2	(42.0)	129.8	145.9	168.2	194.3
- Renewal Premium	64.1	130.6	76.0	18.6	(41.8)	376.8	389.1	447.3	511.5
- Single Premium	40.4	65.7	47.2	16.8	(28.2)	203.9	287.9	334.7	391.4
<b>Net premium income</b>	<b>125.1</b>	<b>237.7</b>	<b>144.7</b>	<b>15.6</b>	<b>(39.1)</b>	<b>696.2</b>	<b>812.3</b>	<b>938.5</b>	<b>1,083.3</b>
<b>Commissions</b>									
- First Year Premium	8.4	21.6	14.2	69.7	(33.9)	58.6	43.8	53.8	60.2
- Renewal Premium	1.1	2.0	1.3	21.2	(35.1)	5.9	24.9	28.2	32.2
- Single Premium	5.2	2.3	1.9	(62.8)	(13.8)	13.9	4.6	5.4	6.3
<b>Net commissions and rewards</b>	<b>14.7</b>	<b>25.8</b>	<b>17.5</b>	<b>19.0</b>	<b>(32.2)</b>	<b>78.4</b>	<b>73.3</b>	<b>87.4</b>	<b>98.8</b>
Operating expenses related to insurance business	12.7	17.2	15.1	19.1	(12.2)	62.2	75.7	86.9	99.3
Provisions and taxes	0.1	1.8	1.6	1,107.6	(10.7)	(0.2)	9.3	10.1	11.0
Benefits paid	88.3	110.4	86.8	(1.7)	(21.4)	393.5	477.3	540.9	617.7
Other income and trf to shareholders	0.7	1.0	1.4	<b>92.1</b>	<b>41.2</b>	<b>3.8</b>	<b>4.0</b>	<b>4.2</b>	<b>4.3</b>
<b>Net cash flow</b>	<b>10.0</b>	<b>83.4</b>	<b>25.0</b>	<b>149.5</b>	<b>(70.0)</b>	<b>166.1</b>	<b>180.7</b>	<b>217.3</b>	<b>260.9</b>
Investment income	141.2	0.2	145.9	3.3	80,893.3	259.5	254.5	309.0	353.3
Change in liabilities	145.7	82.0	170.2	16.8	107.6	415.2	423.9	512.0	597.0
<b>Surplus</b>	<b>5.6</b>	<b>1.6</b>	<b>0.8</b>	<b>(85.2)</b>	<b>(48.9)</b>	<b>10.4</b>	<b>11.3</b>	<b>14.2</b>	<b>17.2</b>
- transfer to shareholders	2.7	2.5	3.7	37.5	48.5	10.0	10.2	12.8	15.5
- FFA	3.0	(0.8)	(2.8)	(195.5)	NM	0.5	1.1	1.4	1.7
<b>Shareholder's account</b>									
Transfer from policyholder's account	2.7	2.5	3.7	37.5	48.5	10.0	10.2	12.8	15.5
Income	2.6	3.3	3.2	24.5	(2.2)	11.3	14.9	16.5	17.9
Expenses including trfs	0.3	0.9	1.3	381.6	43.4	2.6	3.6	3.9	4.3
<b>PBT</b>	<b>5.0</b>	<b>4.9</b>	<b>5.6</b>	<b>12.7</b>	<b>15.3</b>	<b>18.7</b>	<b>21.5</b>	<b>25.3</b>	<b>29.1</b>
Taxes	0.2	0.1	0.1	(28.5)	46.7	0.6	0.1	0.1	0.1
<b>PAT</b>	<b>4.8</b>	<b>4.8</b>	<b>5.5</b>	<b>14.4</b>	<b>14.7</b>	<b>18.0</b>	<b>21.4</b>	<b>25.2</b>	<b>28.9</b>
<b>FDEPS (INR)</b>	<b>2.26</b>	<b>2.25</b>	<b>2.58</b>	<b>14.4</b>	<b>14.7</b>	<b>8.5</b>	<b>10.1</b>	<b>11.9</b>	<b>13.7</b>

Source: Company, Nuvama Research

**Exhibit 12: QoQ analysis of change in IEV; closing IEV increases 16.8% YoY to INR554.2bn**

Particulars (INR bn)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	YoY (%)	QoQ (%)
Opening EV	474.6	496.0	521.2	532.6	554.2	16.8	4.1
VNB	7.2	9.4	9.3	13.7	8.1	12.5	(40.9)
Unwind	9.3	9.6	9.7	9.8	10.6	14.0	8.2
Expected return on existing business	0.0	0.0	0.0	0.0	0.0	NM	NM
Variance in operating experience	0.9	0.2	0.3	(0.2)	0.1	(88.9)	(150.0)
Change in operating assumptions	0.0	0.0	0.0	0.0	0.0	NM	NM
IEV operating earnings	17.4	19.2	19.3	23.3	18.8	8.0	(19.3)
Economic variances	4.0	9.6	(8.2)	(1.8)	9.6	140.0	(633.3)
Total IEV earnings	21.4	28.8	11.1	21.5	28.4	32.7	32.1
Dividend and capital injections	-	(3.6)	0.3	0.1	0.9	NM	800.0
Closing EV	496.0	521.2	532.6	554.2	583.5	17.6	5.3

Source: Company, Nuvama Research

**Exhibit 13: Operating RoEV declines 110bp YoY to 13.6%**

Particulars (%)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	YoY (%)	QoQ (%)
Operating RoEV	14.7	15.5	14.8	17.5	13.6	(110)bp	(393)bp
Non-operating RoEV	3.4	7.7	(6.3)	(1.4)	6.9	356bp	828bp
ROEV return %	18.0	23.2	8.5	16.1	20.5	246bp	435bp

Source: Company, Nuvama Research

**Exhibit 14: EV movement table**

Particulars (INR mn)	FY23	FY24	FY25	FY26E	FY27E	FY28E
Opening IEV	329,580	395,270	474,680	554,230	647,316	745,293
VNB / Value added by new business during the period	36,744	35,010	39,620	45,656	53,042	61,515
Expected return on existing business	26,244	32,400	38,450	42,676	51,138	60,369
Variance in Operating experience	1,552	1,500	1,150	100	100	100
Mortality / morbidity	0	0	0	0	0	0
Expenses	0	0	0	0	0	0
Persistency	1,552	1,500	1,150	100	100	100
Others	1,552	0	0	0	0	0
Change in operating assumptions	350	300	0	0	0	0
Other operating variance	0	0	0	0	0	0
IEV operating earnings	64,890	69,210	79,220	88,431	104,280	121,983
Economic variances	(15,940)	13,500	3,570	10,000	0	0
From actual return in excess of expected real-world return	0	0	0	0	0	0
From change in economic assumption	0	0	0	0	0	0
Other non-operating variances	0	0	0	0	0	0
Total IEV earnings	48,950	82,710	82,790	98,431	104,280	121,983
Merger with Exide	0	0	0	0	0	0
Capital contributions / dividend payouts	16,740	(3,300)	(3,240)	(5,345)	(6,304)	(7,234)
Closing IEV	395,270	474,680	554,230	647,316	745,293	860,042

Source: Company, Nuvama Research

**Exhibit 15: EV and VNB margin sensitivity**

Particulars	FY23		FY24		FY25	
	% Change in VNB Margin	% Change in EV	% Change in VNB Margin	% Change in EV	Change in VNB margin	% Change in EV
Increase by 100bps in the reference rates	(1.5)	(2.4)	(1.2)	(2.7)	(1.4)	(2.7)
Decrease by 100bps in the reference rates	0.7	2.1	0.8	2.6	0.9	2.6
10% decrease in equity values	(0.1)	(1.3)	(0.2)	(1.5)	(0.2)	(1.4)
10% increase in the discontinuance rates	(0.3)	(0.3)	(0.6)	(0.1)	(0.9)	(0.1)
10% decrease in the discontinuance rates	0.3	(0.3)	0.6	0.1	0.9	0.1
10% increase in maintenance expenses	(0.5)	(0.8)	(0.6)	(0.9)	(0.8)	(0.9)
10% decrease in maintenance expenses	0.5	0.8	0.6	0.9	0.8	0.9
10% increase in acquisition expenses	(3.9)	NA	(3.2)	NA	(2.5)	NA
10% decrease in acquisition expenses	3.9	NA	3.2	NA	2.5	NA
10% increase in mortality/ morbidity rates	(1.4)	(1.1)	(1.5)	(1.2)	(1.6)	(1.2)
10% decrease in mortality/ morbidity rates	1.4	1.1	1.5	1.2	1.6	1.2
Tax rates increased to 25%	(5.8)	(8.9)	(5.1)	(9.3)	(4.5)	(9.5)

Source: Company, Nuvama Research

**Exhibit 16: Changes in estimates**

(INR bn)	Earlier			Revised			Change (%/bp)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
APE	174.7	201.7	233.4	174.7	201.7	233.4	-	-	-
VNB	45.7	53.0	61.5	45.7	53.0	61.5	-	-	-
VNB Margin (%)	26.1	26.3	26.4	26.1	26.3	26.4	0bp	0bp	0bp
Embedded Value	637.3	734.5	848.4	647.3	745.3	860.0	1.6	1.5	1.4
Operating RoEV (%)	16.0	16.2	16.5	16.0	16.1	16.4	0bps	-13bp	-12bp
Target Price (INR)	920			920					
Rating	Buy			Buy					

Source: Company, Nuvama Research



## Q1FY26 conference call highlights

### Growth outlook

Management stated that APE growth in Q1FY26 was in line with expectations. As the year progresses, growth is expected to be driven by both an increase in average ticket size and the number of policies (NOP). They indicated H2FY26 growth should outpace H1FY26's given the high base effect from H1FY25 (25.2% YoY growth). Management stated growth will be lower than 18–20% growth in FY25. While NOP growth was weak in Q1, the two-year CAGR stands at 10%. Management expects a recovery in NOP growth going forward. The company had consciously slowed growth in the lower ticket size segment due to profitability considerations while NOP in the above INR0.1mn segment has seen steady growth.

### VNB margin

Management indicated that a 30bp drag from revised surrender norms, investments in proprietary channels and Project Inspire was offset by a better product mix. Despite a 1,600bp shift from non-PAR to PAR savings, VNB margin rose 7bp YoY to 25.1% aided by rider attachment, longer-tenure products and improved pricing. Margins are expected to remain range-bound in FY26, with potential expansion over three–five years. A 60bp negative impact from lower volumes YoY may normalise as the year progresses. The company aims to grow VNB in line with top line in FY26.

### Product mix

#### ULIP

Management noted that ULIP performed well in Q1FY26 supported by the market recovery. While product designs evolve with changing customer preferences, there have been no recent changes in the ULIP product structure.

#### PAR and NPAR

The company also noted that the margin differential between ULIP and PAR products is narrowing driven by high sum assured product sales and stronger persistency. NPAR sales were temporarily moderated as the company stayed away from irrational pricing. However, with improving yields, management expects a rebound. The share of NPAR has declined while PAR has increased, but NPAR is likely to recover and end up in the mid-20% range by end-FY26. PAR mix may moderate slightly, but is expected to remain above 25%.

#### Retail protection

Retail protection business grew 19% YoY in APE terms. All the three recently launched retail products—Ultimate, Super, and Elite Plus—have performed well. The company continuously redesigns offerings based on customer risk appetite and experience, and some of the newer products have effectively addressed these evolving needs.

#### Group protection

Management noted that the pace of decline in MFI has eased among larger partners due to a more stable regulatory environment and a favourable base effect. The downward trend in MFI volumes, was more than offset by growth in the non-MFI segment. This growth came from both expanding existing partner relationships into new business lines and on-boarding new partners.

## Distribution Channels

### Agency

Agent addition remained strong with 23,000 agents on-boarded in Q1FY26. The company is investing in technology and training to enhance ground-level monitoring and agent lifecycle management. These initiatives are expected to support higher volumes without proportionate headcount increases while maintaining a focus on branch-level profitability. Management expects the agency channel to outpace other channels driven by continued investments in its development.

### Banca

The product mix with non-HDFC Bank bancassurance partners is currently slightly better than that with HDFC Bank. However, digital integration benefits with HDFC Bank are expected to start flowing in from Q2FY26, which should help improve the product mix there. Currently, protection products account for 3–4% of the mix, and management is focused on increasing this share within the bancassurance channel. Counter share expansion within HDFC Bank took place in H1FY25 and has now stabilised. Going forward, growth from this channel will largely mirror HDFC Bank's own growth trajectory.

## Company Description

HDFC Life has been consistently rated as one of the top players in India's life insurance sector on APE as well as NBP. It was set up in FY2000 as a joint venture between HDFC and Standard Life Aberdeen. The company offers a range of individual and group insurance solutions that meet various customer needs such as protection, pension, savings, investment and health, catering to a diverse range of customers. It was listed on NSE and BSE in FY18.

It reported AUM of INR3.36tn for the year ended FY25 and solvency ratio of 194%, above the regulatory threshold of 150%. HDFC Life has a market share of 11.1% of individual APE (FY25). HDFC Life has one of the most balanced product mixes in the industry. On the distribution front, bancassurance contributes to around two-third of Individual APE (66%), while agency contributes ~19%. HDFC Life continues to benefit from its presence across the country with 650 branches and additional distribution touch points through 300+ partnerships.

## Investment Theme

HDFC Life is among the top three private life insurer in India. It has been the unrivalled innovation champion in life insurance—particularly adoption of pure protection products and, lately, highly successful introduction of annuities, NPAR and PAR products. A premium is usually assigned to this business, considering the inherent value creation opportunity (not captured by its current fundamentals), its pension presence and prescient capacity build-up in a white space (retirement planning).

## Key Risks

- Protracted weakness in capital markets affecting ULIP persistency: Limited renewals obviously hurt a largely fixed cost-quasi asset management business—through a rundown in asset size and consequent cost-driven profitability pressures.
- Interest rates and rate curves, may impact availability and attractiveness of FRAs which may consequently impact insurers ability to design and sell products. HDFCLIFE has a high percentage of sales of non-participating products (including annuities), which need to be hedged using FRAs.
- Regulatory changes may have a profound impact- especially with increased adoption of open architecture, changes in commission and expenses of management limits, use and file of products, introduction of composite insurance licenses etc.
- Technology-based disruption attempts, which may break the stronghold of existing players, if new licenses are granted.

## Additional Data

### Management

CEO	Vibha Padalkar
CFO	Niraj Shah
COO	Sameer Yogishwar
Other	
Auditor	B S R & Co. LLP & G.M. Kapadia & Co.

### Holdings – Top 10\*

	% Holding		% Holding
Exide Industire	4.04	Capital Group	1.91
ICICI Prudentia	2.62	Blackrock Inc	1.81
FMR LLC	2.53	CAMAS INV PTE L	1.70
SBI Fund Manage	2.09	Nippon Life Ind	1.44
Vanguard Group	1.94	Franklin Resour	1.26

\*Latest public data

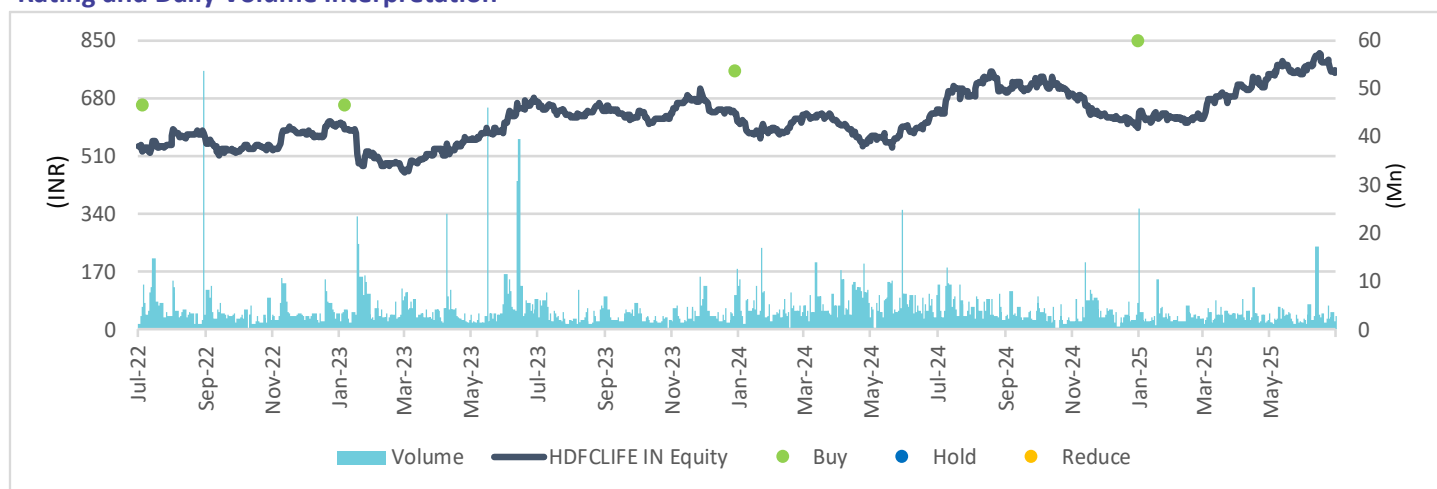
### Recent Company Research

Date	Title	Price	Reco
17-Apr-25	Growth moderation leads to miss; <i>Result Update</i>	716	Buy
15-Jan-25	Growth slows; margin bounces back; <i>Result Update</i>	594	Buy
15-Oct-24	One-offs affect margin; <i>Result Update</i>	714	Buy

### Recent Sector Research

Date	Name of Co./Sector	Title
10-Jul-25	Life Insurance	Growth softens; <i>Sector Update</i>
09-Jun-25	Life Insurance	May-25: Base effect dampens growth; <i>Sector Update</i>
14-May-25	Max Financial	VNB growth set to improve; <i>Result Update</i>

### Rating and Daily Volume Interpretation



Source: Bloomberg, Nuvama research

### Rating Rationale & Distribution: Nuvama Research

Rating	Expected absolute returns over 12 months	Rating Distribution
Buy	15%	203
Hold	<15% and >-5%	64
Reduce	<-5%	36

## DISCLAIMER

Nuvama Wealth Management Limited (defined as “NWML” or “Research Entity”) a company duly incorporated under the Companies Act, 1956 (CIN No L67110MH1993PLC344634) having its Registered office situated at 801- 804, Wing A, Building No. 3, Inspire BKC, G Block, Bandra Kurla Complex, Bandra East, Mumbai – 400 051 is regulated by the Securities and Exchange Board of India (“SEBI”) and is licensed to carry on the business of broking, Investment Adviser, Research Analyst and other related activities. Name of Compliance/Grievance officer: Mr. Atul Bapna, E-mail address: [complianceofficer.nwm@nuvama.com](mailto:complianceofficer.nwm@nuvama.com) Contact details +91 (22) 6623 3478 Investor Grievance e-mail address: [grievance.nwm@nuvama.com](mailto:grievance.nwm@nuvama.com)

This Report has been prepared by NWML in the capacity of a Research Analyst having SEBI Registration No.INH000011316 and Enlistment no. 5723 with BSE and distributed as per SEBI (Research Analysts) Regulations 2014. This report does not constitute an offer or solicitation for the purchase or sale of any financial instrument or as an official confirmation of any transaction. Securities as defined in clause (h) of section 2 of the Securities Contracts (Regulation) Act, 1956 includes Financial Instruments and Currency Derivatives. The information contained herein is from publicly available data or other sources believed to be reliable. This report is provided for assistance only and is not intended to be and must not alone be taken as the basis for an investment decision. The user assumes the entire risk of any use made of this information. Each recipient of this report should make such investigation as it deems necessary to arrive at an independent evaluation of an investment in Securities referred to in this document (including the merits and risks involved), and should consult his own advisors to determine the merits and risks of such investment. The investment discussed or views expressed may not be suitable for all investors.

This information is strictly confidential and is being furnished to you solely for your information. This information should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject NWML and associates, subsidiaries / group companies to any registration or licensing requirements within such jurisdiction. The distribution of this report in certain jurisdictions may be restricted by law, and persons in whose possession this report comes, should observe, any such restrictions. The information given in this report is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This information is subject to change without any prior notice. NWML reserves the right to make modifications and alterations to this statement as may be required from time to time. NWML or any of its associates / group companies shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. NWML is committed to providing independent and transparent recommendation to its clients. Neither NWML nor any of its associates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including loss of revenue or lost profits that may arise from or in connection with the use of the information. Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein. Past performance is not necessarily a guide to future performance. The disclosures of interest statements incorporated in this report are provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. The information provided in these reports remains, unless otherwise stated, the copyright of NWML. All layout, design, original artwork, concepts and other Intellectual Properties, remains the property and copyright of NWML and may not be used in any form or for any purpose whatsoever by any party without the express written permission of the copyright holders.

NWML shall not be liable for any delay or any other interruption which may occur in presenting the data due to any reason including network (Internet) reasons or snags in the system, break down of the system or any other equipment, server breakdown, maintenance shutdown, breakdown of communication services or inability of the NWML to present the data. In no event shall NWML be liable for any damages, including without limitation direct or indirect, special, incidental, or consequential damages, losses or expenses arising in connection with the data presented by the NWML through this report.

We offer our research services to clients as well as our prospects. Though this report is disseminated to all the customers simultaneously, not all customers may receive this report at the same time. We will not treat recipients as customers by virtue of their receiving this report.

NWML and its associates, officer, directors, and employees, research analyst (including relatives) worldwide may: (a) from time to time, have long or short positions in, and buy or sell the Securities, mentioned herein or (b) be engaged in any other transaction involving such Securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company/company(ies) discussed herein or act as advisor or lender/borrower to such company(ies) or have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of research report or at the time of public appearance. (c) NWML may have proprietary long/short position in the above mentioned scrip(s) and therefore should be considered as interested. (d) The views provided herein are general in nature and do not consider risk appetite or investment objective of any particular investor; readers are requested to take independent professional advice before investing. This should not be construed as invitation or solicitation to do business with NWML (e) Registration granted by SEBI and certification from NISM in no way guarantee performance of NWML or provide any assurance of returns to investors and clients.

NWML or its associates may have received compensation from the subject company in the past 12 months. NWML or its associates may have managed or co-managed public offering of securities for the subject company in the past 12 months. NWML or its associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. NWML or its associates may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. NWML or its associates have not received any compensation or other benefits from the Subject Company or third party in connection with the research report. Research analyst or his/her relative or NWML's associates may have financial interest in the subject company. NWML and/or its Group Companies, their Directors, affiliates and/or employees may have interests/ positions, financial or otherwise in the Securities/Currencies and other investment products mentioned in this report. NWML, its associates, research analyst and his/her relative may have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of research report or at the time of public appearance.

Participants in foreign exchange transactions may incur risks arising from several factors, including the following: ( i) exchange rates can be volatile and are subject to large fluctuations; ( ii) the value of currencies may be affected by numerous market factors, including world and national economic, political and regulatory events, events in equity and debt markets and changes in interest rates; and (iii) currencies may be subject to devaluation or government imposed exchange controls which could affect the value of the currency. Investors in securities such as ADRs and Currency Derivatives, whose values are affected by the currency of an underlying security, effectively assume currency risk.

Research analyst has served as an officer, director or employee of subject Company: No

NWML has financial interest in the subject companies: No

NWML's Associates may have actual / beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report.

Research analyst or his/her relative has actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report: No

NWML has actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report: No

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

There were no instances of non-compliance by NWML on any matter related to the capital markets, resulting in significant and material disciplinary action during the last three years. A graph of daily closing prices of the securities is also available at [www.nseindia.com](http://www.nseindia.com)

## Analyst Certification:

The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

## Additional Disclaimers

### Disclaimer for U.S. Persons

This research report is a product of NWML, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by NWML only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, NWML has entered into an agreement with a U.S. registered broker-dealer, Nuvama Financial Services Inc. (formerly Edelweiss Financial Services Inc.) ("NFSI"). Transactions in securities discussed in this research report should be effected through NFSI.

### Disclaimer for U.K. Persons

The contents of this research report have not been approved by an authorised person within the meaning of the Financial Services and Markets Act 2000 ("FSMA").

In the United Kingdom, this research report is being distributed only to and is directed only at (a) persons who have professional experience in matters relating to investments falling within Article 19(5) of the FSMA (Financial Promotion) Order 2005 (the "Order"); (b) persons falling within Article 49(2)(a) to (d) of the Order (including high net worth companies and unincorporated associations); and (c) any other persons to whom it may otherwise lawfully be communicated (all such persons together being referred to as "relevant persons").

This research report must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this research report relates is available only to relevant persons and will be engaged in only with relevant persons. Any person who is not a relevant person should not act or rely on this research report or any of its contents. This research report must not be distributed, published, reproduced or disclosed (in whole or in part) by recipients to any other person.

### Disclaimer for Canadian Persons

This research report is a product of NWML, which is the employer of the research analysts who have prepared the research report. The research analysts preparing the research report are resident outside the Canada and are not associated persons of any Canadian registered adviser and/or dealer and, therefore, the analysts are not subject to supervision by a Canadian registered adviser and/or dealer, and are not required to satisfy the regulatory licensing requirements of the Ontario Securities Commission, other Canadian provincial securities regulators, the Investment Industry Regulatory Organization of Canada and are not required to otherwise comply with Canadian rules or regulations regarding, among other things, the research analysts' business or relationship with a subject company or trading of securities by a research analyst.

This report is intended for distribution by NWML only to "Permitted Clients" (as defined in National Instrument 31-103 ("NI 31-103")) who are resident in the Province of Ontario, Canada (an "Ontario Permitted Client"). If the recipient of this report is not an Ontario Permitted Client, as specified above, then the recipient should not act upon this report and should return the report to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any Canadian person.

NWML is relying on an exemption from the adviser and/or dealer registration requirements under NI 31-103 available to certain international advisers and/or dealers. Please be advised that (i) NWML is not registered in the Province of Ontario to trade in securities nor is it registered in the Province of Ontario to provide advice with respect to securities; (ii) NWML's head office or principal place of business is located in India; (iii) all or substantially all of NWML's assets may be situated outside of Canada; (iv) there may be difficulty enforcing legal rights against NWML because of the above; and (v) the name and address of the NWML's agent for service of process in the Province of Ontario is: Bamac Services Inc., 181 Bay Street, Suite 2100, Toronto, Ontario M5J 2T3 Canada.

### Disclaimer for Singapore Persons

In Singapore, this report is being distributed by Nuvama Investment Advisors Private Limited (NIAPL) (Previously Edelweiss Investment Advisors Private Limited ("EIAPL")) (Co. Reg. No. 201016306H) which is a holder of a capital markets services license and an exempt financial adviser in Singapore and (ii) solely to persons who qualify as "institutional investors" or "accredited investors" as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Pursuant to regulations 33, 34, 35 and 36 of the Financial Advisers Regulations ("FAR"), sections 25, 27 and 36 of the Financial Advisers Act, Chapter 110 of Singapore shall not apply to NIAPL when providing any financial advisory services to an accredited investor (as defined in regulation 36 of the FAR. Persons in Singapore should contact NIAPL in respect of any matter arising from, or in connection with this publication/communication. This report is not suitable for private investors.

### Disclaimer for Hong Kong persons

This report is distributed in Hong Kong by Nuvama Investment Advisors (Hong Kong) Private Limited (NIAHK) (Previously Edelweiss Securities (Hong Kong) Private Limited (ESHK)), a licensed corporation (BOM -874) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to Section 116(1) of the Securities and Futures Ordinance "SFO". This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The report also does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of any individual recipients. The Indian Analyst(s) who compile this report is/are not located in Hong Kong and is/are not licensed to carry on regulated activities in Hong Kong and does not / do not hold themselves out as being able to do so.

INVESTMENT IN SECURITIES MARKET ARE SUBJECT TO MARKET RISKS. READ ALL THE RELATED DOCUMENTS CAREFULLY BEFORE INVESTING.

Abneesh Roy

Head of Research Committee

Abneesh.Roy@nuvama.com