

ICICI Prudential Life

A good quarter, more delivery awaited

Our view – Margin holds up well, growth turns a corner

VNB margin – Margin remained broadly stable on sequential basis as multiple factors offset the GST waiver headwind: The VNB margin for 3QFY26 was 24.4%, down -9bps QoQ and up 315bps YoY. Factors helping margin included improved product mix, mainly higher share of retail protection. There has also been an improvement in product profitability due to increase in sum assured, policy tenures and rider attachment. There has also been a favourable impact from the yield curve movement. All these factors helped offset the impact from GST waiver and maintain margin at 1HFY26 levels. The retail protection segment recorded 40.8% YoY growth in 3QFY26. This remains a core focus area for the company and is viewed as a multi-decade growth opportunity. Once GST waiver was announced, the demand from consumers picked as the product was now cheaper by 18%. The bulk of retail protection is pure term and the share of ROP has remained broadly stable, inching lower to around 10%, having stayed in the 10-15% range.

APE growth – Growth turned a corner but would still be regarded as sluggish in absolute terms: Overall APE in 3Q grew by 3.6% YoY and 4.3% QoQ to Rs 25.25bn. Overall APE in 9M de-grew by -1.4% YoY to Rs 68.11bn. The base was high last year due to which the APE growth in the first half was sluggish on YoY basis. The markets were favourable last year which had led to healthy ULIP growth. Also, the company introduced an annuity product last year which did well and was sold mainly through agency and direct channels. The degree of decline came down in 2Q compared with 1Q and has now turned a corner in 3Q. Also, markets now are doing better than they did in the first half. Management stated that, hopefully, growth will get better in 4Q.

We maintain a relatively cautious 'ADD rating' with an unchanged price target of Rs 775: We value IPRU at 1.8x FY27 P/EV for an FY26/27/28E RoEV profile of 14.7/14.7/14.7%. We had downgraded IPRU in our [report dated October 2023](#).

(See Comprehensive con call takeaways on page 2 for significant incremental colour.)

Other Highlights (See "Our View" above for elaboration and insight)

- **VNB growth:** VNB grew 3.9%/19.0% QoQ/YoY, where the sequential growth was driven by growth in APE
- **Expense control:** Expense ratio rose 176/298bps QoQ/YoY as opex ratio rose 144/126bps QoQ/YoY and comm. ratio rose 31/172bps QoQ/YoY
- **Persistency:** 13th month, 37th month persistency ratio decreased/increased sequentially by -90bps, 30bps and 61st month persistency ratio declined -110bps respectively

Exhibit 1: Result table

Rs mn	Q3 FY26	Q3 FY25	% yoy	Q2 FY26	% qoq
NBP	56,321	64,389	-12.5%	54,452	3.4%
Renewal premium	65,939	62,212	6.0%	68,517	-3.8%
Income from investment	107,456	(79,059)	235.9%	(2,267)	4840.7%
Surplus/(Deficit)	(313)	4,190	-107.5%	4,848	-106.4%
PAT	3,902	3,257	19.8%	2,992	30.4%
Expense ratio	19.9%	16.9%	298bps	18.2%	176bps
37th mo. Persistency*	75.5%	74.5%	100bps	75.2%	30bps
APE	25,250	24,380	3.6%	24,220	4.3%
VNB	6,150	5,170	19.0%	5,920	3.9%
VNB Margin	24.4%	21.2%	315bps	24.4%	-9bps

Source: Company, YES Sec-Research; *Regular / Limited Premium Payment under Individual category

Recommendation : **ADD**

Current Price : Rs 681

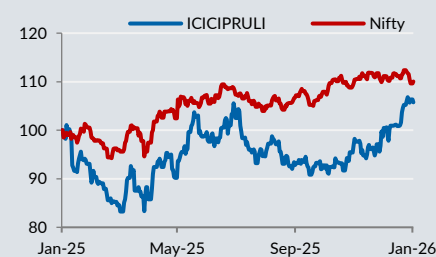
Target Price : Rs 775

Potential Return : +14%

Stock data (as on January 13, 2026)

Nifty	25,732
52 Week h/l (Rs)	707 / 526
Market cap (Rs/USD mn)	985480 / 10926
Outstanding Shares (mn)	1,448
6m Avg t/o (Rs mn):	737
Div yield (%):	0.1
Bloomberg code:	IPRU IN
NSE code:	ICICIPRULI

Stock performance



	1M	3M	1Y
Absolute return	5.2%	14.8%	7.1%

Shareholding pattern (As of Sept '25 end)

Promoter	72.9%
FII+DII	21.8%
Others	5.3%

Δ in stance

(1-Yr)	New	Old
Rating	ADD	ADD
Target Price	775	775

Financial Summary

Rs mn	FY26E	FY27E	FY28E
APE	108,423	124,686	143,389
% yoy	4.2%	15.0%	15.0%
VNB	26,764	31,020	35,830
VNB Margin	24.7%	24.9%	25.0%
Reported PAT	23,818	36,794	41,066
% yoy	100.3%	54.5%	11.6%
EPS (Rs)	16.5	25.5	28.4
EV/Share (Rs)	378.8	432.8	494.8
RoEV	14.7%	14.7%	14.7%
P/EV (x)	1.8	1.6	1.4
P/VNB (x)	36.8	31.8	27.5

Δ in earnings estimates

Rs bn	FY26E	FY27E	FY28E
VNB (New)	26.8	31.0	35.8
VNB (Old)	26.8	31.0	35.8
% change	0.0%	0.0%	0.0%

SHIVAJI THAPLIYAL

Head of Research (Overall)
& Lead Sector Research Analyst

📞 +91 22 6992 2932



HEMANT KADIAN, Associate
HIMANSHU BAROT, Associate

COMPREHENSIVE CON-CALL TAKEAWAYS

VNB margin

- **Margin levels**
 - The VNB in 9MFY26 was at 16.64bn, up by 5.7% YoY.
 - The VNB margin for 9MFY26 was 24.4% as against 22.8% for 9MFY25.
- **Factors helping margin**
 - Improved product mix, mainly higher share of retail protection.
 - There has also been an improvement in product profitability due to increase in sum assured, policy tenures and rider attachment.
 - There has also been a favourable impact from the yield curve movement.
 - All these factors helped offset the impact from GST waiver and maintain margin at 1HFY26 levels.
- **GST waiver**
 - **Negotiations with distributors**
 - The negotiations are still underway.
 - GST waiver is benefiting everyone including distributors due to higher volumes and they are taking note of the same.
- **Protection repricing**
 - There is no secular price increase that has happened.
 - Management stated that en-masse repricing is not something one should expect.
- **Margin guidance**
 - Margin will depend on product mix and to the extent that product mix shifts, it could aid margin.

APE growth

- **Comparison with prior periods and guidance**
 - The base was high last year due to which the APE growth in the first half was sluggish on YoY basis.
 - The markets were favourable last year leading to healthy ULIP growth.
 - Also, the company introduced an annuity product last year which did well and was sold mainly through agency and direct channels.
 - The degree of decline came down in 2Q compared with 1Q and has now turned a corner in 3Q.
 - Also, markets now are doing better than they did in the first half.
 - Management stated that, hopefully, growth will get better in 4Q.
- **Overall growth outcomes**
 - Overall APE in 9M de-grew by -1.4% YoY to Rs 68.11bn but grew 3.6% YoY in 3Q to Rs 25.25bn.
 - Retail APE in 9M de-grew by -2.1% YoY to Rs 56.35bn but grew 9.9% YoY in 3Q to Rs 21.16bn.
 - 2-yr CAGR for overall APE and retail APE stood at 12.0%.
 - Group APE in 9M grew by 2.2% YoY to Rs 11.76bn but de-grew -20.1% YoY in 3Q to Rs 4.09bn.

(Con call takeaways continue on the next page)

More on Product mix and growth

- **Protection business**
 - Total Protection APE grew 10.7% YoY in 9M and contributed 19.0% to APE.
 - Within this, retail protection APE grew 20.9% YoY in 9M and contributed 7.6% to APE.
 - The retail protection segment recorded 40.8% YoY growth in 3QFY26. This remains a core focus area for the company and is viewed as a multi-decade growth opportunity.
 - **More on Retail protection**
 - Once GST waiver was announced, the demand from consumers picked as the product was now cheaper by 18%.
 - The penetration in the addressable market is still only about 13%.
 - Management expects the growth momentum in retail protection to continue.
 - **Share of ROP**
 - The bulk of retail protection is pure term and the share of ROP has remained broadly stable, inching lower to around 10%, having stayed in the 10-15% range.
 - **Credit life**
 - Microfinance is starting to turn around and the company would benefit from this.
 - The share of microfinance is significant within the portfolio.
- **Linked business**
 - Linked product APE was down -4.2% YoY in 9M and contributed 49.3% to APE.
- **Non-linked savings**
 - Non-linked savings APE (Par + Non-Par) grew 15.4% YoY in 9M and contributed 20.4% to APE.
 - **Non Par vs Par**
 - The share of Par vs Non Par is 60:40 at the moment.
- **Annuity business**
 - Annuity business APE de-grew -40.1% YoY in 9M and contributed 5.4% to APE.
- **Group funds business**
 - Group funds business APE de-grew -2.9% YoY in 9M and contributed 5.9% to APE.

More on Channel mix and growth

- **Banca channel**
 - The bancassurance APE has grown 3.0% YoY in 9M and contributed 28.9% to APE.
 - In 3Q alone, the banca channel grew 10.5% YoY.
 - The total banca partners are at 51 which gives the company access to 24,700 branches.
 - **ICICI Bank**
 - The share of ICICI and non-ICICI banks is about half and half, with share of ICICI being around 13% in overall APE.
 - ICICI Bank mainly sells ULIP and protection and continues to do business in the range of Rs 1-1.2bn per month.
 - **Non-ICICI banks**
 - No other bank is more than 4-5% share.
 - The company has been able to maintain counter share or slightly improve it.

(Con call takeaways continue on the next page)

- **Partnership distribution**
 - The partnership distribution channel growth was 26.7% YoY in 9M and contributed 13.0% to APE.
 - For 3Q alone, this channel grew 51.6% YoY.
 - The total non-banca partners stood at 1,400 plus.
 - This channel had a low base last year since it does not sell much of ULIP, which was the focus area last year.
 - The bounce back in guaranteed business is also helping this channel.
- **Agency channel**
 - The agency channel de-grew -13.7% YoY in 9M but grew 0.8% YoY in 3Q.
- **Direct channel**
 - The direct channel de-grew -7.3% YoY in 9M but grew 1.1% YoY in 3Q.

Impact of new labour laws

- The full impact has been taken, with a charge of Rs 0.11bn.
- The impact was small since internal policies offset the new labour code.
- There is nothing residual for the future.

Distribution reforms

- There is nothing to report at this point in time other than what is already available in the media.

Persistence

- The 13th month and 49th month persistency figures were 84.4% and 71.3%, respectively.
- The 61st month persistency was negatively impacted due to foreclosure dates having been pushed back.

Expenses

- The cost to premium for 9HFY26 improved by 50bps YoY to 19.3% in 9MFY26 even after factoring in the impact of the withdrawal of input tax credit.
- The cost to premium for Savings LOB amounted to 12.7% in 9MFY26 as against 13.6% in 9MFY25.

Solvency

- The Solvency Ratio stood at 214.8% as of 9MFY26 compared with 211.8% in 9MFY25.

AUM

- The total asset under management stood at Rs 3,307.29bn up by 6.5% YoY.

Claim Settlement

- The company's claim settlement ratio was at 99.8% for 9MFY26.
- The average turnaround time was 1.1 days for non-investigative individual claims.

Exhibit 2: Key Quarterly Business Parameters

	Q3 FY26	Q3 FY25	% yoy	Q2 FY26	% qoq
APE Mix (Rs mn)					
Savings	20,610	20,480	0.6%	20,020	2.9%
Linked	13,000	12,000	8.3%	11,870	9.5%
Non-Linked	4,560	3,960	15.2%	5,350	-14.8%
Annuity	1,530	1,830	-16.4%	1,160	31.9%
Group funds	1,510	2,690	-43.9%	1,650	-8.5%
Protection	4,640	3,900	19.0%	4,200	10.5%
Retail Protection	2,060	1,470	40.1%	1,700	21.2%
Total APE	25,250	24,380	3.6%	24,220	4.3%
APE Mix (% proportion)					
Savings	81.6%	84.0%	-238bps	82.7%	-104bps
Linked	51.5%	49.2%	226bps	49.0%	248bps
Non-Linked	18.1%	16.2%	182bps	22.1%	-403bps
Annuity	6.1%	7.5%	-145bps	4.8%	127bps
Group funds	6.0%	11.0%	-505bps	6.8%	-83bps
Protection	18.4%	16.0%	238bps	17.3%	104bps
Retail Protection	8.2%	6.0%	213bps	7.0%	114bps
Total APE	100.0%	100.0%		100.0%	
Distribution mix (Rs mn)					
Bancassurance	6,740	6,100	10.5%	7,410	-9.0%
Agency	7,300	7,280	0.3%	6,020	21.3%
Direct	3,710	3,630	2.2%	3,600	3.1%
Partnership distribution	3,410	2,250	51.6%	3,050	11.8%
Group	4,090	5,110	-20.0%	4,140	-1.2%
Distribution mix (% proportion)					
Bancassurance	26.7%	25.0%	167bps	30.6%	-390bps
Agency	28.9%	29.9%	-95bps	24.9%	406bps
Direct	14.7%	14.9%	-20bps	14.9%	-17bps
Partnership distribution	13.5%	9.2%	428bps	12.6%	91bps
Group	16.2%	21.0%	-476bps	17.1%	-90bps
Persistence Ratios*					
13 th month	84.4%	89.8%	-540bps	85.3%	-90bps
61 st month	61.8%	65.3%	-350bps	62.9%	-110bps
Expense Metrics					
Commission ratio	10.5%	8.8%	172bps	10.2%	31bps
Opex ratio	9.5%	8.2%	126bps	8.0%	144bps
Solvency					
Solvency ratio	215%	212%	300bps	213%	160bps

Source: Company, YES Sec – Research; *N.B. Regular / Limited Premium Payment under Individual category

Exhibit 3: Quarterly Actuals Vs Estimates

Q3FY26 (Rs. mn)	Actuals	Estimates	Diff, %
New Business Premium	56,321	57,404	(1.9)
Total APE	25,250	24,643	2.5
VNB	6,150	5,914	4.0

Source: Company, YES Sec – Research

ANNUAL FINANCIALS

Exhibit 4: Policyholder account

Y/e 31 Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Net premium	417,597	472,594	492,337	544,310	608,143
Income from investments	465,503	228,195	395,412	419,205	446,567
Other income	2,046	2,232	2,456	2,701	2,971
Contri from shareholders A/C	17,926	3,178	3,019	2,868	2,725
Total income	903,073	706,199	893,224	969,084	1,060,407
Commission	37,220	48,594	43,881	48,513	54,203
Employee expenses	16,244	18,707	19,103	21,119	23,596
Other opex	25,016	21,009	29,493	32,606	36,430
Benefits paid	400,060	461,825	365,607	377,406	391,027
Change in valuation of liability	406,391	135,714	412,492	451,304	511,036
Others	6,173	6,953	7,785	8,607	9,616
Provision for Tax	1,078	2,501	1,969	2,177	2,433
Surplus/(Deficit)	10,892	10,897	12,893	27,352	32,066
Transfer to shareholders A/C	14,719	10,931	12,934	27,437	32,166

Source: Company, YES Sec – Research

Exhibit 5: Shareholder account

Y/e 31 Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Transfer from Policyholders' account	14,719	10,931	12,934	27,437	32,166
Income from Investments	13,692	6,960	18,230	18,302	18,385
Total A	28,411	17,890	31,164	45,739	50,551
Expenses (apart from insurance)	1,037	1,276	1,403	1,544	1,698
Contribution to Policyholders' Acc	17,926	3,178	3,019	2,868	2,725
Others	502	128	28	28	28
Total B	19,465	4,582	4,451	4,440	4,451
Profit/(Loss) before tax	9,232	13,364	26,770	41,355	46,156
Provision for Taxation	708	1,474	2,952	4,560	5,090
Profit/(Loss) after tax	8,524	11,891	23,818	36,794	41,066

Source: Company, YES Sec – Research

Exhibit 6: Balance sheet

Y/e 31 Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Shareholders' Funds:					
Share Capital	14,406	14,453	14,453	14,453	14,453
Reserve and surplus	92,223	105,626	126,983	159,976	196,799
Policyholders' Funds					
Policy Liabilities	1,101,621	1,273,360	1,432,885	1,616,338	1,827,310
Provision for Linked Liabilities	1,579,173	1,556,577	1,535,110	1,510,424	1,482,035
Fair Value change	50,273	44,466	44,466	44,466	44,466
Funds for future appropriation	12,866	12,832	15,368	18,412	22,065
Sources of Funds	2,935,269	3,088,470	3,247,586	3,455,788	3,694,923
Investments - Shareholders	105,755	140,550	140,808	141,357	142,000
Investments Policyholders	2,791,606	2,899,387	3,041,629	3,224,655	3,435,134
Fixed Assets	7,180	8,451	8,701	8,951	9,201
Net Current Assets	13,122	15,892	32,257	56,635	84,397
Misc. Expenditure	0	0	0	0	0
Application of funds	2,935,269	3,088,470	3,247,586	3,455,788	3,694,923

Source: Company, YES Sec – Research

Exhibit 7: Embedded Value (EV) Walk

Y/e 31 Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Opening EV	356,340	423,370	479,500	547,522	625,581
Unwind of Discount	30,710	33,900	40,758	46,539	53,174
Value of New Business	22,270	23,700	26,764	31,020	35,830
Operating Assumption Changes	700	(2,540)	2,000	2,000	2,000
Operating Experience Variance	(3,520)	270	1,000	1,000	1,000
EV Operating Profit (EVOP)	50,160	55,330	70,522	80,559	92,005
Economic Variance	16,910	(240)	0	0	0
EV Profit	67,070	55,090	70,522	80,559	92,005
Net Capital Inflow / Outflow	(60)	1,040	(2,500)	(2,500)	(2,500)
Closing EV	423,350	479,500	547,522	625,581	715,085

Source: Company, YES Sec – Research

Exhibit 8: Change in annual estimates

Y/e 31 Mar (Rs mn)	Revised Estimate			Earlier Estimate			% Revision		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
APE	108,423	124,686	143,389	108,423	124,686	143,389	0.0	0.0	0.0
VNB	26,764	31,020	35,830	26,764	31,020	35,830	0.0	0.0	0.0

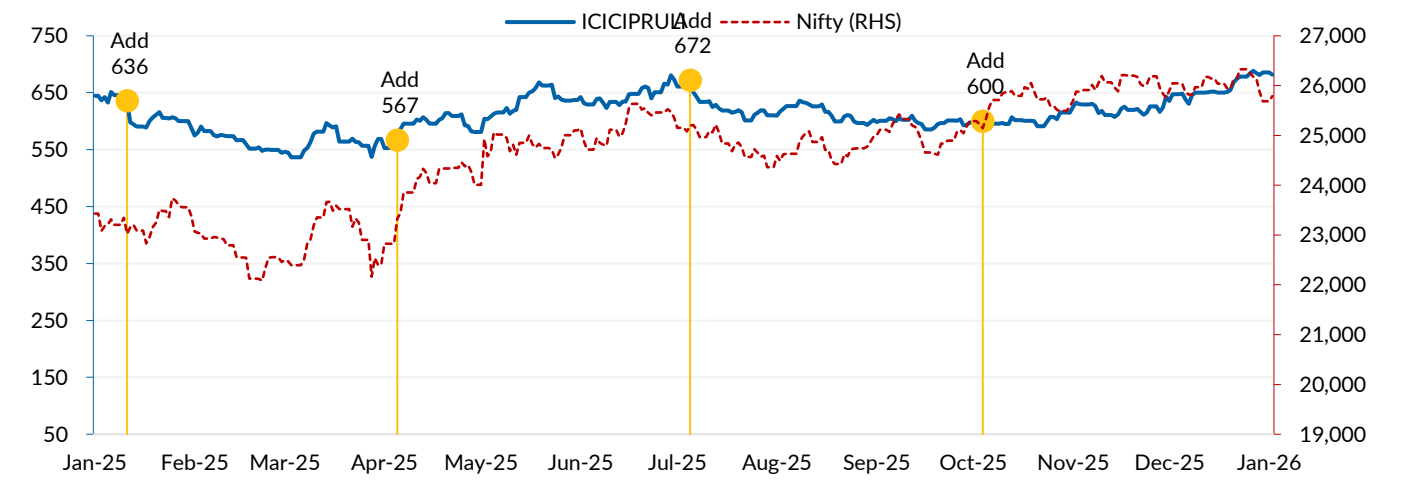
Source: Company, YES Sec – Research

Exhibit 9: Ratio analysis

Y/e 31 Mar	FY24	FY25	FY26E	FY27E	FY28E
Growth (%) - P&L					
New business premium	7.3%	24.4%	-6.7%	15.0%	15.0%
Renewal premium	9.0%	4.7%	7.1%	7.1%	9.0%
Net premium	8.3%	13.2%	4.2%	10.6%	11.7%
PAT	5.1%	39.5%	100.3%	54.5%	11.6%
VNB	-19.5%	6.4%	12.9%	15.9%	15.5%
Growth (%) - Balance Sheet					
Total AUM	16.7%	4.9%	4.7%	5.8%	6.3%
Total Assets	17.3%	5.2%	5.2%	6.4%	6.9%
Embedded value	18.8%	13.3%	14.2%	14.3%	14.3%
Profitability ratio (%)					
VNB Margin	24.6%	22.8%	24.7%	24.9%	25.0%
Expense metrics (%)					
Commission ratio	8.9%	10.3%	8.9%	8.9%	8.9%
Opex ratio	9.9%	8.4%	9.9%	9.9%	9.9%
Expense ratio	18.8%	18.7%	18.8%	18.8%	18.8%
Persistency (%)					
Conservation Ratio	84.6%	81.4%	81.4%	81.4%	81.4%
Return ratios (%)					
RoEV	14.1%	13.1%	14.7%	14.7%	14.7%
ROE	8.0%	9.9%	16.8%	21.1%	19.4%
RoA	0.3%	0.4%	0.8%	1.1%	1.1%
Investment Return (%)					
Invest. Yield - Sh.	13.5%	5.7%	13.0%	13.0%	13.0%
Invest. Yield - Ph.	18.0%	8.0%	13.3%	13.4%	13.4%
Solvency					
Solvency Ratio	192%	212%	200%	200%	200%
Underwriting					
Claims ratio	95.8%	97.7%	74.3%	69.3%	64.3%
Claims / AUM	13.8%	15.2%	11.5%	11.2%	10.9%
Per share data (Rs)					
EPS	5.9	8.2	16.5	25.5	28.4
VNBPS	15.46	16.40	18.52	21.46	24.79
BVPS	74.0	83.1	97.9	120.7	146.2
EVPS	293.9	331.8	378.8	432.8	494.8
Valuation (x)					
P/E	115.2	82.8	41.4	26.8	24.0
P/VNB	44.1	41.6	36.8	31.8	27.5
P/BV	9.2	8.2	7.0	5.6	4.7
P/EV	2.3	2.1	1.8	1.6	1.4

Source: Company, YES Sec – Research

Recommendation Tracker



STANDARD DISCLAIMER:

YES Securities (India) Limited, Registered Address: 2nd Floor, North Side, YES BANK House, Off Western Express Highway, Santacruz East, Mumbai - 400055. Maharashtra, India | **Correspondence Add:** 7th Floor, Urmi Estate Tower A, Ganpatrao Kadam Marg, Opp. Peninsula Business Park, Lower Parel (West), Mumbai - 400 013, Maharashtra, India. | Website: www.yesinvest.in | Email: customer.service@ysil.in

Registration Nos.: CIN: U74992MH2013PLC240971 | SEBI Registration No.: NSE, BSE, MCX & NCDEX : INZ000185632 | Member Code: BSE - 6538, NSE - 14914, MCX - 56355 & NCDEX - 1289 | CDSL & NSDL: IN-DP-653-2021 | RESEARCH ANALYST: INH000002376 | INVESTMENT ADVISER: INA000007331 | Sponsor and Investment Manager to YSL Alternates Alpha Plus Fund (Cat III AIF) and YES Wealth Maximiser AIF (Cat III AIF) SEBI Registration No.: IN/AIF3/20- 21/0818 | AMFI ARN Code - 94338

Details of Compliance Officer: Aditya Goenka | Email: compliance@ysil.in / Contact No.: 022-65078127 | **Grievances Redressal Cell:** customer.service@ysil.in / igc@ysil.in

Standard Disclaimer: Investment in securities market are subject to market risks; read all the related documents carefully before investing. Above representation provides an overview related to our past performance neither does it provide any guarantee of future performance, nor we are ensuring any guaranteed returns. Actual Client returns may vary depending upon time premium, volatility Index, intrinsic value of the script, open interest, other geopolitical conditions and choice of the customer to execute the recommendation in full or part. All recommendations are published under Research Analyst License of YES Securities (India) Limited (YSIL); execution of the recommendation is at complete discretion of customer without any intervention by the research publisher.

Contents which are exclusively for Non-Broking Products/Services e.g. Mutual Fund, Mutual Fund-SIP, Research reports, Insurance, etc. where the YSIL is just a distributor. These are not Exchange traded product and the YSIL is just acting as distributor. Kindly note that all disputes with respect to the distribution activity, would not have access to Exchange investor redressal forum or Arbitration mechanism.

YSIL is a subsidiary of YES Bank Limited. Savings, Current, PIS and Demat Account are offered by YES Bank Limited. Please note Brokerage would not exceed the SEBI prescribed limit. YSIL also acts in the capacity of distributor for Products such as IPOs, Mutual Funds, Mutual Fund-SIPs, NCD/Bonds, etc., All disputes with respect to the distribution activity, would not have access to Exchange investor redressal forum or Arbitration mechanism.

Margin Trading Funding (MTF) is an exchange approved product offered to YSIL trading account holders, as per the regulation and guideline of SEBI Circular: CIR/MRD/DP/54/2017 dated June 13, 2017. For product specification, T&C, rights and obligations statement issued by the YSIL visit https://yesinvest.in/standard_documents_policies

DISCLAIMER

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

The information and opinions in this report have been prepared by YSIL and are subject to change without any notice. The report and information contained herein are strictly confidential and meant solely for the intended recipient and may not be altered in any way, transmitted to, copied or redistributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of YSIL.

The information and opinions contained in the research report have been compiled or arrived at from sources believed to be reliable and have not been independently verified and no guarantee, representation of warranty, express or implied, is made as to their accuracy, completeness, authenticity or validity. No information or opinions expressed constitute an offer, or an invitation to make an offer, to buy or sell any securities or any derivative instruments related to such securities. Investments in securities are subject to market risk. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. Investors should note that Price of each of the securities or value may rise or fall and, accordingly, investors may even receive amounts which are less than originally invested. The investor is advised to take into consideration all risk factors including their own financial condition, suitability to risk return profile and the like, and take independent professional and/or tax advice before investing. Opinions expressed are our current opinions as of the date appearing on this report. Investor should understand that statements regarding future prospects may not materialize and are of general nature which may not be specifically suitable to any particular investor. Past performance may not necessarily be an indicator of future performance. Actual results may differ materially from those set forth in projections. Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. YES Securities (India) Limited conforms with the rules and regulations enumerated in the Securities and Exchange Board of India (Research Analysts) Regulations, 2014 as amended from time to time.

Technical analysis reports focus on studying the price movement and trading turnover charts of securities or its derivatives, as opposed to focussing on a company's fundamentals and opinions, as such, may not match with reports published on a company's fundamentals.

YSIL, its research analysts, directors, officers, employees and associates accept no liabilities for any loss or damage of any kind arising out of the use of this report. 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 YSIL and associates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.

YES Securities (India) Limited distributes research and engages in other approved or allowable activities with respect to U.S. Institutional Investors through Rule 15a-6 under the Securities Exchange Act of 1934 (the "Exchange Act")^[1] and regulations under an exclusive chaperone arrangement with Brasil Plural Securities LLC. The views and sentiments expressed in this research report and any findings thereof accurately reflect YES Securities (India) Limited analyst's truthful views about the subject securities and or issuers discussed herein. YES Securities (India) Limited is not registered as a broker-dealer under the Securities Exchange Act of 1934, as amended (the "Exchange Act") and is not a member of the Securities Investor Protection Corporation ("SIPC"). Brasil Plural Securities LLC is registered as a broker-dealer under the Exchange Act and is a member of SIPC. For questions or additional information, please contact Gil Aikins (gil.aikins@brasilplural.com) or call +1 212 388 5600.

This research report is the product of YES Securities (India) Limited. YES Securities (India) Limited is the employer of the research analyst(s), the authors of this research report. YES Securities (India) Limited is the concerned representatives (employees) of YES Securities (India) Limited, are responsible for the content of this research report including but not limited to any material conflict of interest of YES Securities (India) Limited in relation the issuer(s) or securities as listed in this research report. This YES Securities (India) Limited research report is distributed in the United States through Brasil Plural Securities LLC (BPS). The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and is/ 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. As per SEC Rule 15a-6, the U.S. broker-dealer must accompany any third party research report it distributes with, or provide a web address that directs a recipient to, disclosure of any material conflict of interest that can reasonably be expected to have influenced the choice of a third-party research report provider or the subject company of a third-party research.

FINRA Rules 2241 and 2242, which govern the conduct of research analysts and the content of equity and debt research reports, respectively, apply to all research distributed by a FINRA member firm, including research prepared by a foreign broker-dealer under Rule 15a-6.

- Research reports prepared by a foreign broker-dealer and distributed by a U.S. broker-dealer are deemed to be third party research reports, as reports produced by a person other than a FINRA member.
- Prior to distributing any third party research, a U.S. broker-dealer must assure that such report contains the required disclosures under FINRA Rule 2241(h) or 2242(g)(3), as applicable.

This report is intended for distribution by YES Securities (India) Limited 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). As per Rule 15a-6(b)(4) of the Exchange Act, 1934, "Major U.S. institutional investor" means a U.S. institutional investor with assets, or assets under management, in excess of US\$100 million, or a registered investment adviser with assets under management in excess of US\$100 million. 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 or entity. Transactions in securities discussed in this research report should be effected through Brasil Plural Securities LLC (BPS) or another U.S. registered broker dealer/Entity as informed by YES Securities (India) Limited from time to time.

^[1] Rule 15a-6 under the Securities Exchange Act of 1934 provides conditional exemptions from broker-dealer registration for foreign broker-dealers that engage in certain specified activities involving U.S. investors. These activities include:

- (a) Effecting unsolicited securities transactions;
- (b) Providing research reports to major U.S. institutional investors, and effecting transactions in the subject securities with or for those investors;
- (c) Soliciting and effecting transactions with or for U.S. institutional investors or major U.S. institutional investors through a "chaperoning broker-dealer"; and
- (d) Soliciting and effecting transactions with or for registered broker-dealers, banks³ acting in a broker or dealer capacity, certain international organizations, foreign persons temporarily present in the U.S., U.S. citizens resident abroad, and foreign branches and agencies of U.S. persons.

In adopting Rule 15a-6, the SEC sought "to facilitate access to foreign markets by U.S. institutional investors through foreign broker-dealers and the research that they provide, consistent with maintaining the safeguards afforded by broker-dealer registration." [Rule 15a-6 Adopting Release at 54 FR 30013; see also Registration Requirements for Foreign Broker-Dealers, Exchange Act Release No. 25801 (June 14, 1988), 53 FR 23645 (June 23, 1988)].

DISCLOSURE OF INTEREST

Name of the Research Analyst : Shivaji Thapliyal, Hemant Kadian, Himanshu Barot

The analyst hereby certifies that opinion expressed in this research report accurately reflect his or her personal opinion about the subject securities and no part of his or her compensation was, is or will be directly or indirectly related to the specific recommendation and opinion expressed in this research report.

Sr. No.	Particulars	Yes/No
1	Research Analyst or his/her relative's or YSIL's financial interest in the subject company(ies)	No
2	Research Analyst or his/her relative or YSIL's 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 the research report	No
3	Research Analyst or his/her relative or YSIL has any other material conflict of interest at the time of publication of the research report	No
4	Research Analyst has served as an officer, director or employee of the subject company(ies)	No
5	YSIL has received any compensation from the subject company in the past twelve months	No
6	YSIL has received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months	No
7	YSIL has received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months	No
8	YSIL has received any compensation or other benefits from the subject company or third party in connection with the research report	No
9	YSIL has managed or co-managed public offering of securities for the subject company in the past twelve months	No
10	Research Analyst or YSIL has been engaged in market making activity for the subject company(ies)	No

Since YSIL and its associates are engaged in various businesses in the financial services industry, they may have financial interest or may have received compensation for investment banking or merchant banking or brokerage services or for any other product or services of whatsoever nature from the subject company(ies) in the past twelve months or associates of YSIL may have managed or co-managed public offering of securities in the past twelve months of the subject company(ies) whose securities are discussed herein.

Associates of YSIL may have actual/beneficial ownership of 1% or more and/or other material conflict of interest in the securities discussed herein.

RECOMMENDATION PARAMETERS FOR FUNDAMENTAL REPORTS

Analysts assign ratings to the stocks according to the expected upside/downside relative to the current market price and the estimated target price. Depending on the expected returns, the recommendations are categorized as mentioned below. The performance horizon is 12 to 18 months unless specified and the target price is defined as the analysts' valuation for a stock. No benchmark is applicable to the ratings mentioned in this report.

BUY: Upside greater than 20% over 12 months

ADD: Upside between 10% to 20% over 12 months

NEUTRAL: Upside between 0% to 10% over 12 months

REDUCE: Downside between 0% to -10% over 12 months

SELL: Downside greater than -10% over 12 months

NOT RATED / UNDER REVIEW

Lead Analyst signature	Associate signature	Associate signature
------------------------	---------------------	---------------------

ABOUT YES SECURITIES (INDIA) LIMITED

YES Securities (India) Limited ("YSIL") is a subsidiary of YES BANK LIMITED. YSIL is a Securities and Exchange Board of India (SEBI) registered Stock broker holding membership of National Stock Exchange (NSE), Bombay Stock Exchange (BSE), Multi Commodity Exchange (MCX) & National Commodity & Derivatives Exchange (NCDEX). YSIL is also a SEBI-registered Investment Adviser and Research Analyst. YSIL is also a Sponsor and Investment Manager of Alternate Investment Fund - Category III (YSL Alternates) and AMFI registered Mutual Fund Distributor. The Company is also a registered Depository Participant with CDSL and NSDL.