

Life Insurance Corporation

Estimate change



TP change



Rating change



Bloomberg	LICI IN
Equity Shares (m)	6325
M.Cap.(INRb)/(USDb)	3859.8 / 46.3
52-Week Range (INR)	754 / 530
1, 6, 12 Rel. Per (%)	-3/3/-9
12M Avg Val (INR M)	1002

Financials & Valuations (INR b)

Y/E MARCH	FY23	FY24E	FY25E
Net Premiums	4,740	4,493	4,892
Surplus / Deficit	378.6	549.9	690.8
Sh. PAT	364.0	283.8	269.2
NBP gr- unwt'd (%)	16.6	(15.0)	12.0
NBP gr - APE (%)	10.4	(6.6)	11.3
Premium gr (%)	10.9	(4.4)	8.0
VNB margin (%)	16.2	16.0	18.0
RoEV (%)	7.5	19.8	12.6
Total AUMs (INR t)	44.0	50.3	57.2
VNB (INR b)	91.6	85.0	109.2
EV per share	921	1,103	1,242

Valuations

P/EV (x)	0.7	0.6	0.5
P/EVOP (x)	6.6	6.2	5.2

Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	96.5	96.5	96.5
DII	0.8	0.8	0.9
FII	0.1	0.1	0.2
Others	2.6	2.6	2.4

FII Includes depository receipts

CMP: INR610

TP: INR850 (+39%)

Buy

Robust improvement in EV; VNB margin flat

Gradual diversification toward non-par & protection

- PAT for 1HFY24 stood at INR174b, including INR138b (net of tax) related to accretions on the available solvency margin transferred from Non-Par fund to the shareholders account. PAT for 2QFY24 was INR79.3b.
- Net premium declined 19% YoY to INR1.07t in 2QFY24. The market share in premium dropped to 58.5% in 1HFY24 from 68.25% in 1HFY23.
- VNB (net) declined 19% YoY to INR18.5b in 2Q, hit by a 20% decline in APE. However, VNB margin (net) remained flat at 15.4% vs. 15.2% in 2QFY23.
- Net margin in the Individual Par segment stood at 10.3% in 1HFY24 vs. 10.6% in 1HFY23. For the Non-Par segment, it declined to 50% from 68.7% in 1HFY23. In the group segment, net margin rose to 14.6% from 12.9% in 1HFY23.
- We cut our VNB estimates to factor in the decline in VNB margins. However, we raise our EV estimates owing to better-than-expected equity market returns. **We reiterate our BUY rating on the stock with a TP of INR850 (0.7x FY25E EV).**

Share of Group segment declines on APE basis

- In 2QFY24, LIC's renewal/first year premium rose 6%/9% YoY to INR596b/INR100b, while single premium declined 43% YoY. Total individual premium grew 6% YoY to INR720b, while total group premium was down 45% YoY during the quarter.
- On the distribution front, the share of agency channel stood at 95.9%. On a YoY basis, the share of banca channel declined to 3.6% in 2QFY24 from 3.9% in 2QFY23.
- Based on premium, 13th/25th month persistency improved to 71.2%/65.2% from 70.5%/63.9% in 2QFY23.
- AUM increased to INR47t as of 2QFY24 from INR43t as of 2QFY23, up 10.5% YoY.
- In 1HFY24, the share of PAR products on APE basis increased YoY to 57.7%. Annuity/ULIP/Term constituted 2.9%/2%/0.4%. The share of Group segment on APE basis declined YoY to 35.3%.

Highlights from the management commentary

- Competition in the group segment is increasing, hence the decline in premium from this segment. The management is trying to recover growth and increase market share.
- With stiff competition in the non-par segment, benefits have been enhanced in annuity products, leading to an impact on VNB margins. With the focus on Non-Par products, margins are expected to inch up. All the products launched on the Non-par side have gained traction.
- LIC has launched three new products: two in individual segment, Jeevan Kiran and Dhan Vridhi, and one in the group segment, LIC group post retirement plan.

Valuation and view

LIC has levers in place to maintain its industry-leading position and ramp up growth in the highly profitable product segments (mainly Protection, Non-PAR, and Savings Annuity). However, changing gears for such a vast organization requires a superior and well-thought out execution plan. We expect LIC to deliver a 3% CAGR (decline in FY24 and a sharp recovery in FY25) in APE over FY23-25, thus enabling a 9% VNB CAGR. However, we expect operating RoEV to remain modest at 10.5%, given its lower margin profile than private peers and a large EV base. LIC is trading at 0.6x FY24E EV, which appears reasonable, considering the gradual recovery in margin and diversification in the business mix. We cut our VNB estimates to factor in the decline in VNB margins. However, we raise our EV estimates owing to better-than-expected equity market returns. **We reiterate our BUY rating with a TP of INR850 (0.7x Mar'25E EV).**

Quarterly performance**(INR b)**

Policy holder's A/c (INRb)	FY22				FY23			FY24		FY23
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	
First year premium	82.0	87.5	146.1	74.3	91.2	97.2	128.1	68.1	99.9	390.9
Growth (%)	2%	10%	33%	46%	11%	11%	-12%	-8%	9%	7%
Renewal premium	549.1	568.2	711.6	502.6	561.6	601.9	760.1	536.4	596.4	2,426.2
Growth (%)	-1%	3%	5%	9%	2%	6%	7%	7%	6%	6%
Single premium	413.5	321.9	582.0	408.0	669.0	421.2	431.4	380.6	378.5	1,929.6
Growth (%)	-5%	-6%	34%	34%	62%	31%	-26%	-7%	-43%	19%
Net premium income	1,043.3	976.2	1,437.5	983.5	1,321.0	1,117.9	1,317.6	983.6	1,074.0	4,740.0
Growth (%)	-3%	1%	18%	20%	27%	15%	-8%	0%	-19%	11%
PAT	14.3	2.3	23.7	6.8	159.5	63.3	134.3	95.4	79.3	364.0
Growth (%)	NM	NM	-18%	NM	NM	NM	NM	NM	NM	800%
Key metrics (INRb)										
New business APE	NA	NA	NA	102.7	149.6	123.2	191.4	106.4	119.9	584.5
Growth (%)	NA	NA	NA	NA	NA	NA	NA	4%	-20%	11%
VNB	NA	NA	NA	14.0	22.8	18.0	37.0	14.6	18.5	91.6
Growth (%)	NA	NA	NA	NA	NA	NA	NA	4%	-19%	20%
AUM (INRt)	NA	40.1	40.9	41.0	42.9	44.3	44.0	46.1	47.4	44.0
Growth (%)	NA	NA	NA	8%	NA	11%	8%	12%	10%	8%
Key Ratios (%)										
VNB Margins (%)	NA	NA	NA	13.6	15.2	14.6	19.4	13.7	15.4	16.2
Solvency ratio (%)	183.4	177.0	185.0	188.5	188.0	185.0	187.0	189.0	190.0	187.0

Quarterly snapshot

(INR b)

	FY22			FY23				FY24		Change (%)	
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	YoY	QoQ
Net premium income	1,043.3	976.2	1,437.5	983.5	1,321.0	1,117.9	1,317.6	983.6	1,074.0	-19	9
First year premium	82.0	87.5	146.1	74.3	91.2	97.2	128.1	68.1	99.9	9	47
Renewal premium	549.1	568.2	711.6	502.6	561.6	601.9	760.1	536.4	596.4	6	11
Single premium	413.5	321.9	582.0	408.0	669.0	421.2	431.4	380.6	378.5	-43	-1
Investment income	765.3	765.7	675.0	695.7	841.0	848.7	678.5	903.1	939.4	12	4
Total income (A)	1,862.8	1,742.8	2,147.1	1,688.8	2,222.2	1,968.9	2,001.9	1,887.5	2,015.9	-9	7
Commission paid	55.6	58.5	80.0	50.3	58.1	63.2	84.3	51.2	60.8	5	19
First year premium	22.8	24.0	35.4	20.7	24.1	25.8	37.3	19.7	24.8	3	26
Renewal premium	28.4	30.4	36.4	25.9	28.8	31.7	38.7	27.2	30.8	7	13
Single premium	1.3	1.4	1.6	0.9	1.2	1.4	1.7	0.8	1.3	9	65
Operating expense	100.3	81.7	114.8	93.4	183.1	74.8	130.1	75.5	124.4	-32	65
Total commission & Opex	155.9	140.2	194.8	143.7	241.2	138.0	214.4	126.6	185.1	-23	46
Benefits paid	854.5	850.4	1,219.5	686.6	842.7	784.6	1,111.9	748.4	833.6	-1	11
Change in actuarial liability	790.8	752.8	681.1	779.4	958.2	978.7	717.6	963.0	913.4	-5	-5
Total Expenses (B)	1,719.3	1,745.3	2,084.8	1,638.5	2,018.4	1,865.2	1,927.3	1,812.6	1,932.6	-4	7
PBT	143.5	-2.5	62.2	50.3	203.7	103.7	74.6	74.9	83.3	-59	11
Tax	31.7	31.7	-0.4	14.0	54.0	-25.2	9.5	13.1	10.7	-80	-18
Surplus/(Deficit)	111.8	-34.2	62.7	36.2	149.7	128.8	65.0	61.8	72.5	-52	17
Shareholder A/c											
Trf from Policyholder a/c	67.7	1.9	22.8	13.6	150.4	61.0	134.2	90.1	72.2	-52	-20
Investment Income	0.4	0.8	0.8	1.5	1.5	2.8	5.7	6.3	8.8	498	40
Total income	68.1	2.6	23.6	15.0	151.9	63.8	139.9	96.4	81.0	-47	-16
PBT	14.5	2.6	23.5	7.0	159.7	63.6	134.2	96.3	80.2	-50	-17
Tax	0.1	0.3	-0.2	0.2	0.2	0.2	-0.1	0.9	0.9	311	0
PAT	14.3	2.3	23.7	6.8	159.5	63.3	134.3	95.4	79.3	-50	-17
Total APE (calculated)	123.3	119.7	204.3	115.1	158.1	139.4	171.3	106.2	137.7	-13	30
Key Ratios (%)											
Operating ratios											
Commission (unwtd)	5.3	6.0	5.6	5.1	4.4	5.6	6.4	5.2	5.7	126	46
Opex (unwtd)	9.6	8.4	8.0	9.5	13.9	6.7	9.9	7.7	11.6	-228	391
Total Cost	14.9	14.3	13.5	14.6	18.2	12.3	16.2	12.9	17.2	-102	437
Solvency ratio	183	177	185	189	188	185	187	189	190	200	100
Profitability ratios											
VNB margins	NA	NA	15.1	13.6	15.2	14.6	19.4	13.7	15.4	16	170
Persistency ratios											
13th Month	78.8	76.8	75.6	75.8	70.5	77.6	77.1	75.1	71.2	67	-391
25th Month	70.9	71.7	73.5	67.8	63.9	71.3	69.93	70.9	65.2	135	-573
37th Month	67.6	67.8	66.6	64.3	60.6	68.3	70.1	64.3	60.2	-44	-409
49th Month	64.8	65.0	63.9	60.8	57.0	64.7	63.5	61.6	57.7	65	-389
61st Month	60.6	61.9	61.0	59.0	55.8	62.7	61.8	59.3	55.2	-66	-408
Key Metrics (INR b)											
VNB	NA	NA	NA	14.0	22.8	18.0	37.0	14.6	18.5	-19	27
EV	5,396.9	NA	5,414.9	NA	5,442.9	NA	5,822.4	NA	6,626.1	NA	NA
AUM	NA	NA	40,850.0	41,020.4	42,938	44,349	43,970	46,110.7	47,434	10	3

Note: a) Persistency ratios are on a cumulative basis for six, nine, and 12 months



Highlights from the management commentary

Financials

- PAT for 1HFY24 was INR174b, which included INR138b (net of tax) related to the accretions on the available solvency margin transferred from Non-Par fund to shareholders account.
- In terms of market share measured by first year premium income (FYPI), LIC continues to be the market leader by market share in the Indian life insurance business with an overall market share of 58.5%. For 1HFY24, LIC had a market share of 40.35% in Individual business and 70.26% in the group business.

- A total of 80.6m policies were sold in the individual segment in 1HFY24 vs. 83.6m policies sold in 1HFY23.
- The yield on investments on policyholders' funds, excluding unrealized gains, was 9.06% for 1HFY24 vs. 8.32% for 1HFY23.
- Employee costs during the quarter increased on account of increase in provisions for pension.
- During 1HFY24, LIC has been able to implement strategies successfully to enhance the share of Non-Par products in overall individual business.

APE

- On APE basis, the total premium was INR226b for 1HFY24. Of this, 64.7% (INR146b) was accounted for by the Individual Business and 35.3% (INR80b) by the Group Business.
- Within the Individual Business, the share of Par products on APE basis was 89.2% (INR 130b) and the balance 10.8% (INR16b) was due to Non-Par products.
- The Non-Par APE has increased from INR13b for 1HFY23 to INR16b for 1HFY24, up 19.7%. Therefore, Non-Par share of Individual APE, which was 8.9% for 1HFY23, grew to 10.8% for 1HFY24.

Group Business

- Competition in the group segment is increasing, hence the decline in premium from this segment.
- The group fund business is cyclical with the employee benefit valuations being done periodically. The management is trying to recover the growth and increase market share in this segment.

Business

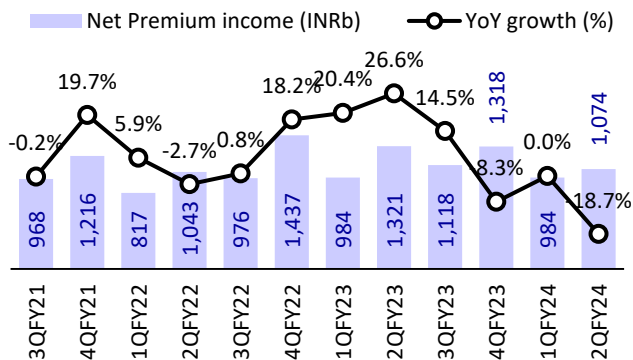
- LIC is on the right track with regards to the strategy pertaining to changes in product mix, distribution mix and the digital transformation.
- The increase in product benefits has been driven by the refresh in the annuity rates.
- LIC has launched 3 new products 2 in individual segment - Jeevan Kiran and Dhan Vridhi and 1 in group segment - LIC group post retirement plan
- The distribution mix is also more diversified with an increase in share of Bancassurance and Alternate Channels (~2.1% share in total number of policies and ~3.4% share in new business premium).
- The overall expense ratio for 1HFY24 was 15.1% vs. 16.7% for 1HFY23.
- Time to policy conclusion is less than 8 minutes. Now, ANANDA APP integrated to WhatsApp.

Non-Par & Annuity

- With stiff competition in the non-par segment, benefits have been enhanced in annuity products, leading to an impact on VNB margins.
- The ticket size has increased across product categories with revision in underwriting rules in products such as raising the minimum sum assured levels.
- All products launched on the Non-par side have gained traction.
- With the focus on Non-Par products, margins are expected to inch up.
- Training the agents in the non-par segments. It will take time for all the agents to sell the non-par products. Around 25% of the business in the Non Par segment comes from the Annuity segment.

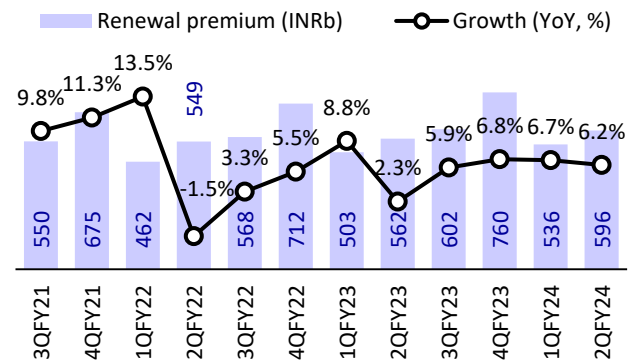
Key exhibits

Exhibit 1: Net premium income declined 18% YoY



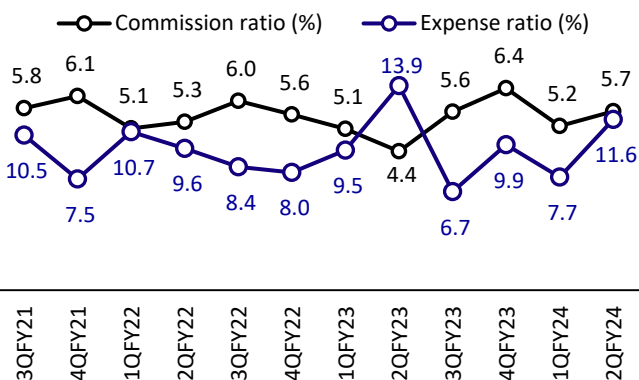
Source: MOFSL, Company

Exhibit 2: Renewal book grew at 6% YoY



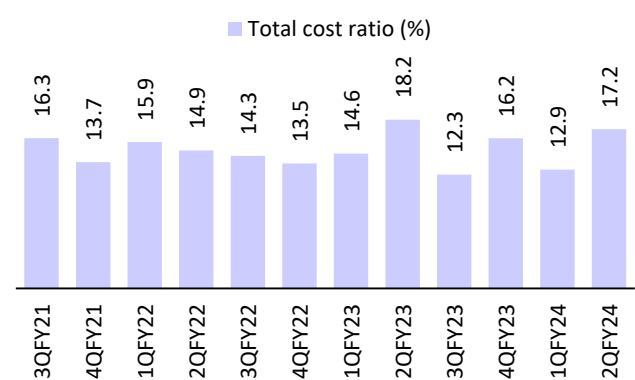
Source: MOFSL, Company

Exhibit 3: Trend in Expense and Commission ratio



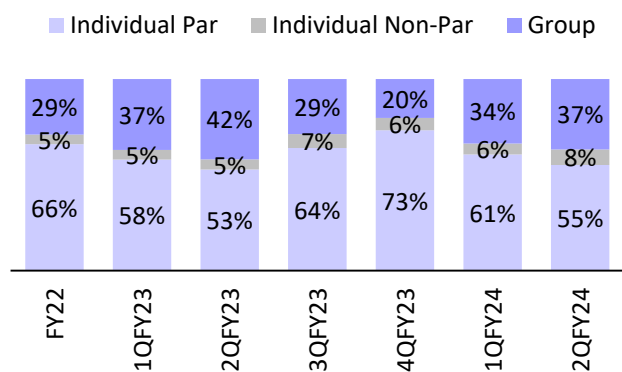
Source: MOFSL, Company

Exhibit 4: Total cost ratio increased QoQ to 17.2%



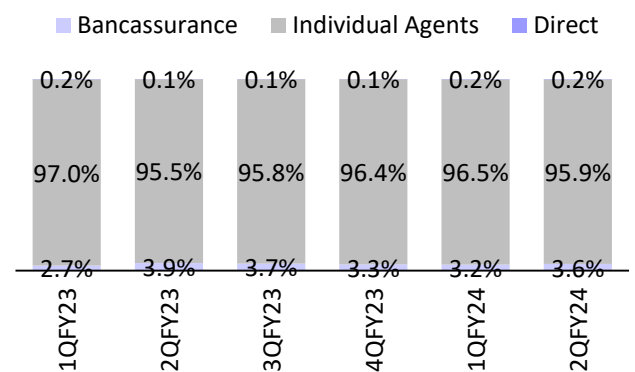
Source: MOFSL, Company

Exhibit 5: Individual forms 55% of total APE in 2QFY24



Source: MOFSL, Company

Exhibit 6: Share of banca grew QoQ to 3.6% in 2QFY24



Source: MOFSL, Company

Exhibit 7: VNB margin is expected improve to 18% by FY25E

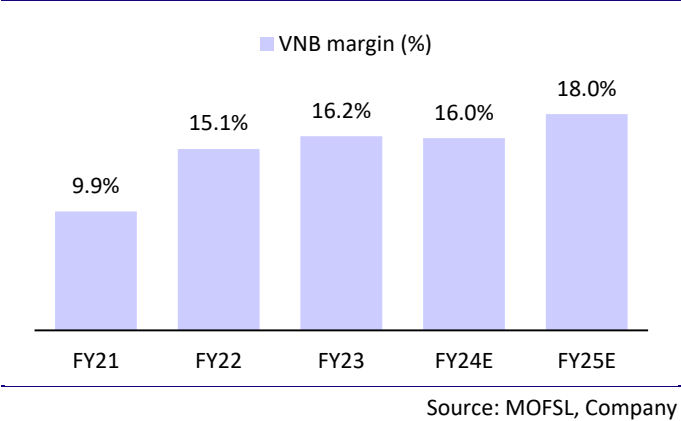


Exhibit 8: We expect EV to see a 16% CAGR over FY23-25

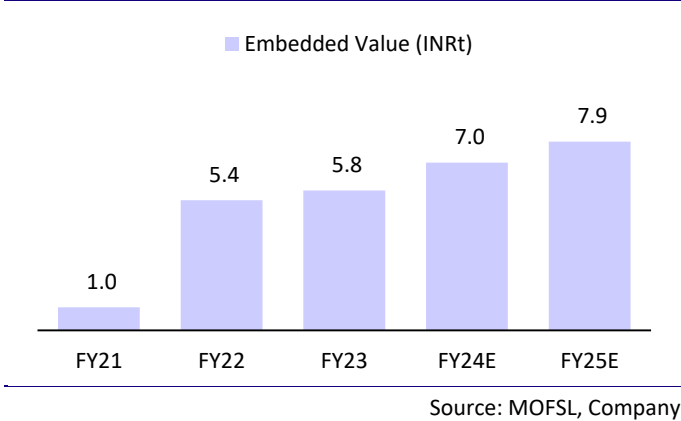


Exhibit 9: Persistency ratios remain healthy across cohorts

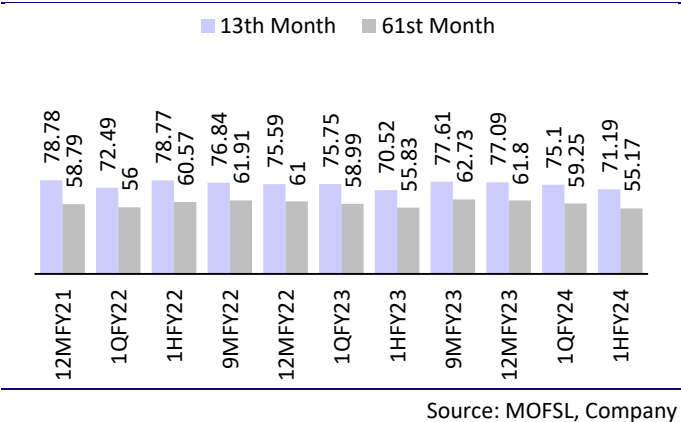
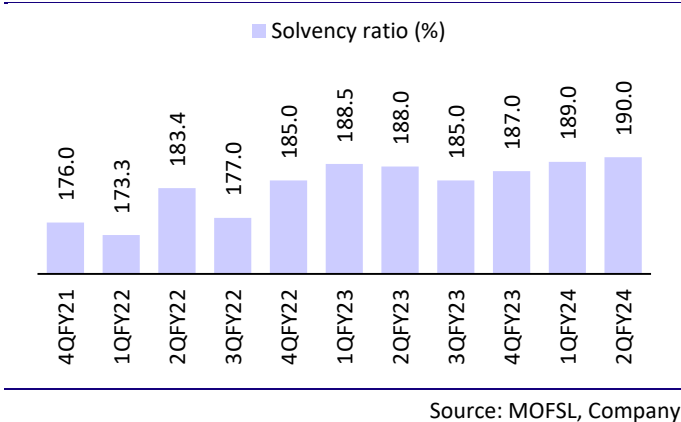


Exhibit 10: Solvency ratio improves to 190% in 2QFY24



Financials and valuations

Technical account (INR b)	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Gross Premiums	3,182.2	3,402.9	3,828.1	4,058.5	4,280.2	4,746.7	4,498.1	4,897.7
Reinsurance Ceded	(3.7)	(3.2)	(3.4)	(4.5)	(6.1)	(6.6)	(4.9)	(5.4)
Net Premiums	3,178.5	3,399.7	3,824.8	4,054.0	4,274.2	4,740.0	4,493.2	4,892.2
Income from Investments	2,049.6	2,250.4	2,428.4	2,855.2	2,928.9	3,063.9	3,379.0	3,746.5
Other Income	8.0	57.9	202.9	127.9	7.9	76.6	14.1	15.8
Total income (A)	5,236.1	5,708.1	6,456.1	7,037.1	7,211.0	7,880.5	7,886.3	8,654.5
Commission	182.3	204.8	215.5	223.6	236.9	255.8	253.1	273.7
Operating expenses	301.4	283.3	344.3	351.6	383.7	481.5	448.9	475.5
Total commission and opex	483.7	488.1	559.7	575.2	620.6	737.3	702.0	749.3
Benefits Paid (Net)	1,981.2	2,540.3	2,571.5	2,907.2	3,574.6	3,425.8	3,082.2	3,335.4
Change in reserves	2,606.9	2,442.8	2,875.2	3,215.8	2,972.8	3,433.8	3,526.1	3,833.6
Prov for doubtful debts (inc other exp)	63.9	156.0	244.5	73.1	(93.8)	(148.5)	(50.0)	(50.0)
Total expenses (B)	5,135.6	5,627.3	6,251.0	6,771.3	7,074.3	7,448.4	7,260.3	7,868.3
(A) - (B)	100.5	80.8	205.1	265.8	136.7	432.1	626.0	786.2
Tax (incl GST)	76.2	56.7	109.2	92.6	79.7	53.5	76.1	95.4
Surplus / Deficit	24.3	24.2	95.8	173.2	57.0	378.6	549.9	690.8
Shareholder's a/c (INR b)	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Transfer from technical a/c	24.2	26.0	27.0	29.6	121.9	360.5	273.7	258.3
Income From Investments	0.4	0.5	0.4	0.2	2.0	11.5	12.5	13.6
Total Income	24.6	26.4	27.3	29.9	123.9	372.0	286.2	272.0
Other expenses	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0
Contribution to technical a/c	-	0.0	0.1	0.0	83.3	2.7	3.0	3.3
Total Expenses	0.0	0.0	0.1	0.1	83.3	7.4	3.0	3.3
PBT	24.6	26.4	27.2	29.8	40.7	364.6	283.2	268.7
Tax	0.1	0.1	0.1	0.1	0.2	0.6	0.6	0.5
PAT	24.5	26.3	27.1	29.7	40.4	364.0	283.8	269.2
Growth	10%	7%	3%	10%	36%	800%	-22%	-5%
Premium (INR b) and growth (%)	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
NBP - unweighted	1,346.7	1,423.4	1,782.8	1,844.3	1,989.3	2,320.5	1,972.4	2,209.1
NBP - wrp	388.0	424.3	699.9	489.8	528.8	583.9	545.3	606.6
Renewal premium	1,835.5	1,951.7	2,011.1	2,188.6	2,290.9	2,426.2	2,563.5	2,688.5
Total premium - unweighted	3,182.2	3,375.1	3,793.9	4,032.9	4,280.2	4,746.7	4,536.0	4,897.7
NBP growth - unweighted	8.1%	5.7%	25.3%	3.5%	7.9%	16.6%	-15.0%	12.0%
NBP growth - wrp	7.4%	9.4%	65.0%	-30.0%	8.0%	10.4%	-6.6%	11.3%
Renewal premium growth	4.3%	6.3%	3.0%	8.8%	4.7%	5.9%	5.7%	4.9%
Premium growth - unweighted	5.9%	6.1%	12.4%	6.3%	6.1%	10.9%	-4.4%	8.0%
Premium mix (%)	FY18	FY19	FY20	FY21	FY22E	FY23	FY24E	FY25E
New business - un weighted								
- Individual mix	38.5%	35.9%	28.9%	30.6%	27.6%	31.5%	32.0%	32.5%
- Group mix	61.5%	64.1%	71.1%	69.4%	72.4%	68.5%	68.0%	67.5%
New business mix - WRP								
- Participating	67.5%	65.2%	42.6%	57.3%	56.1%	55.1%	53.4%	52.7%
- Non-participating	32.3%	34.7%	57.3%	42.3%	43.4%	44.4%	45.9%	46.6%
- ULIPs	0.2%	0.1%	0.1%	0.4%	0.5%	0.5%	0.7%	0.7%
Total premium mix - un weighted								
- Participating	67.0%	66.8%	60.1%	60.7%	59.7%	57.4%	60.9%	59.6%
- Non-participating	32.7%	32.9%	39.7%	39.0%	39.8%	41.9%	38.4%	39.6%
- ULIPs	0.3%	0.2%	0.2%	0.3%	0.5%	0.8%	0.7%	0.7%
Indi premium sourcing mix (%)	FY18	FY19	FY20	FY21	FY22E	FY23	FY24E	FY25E
Individual agents	95.6%	95.8%	94.7%	93.8%	96.2%	96.4%	93.8%	92.1%
Corporate agents-Banks	2.6%	2.5%	2.8%	3.1%	2.6%	3.3%	4.0%	4.4%
Direct business	1.6%	1.5%	1.9%	2.2%	0.3%	0.1%	3.1%	3.4%
Others	0.2%	0.2%	0.6%	0.9%	0.8%	0.1%	-0.9%	0.1%

Financials and valuations

Balance Sheet	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Sources of Fund								
Share Capital	1.0	1.0	1.0	1.0	63.2	63.2	63.2	63.2
Reserves And Surplus	5.3	8.0	8.9	67.1	40.4	394.9	666.2	920.8
Shareholders' Fund	6.5	9.0	11.0	69.8	104.1	456.7	727.6	981.9
Policy Liabilities	25,335.6	28,056.9	31,028.2	34,207.3	37,100.4	40,512.5	45,363.6	52,078.3
Prov. for Linked Liab.	509.2	416.5	325.4	329.6	238.9	261.6	422.1	434.8
Funds For Future App.	0.5	0.7	0.8	0.5	19.2	41.0	53.0	68.6
Current liabilities & prov.	533.7	609.1	856.6	831.2	712.4	593.8	653.2	718.5
Total	28,449.9	34,272.5	34,998.3	38,295.2	42,305.9	45,505.1	51,227.3	58,584.7
Application of Funds								
Shareholders' invt	5.9	3.7	4.0	4.3	64.1	293.6	352.4	422.8
Policyholders' invt	25,155.5	28,776.9	29,579.1	34,984.4	38,956.9	41,891.8	47,570.5	54,587.6
Assets to cover linked liab.	881.3	335.7	321.7	329.7	239.4	263.1	-	-
Loans	1,027.5	2,498.8	2,374.3	1,087.6	1,098.8	1,155.6	1,213.4	1,274.1
Current assets	1,352.2	2,511.8	2,573.5	1,854.4	1,911.2	1,862.8	2,049.1	2,254.0
Total	28,449.9	34,272.5	34,998.3	38,295.2	42,305.9	45,505.1	51,227.3	58,584.7
Operating ratios (%)								
Investment yield	7.9%	7.7%	8.1%	8.1%	7.5%	7.0%	7.1%	6.8%
Commissions / GWP	5.7%	6.0%	5.6%	5.5%	5.5%	5.4%	5.6%	5.6%
- first year premiums	29.3%	28.1%	16.8%	26.4%	26.6%	27.6%	27.6%	27.6%
- renewal premiums	5.2%	5.2%	5.1%	5.2%	5.2%	5.2%	5.2%	5.2%
- single premiums	0.5%	0.5%	0.4%	0.4%	0.3%	0.3%	0.3%	0.3%
Operating expenses / GWP	9.5%	8.3%	9.0%	8.7%	9.0%	10.1%	10.0%	9.7%
Total expense ratio	15.2%	14.3%	14.6%	14.2%	14.5%	15.2%	15.7%	15.4%
Claims / NWP	61.8%	74.2%	66.8%	71.2%	82.7%	71.6%	67.7%	67.2%
Solvency ratio	158%	160%	155%	176%	185%	187%	217%	223%
Persistency ratios (%)								
13th Month	76.0%	77.0%	72.0%	78.8%	75.6%	77.0%	79.0%	79.0%
25th Month	68.0%	71.0%	67.0%	70.0%	73.5%	74.3%	74.8%	74.8%
37th Month	63.0%	65.0%	63.0%	66.9%	66.6%	67.3%	68.1%	68.1%
49th Month	66.0%	60.0%	58.0%	63.1%	63.9%	64.7%	65.2%	65.2%
61st Month	59.0%	63.0%	54.0%	58.8%	61.0%	61.4%	61.8%	61.8%
Profitability ratios (%)								
VNB margin (%)	0.0%	0.0%	0.0%	9.9%	15.1%	16.2%	16.0%	18.0%
RoE (%)	NM	NM	NM	73.6%	46.5%	129.8%	47.9%	31.5%
Operating ROEV	NM	NM	NM	36.9%	NM	10.9%	10.6%	10.6%
RoEV (%)	NM	NM	NM	NM	NM	7.5%	19.8%	12.6%
					8%	2%	1%	2%
Valuation & key data								
Total AUMs (INRb)	27,236	29,879	30,744	36,762	40,850	43,970	50,319	57,211
- of which equity AUMs (%)	0%	0%	0%	21%	21%	20%	21%	22%
Dividend %	-2422%	-2725%	-2700%	-15%	0%	0%	18%	21%
Dividend payout ratio (%)	99%	104%	100%	1%	0%	0%	4%	5%
EPS, INR	244.6	4.2	4.3	4.7	6.4	57.5	44.9	42.6
VNB (INRb)	-	-	-	41.67	76.19	91.61	85.0	109.2
Embedded Value (INRb)	-	-	-	956.1	5,414.9	5,822.5	6,977.7	7,854.2
EV per share (INR)	-	-	-	151.2	856.1	920.6	1,103.2	1,241.8
VIF as % of EV	NM	NM	NM	93%	98%	21%	30%	35%
P/VIF (%)	NM	NM	NM	4.3	0.7	3.2	1.8	1.4
P/AUM (%)	14%	13%	13%	10%	9%	9%	8%	7%
P/EV (x)	NM	NM	NM	4.0	0.7	0.7	0.6	0.5
P/EPS (x)	2.5	146.8	142.3	129.7	95.4	10.6	13.6	14.3
P/EOVP (x)	NM	NM	NM	22.5	6.9	6.6	6.2	5.2

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