15 July 2025

1QFY26 Results Update | Sector: Financials

HDFC Life Insurance

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	HDFCLIFE IN
Equity Shares (m)	2155
M.Cap.(INRb)/(USDb)	1630.8 / 19
52-Week Range (INR)	821 / 584
1, 6, 12 Rel. Per (%)	-1/19/16
12M Avg Val (INR M)	2489

Financials & Valuations (INR b)

Y/E March	2025	2026E	2027E
Net Premiums	696.2	807.4	934.3
PBT	18.7	21.1	24.6
Surplus / Deficit	10.4	11.5	13.4
Sh. PAT	18.0	21.1	24.6
NBP gr - APE (%)	15.8	14.4	16.7
Premium gr (%)	12.6	16.0	15.7
VNB margin (%)	25.6	25.5	26.0
RoEV (%)	16.8	16.3	16.5
Total AUMs (INRt)	3.4	4.3	5.1
VNB (INRb)	39.6	45.2	53.7
EV per share	257.6	299.6	348.9
Valuations			
P/EV (x)	2.9	2.5	2.2
P/EVOP (x)	20.6	17.9	15.2

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	50.3	50.3	50.4
DII	14.1	13.7	7.9
FII	25.0	25.2	30.1
Others	10.6	10.8	11.6

FII includes depository receipts

CMP: INR757 TP: INR910 (+20%) Buy

APE in line; VNB margin flat on YoY basis

- HDFC Life Insurance (HDFCLIFE) reported APE of INR32.3b (in-line) in 1QFY26, up 13% YoY, driven by 13%/12% YoY growth in individual/group APE.
- VNB grew 13% YoY to INR8.1b in 1QFY26 (5% below our estimates). Margins stood at 25.1%, a 90bp decline from our estimate of 26%, primarily due to the shift in the product mix towards lower yield offerings.
- For 1QFY26, HDFCLIFE reported a 14% YoY growth in shareholders' PAT to INR 5.5b, (11% beat), supported by a 15% increase in back-book profits.
- VNB margins are expected to remain range-bound due to slower growth and the reinvestment of surplus into distribution expansion and fixed cost absorption.
- We trim VNB margin assumptions by 50bp each for FY26/FY27, factoring in 1QFY26 performance and guidance of flattish margins. **We reiterate BUY with a TP of INR 910 (2.6x FY27E EV).**

Share of non-PAR business to improve

- For 1QFY26, HDFCLIFE reported 16% YoY growth in gross premium to INR148.8b (in line), driven by 19%/17% YoY growth in renewal/single premium.
- Overall APE growth of 13% YoY was driven by the growth of 117%/16%/17% YoY in Par/ULIP/Term business, while non-par and group business reported a YoY decline of 36%/16%. Individual APE growth was 13% YoY, led by 13%/125% YoY growth in the ULIP/Par segment.
- Share of ULIPs was stable at 33% on an overall APE basis despite expectations of a slowdown, aided by favorable market conditions. Management guides for the share to gradually shift towards traditional products.
- The share of the par segment increased to 27% from 14% in 1QFY25 on account of new product offerings and the relaunch of the existing retirement product. The share of the non-par segment, however, dipped temporarily due to an irrational pricing environment. Management guides for these trends to normalize in the near term.
- The credit protect segment showed signs of recovery, supported by higher disbursements, better attachment rates, and entry into new lending segments.
- On the distribution front, management guides for similar growth across channels, with the agency channel driving the uptrend due to strong additions and improved efficiency via transformation programs.
- On an individual APE basis, the banca/agency/brokers mix grew 4%/6%/141% YoY, while the direct channel saw a decline of 8% YoY.
- The 61st month persistency across cohorts improved, supported by stronger retention in long-term savings products. However, a decline was observed in the 13th month persistency, driven by a reduced proportion of large-ticket policies due to changes in taxation.

Prayesh Jain - Research Analyst (Prayesh.Jain@MotilalOswal.com) | **Nitin Aggarwal** (Nitin.Aggarwal@MotilalOswal.com)

Research Analyst: Kartikeya Mohata (Kartikeya.Mohata@MotilalOswal.com) | **Muskan Chopra** (Muskan.Chopra@motilaloswal.com)

- ~70% of new customers acquired in 1QFY26 were first-time buyers, with a presence across Tier 1, 2, and 3 cities. Growth during the quarter was driven by higher average ticket sizes and increased traction in selected unit-linked and par products.
- As of Jun'25, total AUM increased by 15% YoY to INR3.6t.
- Embedded Value (EV) grew 18% YoY to INR584b as of Jun'25, reflecting RoEV of 17.6%. Solvency ratio for the quarter stood at 192%.

Highlights from the management commentary

- Management expects growth in H2 to outpace H1; however, full-year FY26 growth is likely to come in below FY25 levels.
- Management expects the non-par product mix to rise to the mid-20% range, while the share of par products is expected to decline to around 25% during the year.
- While the counter share in the parent bank remained stable, strong growth from other bank partnerships and ongoing digital integration with the parent bank are expected to support a better channel mix in 2HFY26.

Valuation and view

- HDFCLIFE continues to focus on enhancing channel economics through a multi-pronged strategy—diversifying the product mix, driving cross-sell and upsell, leveraging the bank's digital assets, and improving customer experience.
- We have trimmed our VNB margin assumptions by 50bp each for FY26/27 to reflect the 1QFY26 performance and management's guidance of flattish margins. **We reiterate BUY with a TP of INR910 (based on 2.6x FY27E EV).**

Quarterly Performance

Policy holder's A/c (INR b)	FY25				FY26				FY25	FY26E	FY26E	V/s	YoY (%)	QoQ
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1Q	est		(%)
First year premium	23.6	32.5	29.7	44.0	25.5	36.0	34.9	51.9	129.8	148.3	26.5	-3.9	8.2	-42.0
Growth (%)	27.4%	26.8%	10.8%	9.5%	8.2%	10.8%	17.4%	18.1%	16.8%	14.3%	12.5%			
Renewal premium	64.1	88.3	93.8	130.6	76.0	101.4	110.3	153.3	376.8	441.1	75.0	1.4	18.6	-41.8
Growth (%)	10.5%	12.7%	11.7%	14.5%	18.6%	14.9%	17.6%	17.4%	12.7%	17.1%	17.0%			
Single premium	40.4	48.4	49.3	65.7	47.2	54.0	56.3	77.1	203.9	234.6	52.0	-9.3	16.8	-28.2
Growth (%)	0.6%	6.8%	10.8%	19.1%	16.8%	11.4%	14.2%	17.3%	10.1%	15.1%	28.7%			
Gross premium inc.	**128.1**	**169.3**	**172.8**	**240.3**	**148.8**	**191.5**	**201.4**	**282.4**	**710.4**	**824.0**	153.5	-3.1	16.1	-38.1
Growth (%)	9.7%	13.3%	11.3%	14.8%	16.1%	13.1%	16.6%	17.5%	12.6%	16.0%	19.9%			
Surplus/(Deficit)	**5.6**	**5.1**	**-1.9**	**1.6**	**0.8**	**2.9**	**3.2**	**4.6**	**10.4**	**11.5**	**2.8**	-70.3	-85.2	-48.9
Growth (%)	165.7%	122.6%	-415.7%	-40.1%	-85.2%	-43.9%	-265.9%	178.8%	35%	9.9%	-50%			
PAT	**4.8**	**4.3**	**4.1**	**4.8**	**5.5**	**5.0**	**5.1**	**5.6**	**18.0**	**21.1**	**4.9**	10.6	14.4	14.7
Growth (%)	15.0%	14.9%	13.7%	15.9%	14.4%	14.5%	22.0%	17.8%	14.9%	17.1%	3.4%			
Key metrics (INRb)														
New business APE	28.7	38.6	35.7	51.9	32.3	42.7	41.7	60.5	154.8	177.1	32.7	-1.3	12.5	-37.8
Growth (%)	23.1	26.7	11.8	9.7	12.5	10.6	16.8	16.6	16.5%	14.4%	14.1			
VNB	7.2	9.4	9.3	13.8	8.1	10.8	10.6	15.6	39.6	45.2	8.5	-4.8	12.7	-41.2
Growth (%)	17.7	17.1	8.6	11.5	12.7	15.1	14.3	13.6	13.2%	14.0%	18.4			
AUM (INR b)	3,102	3,249	3,287	3,363	3,559	3,773	3,999	4,336	3,363	4,336	3,632	-2.0	14.7	5.8
Growth (%)	22.5	22.7	17.5	15.1	14.7	16.1	21.7	28.9	15.1%	28.9%	17.1			
Key Ratios (%)														
VNB Margins (%)	25.0	24.3	26.1	26.5	25.1	25.3	25.5	25.9	25.6	25.5	26.0	-90bp	10bp	-143bp

Exhibit 1: Revised estimates

	New Estimates		Old Estimates		Change in Estimates (%)	
Y/E MARCH	**FY26E**	**FY27E**	**FY26E**	**FY27E**	**FY26E**	**FY27E**
Net Premiums (INRb)	807.4	934.3	812.5	940.2	-0.6	-0.6
PBT (INRb)	21.1	24.6	21.5	25.4		
Surplus / Deficit (INRb)	11.5	13.4	11.2	13.7	2.0	-2.1
Sh. PAT (INRb)	21.1	24.6	21.5	25.4	-1.7	-2.9
NBP gr - APE (%)	14.4	16.7	16.7	16.7		
Premium gr (%)	16.0	15.7	16.7	15.7		
VNB margin (%)	25.5	26.0	26.0	26.5	-0.5	-0.5
RoEV (%)	16.3	16.5	16.9	17.0		
Total AUMs (INRt)	4.3	5.1	4.3	5.1		
VNB (INRb)	45.2	53.7	47.0	55.9	-3.9	-3.9
EV per share	299.6	348.9	301	352	-0.5	-0.9
Valuations						
P/EV (x)	2.5	2.2	2.7	2.3		
P/EVOP (x)	17.9	15.2	18.8	15.9		

CONFERENCE CALL

Highlights from the management commentary

Business performance

- 1QFY26 started on a strong note with healthy growth in top-line, value of new business, and stable margins.
- The company continues to focus on enhancing channel economics through a multi-pronged strategy—diversifying the product mix, driving cross-sell and upsell, leveraging the bank's digital assets, and improving customer experience.
- Management guides for H2 growth to be better than H1, but on an overall basis, the growth for FY26 would be lower than FY25 growth.
- The company outperformed both the overall industry and the private sector, leading to a 70bp increase in overall market share to 12.1%, marking a new milestone.
- ~70% of new customers acquired in 1QFY26 were first-time buyers, with a presence across Tier 1, 2, and 3 cities. Growth during the quarter was driven by higher average ticket sizes and increased traction in select unit-linked and par products.
- Retail sum assured grew in double digits and recorded a 30% CAGR over two years. The company maintained its leadership position in overall sum assured, reinforcing its market leadership in protection.
- 117 branches were added in FY25, bringing the total to 658. Branches opened in the last 18 months now contribute a high single-digit share, in line with the company's expectations. The focus remains on improving branch-level profitability.
- A decline was observed in 13th month persistency, driven by a reduced proportion of large-ticket policies due to changes in taxation.
- 61st month persistency improved across cohorts, supported by stronger retention in long-term savings products.

Product mix

- The par segment gained momentum during the quarter due to new product offerings and the re-launch of the existing retirement product.

- The non-par savings mix saw a temporary dip during the quarter due to an irrational pricing environment. However, it is expected to recover going forward, leading to favorable growth in margins.
- Management expects the non-par product mix to rise to the mid-20% range, while the share of par products is expected to decline to around 25% during the year.
- The share of ULIPs remained stable despite expectations of a slowdown (though lower than the industry), aided by favorable market conditions. Management indicates a gradual shift in focus toward traditional products.
- The credit protect segment showed signs of recovery, supported by higher disbursements, better attachment rates, and entry into new lending segments. The MFI segment remains strong, with the pace of decline among larger partners easing, supported by a more stable regulatory landscape and a favorable base effect.

Margins:

- The 30bp margin impact due to surrender charges was offset by an improved product mix.
- Management continues to reinvest margin gains into expanding distribution and absorbing fixed costs. Margins are expected to remain range-bound for the year due to slower expected growth, but are projected to expand over the longer term.

Financial:

- PAT grew 14% YoY in 1QFY26, driven by 15% growth in back-book profits.
- Renewal collections registered robust growth of 19% YoY during the quarter.

Distribution

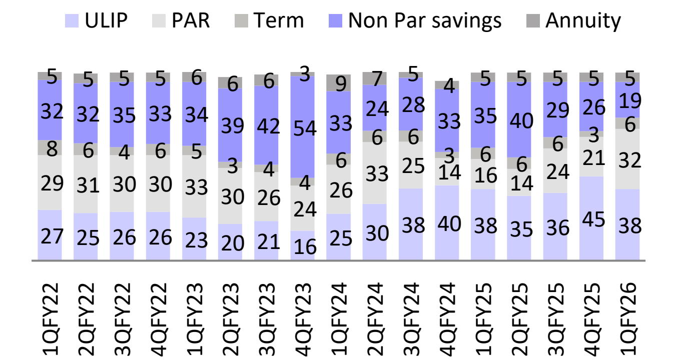
- Management expects consistent growth across all distribution channels.
- ~23k new agents were added in 1QFY26, reflecting strong recruitment momentum. Continued agent additions and investments in the agency transformation program are expected to support growth in the channel.
- The agency channel delivered a 10% CAGR over two years following the surrender regulation changes, maintaining a healthy double-digit protection mix and profitable growth despite uneven trends in the broader industry.
- The counter share in the parent bank remained stable, while other bank partnerships recorded healthy growth.
- Digital integration with the parent bank is expected to support an improved product mix in 2HFY26.

Others

- On the regulatory front, the company remains aligned with the broader vision and continues to proactively strengthen disclosures, sales practices, and customer experience.
- It believes that balanced regulation will support long-term growth and deeper penetration, especially as bancassurance and open architecture emerge as key enablers for expanding insurance access
- MSCI has upgraded the company’s ESG rating from A to AA, making it the highest-rated insurer in India.

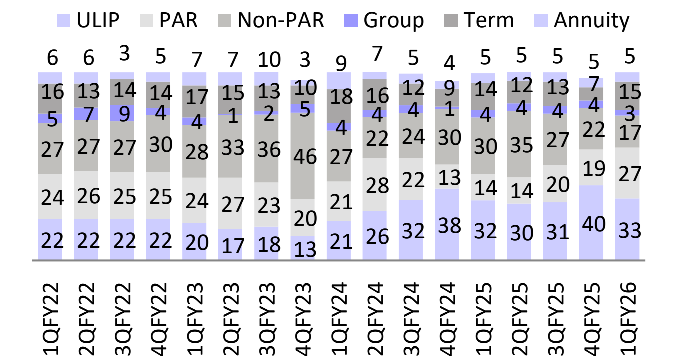
Key exhibits

Exhibit 2: Share of ULIP was stable YoY at 38% of individual APE



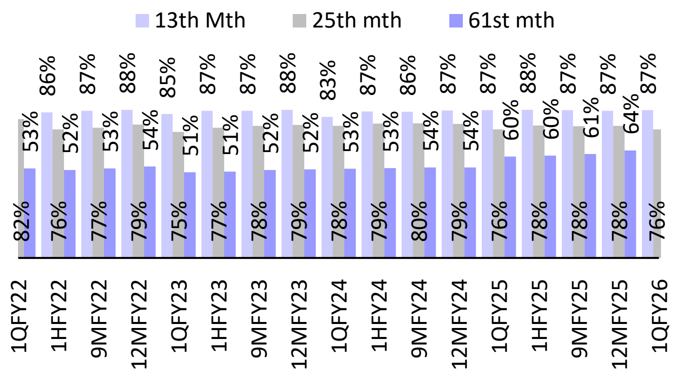
Source: MOFSL, Company

Exhibit 3: Share of ULIP/Par/Non-par savings at 33%/27%/17% of total APE, respectively



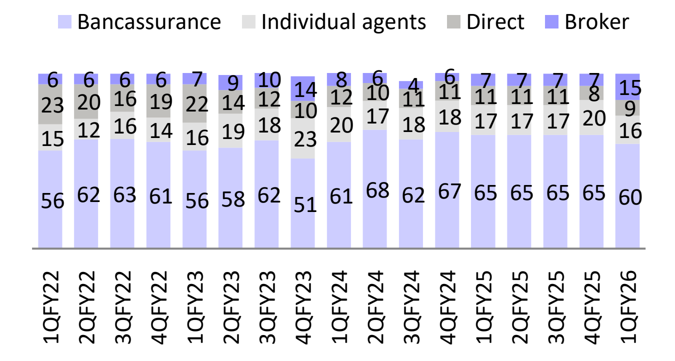
Source: MOFSL, Company

Exhibit 4: Improving trends in the 61st persistency ratio



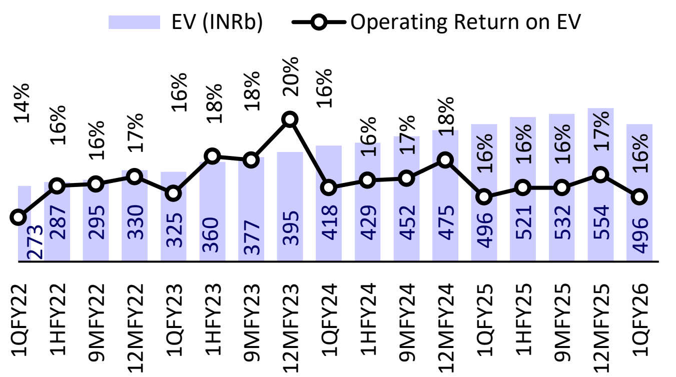
Source: MOFSL, Company

Exhibit 5: Distribution mix for individual APE



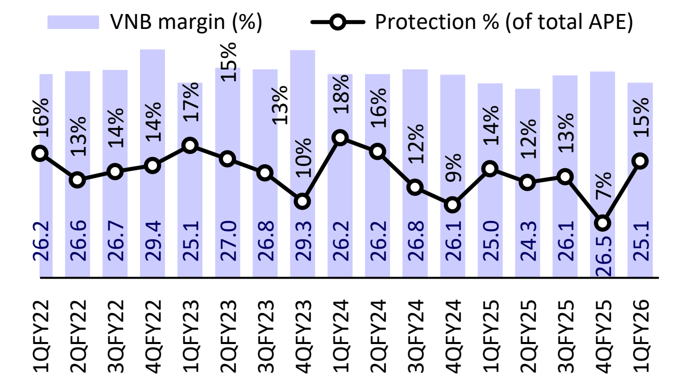
Source: MOFSL, Company

Exhibit 6: Operating RoEV healthy at 16%



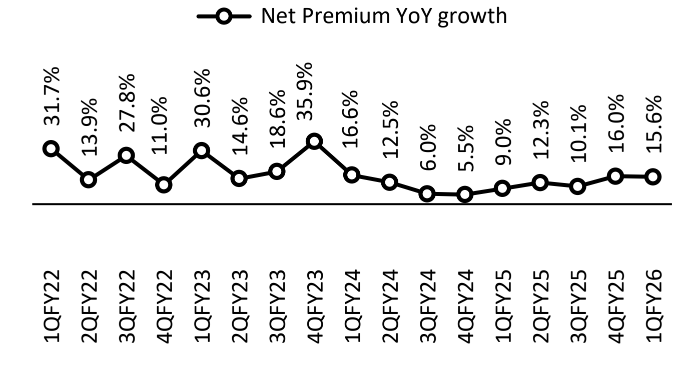
Source: MOFSL, Company

Exhibit 7: VNB margin at 25.1% for 1QFY26



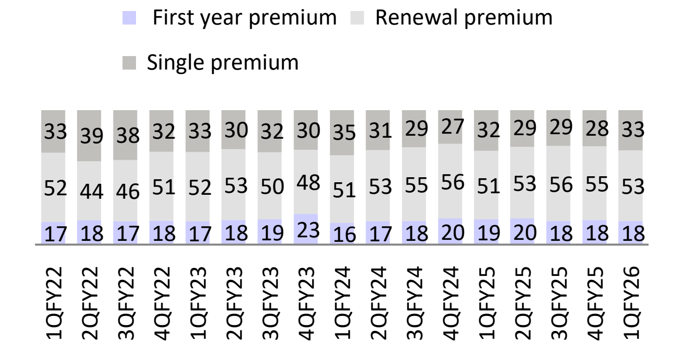
Source: MOFSL, Company

Exhibit 8: Net premium income grew 15.6% YoY



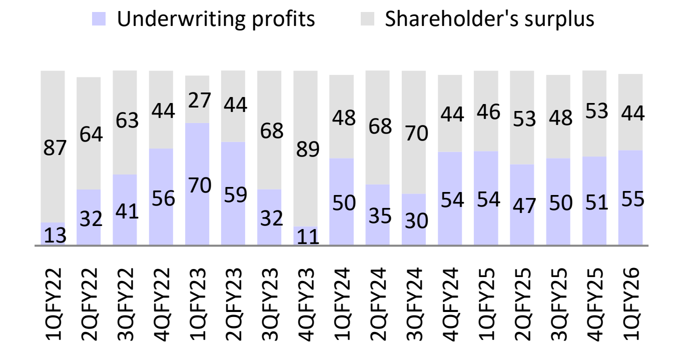
Source: MOFSL, Company

Exhibit 9: Proportion of premium trends among first year, single, and renewal premiums



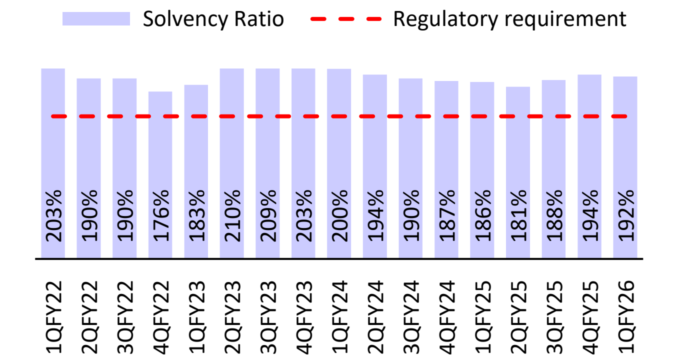
Source: MOFSL, Company

Exhibit 10: Trend in underwriting profit and shareholders' surplus



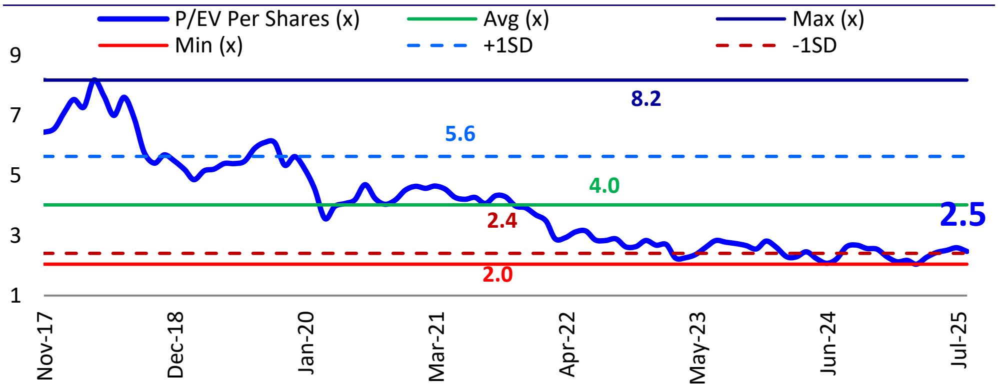
Source: MOFSL, Company

Exhibit 11: Solvency ratio stood at 192% in 1QFY26



Source: MOFSL, Company

Exhibit 12: One-year forward P/EV



Source: MOFSL, Company

Financials and valuations

Technical account (INRm)	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Gross Premiums	3,27,069	3,85,835	4,59,628	5,75,334	6,30,765	7,10,449	8,24,014	9,53,444
Reinsurance Ceded	(4,833)	(4,612)	(5,664)	(7,694)	(11,173)	(14,288)	(16,572)	(19,175)
Net Premiums	3,22,236	3,81,223	4,53,964	5,67,640	6,19,592	6,96,161	8,07,442	9,34,270
Income from Investments	(33,109)	3,26,776	1,92,160	1,25,975	3,83,543	2,59,453	3,49,765	3,96,619
Other Income	3,487	4,420	7,460	13,439	4,608	3,834	4,218	4,639
Total income (A)	**2,92,614**	**7,12,418**	**6,53,584**	**7,07,054**	**10,07,743**	**9,59,448**	**11,61,425**	**13,35,528**
Commission	14912	17104	19403	28869	52563	78353	89833	104703
Operating expenses	42,669	45,860	56,125	84,374	69,010	62,218	68,440	75,284
Total commission and opex	**57,581**	**62,964**	**75,528**	**1,13,242**	**1,21,574**	**1,40,571**	**1,58,273**	**1,79,987**
Benefits Paid (Net)	1,90,215	2,25,748	3,18,637	3,88,723	3,96,965	3,93,459	4,79,996	5,47,621
Chg in reserves	24,408	4,08,296	2,46,815	1,85,862	4,84,194	4,15,156	5,02,993	5,84,356
Prov for doubtful debts	9,207	1,682	1,162	4,047	3,183	5,715	6,678	7,808
Total expenses (B)	**2,81,410**	**6,98,690**	**6,42,142**	**6,91,875**	**10,05,915**	**9,54,901**	**11,47,939**	**13,19,772**
(A) - (B)	**11,204**	**13,729**	**11,442**	**15,180**	**1,828**	**4,547**	**13,485**	**15,756**
Provn for tax	1,490	2,744	1,845	1,591	-5,924	-5,882	2,023	2,363
Surplus / Deficit	**9,714**	**10,985**	**9,597**	**13,589**	**7,752**	**10,429**	**11,463**	**13,393**

Shareholder's a/c (INRm)	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Transfer from technical a/c	11,914	9,909	10,093	14,689	7,991	9,968	11,463	13,393
Income From Investments	4,378	6,476	7,894	7,197	10,022	11,251	12,452	14,320
Total Income	**16,478**	**16,385**	**17,987**	**22,519**	**18,144**	**21,220**	**23,916**	**27,714**
Other expenses	334	637	825	1,246	1,209	1,429	1,572	1,730
Contribution to technical a/c	1,047	2,586	5,694	8,795	1,251	1,004	1,105	1,215
Total Expenses	3,360	2,850	6,186	9,794	2,505	2,559	2,815	3,097
PBT	**13,117**	**13,535**	**11,801**	**12,724**	**15,639**	**18,661**	**21,101**	**24,618**
Prov for Tax	(165)	66	275	877	50	(640)	-	-
PAT	**12,953**	**13,601**	**12,077**	**13,601**	**15,689**	**18,021**	**21,101**	**24,618**
Growth	***1%***	***5%***	***-11%***	***13%***	***15%***	***15%***	***17%***	***17%***

Balance sheet (INRm)	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Sources of Fund								
Share Capital	20,244	20,229	21,159	21,526	21,509	21,536	21,536	21,536
Reserves And Surplus	49,675	64,074	1,32,852	1,08,146	1,20,503	1,35,260	1,60,670	1,89,597
Shareholders' Fund	**67,999**	**86,377**	**1,54,859**	**1,29,868**	**1,46,517**	**1,61,256**	**1,86,666**	**2,15,593**
Policy Liabilities	6,52,708	8,55,230	10,43,425	14,32,696	17,53,488	21,07,778	25,19,571	30,08,332
Prov. for Linked Liab.	5,08,442	7,09,635	7,65,190	7,53,836	9,21,145	9,77,434	15,03,738	17,00,345
Funds For Future App.	42,209	47,866	50,435	50,533	46,386	51,424	56,567	62,223
Current liabilities & prov.	49,769	65,159	62,287	83,030	87,777	95,992	1,05,591	1,16,150
Total	**13,21,624**	**17,95,817**	**21,03,892**	**24,79,222**	**30,25,071**	**34,91,333**	**43,50,596**	**50,81,108**
Application of Funds								
Shareholders' inv	58,555	85,421	1,52,379	1,31,319	1,48,819	1,83,863	2,11,443	2,43,159
Policyholders' inv	6,71,886	9,05,378	10,83,110	14,64,485	18,17,966	21,62,671	27,94,538	33,35,116
Assets to cover linked liab.	5,41,821	7,47,595	8,06,215	7,92,015	9,55,416	10,16,282	12,03,546	13,47,972
Loans	2,991	4,240	6,428	15,853	18,972	23,783	26,161	28,777
Fixed Assets	3,301	3,401	3,427	3,802	4,158	6,011	6,311	6,627
Current assets	43,070	49,781	52,333	71,748	79,739	98,724	1,08,597	1,19,457
Total	**13,21,624**	**17,95,817**	**21,03,892**	**24,79,222**	**30,25,071**	**34,91,333**	**43,50,596**	**50,81,108**

Financials and valuations

Operating ratios (%)	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Investment yield	-2.7%	22.8%	10.8%	6.1%	15.2%	8.5%	9.5%	9.1%
Commissions / GWP	**4.6%**	**4.4%**	**4.2%**	**5.0%**	**8.3%**	**11.0%**	**10.9%**	**11.0%**
- first year premiums	17.9%	18.5%	17.0%	17.9%	28.4%	45.2%	45.2%	45.2%
- renewal premiums	1.6%	1.5%	1.5%	1.8%	1.6%	1.6%	1.6%	1.6%
- single premiums	1.3%	1.0%	1.3%	1.6%	8.5%	6.8%	6.8%	6.8%
Operating expenses / GWP	13.0%	11.9%	12.2%	14.7%	10.9%	8.8%	8.3%	7.9%
Total expense ratio	**16.9%**	**17.6%**	**16.3%**	**16.4%**	**19.7%**	**19.3%**	**19.8%**	**19.2%**
Claims / NWP	59.0%	59.2%	70.2%	68.5%	64.1%	56.5%	59.4%	58.6%
Solvency ratio	184%	201%	176%	203%	187%	194%	182%	179%

Persistency ratios (%)	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
13th Month	90.1%	90.0%	87.5%	87.5%	87.1%	86.9%	86.8%	86.8%
25th Month	80.2%	81.0%	78.8%	78.7%	79.2%	78.1%	78.0%	77.9%
37th Month	73.8%	71.0%	67.5%	72.4%	73.2%	73.6%	73.3%	73.2%
49th Month	67.2%	67.0%	63.2%	64.0%	69.7%	70.2%	71.2%	71.8%
61st Month	55.0%	53.0%	54.0%	52.3%	53.5%	63.5%	64.2%	65.2%

Profitability ratios (%)	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
VNB margin (%)	25.9%	26.1%	27.4%	27.5%	26.3%	25.6%	25.5%	26.0%
RoE (%)	20.8%	17.6%	10.0%	9.6%	11.4%	11.7%	12.1%	12.2%
RoIC (%)	56.8%	56.7%	21.6%	14.1%	14.7%	16.9%	19.8%	23.1%
Operating ROEV (%)	18.2%	18.5%	16.5%	19.7%	17.5%	16.7%	16.4%	16.6%
RoEV (%)	12.8%	28.9%	12.9%	31.5%	20.1%	16.7%	16.3%	16.5%

Valuation data points	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Total AUMs (INRb)	1,272	1,738	2,042	2,388	2,922	3,363	4,336	5,074
DPS	-	2.02	1.70	1.90	2.00	2.10	2.00	2.00
Dividend payout ratio (%)	0%	0%	33.82	26.41	26.03	-0.00	20.41	17.50
EPS, INR	6.0	6.3	5.6	6.3	7.3	8.4	9.8	11.4
Value of new business (INRb)	19.2	21.9	26.7	36.7	35.0	39.6	45.2	53.7
Embedded Value (INRb)	157.8	266.2	329.4	395.1	474.5	554.1	644.4	750.6
EV per share (INR)	73.4	123.7	153.1	183.7	220.6	257.6	299.6	348.9
VIF as % of EV	85%	66%	64%	68%	69%	71%	72%	73%
P/VIF (x)	1.2	0.9	0.8	0.6	0.5	0.4	0.4	0.3
P/AUM (%)	1.3	0.9	0.8	0.7	0.6	0.5	0.4	0.3
P/EV (x)	10.3	6.1	4.9	4.1	3.4	2.9	2.5	2.2
P/EPS (x)	125.7	119.7	134.8	119.7	103.8	90.4	77.2	66.1

Explanation of Investment Rating	
Investment Rating	**Expected return (over 12-month)**
BUY	>=15%
SELL	< - 10%
NEUTRAL	> - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures:
The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL),NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

MOFSL, it's associates, Research Analyst or their relatives may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst or their relatives may have actual beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may have any other potential conflict of interests at the time of publication of the research report or at the time of public appearance, however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

In the past 12 months, MOFSL or any of its associates may have:
a) received any compensation/other benefits from the subject company of this report
b) managed or co-managed public offering of securities from subject company of this research report,
c) received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
d) received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.

- MOFSL and it's associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.
- Subject Company may have been a client of MOFSL or its associates during twelve months preceding the date of distribution of the research report.
- Research Analyst may have served as director/officer/employee in the subject company.
- MOFSL and research analyst may engage in market making activity for the subject company.

MOFSL and its associate company(ies), and Research Analyst and their relatives from time to time may have:
a) a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein.
(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 company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.
To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report. MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report.

Terms & Conditions:
This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Analyst Certification
The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Disclosure of Interest Statement	**HDFC Life Insurance**
Analyst ownership of the stock	No

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to subject company for which Research Team have expressed their views.

Regional Disclosures (outside India)
This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:
This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Financial Services Limited (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. 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 Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.
MOTILAL Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the"1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and

interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act of Singapore .Accordingly, if a Singapore person is not, or ceases to be, such an investor, they must immediately discontinue any use of this Report and inform MOCMSPL .

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, 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 MOFSL 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. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

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

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.
Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN .: 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.