

Estimate change

TP change

Rating change



	SBILIFE IN
Bloomberg Equity Shares (m)	1,000
M.Cap.(INRb)/(USDb)	1117 / 14.6
52-Week Range (INR)	1293 / 914
1, 6, 12 Rel. Per (%)	4/0/4
12M Avg Val (INR M)	2249

Financials & Valuations (INR b)

Y/E MARCH	FY22	FY23E	FY24E
Net Premiums	584.3	697.9	841.9
Surplus / Deficit	18.8	21.5	29.2
Sh. PAT	15.1	16.4	18.1
NBP gr- unwttd (%)	23.4	22.0	23.0
NBP gr- APE (%)	23.4	22.1	23.6
Premium gr (%)	16.9	19.8	20.6
VNB margin (%)	25.9	26.7	27.0
RoEV (%)	18.7	18.3	19.5
Total AUMs (INRt)	2.7	3.2	3.9
VNB	37.0	45.7	57.3
EV per share	396.3	468.7	560.1

Valuations

P/EV (x)	2.8	2.4	2.0
P/EVOP (x)	16.2	14.1	11.6

*VNB, VNB margins based on ETR

Shareholding pattern (%)

As On	Mar-22	Dec-21	Mar-21
PromoterPromoter	55.5	55.7	55.7
DIIDII	12.5	12.0	6.9
FIIFII	24.2	24.5	30.5
OthersOthers	7.9	7.8	6.9

FII Includes depository receipts

CMP: INR1,117
TP: INR1,450 (+30%)
BUY

Performance in line with modest premium growth

RoEV grows 9% YoY

- SBILIFE reported a soft 4QFY22 with APE growth of 4% YoY and flattish VNB growth (missed our estimate by 2%). VNB margin improved 120bp QoQ to 26.8% while shareholders' PAT grew 26% YoY to INR6.7b.
- APE growth was muted in 4QFY22 due to pressure in ULIP and par products. ULIP posted a 6% decline YoY after four quarters of strong double-digit growth. The decline was led by heightened volatility in capital markets due to geopolitical crisis and increase in interest rates. Par products dipped 31% YoY.
- Persistency ratio improved across all cohorts with 120bp/110bp QoQ improvement in 13M/61M, respectively.
- On an ETR basis, EV grew 9% YoY to INR396b in FY22. Operating RoEV was at 20.6% for FY22 with an EVOP of INR69b. This is mainly because it included a positive impact of INR12.2b in operating experience and INR4.1b in VNB due to a change in computation method from ATR to ETR basis.
- We cut our growth projections marginally as we expect SBILIFE to deliver 22% CAGR in APE over FY22-24. VNB margin is estimated to improve 110bp over the same period to 27.0%, thus enabling 24% VNB CAGR, while RoEV sustains at ~20%. **SBILIFE remains our preferred pick in the Life Insurance space. Maintain BUY with a TP of INR1,450.**

Premium growth modest; methodology change drives robust EVOP growth

- SBILIFE reported 12% YoY growth in net premium, led by 15% YoY growth in renewal business and 8% YoY growth in new business. Shareholders' PAT grew 26% YoY aided by controlled expenses and lower claims.
- Total APE grew 4% YoY, due to a strong 97% YoY growth in non-par savings and 32% YoY growth in protection. Annuity growth moderated to 13% YoY in 4QFY22 after a strong 3Q. However, participating products and ULIPs businesses declined 31% YoY and 6% YoY, respectively.
- Absolute VNB growth was flat in 4QFY22 at INR11.1b. However, it saw a robust growth of 39% YoY in FY22 led by a combination of healthy 25% YoY APE growth and a 270bp improvement in VNB margin to 25.9%. Margin improvement was led by an improvement in product mix.
- Operating EVOP for FY22 came in at INR68.9 with an operating RoEV of 20.6%. However, this includes a couple of positive one-off items as SBILIFE migrated from ATR to ETR basis of computing embedded value (EV). An adverse mortality variance of INR10.8b in FY22 due to high Covid claims was offset by the positive impact of the change in computation methodology – INR12.2b in operating experience and INR4.1b in VNB.
- On the distribution front, the share of banca/agency channel in total APE stood at ~66%/~23%, with the banca channel gaining 252bp QoQ. The share of other channels (including tie-ups with other partners) was at ~11%.
- Though cost ratio inched up marginally to 5.1% in FY22 from 4.8% in FY21, SBILIFE continued to retain cost leadership v/s peers. Solvency ratio stood at 205% in 4Q v/s 209% in 3QFY22.

Nitin Aggarwal - Research Analyst (Nitin.Aggarwal@MotilalOswal.com)

Research Analyst: Yash Agarwal (Yash.Agarwal@MotilalOswal.com) / Vinayak Agarwal (Vinayak.Agarwal@MotilalOswal.com)

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Highlights from the management commentary

- SBILIFE launched a new product during the quarter namely – SBI Life Smart Platina plus. The response has been positive and the company witnessed record flows in a short span of time.
- The company will continue to grow non-par products that can witness an increase in its overall mix.
- Direct channels, web aggregators and others grew 66% YoY based on Individual NBP and 45% YoY based on Individual APE.
- The company aligned the VNB and EV as per the industry practice.

Shift in product mix to drive an improvement in VNB margin; retain BUY

SBILIFE reported a modest quarter with 4% YoY APE growth while VNB stood flat even though VNB margin improved sequentially fueled by an improving product mix. The shift in product mix towards higher margin products such as Non-PAR and Protection should continue to drive an improvement in VNB margin as ULIP growth moderates due to volatile capital markets. Despite a marginal rise in the cost ratio, SBILIFE continued to maintain cost leadership. Persistency saw improvement across cohorts. We estimate 22% CAGR in APE over FY22-24 and VNB margin to improve to 27.0% by FY24, thus enabling 24% VNB CAGR, while RoEV sustains at ~20%. **We maintain our BUY rating with a revised TP of INR1,450 (premised on 2.6x FY24E EV).**

Quarterly performance**(INR b)**

Policy holder's A/c (INR b)	FY21				FY22				FY21	FY22	FY22E 4Q	V/s Est.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
First year premium	10.9	23.2	32.8	36.6	14.0	36.1	40.7	38.5	103.4	129.4	40.3	(4.4)
Growth (%)	-34%	-9%	5%	45%	29%	56%	24%	5%	5%	25%	0.1	
Renewal premium	45.8	71.5	84.4	94.6	50.3	77.8	96.5	108.4	296.3	333.0	109.9	(1.4)
Growth (%)	30%	28%	24%	16%	10%	9%	14%	15%	23%	12%	0.2	
Single premium	19.7	36.2	21.6	28.1	21.6	37.0	49.2	31.2	102.9	125.2	29.4	6.1
Growth (%)	31%	71%	16%	119%	9%	2%	128%	11%	52%	22%	0.0	
Net premium income	75.9	128.6	137.7	155.6	83.1	146.6	180.3	174.3	497.7	584.3	175.0	(0.4)
Growth (%)	14%	27%	18%	31%	10%	14%	31%	12%	23%	17%	12%	
PAT	3.9	3.0	2.3	5.3	2.2	2.5	3.6	6.7	14.6	15.1	4.8	40.0
Growth (%)	5%	131%	-40%	0%	-43%	-18%	56%	26%	2%	3%	-10%	
Key metrics (INRb)												
New Business APE	12.7	27.1	35.0	39.7	16.2	39.7	45.7	41.3	113.7	141.9	42.9	(3.8)
Growth (%)	-31.7	-3.6	3.6	47.6	27.6	46.5	30.6	4.0	8.2	24.9	8.2	
VNB	2.6	5.4	7.6	11.0	3.9	10.3	11.7	11.1	26.6	37.0	11.3	(2.2)
Growth (%)	-21.2	3.8	22.6	103.7	50.0	90.7	53.9	0.9	19.8	39.1	3.2	
AUM	1,754	1,864	2,095	2,209	2,316	2,442	2,569	2,674	2,209	2,674	2,619	2.1
Growth (%)	19.3	20.4	27.6	37.7	32.1	31.0	22.6	21.1	37.7	21.1	18.6	
Key Ratios (%)												
VNB margins (%)	20.1	20.3	21.9	27.7	24.1	25.9	25.6	26.8	23.2	25.9	26.4	(38)
Solvency ratio (%)	239.0	245.0	234.0	215.0	215.0	212.0	209.0	205.0	214.7	205.0	205.3	31

E: MOFSL estimates

Quarterly snapshot

Policyholder A/C (INR b)	FY20				FY21				FY22				Change (%)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	YoY	QoQ
Net premium income	66.6	101.1	116.9	118.6	75.9	128.6	137.7	155.6	83.1	146.6	180.3	174.3	12	-3
First year prem	16.4	25.5	31.1	25.2	10.9	23.2	32.8	36.6	14.0	36.1	40.7	38.5	5	-5
Renewal prem	35.4	55.8	67.9	81.3	45.8	71.5	84.4	94.6	50.3	77.8	96.5	108.4	15	12
Single prem	15.1	21.1	18.6	12.8	19.7	36.2	21.6	25.3	19.4	33.3	44.3	28.1	11	-37
Investment Income	29.8	26.2	40.7	-66.8	85.8	55.9	127.8	45.1	74.1	107.3	24.2	30.0	-33	24
Total income	96.4	127.5	157.8	56.7	161.8	184.6	265.5	209.0	157.4	254.0	204.6	214.3	3	5
Commission paid	2.5	4.1	4.6	4.5	2.3	4.1	5.2	5.9	2.6	5.3	6.1	6.8	16	10
Operating expenses	5.0	6.1	6.4	7.3	5.5	6.0	6.5	6.6	6.1	7.5	7.9	9.0	36	14
Total comm. & Opex	7.5	10.1	11.0	11.8	7.7	10.1	11.6	12.5	8.8	12.8	14.0	15.8	27	13
Benefits paid	28.6	32.5	61.8	39.6	28.5	64.3	46.4	76.6	47.9	127.0	64.7	73.7	-4	14
Change in actuarial liability	54.5	79.0	76.6	-4.1	116.9	105.5	202.4	114.5	97.8	109.8	121.2	108.9	-5	-10
Total Expenses	90.6	121.7	149.3	47.3	153.2	179.9	260.5	203.6	154.4	249.6	199.9	198.4	-3	-1
PBT	4.6	4.1	6.8	7.3	8.5	3.1	3.6	3.9	1.5	2.9	2.6	13.1	238	394
Tax	1.8	0.6	0.7	0.7	2.4	-0.8	0.6	-1.2	0.4	0.3	0.3	0.3	-126	9
Surplus/(Deficit)	2.8	3.5	6.1	6.6	6.1	3.9	3.0	5.1	1.1	2.6	2.4	12.8	152	441
Shareholder's A/C														
Trf from policyholder a/c	2.2	0.6	2.7	9.2	2.8	1.1	0.7	12.2	-0.4	1.3	1.7	14.7	21	774
Investment income	1.7	1.4	1.7	-0.1	0.9	1.9	1.7	2.3	2.8	2.4	2.2	2.4	5	7
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-97	-94
Total income	3.9	2.0	4.5	9.1	3.8	3.1	2.4	14.5	2.4	3.8	3.9	17.1	18	337
PBT	3.8	1.2	3.9	5.2	3.9	3.0	2.3	6.2	2.3	2.5	3.8	6.9	12	82
PAT	3.7	1.3	3.9	5.3	3.9	3.0	2.3	5.3	2.2	2.5	3.6	6.7	26	85
APE Data														
Individual Savings	15.6	24.8	30.2	23.3	9.4	20.6	30.4	34.2	12.5	33.4	38.3	34.5	1	-10
Par	2.7	3.0	3.4	2.6	1.1	2.4	3.0	3.2	1.2	2.1	2.0	2.2	-31	10
Non Par	0.5	3.2	1.9	1.8	2.2	2.0	3.3	3.2	1.1	4.2	5.5	6.3	97	15
ULIP	12.4	18.6	24.9	18.9	6.1	16.2	24.1	27.8	10.2	27.1	30.8	26.0	-6	-16
Group Saving	1.0	1.3	1.1	0.6	1.2	1.9	0.8	1	0.9	1.5	2.1	1	0	-52
Total Protection	2.1	2.0	2.3	3.2	1.6	3.4	3.3	3.7	2.2	4.1	4.2	4.9	32	17
Individual	1.1	1.2	1.1	1.7	0.7	1.9	2.2	2.5	1.3	2.3	2.5	3.1	24	24
Group	1.0	0.8	1.2	1.5	0.9	1.5	1.1	1.2	0.9	1.8	1.7	1.8	50	6
Total APE	18.7	28	33.6	27.1	12.7	27	35.1	39.7	16.3	39.7	45.7	41.4	4	-9
APE (% of total)														
Individual Savings	83.4	88.6	89.9	86.0	74.0	76.3	86.6	86.1	76.7	84.1	83.8	83.3	-281	-47
Par	14.4	10.7	10.1	9.6	8.7	8.9	8.5	8.1	7.4	5.3	4.4	5.3	-275	94
Non Par	2.7	11.4	5.7	6.6	17.3	7.4	9.4	8.1	6.7	10.6	12.0	15.2	716	318
ULIP	66.3	66.4	74.1	69.7	48.0	60.0	68.7	70.0	62.6	68.3	67.4	62.8	-722	-459
Group Savings	5.3	4.6	3.3	2.2	9.4	7.0	2.3	2.5	5.5	3.8	4.6	2.4	-10	-218
Total Protection	11.2	7.1	6.8	11.8	12.6	12.6	9.4	9.3	13.5	10.3	9.2	11.8	252	265
Individual	5.9	4.3	3.3	6.3	5.5	7.0	6.3	6.3	8.0	5.8	5.5	7.5	119	202
Group Protection	5.3	2.9	3.6	5.5	7.1	5.6	3.1	3.0	5.5	4.5	3.7	4.3	133	63
Distribution mix (%)														
Banca	63.4	66.9	65.7	63.0	55.5	63.7	68.3	60.7	56.8	63.6	66.1	61.7	104	-434
Agency	28.0	26.3	27.8	28.9	26.6	22.6	24.6	30.7	29.0	26.6	22.8	27.6	-313	485
Others	8.6	6.8	6.5	8.1	18.0	13.7	7.1	8.6	14.2	9.8	11.2	10.7	209	-51

Quarterly snapshot continued

Key Ratios (%)	FY20				FY21				FY22				Change (%)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	YoY	QoQ
Operating ratios														
Comm.(Unwtd)	3.7	4.0	3.9	3.8	2.9	3.2	3.7	3.7	3.1	3.6	3.4	3.9	13	49
Opex (Unwtd)	7.4	5.9	5.5	6.1	7.1	4.6	4.7	4.2	7.3	5.1	4.3	5.1	92	80
Total Cost (Unwtd)	11.2	9.9	9.3	9.9	10.1	7.7	8.4	8.0	10.5	8.9	7.7	9.0	105	128
Solvency ratio	217.0	220.0	230.0	195.0	239.0	245.0	234.0	215.0	215.0	212.0	209.0	205.0	-1,000	-400
Operating ratios														
VNB margins	19.9	20.5	20.3	21.0	20.1	20.3	21.9	27.7	24.1	25.9	25.6	26.8	-90	121
Persistency ratios														
13th month	84.5	85.8	85.7	86.1	81.6	85.9	86.2	87.9	84.5	87.7	87.2	88.4	48	120
25th month	76.0	77.4	77.7	78.5	76.0	78.8	79.0	79.4	76.7	79.8	80.2	81.7	231	150
37th month	70.6	71.0	71.1	71.6	68.9	72.1	72.9	74.1	73.1	75.0	75.3	76.0	192	70
49th month	67.9	67.9	67.4	67.3	63.8	66.3	66.9	68.1	67.0	69.3	69.9	71.4	333	150
61st moth	56.3	57.5	58.5	59.9	63.1	60.9	61.7	61.6	60.9	60.7	60.9	62.0	37	110
Key Metrics (INRb)														
VNB	3.7	5.7	7.1	5.7	2.6	5.4	7.6	11.0	3.9	10.3	11.7	11.1	1	-5
EV	NA	261.5	NA	276.4	NA	312.7	NA	364.0	NA	384.9	NA	396.3	9	NA
AUM	1470	1548	1642	1604	1754	1864	2095	2209	2316	2442	2569	2674	21	4
Equity Mix (%)	23.0	23.0	24.0	21.0	24.0	24.0	27.0	27.0	28.0	30.0	29.0	29.0	200	0

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



Highlights from the management commentary

Business mix related

- Aligned the VNB and EV according to the industry practice
- Individual business remained the focused area and grew 32% YoY. Single premium comprised 24% of total mainly driven by the annuity business
- Sum assured within the Individual business grew 16% YoY v/s 3% YoY for the industry
- Credit life protection business grew 21% YoY (INR5.4b and INR17b) on NBP basis
- SBI Life expects an uptick in the protection business based on total APE
- SBI Life launched a new product during the quarter namely – SBI Life Smart Platina plus. The response has been positive and the company witnessed record flows within a short span of time
- The company grew Individual annuity business by 40% YoY in FY22 (58% YoY for 4QFY22 – INR17.8b) while Group annuity was flat at INR16.9b
- SBILIFE will continue to grow Non-Par business that can witness an increase in its overall mix

Operating metrics related

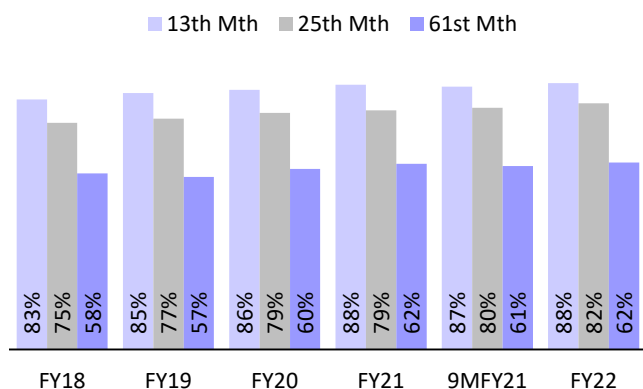
- Aligned the VNB and EV as per the industry practice based on ETR
- The impact of change in accounting was INR12b that was shown under the operating experience variance
- Focus will remain on digitalization to improve customer experience
- Favorable FRA is enabling SBILIFE to maintain low interest rate sensitivity. This is enabling the company to offer better rates in Non-PAR guarantee products
- Re-pricing was done in the guaranteed products only. Overall, management expects the margins to improve further despite yields going up
- Growth in Non-PAR products is likely to result in further accretion of margins
- Total Covid claims, net of re-insurance, stood at INR15.1b

Distribution related

- Direct channels, web aggregators and others grew 66% YoY based on Individual NBP and 45% YoY based on Individual APE

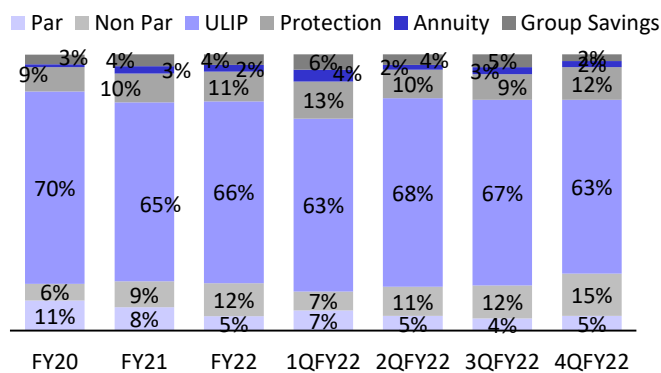
Key exhibits

Exhibit 1: Persistency trends across cohorts



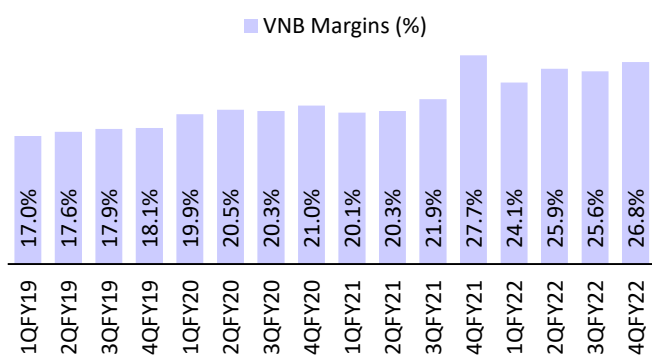
Source: MOFSL, Company

Exhibit 2: ULIP/Protection share at 63%/12%



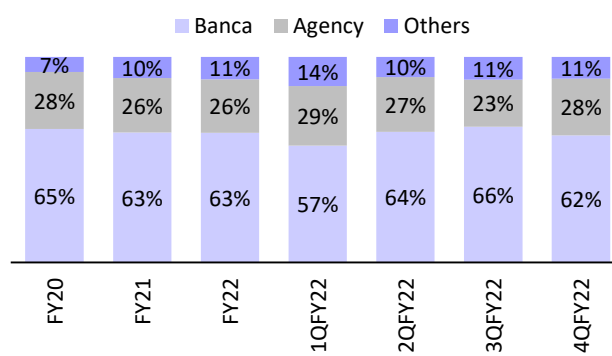
Source: MOFSL, Company

Exhibit 3: VNB margin improves to 26.8%



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

Exhibit 4: Share of distribution mix across channels



Source: MOFSL, Company; Distribution mix based on APE

Valuation and view

- With an Individual-rated premium market share of ~23.4% in FY22 within private players, SBILIFE is the market leader. While the APE growth moderated over 4QFY22, we expect it to pick up and report 22% CAGR over FY22-24.
- The share of ULIP has moderated in 4QFY22 due to volatile capital markets. The management, however, has started focusing more on the Protection/Non-PAR segments. This would continue to aid VNB margin expansion going ahead.
- **Maintain BUY with a TP of INR1,450:** SBILIFE reported a modest quarter with 4% YoY APE growth while VNB stood flat even though VNB margin improved sequentially fueled by an improving product mix. The shift in product mix towards higher margin products such as Non-PAR and Protection should continue to drive an improvement in VNB margin as ULIP growth moderates due to volatile capital markets. Despite a marginal rise in the cost ratio, SBILIFE continued to maintain cost leadership. Persistency saw improvement across cohorts. We estimate 22% CAGR in APE over FY22-24 and VNB margin to improve to 27.0% by FY24, thus enabling 24% VNB CAGR, while RoEV sustains at ~20%. **We maintain our BUY rating with a revised TP of INR1,450 (premised on 2.6x FY24E EV).**

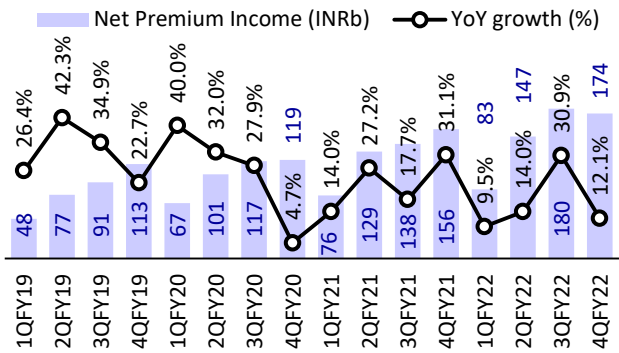
Exhibit 5: We cut our EV estimates by 7% each for FY23/FY24

INR b	Old Est.		Revised Est.		Estimates Chg.	
	FY23E	FY24E	FY23E	FY24E	FY23E	FY24E
Technical Account						
Net Premiums	710.9	869.2	697.9	841.9	-1.8	-3.1
Invnt income	187.2	223.0	187.2	222.4	0.0	-0.3
Total income	911.5	1,109.0	898.5	1,081.1	-1.4	-2.5
Commission	28.0	34.7	27.1	33.0	-3.2	-4.8
Operating expenses	39.5	49.1	38.8	47.6	-1.9	-3.2
Surplus / Deficit	19.4	27.6	21.5	29.2	11.1	5.7
Shareholder's Account						
Total Income	23.5	27.4	25.5	29.8	8.6	8.8
Total Expenses	7.3	9.2	8.9	11.5	21.7	24.1
PBT	16.2	18.1	16.6	18.3	2.7	1.0
PAT	16.0	17.9	16.4	18.1	2.7	1.0
Key Metrics						
VNB (INRb)	47.6	60.6	45.7	57.3	-3.9	-5.5
EV (INRb)	505	599	469	560	-7.2	-6.5
Ratios						
VNB margin (%)	26.1	26.4	26.7	27.0	57.3	65.4
Op. RoEV (%)	18.6	19.0	19.9	20.5	137.1	150.8
RoEV (%)	18.1	18.6	18.3	19.5	17.2	90.6

Source: Company, MOSL

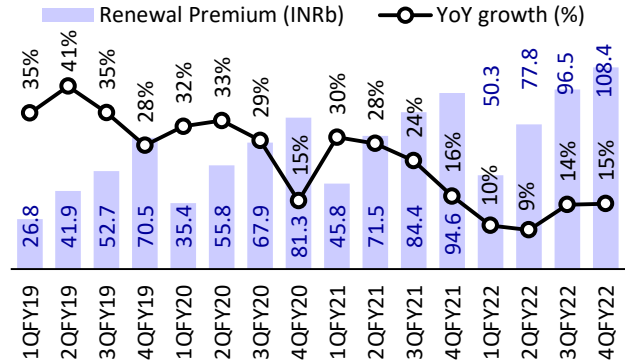
Story in charts

Exhibit 6: Net premium grows at 12% YoY



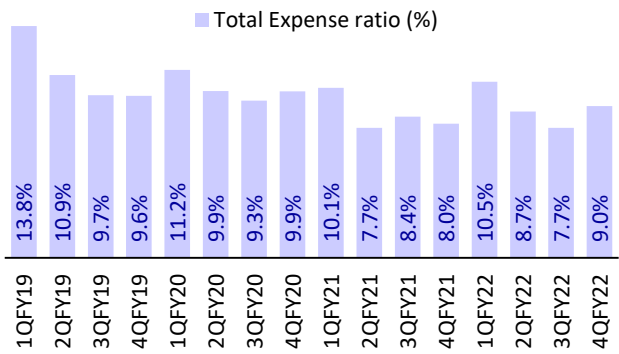
Source: MOFSL, Company

Exhibit 7: Renewal premium growth improves to 15% YoY



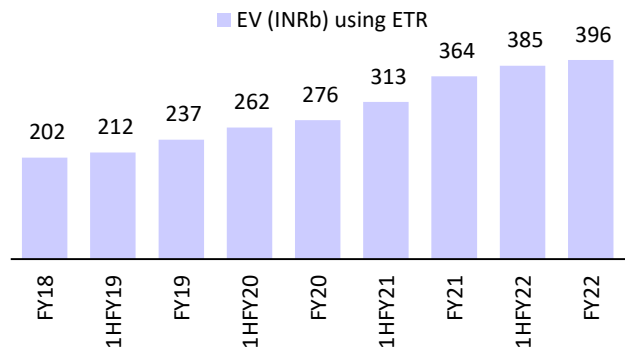
Source: MOFSL, Company

Exhibit 8: Total expense ratio stands at 8.8% in FY22



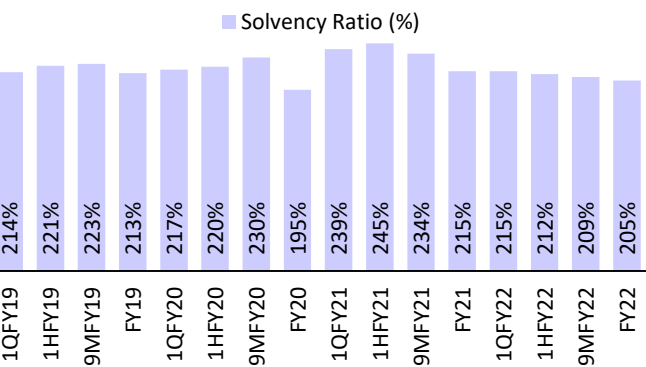
Source: MOFSL, Company

Exhibit 9: EV stands at INR396b



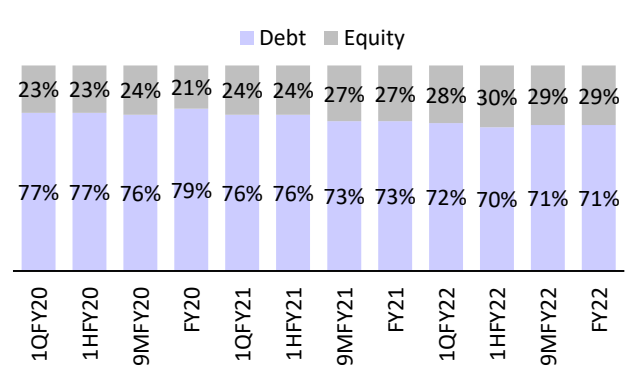
Source: MOFSL, Company

Exhibit 10: Solvency ratio healthy at 205% v/s the regulatory requirement of 150%



Source: MOFSL, Company

Exhibit 11: Equity proportion in total AUM stands at 29%



Source: MOFSL, Company

Financials and valuations

Technical account (INR b)	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Gross Premiums	253.5	329.9	406.3	502.5	587.6	703.7	848.6
Reinsurance Ceded	(1.9)	(1.0)	(3.1)	(4.9)	(3.3)	(5.8)	(6.8)
Net Premiums	251.7	328.9	403.2	497.7	584.3	697.9	841.9
Income from Investments	84.6	112.1	30.0	314.6	235.7	187.2	222.4
Total income (A)	337.7	442.6	438.4	820.8	830.3	898.5	1,081.1
Commission	11.2	13.5	16.2	17.7	21.6	27.1	33.0
Operating expenses	17.2	21.2	24.1	24.1	29.7	38.8	47.6
Total commission and opex	28.4	34.7	40.3	41.9	51.3	65.9	80.6
Benefits Paid (Net)	117.1	152.9	162.5	215.8	313.4	252.5	304.8
Change in reserves	176.0	235.9	206.0	539.3	437.6	546.9	650.0
Total expenses (B)	325.1	429.0	415.7	801.8	810.2	874.5	1,046.5
(A) - (B)	12.6	13.6	22.8	19.1	20.1	24.0	34.5
Prov. for Tax	2.4	2.7	3.8	1.0	1.3	2.4	5.4
Surplus / Deficit (calculated)	10.2	10.9	19.0	18.1	18.8	21.5	29.2

Shareholder's a/c (INR b)	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Transfer from technical a/c	8.3	10.0	14.6	16.8	17.3	17.7	20.6
Income From Investments	4.6	5.2	4.8	6.9	9.9	7.8	9.2
Total Income	12.9	15.2	19.5	23.7	27.2	25.5	29.8
Contribution to technical a/c	0.8	1.0	4.8	8.2	9.8	6.7	8.4
Total Expenses	1.1	1.4	5.3	8.3	11.6	8.9	11.5
PBT	11.8	13.7	14.1	15.4	15.6	16.6	18.3
PAT	11.5	13.3	14.2	14.6	15.1	16.4	18.1
<i>Growth</i>	20.5%	15.3%	7.2%	2.4%	3.4%	9.2%	10.0%

Premium (INR b) & growth (%)	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
New business prem - unwtd	110	138	166	206	255	311	382
New business prem - wrp	84	95	105	114	142	171	212
Renewal premium	144	192	240	296	333	393	467
Total premium - unwtd	254	330	406	503	588	704	849
New bus. growth - unwtd	8.1%	25.8%	20.3%	24.3%	23.4%	22.0%	23.0%
New business growth - wrp	27.6%	13.2%	10.2%	8.2%	23.4%	22.1%	23.6%
Renewal premium growth	32.3%	33.4%	25.2%	23.2%	12.4%	18.0%	18.7%
Total prem growth - unwtd	20.6%	30.1%	23.2%	23.7%	16.9%	19.8%	20.6%

Premium mix (%)	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
New business - unwtd							
- Individual mix	76.7%	69.9%	67.8%	60.6%	68.0%	70.0%	70.0%
- Group mix	23.3%	30.1%	32.2%	39.4%	32.0%	30.0%	30.0%
New business mix - WRP							
- Participating	24.0%	18.4%	10.9%	8.4%	8.4%	9.5%	9.9%
- Non-participating	9.0%	10.3%	18.6%	26.6%	26.6%	25.8%	25.7%
- ULIPs	67.0%	71.3%	70.5%	65.0%	65.0%	64.7%	64.4%
Total premium mix - unwtd							
- Participating	24.8%	21.8%	18.3%	15.1%	15.6%	15.0%	14.8%
- Non-participating	19.5%	20.8%	23.8%	28.2%	29.5%	31.6%	32.0%
- ULIPs	55.7%	57.4%	57.9%	56.6%	54.9%	53.4%	53.2%

Individual prem sourcing mix (%)	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Individual agents	31.2%	29.6%	28.8%	27.7%	26.7%	27.7%	28.4%
Corporate agents-Banks	67.4%	68.9%	67.5%	65.4%	67.0%	65.0%	63.4%
Direct business	0.8%	0.7%	2.0%	4.1%	4.5%	5.3%	6.0%
Others	0.5%	0.7%	1.8%	2.8%	1.8%	2.0%	2.2%

Financials and valuations

Balance sheet (INR b)	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E
Sources of Fund							
Share Capital	10.0	10.0	10.0	10.0	10.0	10.0	10.0
Reserves And Surplus	53.7	64.6	78.8	90.9	104.2	117.6	132.3
Shareholders' Fund	65.3	75.8	87.4	104.0	116.2	129.4	143.8
Policy Liabilities	555.6	649.5	761.2	924.1	1,097.6	1,342.3	1,617.8
Prov. for Linked Liab.	495.6	605.9	763.0	965.5	1,174.9	1,322.7	1,553.7
Funds For Future App.	-	2.8	7.1	8.4	9.9	11.7	13.8
Current liabilities & prov.	35.5	37.4	30.2	42.4	51.3	53.4	55.7
Total	1,217.1	1,467.3	1,655.8	2,268.3	2,733.4	3,220.2	3,847.4
Application of Funds							
Shareholders' inv	50.1	57.2	68.3	86.0	100.8	118.9	140.3
Policyholders' inv	544.9	644.7	734.2	939.4	1,121.3	1,356.3	1,632.6
Assets to cover linked liab.	549.4	691.3	785.7	1,162.2	1,426.3	1,644.5	1,955.6
Current assets	65.2	66.4	58.2	71.5	76.2	90.7	108.0
Total	1,217.1	1,467.3	1,655.8	2,268.3	2,733.4	3,220.2	3,847.4
Operating ratios (%)							
Investment yield	7.8%	8.4%	1.9%	15.1%	9.5%	6.3%	6.4%
Commissions / GWP	4.4%	4.1%	4.0%	3.5%	3.7%	3.8%	3.9%
- first year premiums	8.7%	8.3%	8.4%	8.4%	8.3%	8.8%	8.8%
- renewal premiums	2.7%	2.7%	2.7%	2.6%	2.6%	2.6%	2.6%
- single premiums	0.8%	1.5%	1.4%	1.1%	1.2%	1.8%	1.8%
Operating expenses / GWP	6.8%	6.4%	5.9%	4.8%	5.1%	5.5%	5.6%
Total expense ratio	11.2%	10.5%	9.9%	8.3%	8.7%	9.4%	9.5%
Claims / NWP	46.4%	46.3%	40.1%	43.2%	53.6%	36.0%	36.0%
Solvency ratio	206%	213%	195%	215%	205%	197%	192%
Persistency ratios (%)							
13th Month	83.0%	85.1%	86.1%	87.9%	88.4%	88.8%	89.1%
25th Month	75.2%	76.7%	78.5%	79.4%	81.7%	83.1%	83.9%
37th Month	70.0%	71.4%	71.6%	74.1%	76.0%	77.0%	77.4%
49th Month	63.9%	66.4%	67.3%	68.1%	71.4%	73.1%	73.9%
61st Month	58.4%	57.2%	59.9%	61.6%	62.0%	62.2%	62.4%
Profitability ratios (%)							
VNB margin (%)	18.4%	19.8%	20.7%	23.2%	25.9%	26.7%	27.0%
Operating ROEV (%)	18.0%	17.3%	20.5%	19.1%	20.6%	19.9%	20.5%
RoEV (%)	15.3%	17.5%	17.4%	27.0%	18.7%	18.3%	19.5%
Valuation ratios							
Total AUMs	1,163	1,410	1,604	2,209	2,674	3,213	3,878
- of which equity AUMs (%)	23%	23%	21%	27%	29%	30%	31%
Dividend %	20%	20%	0%	25%	20%	30%	34%
Dividend payout ratio (%)	21%	18%	0%	17%	13%	18%	19%
EPS, INR	11.5	13.3	14.2	14.6	15.1	16.4	18.1
VNB	15.7	19.2	22.2	26.6	37.0	45.7	57.3
- VNB growth (%)	36.1%	22.3%	15.6%	19.8%	39.1%	24%	25%
EV per share	201.7	237.3	276.4	364.0	396.3	468.7	560.1
VIF as % of EV	61%	62%	63%	66%	68%	70%	73%
P/VIF	9.6	8.1	6.7	5.1	4.1	3.4	2.7
P/AUM (%)	96%	79%	70%	51%	42%	35%	29%
P/EV (x)	5.5	4.7	4.0	3.1	2.8	2.4	2.0
P/EPS (x)	97.1	84.2	78.5	76.7	74.1	67.9	61.7
P/EVOP (x)	37.6	33.8	24.3	22.2	16.2	14.1	11.6
P/VNB (x)	71.1	58.2	50.3	42.0	30.2	24.4	19.5

*VNB, VNB margin, and EV is based on ETR

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UNDER REVIEW	Rating may undergo a change
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* MOSL has been amalgamated with Motilal Oswal Financial Services Limited (MOFSL) w.e.f August 21, 2018 pursuant to order dated July 30, 2018 issued by Hon'ble National Company Law Tribunal, Mumbai Bench.