Emkay

Valuation comfort to continue driving near-term outperformance

TARGET PRICE (Rs): 850

BFSI → Company Update → November 28, 2023

LICI shares have moved up ~10% in the previous week, as undemanding valuation along with likelihood of a step-jump in dividend payout seems to have worked in its favor. Earlier on 12-Nov, we had upgraded the stock to BUY (Read: Upgrade to BUY) post LIC's mixed bag of H1 results. Though the structural challenges of slower growth-led market-share loss and of bloated operating cost persist, their impact should be lower going forward than in the recent past. Additionally, a large part of Equity investments in the non-par book are excess investments over the liabilities and will hence not cause any meaningful ALM risk/volatility in the Available Solvency Margin, albeit will lead to EV volatility, in our view. With strong Solvency of 190% and healthy surplus generation amid relatively slower growth, the company is in a comfortable position to materially increase its dividend payout. We reiterate our BUY rating on the stock, and raise our Sep-24E TP to Rs850/share (on 0.7x Sep-25 P/EV).

LIC: Financial Snapshot (Standalone)						
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E	
GWP	42,80,250	47,46,681	45,38,479	49,21,732	53,46,547	
APE	5,03,900	5,66,820	5,48,817	6,00,680	6,45,220	
VNB	76,190	91,560	85,798	98,306	1,09,080	
VNB margin (%)	15.1	16.2	15.6	16.4	16.9	
APE growth (%)	19.5	12.5	(3.2)	9.5	7.4	
VNB growth (%)	82.8	20.2	(6.3)	14.6	11.0	
Adj. EPS (Rs)	6.4	57.5	56.8	57.7	63.1	
EV	54,14,920	58,22,430	67,41,285	73,37,686	79,83,968	
EVOP	5,57,790	5,88,830	6,08,592	6,87,609	7,46,095	
Op. RoEV (%)	58.3	10.9	10.5	10.2	10.2	
EVPS (INR)	856.1	920.5	1,065.8	1,160.1	1,262.3	
P/EV (x)	0.8	0.7	0.6	0.6	0.5	
P/EVOP (x)	7.6	7.2	7.0	6.2	5.7	

Source: Company, Emkay Research

Attractive valuation drives LIC's share performance

The LIC shares were up $\sim 10\%$ in the previous week ended 24-November. The rally in shares seems to be largely driven by a highly attractive valuation (FY25E P/EV: 0.58x as on 24-Nov, even after the 10% run-up in the week vs listed peers' average of 2.1x), which is already more than pricing-in the structural challenges of market-share loss and bloated cost structure. The challenges of the slower growth-led market-share loss to private players and the higher commission-/employee expenses-driven bloated cost structure are here to stay, but their impact is likely to be less pronounced than that's seen in recent years.

Strong solvency and healthy surplus generation make a case for a step-jump in dividend

At 190%, LIC's Solvency level is reasonably strong, and its relatively slower growth and sustained surplus generation from the back-book make a case for a step-jump in dividend. A considerable (~35%) part of the non-par investment book being invested in equity is a concern for LIC. However, majority of this equity investment is in the form of excess assets over liabilities in the non-par account; hence, it does not entail any material concern from the ALM perspective neither any major volatility in the available solvency margin (fair value changes adjusted in the ASM calculations), with the impact remaining limited to causing volatility in the Embedded Value (the 10% Equity Market move driving a 7% move in EV).

We reiterate BUY, on valuation comfort

Even after the recent upmove in LIC shares, we maintain our stance that valuation remains attractive and prices-in the aforementioned structural challenges as well as any technical overhangs around a likely stake-sale by the promoter. Delivering a sustainable operating RoEV of $\sim 10.5\%$ and single-stage growth rate of 5%, we value LIC shares at 0.7x Sep-25 P/EV, with our new Sep-24E target price of Rs850/share (Rs760 earlier).

Target Price – 12M	Sep-24
Change in TP (%)	11.8
Current Reco.	BUY
Previous Reco.	BUY
Upside/(Downside) (%)	25.4
CMP (24-Nov-23) (Rs)	677.7

Stock Data	Ticker
52-week High (Rs)	754
52-week Low (Rs)	530
Shares outstanding (mn)	6,325.0
Market-cap (Rs bn)	4,286
Market-cap (USD mn)	51,408
Net-debt, FY24E (Rs mn)	0
ADTV-3M (mn shares)	1
ADTV-3M (Rs mn)	647.3
ADTV-3M (USD mn)	7.8
Free float (%)	-
Nifty-50	19,795
INR/USD	83.4
Shareholding, Sep-23	
Promoters (%)	96.5
FPIs/MFs (%)	0.1/0.9

Price Performance						
(%)	1M	3M	12M			
Absolute	9.7	3.4	8.6			
Rel. to Nifty	6.9	1.2	1.4			

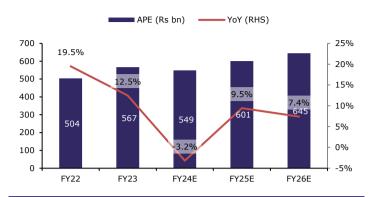


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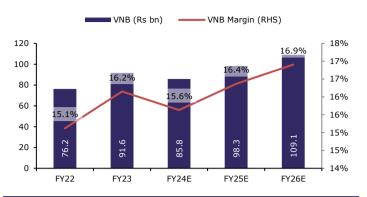
Story in Charts

Exhibit 1: We expect LIC to report an APE of Rs549bn in FY24E



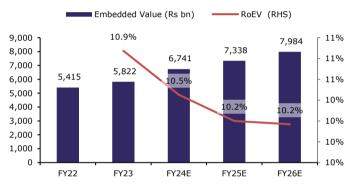
Source: Company, Emkay Research

Exhibit 2: LIC's VNB margin estimated to dip to 15.6% during FY24E



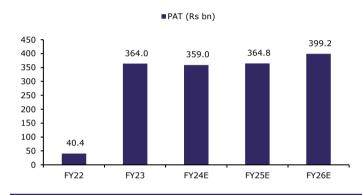
Source: Company, Emkay Research

Exhibit 3: LIC expected to report an EV of Rs7,984bn during FY26E



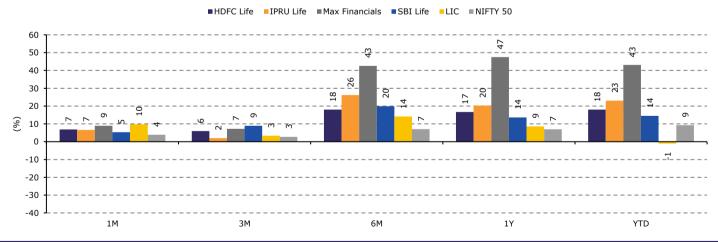
Source: Company, Emkay Research

Exhibit 4: LIC likely to report PAT at Rs 359bn during FY24E



Source: Company, Emkay Research

Exhibit 5: LIC was the top performer last month, in the Life Insurance pack



Source: Bloomberg, Emkay Research

Exhibit 6: Peer Valuation

Company	Unit		HDFC	Life		IC	ICI Prud	ential Lif	e	Max	x Financi	al Servic	es		SBI	Life			L	IC .	
Bloomberg ticker			HDFCL	IFE IN			IPRU	IN			MAXI	F IN			SBILIF	E IN			LIC	: IN	
Rating			BU	ΙΥ			HOLD BUY		BUY				BI	JY							
Current market price	Rs		66	8			55	5			96	9		1410				678			
Market Capitalisation	Rs bn		143	36			80	0			33	5			141	l1		4286			
Market Capitalisation	USD mn		17,2	227			9,5	94			4,0	13			16,9	27			51,	410	
Target price	Rs		74	0			61	0			109	90			169	90			8!	50	
Upside/Downside	%		10.	.8			9.8	3			12				19	.9			24	1.0	
			HDFC			IC	ICI Prud	ential Lif	e	Max	x Financi	al Servic	es		SBI	Life				IC O	
Profitability		FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E
VNB Margin	%	27.6	27.6	28.6	29.0	32.0	29.9	29.5	30.0	31.2	27.0	27.5	27.5	30.1	28.5	28.8	29.1	16.2	15.6	16.4	16.9
Operating RoEV	%	21.6	19.4	18.8	18.5	17.4	16.2	15.8	15.6	22.1	20.2	19.1	18.8	22.8	21.1	20.2	19.3	10.9	10.5	10.2	10.2
Valuation at CMP		FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E
P/EV	Х	3.6	3.0	2.6	2.2	2.2	1.9	1.7	1.5	2.6	2.0	1.7	1.4	3.1	2.6	2.1	1.8	0.7	0.6	0.6	0.5
P/EVOP	X	22.0	18.7	16.1	13.8	14.5	13.9	12.2	10.7	13.2	12.6	10.4	8.9	15.6	14.5	12.7	11.1	7.3	7.0	6.2	5.7
Implied P/VNB	х	30.8	26.4	20.7	16.1	17.4	17.0	13.2	9.9	13.9	13.5	9.4	6.7	20.0	17.1	13.6	10.5	-12.3	-17.9	-25.0	-28.0
Implied P/VIF	X	4.9	3.9	3.2	2.6	2.2	1.9	1.7	1.5	3.0	2.3	1.9	1.6	4.0	3.2	2.6	2.1	0.7			
P/B	х	11.1	10.1	9.1	8.2	7.9	7.5	7.0	6.6	7.8	7.0	6.2	5.5	10.8	9.6	8.4	7.3	9.4	5.9	4.3	3.3
P/E	х	104.9	90.4	70.5	62.1	98.4	86.2	72.3	65.2	88.4	68.3	56.8	48.1	82.0	69.1	60.4	52.9	11.8	11.9	11.7	10.7
P/AUM	х	0.60	0.54	0.48	0.42	0.32	0.29	0.27	0.25	0.34	0.28	0.24	0.21	0.46	0.38	0.32	0.27	0.10	0.09	0.08	0.08
per share data		FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E
EV	Rs	183.9	220.7	260.6	306.8	247.9	289.2	331.7	380.2	377.0	482.9	571.8	674.8	460.1	550.2	659.3	784.3	920.5	1065.8	1160.1	1262.3
EVOP	Rs	30.4	35.6	41.5	48.2	38.2	40.1	45.6	51.9	73.5	77.1	93.5	108.6	90.4	97.1	111.1	127.0	93.1	96.2	108.7	118.0
VNB	Rs	17.1	18.3	21.6	25.3	19.2	18.1	20.1	22.6	45.7	43.9	51.6	59.5	50.7	55.5	63.1	71.6	14.5	13.6	15.5	17.2
VIF	Rs	124.4	155.7	188.5	226.7	247.9	289.2	331.7	380.2	301.8	362.2	441.4	533.2	320.8	388.7	476.9	577.8	847.7	0.0	0.0	0.0
Book Value	Rs	60.4	66.0	73.1	81.1	70.2	74.4	79.0	84.1	125.0	139.2	156.2	176.4	130.1	147.4	168.2	192.3	72.2	114.8	158.1	205.5
Earnings	Rs	6.4	7.4	9.5	10.8	5.6	6.4	7.7	8.5	11.0	14.2	17.1	20.1	17.2	20.4	23.3	26.6	57.5	56.8	57.7	63.1
AUM	Rs	1,111	1,233	1,396	1,597	1,727	1,895	2,031	2,189	2,884	3,439	4,008	4,659	3,076	3,677	4,364	5,149	6,955	7,602	8,168	8,792
ANW		59.5	65.0	72.1	80.2	28.1	43.5	45.6	51.9	79.9	126.7	137.5	150.1	139.1	161.4	182.2	206.3	72.9	0.0	0.0	0.0
Key parameters		FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E
APE	Rs bn	133.4	142.6	162.4	187.8	86.4	87.0	97.9	108.4	62.5	69.3	79.9	92.1	168.1	194.8	219.4	246.4	566.8	548.8	600.7	645.2
VNB	Rs bn	36.7	39.4	46.4	54.5	27.7	26.0	28.9	32.5	19.5	18.7	22.0	25.3	50.7	55.5	63.2	71.6	91.6	85.8	98.3	109.1
EVOP	Rs bn	64.9	76.6	89.3	103.7	54.9	57.6	65.5	74.6	31.3	32.8	39.9	46.3	90.4	97.1	111.2	127.1	588.8	608.6	687.6	746.1
EV	Rs bn	395.3	474.4	560.1	659.5	356.3	415.7	476.7	546.4	162.6	208.3	246.6	291.1	460.4	550.5	659.7	784.8	5,822	6,741	7,338	7,984
Net Worth	Rs bn	129.9	141.8	157.0	174.4	100.9	106.9	113.6	120.9	43.1	48.0	53.9	60.9	130.2	147.5	168.3	192.5	456.7	726.4	1,000.0	1,299.5
Net Profit	Rs bn	13.6	15.9	20.4	23.1	8.1	9.3	11.0	12.2	4.5	6.2	7.4	8.7	17.2	20.4	23.3	26.7	364.0	359.0	364.8	399.2
AUM	Rs bn	2,388	2,651	3,001	3,434	2,482	2,724	2,919	3,147	1,229	1,465	1,708	1,985	3,079	3,680	4,368	5,153	43,988	48,082	51,663	55,608
Growth YoY		FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E	FY23	FY24E	FY25E	FY26E
APE	%	36.7	6.9	13.8	15.7	11.7	0.7	12.5	10.8	11.8	10.9	15.3	15.3	17.6	15.9	12.6	12.3	12.5	-3.2	9.5	7.4
VNB	%	37.3	7.1	17.9	17.3	27.8	-5.8	11.0	12.3	27.6	-4.0	17.4	15.3	37.0	9.5	13.8	13.4	20.2	-6.3	14.6	11.0
EVOP	%	47.3	18.1	16.5	16.1	71.9	4.9	13.8	13.9	37.6	4.8	21.4	16.1	59.5	7.4	14.4	14.3	5.6	3.4	13.0	8.5
EV	%	31.5	20.0	18.1	17.7	12.7	16.6	14.7	14.6	14.7	28.1	18.4	18.0	16.2	19.6	19.8	19.0	7.5	15.8	8.8	8.8
Net Worth	%	-16.1	9.2	10.8	11.0	10.2	6.0	6.2	6.5	9.6	11.4	12.3	12.9	12.0	13.3	14.1	14.4	338.7	59.1	37.7	29.9
Net Profit	%	12.6	16.7	28.3	13.5	6.8	14.1	19.3	10.9	41.9	36.5	20.1	17.9	14.2	18.7	14.3	14.3	800.2	-1.4	1.6	9.4
AUM	%	17.0	11.0	13.2	14.4	3.6	9.7	7.2	7.8	14.3	19.3	16.5	16.2	15.1	19.5	18.7	18.0	8.0	9.3	7.4	7.6

Source: Company, Emkay Research

LIC: Standalone Financials and Valuations

Profit & Loss					
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
Gross premium	42,80,250	47,46,681	45,38,479	49,21,732	53,46,547
Net premium	42,74,192	47,40,046	45,32,135	49,14,852	53,39,073
Investment income	29,28,945	30,63,901	38,44,253	36,76,333	39,42,504
Other income	7,889	77,786	1,411	1,138	947
Total revenue	72,11,026	78,81,734	83,77,799	85,92,324	92,82,525
Commission expense	2,31,715	2,55,804	2,49,284	2,67,807	2,82,751
Operating expense	3,88,907	4,81,456	3,69,560	4,00,767	4,24,681
Benefits paid (net)	35,74,649	34,25,768	33,59,503	40,51,696	43,21,873
Change in reserves	29,72,776	34,33,828	39,77,991	34,52,184	38,05,244
Total expenses	71,53,961	75,01,912	80,21,387	82,40,256	89.05.242
Surplus/Deficit	57,065	3,79,822	3,56,411	3,52,067	3,77,283
Trf from policyholders' acct	38,754	3,59,077	3,56,411	3,52,067	3,77,283
Shareholders' results	1,913	5,491	21,432	31,966	42,979
PBT	40,667	3,64,568	3,77,843	3,84,033	4,20,262
Tax expense	236	594	18,892	19,202	21,013
Reported PAT	40,431	3,63,974	3,58,951	3,64,832	3,99,249
PAT growth (%)	39.4	800.2	(1.4)	1.6	9.4
Adjusted PAT	40,431	3,63,974	3,58,951	3,64,832	3,99,249
Diluted EPS (Rs)	6.4	57.5	56.8	57.7	63.1
Diluted EPS growth (%)	(78.0)	800.2	(1.4)	1.6	9.4
DPS (Rs)	0.0	1.5	14.2	14.4	15.8
Dividend payout (%)	0.0	2.6	25.0	25.0	25.0
Effective tax rate (%)	1	0	5	5	5
Shares outstanding (mn)	6,325	6,325	6,325	6,325	6,325

Source: Company, Emkay Research

Miscellaneous Metrics					
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
APE	5,03,900	5,66,820	5,48,817	6,00,680	6,45,220
VNB	76,190	91,560	85,798	98,306	1,09,080
VNB margin (%)	15.1	16.2	15.6	16.4	16.9
APE growth (%)	19.5	12.5	(3.2)	9.5	7.4
VNB growth (%)	82.8	20.2	(6.3)	14.6	11.0
Operating ratios (%)					
NB commission/APE	20.3	19.9	21.0	20.9	20.3
Commissions/TWRP	8.2	8.5	7.9	8.0	7.8
Total exp ratio/TWRP	22.0	24.5	19.7	19.9	19.6
Conservation ratio	90.6	91.3	91.6	91.6	91.6
Solvency ratio	185.0	187.0	0.0	0.0	0.0
RoE	48.2	129.8	60.7	42.3	34.7
Historical metrics					
APE mix (%)	FY22	FY23	FY24E	FY25E	FY26E
A. Retail protection					
B. Group protection					
C. Savings - individual					
Par	65.6	62.2	NA	NA	NA
Non-Par	5.0	6.1	NA	NA	NA
ULIP	0.0	0.0	NA	NA	NA
D. Group Savings	29.4	31.8	NA	NA	NA
Persistency ratios (%)					
13th Month	75.6	77.1	NA	NA	NA
49th Month	63.9	63.5	NA	NA	NA

Source: Company, Emkay Research

Balance Sheet					
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
Share capital	63,250	63,250	63,250	63,250	63,250
Reserves & surplus	40,430	3,94,920	6,63,843	9,37,467	12,36,903
Net worth	1,04,091	4,56,694	7,26,416	10,00,040	12,99,477
Borrowings	0	0	0	0	0
Policy liabilities	3,71,00,395	4,05,12,485	4,41,40,915	4,72,89,743	5,07,60,606
Prov for linked liab.	2,38,858	2,61,592	2,85,021	3,05,354	3,27,765
FFA	18,344	39,187	47,024	56,429	67,715
Current liabilities & prov	7,12,446	5,93,808	5,76,833	5,48,246	5,16,506
Total liabilities & equity	4,15,93,452	4,49,11,314	4,91,66,865	5,29,02,078	5,70,18,044
Shareholders' investment	64,121	2,93,635	4,67,056	6,42,984	8,35,510
Policyholders' investment	3,89,56,935	4,18,91,778	4,56,43,741	4,88,99,775	5,24,88,808
Assets to cover linked liab.	2,39,386	2,63,095	2,86,659	3,07,108	3,29,649
Current assets	19,11,178	18,62,793	20,39,301	21,94,227	23,64,946
Total assets	4,15,93,452	4,49,11,314	4,91,66,865	5,29,02,078	5,70,18,044
BV/share (INR)	16.5	72.2	114.8	158.1	205.5
EV/share (INR)	856.1	920.5	1,065.8	1,160.1	1,262.3
EVOP/share (INR)	89.2	94.2	97.4	110.0	119.4
Embedded value	54,14,920	58,22,430	67,41,285	73,37,686	79,83,968
ANW	1,05,270	4,61,150	NA	NA	NA
VIF	53,09,660	53,61,480	NA	NA	NA
VIF share in EV (%)	98.1	92.1	NA	NA	NA
Total AUM	4,07,33,520	4,39,87,667	4,80,82,457	5,16,62,878	5,56,08,035
Investment yield (%)	7.9	7.5	8.7	7.7	7.7
Yield on PH funds (%)	7.9	7.5	8.7	7.7	7.7
Yield on SH funds (%)	5.6	6.4	5.9	5.9	5.9

Source: Company, Emkay Research

Valuation & key ration	s				
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
P/E (x)	106.0	11.8	11.9	11.7	10.7
P/B (x)	40.7	9.3	5.8	4.2	3.3
P/EV (x)	0.8	0.7	0.6	0.6	0.5
P/EVOP (x)	7.6	7.2	7.0	6.2	5.7
Implied P/VNB (x)	(737.4)	(12.3)	(17.9)	(25.0)	(28.0)
Dividend yield (%)	0.0	0.2	2.1	2.1	2.3
EV account and RoEV					
Opening EV	9,56,050	54,14,920	58,22,430	67,41,285	73,37,686
Premium unwind	2,27,190	4,15,770	4,65,794	5,39,303	5,87,015
VNB	76,190	91,560	85,798	98,306	1,09,080
Operating variance	2,54,410	81,500	57,000	50,000	50,000
EVOP	5,57,790	5,88,830	6,08,592	6,87,609	7,46,095
Investment variance	1,59,360	(1,71,830)	4,00,000	0	0
Capital movement	0	(9,490)	(89,738)	(91,208)	(99,812)
Other changes	0	0	0	0	1
Closing EV	54,14,920	58,22,430	67,41,285	73,37,686	79,83,968
Change in EV	44,58,870	4,07,510	9,18,855	5,96,401	6,46,282
RoEV (%)	75.0	7.7	17.3	10.2	10.2
Operating RoEV (%)	58.3	10.9	10.5	10.2	10.2
EVOP growth (%)	225.2	5.6	3.4	13.0	8.5
EV growth (%)	466.4	7.5	15.8	8.8	8.8
Core operating RoEV (%)	58.3	10.9	10.5	10.2	10.2
Unwind rate (%)	23.8	7.7	8.0	8.0	8.0
VNB-to-opening EV (%)	8.0	1.7	1.5	1.5	1.5

Source: Company, Emkay Research

RECOMMENDATION HISTORY - DETAILS

Date	Closing	TP (INR)	Rating	Analyst
12-Nov-23	Price (INR) 608	760	Buy	Avinash Singh
09-Oct-23	635	680	Hold	Avinash Singh
09-Oct-23	635	680	Hold	Avinash Singh
04-Oct-23	637	680	Hold	Avinash Singh
08-Sep-23	674	680	Hold	Avinash Singh
21-Aug-23	652	680	Hold	Avinash Singh
11-Aug-23	660	680	Hold	Avinash Singh
09-Aug-23	644	680	Hold	Avinash Singh
09-Jul-23	623	680	Hold	Avinash Singh
10-Jun-23	602	660	Hold	Avinash Singh
25-May-23	604	660	Hold	Avinash Singh
16-May-23	568	630	Hold	Avinash Singh
21-Apr-23	548	630	Hold	Avinash Singh
03-Apr-23	545	630	Hold	Avinash Singh
28-Mar-23	537	630	Hold	Avinash Singh
09-Mar-23	599	700	Hold	Avinash Singh
10-Feb-23	620	700	Hold	Avinash Singh
07-Feb-23	603	840	Hold	Avinash Singh
06-Feb-23	600	840	Hold	Avinash Singh
00-Feb-23	599	840	Hold	Avinash Singh
10-Jan-23	715		Hold	9
05-Jan-23	715	840	Hold	Avinash Singh
03-Jan-23	735	840 750	Hold	Avinash Singh
	662	750 750	Hold	Avinash Singh
08-Dec-22 17-Nov-22	644		Hold	Avinash Singh
		750		Avinash Singh
08-Nov-22	633	800	Hold	Avinash Singh
10-Oct-22	619	800	Hold	Avinash Singh
29-Sep-22	620	800	Hold	Avinash Singh
07-Sep-22	653	800	Hold	Avinash Singh
05-Sep-22	660	800	Hold	Avinash Singh
24-Aug-22	676	800	Hold	Avinash Singh
13-Aug-22	682	800	Hold	Avinash Singh
08-Aug-22	680	800	Hold	Avinash Singh
15-Jul-22	709	800	Hold	Avinash Singh
08-Jun-22	738	875	Hold	Avinash Singh
01-Jun-22	810	875	Hold	Avinash Singh

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

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