

## Business as usual

SBILIFE's 2QFY20 performance continues to be strong with NBP/APE growth of 33.8/48.3%. 1HFY20 VNBM came in at 20.2% (+40bps vs. FY19) and VNB at Rs 5.7bn (+24.6% YoY). SBILIFE is our top BUY with a TP of Rs 940 (Sep-20 EV + 21.1x Sep-21E VNB).

### HIGHLIGHTS OF THE QUARTER

- 2QFY19 total APE grew a strong 22.0% YoY to Rs 29bn, ahead of pvt. industry growth of 11.1%. Growth was strong in both group/indiv. APE at +50.0/16.1% YoY.
- 2QFY20 protection APE was at Rs 2.0bn (+42.9% YoY), and was driven by 50% increase in indiv. APE. Total protection share now stands at 7.1% (+124 bps YoY / -411bps QoQ). For FY20E, management had guided for a protection share of ~15%, which seems challenged.
- 2QFY20 NPAR savings (i.e. annuity) grew 31x YoY and 5.4x QoQ to Rs 3.2bn, increasing contribution to the mix to 11.4% (+1097/871bps YoY/QoQ). Management continues to see higher growth in NPAR savings.
- VNB Margin** improved 100bps vs. 1HFY19 to 20.2% due to product mix (+400bps, higher NPAR savings and protection) and lower interest rates (-300bps).

### FINANCIAL SUMMARY

(Rs mn)	2QFY20	2QFY19	YoY (%)	1QFY20	QoQ (%)	FY18	FY19	FY20E	FY21E	FY22E
NBP	46.6	34.8	33.9	31.6	47.5	109.7	137.9	173.5	208.8	256.8
APE	29.0	23.8	22.0	18.7	55.3	85.4	96.9	111.7	128.5	148.4
Adj. VNB	NA	NA	NM	NA	NM	15.7	19.2	23.2	27.8	33.2
Adj. VNBM (%) #	20.2	19.2	100bps	19.9	NM	18.4	19.8	20.8	21.6	22.4
EV						201.7	237.3	280.6	326.3	380.3
MCap/EV (x)						4.2	3.5	3.0	2.6	2.2
P/VNB (x)						43.0	33.2	25.9	20.2	15.5
ROEV (%)						16.9	18.8	19.3	17.3	17.5

# Refers are FYTD margins Source: Company, HDFC sec Inst Research

- Management indicated that it will reduce pricing for the indiv. protection to make it more competitive, post an aggressive price reduction by LIC.
- Investment portfolio:** SBILIFE has provided for ~48% of its Rs 1.4bn (non-linked) exposure to DHFL. Exposure to stressed corporates is ~Rs 4bn (0.5% of non-linked AUM).
- Total cost ratio in 2QFY20 improved further to 9.9% (-355/-132bps YoY/QoQ) and 1HFY20 RPAT was Rs 5bn (-18.3% YoY) mainly due to increased provisions for actuarial liability.

**Near-term outlook:** Expect stock to consolidate with an upward drift, post recent run-up.

### STANCE

Given the strong distribution footprint of its parent SBI (24k+ branches), improving protection share (1HFY20: 8.8%, +340bps YoY), lowest operating cost ratios (10.4%), improving margins (VNBM: 20.2%) and tailwinds from financialisation of savings we expect SBILIFE to deliver strong FY19-22E VNB CAGR of 20.1% p.a. and RoEVs of ~17.3%. Lower than expected growth and protection share remain a key risk to our call.

INDUSTRY	INSURANCE
<b>CMP (as on 15 Oct 2019)</b>	<b>Rs 840</b>
<b>Target Price</b>	<b>Rs 940</b>
Nifty	11,428
Sensex	38,506
KEY STOCK DATA	
Bloomberg	SBILIFE IN
No. of Shares (mn)	1,000
MCap (Rs bn) / (\$ mn)	840/11,738
6m avg traded value (Rs mn)	860
STOCK PERFORMANCE (%)	
<b>52 Week high / low</b>	<b>Rs 862/495</b>
	3M 6M 12M
Absolute (%)	7.2 34.7 55.9
Relative (%)	8.2 35.7 45.4
SHAREHOLDING PATTERN (%)	
	Jun-19 Sep-19
Promoters	67.3 62.8
FIs & Local MFs	6.1 6.9
FPIs	19.4 23.7
Public & Others	7.1 6.6
Pledged Shares	Nil Nil

Source : BSE

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**Gross premium earned increased 33.4% YoY supported by growth in both NBP (+33.9% YoY) and renewal premiums (+33.2% YoY).**

**Renewal premium grew 33.2% YoY to Rs 55.8bn, reflecting sound underwriting; persistencies improved across all buckets.**

**PAT decline is due to high new business strain as company is selling higher protection and non par saving.**

### Five quarters at a glance

(Rs Bn)	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	YoY (%)	QoQ (%)
Premium earned	76.8	91.7	113.8	66.9	102.5	33.4	53.2
Ceding	-0.3	-0.3	-0.4	-0.4	-1.3	408.6	225.0
<b>Net premium earned</b>	<b>76.6</b>	<b>91.4</b>	<b>113.4</b>	<b>66.5</b>	<b>101.2</b>	<b>32.2</b>	<b>52.2</b>
Investment income	20.7	30.4	42.7	31.3	26.6	28.7	-15.0
Other income	0.2	0.2	0.2	0.1	0.1	-58.8	0.0
<b>Total income</b>	<b>97.5</b>	<b>122.0</b>	<b>156.3</b>	<b>97.9</b>	<b>127.9</b>	<b>31.2</b>	<b>30.6</b>
Commission	3.2	3.7	4.6	2.5	4.1	28.1	64.0
Operating expenses	6.3	6.4	7.9	6.2	7.5	19.0	21.0
Policyholder tax	0.4	0.5	0.3	1.8	0.6	50.0	-66.7
Claims paid (net)	27.7	32.8	70.8	28.6	32.5	17.3	13.6
Change in actuarial liability	57.4	75.9	67.8	55.1	82.0	42.9	48.8
<b>Total expenses</b>	<b>95.0</b>	<b>119.3</b>	<b>151.4</b>	<b>94.2</b>	<b>126.7</b>	<b>33.4</b>	<b>34.5</b>
<b>PBT</b>	<b>2.5</b>	<b>2.7</b>	<b>4.9</b>	<b>3.7</b>	<b>1.2</b>	<b>-51.4</b>	<b>-67.6</b>
Tax	0.0	0.1	0.3	0.1	-0.1	NM	-200.0
<b>PAT</b>	<b>2.5</b>	<b>2.6</b>	<b>4.6</b>	<b>3.6</b>	<b>1.3</b>	<b>-47.2</b>	<b>-63.9</b>

Source: Company, HDFC sec Inst Research

**Operating and performance metrics**

Particulars (Rs bn)	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	YoY (%)	QoQ (%)
<b>Product mix on APE basis</b>							
<b>Individual Savings</b>	<b>21.6</b>	<b>26.1</b>	<b>27.4</b>	<b>15.6</b>	<b>24.8</b>	<b>14.8</b>	<b>59.0</b>
Par	4.7	4.9	5.2	2.7	3.0	-36.2	11.1
Non Par	0.1	0.1	0.1	0.5	3.2	3100.0	540.0
ULIP	16.8	21.1	22.1	12.4	18.6	10.7	50.0
<b>Group Savings</b>	<b>0.8</b>	<b>0.7</b>	<b>1.1</b>	<b>1.0</b>	<b>1.3</b>	<b>62.5</b>	<b>30.0</b>
<b>Protection</b>	<b>1.4</b>	<b>2.1</b>	<b>2.5</b>	<b>2.1</b>	<b>2.0</b>	<b>42.9</b>	<b>-4.8</b>
Individual Protection	0.8	1.1	1.6	1.1	1.2	50.0	9.1
Group Protection	0.6	1.0	0.9	1.0	0.8	33.3	-20.0
<b>Total APE</b>	<b>23.8</b>	<b>28.9</b>	<b>31.0</b>	<b>18.7</b>	<b>28.1</b>	<b>18.1</b>	<b>50.3</b>
<b>Product mix - APE basis (%)</b>							
<b>Individual Savings</b>	<b>90.8</b>	<b>90.3</b>	<b>88.4</b>	<b>83.4</b>	<b>88.3</b>	<b>-250bps</b>	<b>483bps</b>
PAR	19.7	17.0	16.8	14.4	10.7	-907bps	-376bps
Non-PAR	0.4	0.3	0.3	2.7	11.4	1097bps	871bps
ULIP	70.6	73.0	71.3	66.3	66.2	-440bps	-12bps
<b>Group Savings</b>	<b>3.4</b>	<b>2.4</b>	<b>3.5</b>	<b>5.3</b>	<b>4.6</b>	<b>126bps</b>	<b>-72bps</b>
<b>Protection</b>	<b>5.9</b>	<b>7.3</b>	<b>8.1</b>	<b>11.2</b>	<b>7.1</b>	<b>124bps</b>	<b>-411bps</b>
Individual Protection	3.4	3.8	5.2	5.9	4.3	91bps	-161bps
Group Protection	2.5	3.5	2.9	5.3	2.8	33bps	-250bps
<b>Total APE</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>		
Individual APE share (%)	94.1	94.1	93.5	89.3	89.5	-457bps	24bps
Group APE share (%)	5.9	5.9	6.5	10.7	10.5	457bps	-24bps
<b>Reported VNB Margin (%)#</b>	<b>17.3</b>	<b>17.5</b>	<b>17.7</b>	<b>17.9</b>	<b>18.1</b>	<b>80bps</b>	<b>20bps</b>
<b>Adjusted VNB Margin (%)#</b>	<b>19.2</b>	<b>19.6</b>	<b>19.8</b>	<b>19.9</b>	<b>20.2</b>	<b>100bps</b>	<b>30bps</b>

Source: Company, HDFC sec Inst Research

Note: #VNB margins for FY19 and for FYTD periods in respective quarters of FY20.

**NPAR (+31x YoY) was the main driver of APE growth (+18.1% YoY).**

**ULIP sales continue to grow (+10.7% YoY) likely due to high share of debt in AUM mix, however the growth pace has slowed down considerably.**

**Total protection share increased to 7.1% (+124/-411bps YoY/QoQ).**

*As management focus shifted towards NPAR business, PAR product sales reduced.*

*SBI Life continues to show cost discipline as opex ratio was contained at 9.9% (-98bps YoY)*

*AUM growth was robust at 22.7% YoY taking total AUM to Rs 1.54tn.*

Particulars (Rs mn)	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	YoY (%)	QoQ (%)
<b>Product mix (NBP basis)</b>							
<b>Individual Savings</b>	<b>23.1</b>	<b>27.8</b>	<b>28.7</b>	<b>17.6</b>	<b>28.5</b>	<b>23.4</b>	<b>61.9</b>
Par	4.6	4.8	5.0	2.7	3.0	-34.8	11.1
Non Par	0.6	0.7	0.6	1.7	5.4	800.0	217.6
ULIP	17.9	22.3	23.1	13.2	20.1	12.3	52.3
<b>Group Savings</b>	<b>8.1</b>	<b>6.6</b>	<b>8.5</b>	<b>9.6</b>	<b>13.2</b>	<b>63.0</b>	<b>37.5</b>
Protection	3.7	4.8	5.8	4.3	5.0	35.1	16.3
Individual Protection	0.8	1.1	1.6	1.1	1.3	62.5	18.2
Group Protection	2.9	3.7	4.2	3.2	3.7	27.6	15.6
<b>Total</b>	<b>34.9</b>	<b>39.2</b>	<b>43.0</b>	<b>31.5</b>	<b>46.7</b>	<b>33.8</b>	<b>48.3</b>
<b>Product mix (NBP basis) (%)</b>							
<b>Individual Savings</b>	<b>66.2</b>	<b>70.9</b>	<b>66.7</b>	<b>55.9</b>	<b>61.0</b>	<b>-516bps</b>	<b>515bps</b>
Par	13.2	12.2	11.6	8.6	6.4	-676bps	-215bps
Non Par	1.7	1.8	1.4	5.4	11.6	984bps	617bps
ULIP	51.3	56.9	53.7	41.9	43.0	-825bps	114bps
<b>Group Savings</b>	<b>23.2</b>	<b>16.8</b>	<b>19.8</b>	<b>30.5</b>	<b>28.3</b>	<b>506bps</b>	<b>-221bps</b>
<b>Protection</b>	<b>10.6</b>	<b>12.2</b>	<b>13.5</b>	<b>13.7</b>	<b>10.7</b>	<b>10bps</b>	<b>-294bps</b>
Individual Protection	2.3	2.8	3.7	3.5	2.8	49bps	-71bps
Group Protection	8.3	9.4	9.8	10.2	7.9	-39bps	-224bps
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>		
<b>Channel mix (%)</b>							
Banassurance	61.0	70.7	61.8	57.0	57.0	-400bps	0bps
Agency	19.8	21.0	21.0	18.0	18.0	-181bps	0bps
Others	19.2	8.3	17.2	25.0	25.0	581bps	0bps
<b>Operating expenses Ratio (%)</b>	<b>10.9</b>	<b>9.6</b>	<b>9.6</b>	<b>11.2</b>	<b>9.9</b>	<b>-98bps</b>	<b>-126bps</b>
<b>AUM (Rs bn)</b>							
<b>Linked (%)</b>	<b>47</b>	<b>48</b>	<b>49</b>	<b>49</b>	<b>50</b>	<b>300bps</b>	<b>100bps</b>
Non-Linked (%)	53	52	51	51	50	-300bps	-100bps
Equity (%)	22	22	23	23	23	100bps	0bps
Debt (%)	78	78	77	77	77	-100bps	0bps
<b>Persistence (%)</b>							
13th month persistency	80.0	80.1	85.1	84.5	83.1	310bps	-133bps
25th month persistency	71.7	72.4	76.7	76.0	75.9	422bps	-6bps
37th month persistency	68.4	67.4	71.4	70.6	68.9	47bps	-167bps
49th month persistency	64.9	66.1	66.4	67.9	65.8	82bps	-214bps
61st month persistency	55.5	56.2	57.2	56.3	59.8	430bps	348bps

Source: Company, HDFC sec Inst Research

**2QFY20 APE growth moderated to 22% (1QFY20: 41.7%), however company has grown ahead of pvt. insurers industry growth of 11.1%.**

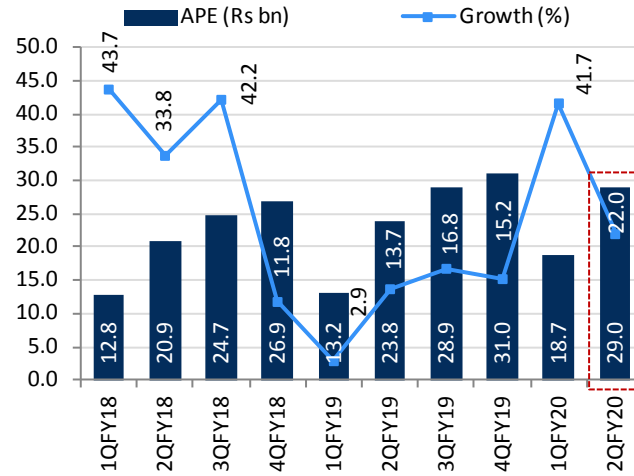
**NPAR products gained ~1100bps (APE basis) within the product mix as APE grew 32x YoY to Rs 3.2bn.**

**Management sees NPAR savings to be a focus area.**

**100bps YoY improvement in VNB margins was contributed by +400bps due to improvement in mix, however was offset by -300bps impact due to fall in interest rates.**

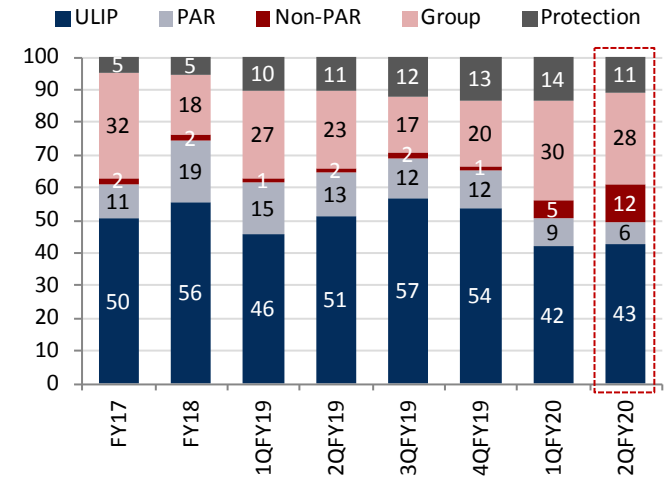
**AUM continues to be debt heavy (77% share) which we believe supports persistencies during volatile equity market conditions and also shows low mis-selling.**

**APE trend**



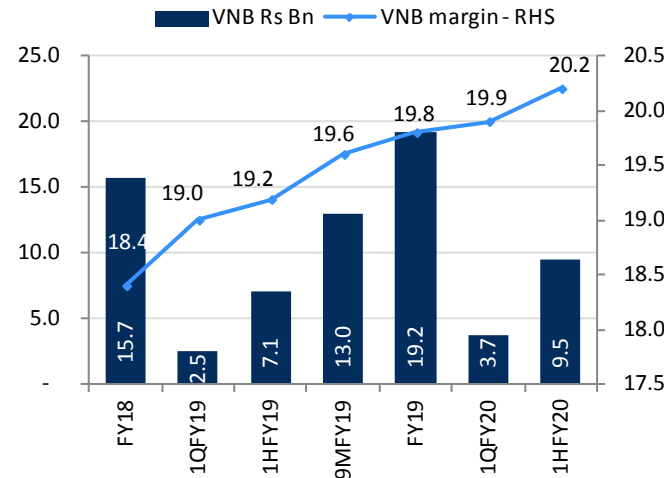
Source: Company, HDFC sec Inst Research

**Product Mix On NBP basis**



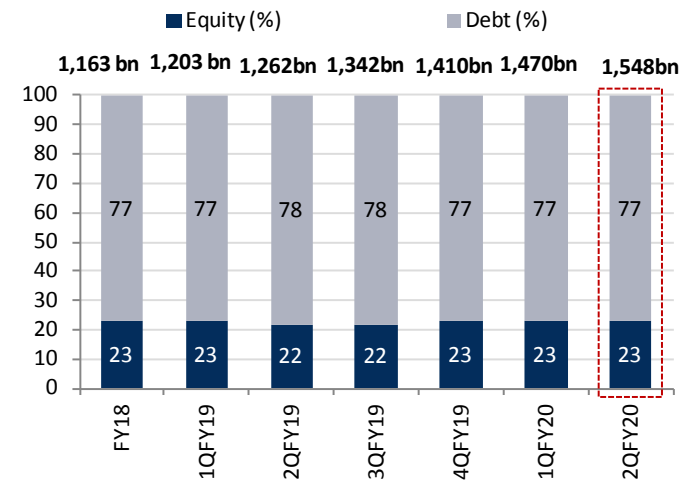
Source: Company, HDFC sec Inst Research

**VNB Trend**



Source: Company, HDFC sec Inst Research

**AUM Mix**



Source: Company, HDFC sec Inst Research

*Persistencies improved across buckets during 2QFY20.*

*Consistent improvement in persistencies will lead to better VNBM.*

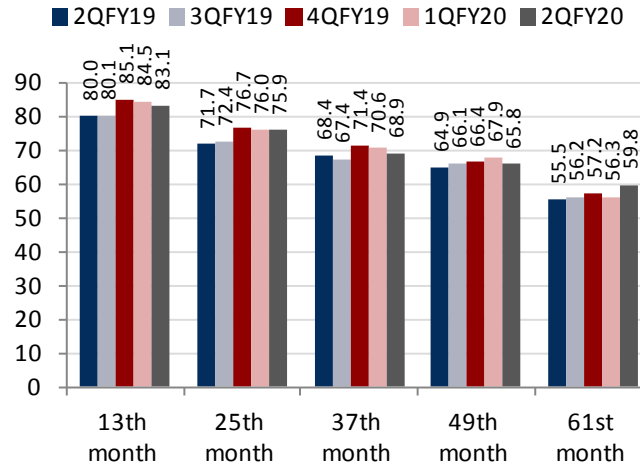
*Company will revisit its persistency assumptions in 4QFY20E.*

*The company has tied up with Repco home finance (170+ branches) in 2QFY20.*

*We have fine-tuned our growth, VNBM forecasts.*

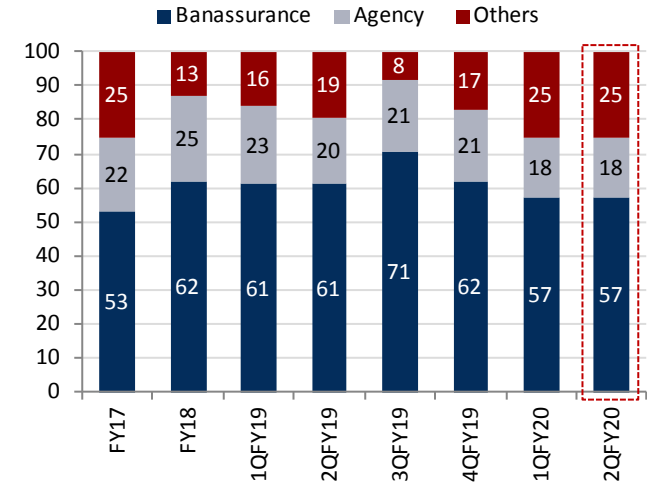
*Growth in 2HFY20 should moderate further as base effect kicks in.*

**Persistency Trend**



Source: Company, HDFC sec Inst Research

**Channel Mix On NBP**



Source: Company, HDFC sec Inst Research

**Change in estimates**

Rs bn	FY20E			FY21E			FY22E		
	New	Old	Change (%)	New	Old	Change (%)	New	Old	Change (%)
APE	111.7	115.6	-3.3	128.5	136.4	-5.8	148.4	157.0	-5.5
VNB	23.2	23.3	-0.4	27.8	28.1	-1.2	33.2	33.0	0.8
VNB Margin (%)	20.8	20.2	60.0	21.6	20.6	100.0	22.4	21.0	140.0
Embedded Value	280.6	280.7	0.0	326.3	326.6	-0.1	380.3	380.3	0.0

Source: HDFC sec Inst Research estimates

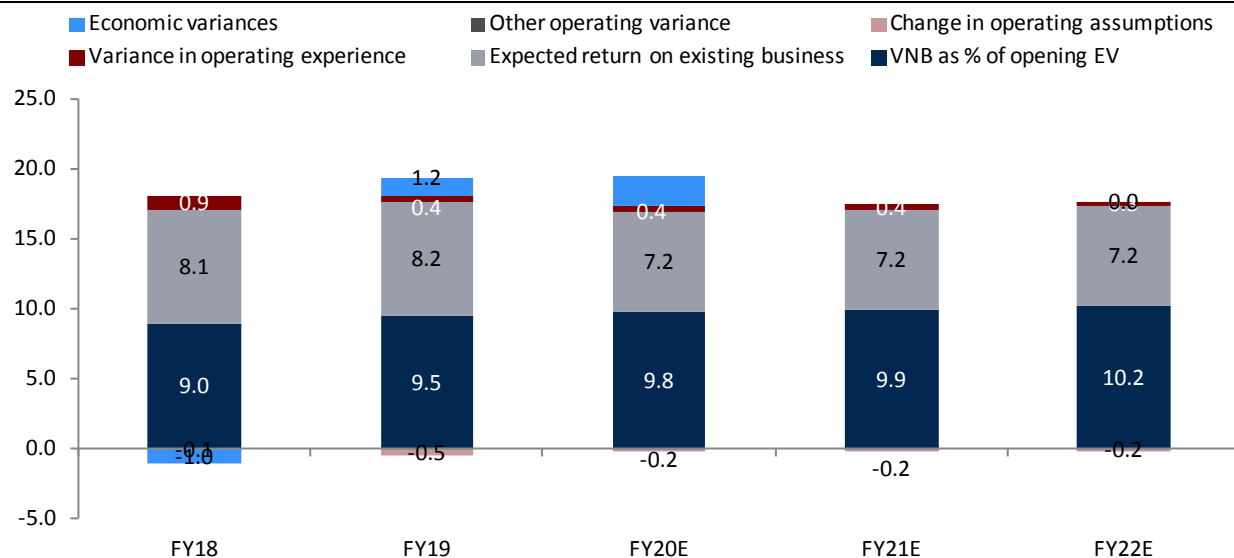
***VNB continues to be most sensitive to mass lapses after the surrender penalty period of 50%.***

### Sensitivity Analysis –1HFY20

Scenario	Change in EV%	Change in VNB%
Reference Rate +100 bps	-3.5%	0.5%
Reference Rate -100 bps	3.3%	-0.5%
Decrease in Equity Value 10%	-1.2%	0.0%
Proportionate change in lapse rate +10%	-1.3%	-6.0%
Proportionate change in lapse rate -10%	1.3%	5.9%
Mortality / Morbidity +10%	-2.3%	-11.8%
Mortality / Morbidity -10%	2.3%	11.9%
Maintenance Expense +10%	-0.7%	-2.4%
Maintenance Expense -10%	0.7%	2.4%
Mass Lapse for ULIPs in the year after the surrender penalty period of 25%	-2.2%	-7.3%
Mass Lapse for ULIPs in the year after the surrender penalty period of 50%	-5.2%	-17.5%
Tax Rate Change to 25%	-8.1%	-16.9%

Source: Company, HDFC sec Inst Research

**RoEV stack up chart**



Source: Company, HDFC sec Inst Research

**Embedded Value movement**

Particulars (Rs mn)	FY18	FY19	FY20E	FY21E	FY22E
<b>Opening IEV</b>	<b>174,200</b>	<b>201,700</b>	<b>237,314</b>	<b>280,594</b>	<b>326,301</b>
Value added by new business	15,700	19,200	23,244	27,754	33,231
Expected return on existing business	14,100	16,514	17,087	20,203	23,494
Variance in Operating experience	1,600	800	1,000	1,000	1,000
Change in operating assumptions	(100)	(1,000)	(500)	(500)	(500)
Other operating variance	0	0	0	0	0
<b>IEV operating earnings</b>	<b>31,300</b>	<b>35,514</b>	<b>40,830</b>	<b>48,457</b>	<b>57,225</b>
Economic variances	(1,800)	2,500	5,000	0	0
Other non-operating variances	0	0	0	0	0
<b>Total IEV earnings</b>	<b>29,500</b>	<b>38,014</b>	<b>45,830</b>	<b>48,457</b>	<b>57,225</b>
Capital contributions / dividend payouts	(2,000)	(2,400)	(2,550)	(2,750)	(3,215)
<b>Closing IEV</b>	<b>201,700</b>	<b>237,314</b>	<b>280,594</b>	<b>326,301</b>	<b>380,311</b>

\*FY18 opening IEV adjusted for effective tax rate

Source: Company, HDFC sec Inst Research

*Decline in reference rates will lead to lower unwinding in the future.*



**Industry NBP data**

Particulars	Individual (Rs bn)					Group (Rs bn)					Total (Rs bn)				
	FY17	FY18	FY19	FYTD	YOY (%)	FY17	FY18	FY19	FYTD	YOY (%)	FY17	FY18	FY19	FYTD	YOY (%)
Aditya Birla Sun Life	9.6	11.5	22.0	7.4	18.9	15.7	15.1	21.9	6.8	-35.3	25.3	26.6	43.9	14.2	-15.0
Bajaj Allianz Life	10.7	14.6	18.0	8.1	23.2	22.2	28.4	31.2	14.4	12.8	32.9	42.9	49.2	22.5	16.3
Bharti Axa Life	4.0	4.7	6.4	2.9	11.3	2.1	2.6	2.7	1.2	-9.7	6.1	7.3	9.1	4.1	4.2
DHFL Pramerica Life	2.2	3.6	3.2	0.9	-52.3	6.6	10.9	9.1	2.1	-64.6	8.8	14.5	12.2	3.0	-61.7
HDFC Standard Life	42.0	59.4	76.4	39.4	27.6	45.0	54.0	73.3	40.6	27.2	87.0	113.4	149.7	80.1	27.4
ICICI Prudential Life	69.8	84.0	81.4	36.0	0.0	8.9	7.2	21.1	15.5	129.5	78.6	91.3	102.5	51.5	20.5
Kotak Mahindra Life	14.4	19.7	21.3	8.2	25.2	14.1	14.5	18.5	12.2	47.3	28.5	34.3	39.8	20.4	37.6
Max Life	33.1	39.8	47.5	21.1	22.3	3.6	3.6	4.1	1.8	-1.1	36.7	43.5	51.6	22.9	20.0
<b>SBI Life</b>	<b>64.7</b>	<b>84.1</b>	<b>96.4</b>	<b>48.5</b>	<b>30.4</b>	<b>36.8</b>	<b>25.6</b>	<b>41.6</b>	<b>29.7</b>	<b>60.2</b>	<b>101.5</b>	<b>109.7</b>	<b>137.9</b>	<b>78.1</b>	<b>40.3</b>
Tata AIA Life	10.5	14.0	23.5	12.4	68.2	0.8	0.9	1.3	0.7	46.3	11.3	14.9	24.8	13.1	66.9
<b>Private players Total</b>	<b>321</b>	<b>404</b>	<b>471</b>	<b>217</b>	<b>19.2</b>	<b>186</b>	<b>190</b>	<b>259</b>	<b>141</b>	<b>23.6</b>	<b>507</b>	<b>593</b>	<b>730</b>	<b>358</b>	<b>20.9</b>
LIC	456	517	510	249	22.0	788	828	912	651	51.1	1,244	1,346	1,422	900	41.7
<b>Industry total*</b>	<b>777</b>	<b>921</b>	<b>981</b>	<b>466</b>	<b>20.7</b>	<b>974</b>	<b>1,018</b>	<b>1,171</b>	<b>792</b>	<b>45.3</b>	<b>1,751</b>	<b>1,939</b>	<b>2,152</b>	<b>1,258</b>	<b>35.1</b>

Source: IRDAI data, HDFC sec Inst Research \* Total will not add up since we have excluded smaller sized private players

**Market share on NBP basis (%)**

Particulars	Individual					Group				
	FY17	FY18	FY19	FYTD	YOY (bps)	FY17	FY18	FY19	FYTD	YOY (bps)
Aditya Birla Sun Life	3.0	2.9	4.7	3.4	-1	8.5	8.0	8.4	4.8	-438
Bajaj Allianz Life	3.3	3.6	3.8	3.7	12	12.0	14.9	12.0	10.2	-98
Bharti Axa Life	1.3	1.2	1.4	1.4	-10	1.1	1.4	1.0	0.9	-32
DHFL Pramerica Life	0.7	0.9	0.7	0.4	-60	3.5	5.7	3.5	1.5	-376
HDFC Standard Life	13.1	14.7	16.2	18.2	120	24.2	28.5	28.2	28.9	81
ICICI Prudential Life	21.7	20.8	17.3	16.6	-318	4.8	3.8	8.1	11.0	508
Kotak Mahindra Old Mutual Life	4.5	4.9	4.5	3.8	18	7.6	7.7	7.1	8.7	140
Max Life	10.3	9.9	10.1	9.7	25	1.9	1.9	1.6	1.3	-32
<b>SBI Life</b>	<b>20.2</b>	<b>20.8</b>	<b>20.5</b>	<b>22.3</b>	<b>192</b>	<b>19.8</b>	<b>13.5</b>	<b>16.0</b>	<b>21.1</b>	<b>482</b>
Tata AIA Life	3.3	3.5	5.0	5.7	166	0.4	0.5	0.5	0.5	8
<b>Private players*</b>	<b>41.3</b>	<b>43.8</b>	<b>48.0</b>	<b>46.6</b>	<b>-59</b>	<b>19.1</b>	<b>18.6</b>	<b>22.2</b>	<b>17.8</b>	<b>-313</b>
LIC	58.7	56.2	52.0	53.4	59	80.9	81.4	77.8	82.2	313
<b>Industry</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>0</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>0</b>

Source: IRDAI data, HDFC sec Inst Research \* Total private insurers' market share with respect to total market, whereas individual private insurers market share is with respect to total private market.

**Valuation Comps**

	Unit	IPRU			MAXF			SBILIFE			HDFCLIFE		
<b>Bloomberg Ticker</b>													
<b>Rating</b>		NEU			BUY			BUY			NR		
Current market price	Rs	457			409			840			592		
Market Capitalisation	Rs bn	656			139			840			1,191		
Target price	Rs	445			599			940			464*		
Upside/(Downside)	%	(2.6)			46.5			11.9			(21.7)		
<b>Profitability</b>		<b>FY19</b>	<b>FY20E</b>	<b>FY21E</b>	<b>FY19</b>	<b>FY20E</b>	<b>FY21E</b>	<b>FY19</b>	<b>FY20E</b>	<b>FY21E</b>	<b>FY19</b>	<b>FY20E</b>	<b>FY21E</b>
VNB Margin	%	17.0	21.1	21.4	21.7	22.2	22.8	19.8	20.8	21.6	24.6	28.5	29.1
Total RoEV	%	19.6	17.4	15.8	27.1	22.4	22.0	18.8	19.3	17.3	22.5	21.4	19.7
Operating RoEV	%	20.2	16.2	15.8	21.9	21.3	22.0	17.6	17.2	17.3	20.1	20.3	19.7
Non-operating RoEV	%	-0.6	1.2	0.0	5.1	1.1	0.0	1.2	2.1	0.0	2.4	1.1	0.0
RoE	%	17.1	21.1	21.6	30.9	29.5	28.3	19.2	17.5	16.4	23.0	26.5	26.2
<b>Valuation at CMP</b>													
P/EV	x	3.0	2.7	2.4	1.7	1.5	1.3	3.5	3.0	2.6	6.5	5.5	4.6
P/EVOP	x	17.3	18.7	16.8	10.5	9.2	7.8	23.7	20.6	17.3	38.9	32.1	27.7
Implied P/VNB	x	35.2	25.5	21.2	12.0	7.5	4.8	33.2	25.9	20.2	67.5	46.8	37.6
Implied P/VIF	x	4.6	4.1	3.7	3.3	2.8	2.4	5.5	4.8	4.2	9.6	8.2	6.9
P/B	x	9.5	8.6	7.7	5.8	4.7	3.8	11.3	9.8	8.5	18.7	15.5	12.9
P/E	x	57.1	42.9	37.7	21.7	19.4	16.2	63.3	59.9	55.5	93.5	63.9	53.6
P/AUM	x	0.4	0.4	0.3	0.2	0.2	0.2	0.6	0.5	0.4	0.9	0.8	0.6
<b>Valuation at TP</b>													
P/EV	x	3.0	2.6	2.3	2.5	2.2	1.9	4.0	3.4	2.9	5.1	4.3	3.6
P/EVOP	x	16.8	18.2	16.4	15.4	13.5	11.4	26.5	23.0	19.4	30.5	25.1	21.7
Implied P/VNB	x	34.0	24.5	20.3	23.1	16.2	11.9	38.5	30.2	23.8	50.7	34.9	27.6
Implied P/VIF	x	4.5	4.0	3.6	4.9	4.1	3.5	6.2	5.4	4.7	7.5	6.4	5.4
P/B	x	9.3	8.4	7.5	8.5	6.9	5.6	12.6	10.9	9.5	14.6	12.1	10.1
P/E	x	55.6	41.8	36.7	32.0	28.6	23.8	70.8	67.0	62.1	73.3	50.1	42.0
P/AUM	x	0.4	0.3	0.3	0.3	0.3	0.2	0.7	0.6	0.5	0.7	0.6	0.5
<b>Per Share data</b>													
EV	Rs	151	172	193	240	276	317	237	281	326	91	109	128
EVOP	Rs	26	24	27	44	51	61	36	41	48	15	18	21
VNB	Rs	9	12	13	22	28	35	19	23	28	8	11	13
VIF	Rs	99	111	125	157	186	220	152	175	202	62	73	86
Book Value	Rs	48	53	59	70	87	108	75	86	98	32	38	46
Earnings	Rs	8	11	12	19	21	25	13	14	15	6	9	11
AUM	Rs	1,117	1,287	1,486	1,685	1,981	2,346	1,410	1,685	2,022	625	757	918
ANW	Rs	51	58	66	77	83	90	86	101	120	29	35	42

Bloomberg Ticker	Unit	IPRU			MAXF			SBILIFE			HDFCLIFE		
		FY19	FY20E	FY21E	FY19	FY20E	FY21E	FY19	FY20E	FY21E	FY19	FY20E	FY21E
<b>Key parameters</b>													
APE	Rs bn	78	82	90	40	48	57	97	112	128	60	76	89
VNB	Rs bn	13	17	19	8	11	13	19	23	28	15	22	26
Total EVOP	Rs bn	37	38	39	16	19	23	36	41	48	34	39	43
Operating EVOP	Rs bn	38	35	39	16	19	23	36	41	48	31	37	43
Non- operating EVOP	Rs bn	(1)	3	0	4	1	0	3	5	0	4	2	0
EV	Rs bn	216	246	277	89	103	118	237	281	326	183	218	258
Net worth	Rs bn	69	76	85	34	43	53	75	86	98	64	77	93
Net Profit	Rs bn	11	15	17	9	10	12	13	14	15	13	19	22
AUM	Rs bn	1,604	1,847	2,134	628	738	874	1,410	1,685	2,022	1,258	1,522	1,846
<b>Growth YOY</b>													
APE	%	0.1	4.9	10.3	21.6	21.0	19.0	13.5	15.3	15.0	12.0	24.9	17.8
VNB	%	3.3	30.0	11.8	25.5	28.9	22.2	22.3	21.1	19.4	20.3	39.8	20.3
Total EVOP	%	(3.0)	2.2	3.8	26.9	15.8	18.6	13.5	15.0	18.7	16.3	14.5	9.8
Operating EVOP	%	3.2	(7.7)	11.2	26.9	15.8	18.6	13.5	15.0	18.7	14.2	21.4	15.7
Non- operating EVOP	%	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
EV	%	15.1	13.9	12.3	19.3	15.1	14.9	17.7	18.2	16.3	20.2	19.4	17.9
Net worth	%	4.5	11.0	11.3	27.4	24.2	23.8	17.0	15.4	14.4	35.6	20.6	20.3
Net Profit	%	(29.3)	33.1	13.8	73.7	11.9	20.0	15.3	5.8	7.8	16.2	46.3	19.3
AUM	%	15.0	15.2	15.5	20.2	17.5	18.4	21.3	19.5	20.0	18.0	21.0	21.3

Source: Company financials and disclosures, HDFC sec Inst Research

\*Fair Value

**Operational Comps**

		IPRU				MAXF				SBILIFE				HDFCLIFE			
		FY16	FY17	FY18	FY19	FY16	FY17	FY18	FY19	FY16	FY17	FY18	FY19	FY16	FY17	FY18	FY19
<b>APE mix</b>																	
Individual	Rs bn	49.7	65.2	75.8	74.4	21.0	26.4	32.2	39.2	44.9	60.2	77.9	90.8	34.3	37.4	48.9	52.0
Group	Rs bn	1.4	1.1	2.1	3.7	0.1	0.2	0.3	0.3	3.9	5.8	7.5	6.1	1.9	3.5	6.3	10.6
<b>APE (Rs bn)</b>	<b>Rs bn</b>	<b>51.1</b>	<b>66.3</b>	<b>77.9</b>	<b>78.0</b>	<b>21.1</b>	<b>26.6</b>	<b>32.5</b>	<b>39.5</b>	<b>48.8</b>	<b>66.0</b>	<b>85.4</b>	<b>96.9</b>	<b>36.2</b>	<b>40.9</b>	<b>55.2</b>	<b>62.6</b>
YoY Growth	%		30	18	0		26	22	22		35	29	13		13	35	13
CAGR 3 years	%				15				22				25				20
CAGR 5 years	%				19				31				24				20
<b>Business mix- product wise</b>		<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
		<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>
<b>Individual</b>	<b>%</b>	<b>97.1</b>	<b>98.4</b>	<b>97.3</b>	<b>95.3</b>	<b>96.0</b>	<b>97.0</b>	<b>96.0</b>	<b>96.0</b>	<b>87.3</b>	<b>89.5</b>	<b>92.5</b>	<b>93.7</b>	<b>100.0</b>	<b>89.3</b>	<b>88.4</b>	<b>83.1</b>
PAR	%	14.1	9.6	10.9	8.6	58.0	54.0	43.0	39.5	30.7	16.6	24.4	18.7	30.0	31.2	24.8	15.0
Non-PAR	%	0.4	1.1	0.5	0.9	9.0	9.0	8.0	9.0	1.2	0.7	0.8	0.4	14.0	8.0	8.0	16.6
ULIP	%	80.8	84.1	81.9	79.6	26.0	30.0	41.0	41.5	53.3	70.9	66.5	70.8	56.0	46.4	51.3	45.7
Protection	%	1.8	3.6	4.0	6.2	3.0	4.0	4.0	6.0	2.2	1.2	0.7	3.8	NA	3.6	4.4	5.8
<b>Group</b>	<b>%</b>	<b>2.9</b>	<b>1.6</b>	<b>2.7</b>	<b>4.7</b>	<b>4.0</b>	<b>3.0</b>	<b>4.0</b>	<b>4.0</b>	<b>12.3</b>	<b>10.5</b>	<b>7.5</b>	<b>6.3</b>	<b>NA</b>	<b>10.7</b>	<b>11.6</b>	<b>16.9</b>
Savings	%	2.0	1.3	1.0	1.6	NIL	NIL	NIL	NIL	4.2	5.5	2.8	3.3	NA	6.5	4.7	6.0
Protection	%	0.9	0.3	1.7	3.1	4.0	3.0	4.0	4.0	8.1	5.1	4.7	3.0	NA	4.2	6.9	10.9
<b>Total</b>	<b>%</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>Channel mix (Overall)</b>		<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
		<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Total APE</b>	<b>*Ind APE</b>	<b>*Ind APE</b>	<b>*Ind APE</b>	<b>*Ind APE</b>	<b>*NBP</b>	<b>*NBP</b>	<b>*NBP</b>	<b>*NBP</b>	<b>*Total NBP</b>	<b>*Total NBP</b>	<b>*Total NBP</b>	<b>*Total NBP</b>
Bancassurance	%	58.4	57.3	52.3	55.8	68.0	70.0	72.0	69.6	60.3	53.0	62.0	64.0	43.0	52.0	48.0	49.0
Agency	%	24.4	23.8	25.4	21.7	31.0	29.0	27.0	29.8	24.9	22.0	25.0	21.0	40.0	32.0	33.0	26.0
Direct	%	8.6	9.8	13.5	12.0	-	-	-	-	-	-	-	-	7.0	7.0	10.0	16.0
Brokers and others	%	8.6	9.1	8.8	10.6	1.0	1.0	1.0	1.0	14.8	25.0	13.0	15.0	10.0	9.0	9.0	9.0
<b>Total</b>	<b>%</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Banca channel partners		ICICIB and SCB				AXIS, YES, LVB				SBI, P&SB, SIB, SYB, ALB				HDFCB, RBL, IDFCB, BFL			
AUM		FY16	FY17	FY18	FY19	FY16	FY17	FY18	FY19	FY16	FY17	FY18	FY19	FY16	FY17	FY18	FY19
<b>AUM</b>	<b>Rs bn</b>	<b>1,039</b>	<b>1,229</b>	<b>1,395</b>	<b>1,604</b>	<b>358</b>	<b>444</b>	<b>522</b>	<b>628</b>	<b>798</b>	<b>977</b>	<b>1,163</b>	<b>1,410</b>	<b>742</b>	<b>917</b>	<b>1,066</b>	<b>1,256</b>
Equity	%	46.8	46.8	47.0	48.0	29.0	24.0	22.0	22.0	22.5	23.2	23.0	23.0	39.0	41.0	39.0	38.0
Debt	%	53.2	53.2	53.0	52.0	71.0	76.0	78.0	78.0	77.5	76.8	77.0	77.0	61.0	59.0	61.0	62.0
Linked	%	72.4	71.5	69.9	NA	37.0	35.0	33.0	32.0	55.0	54.0	53.0	49.0	62.0	52.0	57.0	NA
Non-linked	%	27.6	28.5	30.1	NA	63.0	65.0	67.0	68.0	45.0	46.0	47.0	51.0	38.0	48.0	43.0	NA
<b>Solvency ratio</b>		<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
Solvency	%	320	281	252	215	343	309	275	242	212	204	206	213	198	192	192	188
<b>Market Share</b>		<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
Individual NBP Private Market Share	%	20.8	21.7	20.8	17.3	9.9	10.3	9.9	10.1	20.8	20.2	20.8	20.4	14.7	13.1	14.7	14.7
Individual APE Private Market Share	%	21.9	22.3	20.9	17.6	9.3	9.2	9.0	9.6	18.8	20.7	21.8	22.3	14.7	12.7	13.3	13.3
<b>VNB Margin</b>		<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
Margin	%	8.1	10.1	16.5	17.0	18	18	20	22	14.3	15.7	18.4	19.8	19.9	22.3	23.2	24.6
<b>Persistency</b>		<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
13th month	%	82.4	85.7	87.8	87.4	79.0	80.0	80.0	83.0	80.7	81.1	83.0	85.1	78.9	80.9	87.0	87.3
25th month	%	71.2	73.9	78.8	78.0	67.0	70.0	72.0	71.0	73.2	73.9	75.2	76.7	67.4	73.3	77.0	77.3
37th month	%	61.6	66.8	68.9	71.3	58.0	60.0	62.0	64.0	69.2	67.4	70.0	71.4	60.1	63.9	71.0	71.3
49th month	%	62.2	59.3	63.6	65.2	56.0	55.0	57.0	58.0	76.9	62.5	63.9	66.4	63.4	58.3	62.0	62.3
61th month	%	46.0	56.2	54.8	57.6	43.0	53.0	53.0	53.0	53.8	67.2	58.4	57.2	50.1	56.8	51.0	51.3

Source: Company financials and disclosures, HDFC sec Inst Research

**Performance metrics, growth and ratios**

Performance metrics (Rs mn)	FY18	FY19	FY20E	FY21E	FY22E
NBP	109,661	137,920	173,537	208,816	256,793
APE	85,400	96,900	111,748	128,491	148,354
VNB*	15,700	19,200	23,244	27,754	33,231
EV*	201,700	237,314	280,594	326,301	380,311
EVOP	31,300	35,514	40,830	48,457	57,225
<b>Rs/share</b>					
EPS	11.5	13.3	14.0	15.1	17.7
BV	63.7	74.6	86.1	98.5	112.9
DPS	1.7	2.0	2.1	2.3	2.7
<b>Growth (%)</b>					
Premium Growth	60.6	30.7	24.5	21.8	20.6
Total income growth	11.5	31.1	20.8	20.8	19.8
Commissions Growth	56.9	20.1	20.6	18.6	17.5
Opex Growth	17.9	23.5	28.1	19.9	16.9
Commissions / premium	4.5	4.1	4.0	3.9	3.8
Opex / premium	6.8	6.5	6.6	6.5	6.3
PAT Growth	33.6	15.3	5.8	7.8	16.9
<b>Performance metrics growth (%)</b>					
NBP	8.1	25.8	25.8	20.3	23.0
APE	29.3	13.5	15.3	15.0	15.5
VNB	51.4	22.3	21.1	19.4	19.7
EV	21.7	17.7	18.2	16.3	16.6
EVOP	8.4	13.5	15.0	18.7	18.1
EPS	20.5	15.3	5.8	7.8	16.9
BV	16.6	17.0	15.4	14.4	14.7
DPS	33.3	20.0	6.3	7.8	16.9
<b>Expense ratios (%)</b>					
Commissions/premium	4.5	4.1	4.0	3.9	3.8
Opex/premium	6.8	6.5	6.6	6.5	6.3
Total expenses/premium	12.7	12.2	11.8	11.4	11.0
<b>Efficiency ratios (%)</b>					
RoAA	1.2	1.0	0.9	0.8	0.8
RoE	20.8	19.2	17.5	16.4	16.7
RoEV return	16.9	18.8	19.3	17.3	17.5
Operating RoEV	18.0	17.6	17.2	17.3	17.5
Non-operating RoEV	(1.0)	1.2	2.1	-	-

<b>Ratios on CMP</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20E</b>	<b>FY21E</b>	<b>FY22E</b>
P/E (x)	73.0	63.3	59.9	55.5	47.5
P/ABV (x)	13.2	11.3	9.8	8.5	7.4
P/EV (x)	4.2	3.5	3.0	2.6	2.2
P/VNB Multiple (x)	43.0	33.2	25.9	20.2	15.5
P/EVOP (x)	26.8	23.7	20.6	17.3	14.7
P/VIF (x)	7.2	5.5	4.8	4.2	3.6
P/AUM(x)	0.7	0.6	0.5	0.4	0.3
<b>Ratios on TP</b>					
P/E (x)	81.7	70.8	67.0	62.1	53.1
P/ABV (x)	14.7	12.6	10.9	9.5	8.3
P/EV (x)	4.7	4.0	3.4	2.9	2.5
P/VNB Multiple (x)	49.3	38.5	30.2	23.8	18.5
P/EVOP (x)	30.0	26.5	23.0	19.4	16.4
P/VIF (x)	8.1	6.2	5.4	4.7	4.0
P/AUM(x)	0.8	0.7	0.6	0.5	0.4

\* Adjusted for change in effective tax rate

Source: Company financials and disclosures, HDFC sec Inst Research

### Policyholder's Account

(Rs mn)	FY18	FY19	FY20E	FY21E	FY22E
Total premium earned	251,601	328,904	409,374	498,526	601,370
Income from investments and other income	85,248	112,719	124,735	146,757	171,706
Transfer from shareholders account	756	989	500	520	541
<b>Total income</b>	<b>337,605</b>	<b>442,612</b>	<b>534,609</b>	<b>645,803</b>	<b>773,617</b>
Commission	11,209	13,464	16,242	19,256	22,632
Operating expenses	17,188	21,235	27,195	32,616	38,134
Provisions	3,527	5,505	4,769	5,007	5,258
<b>Total expenses</b>	<b>31,924</b>	<b>40,203</b>	<b>48,206</b>	<b>56,879</b>	<b>66,024</b>
Benefits paid	117,123	152,938	191,050	247,469	305,182
Change in valuation of liabilities	175,950	235,917	281,428	326,391	384,883
<b>Total</b>	<b>293,073</b>	<b>388,855</b>	<b>472,478</b>	<b>573,860</b>	<b>690,065</b>
<b>Surplus</b>	<b>12,609</b>	<b>13,553</b>	<b>13,925</b>	<b>15,064</b>	<b>17,529</b>
Tax	2,380	2,687	2,761	2,986	3,475
<b>Net surplus</b>	<b>10,229</b>	<b>10,866</b>	<b>11,164</b>	<b>12,077</b>	<b>14,054</b>

Source: Company, HDFC sec Inst Research

### Shareholder's Account

(Rs mn)	FY18	FY19	FY20E	FY21E	FY22E
Transfer from policyholders' a/c	8,294	9,985	10,048	10,266	11,946
Investment income	4,521	5,057	5,723	6,721	7,802
Other income	113	135	-	-	-
<b>Total income</b>	<b>12,928</b>	<b>15,177</b>	<b>15,771</b>	<b>16,987</b>	<b>19,748</b>
Expenses	327	459	498	539	585
Contribution to policyholders' a/c	756	989	500	520	541
<b>Profit before tax</b>	<b>11,845</b>	<b>13,729</b>	<b>14,773</b>	<b>15,928</b>	<b>18,622</b>
Taxes	341	461	739	796	931
<b>PAT</b>	<b>11,504</b>	<b>13,268</b>	<b>14,035</b>	<b>15,131</b>	<b>17,691</b>

Source: Company, HDFC sec Inst Research

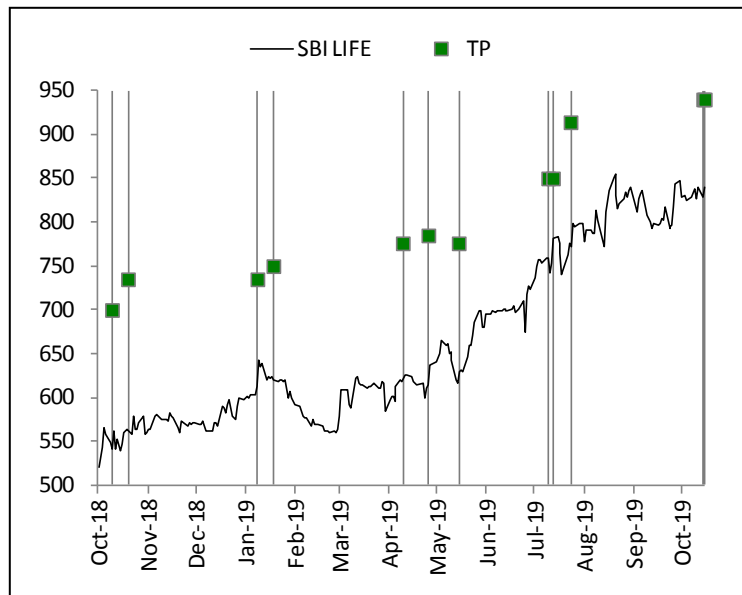
### Balance Sheet

(Rs mn)	FY18	FY19	FY20E	FY21E	FY22E
<b>Sources of funds</b>					
Share capital	10,000	10,000	10,000	10,000	10,000
Reserve and surplus	53,745	64,601	76,086	88,467	102,944
<b>Net worth</b>	<b>63,745</b>	<b>74,601</b>	<b>86,086</b>	<b>98,467</b>	<b>112,944</b>
Credit/debit balance in fair value a/c	1,534	1,162	1,162	1,162	1,162
Policyholders' a/c	1,114,345	1,351,399	1,632,826	1,959,218	2,344,100
Funds for future appropriation	1,935	2,816	2,957	3,105	3,260
<b>Total Liabilities</b>	<b>1,181,558</b>	<b>1,429,978</b>	<b>1,723,031</b>	<b>2,061,952</b>	<b>2,461,466</b>
<b>Application of funds</b>					
Shareholders' Investments	50,144	57,232	67,213	78,020	90,849
Policyholders' investments	544,857	644,724	-	-	-
Asset to cover linked liabilities	549,359	691,291	1,617,442	1,943,834	2,328,716
Loans	1,709	1,725	1,768	1,812	1,858
Fixed assets + DTA	5,813	5,952	6,101	6,254	6,410
Net current assets	29,677	29,054	30,507	32,032	33,634
Debit balance in P&L	-	-	-	-	-
<b>Total Assets</b>	<b>1,181,558</b>	<b>1,429,978</b>	<b>1,723,031</b>	<b>2,061,952</b>	<b>2,461,466</b>

Source: Company, HDFC sec Inst Research



**RECOMMENDATION HISTORY**



Date	CMP	Reco	Target
9-Oct-18	513	BUY	700
22-Oct-18	564	BUY	735
8-Jan-19	605	BUY	735
19-Jan-19	620	BUY	750
9-Apr-19	620	BUY	776
26-Apr-19	614	BUY	785
14-May-19	616	BUY	776
9-Jul-19	759	BUY	850
13-Jul-19	781	BUY	850
24-Jul-19	776	BUY	914
14-Oct-19	840	BUY	940
16-Oct-19	840	BUY	940

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- BUY : Where the stock is expected to deliver more than 10% returns over the next 12 month period
- NEUTRAL : Where the stock is expected to deliver (-)10% to 10% returns over the next 12 month period
- SELL : Where the stock is expected to deliver less than (-)10% returns over the next 12 month period

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