

News Release
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Performance for the nine months ended December 31, 2023

- Private Market leadership in Individual New Business Premium of ₹ 177.6 billion with 17% growth and 29.1% market share
- Annualized Premium Equivalent (APE) stands at ₹ 143.9 billion with growth of 17%
- Protection Annualized Premium Equivalent (APE) stands at ₹ 15.2 billion with growth of 24%
- Value of New Business (VoNB) stands at ₹ 40.4 billion with 11% growth
- VoNB Margin stands at 28.1%
- Profit After Tax (PAT) stands at ₹ 10.8 billion with 15% growth
- Solvency ratio of 2.09
- Annuity and Pension New Business stands at ₹ 67.9 billion with 12% growth
- Assets under Management stands at ₹ 3.7 trillion with 24% growth

Key measures of performance

(₹ in billion)

Particulars	9M FY 2024	9M FY 2023	YoY
Revenue Parameters			
New Business Premium (NBP)	260.0	215.1	21%
Renewal Premium (RP)	301.9	257.9	17%
Gross Written Premium (GWP)	561.9	473.0	19%
Individual New Business Premium	177.6	152.4	17%
Individual Rated Premium (IRP)	127.9	111.4	15%
Annualized Premium Equivalent (APE)	143.9	122.6	17%
Total Protection NBP (Individual + Group)	29.7	25.5	17%
Total Protection NBP Share	11.4%	11.8%	-
Private Market Share based on IRP ¹	26.5%	25.7%	-
APE Product mix (%) (Par/Non Par/ULIP)	4/35/61	5/38/57	-
APE Channel mix (%) (Banca/Agency/others)	65/24/11	66/25/9	-
Financial Parameters			
Profit after Tax (PAT)	10.8	9.4	15%
Net Worth	144.3	125.8	15%
Assets under Management (AuM)	3,714.1	2,999.9	24%
IEV, VoNB and VoNB Margin²			
Value of New Business (VoNB)	40.4	36.3	11%
VoNB per Share (in ₹) (VoNB / Number of Shares)	40.3	36.3	-
New Business Margin (VoNB Margin)	28.1%	29.6%	-

Particulars	9M FY 2024	9M FY 2023	YoY
Key Financial Ratios			
Operating expense ratio ³	5.1%	5.2%	-
Commission ratio ⁴	4.8%	4.5%	-
Total cost ratio ⁵	9.9%	9.7%	-
Persistency Ratios - Premium Basis (Regular Premium/ Limited Premium payment under individual category) ⁶			
13 th month persistency	85.3%	84.6%	-
25 th month persistency	76.9%	76.3%	-
37 th month persistency	72.4%	73.2%	-
49 th month persistency	71.6%	70.1%	-
61 st month persistency	58.1%	53.6%	-
Solvency Ratio	2.09	2.25	-
Return on Equity (RoE)	10.5%	10.4%	-

1. Source: Life insurance council

2. VoNB and VoNB Margin for 9M FY24 have been reviewed by Independent Actuary.

3. Operating expense ratio = Operating expenses / Gross Written Premium (GWP)

4. Commission ratio = Commission (including rewards) / Gross Written Premium (GWP)

5. Total cost ratio = (Operating expenses + Commission + Provision for doubtful debt and bad debt written off) /GWP

6. The persistency ratios are calculated as per IRDA/ACT/CIR/GEN/21/02/2010 circular dated February 11, 2010 and IRDAI circular no. IRDAI/F&A/CIR/MISC/256/09/2021 dated September 30, 2021.

Persistency Ratios for the period ended December 31, 2023 and December 31, 2022 are 'Upto the Quarter' Persistency calculated using policies issued in December to November of the relevant years.

N.B: Refer the section on definitions, abbreviations and explanatory notes.

The Board of Directors of SBI Life Insurance Company Limited approved and adopted its audited financial results for the quarter and nine months ended December 31, 2023, following its meeting on Thursday, January 25, 2024 in Mumbai. The disclosure of financial results submitted to exchanges is annexed to this release.

Business growth and market share

- The Company has maintained its leadership position in Individual Rated Premium of ₹ 127.9 billion with 26.5% private market share in 9M FY 24.
- Growth in Individual New Business Premium by 17% to ₹ 177.6 billion in 9M FY 24.
- New Business Premium (NBP) has grown by 21% to ₹ 260.0 billion in 9M FY 24 aided by growth in individual annuity business by 35%.
- Protection New Business Premium has increased by 17% from ₹ 25.5 billion in 9M FY 23 to ₹ 29.7 billion in 9M FY 24 due to growth in group protection business by 25% to ₹ 23.1 billion in 9M FY 24.
- Gross Written Premium (GWP) has grown by 19% to ₹ 561.9 billion in 9M FY 24 mainly due to 25% growth in Single Premium (SP) and 17% growth in Renewal Premium (RP) in 9M FY 24.

Distribution network

- The Company has strong distribution network of 312,626 trained insurance professionals consisting of agents, CIFs and SPs along with widespread operations with 1,028 offices across country.
- The Company has diversified distribution network comprising of strong bancassurance channel, agency channel and others comprising of corporate agents, brokers, micro agents, common service centers, insurance marketing firms, web aggregators and direct business.
- APE channel mix for 9M FY 24 is bancassurance channel 65%, agency channel 24% & other channels 11%.
- NBP of Agency channel has increased by 21% to ₹ 47.3 billion in 9M FY 24 and NBP of Banca channel has increased by 16% to ₹ 153.0 billion in 9M FY 24 as compared to same period last year.

Cost Efficiency

- Total Cost ratio for 9M FY 24 is 9.9% vis-à-vis 9.7% for 9M FY 23
 - Commission ratio for 9M FY 24 is 4.8% vis-à-vis 4.5% for 9M FY 23
 - Operating Expense ratio for 9M FY 24 is 5.1% vis-à-vis 5.2% in 9M FY 23

Profitability

- Profit after Tax (PAT) grew by 15% to ₹ 10.8 billion for 9M FY 24.
- VoNB increased by 11% to ₹ 40.4 billion for 9M FY 24.
- VoNB margin stands at 28.1% in 9M FY 24.

Persistency

- Strong growth in 49th month and 61st month persistency (based on premium considering Regular Premium/ Limited Premium payment under individual category) in 9M FY 24 by 151 bps and 449 bps respectively due to our focus on improving the quality of business and customer retention.

Assets under Management

- AuM grew by 24% from ₹ 2,999.9 billion as on December 31, 2022 to ₹ 3,714.1 billion as on December 31, 2023 with debt-equity mix of 65:35. Over 95% of the debt investments are in AAA and Sovereign instruments.

Financial position

- The Company's net worth increased by 15% from ₹ 125.8 billion as on December 31, 2022 to ₹ 144.3 billion as on December 31, 2023.
- Robust solvency ratio of 2.09 as on December 31, 2023 as against the regulatory requirement of 1.50 indicating strong financial position of the Company.

Definitions, abbreviations and explanatory notes

- **New Business Premium (NBP):** Insurance premium that is due in the first policy year of a life insurance contract or a single lump sum payment from the policyholder.
- **Annualized Premium Equivalent (APE):** The sum of annualized first year premiums on regular premium policies, and 10% of single premiums, written by the Company during the fiscal year from both retail and group customers.
- **Individual New Business Premium:** Insurance premium that is due in the first policy year of an individual life insurance contract.
- **Individual Rated Premium (IRP):** New business premiums written by the Company under individual products and weighted at the rate of 10% for single premiums.
- **Renewal Premium:** Life insurance premiums falling due in the years subsequent to the first year of the policy.
- **Value of New Business (VoNB):** VoNB is the present value of expected future earnings from new policies written during a specified period and it reflects the additional value to shareholders expected to be generated through the activity of writing new policies during a specified period.
- **Value of New Business Margin / VoNB Margin:** VoNB Margin is the ratio of VoNB to New Business Annualized Premium Equivalent for a specified period and is a measure of the expected profitability of new business.

- **Solvency Ratio:** Solvency ratio means ratio of the amount of Available Solvency Margin to the amount of Required Solvency Margin as specified in form-KT-3 of IRDAI Actuarial Report and Abstracts for Life Insurance Business Regulations.
- **Net worth:** Net worth represents the shareholders' funds and is computed as sum of share capital and reserves (including share premium but excluding employee stock options outstanding account), share application money and fair value change account net of debit balance in profit and loss account.

About SBI Life Insurance

SBI Life Insurance ('SBI Life' / 'The Company'), one of the most trusted life insurance companies in India, was incorporated in October 2000 and is registered with the Insurance Regulatory and Development Authority of India (IRDAI) in March 2001.

Serving millions of families across India, SBI Life's diverse range of products caters to individuals as well as group customers through Protection, Pension, Savings and Health solutions.

Driven by 'Customer-First' approach, SBI Life places great emphasis on maintaining world class operating efficiency and providing hassle-free claim settlement experience to its customers by following high ethical standards of service. Additionally, SBI Life is committed to enhance digital experiences for its customers, distributors and employees alike.

SBI Life strives to make insurance accessible to all, with its extensive presence across the country through its 1,028 offices, 24,060 employees, a large and productive network of about 243,590 agents, 74 corporate agents and 14 bancassurance partners with more than 41,000 partner branches, 150 brokers and other insurance marketing firms.

In addition to doing what's right for the customers, the company is also committed to provide a healthy and flexible work environment for its employees to excel personally and professionally.

SBI Life strongly encourages a culture of giving back to the society and has made substantial contribution in the areas of child education, healthcare, disaster relief and environmental upgrade. In 2022-23, the Company touched over 1.1 lakh direct beneficiaries through various CSR interventions.

Listed on the Bombay Stock Exchange ('BSE') and the National Stock Exchange ('NSE'), the company has an authorized capital of ₹ 20.0 billion and a paid up capital of ₹ 10.0 billion. The AuM is ₹ 3,714.1 billion.

For more information, please visit our website-www.sbilife.co.in and connect with us on Facebook, Twitter, YouTube, Instagram, and LinkedIn.

(Numbers & data mentioned above are for the period ended December 31, 2023)

Disclaimer

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'expected to', etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the actual growth in demand for insurance and other financial products and services in the countries that we operate or where a material number of our customers reside, our ability to successfully implement our strategy, including our use of the Internet and other technology our exploration of merger and acquisition opportunities, our ability to integrate mergers or acquisitions into our operations and manage the risks associated with such acquisitions to achieve our strategic and financial objectives, our growth and expansion in domestic and overseas markets, technological changes, our ability to market new products, the outcome of any legal, tax or regulatory proceedings in India and in other jurisdictions we are or become a party to, the future impact of new accounting standards, our ability to implement our dividend policy, the impact of changes in insurance regulations and other regulatory changes in India and other jurisdictions on us. SBI Life Insurance Company Limited undertakes no obligation to update forward looking statements to reflect events or circumstances after the date thereof.

This release does not constitute an offer of securities.

For investor queries please call Sangramjit Sarangi at + 91 22 6191 0281 or email investorrelations@sbilife.co.in

For further press queries please call Santosh Setty at +91-22-6191 0034 / Minakshi Mishra at +91-22-6191 0140 or email santosh.setty@sbilife.co.in / minakshi.mishra@sbilife.co.in

(₹1 billion (bn) = ₹ 100 crore; ₹1 trillion = ₹ 1 lakh crore)