

News Release
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Performance for the quarter ended June 30, 2024

- Private Market leadership in NBP of ₹ 70.3 billion with 13% growth and 21.8% market share
- Private Market leadership in Individual NBP of ₹ 47.5 billion with 17% growth and 25.9% market share
- Annualized Premium Equivalent (APE) stands at ₹ 36.4 billion with growth of 20%
- Agency Channel Annualized Premium Equivalent (APE) stands at ₹ 10.9 billion with growth of 45%
- Improvement in 13M & 61M persistency by 150 bps & 229 bps respectively⁶.
- Value of New Business (VoNB) stands at ₹ 9.7 billion with 12% growth
- VoNB Margin stands at 26.8%
- Profit After Tax (PAT) stands at ₹ 5.2 billion with 36% growth
- Solvency ratio of 2.01
- Assets under Management stands at ₹ 4.1 trillion with 26% growth

Key measures of performance

| (₹ in billion) | | | |
|---|--------------|--------------|------------|
| Particulars | Q1 FY 2025 | Q1 FY 2024 | YoY |
| Revenue Parameters | | | |
| New Business Premium (NBP) | 70.3 | 62.1 | 13% |
| Renewal Premium (RP) | 85.4 | 73.5 | 16% |
| Gross Written Premium (GWP) | 155.7 | 135.6 | 15% |
| Individual New Business Premium | 47.5 | 40.6 | 17% |
| Individual Rated Premium (IRP) | 32.2 | 26.7 | 21% |
| Annualized Premium Equivalent (APE) | 36.4 | 30.3 | 20% |
| Private Market Share based on IRP ¹ | 22.4% | 23.0% | - |
| APE Product mix (%) (Par/Non Par/ULIP) | 4/35/61 | 7/40/53 | - |
| APE Channel mix (%) (Banca/Agency/others) | 59/30/11 | 65/25/10 | - |
| Financial Parameters | | | |
| Profit after Tax (PAT) | 5.2 | 3.8 | 36% |
| Net Worth | 155.7 | 135.3 | 15% |
| Assets under Management (AuM) | 4,147.7 | 3,282.8 | 26% |
| VoNB and VoNB Margin² | | | |
| Value of New Business (VoNB) | 9.7 | 8.7 | 12% |
| VoNB per Share (in ₹) (VoNB / Number of Shares) | 9.73 | 8.72 | - |
| New Business Margin (VoNB Margin) | 26.8% | 28.8% | - |

| Particulars | Q1 FY 2025 | Q1 FY 2024 | YoY |
|---|------------|------------|-----|
| Key Financial Ratios | | | |
| Operating expense ratio ³ | 6.1% | 6.8% | - |
| Commission ratio ⁴ | 4.4% | 4.0% | - |
| Total cost ratio ⁵ | 10.5% | 10.8% | - |
| Persistency Ratios - Premium Basis (Regular Premium/ Limited Premium payment under individual category) ⁶ | | | |
| 13 th month persistency | 86.5% | 85.0% | - |
| 25 th month persistency | 77.5% | 76.1% | - |
| 37 th month persistency | 71.7% | 74.8% | - |
| 49 th month persistency | 73.0% | 70.4% | - |
| 61 st month persistency | 59.0% | 56.7% | - |
| Solvency Ratio | 2.01 | 2.15 | - |
| Return on Equity (RoE) | 13.6% | 11.5% | - |

1. Source: Life insurance council

2. VoNB and VoNB Margin for Q1 FY 25 & Q1 FY 24 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 June 30, 2024 and June 30, 2023 are 'Upto the Quarter' Persistency calculated using policies issued in June to May 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 ended June 30, 2024, following its meeting on Wednesday, July 24, 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 ₹ 32.2 billion with 22.4% private market share in Q1 FY 25.
- Growth in Individual New Business Premium by 17% to ₹ 47.5 billion in Q1 FY 25.
- New Business Premium (NBP) has grown by 13% to ₹ 70.3 billion in Q1 FY 25.
- Protection New Business Premium stands at ₹ 7.2 billion in Q1 FY 25.
- Gross Written Premium (GWP) has grown by 15% to ₹ 155.7 billion in Q1 FY 25 mainly due to 19% growth in New Business Regular Premium (RP) and 16% growth in Renewal Premium (RP) in Q1 FY 25.

Distribution network

- The Company has strong distribution network of 327,038 trained insurance professionals consisting of Agents, CIFs and SPs along with widespread operations with 1,062 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 Q1 FY 25 is bancassurance channel 59%, agency channel 30% & other channels 11%.
- Individual NBP of Agency channel has increased by 48% to ₹ 12.7 billion in Q1 FY 25 and Individual NBP of Banca channel has increased by 3% to ₹ 27.7 billion in Q1 FY 25 as compared to same period last year.

Cost Efficiency

- Total Cost ratio for Q1 FY 25 is 10.5% vis-à-vis 10.8% for Q1 FY 24
 - Commission ratio for Q1 FY 25 is 4.4% vis-à-vis 4.0% for Q1 FY 24
 - Operating Expense ratio for Q1 FY 25 is 6.1% vis-à-vis 6.8% in Q1 FY 24

Profitability

- Profit after Tax (PAT) grew by 36% to ₹ 5.2 billion for Q1 FY 25.
- VoNB increased by 12% to ₹ 9.7 billion for Q1 FY 25.
- VoNB margin stands at 26.8% in Q1 FY 25.

Persistency

- Strong growth in 49th month and 61st month persistency (based on premium considering Regular Premium/ Limited Premium payment under individual category) in Q1 FY 25 by 259 bps and 229 bps respectively due to our focus on improving the quality of business and customer retention.

Assets under Management

- AuM grew by 26% from ₹ 3,282.8 billion as on June 30, 2023 to ₹ 4,147.7 billion as on June 30, 2024 with debt-equity mix of 62:38. Over 95% of the debt investments are in AAA and Sovereign instruments.

Financial position

- The Company's net worth increased by 15% from ₹ 135.3 billion as on June 30, 2023 to ₹ 155.7 billion as on June 30, 2024.
- Robust solvency ratio of 2.01 as on June 30, 2024 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 1,062 offices, 23,943 employees, a large and productive network of about 257,266 agents, 79 corporate agents and 14 bancassurance partners with more than 41,000 partner branches, 132 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 2023-24, the Company touched over 1.05 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 ₹ 4,147.7 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 June 30, 2024)

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.

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