

Life Insurance Monthly Update: Aug 2021

Strong performance continues for private players; IPRU and SBILIFE outperform sector and private peers

Outlook

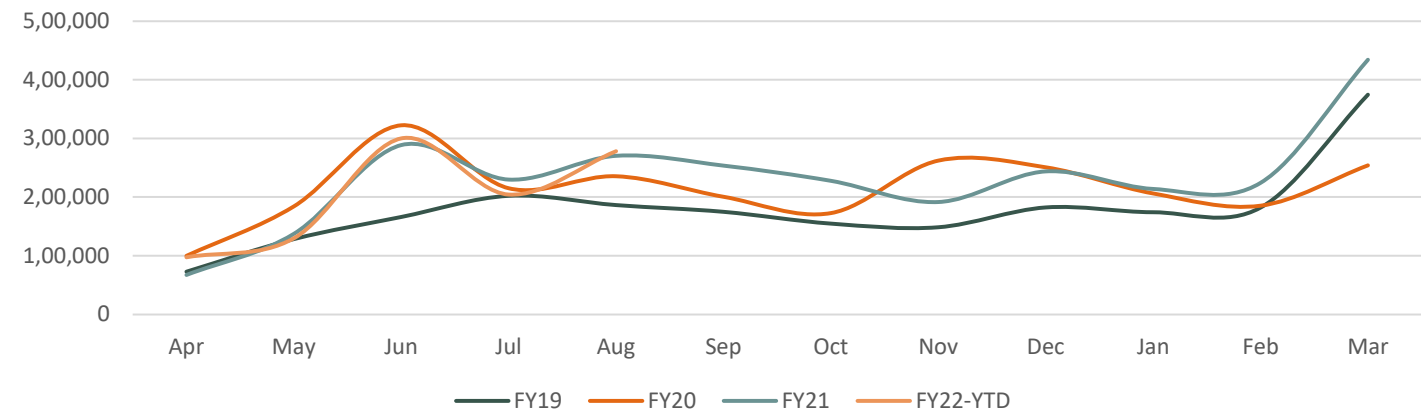
We believe that growth during the month was largely led by regular premium products such as protection, non-par savings and ULIPs. HDFCLIFE has fared well during the year, despite the growth rate being slower than private peers as the company has managed to grow steadily over the pre-pandemic levels. IPRU's growth has been strong this year, but remains below the pre-pandemic levels. IPRU seems to have slowed down in their push for group term business this month after previously registering strong numbers. SBILIFE has been the star performer in the sector, with strong growth in the retail segment. MAXF has also maintained a steady growth.

Overall business

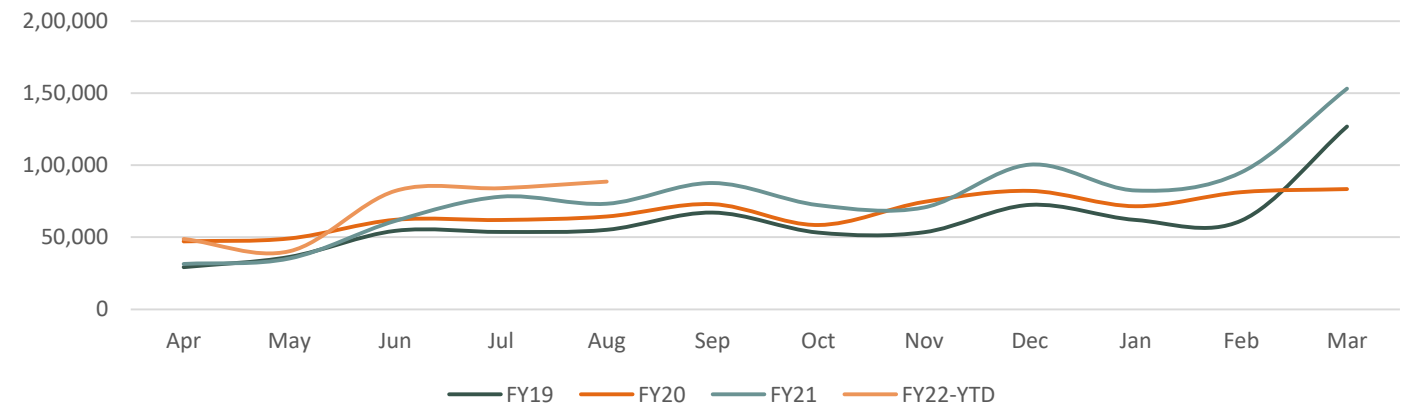
- Overall NBP (new business premium) was marginally higher by 2.9% YoY for the industry to Rs. 278bn in Aug 2021. Private players fared much better, registering a growth of 21% YoY to Rs. 87bn. Private players market share on a YTD basis stood at 34% and LIC at 66% vs 28% and 72% during the same period last year. Regular premium products (ULIPS, par, non-par savings, and protection) grew by 30% YoY for the sector while for private players grew by 46.8% YoY. Single premium products (annuity, group savings and group term), however, de-grew by 4.7% YoY for the sector and 1% for the private players. On an APE basis, the sector grew by 20.8% YoY in Aug 2021, while the private players registered a strong growth of 41.8% YoY. (The difference between APE growth and NBP growth is attributable to lower weightage of single premium products in APE calculations).
- IPRU's NBP growth outpaced the sector at 43% YoY to Rs. 12.8bn. Regular premium products saw an impressive 72.8% YoY increase, while single premium products saw a slight moderation in growth to 14.6% YoY during the month. On an APE basis, the growth though impressive at 57.6% YoY, was optically higher due to lower base and absolute APE was Rs. 5.6bn. The absolute premiums remain below pre-pandemic levels in Aug.
- HDFCLIFE degrew by 6% YoY growth in NBP to Rs. 17.9bn. On an APE basis, HDFCLIFE grew by 18.5% YoY to Rs. 7.9bn, and absolute premiums were above pre-pandemic levels. This indicates that the company has maintained a consistent growth. Regular premium products, grew by 28.2% YoY, lower than the sector while single premium products declined by 19.1% YoY.
- SBILIFE's NBP increased by 23.9% YoY to Rs. 22.3bn during the month. Regular premium products registered a strong growth of 63.4% YoY, outpacing the private peers. Single premium products, continued to decline for the second consecutive month (-3.0% YoY). However, on an APE basis, the growth rate was 54.9% YoY, higher than industry.
- MAXF's overall NBP growth was slower than the sector at 16.5% YoY to Rs. 6.1bn. Regular premium products grew marginally by 6.2% YoY, lower than private peers while single premium products grew by 42.4% YoY. On an APE basis, the growth was slower than the private peers at 7.6% YoY and is higher than the pre-pandemic levels.

Retail business

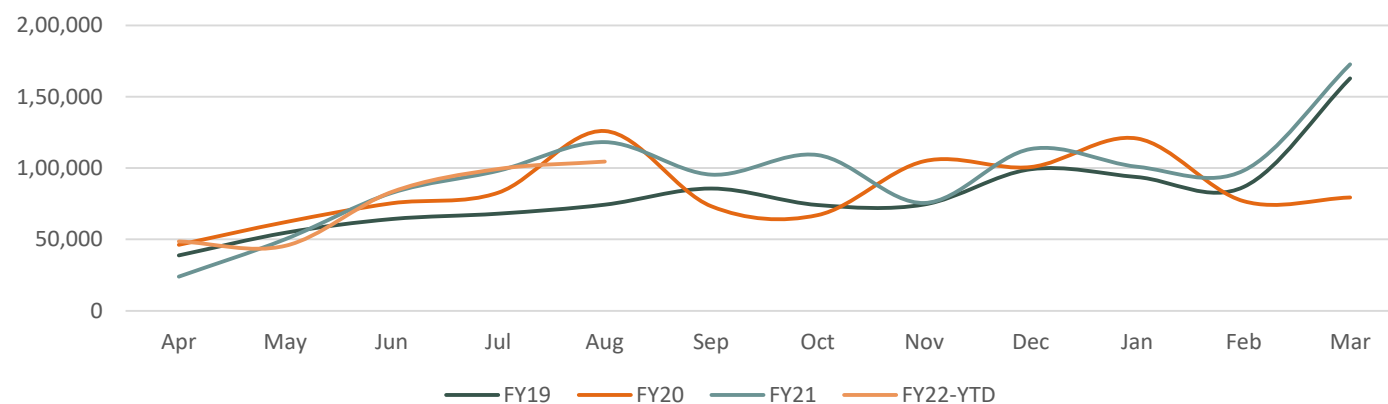
- Retail new business premium for the sector de-grew by 11.5% YoY to Rs. 104.5bn for the sector. Private players registered a 37.5% YoY increase in Retail NBP to Rs. 57.9bn. On an RWRP basis, the sector registered a 18.9% YoY growth while the private players registered a 39.1% YoY growth in July 2021.
- IPRU's retail NBP was Rs. 7.9bn in August 2021, up 34.9% YoY. On an RWRP basis, the company grew by 34.3% YoY during the year, slower than the private peers.
- HDFCLIFE registered a slower than private peers growth in retail NBP at 29.6% YoY to Rs. 10.4bn. On an RWRP basis, HDFCLIFE grew by 26.5% YoY, slower than private peers.
- SBILIFE's retail NBP grew by 66.8% YoY, outpacing the private peers and was Rs. 15.1bn in absolute terms. The RWRP growth was also much higher than the private peers at 67.3% YoY. MAXF registered a slower than private peers growth rate at 16.5% YoY to Rs. 6.1bn. In RWRP terms, the growth was also lower than private peers at 9.3% YoY.

Exhibit 1: Insurance Industry overall NBP trend (Rs. Mn)

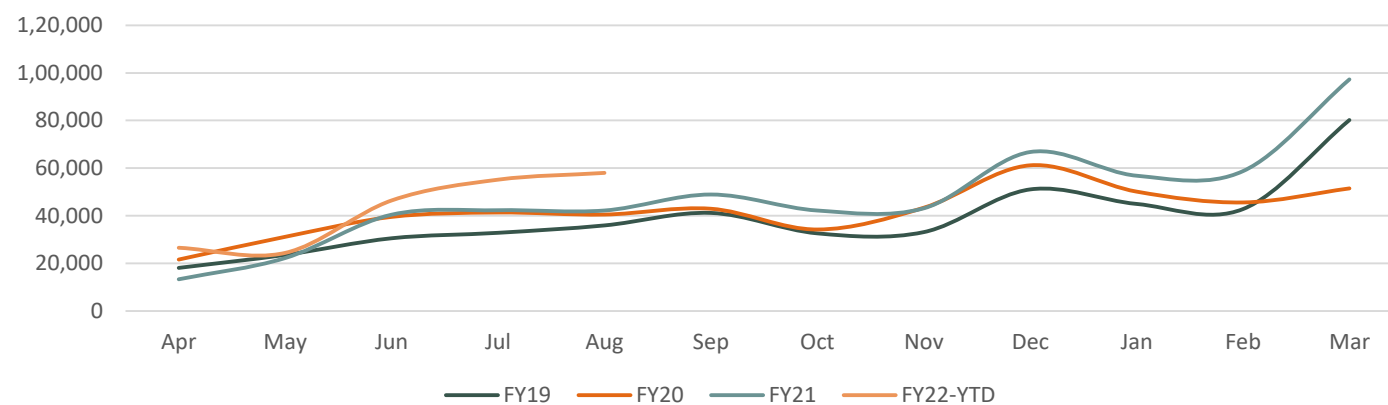
Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 2: Ex-LIC, Insurers continue to maintain strong momentum (Rs. Mn)

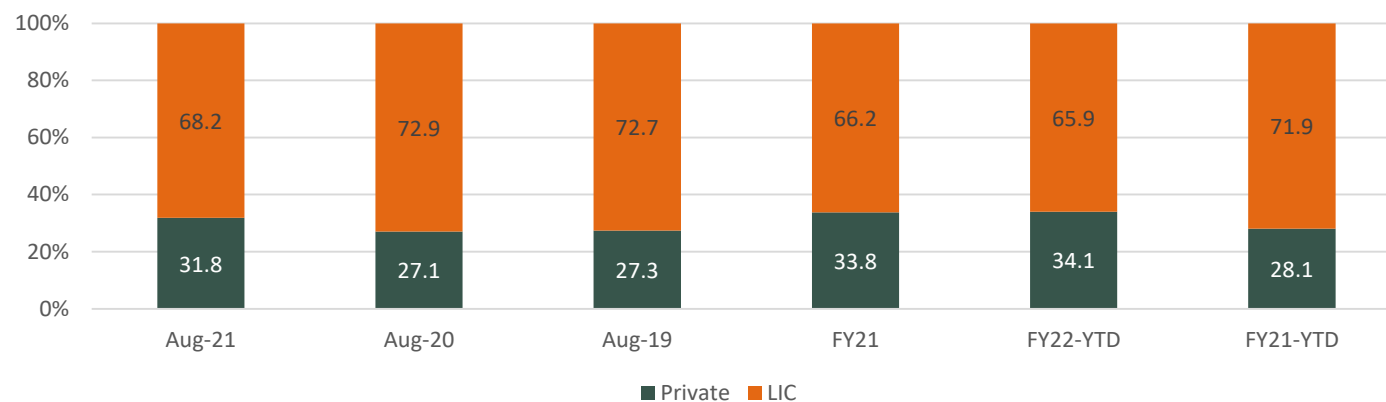
Source: Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 3: Insurance Industry retail NBP declined in Aug 2021 (Rs. Mn)

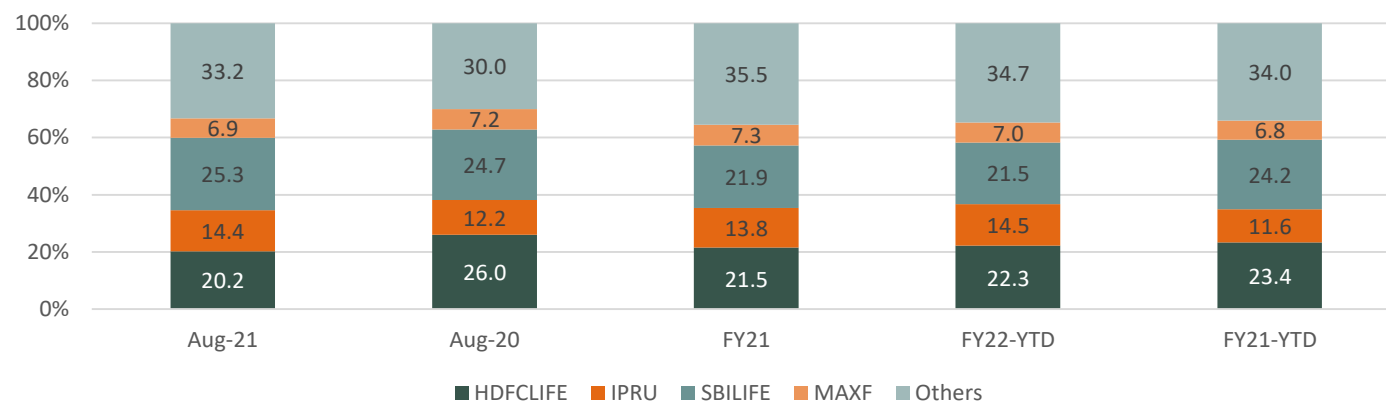
Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 4: Ex-LIC, the sector recorded a strong growth (+37%) in the retail segment in Aug 2021 (Rs. Mn)

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 5: Market share split between private players and LIC (overall NBP basis) – Private players gain market share

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 6: Ex-LIC, top 4 private insurers market share stood at 67% (Overall NBP basis)

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 7: Life Insurance Premiums – June 2021

Premiums (Rs. Mn)	Aug-21	Aug-20	YoY (%)	Jul-21	MoM (%)	Aug-19	% chng Aug 21 / Aug 19	FY21	FY22-YTD	FY21-YTD	YoY (%)
NBP											
Private	88,600	73,256	20.9	84,038	5.4	64,406	37.6	9,41,034	3,43,883	2,79,461	23.1
HDFCLIFE	17,905	19,040	(6.0)	20,475	(12.6)	13,154	36.1	2,02,424	76,526	65,329	17.1
IPRU	12,764	8,923	43.0	11,570	10.3	10,436	22.3	1,30,321	49,920	32,406	54.0
SBILIFE	22,378	18,058	23.9	18,006	24.3	14,324	56.2	2,06,254	73,823	67,731	9.0
MAXF	6,108	5,243	16.5	5,737	6.5	4,393	39.0	68,269	24,236	18,935	28.0
LIC	1,89,608	1,97,142	(3.8)	1,20,309	57.6	1,71,143	10.8	18,41,746	6,65,924	7,14,152	(6.8)
Industry	2,78,207	2,70,398	2.9	2,04,347	36.1	2,35,549	18.1	27,82,780	10,09,807	9,93,613	1.6
Ind. NBP											
Private	57,987	42,186	37.5	55,142	5.2	40,481	43.2	5,74,176	2,10,451	1,60,430	31.2
HDFCLIFE	10,441	8,058	29.6	10,624	(1.7)	6,292	65.9	1,01,251	40,083	33,149	20.9
IPRU	7,920	5,872	34.9	7,318	8.2	7,008	13.0	78,470	30,251	20,497	47.6
SBILIFE	15,045	9,022	66.8	14,001	7.5	9,694	55.2	1,25,000	47,397	31,665	49.7
MAXF	5,367	4,809	11.6	5,171	3.8	4,093	31.1	62,283	21,576	17,839	20.9
LIC	46,556	75,995	(38.7)	44,225	5.3	85,454	(45.5)	5,64,065	1,70,897	2,12,566	(19.6)
Industry	1,04,543	1,18,181	(11.5)	99,367	5.2	1,25,935	(17.0)	11,38,241	3,81,348	3,72,996	2.2
APE											
Private	53,355	37,639	41.8	49,892	6.9	41,028	30.0	5,46,037	1,96,918	1,49,790	31.5
HDFCLIFE	7,906	6,674	18.5	8,198	(3.6)	5,723	38.1	82,440	31,742	25,698	23.5
IPRU	5,580	3,540	57.6	3,040	83.6	7,551	(26.1)	85,579	19,999	13,811	44.8
SBILIFE	13,011	8,399	54.9	11,669	11.5	8,959	45.2	1,13,679	40,657	29,837	36.3
MAXF	4,197	3,901	7.6	3,995	5.0	3,483	20.5	50,333	16,663	13,860	20.2
LIC	43,734	42,702	2.4	35,214	24.2	39,849	9.7	4,88,218	1,60,280	1,83,208	(12.5)
Industry	97,089	80,341	20.8	85,106	14.1	80,877	20.0	10,34,255	3,57,198	3,32,999	7.3
RWRP											
Private	44,934	32,306	39.1	41,877	7.3	34,288	31.0	4,51,918	1,60,065	1,22,366	30.8
HDFCLIFE	6,859	5,421	26.5	6,938	(1.1)	4,761	44.1	69,979	26,845	21,997	22.0
IPRU	5,450	4,059	34.3	4,770	14.3	5,730	(4.9)	54,536	19,643	14,423	36.2
SBILIFE	12,050	7,202	67.3	10,923	10.3	8,389	43.6	1,02,244	36,826	24,856	48.2
MAXF	4,087	3,738	9.3	3,930	4.0	3,361	21.6	48,702	16,321	13,346	22.3
LIC	25,755	27,129	(5.1)	24,951	3.2	26,564	(3.0)	3,04,663	1,00,621	1,01,049	(0.4)
Industry	70,688	59,435	18.9	66,827	5.8	60,851	16.2	7,56,581	2,60,687	2,23,415	16.7
Market share (%)											
NBP basis											
Private	31.8	27.1	4.8	41.1	(9.3)	27.3	4.5	33.8	34.1	28.1	5.9
LIC	68.2	72.9	(4.8)	58.9	9.3	72.7	(4.5)	66.2	65.9	71.9	(5.9)
APE basis											
Private	55.0	46.8	8.1	58.6	(3.7)	50.7	4.2	52.8	55.1	45.0	10.1
LIC	45.0	53.2	(8.1)	41.4	3.7	49.3	(4.2)	47.2	44.9	55.0	(10.1)

(Source: IDBI Capital, IRDA, Life Insurance Council, Company)

Exhibit 8: HDFCLIFE retail single premium increased during the month of Aug (Rs. Mn)

HDFCLIFE	FY19	FY20	% YoY	FY21	% YoY	FY22	% YoY
Apr	1,216	1,746	43.5	926	(47.0)	1,924	107.8
May	1,711	2,878	68.3	1,622	(43.7)	1,952	20.4
Jun	1,782	2,848	59.8	3,039	6.7	2,759	(9.2)
Jul	2,130	2,329	9.4	3,876	66.4	4,096	5.7
Aug	2,412	1,701	(29.5)	2,929	72.2	3,980	35.9
Sep	2,572	1,814	(29.5)	3,391	86.9		
Oct	2,295	1,733	(24.5)	2,556	47.5		
Nov	2,064	2,275	10.2	2,570	13.0		
Dec	3,003	2,628	(12.5)	3,715	41.3		
Jan	3,096	2,936	(5.2)	3,096	5.5		
Feb	2,840	3,051	7.5	2,709	(11.2)		
Mar	4,132	2,501	(39.5)	4,319	72.7		

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 9: HDFCLIFE retail non-single premium grew YoY**(Rs. Mn)**

HDFCLIFE	FY19	FY20	% YoY	FY21	% YoY	FY22	% YoY
Apr	1,929	2,504	29.8	1,820	(27.3)	3,551	95.2
May	2,746	4,346	58.3	2,934	(32.5)	3,416	16.4
Jun	2,969	5,608	88.9	5,404	(3.6)	5,417	0.2
Jul	3,100	4,992	61.0	5,473	9.6	6,529	19.3
Aug	3,291	4,591	39.5	5,129	11.7	6,462	26.0
Sep	5,057	4,089	(19.2)	5,774	41.2		
Oct	4,173	3,585	(14.1)	5,204	45.2		
Nov	2,972	4,324	45.5	5,221	20.7		
Dec	4,354	6,543	50.3	6,696	2.3		
Jan	4,798	5,403	12.6	6,774	25.4		
Feb	3,851	5,027	30.5	5,919	17.7		
Mar	7,956	5,788	(27.2)	10,158	75.5		

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 10: IPRU retail single premium has continued to grow**(Rs. Mn)**

IPRU	FY19	FY20	% YoY	FY21	% YoY	FY22	% YoY
Apr	855	774	(9.4)	507	(34.5)	1,831	261.2
May	794	859	8.2	710	(17.3)	1,855	161.2
Jun	677	998	47.4	1,623	62.5	2,525	55.6
Jul	789	1,175	48.9	1,895	61.3	2,831	49.4
Aug	1,061	1,421	33.9	2,014	41.8	2,745	36.3
Sep	872	935	7.3	1,885	101.6		
Oct	814	951	16.8	1,884	98.2		
Nov	601	980	63.1	1,767	80.4		
Dec	893	1,201	34.5	2,372	97.5		
Jan	1,087	1,278	17.6	3,290	157.5		
Feb	1,600	1,727	8.0	4,371	153.0		
Mar	1,574	1,387	(11.9)	4,277	208.5		

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 11: IPRU retail non-single premium growth has been strong, albeit on a lower base**(Rs. Mn)**

IPRU	FY19	FY20	% YoY	FY21	% YoY	FY22	% YoY
Apr	3,304	3,382	2.3	1,502	(55.6)	2,379	58.4
May	3,916	3,940	0.6	1,844	(53.2)	2,260	22.6
Jun	5,367	5,370	0.1	2,928	(45.5)	4,164	42.2
Jul	5,991	5,874	(1.9)	3,617	(38.4)	4,487	24.0
Aug	6,265	5,588	(10.8)	3,857	(31.0)	5,176	34.2
Sep	6,131	5,716	(6.8)	4,233	(25.9)		
Oct	4,608	5,434	17.9	4,144	(23.7)		
Nov	5,047	6,011	19.1	4,049	(32.6)		
Dec	6,790	7,304	7.6	5,410	(25.9)		
Jan	6,431	6,097	(5.2)	5,440	(10.8)		
Feb	6,724	5,701	(15.2)	5,809	1.9		
Mar	9,211	4,642	(49.6)	9,043	94.8		

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 12: MAXF retail single premium growth has been strong over 2 years**(Rs. Mn)**

MAXF	FY19	FY20	% YoY	FY21	% YoY	FY22	% YoY
Apr	420	478	13.7	595	24.5	695	16.8
May	504	605	20.2	720	19.0	853	18.5
Jun	746	921	23.5	1,339	45.4	1,490	11.2
Jul	646	767	18.6	1,149	49.8	1,379	20.1
Aug	703	814	15.8	1,189	46.2	1,422	19.6
Sep	805	1,031	28.0	1,445	40.2		
Oct	606	749	23.6	1,117	49.1		
Nov	737	1,001	35.8	1,145	14.4		
Dec	1,183	1,401	18.4	1,707	21.8		
Jan	739	927	25.4	1,078	16.4		
Feb	872	1,054	21.0	1,272	20.6		
Mar	1,674	1,947	16.3	2,333	19.8		

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 13: MAXF retail non-single premium growth in high single digits**(Rs. Mn)**

MAXF	FY19	FY20	% YoY	FY21	% YoY	FY22	% YoY
Apr	989	1,270	28.3	1,001	(21.2)	2,277	127.6
May	1,571	1,935	23.2	1,534	(20.8)	1,720	12.2
Jun	2,528	3,035	20.0	3,409	12.3	4,003	17.4
Jul	2,276	3,392	49.0	3,285	(3.2)	3,792	15.4
Aug	2,553	3,280	28.5	3,619	10.4	3,945	9.0
Sep	3,481	3,536	1.6	4,087	15.6		
Oct	2,172	2,217	2.1	3,300	48.9		
Nov	2,574	2,991	16.2	3,210	7.3		
Dec	3,663	4,508	23.1	5,326	18.2		
Jan	3,560	4,090	14.9	4,689	14.7		
Feb	4,027	4,047	0.5	5,359	32.4		
Mar	8,430	5,315	(36.9)	8,375	57.6		

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 14: SBILIFE retail single premium growth continues to be positive and strong – driven by ULIPs (Rs. Mn)

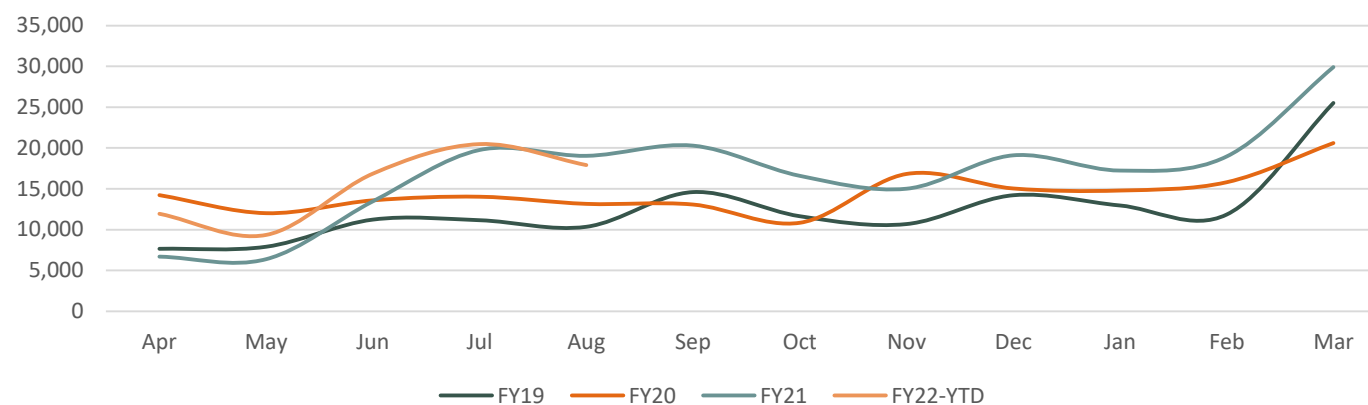
SBILIFE	FY19	FY20	% YoY	FY21	% YoY	FY22	% YoY
Apr	278	426	53.2	348	(18.3)	1,345	286.8
May	454	1,055	132.2	895	(15.2)	1,120	25.1
Jun	610	1,302	113.2	1,990	52.9	2,533	27.3
Jul	664	1,680	153.2	2,311	37.5	3,420	48.0
Aug	619	1,450	134.3	2,022	39.4	3,328	64.6
Sep	785	1,523	94.2	2,251	47.7		
Oct	625	1,239	98.4	2,134	72.2		
Nov	587	1,608	174.1	2,215	37.8		
Dec	824	2,089	153.5	3,075	47.2		
Jan	655	1,414	116.0	2,229	57.6		
Feb	550	1,214	120.6	2,653	118.6		
Mar	923	1,368	48.3	3,162	131.1		

Source: IDBI Capital, IRDA, Life Insurance Council, Company

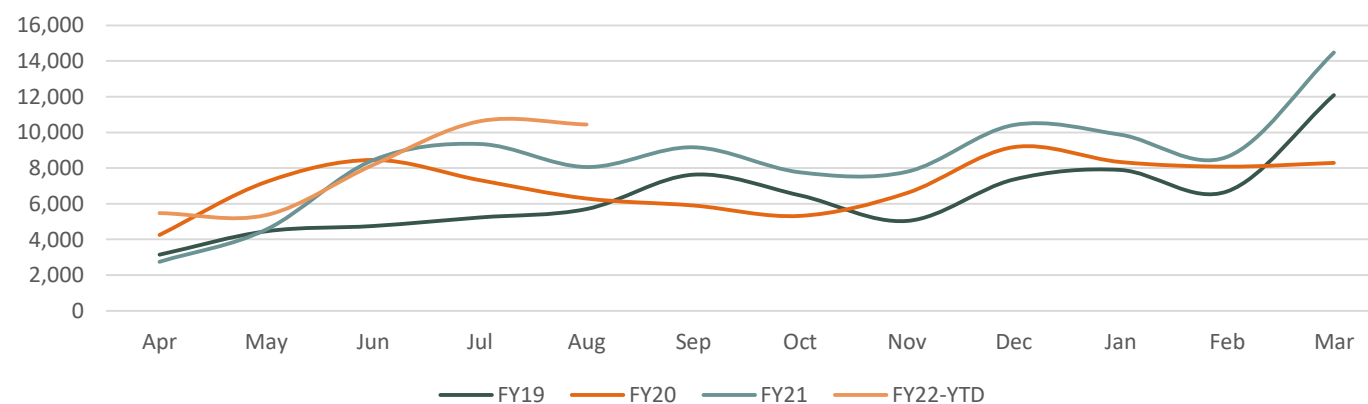
Exhibit 15: SBILIFE retail non-single premium crossed pre-pandemic levels in June 2022 (Rs. Mn)

SBILIFE	FY19	FY20	% YoY	FY21	% YoY	FY22	% YoY
Apr	2,551	3,855	51.1	1,017	(73.6)	3,685	262.3
May	4,046	5,480	35.5	2,933	(46.5)	2,743	(6.5)
Jun	5,305	6,584	24.1	6,181	(6.1)	6,927	12.1
Jul	6,737	8,240	22.3	6,968	(15.4)	10,581	51.8
Aug	7,277	8,244	13.3	7,000	(15.1)	11,717	67.4
Sep	7,841	8,616	9.9	8,156	(5.3)		
Oct	6,620	6,782	2.4	7,660	12.9		
Nov	7,335	8,869	20.9	8,293	(6.5)		
Dec	12,804	14,902	16.4	15,849	6.4		
Jan	10,088	11,733	16.3	11,748	0.1		
Feb	6,436	6,050	(6.0)	9,200	52.1		
Mar	11,751	6,718	(42.8)	14,710	119.0		

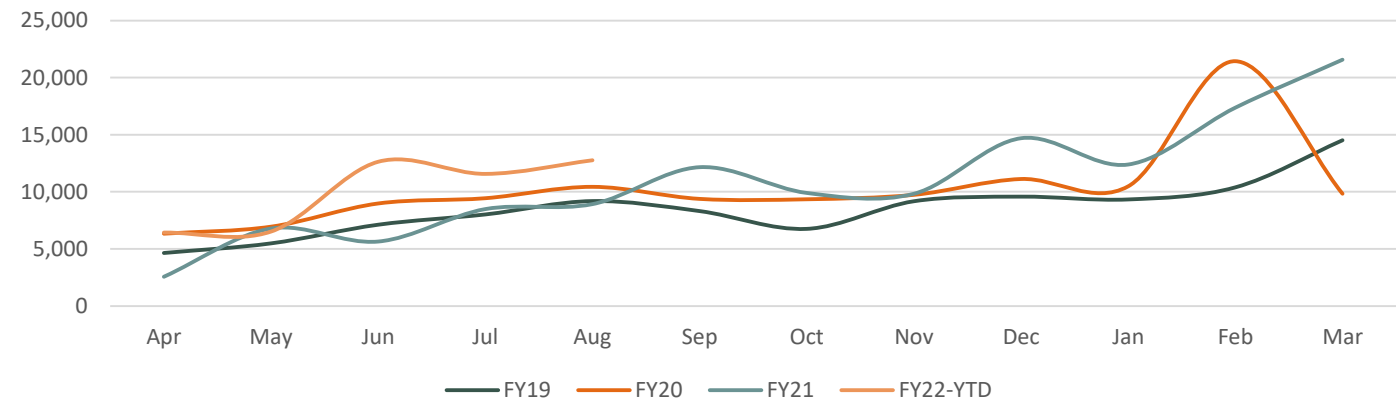
Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 16: HDFCLIFE overall NBP trend (Rs. Mn)

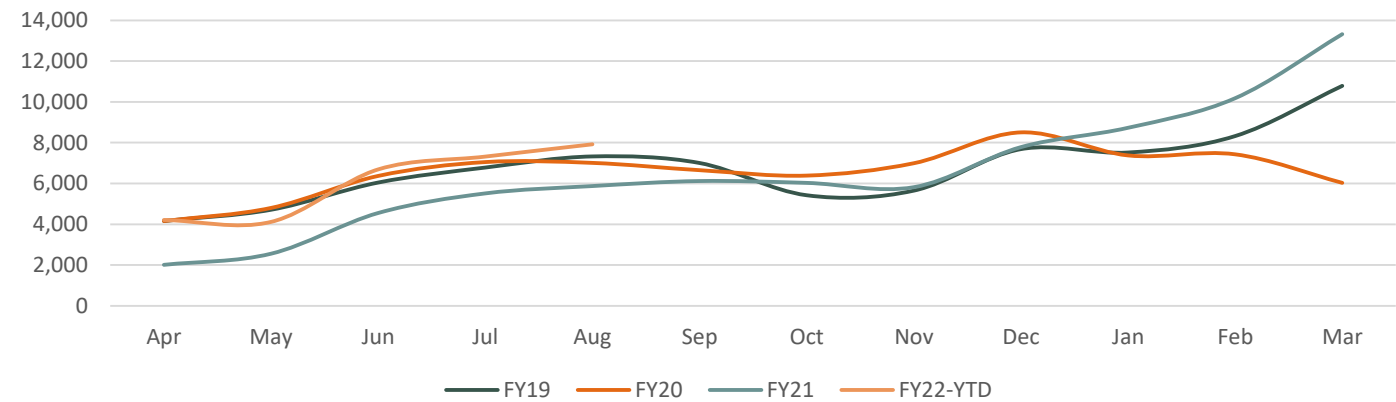
Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 17: HDFCLIFE retail NBP trend (Rs. Mn)

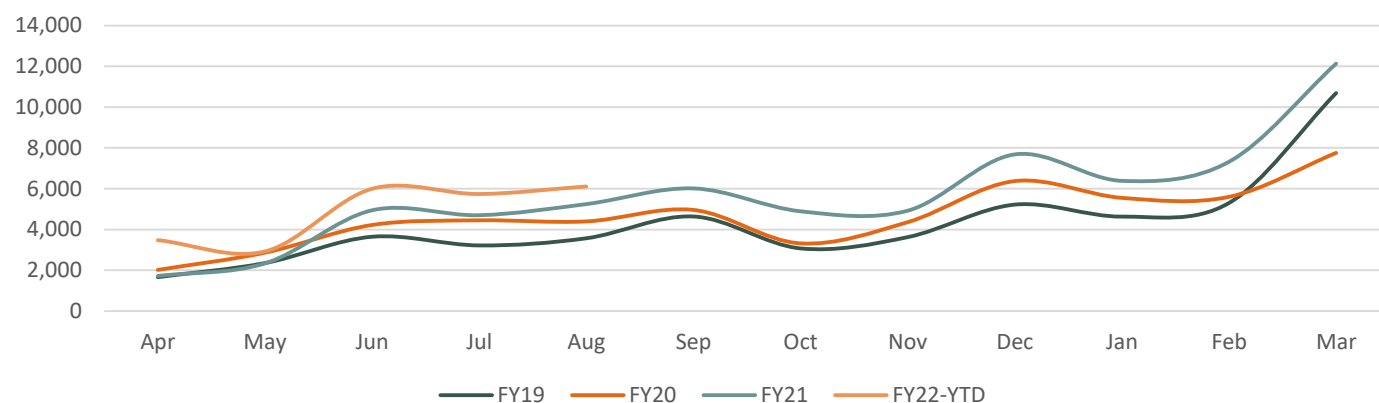
Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 18: IPRU overall NBP trend (Rs. Mn)

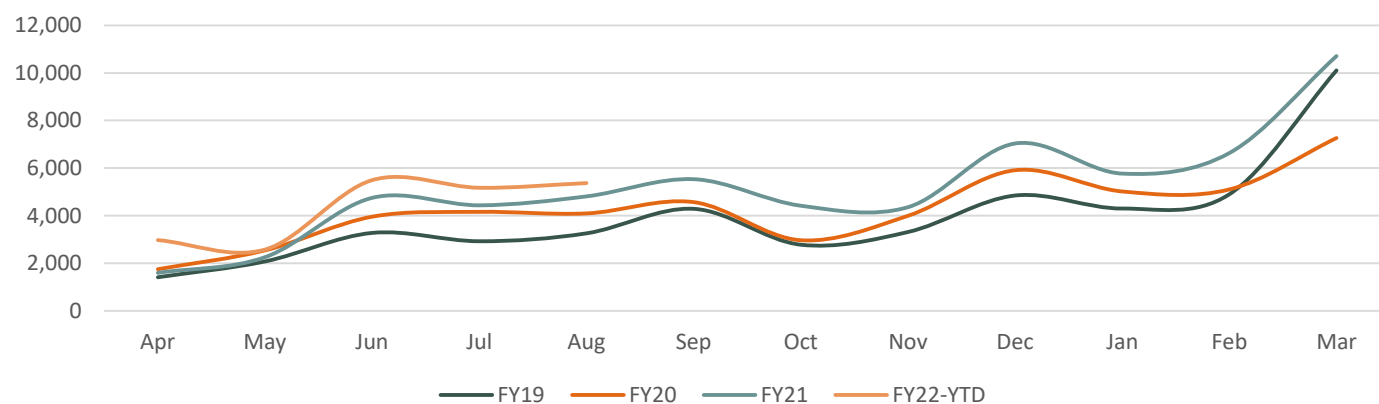
Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 19: IPRU retail NBP trend (Rs. Mn)

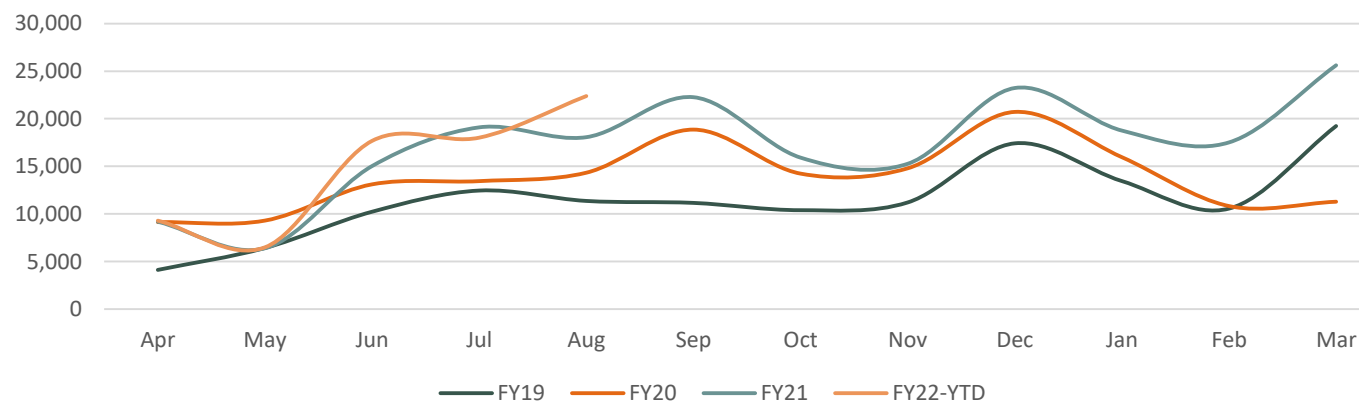
Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 20: MAXF overall NBP trend (Rs. Mn)

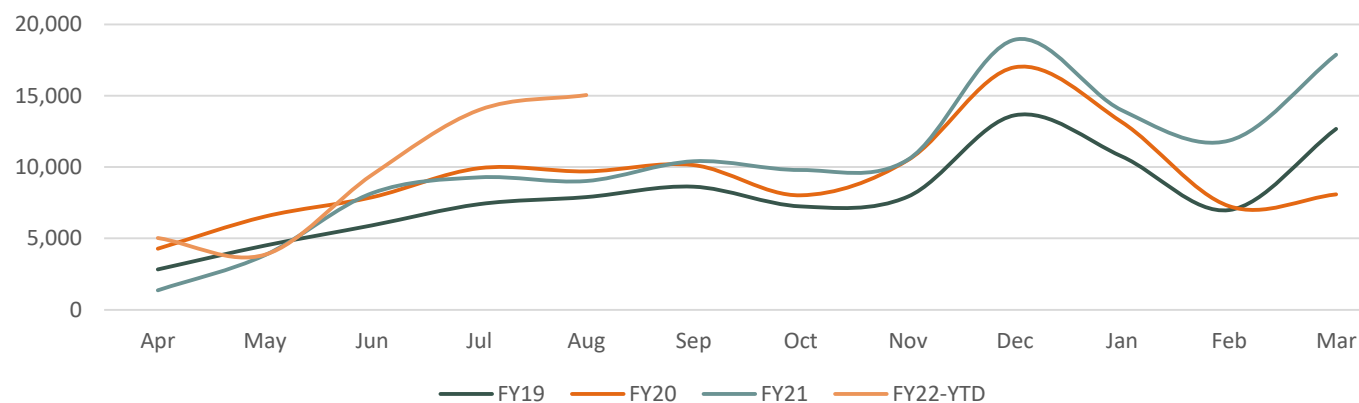
Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 21: MAXF retail NBP trend (Rs. Mn)

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 22: SBILIFE overall NBP trend (Rs. Mn)

Source: IDBI Capital, IRDA, Life Insurance Council, Company

Exhibit 23: SBILIFE retail NBP trend (Rs. Mn)

Source: IDBI Capital, IRDA, Life Insurance Council, Company



Notes

Dealing	(91-22) 6836 1111	dealing@idbicapital.com
---------	-------------------	-------------------------

Key to Ratings Stocks:

BUY: 15%+; **HOLD:** -5% to 15%; **SELL:** -5% and below.

IDBI Capital Markets & Securities Ltd.**Equity Research Desk**

6th Floor, IDBI Tower, WTC Complex, Cuffe Parade, Colaba, Mumbai – 400 005. Phones: (91-22) 2217 1700; Fax: (91-22) 2215 1787; Email: info@idbicapital.com

SEBI Registration: BSE & NSE (Cash & FO) – INZ000007237, NSDL – IN-DP-NSDL-12-96, Research – INH000002459, CIN – U65990MH1993GOI075578

Compliance Officer: Christina D'souza; Email: compliance@idbicapital.com; Telephone: (91-22) 2217 1907

Disclaimer

This report has been published by IDBI Capital Markets & Securities Ltd. (hereinafter referred to as "IDBI Capital") for private circulation. This report should not be reproduced or copied or made available to others. No person associated with IDBI Capital is obligated to call or initiate contact with you for the purposes of elaborating or following up on the information contained in this report. The information contained herein is strictly confidential and meant for solely for the selected recipient and may not be altered in any way, transmitted to copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without the prior written consent of IDBI Capital.

Recipients may not receive this report at the same time as other recipients. IDBI Capital will not treat recipients as customers by virtue of their receiving this report.

The information contained herein is from the public domain or sources believed to be reliable, but we do not make any representation or warranty that it is accurate, complete or up-to-date and it should not be relied upon as such. While reasonable care has been taken to ensure that information given is at the time believed to be fair and correct and opinions based thereupon are reasonable, due to the very nature of research it cannot be warranted or represented that it is accurate or complete and it should not be relied upon as such. In so far as this report includes current or historical information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

Opinions expressed are current opinions as of the date appearing on this material only. While we endeavor to update on a reasonable basis, the information discussed in this material, IDBI Capital, its directors, employees are under no obligation to update or keep the information current. Further there may be regulatory, compliance, or other reasons that prevent us from doing so.

Prospective investors and others are cautioned that any forward-looking statements are not predictions and may be subject to change without notice.

IDBI Capital, its directors and employees and any person connected with it, will not in any way be responsible for the contents of this report or for any losses, costs, expenses, charges, including notional losses/lost opportunities incurred by a recipient as a result of acting or non-acting on any information/material contained in the report.

This is not an offer to sell or a solicitation to buy any securities or an attempt to influence the opinion or behavior of investors or recipients or provide any investment/tax advice.

This report is for information only and has not been prepared based on specific investment objectives. The securities discussed in this report may not be suitable for all investors. Investors must make their own investment decision based on their own investment objectives, goals and financial position and based on their own analysis.

Trading in stocks, stock derivatives, and other securities is inherently risky and the recipient agrees to assume complete and full responsibility for the outcomes of all trading decisions that the recipient makes, including but not limited to loss of capital.

Opinions, projections and estimates in this report solely constitute the current judgment of the author of this report as of the date of this report and do not in any way reflect the views of IDBI Capital, its directors, officers, or employees.

This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject IDBI Capital and associates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this report may come are required to inform themselves of and to observe such restriction.

E-mail is not a secure method of communication. IDBI Capital cannot accept responsibility for the accuracy or completeness of any e-mail message or any attachment(s).

This transmission could contain viruses, be corrupted, destroyed, incomplete, intercepted, lost or arrived late. IDBI Capital, its directors or employees or associates accept no liability for any damage caused, directly or indirectly, by this email.

Analyst Disclosures

We, Prithvish Uppal and Pratik Desai, hereby certify that the views expressed in this report accurately reflect our personal views about the subject companies and / or securities. We also certify that no part of our compensation were, are or would be directly or indirectly related to the specific recommendations or views expressed in this report. Principally, we will be responsible for the preparation of this research report and have taken reasonable care to achieve and maintain independence and objectivity in making any recommendations herein.

Other Disclosure

IDBI Capital Markets & Securities Ltd.(hereinafter referred to as “IDBI Capital”) was incorporated in the year 1993 under Companies Act, 1956 and is a wholly owned subsidiary of IDBI Bank Limited. IDBI Capital is one of India’s leading securities firm which offers a full suite of products and services to individual, institutional and corporate clients namely Stock broking (Institutional and Retail) , Distribution of financial products, Merchant Banking, Corporate Advisory Services, Debt Arranging & Underwriting, Portfolio Manager Services and providing Depository Services. IDBI Capital is a registered trading and clearing member of BSE Ltd. (BSE) and National Stock Exchange of India Limited (NSE). IDBI Capital is also a SEBI registered Merchant Banker, Portfolio Manager and Research Analyst. IDBI Capital is also a SEBI registered depository participant with National Securities Depository Limited (NSDL) and is also a Mutual Fund Advisor registered with Association of Mutual Funds in India (AMFI).

IDBI Capital and its associates IDBI Bank Ltd. (Holding Company), IDBI Intech Ltd. (Fellow Subsidiary), IDBI Asset Management Ltd. (Fellow Subsidiary) and IDBI Trusteeship Services Ltd. (Fellow Subsidiary).

IDBI Group is a full-serviced banking, integrated investment banking, investment management, brokerage and financing group. Details in respect of which are available on www.idbicapital.com IDBI Capital along with its associates are leading underwriter of securities and participants in virtually all securities trading markets in India. We and our associates have investment banking and other business relationships with a significant percentage of the companies covered by our Research Department. Investors should assume that IDBI Capital and/or its associates are seeking or will seek investment banking or other business from the company or companies that are the subject of this material. IDBI Capital generally prohibits its analysts, persons reporting to analysts, and their dependent family members having a financial conflict of interest in the securities or derivatives of any companies that the analysts cover. Additionally, IDBI Capital generally prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover. Our sales people, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Directors of IDBI Capital or its associates may have interest in the Companies under recommendation in this report either as Director or shareholder. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. We are not soliciting any action based on this material. It is for the general information of clients of IDBI Capital. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. We and our associates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have “long” or “short” positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. For the purpose of calculating whether IDBI Capital and its associates holds beneficially owns or controls, including the right to vote for directors, 1% or more of the equity shares of the subject issuer of a research report, the holdings does not include accounts managed by IDBI Asset Management Company/ IDBI Mutual Fund.

IDBI Capital hereby declares that our activities were neither suspended nor we have materially defaulted with any Stock Exchange authority with whom we are registered in last five years. However SEBI, Exchanges and Depositories have conducted the routine inspection and based on their observations have issued advice letters or levied minor penalty on IDBI Capital for certain operational deviations. We have not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has our certificate of registration been cancelled by SEBI at any point of time. IDBI Capital, its directors or employees or associates, may from time to time, have positions in, or options on, and buy and sell securities referred to herein. IDBI Capital or its associates, during the normal course of business, from time to time, may solicit from or perform investment banking or other services for any company mentioned in this document or their connected persons or be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or their affiliate companies or act as advisor or lender / borrower to such company(ies)/associates companies or have other potential conflict of interest. This report may provide hyperlinks to other websites. Except to the extent to which the report refers to the website of IDBI Capital, IDBI Capital states that it has not reviewed the linked site and takes no responsibility for the content contained in such other websites. Accessing such websites shall be at recipient's own risk. IDBI Capital encourages the practice of giving independent opinion in research report preparation by the analyst and thus strives to minimize the conflict in preparation of research report. Accordingly, neither IDBI Capital nor Research Analysts have any material conflict of interest at the time of publication of this report. We offer our research services to primarily institutional investors and their employees, directors, fund managers, advisors who are registered with us. The Research Analyst has not served as an officer, director or employee of Subject Company. We or our associates may have received compensation from the subject company in the past 12 months. We or our associates may have managed or co-managed public offering of securities for the subject company in the past 12 months. We or our associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. We or our associates may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. We or our associates may have received any compensation or other benefits from the Subject Company or third party in connection with the research report. Research Analyst or his/her relative's may have financial interest in the subject company. IDBI Capital or its associates may have financial interest in the subject company. Research Analyst or his/her relatives does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. IDBI Capital or its associates may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. The Subject Company may have been a client during twelve months preceding the date of distribution of the research report. Price history of the daily closing price of the securities covered in this note is available at www.bseindia.com; www.nseindia.com and www.economictimes.indiatimes.com/markets/stocks/stock-quotes.