

PRESS RELEASE - PERFORMANCE FOR TWELVE MONTHS ENDED MARCH 31, 2026

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HDFC Life FY26: Disciplined execution in a volatile operating environment; Strong momentum in Protection and Sum Assured

Mumbai, 16th April, 2026: The Board of Directors of HDFC Life approved and adopted the audited standalone and consolidated financial results for the year ended March 31, 2026.

Performance Highlights:

- **New Business** in terms of Annualized Premium Equivalent (APE) grew 8% year-on-year, translating into a healthy two-year CAGR of 12%
- **Overall industry market share** at 11.0%
- **Value of New Business (VNB)** for FY26 stood at ₹4,034 crore, with margins of 24.2%; Excluding GST and surrender regulation impact, VNB grew broadly in line with APE; New business margins for FY26, excluding impact of GST and Surrender regulations would have been flat at 25.5%
- **Retail protection** registered robust growth of 46% during Q4FY26, translating to 43% growth for the period FY26; Retail protection mix expanded by nearly 200 basis points year-on-year to 7.2% in FY26, and including riders, protection now contributes nearly 10% of our retail business
- **Retail sum assured grew by 28% year-on-year**, and we maintained our leadership position on overall sum assured, reinforcing the quality of our business mix
- **Assets under Management (AUM)** including that of our wholly owned subsidiary HDFC Pension Fund Management stood at ₹5.3 trillion
- **Persistency** ratios were stable, with 13-month and 61-month persistency at 85% and 64% respectively. These trends reflect the underlying product and tier mix. Renewal collections grew 15% year-on-year
- **Embedded Value (EV)** stood at ₹62,139 crore, with an operating RoEV of 15.0% ; Normalised operating RoEV, excluding impact of GST, labour code and surrender regulations stood at 15.4%
- **Profit after tax** grew by 6% to ₹1,910 crore, for the period 12MFY26. Excluding one-time labour code and GST impact, underlying PAT growth for the year stood at 16%
- **Solvency Ratio** was at 177%; We have taken Board approval to raise up to Rs 1,000 crore by way of a preferential issue to our parent, HDFC Bank to augment our solvency position

CEO's Statement:

Vibha Padalkar, Managing Director and CEO of HDFC Life, commented: "During FY26, we continued to maintain our position among the top three private insurers by individual WRP. Our private sector market share stood at 15.2% for 11MFY26. We outperformed the broader industry in 2 key focus areas: The first one being retail protection which grew 43%, and the second one being agency channel which also grew ahead of industry.

Retail sum assured growth for 11MFY26 was higher than the industry, reinforcing the quality of our business mix. Retail Protection was a clear highlight during the year, with growth of 43%, supported by lower pricing post GST and a strengthened product portfolio. Annuities were another area of meaningful progress. Looking ahead, we expect a gradual shift in the product mix as customers rebalance toward long-term savings and protection in an environment of greater uncertainty.

The ongoing build-up of the agency channel was another strong story of the year. Agency grew ahead of the company by 500 bps, maintaining a strong protection mix. We believe our focus on continued investments in distribution, product competitiveness, partner engagement positions and pricing discipline us well to deliver more sustainable and profitable growth as the environment normalises."

Key Financial Summary

₹ Crore	12M FY26	12M FY25	YoY
Key Financial and Actuarial Metrics			
Individual APE	14,635	13,619	7%
Total APE	16,641	15,479	8%
New Business Premium (Indl + Group)	36,096	33,365	8%
Renewal Premium (Indl + Group)	43,291	37,680	15%
Total Premium	79,387	71,045	12%
Assets Under Management	3,75,198	3,36,282	12%
Profit After Tax ¹	1,910	1,802	6%
Indian Embedded Value	62,139	55,423	12%
Value of new business ²	4,034	3,962	2%

	12M FY26	12M FY25
Key Financial Ratios		
New Business Margins ²	24.2%	25.6%
Operating Return on EV ³	15.0%	16.7%
Total Expenses / Total Premium	21.2%	19.8%
Solvency Ratio	177%	194%
13M / 61M Persistency	85%/64%	87%/63%

Individual WRP market share (Overall) ⁴	11.0%	11.1%
Product mix by Indl APE (UL / Non par savings /Annuity/ Protection / Par)	44/18/5/7/25	39/32/5/5/19
Distribution mix by Indl APE (Banca/ Agency/ Non-bank alliances/ Direct) ⁵	58/18/14/10	59/18/15/8

Percentages may not add up due to rounding off effect

- PAT growth excluding GST and labour code impact is 16% for FY26*
- Excluding the impact of GST and surrender regulations, VNB margins stood at 25.5% and VNB grew by 7% in FY26*
- Operating RoEV, excluding impact of GST, labour code and surrender regulations, stood at 15.4%*
- For the period 11MFY26*
- Non-bank Alliances include brokers and other non-bank corporate agents; Select Online/Direct business has been reclassified under Non-bank Alliances*

Definitions and abbreviations

- **Annualized Premium Equivalent (APE)** - The sum of annualized first year regular premiums and 10% weighted single premiums and single premium top-ups
- **Assets under Management (AUM)** - The total value of Shareholders' & Policyholders' investments managed by the insurance company
- **Embedded Value Operating Profit (EVOP)** - Embedded Value Operating Profit ("EVOP") is a measure of the increase in the EV during any given period, excluding the impact on EV due to external factors like changes in economic variables and shareholder-related actions like capital injection or dividend pay-outs
- **First year premium** - Premiums due in the first policy year of regular premiums received during the financial year. For example, for a monthly mode policy sold in March 2025, the first monthly instalment received would be reflected as First year premiums for 2024-25 and the remaining 11 instalments due in the first policy year would be reflected as first year premiums in 2025-26, when received
- **New business received premium** - The sum of first year premium and single premium, reflecting the total premiums received from the new business written
- **Operating expense** - It includes all expenses that are incurred for the purposes of sourcing new business and expenses incurred for policy servicing (which are known as maintenance costs) including shareholders' expenses. It does not include commission
- **Operating expense ratio** - Ratio of operating expense (including shareholders' expenses) to total premium
- **Operating return on EV** - Operating Return on EV is the ratio of EVOP (Embedded Value Operating Profit) for any given period to the EV at the beginning of that period
- **Persistency** - The proportion of business renewed from the business underwritten. The ratio is measured in terms of number of policies and premiums underwritten
- **Premium less benefits payouts** - The difference between total premium received and benefits paid (gross of reinsurance)
- **Renewal premium** - Regular recurring premiums received after the first policy year

- **Solvency ratio** - Ratio of available solvency margin to required solvency margin
- **Total premium** - Total received premiums during the year including first year, single and renewal premiums for individual and group business
- **Weighted received premium (WRP)** - The sum of first year premium received during the year and 10% of single premiums including top-up premiums

About HDFC Life

Established in 2000, HDFC Life is a leading, listed, long-term life insurance solutions provider in India, offering a range of individual and group insurance solutions that meet various customer needs such as Protection, Pension, Savings, Investment, Annuity and Health. The Company has over 60 products (individual and group products) including optional riders in its portfolio, catering to a diverse range of customer needs.

HDFC Life continues to benefit from its increased presence across the country, having a wide reach with branches and additional distribution touch-points through several new tie-ups and partnerships. The count of distribution partnerships is over 500, comprising banks, NBFCs, MFIs, SFBs, brokers, new ecosystem partners amongst others. The Company has a strong base of financial consultants.

For more information, please visit www.hdfclife.com. You may also connect with us on Facebook, Twitter, YouTube and LinkedIn.

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