

PRESS RELEASE - PERFORMANCE FOR NINE MONTHS ENDED DECEMBER 31, 2025

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HDFC Life builds protection momentum in 9MFY26; Retail Protection up 42%, Sum Assured remains industry-leading

Mumbai, 15th January, 2026: The Board of Directors of HDFC Life approved and adopted the reviewed standalone and consolidated financial results nine months ended December 31, 2025.

Performance Highlights:

- **Individual New Business** in terms of Individual Annualized Premium Equivalent (APE) grew 11% year-on-year, translating into a healthy two-year CAGR of 17%
- **Market Share gain** of 20 basis points within the overall sector. 9MFY26 overall industry market share at 10.9%
- **Value of New Business (VNB)** for 9M FY26 stood at ₹ 2,773 crore, a growth of 7% YoY and a 2-year CAGR of 11% while broadly maintaining new business margins similar to H1, at 24.4%
- **Retail protection** registered robust growth of 70% during Q3FY26, translating to 42% growth for the period 9MFY26
- **Retail sum assured** recorded 55% growth in Q3 and 33% for the period 9MFY26. Growth was supported by higher rider attachment and increased sum assured multiples in ULIP business, reinforcing the quality of growth and alignment with long-term protection objectives
- **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 63% respectively. These trends reflect the underlying product and tier mix. Renewal collections grew 15% year-on-year
- **Embedded Value (EV)** stood at ₹ 61,565 crore, with an operating RoEV of 15.6% on a rolling 12-month basis
- **Profit after tax** grew by 7% to ₹1,414 crore, for the period 9MFY26. Excluding one-time labour code and GST impact, underlying PAT growth for both nine months and the quarter stood at 15%.
- **Solvency Ratio** was at 180%, supported by the ₹749 crore of subordinated debt raised in Q3

CEO's Statement:

Vibha Padalkar, Managing Director and CEO of HDFC Life, commented: "The life insurance sector saw an acceleration in momentum during the third quarter, supported by recent policy reforms and a rising preference for protection-led solutions. The GST exemption acted as a meaningful catalyst, particularly for the protection segment, improving affordability and driving a pickup in demand.

Against this backdrop, the industry reported year-on-year growth of around 10%, with HDFC Life growing faster at 11% on individual WRP. As expected, our growth in Q3 outpaced H1, leading to an acceleration in the nine-month growth. This improvement was largely volume-driven, with the number of policies recording double-digit growth during the quarter. We expect this momentum to sustain into Q4, supporting a balanced and healthy full-year outcome.

Our product mix in 9MFY26 reflected evolving customer preferences and market trends, with ULIPs contributing 43%, participating products at 27%, non-par savings at 19%, term at 7% and annuity at 4%.

Retail protection delivered strong year-on-year growth of 42% for the period 9MFY26 and 70% in Q3, significantly outpacing overall company growth. The mix improved meaningfully post the GST change, creating a clear demand tailwind. The recent launch of Click 2 Protect Supreme has supported category expansion, with a differentiated offering introduced at the right time, reflecting our ability to bring relevant and innovative products to market in line with evolving customer needs.

While a better product profile helped us expand margins by 110 bps, there was an offset largely on account of the GST impact. Our margins ended at 24.4%, translating into VNB growth of 7% YoY and a two-year CAGR of 11% for 9MFY26. On an adjusted basis, VNB growth excluding the impact of GST and surrender regulation change would have been 13% for 9MFY26 and 11% for Q3 FY26."

Key Financial Summary

₹ Crore	9M FY26	9M FY25	YoY
Key Financial and Actuarial Metrics			
Individual APE	9,988	8,986	11%
Total APE	11,387	10,293	11%
New Business Premium (Indl + Group)	24,550	22,396	10%
Renewal Premium (Indl + Group)	28,415	24,617	15%
Total Premium	52,965	47,013	13%
Assets Under Management	3,77,652	3,28,684	15%
Profit After Tax	1,414	1,326	7%
Indian Embedded Value	61,565	53,246	16%
Value of new business	2,773	2,586	7%

	9M FY26	9M FY25
Key Financial Ratios		

New Business Margins	24.4%	25.1%
Operating Return on EV ¹	15.6%	17.0%
Total Expenses / Total Premium	22.5%	20.8%
Solvency Ratio	180%	188%
13M / 61M Persistency	85%/63%	87%/61%
Individual WRP market share (Overall)	10.9%	10.8%
Product mix by Indl APE (UL / Non par savings /Annuity/ Protection / Par)	43/19/4/7/27	37/35/5/6/18
Distribution mix by Indl APE (Banca/ Agency/ Non-bank alliances/ Direct) ²	59/18/15/9	60/17/14/9

Percentages may not add up due to rounding off effect

1. *ROEV on a rolling 12-month basis*
2. *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 70 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.

Disclaimer

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