Result Update

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ICICI Pru Life

Refer to important disclosures at the end of this report

CMP Rs 452 as of (April 19, 2021) **Target Price** Rs 506 (A)

Rating HOLD (■) **Upside** 11.8 %

3.017.754

19.0

 ICICI Prudential Life Insurance (IPRU), on expected lines, reported a further decline in margins to ~23.6% in Q4FY21 from ~25.7% in Q3FY21 amid rising demand for savings products (mainly ULIPs) as well as consolidation in the protection portfolio. Full-year margins stood at ~25.1%. Management expects to maintain this in the coming years.

Focus shifts from margin to growth

- Management is focused on improving the growth profile in the coming years, with increasing bancassurance tie-ups and consistent launch of new products. The intention is to double FY19 VNB by FY23E. However, IPRU still lacks a clear path of growth. We are factoring in 14.7% VNB CAGR with steady margins at ~25% during FY21-24E.
- 13M persistency improved to ~84.8% from ~82.7% last quarter while 49M persistency remained around ~63%. The solvency ratio was healthy at 216.8%, backed by subordinate debt issuances of Rs12bn in last quarter. Management remains focused on improving persistency and managing efficiency to accelerate EV.
- Though we appreciate emerging clarity regarding growth over margins, we prefer to remain watchful due to volatile economic trends and a probable rise in claims amid the pandemic. We introduce FY24 to our estimates and raise TP to Rs506 from Rs492, corresponding to 2x P/FY23 EV. Maintain Hold and UW stance in Insurance EAP.

VNB margins to improve gradually: We believe that overall insurance penetration in India is likely to rise post-Covid-19 as individual and corporate customers would be more cautious toward such a crisis. IPRU management intends to improve the margin trajectory further with increased focus on protection plans amid a consistent dip in the share of ULIPs. However, we remain skeptical about this strategy as the current social distancing norms might lead to an increase in bancassurance share, which would be more tilted toward ULIPs.

Management's focus is on improving the growth profile in the coming years by increasing bancassurance tie-ups and launching new products consistently. The intention is to double FY19 VNB by FY23E. However, in our view, a clear growth path is still missing. We are factoring in 14.7% VNB CAGR with steady margins at ~25% during FY21-24E.

Sharp decline in premium receipts: IPRU reported flat absolute APE you in Q4FY21, with a gradual revival in demand for insurance products. Retail APE decline was steep, indicating that the group APE business has performed relatively better.

Outlook and valuation: We are introducing FY24 to our estimates and are increasing TP to Rs506 from Rs492, corresponding to 2x P/FY23 EV. We maintain our Hold rating and UW stance in Insurance EAP. Though we appreciate emerging clarity on growth over margins, we prefer to be watchful due to volatile economic trends and a probable rise in claims amid the pandemic.

Please see our sector model portfolio (Emkay Alpha Portfolio): BFSI-Insurance (Page 7)

Financial Snapshot (Standalone)

(Rs mn)	FY20	FY21	FY22E	FY23E	FY24E
Net Profit	10,688	9,602	15,425	16,414	10,879
EPS (Rs)	7.4	6.7	10.7	11.4	7.6
VNB	16,050	16,210	19,193	21,992	24,474
VNB margin %	21.7	25.1	24.7	24.7	24.5
EV	230,320	291,060	328,251	369,498	417,724
ROEV %	15.2	15.2	13.6	13.3	13.7
P/EV (x)	2.8	2.2	2.0	1.8	1.6

Source: Company, Emkay Research

Change in Estimates	
EPS Chg FY22E/FY23E (%)	6.9/(6.4)
Target Price change (%)	2.7
Target Period (Months)	12
Previous Reco	HOLD
<u></u>	

EPS Estimates

Emkay vs Consensus

Daily Avg Volume (nos.)

Daily Avg Turnover (US\$ mn)

	FY22E	FY23E
Emkay	10.7	11.4
Consensus	10.1	11.7
Mean Consensus TP (1	2M)	Rs 561
Stock Details		
Bloomberg Code		IPRU IN
Face Value (Rs)		10
Shares outstanding (mn)	1,436
52 Week H/L		538 / 329
M Cap (Rs bn/USD bn)	(649 / 8.67

Shareholding Pattern Dec '20	
Promoters	73.5%
FIIs	16.3%
DIIs	4.7%
Public and Others	5.5%

Price Performance								
(%)	1M	3M	6M	12M				
Absolute	5	(12)	7	22				
Rel. to Niftv	8	(11)	(12)	(21)				

Relative price chart



Source: Bloombera

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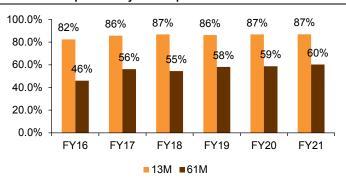
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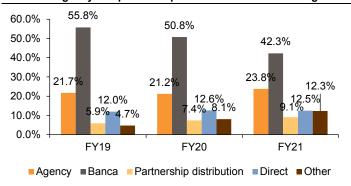
Story in Charts

Exhibit 1: 61M persistency sees improvement



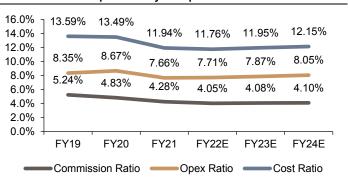
Source: Company, Emkay Research

Exhibit 3: Agency and partnership distribution channels see growth



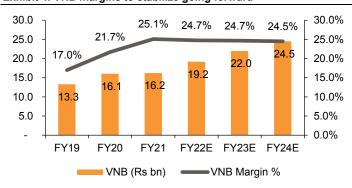
Source: Company, Emkay Research

Exhibit 2: Focus on productivity to improve cost structure



Source: Company, Emkay Research

Exhibit 4: VNB margins to stabilize going forward



Source: Company, Emkay Research

Exhibit 5: Revision in earnings estimates

	FY22E			FY23E			FY24E		
(In Rs mn)	Old	New	% change	Old	New	% change	Old	New	% change
NBP	1,55,451	1,55,451	0%	1,95,375	1,95,375	0%	-	2,45,834	-
APE	68,109	71,082	4%	76,890	76,890	0%	-	93,752	-
PAT	14,433	15,425	7%	17,540	16,414	(6%)	-	10,879	-
EV	3,19,955	3,28,251	3%	3,71,497	3,69,498	(1%)	-	4,17,724	-

Source: Company, Emkay Research

Exhibit 6: Movement in EV

Rs mn	FY18	FY19	FY20	FY21	FY22E	FY23E	FY24E
Opening Embedded value (EV)	1,61,840	1,87,880	2,16,240	2,30,320	2,91,060	3,28,251	3,69,498
Expected return on existing business (A+B+C)	23,950	24,730	16,840	18,850	22,106	24,784	27,754
Expected return on existing business (unwind) (A)	13,730	15,840	17,250	16,610	20,956	23,634	26,604
Operating assumption changes (B)	7,640	4,200	(2,250)	3,090	2,000	2,000	2,000
VNB added during the period	12,860	13,280	16,050	16,210	17,585	18,962	22,973
Operating experience variance (C)	2,580	4,690	1,840	(850)	(850)	(850)	(850)
IEV operating earnings (EVOP)	36,810	38,010	32,890	35,060	39,691	43,746	50,727
Economic assumption changes and investment variance	1,130	(1,220)	(14,760)	25,680	(2,500)	(2,500)	(2,500)
IEV total earnings	37,940	36,790	18,130	60,740	37,191	41,246	48,227
Capital contributions/ (dividends paid out)	(11,880)	(8,430)	(4,050)	-	-	-	-
Closing IEV	1,87,900	2,16,240	2,30,320	2,91,060	3,28,251	3,69,498	4,17,724
Expected return as % of opening (PAT/opening EV)	10.0%	6.1%	4.9%	4.2%	5.3%	5.0%	2.9%
VIF transfer as % of opening (unwinding/opening EV)	8.5%	8.4%	8.0%	7.2%	7.2%	7.2%	7.2%
ROEV %	22.7%	20.2%	15.2%	15.2%	13.6%	13.3%	13.7%
Operating ROEV %	16.4%	15.5%	15.4%	14.2%	13.2%	13.0%	13.4%

Source: Company, Emkay Research

Con-Call highlights

- Management is targeting VNB growth of 28% CAGR in the next two years on smaller base of FY20 and top-line growth. It is confident about growth as it has exited March on high momentum (up almost 100% yoy).
- Management mentioned that in FY21, APE declined but VNB growth contributed to margin expansion. Going forward, top-line growth, expansion in capacity through different channels and expansion of product offerings will drive VNB expansion and margin growth.
- In FY21, the company recruited around 20K agents to strengthen agency distribution and partnered with 23 banks to improve banacassuarnce channels, and expect strong distribution channels will drive future growth.
- Management is not expecting any price hike this year as it has already passed on price hikes last year when reinsurance prices increased in July'20. Only a few reinsurance and insurance companies have increased prices last year.
- Covid second wave impact: Momentum in the last 15 days is much better than last year due to digital initiatives, partial lockdown compared to complete lockdown of last year, better facilitation by regulator and lower base of last April.
- ICICI Bank contributes 30% of the distribution mix and is slowly increasing the momentum. Although the bank is not inclined to sell traditional products, it is taking some products like Annuity, credit life and protection very strongly as these products are complementary to their product line.
- Management mentioned that it is not averse to introducing Return of Premium (ROP) polices but will only do from a customer perspective. The company will classify it as a separate protection product to avoid suppressing protection's margins.
- Unit-linked margins have improved in FY21, driven by expense efficiency during the year and increase in rider attachment. Management is not expecting margins to improve from here on unless persistency improves and translates into an improvement in assumptions in the coming years.
- Group term insurance: The company is using a reach-out strategy and is increasing distribution on ground; the pandemic environment has increased employers' inclination toward group term products.

Key Financials (Standalone)

Income Statement

Policyholders Account-Y/E (Rs mn)	FY20	FY21	FY22E	FY23E	FY24E
Net earned premium	328,540	350,911	378,733	452,980	546,494
Income from investments	(125,169)	474,376	189,750	208,725	240,034
Contribution from the shareholders fund	14,970	15,748	6,000	6,000	6,000
Miscellaneous income	804	934	973	1,070	1,177
Total income	219,145	841,968	575,456	668,776	793,705
Commissions	15,860	15,002	15,321	18,490	22,423
Operating expenses	28,469	26,883	29,205	35,644	43,979
Provisions	8,685	6,784	9,879	11,783	14,179
Total expenses	53,014	48,669	54,405	65,918	80,580
Benefits paid (net)	193,766	226,409	191,136	249,946	310,441
Change in liabilities (net)	(50,569)	543,241	259,234	277,825	320,035
Total	143,197	769,650	450,370	527,771	630,476
Surplus	22,934	23,649	70,681	75,087	82,649
Tax	1,314	1,419	1,417	1,672	1,970
Net surplus	21,620	22,231	69,264	73,416	80,678
Transfer to shareholders account	19,887	19,849	16,982	18,164	12,003

Shareholders Account-Y/E (Rs mn)	FY20	FY21	FY22E	FY23E	FY24E
Transfer from policyholders account	19,887	19,849	16,982	18,164	12,003
Income from investments	6,594	7,687	7,063	7,063	7,063
Other income	5	3	0	0	0
Total income	26,487	27,538	24,045	25,227	19,067
Expenses	364	612	673	740	814
Provisions	466	365	0	0	0
Contribution to policyholders account	14,970	15,748	6,000	6,000	6,000
Profit before tax	10,688	10,814	17,373	18,487	12,253
Tax	0	1,213	1,948	2,073	1,374
Net profit	10,688	9,602	15,425	16,414	10,879

Balance Sheet

Y/E Year End	FY20	FY21	FY22E	FY23E	FY24E
Sources of funds					
Share capital	14,359	14,360	14,358	14,358	14,358
Reserve and surplus	61,056	70,671	83,554	98,704	108,318
Fair value change account credit/(debit)	(3,228)	6,158	6,158	6,158	6,158
Net worth (including fair value change)	72,186	91,194	104,075	119,225	128,839
Policyholders funds	1,442,536	2,018,269	2,525,922	2,926,206	3,330,806
Funds for future appropriations	12,327	13,532	14,172	14,719	15,133
Total liabilities	1,527,049	2,134,995	2,644,169	3,060,149	3,474,778
Application of funds					
Shareholders investments	74,209	100,902	100,902	100,902	100,902
Policyholders investments	467,503	635,726	778,392	864,121	959,408
Assets to cover linked liabilities	970,850	1,385,491	1,747,530	2,062,085	2,371,398
Loans	4,631	6,628	6,628	6,628	6,628
Fixed assets	4,776	4,572	4,572	4,572	4,572
Net current assets (A-B)	5,080	1,676	6,145	21,842	31,870
Miscellaneous expenditure	0	0	0	0	0
Debit balance in p&l	0	0	0	0	0
Total assets	1,527,049	2,134,995	2,644,169	3,060,149	3,474,778

Key Ratio (%)

Y/E Year End	FY20	FY21	FY22E	FY23E	FY24E
Conservation ratio %	76.0	82.0	83.5	94.2	94.6
Commissions ratio %	4.8	4.3	4.0	4.1	4.1
Opex ratio %	8.7	7.7	7.7	7.9	8.0
ROA %	0.7	0.5	0.6	0.6	0.3
ROE %	15.0	11.8	15.8	14.7	8.8
Dividend payout ratio %	42.3	17.9	14.4	0.0	0.0

EV Data	FY20	FY21	FY22E	FY23E	FY24E
Embedded value (Rs mn)	230,320	291,060	328,251	369,498	417,724
Value of new business (Rs mn)	16,050	16,210	19,183	21,992	24,474
EVOP (Rs mn)	32,890	35,060	39,691	43,746	50,727
ROEV %	15.2	15.2	13.6	13.3	13.7
VNB margin %	21.7	25.1	24.7	24.7	24.5
Source: Company Emkay Research					

Source: Company, Emkay Research

Per Share Data (Rs)	FY20	FY21	FY22E	FY23E	FY24E
EPS	7.4	6.7	10.7	11.4	7.6
DPS	3.1	1.2	1.6	0.0	0.0
BVPS	50.3	63.5	72.5	83.1	89.8

Valuation (x)	FY20	FY21	FY22E	FY23E	FY24E
P/E	60.7	67.6	42.1	39.5	59.7
P/B	9.0	7.1	6.2	5.4	5.0
P/EV	2.8	2.2	2.0	1.8	1.6
P/VNB	40.4	40.0	36.9	34.2	28.3
Dividend yield (%)	0.7	0.3	0.3	0.0	0.0
Source: Company, Emkay Research					

Growth (%)	FY20	FY21	FY22E	FY23E	FY24E
GWP	8.0	(5.8)	8.2	19.7	0.0
New business premium (NBP)	20.2	(6.7)	17.5	25.7	0.0
Annualized premium equivalent (APE)	(5.4)	(38.6)	10.0	8.2	0.0
Retail APE	0.0	(49.6)	10.9	8.7	0.0
Commissions	(1.1)	(26.9)	2.1	20.7	0.0
Operating expenses	11.5	(12.0)	8.6	22.0	0.0
Net income	(6.3)	78.6	60.7	6.4	0.0

Quarterly (Rs mn)	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21
Net earned premium	104,751	55,511	85,722	89,708	118,793
Total income	(83,171)	187,693	167,154	284,857	193,038
Total expenses	(84,888)	184,589	165,007	281,770	192,832
Net income	1,795	2,869	3,032	3,057	638
EPS (Rs)	1.25	2.00	2.11	2.13	0.44

Source: Capitaline

Shareholding Pattern (%)	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20
Promoters	75.0	75.0	73.5	73.5	73.5
FIIs	13.3	13.3	15.1	15.8	16.3
DIIs	5.5	5.5	5.2	4.6	4.7
Public and Others	6.2	6.1	6.2	6.1	5.5

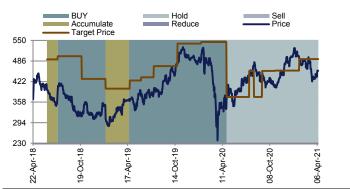
Source: Capitaline

RECOMMENDATION HISTORY TABLE

Date	Closing Price	TP	Period (months)	Rating	Analyst
09-Mar-21	486	492	12m	Hold	Jignesh Shial
09-Feb-21	477	492	12m	Hold	Jignesh Shial
28-Jan-21	491	492	12m	Hold	Jignesh Shial
09-Jan-21	526	456	12m	Hold	Jignesh Shial
09-Dec-20	487	456	12m	Hold	Jignesh Shial
28-Oct-20	409	456	12m	Hold	Jignesh Shial
09-Sep-20	434	455	12m	Hold	Jignesh Shial
09-Aug-20	470	374	12m	Hold	Jignesh Shial
22-Jul-20	442	455	12m	Hold	Jignesh Shial
01-Jul-20	420	374	12m	Hold	Jignesh Shial
11-Jun-20	395	374	12m	Hold	Jignesh Shial
27-Apr-20	378	374	12m	Hold	Jignesh Shial
07-Feb-20	496	545	12m	Buy	Neeraj Toshniwal
21-Jan-20	489	545	12m	Buy	Neeraj Toshniwal
09-Dec-19	490	540	12m	Buy	Neeraj Toshniwal
08-Nov-19	519	540	12m	Buy	Neeraj Toshniwal
23-Oct-19	484	540	12m	Buy	Neeraj Toshniwal
11-Oct-19	440	470	12m	Buy	Neeraj Toshniwal
03-Oct-19	468	470	12m	Buy	Neeraj Toshniwal
11-Sep-19	421	470	12m	Buy	Neeraj Toshniwal
13-Aug-19	375	470	12m	Buy	Neeraj Toshniwal
25-Jul-19	395	470	12m	Buy	Neeraj Toshniwal
28-Jun-19	386	435	12m	Buy	Neeraj Toshniwal
07-Jun-19	383	435	12m	Buy	Neeraj Toshniwal
13-May-19	335	425	12m	Buy	Neeraj Toshniwal
25-Apr-19	366	425	12m	Buy	Neeraj Toshniwal
22-Apr-19	367	400	12m	Buy	Neeraj Toshniwal
13-Mar-19	332	400	12m	Accumulate	Neeraj Toshniwal
23-Jan-19	304	400	12m	Accumulate	Neeraj Toshniwal
24-Oct-18	320	430	12m	Buy	Neeraj Toshniwal
25-Jul-18	399	501	12m	Buy	Neeraj Toshniwal
14-Jun-18	396	491	12m	Accumulate	Neeraj Toshniwal

Source: Company, Emkay Research

RECOMMENDATION HISTORY CHART



Source: Bloomberg, Company, Emkay Research

Analyst: Jignesh Shial

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Sector

NBFCs/AFCs

Analyst bio

Jignesh Shial is a CA and has total 12 years of research experience. His team currently covers 11 NBFCs/AFCs.

Emkay Alpha Portfolio - BFSI-Insurance

EAP sector portfolio

Company Name	BSE200 Weight	EAP Weight	OW/UW (%)	OW/UW (bps)	EAP Weight (Normalised)
BFSI-Insurance	1.54	1.54	0%	0	100.00
HDFC Life	0.66	0.69	5%	3	44.86
ICICI Pru Life	0.21	0.20	-3%	-1	13.31
Max Financial	0.24	0.20	-17%	-4	12.70
SBI Life	0.43	0.45	4%	2	29.13
Cash	0.00	0.00	NA	0	0.00

Source: Emkay Research

■ High Conviction/Strong Over Weight ■ High Conviction/Strong Under Weight

Sector portfolio NAV

	Base					Latest
	01-Apr-19	15-Apr-20	15-Oct-20	14-Jan-21	15-Mar-21	15-Apr-21
EAP - BFSI-Insurance	100.0	106.9	130.3	158.5	159.2	157.7
BSE200 Neutral Weighted Portfolio (ETF)	100.0	107.2	131.0	159.4	159.7	158.2

^{*}Performance measurement base date 1st April 2019

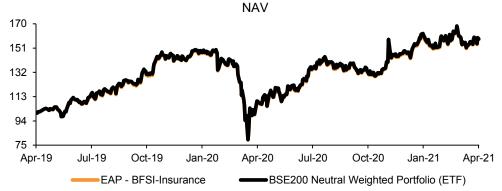
Source: Emkay Research

Price Performance (%)

	1m	3m	6m	12m
EAP - BFSI-Insurance	-1.0%	-0.5%	21.0%	47.6%
BSE200 Neutral Weighted Portfolio (ETF)	-1.0%	-0.8%	20.8%	47.6%

Source: Emkay Research

NAV chart



Source: Emkay Research

Please see our model portfolio (Emkay Alpha Portfolio): Nifty
Please see our model portfolio (Emkay Alpha Portfolio): SMID

"Emkay Alpha Portfolio – SMID and Nifty are a supporting document to the Emkay Alpha Portfolios Report and is updated on regular intervals"

^{*} Not under coverage: Equal Weight

Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.
BUY	Over 15%
HOLD	Between -5% to 15%
SELL	Below -5%

Completed Date: 20 Apr 2021 09:56:15 (SGT) Dissemination Date: 20 Apr 2021 09:57:15 (SGT)

Sources for all charts and tables are Emkay Research unless otherwise specified.

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