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IPO Note



**Canara HSBC Life Insurance
Co.Ltd.**

9 October 2025

Canara HSBC Life Insurance Co.Ltd.
About the Company

- ❑ Canara HSBC Life Insurance company is a private life insurer in India, promoted by Canara Bank and HSBC Insurance (Asia-Pacific) Holdings Limited. Canara Bank ranks as the fourth largest public sector bank in India by total assets as of March 31, 2025, according to the CRISIL Report, while HSBC Insurance (Asia-Pacific) Holdings Limited is a member of The Hongkong and Shanghai Banking Corporation Limited ("HSBC") group, whose global reputation as a leading financial institution enhances the Company's credibility and brand value. As per the CRISIL Report, the Company's individual weighted premium income ("WPI") recorded the third highest growth among bank-led insurers between Fiscal 2022 and Fiscal 2025 and the second highest year-on-year growth within its Peer Set in Fiscal 2025. Additionally, the Company had the third highest assets under management ("AUM") among public sector bank-promoted life insurers as of March 31, 2025.
- ❑ Key Business Verticals:
 - ❑ Individual Life Insurance (Savings, Endowment, Term Plans)
 - ❑ Group Insurance Solutions (Credit Life, Protection Plans)
 - ❑ Retirement & Pension Products
 - ❑ Government Schemes (PMJJBY)
 - ❑ Digital Insurance Distribution & Embedded Insurance Partnerships
- ❑ Distribution Channels:
 - ❑ Bancassurance (including Canara Bank, HSBC, 8 Regional Rural Banks, Dhanlaxmi Bank)
 - ❑ Brokers and Corporate Agents
 - ❑ Direct Sales and Digital Platforms
- ❑ Canara HSBC Life Insurance offers a portfolio comprising 20 individual products, 7 group products, and 2 optional riders, along with policies under the Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY).

Outlook

Canara HSBC Life Insurance Company Limited is a private life insurance company in India, jointly promoted by Canara Bank and HSBC Insurance (Asia-Pacific) Holdings Limited. Company has evolved into a prominent bank-led private player in the Indian life insurance sector, ranking third among public sector bank-led life insurers in India based on the number of lives covered for Fiscal 2025, according to the CRISIL Report

From a valuation perspective, the Company is currently valued at P/EV multiple of 1.6x based on its FY25 financials.

Issue Details:

Price Band (Rs)	Rs. 100 to Rs. 106
Issue Size	Rs. 25.17 bn (upper band)
Fresh Issue	-
Offer for Sale	Rs. 25.17 bn
Lot Size	140
Market Cap	961.5 bn (upper band)
Issue Opens	Oct 10, 2025
Issue Closes	Oct 14, 2025
Lead Manager	SBI Capital Markets Limited, BNP Paribas, HSBC Securities, JM Financial, Motilal Oswal Investment Advisors Limited
Registrar	KFin Technologies Limited
Tentative Listing Date	Oct 17, 2025
Listing on	BSE, NSE

Indicative Timetable

Finalization of Basis of allotment	Oct 15, 2025
Refund/ Unblocking of ASBA	Oct 16, 2025
Credit of Equity Shares to DP A/C	Oct 16, 2025

Issue Breakup

QIB	Not more than 50% of the Net Offer
RETAIL	Not less than 35% of the Net Offer
NII	Not less than 15% of the Net Offer
TOTAL	100%

Promotor Shareholding

Pre Issue Share Holding	77.00 %
Post Issue Share Holding	62.00%

Canara HSBC Life Insurance Co.Ltd.**Objective of The Issue**

The IPO is purely Offer for Sale where Canara Bank, HSBC Insurance (Asia-Pacific) Holdings Limited from Promoter Group and Punjab National Bank from Non-Promoter Group are selling shareholders.

Business Overview

- ❑ Canara HSBC Life Insurance Company Limited is a private life insurance company in India, jointly promoted by Canara Bank and HSBC Insurance (Asia-Pacific) Holdings Limited.
- ❑ Company has evolved into a prominent bank-led private player in the Indian life insurance sector, ranking third among public sector bank-led life insurers in India based on the number of lives covered for Fiscal 2025, according to the CRISIL Report. The Company's Annualised Premium Equivalent ("APE") has demonstrated consistent growth, reflecting its strategic focus on expanding product offerings, enhancing service delivery, and strengthening market presence.
- ❑ Financially, the Company remains well-capitalized, with a solvency ratio of 200.42% as of June 30, 2025, significantly exceeding the regulatory requirement of 150.00%. This strong solvency position underscores prudent fiscal management and the Company's ability to meet its financial obligations. As of June 30, 2025, the Company had provided coverage to 10.51 million lives, highlighting its extensive reach and the trust placed in its life insurance solutions by customers.
- ❑ The Company derives a considerable advantage in driving new business growth through its bancassurance partnerships with its promoters. Canara Bank, the largest shareholder of the Company, is the fourth largest public sector bank in India by total assets as of March 31, 2025, according to the CRISIL Report. The Company also benefits from its distribution agreement with HSBC India, one of its group companies, which, as per the CRISIL Report, ranked as the second largest foreign bank in India by total assets as of March 31, 2025. HSBC India managed 26 branches across the country as of January 17, 2025, and received approval for 20 additional branches in January 2025, further expanding the potential distribution network.
- ❑ The Company offers a comprehensive suite of life insurance products designed for both individual and group customers, including saving and endowment plans, term (pure protection) plans, retirement solutions, group credit life and protection plans, and the Pradhan Mantri Jeevan Jyoti Bima Yojana ("PMJJBY"). As of the date of this Red Herring Prospectus, the Company's product portfolio includes 20 individual products, seven group products, and two optional rider benefits, in addition to policies under the PMJJBY scheme. Its product range provides comprehensive protection, guaranteed income, and market-linked growth features, along with flexible options such as multiple payout choices, investment management flexibility, and customization through a wide array of plan and fund offerings, including limited pay annuity plans and more than ten fund choices in unit-linked products.
- ❑ According to the CRISIL Report, the Company was among the life insurers to achieve one of the fastest three consecutive years of profitability from the first year of operations within its Peer Set and was also among the fastest life insurers to generate profits within the fifth year of operations. Furthermore, the Company's Operating Return on Embedded Value ("Operating RoEV") stood at 19.53% in Fiscal 2025, underscoring its consistent profitability, strong financial performance, and operational efficiency.

Canara HSBC Life Insurance Co.Ltd.
Exhibit 1 – Product Offering

Catrgory	Products
Participating Plans	Canara HSBC Life Insurance Promise4Future
Non-Participating Savings Plans	Canara HSBC Life Insurance Guaranteed Assured Income
	Canara HSBC Life Insurance iSelect Guaranteed Future
	Canara HSBC Life Insurance iSelect Guaranteed Future Plus
	Canara HSBC Life Insurance Guaranteed Fortune Plan
	Canara HSBC Life Insurance Guaranteed Suraksha Kavach
Non-Participating Protection Plans	Canara HSBC Life Insurance Young Term Plan
	Canara HSBC Life Insurance iSelect Smart360 Plan
	Canara HSBC Life Insurance Saral Jeevan Bima
	Canara HSBC Life Insurance Promise2Protect
Unit Linked Insurance Plans	Canara HSBC Life Insurance Wealth Edge
	Canara HSBC Life Insurance Alpha Wealth
	Canara HSBC Life Insurance Promise4Growth
	Canara HSBC Life Insurance Promise4Growth Plus
	Canara HSBC Life Insurance SecureInvest
	Canara HSBC Life Insurance EZ Pension Plan
Annuity Plan	Canara HSBC Life Insurance Future Dollar Investment
	Canara HSBC Life Insurance Smart Guaranteed Pension
	Canara HSBC Life Insurance Pension4Life Plan
Group Protection Plans (including credit life)	Canara HSBC Life Insurance Saral Pension
	Canara HSBC Life Insurance Group Term Edge Plan
	Canara HSBC Life Insurance Group Advantage Term Plus
	Canara HSBC Life Insurance Sampoorna Kavach Plan
	Canara HSBC Life Insurance Group Secure
	Canara HSBC Life Insurance Group Asset Secure
Group NL Fund Based Product	Canara HSBC Life Insurance Group Secure Plus
	Canara HSBC Life Insurance Group Traditional Plan
Riders	Canara HSBC Life Insurance Accidental Benefit Rider
	Canara HSBC Life Insurance Linked Critical Illness Benefit Rider
PMJJBY	Canara HSBC Life Insurance Pradhan Mantri Jeevan Jyoti Bima Yojna

Canara HSBC Life Insurance Co.Ltd.

PRODUCT CATEGORIES

Individual Products

The company offers five principal categories of individual products to its retail customers: participating products, non-participating savings products, non-participating protection products, unit-linked products, and annuity plans.

- ❑ **Participating products:** These products, also referred to as “With Profit” products, share surplus with policyholders in the form of bonuses. They typically provide a minimum guaranteed amount payable on death or maturity, in addition to the bonuses declared periodically. Once declared, bonuses accrue to the policy and are guaranteed to the policyholder. Due to their structure, customers are not exposed to the volatility of underlying asset returns and benefit from smoother returns. These products are generally recommended for customers with a low-risk appetite who seek to save for specific financial goals.
- ❑ **Non-participating savings products:** These products offer benefits that are guaranteed in absolute terms at the outset of the policy, transferring the risk of guarantees and returns to the insurer. They are typically preferred by customers with a low-risk appetite who wish to allocate a portion of their long-term requirements to guaranteed products, thereby transferring the risk of returns, market volatility, and interest rate fluctuations to the life insurance company.
- ❑ **Non-participating protection products:** Commonly known as term plans, these basic life insurance products provide financial security to the insured and their beneficiaries. They offer life coverage for the policy duration, extendable up to 99 years of age, in exchange for annual premiums. In the event of the policyholder’s untimely demise, the sum assured is paid to the nominee either in installments or as a lump sum. Protection plans may also include coverage against accidental death, permanent disability, and critical or terminal illnesses.
- ❑ **Unit Linked Insurance Products (ULIPs):** These products combine investment and protection, allowing customers to choose the level of life cover, subject to regulatory minimums. Customers can select from a range of funds that invest in various asset classes, according to their risk appetite. The company also allows policyholders to transfer funds among different investment options based on market conditions and evolving risk preferences. ULIPs cater to customers across income segments and risk profiles and are typically used for goal-based savings, retirement planning, and children’s education or future needs.
- ❑ **Annuity products:** The company offers immediate annuity products designed to provide retirement funding for individuals. Customers may purchase these products by paying a lump sum upfront, in return for annuity payments that continue for the policyholder’s lifetime.

Group Products

The company maintains a diversified suite of offerings for corporates, businesses, and groups, addressing the varied insurance needs of such entities. A group life insurance policy provides coverage to members of an organization or group under a single policy. It protects members against death and may also extend coverage to terminal illness, accidental death, or disability. Group life insurance policies offer an affordable way to provide insurance benefits to members of an organization or association. In addition, the company offers group savings plans for organizations, catering to gratuity, superannuation, and leave encashment requirements.

The company’s group product offerings include:

- (i) **Group protection plans (including credit life plans):** These plans provide life insurance coverage to a group of individuals. In the event of the death of a group member, the sum assured is paid to the nominee. Policies are offered to formal groups, such as employer–employee groups, as well as voluntary groups, including non-employer–employee groups, banks, professional associations, and microfinance institutions. These plans typically have a one-year term and are renewable annually. Group credit life plans are generally single-premium products designed to pay off a borrower’s outstanding debt in the event of death or an accidental occurrence during the loan tenure.
- (ii) **Group savings plans:** These solutions secure employees of an organization with savings and retirement benefits, including group gratuity, superannuation, and leave encashment options.

Canara HSBC Life Insurance Co.Ltd.
Exhibit 2 – Contribution of each of distribution channels to Total Business Premium Income

Particulars (Rs in mn)	Q1FY26	% of Total Individual WPI (2025)	Q1FY25	% of Total Individual WPI (2024)	FY25	% of Total Individual WPI (2025)	FY24	% of Total Individual WPI (2024)	FY23	% of Total Individual WPI (2023)
Canara Bank	11,941.8	68.4	9,487.9	68.3	53,284.9	66.4	43,781.5	61.4	37,175.8	51.7
HSBC India	2,402.0	13.8	1,915.3	13.8	10,080.5	12.6	9,506.4	13.3	8,595.6	11.9
Regional Rural Bank	1,190.2	6.8	818.4	5.9	4,993.7	6.2	4,145.3	5.8	3,159.0	4.4
Other Bancassurance Relationships	567.7	3.3	650.5	4.7	5,135.8	6.4	5,681.8	8.0	6,203.5	8.6
Brokers and Other Corporate Agents	677.9	3.9	368.0	2.7	2,404.1	3.0	1,742.6	2.4	1,667.4	2.3
Direct Sales (including sales on digital platforms)	692.7	4.0	643.2	4.6	4,375.7	5.5	6,429.4	9.0	15,172.5	21.1
Total	17,472.3	100.0	13,883.2	100.0	80,274.6	100.0	71,287.0	100.0	71,973.8	100.0

Exhibit 3 – Operating data for principal individual product categories

Products		Q1FY26	% of total	Q1FY25	% of total	FY25	% of total	FY24	% of total	FY23	% of total
Participating Products	New Business Premium	332.3	8.1	241.1	6.7	2,013.6	9.0	1,917.3	10.7	1,672.2	9.1
	Renewal Premium	1,261.9	13.8	1,191.3	17.7	9,485.5	19.3	9,352.2	23.2	9,439.2	27.2
Non-Participating Savings Products	New Business Premium	774.8	18.9	794.5	22.7	4,442.6	19.9	6,250.0	35.0	8,368.1	45.4
	Renewal Premium	2,825.9	30.8	2,547.4	37.8	19,878.7	40.6	16,979.5	40.3	11,598.8	33.4
Non-Participating Protection Products	New Business Premium	30.0	0.7	44.0	1.2	151.4	0.7	130.5	0.7	73.5	0.4
	Renewal Premium	240.0	2.6	198.7	3.0	818.5	1.7	704.0	1.7	648.8	1.9
ULIPs	New Business Premium	2,110.8	51.6	2,021.0	56.0	12,289.4	55.1	6,677.7	37.4	6,755.2	36.7
	Renewal Premium	4,331.3	47.5	2,697.4	40.0	16,882.4	34.5	15,153.0	35.9	13,010.6	37.5
Annuity Products	New Business Premium	846.4	20.7	508.5	14.1	3,382.5	15.2	2,887.1	16.2	1,564.4	8.5
	Renewal Premium	466.9	5.1	106.7	1.6	1,929.9	3.9	-	-	-	-
Total	New Business Premium	4,094.4	100.0	3,609.1	100.0	22,279.5	100.0	17,862.6	100.0	18,433.4	100.0
	Renewal Premium	9,125.8	100.0	6,741.5	100.0	48,995.1	100.0	42,188.7	100.0	34,697.4	100.0

- The company believes that maintaining a diversified and balanced product portfolio is essential for driving growth and effectively meeting the varied demands of both individual and group customers.
- By profiling individual customers based on lifestyle, occupation, financial demographics, and specific needs, the company offers a comprehensive suite of products that cater to key life stages, including the start of a career, marriage, family needs, and retirement planning.
- As of the date of the Red Herring Prospectus, the company's portfolio comprised 20 individual products, seven group products, and two optional rider benefits, along with policies under the PMJJBY scheme, designed to address protection, savings, and retirement requirements.
- According to the CRISIL Report, the company had the third-highest share of premiums from non-linked non-participating business among bank-led insurance players in Fiscal 2025.
- Furthermore, the CRISIL Report stated that the company had the second-highest average premium ticket size for individual insurance among public sector bank-led life insurers in Fiscal 2025.

Canara HSBC Life Insurance Co.Ltd.
Exhibit 4 – Number of new policies issued and the corresponding number of lives covered under such new polices

Products	Q1FY26	Q1FY25	FY25	FY24	FY23	FY23	FY23	FY23	FY23	FY23
Individual Products	40,778	38,018	48,021	43,626	1,94,121	1,86,083	1,84,726	1,81,304	1,86,679	1,81,973
Group Products	5	85,91,415	4	63,60,694	22	80,26,161	20	86,79,821	35	59,60,059
Total	40,783	86,29,433	48,025	64,04,320	1,94,143	82,12,244	1,84,746	88,61,125	1,86,714	61,42,032

Exhibit 5 – Investment Composition as of Q1FY26

Asset Class	Policy Holder's Funds						Shareholders' Funds		Total	
	Linked Funds		Non-Participating Funds		Participating Funds		Carrying Value	% of AUM	Carrying Value	% of AUM
	Carrying Value	% of AUM	Carrying Value	% of AUM	Carrying Value	% of AUM				
Equity	1,45,492.1	78.1	1,295.9	0.8	5,174.5	7.0	66.0	0.4	1,52,028.5	34.8
Government Securities	14,871.7	8.0	1,04,863.0	65.3	46,110.2	62.4	6,714.5	43.0	1,72,559.4	39.5
Debentures and Bonds	11,609.5	6.2	46,752.3	29.1	22,200.4	30.0	7,454.6	47.8	88,016.9	20.2
Money Market Instruments and Others	12,747.4	6.8	7,585.0	4.7	443.9	0.6	1,366.8	8.8	22,143.1	5.1
Investment Net Current Assets	1,647.1	0.9	-	-	-	-	-	-	1,647.1	0.4
Total	1,86,367.8	100.0	1,60,496.3	100.0	73,929.0	100.0	15,601.8	100.0	4,36,395.0	100.0

The company's investment strategy operates within the framework established by its Board-approved investment policy, guided by the Investment Committee and aligned with the specific guidelines and objectives of various funds. While the strategic asset allocation varies across product groups, the following overarching objectives apply to all: (i) ensuring adequate returns for both policyholders and shareholders; (ii) maintaining an appropriate mix of short-term and long-term securities to meet policyholders' reasonable expectations while ensuring safety of funds and optimal returns; (iii) investing funds prudently to safeguard the interests of policyholders and shareholders; (iv) maintaining adequate liquidity to meet policyholder obligations and business needs; (v) ensuring compliance with all applicable regulations; (vi) matching assets and liabilities in accordance with actuarial requirements; (vii) achieving performance in line with benchmarks identified for various investment portfolios; (viii) maintaining transparency of the portfolio with strict adherence to internal guidelines; and (ix) addressing risks through robust internal and concurrent audit processes. The investment policy, which outlines the investment objectives for each fund category, is approved by the company's Board of Directors and its Investment Committee.

Canara HSBC Life Insurance Co.Ltd.
Exhibit 6 - Key Financial and Operating parameters

Key Performance Indicators	Q1FY26	Q1FY25	FY25	FY24	FY23
Individual weighted premium income (WPI)	3989.3	3496.3	21786.8	17026.5	16575.7
Annualized premium equivalent (APE)	4927.5	4719.5	23393.9	18877.9	18837.2
Renewal business premium	9137.4	6756.6	49059.3	42276.2	34807.5
Product mix (in APE terms)					
- ULIP	49.2	56.1	53.7	36.6	34.6
- Non-PAR savings	18.1	19.9	20.0	33.8	45.0
- Non-PAR protection	10.6	8.3	4.1	5.1	3.6
- PAR	7.0	5.2	8.7	10.3	9.1
- Annuity	15.0	10.3	13.1	12.2	8.9
- Group savings / fund-based business	0.1	0.1	0.4	1.9	0.8
Total	100.0	100.0	100.0	100.0	100.0
Individual number of policies	40778	48021	194121	184726	186679
Persistency					
- 13th month	84.3	82.7	82.5	80.7	75.3
- 25th month	73.6	70.3	71.5	68.5	66.0
- 37th month	65.7	64.5	64.9	63.0	61.1
- 49th month	62.2	64.4	61.0	64.2	63.3
- 61st month	58.2	57.0	57.7	55.4	52.0
Profit before tax (₹ million)	260.6	218.9	1281.5	1238.7	998.2
Profit after tax (₹ million)	234.1	187.0	1169.8	1133.2	911.9
Claim settlement ratio	99.4	99.3	99.4	99.3	99.1
Value of new business (VNB) (₹ million)	959.7	—	4460.8	3776.0	—
VNB margin (%)	19.5	—	19.1	20.0	—
Embedded value (EV) (₹ million)	63526.4	—	61107.4	51798.6	42719.4
Operating return on EV (Operating RoEV)	15.7	—	19.5	18.5	—
Solvency ratio (%)	200.4	223.8	205.8	212.8	251.8
Assets under management (₹ million)	436395.0	378823.8	411664.1	373804.4	302044.0
Total cost ratio (%)	19.6	21.5	18.7	18.9	17.4
Operating expenses to GWP ratio (%)	14.1	16.3	12.4	13.1	11.6

Canara HSBC Life Insurance Co.Ltd.
Exhibit 7 – Peer Comparison (Q1FY26)

Particulars (in Mn)	Units	Canara HSBC Life Insurance Co	HDFC Life Insurance Company Limited	ICICI Prudential Life Insurance Company Limited	SBI Life Insurance Company Limited
		Q1FY26			
WPI	Rs in mn	3,989.3	27,171.8	13,556.5	34,664.2
APE	Rs in mn	4,927.5	32,250.0	18,640.0	39,700.0
Renewal business premium	Rs in mn	9,137.4	76,060.2	49,416.5	1,05,462.8
Product mix (in APE terms)					
ULIP	%	49.2	27.5	46.3	45.1
Non-PAR savings	%	18.1	54.2	44.3	47.6
Non-PAR protection	%	10.6	-	-	-
PAR	%	7.0	18.3	9.4	7.3
Annuity	%	15.0	NA	NA	NA
Group savings/ fund based business	%	0.1	NA	NA	NA
Total	%	100.0	100.0	100.0	100.0
Individual number of policies	Nos	40,778.0	2,48,598.0	1,35,562.0	4,25,672.0
Persistency					
13th month persistency	%	84.3	85.8	85.9	87.3
25th month persistency	%	73.6	79.1	83.4	77.5
37th month persistency	%	65.7	72.7	75.0	72.1
49th month persistency	%	62.2	70.7	70.0	68.6
61th month persistency	%	58.2	63.9	63.5	63.1
Profit before tax	Rs in mn	260.6	5,635.8	3,433.8	6,109.5
Profit after tax	Rs in mn	234.1	5,483.5	3,009.9	5,943.7
Claim Settlement Ratio	%	99.38*	99.6	99.6	98.4
VNB	Rs in mn	959.7	8,090.0	4,570.0	10,900.0
VNB margin	%	19.5	25.1	24.5	27.4
EV	Rs in mn	63,526.4	5,83,550.0	NA	7,42,600.0
Operating RoEV	%	15.7	16.3	NA	NA
Solvency Ratio	%	200.4	192.0	212.0	196.0
AUM	Rs in mn	4,36,395.0	35,60,255.9	31,94,503.0	47,51,053.5
Total cost ratio	%	19.6	21.9	21.1	10.8
Operating expenses to GWP ratio	%	14.1	10.2	10.1	6.3

Canara HSBC Life Insurance Co.Ltd.
Exhibit 8 – Peer Comparison (FY25)

Particulars (in Mn)	Units	Canara HSBC Life Insurance Co	HDFC Life Insurance Company Limited	ICICI Prudential Life Insurance Company Limited	SBI Life Insurance Company Limited
		FY25			
WPI	Rs in mn	21,786.8	1,33,636.7	83,072.4	1,93,534.9
APE	Rs in mn	23,393.9	1,54,790.0	1,04,070.0	2,14,170.0
Renewal business premium	Rs in mn	49,059.3	3,76,828.8	2,57,201.6	4,94,077.9
Product mix (in APE terms)					
ULIP	%	53.7	27.8	49.2	54.8
Non-PAR savings	%	20.0	52.5	39.2	37.2
Non-PAR protection	%	4.1	-	-	-
PAR	%	8.7	19.7	11.6	8.1
Annuity	%	13.1	NA	NA	NA
Group savings/ fund based business	%	0.4	NA	NA	NA
Total	%	100.0	100.0	100.0	100.0
Individual number of policies	Nos	1,94,121.0	12,67,146.0	6,59,968.0	22,02,627.0
Persistency					
13th month persistency	%	82.5	86.9	85.1	86.8
25th month persistency	%	71.5	78.1	82.6	77.4
37th month persistency	%	64.1	73.6	74.5	71.5
49th month persistency	%	61.0	70.2	69.1	67.8
61th month persistency	%	57.7	63.5	63.9	62.2
Profit before tax	Rs in mn	1,281.5	18,779.4	13,316.8	24,946.7
Profit after tax	Rs in mn	1,169.8	18,108.2	11,855.2	24,133.0
Claim Settlement Ratio	%	99.4	99.8	99.8	99.4
VNB	Rs in mn	4,460.8	39,618.0	23,702.3	59,538.0
VNB margin	%	19.1	25.6	22.8	27.8
EV	Rs in mn	61,107.4	5,54,231.8	4,79,510.0	7,02,503.5
Operating RoEV	%	19.5	16.7	13.1	0.2
Solvency Ratio	%	205.8	194.0	212.0	196.0
AUM	Rs in mn	4,11,664.1	33,63,988.1	30,39,790.9	44,74,669.1
Total cost ratio	%	18.7	19.8	18.0	9.7
Operating expenses to GWP ratio	%	12.4	8.8	8.1	5.3

Canara HSBC Life Insurance Co.Ltd.
Exhibit 9 – Peer Comparison (FY24)

Particulars (in Mn)	Units	Canara HSBC Life Insurance Co	HDFC Life Insurance Company Limited	ICICI Prudential Life Insurance Company Limited	SBI Life Insurance Company Limited
		FY24			
WPI	Rs in mn	17,026.5	1,13,764.3	72,134.9	1,72,344.5
APE	Rs in mn	18,877.9	1,32,910.0	90,460.0	1,97,230.0
Renewal business premium	Rs in mn	42,276.2	3,34,451.2	2,45,568.2	4,31,923.3
Product mix (in APE terms)					
ULIP	%	36.6	23.4	45.3	49.9
Non-PAR savings	%	33.8	55.3	42.5	41.4
Non-PAR protection	%	5.1	-	-	-
PAR	%	10.3	21.4	12.2	8.7
Annuity	%	12.2	NA	NA	NA
Group savings/ fund based business	%	1.9	NA	NA	NA
Total	%	100.0	100.0	100.0	100.0
Individual number of policies	Nos	1,84,726.0	11,65,913.0	6,19,026.0	22,61,118.0
Persistency					
13th month persistency	%	80.7	87.1	88.7	86.4
25th month persistency	%	68.5	79.2	79.7	76.9
37th month persistency	%	63.0	73.2	72.0	71.1
49th month persistency	%	64.2	69.7	68.9	72.6
61th month persistency	%	55.4	53.5	64.0	58.3
Profit before tax	Rs in mn	1,238.7	15,696.7	9,205.3	19,421.1
Profit after tax	Rs in mn	1,133.2	15,740.8	8,506.7	18,937.8
Claim Settlement Ratio	%	99.3	99.7	99.8	99.2
VNB	Rs in mn	3,776.0	35,007.3	22,272.2	55,476.4
VNB margin	%	20.0	26.3	24.6	28.1
EV	Rs in mn	51,798.6	4,74,681.2	4,23,367.7	5,82,587.3
Operating RoEV	%	18.5	17.5	14.1	21.8
Solvency Ratio	%	212.8	186.6	191.8	196.5
AUM	Rs in mn	3,73,804.4	29,22,842.5	28,97,279.2	38,55,902.7
Total cost ratio	%	18.9	19.3	18.2	8.9
Operating expenses to GWP ratio	%	13.1	11.0	9.5	4.9

Canara HSBC Life Insurance Co.Ltd.
Exhibit 10 – Peer Comparison (FY23)

Particulars (in Mn)	Units	Canara HSBC Life Insurance Co	HDFC Life Insurance Company Limited	ICICI Prudential Life Insurance Company Limited	SBI Life Insurance Company Limited
		FY23			
WPI	Rs in mn	16,575.7	1,09,204.5	67,376.0	1,52,179.5
APE	Rs in mn	18,837.2	1,33,360.0	86,400.0	1,68,150.0
Renewal business premium	Rs in mn	34,807.5	2,84,482.8	2,25,202.6	3,77,270.1
Product mix (in APE terms)					
ULIP	%	34.6	21.6	46.7	53.6
Non-PAR savings	%	45.0	56.4	41.5	35.4
Non-PAR protection	%	3.6	-	-	-
PAR	%	9.1	22.1	11.9	11.1
Annuity	%	0.9	NA	NA	NA
Group savings/ fund based business	%	6.8	NA	NA	NA
Total	%	100.0	100.0	100.0	100.0
Individual number of policies	Nos	1,86,679.0	9,95,188.0	6,01,683.0	21,97,129.0
Persistency					
13th month persistency	%	75.3	87.5	85.4	84.8
25th month persistency	%	66.0	78.7	77.1	75.3
37th month persistency	%	65.1	72.4	71.5	74.4
49th month persistency	%	63.3	64.0	63.9	69.9
61th month persistency	%	52.0	52.3	65.8	56.1
Profit before tax	Rs in mn	998.2	12,822.1	9,003.1	17,584.5
Profit after tax	Rs in mn	911.9	13,682.8	8,134.9	17,205.7
Claim Settlement Ratio	%	99.1	99.7	98.7	98.4
VNB	Rs in mn	NA	36,744.3	27,649.2	50,674.6
VNB margin	%	NA	27.6	32.0	30.1
EV	Rs in mn	42,719.4	3,95,268.9	3,56,340.8	4,60,444.1
Operating RoEV	%	NA	19.7	17.4	22.8
Solvency Ratio	%	251.8	203.0	208.9	215.0
AUM	Rs in mn	3,02,044.0	23,88,427.2	24,82,157.8	30,43,344.8
Total cost ratio	%	17.4	19.7	16.1	9.6
Operating expenses to GWP ratio	%	11.6	14.7	11.5	5.1

Canara HSBC Life Insurance Co.Ltd.**Market Opportunity**

- ❑ Digital transformation offers insurers opportunities to rethink business operations in order to enhance customer satisfaction, reduce cost and prevent errors. For example, insurance has traditionally been sold on the basis of trust and relationships, but with technological progress, speed, flexibility and innovation will be brought into the equation.
- ❑ The Government of India operationalized GIFT city as an IFSC in 2015 which can also be called as the international financial gateway of India. Key activities in IFSC include in the areas of capital markets, offshore banking, offshore insurance, offshore asset management and ancillary services such as legal, accounting, research & analytics, etc. Life insurance companies can also set up its office in IFT city and it can be called as IFSC Insurance Office (IIO). Permissible activities for registered IIO include transaction in direct insurance business within IFSC, from other SEZs and from outside India. It presents huge opportunities for life insurers in India

Key Risk

- ❑ Any termination of, or adverse change in, the Company's bancassurance arrangements—particularly its distribution agreement, as amended, with its Promoter, Canara Bank, or one of its group companies, HSBC India—or a decline in the performance standards of its bancassurance partners, may have a material adverse effect on its business, results of operations, and financial condition.
- ❑ Adverse variation in persistency metrics, adverse persistency performance, or concentrated surrenders by customers may have a material adverse impact on the Company's financial condition, results of operations, and cash flows.
- ❑ The Company operates in a complex regulatory environment, and any adverse changes to applicable regulations or failure to comply with regulatory requirements could disrupt its business operations or expose it to significant penalties.

Competitive Strength

- ❑ Strong brand with legacy of operations and established parentage
- ❑ Operations led by professional management team and established corporate governance standards
- ❑ Well-diversified equity products mix backed by research-driven investment process
- ❑ PAN India multi-channel sales and distribution network
- ❑ Expanding proportion of AUM contributed by individual investors and SIP contributions
- ❑ Integrated technology-led operations with a well-established digital eco-system

Threats

- ❑ The Company may be unable to effectively implement its growth strategies, develop suitable products for specific customer segments, and distribute them efficiently through its distribution channels. Furthermore, any inability to sustain its historical growth rates may result in such rates not being indicative of its future growth.
- ❑ The Company is subject to periodic inspections by the Insurance Regulatory and Development Authority of India ("IRDAI"), which is a regular exercise for all insurance companies. The Company may be subject to such inspections in the future, and any non-compliance with the IRDAI's observations could result in penal action, adversely affecting its business, financial condition, results of operations, cash flows, and reputation.
- ❑ The Company uses the logos of Canara Bank and HSBC Group Management Services Limited in connection with its business operations in India through license agreements. If these agreements are terminated, or if the Company is unable to renew them in a timely manner on commercially viable terms, or at all, its business, financial condition, cash flows, and results of operations may be adversely affected.

Canara HSBC Life Insurance Co.Ltd.
Directors Profile

Name	Designation	Profile
Satyanarayana Raju Kalidindi	Chairman and Executive Director	Non- He has been nominated to the Board by Canara Bank and has served as a Director since July 6, 2022. He holds a bachelor's degree in Science from the Faculty of Science, Andhra University, Andhra Pradesh, and a master's degree in Business Administration (Banking and Finance) from Indira Gandhi National Open University.
Anuj Dayal Mathur	Managing Director and Chief Executive Officer	He is a Fellow of the Institute of Company Secretaries of India and an Associate of both the Institute of Chartered Accountants of India and the Institute of Cost and Works Accountants of India.
Bhavendra Kumar	Non-Executive Director	He has been nominated to the Board by Canara Bank. He holds a bachelor's degree in Political Science from the University of Delhi and has passed the Certified Associate and Junior Associate examinations conducted by the Indian Institute of Banking & Finance.
Santanu Kumar Majumdar	Non-Executive Director	He has been nominated to the Board by Canara Bank. He holds a bachelor's degree in Commerce from the University of Calcutta and is an Associate of the Institute of Chartered Accountants of India. He has also passed the final examination of the Institute of Cost and Works Accountants of India.
Edward Charles Lawrence Moncreiffe	Non-Executive Director	He holds a bachelor's degree in Arts from the University of Durham, United Kingdom, and is a Chartered Insurer from the Chartered Insurance Institute, United Kingdom.
Amitabh Nevatia	Non-Executive Director	He holds a bachelor's degree in Commerce from the University of Calcutta and is an Associate of the Institute of Chartered Accountants of India.
Supratim Bandyopadhyay	Independent Director	He holds a bachelor's degree in Science (Chemistry) from the University of Calcutta and is an Associate of the Institute of Chartered Accountants of India. With over 35 years of experience in insurance, finance, investments, and debt operations, he previously served with Life Insurance Corporation of India for 32 years in various leadership roles.
Kishore Kumar Sansi	Independent Director	He holds bachelor's and master's degrees in Science (Physics) and a Master of Philosophy in Physics and Astrophysics from the University of Delhi. He has been conferred with an honorary Doctor of Literature degree from Vel Tech Technical University, Tamil Nadu, and has completed a three-year (part-time) Advanced Level Course in Computer Science from The Institution of Electronics and Telecommunication Engineers.
Geeta Mathur	Independent Director	She has passed the final examination for a bachelor's degree in Commerce from Shri Ram College of Commerce, University of Delhi, and is an Associate of the Institute of Chartered Accountants of India.
Suryanarayana Somayajula	Independent Director	He holds a bachelor's degree in Commerce from the Faculty of Commerce, Andhra University, and is a Fellow of the Institute of Chartered Accountants of India.
Animesh Chauhan	Independent Director	He holds a bachelor's degree in Commerce from Jiwaji University, Gwalior, Madhya Pradesh, and has over 40 years of experience in the banking industry. He was previously associated with Bank of Baroda in various capacities, including overseas operations in the United Kingdom.
Rabi Narayan Mishra	Independent Director	He holds a bachelor's degree in Arts from Gangadhar Meher College, Sambalpur University, and a master's degree in Economics from Jawaharlal Nehru University, New Delhi. He also holds a Doctor of Philosophy (Arts) in Economics from the University of Mumbai and was a Visiting Fellow in Economics at Harvard University, USA.

Canara HSBC Life Insurance Co.Ltd.
Shareholding

Prior to the IPO, the Promoter and Promoter Group collectively held 77.00% of the Company's shareholding. Pursuant to the OFS of 23,75,00,000 equity shares, the Promoter and Promoter Group's shareholding will stand reduced to 62.00% on a post-issue basis. Canara Bank, HSBC Insurance (Asia-Pacific) Holdings Limited from Promoter Group and Punjab National Bank from Non-Promoter Group are selling shareholders in OFS.

Particulars	Pre Issue		IPO		Post Issue	
	No. of Shares	% Holding	Fresh Issue	OFS	No. of Shares	% Holding
Promoter & Promoter Group	73,15,00,000	77.00%		14,25,00,000	58,90,00,000	62.00%
Other Public	21,85,00,000	23.00%		9,50,00,000	36,10,00,000	38.00%
Total	95,00,00,000	100.00%		23,75,00,000	95,00,00,000	100.00%

#No Promoter Pledge.

Public Shareholder holding more than 1%	Pre issue %
Punjab National Bank	23.00%

Canara HSBC Life Insurance Co.Ltd.
Financials & Ratio Analysis

Income Statement				Balance Sheet			
Particulars	FY25	FY24	FY23	Particulars	FY25	FY24	FY23
(Rs in Mn)				(Rs in Mn)			
Premium	80,274.6	71,287.0	71,973.8	ASSETS			
Reinsurance ceded	-1,772.2	-1,960.6	-1,676.6	Investments			
Interest, Dividends and Rent – Gross	17,246.3	15,360.3	12,147.3	Shareholders'	13,746.7	15,703.3	13,653.7
Profit on sale/redemption of investments	14,107.0	8,922.5	7,141.8	Policyholders'	2,26,435.1	1,98,925.1	1,58,995.8
(Loss on sale/ redemption of investments)	-1,106.1	-950.2	-1,910.5	Assets held to cover linked liabilities	1,71,482.3	1,59,176.0	1,29,394.5
Transfer/Gain on revaluation/change in fair value*	-4,934.3	22,776.4	-5,782.5	Loans	1,008.1	490.4	221.5
Amortisation of Premium / Discount on investments	2,260.7	2,015.2	1,538.3	Fixed Assets	463.0	562.5	527.4
Total (A)	1,06,264.0	1,17,557.2	83,544.9	Cash and Bank Balances	6,109.6	4,219.8	3,866.3
Commission	5,071.2	4,111.2	4,135.5	Net Current Assets	5,385.0	3,300.6	2,696.0
Operating Expenses related to Insurance Business	9,942.2	9,354.1	8,362.3	Total Assets	4,18,520.9	3,78,158.0	3,05,488.9
Total (B)	15,900.1	14,189.4	13,158.4	EQUITY			
Benefits Paid (Net)	50,608.9	31,506.5	30,789.4	Equity Share Capital	9,500.0	9,500.0	9,500.0
Change in valuation of liability in respect of life policies		44.2	42.8	Other Equity	5,668.6	4,688.8	4,030.7
Gross	25,840.4	41,224.5	40,579.4	Total Equity	15,168.6	14,188.8	13,530.7
Fund for Discontinued Policies	11,810.2	28,936.3	-1,633.0	Credit/(Debit) Fair Value Change Account	1,320.8	1,109.6	421.6
Total (C)	89,552.3	1,02,611.2	70,233.8	Policy Liabilities	2,23,668.2	1,97,259.4	1,56,093.3
Total (B+C)	1,05,452.5	1,16,800.6	83,392.2	Funds for Discontinued Policies	8,453.9	7,957.8	7,112.6
Surplus D = A-B-C	811.5	756.5	152.8	Linked Liabilities	1,30,730.9	1,13,959.3	1,07,812.8
Amount transferred from Shareholders' A/c	965.7	1,062.8	1,431.9	Credit/(Debit) Fair Value Change Account	32,297.5	37,258.9	14,469.1
Amount Available for Appropriation	1,777.2	1,819.3	1,584.7	Total Equity and Liabilities	4,18,520.9	3,78,158.0	3,05,488.9

Cash Flow Statement				Product Mix (in APE terms)			
Particulars	FY25	FY24	FY23	Particulars	FY25	FY24	FY23
(Rs in Mn)				Growth (%)			
Cash Flow from operating activities				Premium Growth	12.6	-1.0	22.2
Premium received from policyholders	79,974.9	70,471.2	72,026.3	Interest/ Dividend and rent	12.3	26.5	20.5
Payments of claims	-52,436.5	-32,270.9	-33,101.3	Commission	23.4	40.7	15.1
Payments of commission and brokerage	-5,037.8	-4,246.2	-4,118.2	Surplus	7.3	395.3	217.0
Payments of other operating expenses	-9,278.9	-9,105.0	-7,697.2	Amount Available for Appropriation	-2.3	14.8	-37.4
GST Paid	-799.4	-793.4	-691.4	Net Cash from Operating	12,078.1	23,101.1	25,925.0
Tax	-109.8	-111.9	-77.1	Cash Flow from investing activities			
Net Cash from Operating	12,078.1	23,101.1	25,925.0	Purchase of Investments	-1,47,668.1	-1,10,565.0	-99,162.2
Cash Flow from investing activities				Net Cash from Investing	-7,144.7	-20,447.4	-25,761.0
Purchase of Investments	-1,47,668.1	-1,10,565.0	-99,162.2	Cash Flow from financing activities			
Net Cash from Investing	-7,144.7	-20,447.4	-25,761.0	Proceeds from Borrowings			
Cash Flow from financing activities				Dividend payout	-190.0	-475.0	-285.0
Proceeds from Borrowings				Finance Cost			
Dividend payout	-190.0	-475.0	-285.0	Proceeds other than borrowing			
Finance Cost				Net Cash from Financing	-190.0	-475.0	-285.0
Proceeds other than borrowing				Net increase/(decrease) in Cash	4,743.4	2,178.7	-121.0
Net Cash from Financing	-190.0	-475.0	-285.0	Cash at the beginning of the year	13,972.0	11,793.2	11,914.3
Net increase/(decrease) in Cash	4,743.4	2,178.7	-121.0	Cash at the end of the year	18,715.4	13,972.0	11,793.2
Cash at the beginning of the year	13,972.0	11,793.2	11,914.3				
Cash at the end of the year	18,715.4	13,972.0	11,793.2				

Ratio Analysis			
Particulars	FY25	FY24	FY23
Growth (%)			
Premium Growth	12.6	-1.0	22.2
Interest/ Dividend and rent	12.3	26.5	20.5
Commission	23.4	40.7	15.1
Surplus	7.3	395.3	217.0
Amount Available for Appropriation	-2.3	14.8	-37.4
Product Mix (in APE terms)			
- ULIP	56.1	53.7	36.6
- Non-PAR savings	19.9	20.0	33.8
- Non-PAR protection	8.3	4.1	5.1
- PAR	5.2	8.7	10.3
- Annuity	10.3	13.1	12.2
- Group savings / fund-based business	0.1	0.4	1.9
Claim settlement ratio	99.4	99.3	99.1
AUM (Rs in mn)	411664.1	373804.4	302044.0
Ratio (%)			
VNB margin	19.1	20.0	-
Solvency ratio	205.8	212.8	251.8
Total cost ratio	18.7	18.9	17.4
P/ EV	1.6	1.9	2.4

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Compliance Officer: Ms. Priyanka Gokhale (For Broking/DP/Research) email @ compliance_sec@bajajbroking.in | Contact No.: 020-4857 4486 |

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For more queries reach out to : **Name** - Bajaj Broking Research Team | **Email Id** - researchdesk@bajajbroking.in

Research Analysts :	Anand Shengde (DVP Derivative Analyst)	Pabitra Mukherjee (AVP Technical Analyst)	Nisarg Shah (Fundamental Analyst)	Vikas Vyas (Derivative Analyst)
	Shashwat Singh (Fundamental Analyst)	Harsh Parekh (Technical Analyst)	Raunaq Murarka (Derivatives Analyst)	