Canara HSBC
LIFE INSURANCE

20th July 2026

To, **National Stock Exchange of India Limited ("NSE")** Listing Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex Bandra [East], Mumbai – 400051	To, **BSE Limited ("BSE")** Listing Department Corporate Relationship Department Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400001
NSE Symbol**: CANHLIFE**	BSE Security Code**: 544583**
ISIN: INE01TY01017 (Equity) INE01TY08012 (Non-Convertible Debentures)	ISIN: INE01TY01017 (Equity)

Dear Sir/ Madam,

Subject: Disclosure under Regulation 30 read with Schedule III of the SEBI (LODR) Regulations, 2015- Presentation on the Unaudited Financial Results for the quarter ended 30th June 2026

The presentation on the Unaudited Financial Results for the quarter ended 30th June 2026, to be made today at the analyst meet, is attached and the same is also being made available on the website of the Company at www.canarahsbclife.com.

This is for your information and record.

Thanking you,

For **Canara HSBC Life Insurance Company Limited**

VATSALA SAMEER
Digitally signed by VATSALA SAMEER
Date: 2026.07.20 16:29:53 +05'30'

Vatsala Sameer
Company Secretary and Compliance Officer
Membership No: A14813

Canara HSBC Life Insurance Company Limited (IRDAI Regn No. 136)
35th Floor, IFC, (M3M) Golf Course Ext Rd, Badshahpur, Sector 66, Gurugram, Haryana 122101
T +91-124-4506700 | F +910124-4535099 | www.canarahsbclife.com
Corporate Identity No.: L66010DL2007PLC248825 | E-mail: customerservice@canarahsbclife.in
Registered Office: 8th Floor, Unit No. 808-814, Ambadeep Building, Plot No. 14, Kasturba Gandhi Marg, New Delhi-110001 (India) | T +91 11-49512300

Canara HSBC LIFE INSURANCE

Investor Presentation

Q1 FY27

Canara HSBC Life Insurance | Promises ka Partner

Agenda

Financial Snapshot : Q1 FY27 | *Healthy growth across key metrics*

Individual WPI
₹ 4,698 Mn
vs PY : 18%

Embedded Value | RoEV [1]
CY : ₹ 73,828 Mn | 19.7%
vs PY : 16% | 15.7%

Persistency[2]
13M - CY : 85.9% | PY : 84.0%
61M - CY : 55.3% | PY : 55.3%

Total APE
₹ 5,853 Mn
vs PY : 19%

Value of New Business
₹ 1,236 Mn
vs PY : 29%

Total AUM
₹ 497 Bn
vs PY : 14%

Renewal Premium
₹ 11,174 Mn
vs PY : 22%

VNB Margin
CY : 21.1%
PY : 19.5%

Claim Settlement Ratio[3]
CY : 98.85%
PY : 95.90%

Gross Premium
₹ 21,611 Mn
vs PY : 24%

Profits After Tax (PAT)
₹ 281 Mn
vs PY : 20%

Total Expense Ratio[4]
CY : 20.7%
PY : 19.6%

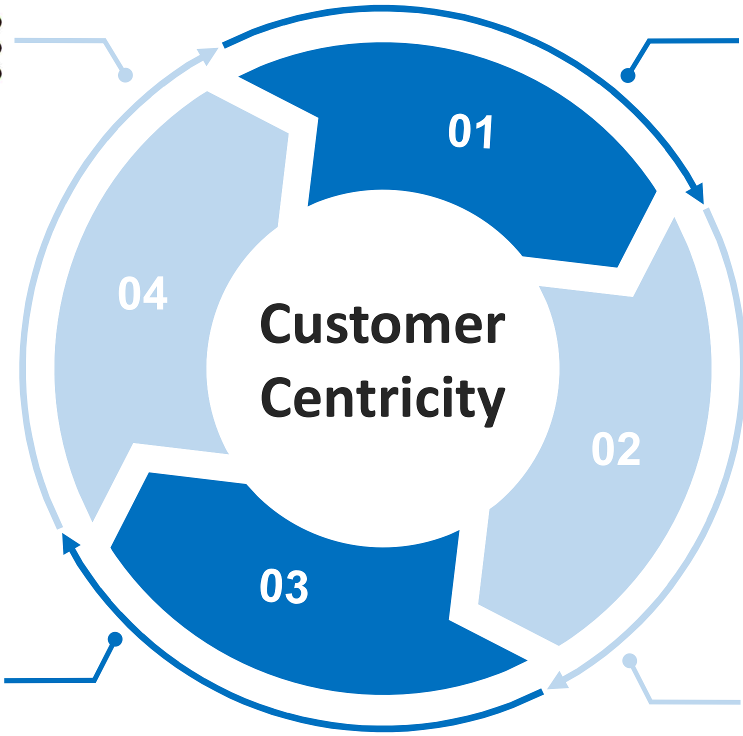
[1] Represents Operating RoEV, CY is based on rolling 12M basis, while PY is annualised
[2] Persistency ratios as on June end for the policies issued during June to May period of the relevant years. Calculated in accordance with IRDAI (Actuarial, Finance and Investment Functions of Insurers) Regulations, 2024 and the Master circular issued thereafter.
[3] Represents overall claim settlement ratio
[4] Total Expense ratio is calculated as total expenses (Opex + commission) divided by total premium, excluding GST, expense ratio is flat on a YoY basis

Agenda

Key strategic elements remain intact

Technology and analytics enablers
Accelerate advanced AI/Data analytics to drive revenue and service improvements

Distribution leverage and expansion
Continue to increase penetration in existing channels and expand business opportunities through new distribution avenues



Risk and Prudence
Maintain focus on risk governance that fosters ownership and accountability across all levels of management

Profitable growth
Priority remains on profitable growth attained through balanced product mix and operational efficiency across processes

Scalable distribution landscape

Diversified distribution engines across premium, mass, and rural segments providing a scalable platform for sustainable growth.

Canara Bank
Growth & Profitability Engine

- **9,800+** branches driving strong urban reach and brand-led distribution
- **~6,000 touchpoints** in **Tier 3/4** markets unlock large underpenetrated rural opportunity
- **100Mn+ customers; ~80Mn addressable,** <2% penetration offers significant headroom for deeper product adoption and digital scale

HSBC Bank
Premium & Profitability Engine

- Access to **affluent retail & NRI** segments via HSBC's premium banking base, with branch expansion driving incremental growth
- Focused on high-value clients including **wealth-linked insurance, protection, and global mobility products**
- **New Branch rollout** to support incremental growth

Other Channels
Strategically Expanding scale

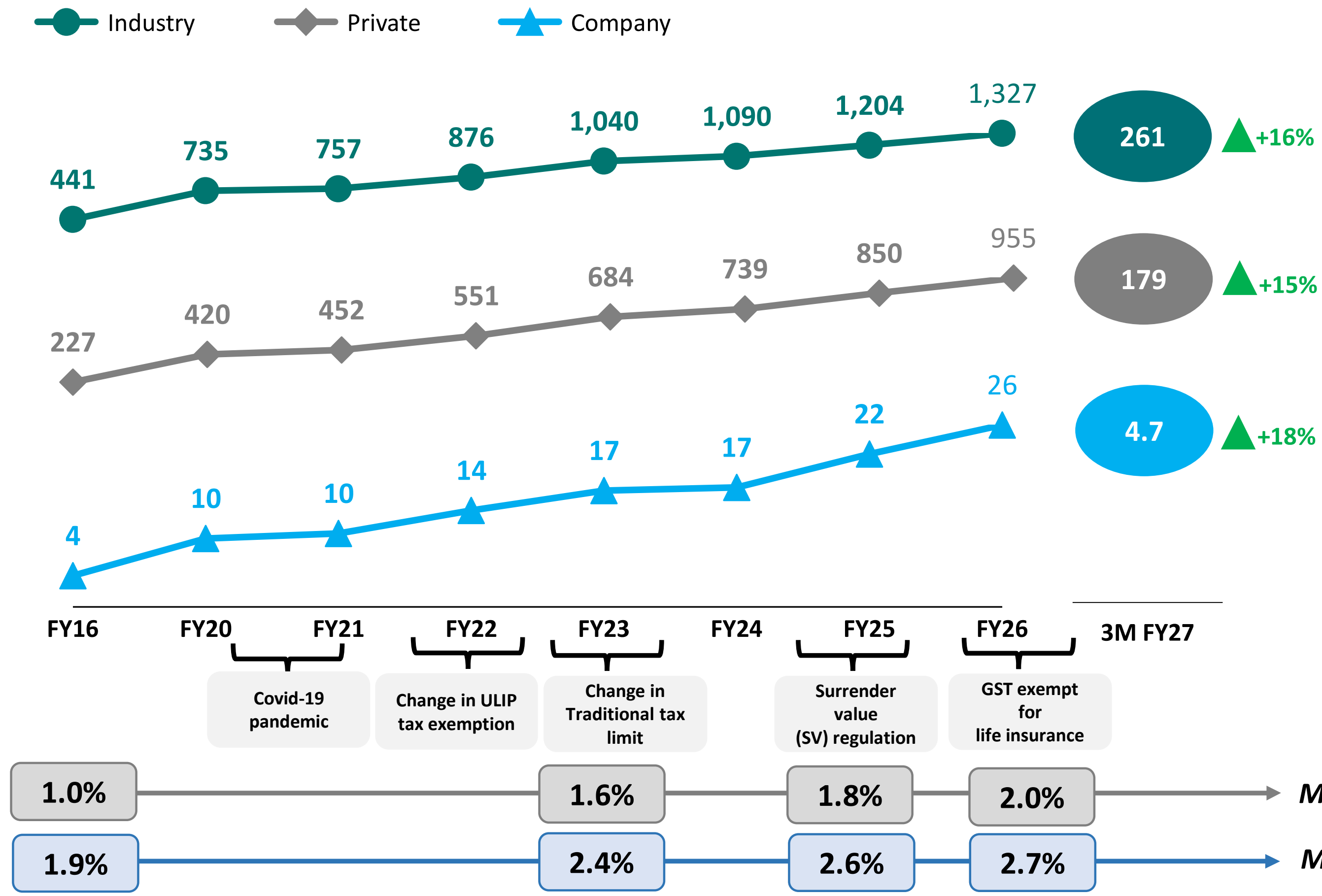
- **Agency –** ~1,000 agency sales force onboarded till date, Rs 147 mn premium (APE) collected.
- **RRBs -** 4,648+ rural branches serving to priority segments with focus on traditional products
- **Defence** - offering tailored insurance products to armed forces
- **Digital** - enhance customer choices and extend reach

Agenda

Growth better than the industry

In ₹ billion

Individual WPI



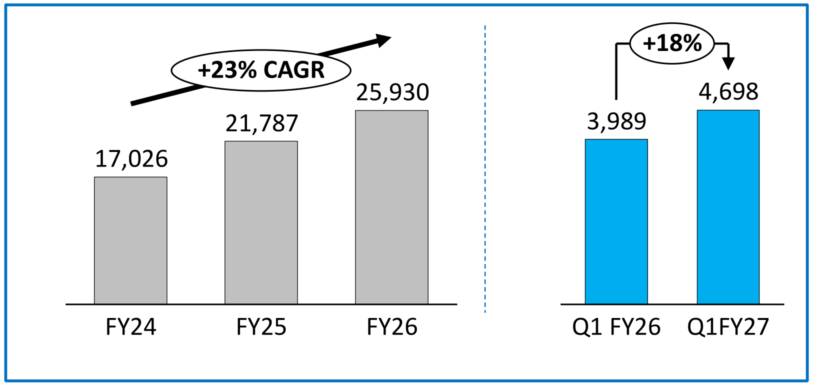
CAGR %

10 Yrs (FY16 - 26)	5 Yrs (FY21 - 26)	3 Yrs (FY23 - 26)
12%	12%	8%
15%	16%	12%
19%	20%	16%

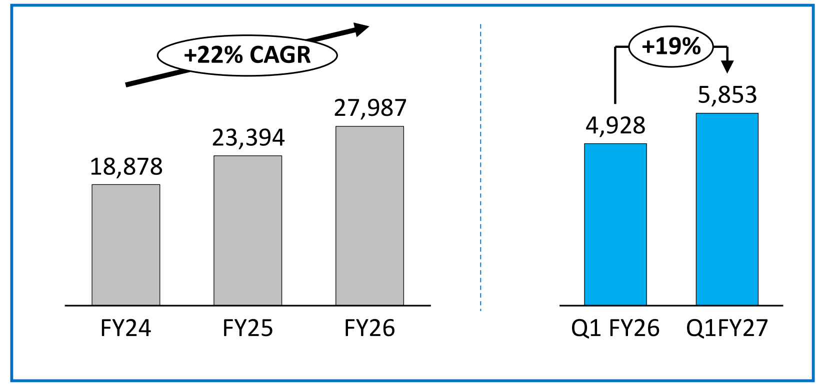
Premium growth healthy, superior 13M persistency

In ₹ million

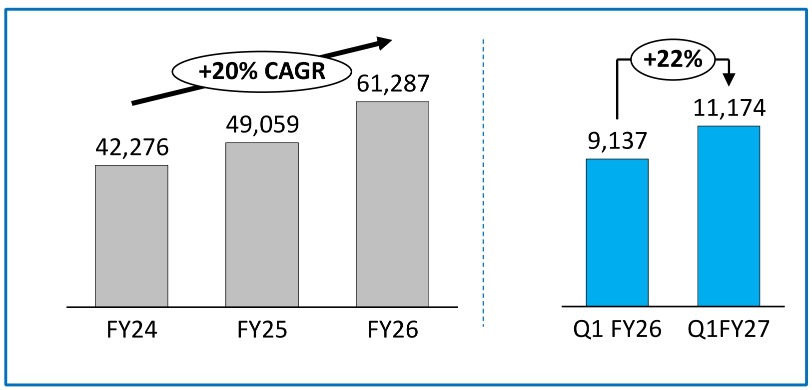
Individual WPI



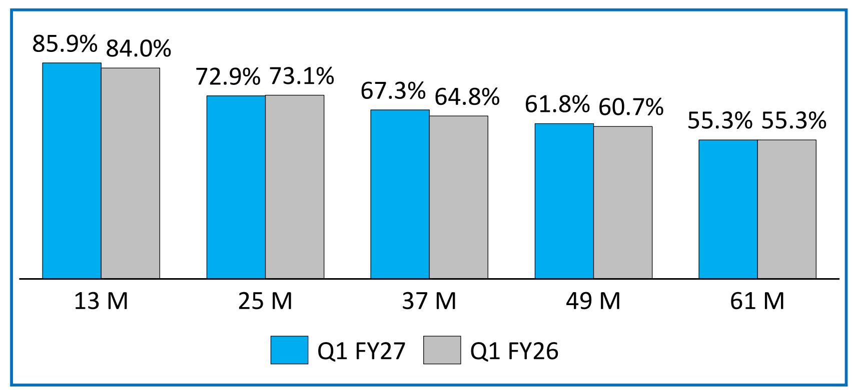
Total APE



Renewal Premium



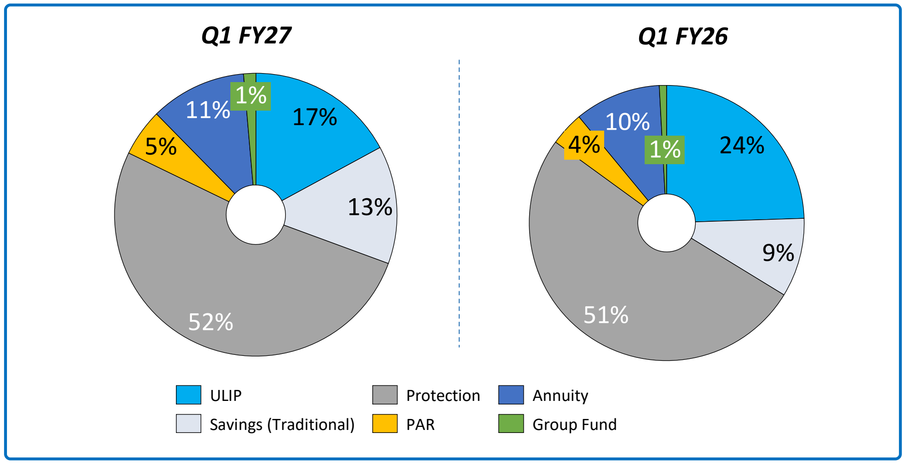
Persistency improving



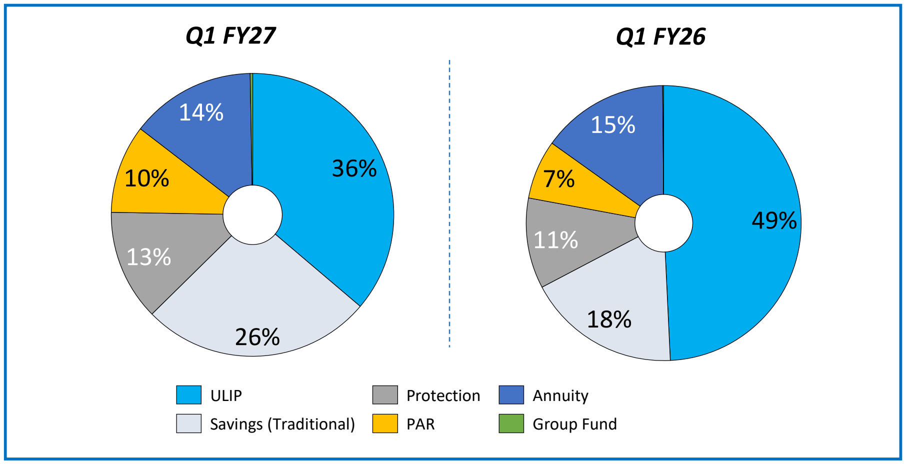
[1] Gross Premium includes new business premium and renewal premium

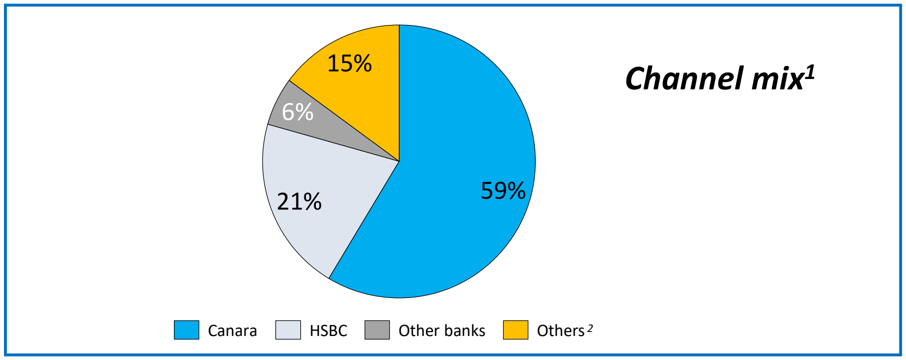
Product and channel mix | *focus on traditional segments with robust protection growth*

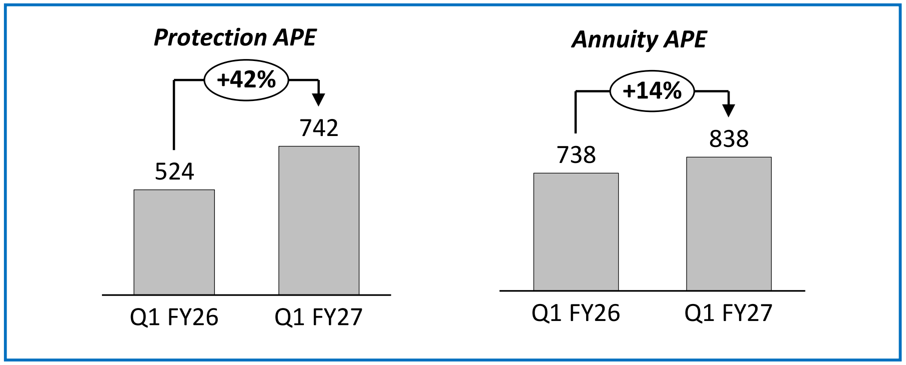
Product mix – NBP basis



Product mix – APE basis



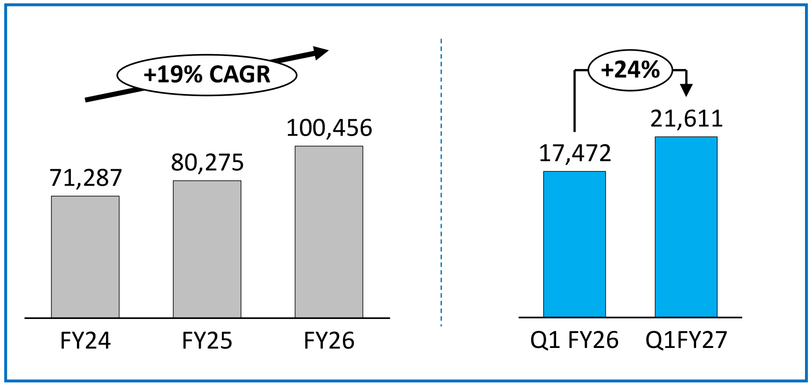




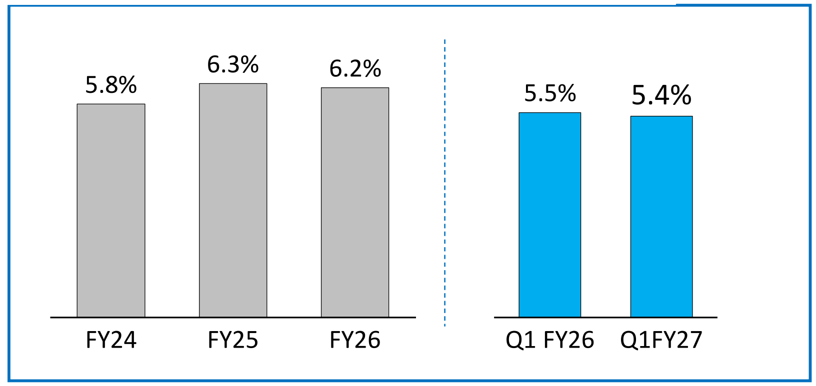
[1] Channel mix based on individual WPI for Q1 FY27, [2] Others includes DST, Defence, Digital and Agency

Other key metrics showing consistent growth

Gross Premium grew at a steady pace



Commission ratio remains rangebound



AUM - Key indicators

₹ 497 bn
14% YoY

Assets under management

98%

(Debt investment) AAA & Sovereign

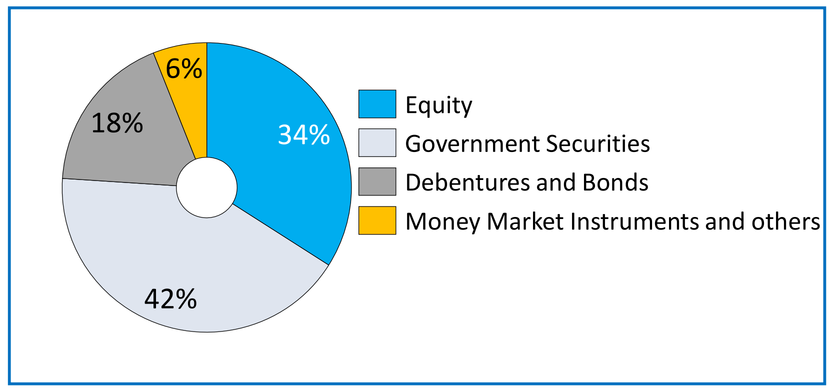
60 : 40

(Non linked : Linked)

66 : 34

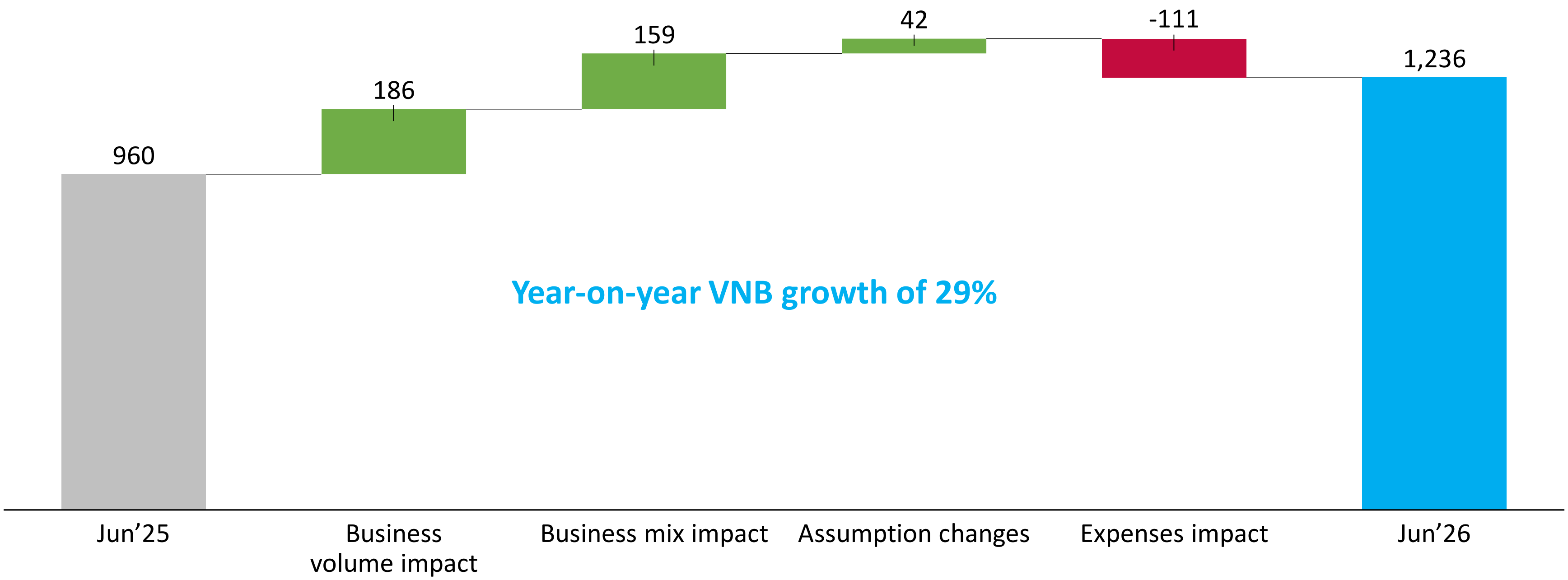
(Debt* : Equity)

Assets class composition



Improving VNB trajectory | *Driving profitable growth*

In ₹ million



VNB margin*	**19.5%**	**0.1%**	**2.7%**	**0.7%**	**(1.9%)**	**21.1%**

* Numbers may not add up due to rounding off

Financial Metrics at a glance | *Sustainable and Consistent improvement*

In ₹ million

	IEV		Operating RoEV	VNB		VNB %	PAT		Total Expense Ratio[1]
FY25	61,107		19.5%	4,461		19.1%	1,170		18.7%
FY26	72,333		20.7%	6,273		22.4%	1,266		18.7%
Q1 FY26	63,526		15.7%#	960		19.5%	234		19.6%
Q1 FY27	73,828	▲ +16%	19.7%#	1,236	▲ +29%	21.1%	281	▲ +20%	20.7%*

[1] Total Expense ratio is calculated as total expenses (opex+commission) divided by total premium,
* excluding GST, expense ratio is flat YoY
# Q1 FY26 is annualized while Q1 FY27 is on rolling 12M basis, hence not comparable

Agenda

Customer, business, people-centric and efficient AI-ML solutions

4 Bedrocks of our business

Customer	Revenue	Controls/ Efficiencies	People
Faster policy issuance and improved customer engagement	**Increased conversions**, improved collections and **60% elimination** of engagement calls	**Automated** Quality Check (QC), **3x call sample** size, **proactive** risk flagging and **reduced fraud risk**	Increasing **productivity** and effective **decision-making**
GenAI-powered **smart underwriting engine** for faster policy issuance	**Propensity model** for better lead conversions in cross sell campaigns	**AI-powered call monitoring** and sentiment tracking of customer and retention agent both	To assist an employee with smart info instantly through **CHL GPT, GenAI powered** platform
Comprehensive family view for improved engagement **through Household analytics**	**Predictive models to identify** customers not likely to renew and/ or high risk of surrender	**Predictive model to detect risk** of early claims at policy login stage	**GenAI powered Sales performance** auto visualization and comparative insights
		Sales governance predictive model to safeguard against potential sales fraud risk	**AI-powered optimization of Salesforce patch** assignment for improved agent activation

Backed by AI Ethics and Governance (AIEG) Framework

Technology Integration and Enterprise-grade GenAI/ LLM pipeline

AI: Artificial Intelligence, **GenAI:** Generative AI, **ML:** Machine Learning, **LLM:** Large Language Model, **GPT:** Generative Pre-trained Transformer

Revolutionizing Underwriting Efficiency and Accuracy

UW Copilot is set to transform underwriting by enhancing efficiency, ensuring accuracy, and ultimately leading to improved risk management and decision-making practices

Overview

1. **Industry first GenAI-powered** underwriting solution that automates decision-making using large language models (LLMs) inline with Board approved underwriting policy and guidelines
2. **Workflow Automation -** Automates processes for efficient decision-making and speed
3. **Due Diligence-** Provides recommendations for additional due diligence to strengthen risk assessment
4. **Claims Correlation -** Underwriting Copilot correlates underwriting decision trend with previous early claims experience to surface risk patterns and enable more informed underwriting decisions
5. **Chatbot for Sales Query resolution**: Resolution of sales query through chatbot at onboarding stage.

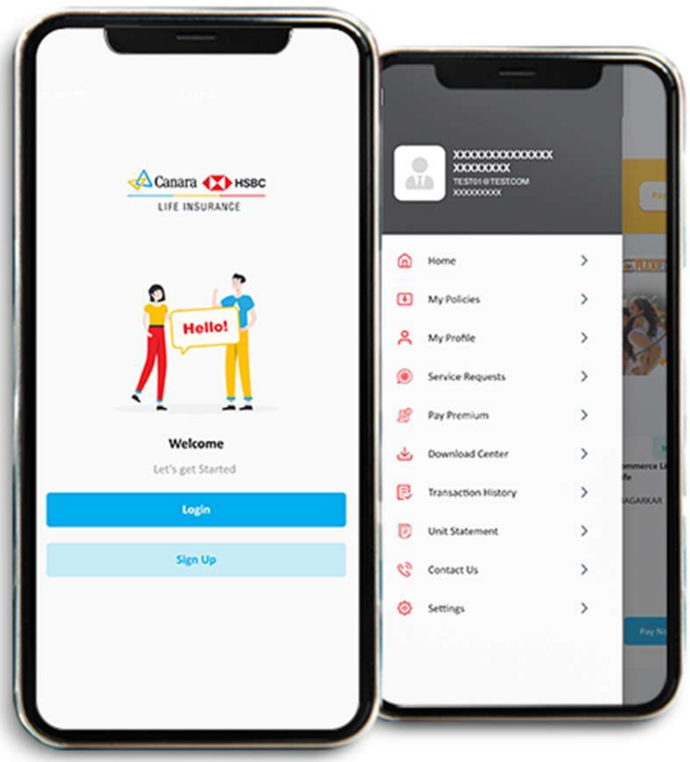
Key Benefits

- ✓ Digital Onboarding and Improved Customer experience
- ✓ Fraud detection basis Claims correlation
- ✓ 24*7 operations and consistent decisions
- ✓ An agile and scalable underwriting model
- ✓ Enable first time right & reduce underwriting requirements

Driving Scale Through a Robust Digital Ecosystem

Instant servicing, quick claims & round the clock access to policy information

5.5 Lacs+ unique customers on **Mobile App** – (rating 4.5 ★★★★★)*



Customer App
24*7 flexibility to place service requests & access policy details. Enhanced UI/UX to improve customer engagement

Digital Application Journey- e-KYC & video verification
Ease of submission via website, sales app, improved adoption of e-KYC and upfront Video Verification

Health & Wellness
App based scans, Real-time assistance
60k+ registrations

Pre-Approved Sum Assured
Pre-approved sum assured basis customer's financial eligibility allowing insta issuance

Medical Check-ups
Integrated system with TPA & **TMT** at home

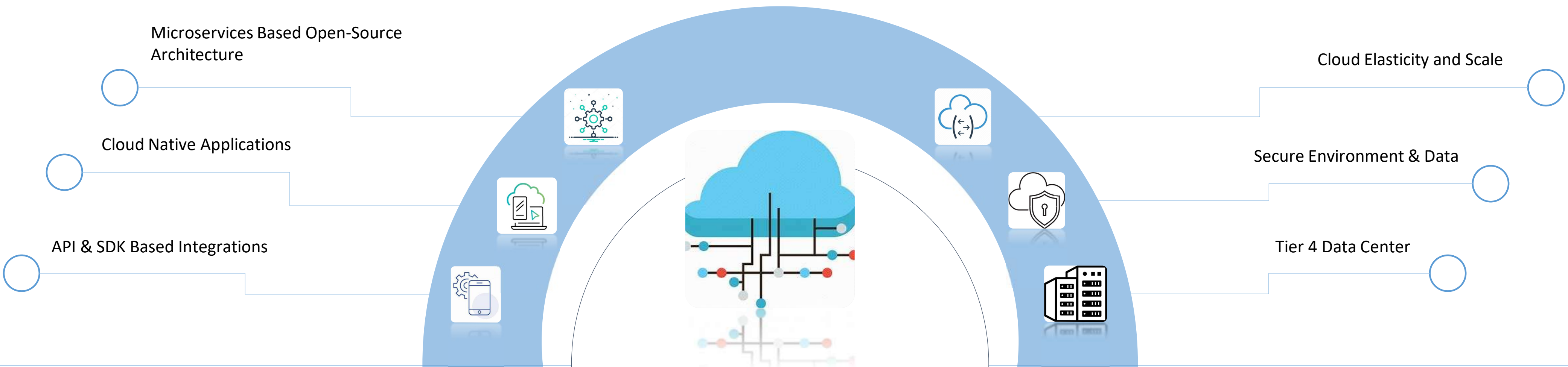
Digital Claim Submission
Ease of Claim submission via website & customer app
~99% via digital mode

Instance digital access to policy details
Policy card for customers anytime anywhere via App

Digital servicing
Video-based Survivorship Certificate processing. Handled ~0.170 mn requests digitally with 99% refunds via digital mode

Scalable Business & Secure Architecture

Cloud & Microservices based Infrastructure



CURRENT STATE

- ❑ Mobile App for Sales
- ❑ New Business Workflow
- ❑ CRM
- ❑ Digital Journey
- ❑ SDK based Canara Bank super app integration for Sales & Service
- ❑ Multiple partner integration options

Focus Areas

- ❑ Faster time to Market (configurators), New Sales App
- ❑ Commission Management / Agency support tools
- ❑ Data Privacy across systems

Agile Change Delivery with Dev Sec Ops & strong IT governance process

Focus on Change Management, Long term sustainability considering DPDP & Security reviews

Business Rules & Event Driven Operational Systems with extensive process monitoring

Current State

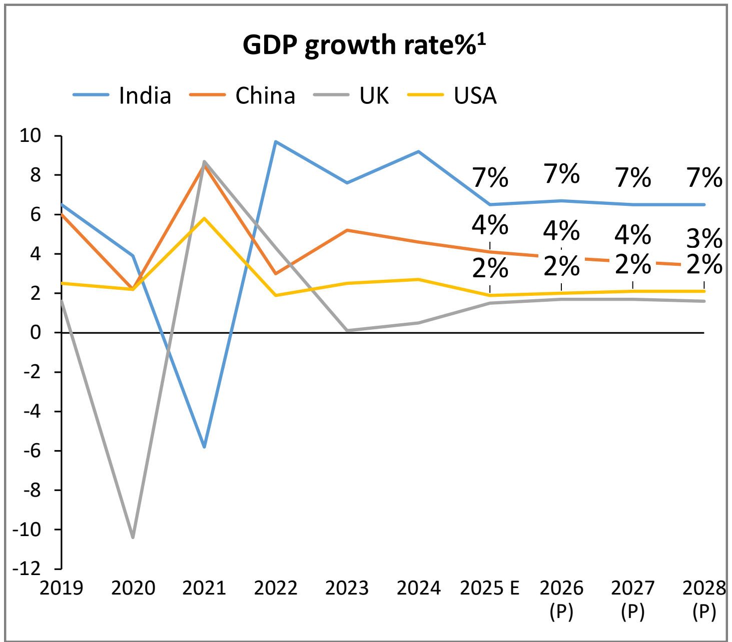
- ❑ 80%+ Cloud Adoption
- ❑ Dev Sec Ops based released pipelines
- ❑ Endpoint Antivirus, EDR, Firewall, IPS/IDS, WAF, ATP, periodic audits, VAPT and 24/7 SOC operations
- ❑ Embedded GenAI & AI/ML capability to support automation and Risk Assessment

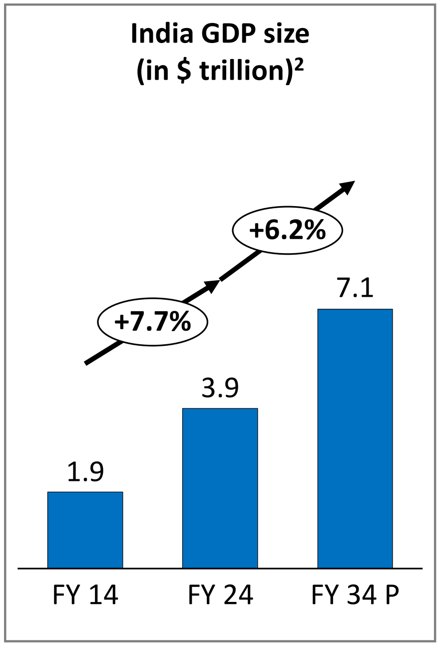
Focus Areas

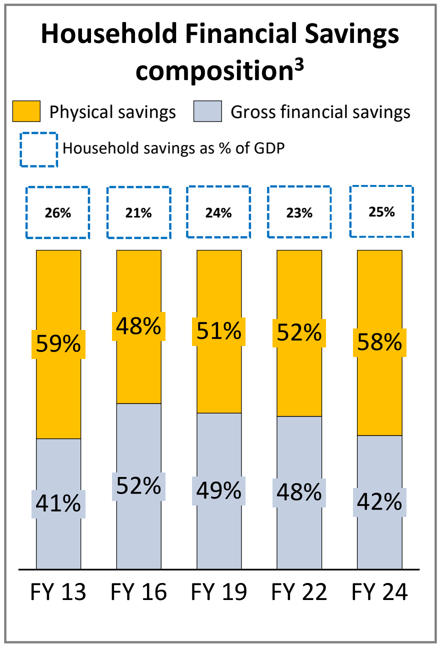
- ❑ Multi-cloud leverage for legacy on cloud
- ❑ Secure and Privacy focused cloud operations
- ❑ Data platforms and embedded AI Analytics
- ❑ Secure and Responsible AI

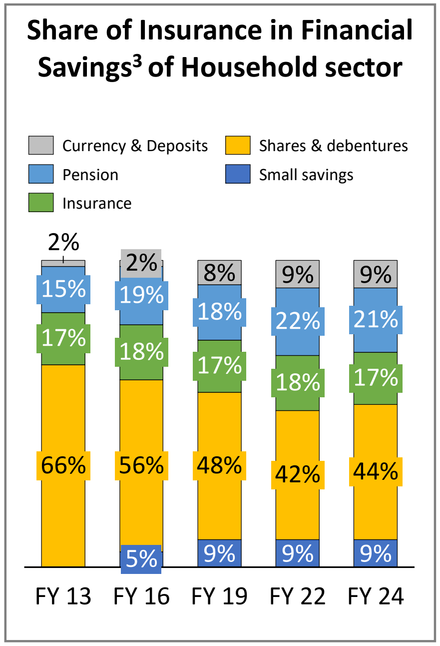
Agenda

India is growing rapidly with insurance holding a steady share









India is already world's 4th largest economy, & nation is charting confident course toward becoming 3rd largest by 2030
World's 3rd largest economy in terms of PPP, after China & US

Nominal GDP is projected to grow at CAGR of 6.2% for the next 10 years- by FY'34[4]

Financial savings in household sector maintained its share from FY 13 to FY 24

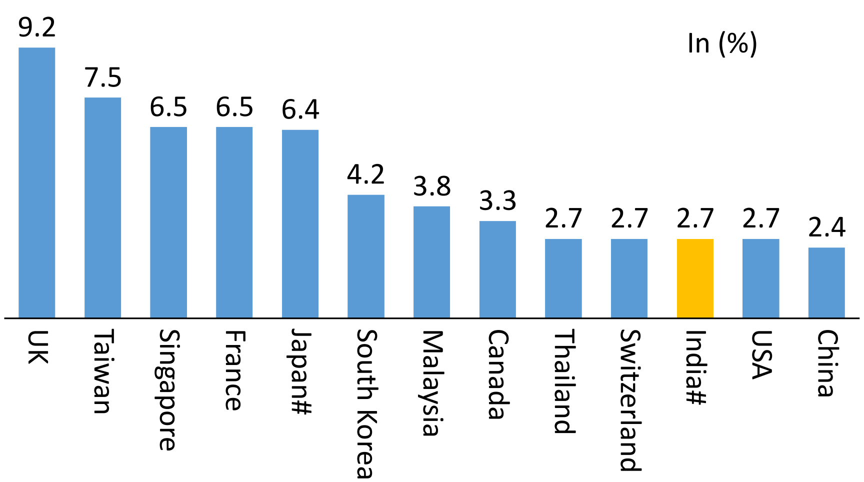
Insurance has maintained its share of 17-18% in household sector from FY 13 to FY 24

1. CRISIL Research, IMF World Economic Outlook Oct'25 , PIB.gov.in | 2. Swiss Re India's economy & insurance market report- Jan'25 | 3. RBI Annual Report FY 25 | 4. RBI Bulletin, Dec'24 | **GDP**: Gross domestic product, **GNDI**: Gross National Disposable Income, **PF**: Provident fund, **FY :** Financial year, **CAGR :** Compounded annual growth rate

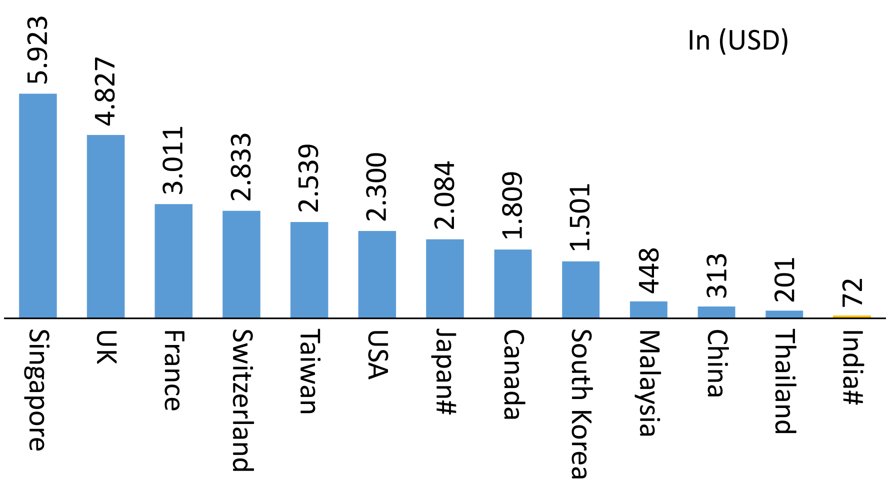
India remains vastly uninsured; huge potential for growth

Canara HSBC LIFE INSURANCE

Life insurance penetration[1]



Life insurance density[2]

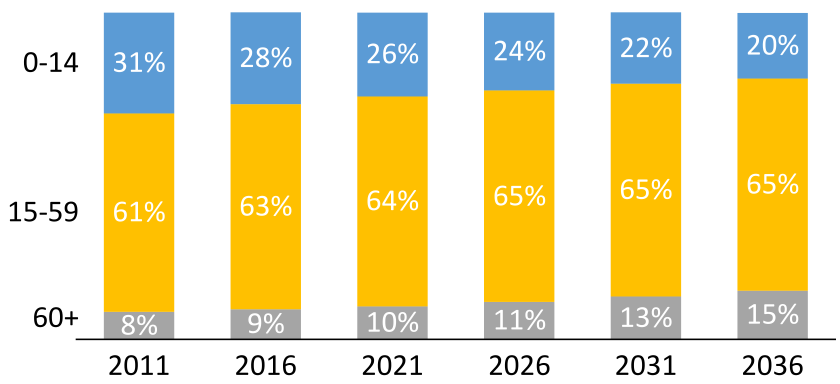


- Lower penetration compared to peers provides long growth runway
- Large working population which is increasing steadily bodes well for insurance growth
- Post covid awareness amongst youngsters to benefit protection business

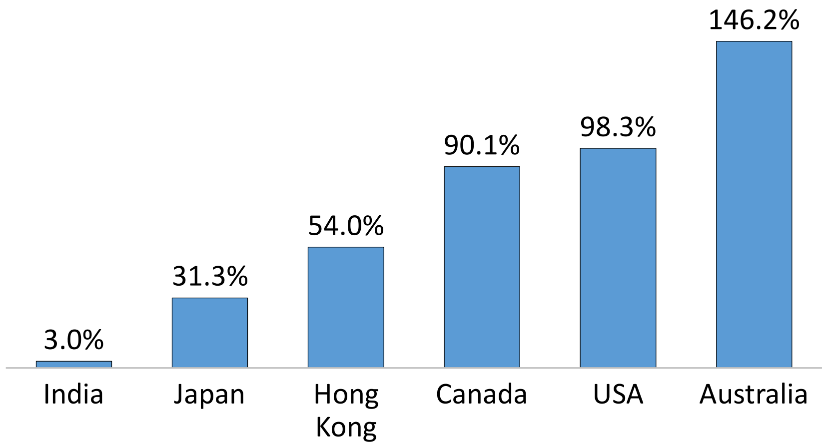
Sources:
1. IRDAI Annual Report (FY25), Life insurance penetration is defined as ratio of total life insurance premiums collected to the country's Gross Domestic Product
2. IRDAI Annual Report (FY25), Life insurance density is calculated by dividing the total annual life insurance premiums by the total population
3. # Data pertains to Financial Year 2024-25

Under-tapped opportunity for retirement segment

Age wise population projected population



Pension market size as a % of GDP



- Rising share of higher age population provides opportunities in the retirement segment
- Indian pension market remains under-penetrated at 3%
- Retirement segment is a vast opportunity for insurance, for long-term growth

Sources:
1. Ministry of Statistics and Programme implementation

Sustainable Growth: India's Next Big Leap

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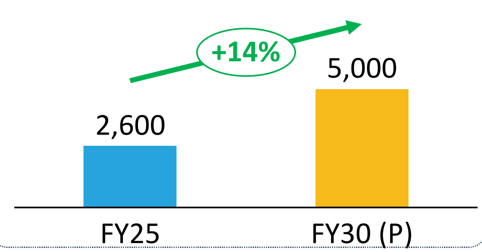
Income growth across cohorts

India's Per Capita Income[1] (USD)



Merging Lines between India & Bharat[2]

India | Bharat

Monthly Household Income (FY17- FY23 CAGR)[3]

- India: 8.4%
- Bharat: 7.8%

Growth in Graduate & Postgraduate (FY17- FY23 CAGR)[3]

- India: 5.6%
- Bharat: 5.6%

India

Investment in physical and digital building blocks

Infrastructure[4]

- **1.46 lakh kms** of total length of National Highways, **an increase of 60% in past 10 years**
- World's largest road network at over 66.2 lakh kms (as on Aug'25)

India Stack[5]

- Total value of UPI transactions grew from ₹18.4 lakh crore (CY 2019) to **₹246.8 lakh crore (CY 2024)**
- In **H1 CY 2025**, volume of UPI transactions stood at 10,637 crore amounting to **₹143.3 lakh crore** in value

Make in India[6]

- India's rank in World Bank's Doing Business Report improved from **142 (2014) to 63 (2020)**
- FDI inflows rose from **$45.14B (2014–15) to $70.95B (2023–24).**

Credit growth[7]

- India Domestic Credit **increased 10.4 % YoY in Sep 2025**
- Since Mar 2000 to Sep 2025, **average domestic credit growth is 15.5%**

New entrants

- M&M with ManuLife[8]
- Allianz Jio Reinsurance Limited[4]
- Angel One LivWell Life Insurance[9]

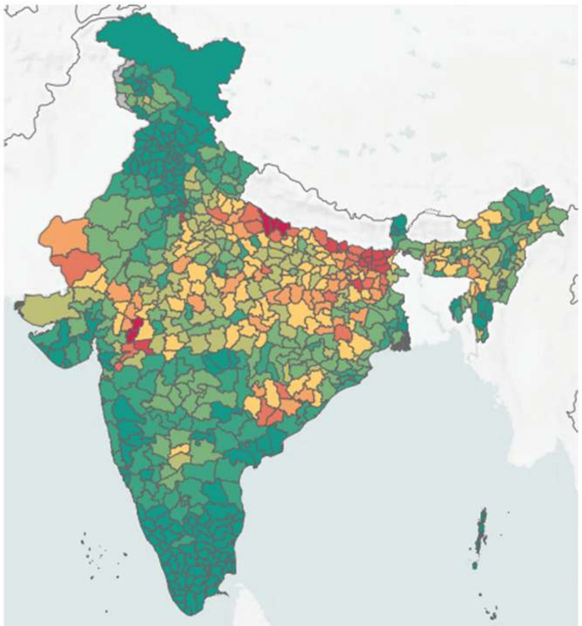
Gone live[10]

- **Retail Life and health insurance** policies **exempted from 18% GST,** making policies more affordable

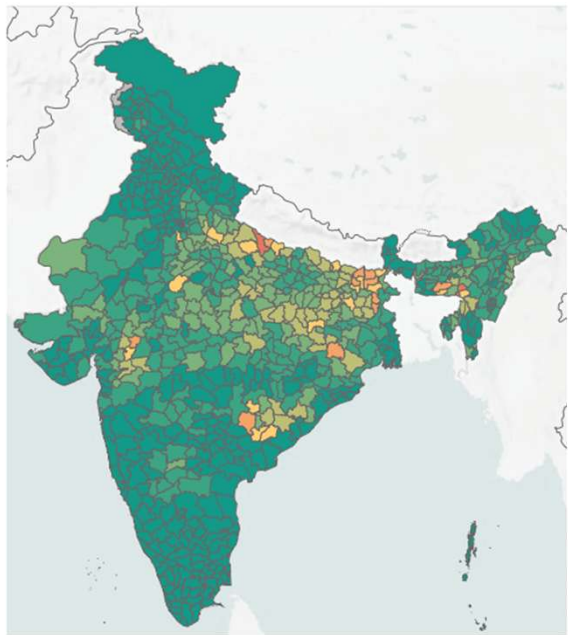
1. Franklin Templeton Report- Oct'25 | 2. India: Top 8 metro cities (Ahmedabad, Bengaluru, Chennai, Delhi NCR, Hyderabad, Kolkata, Greater Mumbai, Pune) and Bharat*: All other cities | 3. Business today report | 4. IBEF report- Oct'25 | 5. RBI report- Oct'25 | 6. IBEF Report- Sep'24 | 7. CEIC | 8. M&M Pre Release | 9. Economic Times- Jul'25 | 10. Financial Express- Sep'25

Sustainable Growth: India's Next Big Leap

MPI based on NFHS-4 (2015-2016)



MPI based on NFHS-5 (2019-2021)



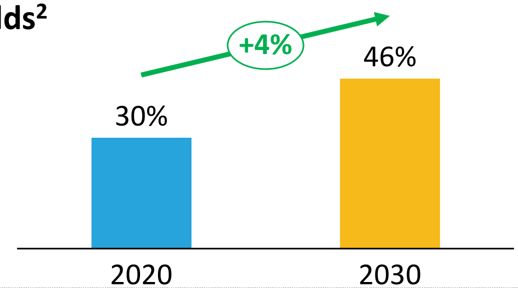
Up to 0.045	0.046 to 0.090	0.091 to 0.136	0.137 to 0.182	0.183 to 0.228	0.229 to 0.273	0.274 to 0.319	0.320 to 0.365	0.366 and above

Government-led policies, schemes, and development programs have significantly boosted disposable income across India

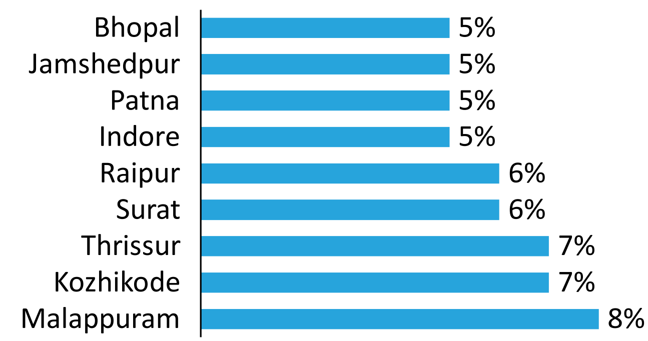
Improved living standards have created opportunities to deepen financial inclusion and expand insurance penetration in smaller cities

Rising affluence

India's middle-income segment as % of all households[2]



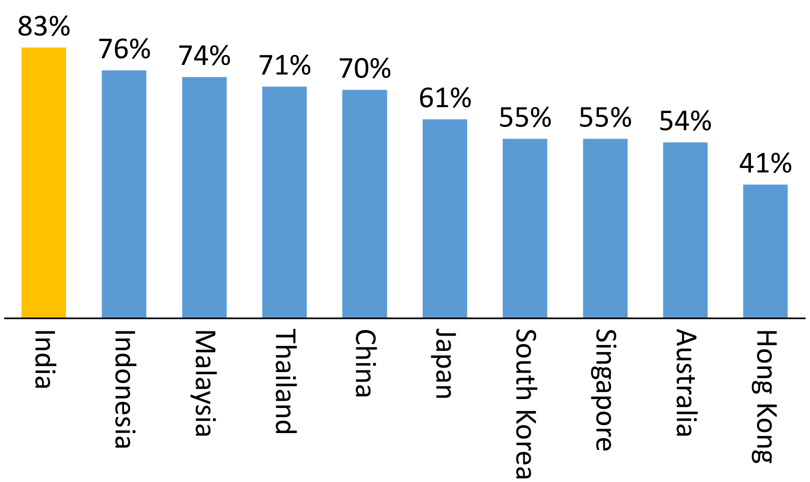
Top 10 cities- Average annual growth in middle-income households[3]



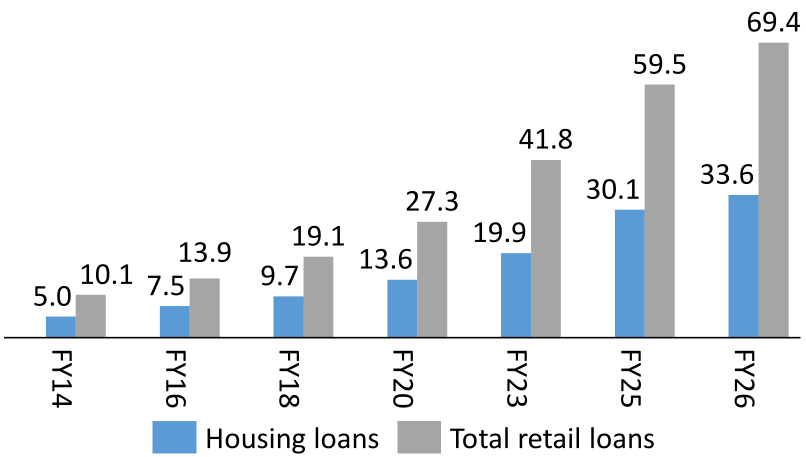
1. NITI Aayog report: National Multidimensional Poverty Index- A progress review 2023 | NFHS- National Family and Health Survey | MPI- Multidimensional Poverty Index, developed by NITI Aayog, measures poverty through headcount ratio and intensity across health, education, and living standards | Scale: Green indicates regions with the lowest MPI scores, while Red marks areas with the highest scores, reflecting relative poverty levels
2. Middle Income Households with an annual income between INR 5 lakh and INR 30 lakh, as per People Research on India's Consumer Economy (PRICE) | 3. As per 3one4capital.com report

Opportunities to grow credit life with growing retail lending

Protection gap highest for India[1]



Retail credit is growing at a healthy pace[2]



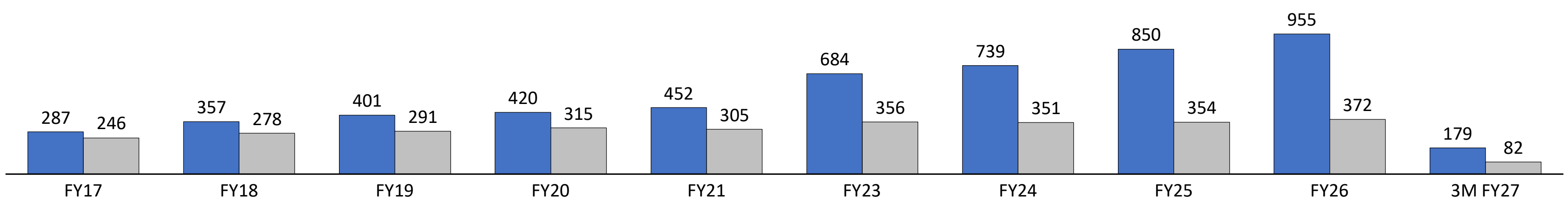
- India has highest protection gap, premium growth has lagged economic growth
- Steady growth in retail loan provide a large opportunity in credit life

Source: (1)Swiss Re, "Closing Asia's Mortality Protection Gap July 2020, (2)Reserve Bank of India

Industry new business trends

Private LIC

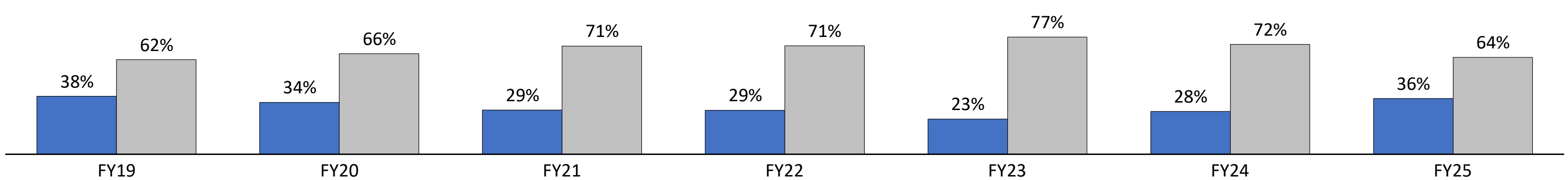
Individual WPI (Rs bn)



Private players Market share		**54%**	**58%**	**60%**	**66%**	**68%**	**71%**	**72%**	**69%**
Growth %	**Private**	26%	12%	8%	24%	8%	15%	12%	15%
	LIC	15%	5%	-3%	9%	-1%	1%	5%	19%
	Overall	21%	9%	3%	19%	5%	10%	10%	16%

Unit Linked Traditional

Product mix [2]

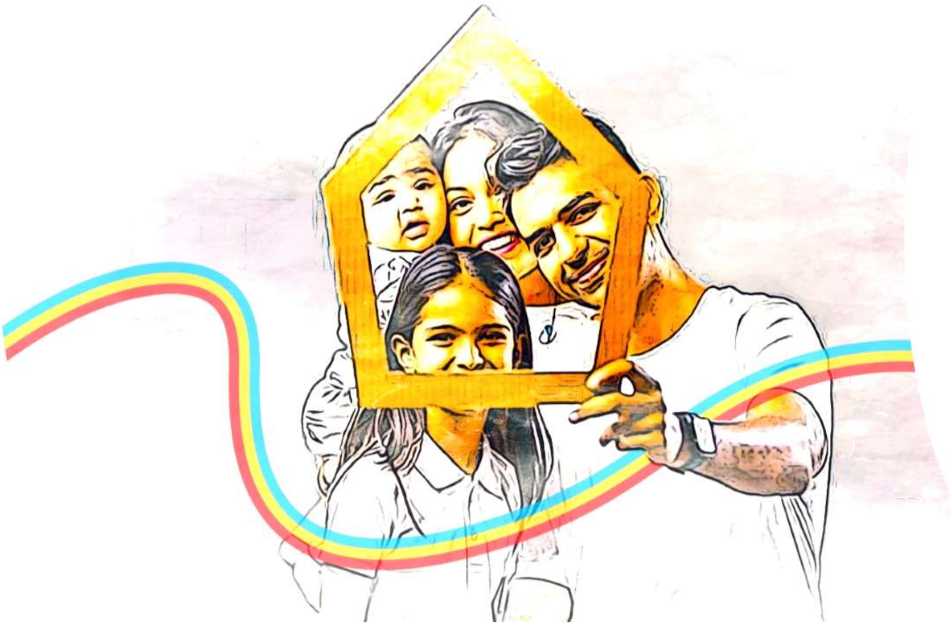


- Private market share declined in 3M FY27 to 69% vs 72% in FY26 led by healthy growth reported
- Individual WPI for the industry grew by 16% in 3M FY27 on a low base (5% growth in Q1FY26). LIC growth of 19% was better than private sector growth of 15%.

Source: IRDAI and Life Insurance Council;

1. Based on Overall WPI (Individual and Group) for all private players, Individual WPI is defined as sum of individual non single new business premium received and 10% of individual single new business premium

2. Based on New business premium for all private life insurers



Agenda

Key performance indicators

		Q1 FY27	Q1 FY26	FY26	FY25	FY24
Individual weighted premium income ("WPI")	₹ Mn	4,698	3,989	25,930	21,787	17,026
Annualized premium equivalent ("APE")	₹ Mn	5,853	4,928	27,987	23,394	18,878
Renewal business premium	₹ Mn	11,174	9,137	61,287	49,059	42,276
Total Premium Income (NB+RB)	₹ Mn	21,611	17,472	1,00,456	80,275	71,287
Product mix (In Total APE basis)						
ULIP	%	36.2%	49.2%	50.8%	53.7%	36.6%
Traditional	%	63.8%	50.8%	49.2%	46.3%	63.4%
Persistency [1]						
13th month persistency	%	85.9%	84.0%	86.3%	84.4%	80.7%
61st month persistency	%	55.3%	55.3%	55.4%*	55.1%*	55.4%
Profit after tax	₹ Mn	281	234	1,266	1,170	1,133
Value of new business ("VNB")	₹ Mn	1,236	960	6,273	4,461	3,776
VNB margin	%	21.1%	19.5%	22.4%	19.1%	20.0%
Embedded value ("EV")	₹ Mn	73,828	63,526	72,333	61,107	51,799
Operating return on EV ("Operating RoEV") Ratio	%	19.7%	15.7%	20.7%	19.5%	18.5%
Solvency Ratio	%	198.0%	200.4%	189.9%	205.8%	212.8%
Dividend [2]	₹ Mn	-	-	380	380	380
Market share (on Industry) [3]	%	1.8%	1.8%	2.0%	1.8%	1.6%
Total expense ratio [4]	%	20.7%	19.6%	18.7%	18.7%	18.9%

[1] Persistency ratios as on June end for the policies issued during June to May period of the relevant years.
* Persistency ratios for FY25 and FY26 calculated in accordance with IRDAI (Actuarial, Finance and Investment Functions of Insurers) Regulations, 2024 and the Master circular issued thereafter
[2] Interim and Final dividend declared for respective financial year
[3] Market share calculated on individual WPI (Sum of individual non single new business premium received and 10% of individual single new business premium)
[4] Total Expense ratio is calculated as Total expenses (Opex + commission) divided by Total premium

Comprehensive retail product portfolio

Long Term Savings

Unit Linked

- Alpha Wealth
- Wealth Edge
- Secure Invest
- Promise 4 Growth
- Future Dollar Investment
- Promise 4 Wealth

Guaranteed

- Guaranteed Assured Income
- iSelect Guaranteed Future
- Guaranteed Suraksha Kavach
- Guaranteed Future Plus
- Income Now
- Guaranteed Fortune Plan

Participating

- Promise4Life
- Promise4Future

Life Protection

- Young Term Plan
- Promise Protect
- iSelect Smart360 Term Plan
- Saral Jeevan Bima

Riders

- Accidental Benefit Rider
- Critical Illness Rider

Retirement Planning

- EZ Pension
- Legacy Builder
- Pension4Life
- Smart Guaranteed Pension
- Saral Pension

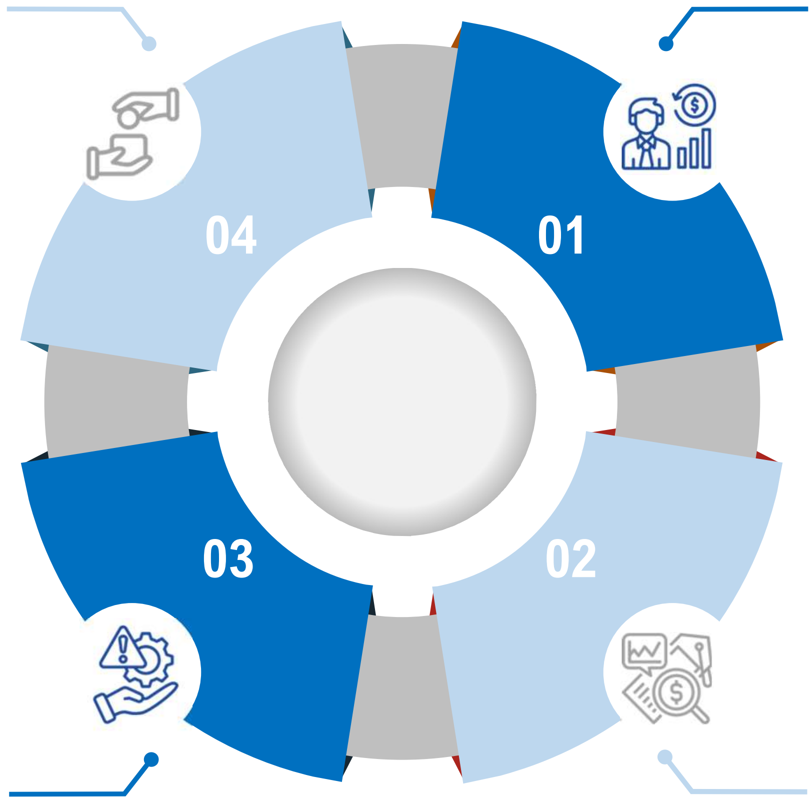
Financial Risk Management

Hedging

- ✓ Natural hedge within the policyholder funds
- ✓ Comprehensive Hedging program through Derivatives to hedge interest rate risks for Non-par guaranteed savings & annuities

Pricing & Risk monitoring

- ✓ Active review of pricing in line with interest rate movements
- ✓ Product pricing based on prudent assumptions and pricing approach
- ✓ Regular monitoring of interest rates and business mix



ALM

- ✓ Robust framework to manage ALM Risk through cashflow matching

Insurance Risk

- ✓ Regular monitoring of Persistency experience & mortality experience

ESG – Environmental, Social, Governance

–23% (E)	100% (S)	36.7% (S)	6,362 (S)	2 (G)
Scope 1+2 emissions YoY	**Employees trained**	**Women in workforce**	**CSR beneficiaries**	**ISO certifications**
1,847 tCO_2e in FY26	*Health, safety & skilling*	*3,557 of 9,697 employees*		*9001 & 27001*

E ENVIRONMENTAL
Climate | Energy | Emissions | Waste

- **Emissions & energy**
  Scope 1+2 down ~23% YoY to 1,847 tCO_2e; total energy down ~19% — 25 KVA rooftop solar at HO and full LED transition.
- **Circular economy**
  8.57 T of e-waste and paper 100% recycled via authorised recyclers, per E-Waste Rules 2022; zero to landfill.
- **Water stewardship**
  Municipal-only water (2,061 KL) with zero discharge; low-intensity, office-based operations.
- **Digital & climate ambition**
  Paperless servicing (IVR, WhatsApp, portals); phased Scope 3 estimation from next cycle; Net Zero 2070-aligned.

S SOCIAL
Employees | Diversity | Community | Customers

- **Human capital**
  100% of 9,697 employees received both training (health, safety & skilling)
- **Diversity & inclusion**
  Women 36.7% of the workforce; 99.55% return-to-work after parental leave; life-stage support policies.
- **Community investment**
  6,362 CSR beneficiaries across eye-care, education, skilling and environment — 100% from vulnerable groups, incl. 4 aspirational districts.
- **Safety & fair work**
  Zero recordable injuries or fatalities (LTIFR 0); 100% of employees paid above minimum wage.

G GOVERNANCE
Board | Ethics | Risk | Compliance

- **Board oversight**
  11-member Board; sustainability overseen by the board-level Risk Management Committee, with the CFO as highest ESG authority.
- **Materiality & targets**
  Materiality assessment with all Canara HSBC stakeholders to be conducted in the Jul–Sep quarter; time-bound ESG targets to be set by FY2026-27.
- **Ethics & integrity**
  Code of Conduct, ABAC and DPDP-aligned privacy policies; whistle-blower and POSH frameworks; zero bribery/corruption and conflict-of-interest cases in FY26.
- **Digital reporting & capability**
  BRSR data collection fully digitalized, Sustainability Hub for auditable, single-source reporting; internal ESG capacity built via cross-functional training.

Awards & Accolades

Canara HSBC LIFE INSURANCE

First Time Hattrick!

Celebrating a culture that puts people first

Best Companies To Work For
Great Place To Work®
INDIA 2026 ™

India's Best Companies to Work For 2026 - Top 100

Best Workplaces™ in Life Insurance
Great Place To Work®
INDIA 2026 ™

India's Best Workplaces™ in Life Insurance

Best Workplaces™ in BFSI
Great Place To Work®
INDIA 2026 ™

Great Place To Work - Top 25 in BFSI

This milestone, along with being **GPTW-certified for five consecutive years**, reflects our unwavering commitment to a high-trust, high-performance culture.

Awards & Accolades

LinkedIn Talent Connect India
AI Powered Learning Champion

Bharat Insurance Summit & Awards 2026
Mr. Soly Thomas - Outstanding Leadership, Bancassurance
Mr. Ritesh Rathod - AI & Data Leader of the Year
Mr. Rishi Mathur - CMO of the Year, Life Insurance

15th ACEF Global Customer Engagement Awards 2026
Best TV Campaign for Public Awareness Advocacy
Best OTT-Integrated Cross-Platform Campaign

DIGIXX Awards
Won silver in
'Best Use of Martech for Customer Acquisition'

Abbreviations (1/2)

- **Annualized Premium Equivalent (APE):** APE is Annualized premium equivalent is calculated by summing the annualized first-year premiums of regular premium policies and 10% of the single premiums
- **Individual Weighted Premium Income (Individual WPI):** Individual WPI is defined as sum of individual non single new business premium received and 10% of individual single new business premium
- **Renewal Premium:** Renewal premium includes life insurance premiums falling due in the years subsequent to the first year of the policy
- **Total expense ratio:** Total expense ratio includes all expenses including commission, remuneration/ brokerage, rewards to the insurance agents and intermediaries which are charged to revenue account divided by total premium
- **Operating expenses to total premium ratio:** Operating expenses to total premium ratio is calculated as total operating expenses of the company divided by total premium
- **Persistency ratio:** Persistency ratio of premium received from policies remaining in force to all policies issued in the period 13th month, 49th month etc., prior to the date of measurement. It is the percentage of premium pertaining to policies that have not discontinued paying premiums or surrendered

Abbreviations (2/2)

- **Value of New Business (VNB):** Value of new business is the present value of expected future earnings from new policies written and it reflects the additional value to shareholders expected to be generated through the activity of writing new policies.
- **Embedded Value (EV):** Embedded value is the sum of the Adjusted Net Worth and present value of future profits from all the policies in-force of a life insurance company as at the date of reporting
- **Embedded Value Operating Profit (EVOP):**EVOP is defined as 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
- **Operating RoEV:** This is as the ratio of EVOP for any given period to the EV at the beginning
- **Solvency Ratio:** Solvency ratio means ratio of the amount of available solvency margin to the amount of required solvency margin
- **Assets Under Management (AUM):** Assets under management represents the total carrying value of assets managed by the life insurance company as on the date of reporting

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The assumptions, estimates and judgments used in the calculations are evaluated internally where applicable and have been externally reviewed. They represent the best estimate based on the company’s experience and knowledge of relevant facts and circumstances. While the management believes that such assumptions, estimates and judgments to be reasonable; the actual experience could differ from those assumed whereby the results may be materially different from those shown herein. The recipients of this presentation should carry their own due diligence in respect of the information contained in the presentation.

Thank you

Promises ka Partner