

Q1 FY25: Online Insurance New Premium grew 62% YoY led by new Health & Life Insurance at 78%**52% Revenue growth, PAT improved to a profit of ₹ 60Cr**

Q1 FY25 - YoY

1. Scale
 - a. Insurance Premium at ₹4,871 Cr insurance
 - i. New Core Online Insurance Premium up 66%
 - ii. New (Health & Life Insurance) Premium up 78%
 - b. Credit Disbursal at ₹3.1k Cr and 1.3L Credit Cards
2. Financials
 - a. Operating Revenue ₹1,010 Cr, up 52%
 - b. PAT improved to a profit of ₹60 Cr YoY

Commenting on results, the company stated:

1. Our total Insurance Premium for the quarter was ₹4,871Cr, led by growth in new health & life insurance business at 78% YoY
2. Our consolidated operating revenue grew at 52% to ₹1,010 Cr.
3. Our renewal / trail revenue is at an ARR of ₹559Cr, up from ₹418 Cr last year same quarter. This typically operates at over 85% margins and is a significant source of profit growth.
4. We continue to improve our customer onboarding & claims support services and Insurance CSAT is now at 89.9%.
5. Credit business sees moderation in growth, however continues to be adjusted EBITDA positive since Dec 2022. We are now at ₹3.1k Cr Credit Disbursal and more than 1.3L Credit Card issuance. Our total Credit Score consumer base now is about 46mn.
6. 75%+ of cards were processed end-to-end 100% digitally. 75%+ disbursements are from existing customers.

We continue to strengthen our leadership in New Initiatives with revenue growth of 131% YoY with adjusted EBITDA margin moving from -31% to -12%.

PB Partners, our agent aggregator platform, continues to lead the market in scale & efficiency of operations with more than 200k advisors

- a) We have moved the business increasingly towards smaller and higher quality advisors.
- b) Most diversified across different lines of businesses.
- c) Present in 18.2k pin codes across India, covering over 95% of pin codes in India.

Our UAE Insurance premium has grown 64% YoY

Our core health and life insurance businesses are growing ahead of expectations. In anticipation of continued growth, we have over invested in building operational capacity.