IndusInd Nippon Life Insurance marks one year of transition

Charts next phase of growth through Distribution, Digital and Talent

Mumbai, November 18, 2026: IndusInd Nippon Life Insurance Company Ltd. (INLIC), (formerly Reliance Nippon Life Insurance), marked one year since its transition under the ownership of IndusInd International Holdings Limited (IIHL) and Nippon Life Insurance, one of Japan's largest and most established insurers. In its first year under the new identity, the company has delivered continued growth, launched a new distribution model, strengthened its network through two new initiatives and laid out a clear roadmap to be among the top life insurers in India.

The company crossed ₹40,000 crore in Assets Under Management in FY2025-26, reported new business premium growth of 18%, a PAT of ₹248 crore and maintained a claim settlement ratio of 98.94%, with a solvency ratio of 218%, well above the regulatory requirement of 150% in FY2025-26.

The momentum has continued into the first half of FY2026-27, with the company reporting Individual WRP growth of 14%, total premium (new business + renewal) of ~₹2,800 crore, AUM of ₹42,435 crore and a PAT of ₹87 crore as on September 2026. These results reflect the company's continued focus on profitable growth, strengthening distribution and building long-term value.

Speaking about this milestone, Ashish Vohra, Executive Director & CEO said, *"Over the past year, our focus has been on translating the strength of our new institutional backing into tangible business momentum and building an organisation equipped for its next phase of growth. We have made deliberate investments in distribution, technology, talent and customer experience, building strategic partnerships, while strengthening our financial fundamentals. Our ambition is clear: to build a leading life insurance institution in India, one that grows sustainably, earns customer trust and makes financial preparedness an integral part of every household's journey. The progress we have made in this first year gives us a strong platform to pursue that ambition with greater focus and conviction."*

Business Highlights

- **Customers**: More than 10 million customers served since inception.
- **Claims**: A claim is honoured roughly every 60 seconds, and about 60% of death claims are settled within one hour, with a goal of taking this to almost 90%, subject to terms and conditions.
- **Customer returns**: A bonus of approximately ₹423 crore was declared for participating (PAR) policyholders, including a one-time additional bonus equivalent to 10% of the regular annual bonus, benefiting around 4.9 lakh customers in FY2025-26.

- **Products**: 4–5 new products launched across the customer value chain, along with a new fund in FY2025-26.

Key Milestones

Bancassurance with IndusInd Bank: INLIC has entered into a bancassurance partnership with IndusInd Bank (effective upon completion of standard formalities) to make a comprehensive range of life insurance solutions available across the Bank's branches, relationship managers and digital banking channels. IndusInd Bank is one of the leading private sector banks in India with approximately 42 million customers, supported by 3,137 branches and banking outlets and 2,853 ATMs (company website). The offering spans protection, savings, investment and retirement planning, with a focus on a seamless journey across product discovery, onboarding, policy servicing and renewals.

New distribution model – The Integrated Channel: INLIC officially launched its Integrated Channel, in which a City Head is empowered to own and lead the entire business in their geography. The integrated model was inaugurated with an event in Prayagraj and in five other cities, with plans of further expansion in more towns over the next few months. This channel is designed to strengthen the company's local presence by empowering distributors to understand customer needs, build relationships and develop sustainable businesses, while giving professionals from varied backgrounds a structured, supported route into entrepreneurship. The company plans to establish a presence in 100+ cities over the next two years, with a deliberate focus on Tier 2 and Tier 3 geographies, building on its network of 713 branches.

Digital distribution and protection suite expansion through PolicyBazaar. INLIC has partnered with PolicyBazaar, India's leading online insurance aggregator, to strengthen digital access to life insurance and accelerate the adoption of protection solutions across the country. INLIC's flagship term insurance products, INLIC Super Suraksha and INLIC Super Suraksha Plus, are now available on PolicyBazaar's platform through a simple, seamless and technology-led purchase journey.

Technology: The company has continued to invest in end-to-end digital onboarding, straight-through processing, AI-driven solutions and omnichannel servicing. Around 75+ AI and technology use cases are currently at various stages of evaluation, pilot and implementation. The bulk of them focus on revenue enhancement and sales efficiency, helping distributors get more value from the time they spend, improving sales conversion, expanding bandwidth to reach more people, accelerating turnaround times, strengthening decision-making and building smarter internal processes, while also enhancing customer experience.

Talent: INLIC continues to strengthen its talent ecosystem by attracting experienced professionals, welcoming back former employees and creating new opportunities for individuals to build rewarding careers in life insurance across various departments. The company is looking to expand distribution through proprietary and bancassurance by investing in building a stronger, future-ready workforce, and will double its distribution strength in the chosen locations over the next 12-24 months.

The way forward

INLIC's stated goal is to be among the top life insurers in India through sustainable growth built on three pillars: trust, distribution and technology. The first-year milestones form the opening moves of a medium-term plan built around three intents: showcasing continued growth, enabling recruitment and bringing channel innovation to the market.

India's life insurance penetration, at around 3% of GDP, remains below the global average of closer to 4% (https://www.pib.gov.in/PressReleasePage.aspx?PRID=2254950&reg=3&lang=1). With a rising middle class, improving financial literacy and an evolving regulatory environment, INLIC believes the opportunity ahead is significant, and that the next wave of growth will come from India's middle cities. At the heart of this journey is the brand promise, "Har Kal Ki Taiyaari Aaj Se", which reflects the company's belief that life insurance is not just about protection against unforeseen events, but about helping individuals and families prepare for every stage of life with confidence.

About IndusInd Nippon Life Insurance

IndusInd Nippon Life Insurance is a leading private life insurance company in India, committed to helping individuals and families plan, protect, and build their financial future. The company brings together the legacy of IndusInd International Holdings Ltd. (IIHL) and Nippon Life, representing global excellence, discipline, and trust. As of FY2026, IndusInd Nippon Life Insurance reported its highest-ever financial performance, with net profits rising 15% to ₹248 crore and an 18% growth in New Business Premium. The insurer maintains a highly stable financial footprint with a solvency ratio of 218%, significantly above the statutory requirement, and a strong claims settlement ratio of 98.94%. The company serves over 10 million policyholders through an active network of 713 branches and 68,793 distributors.

The Company has been consistently certified as a Great Place To Work, recognized as the most innovative life insurer in 2025. The Company caters to five distinct segments, namely Protection, Child, Retirement, Savings & Investment, and Health - for individuals as well as Groups/Corporate entities.

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