



बीमा सेवा



पैन कार्ड



टिकट बुकिंग



अन्य सेवाएं

Insurance Solutions
For Every Need



Health Insurance



Life Insurance



Motor Insurance



Accident Insurance



InsuranceDekho
Har Family Hogi Insured

Annual Report 2026

EVERY VILLAGE INSURED

Democratising insurance for every
village, town and district of Bharat.

OUR VISION

Every Village Insured

Democratising insurance for every village, town and district of Bharat by expanding awareness, access and trust.



OUR MISSION

We do not measure success by policies sold.

We measure it by how many families now sleep a little easier and how many villages, one by one, **cross the line from uninsured to insured.**



6,39,000+

Villages We Aspire To Reach

Our mission is to bring insurance awareness, access and trust to every village, town and district of Bharat.



COMPREHENSIVE

One platform for every stage of life's financial journey

50+ insurers and 750+ plans on a single platform – from a household's first two-wheeler policy to its first mutual fund, loan, etc. all in one place.



ACCESSIBLE & TRUSTED

A hyperlocal advisor your community already knows

497K+ advisors across 19K+ pincodes – homemakers, retired teachers and shopkeepers are now serving as experts for their own neighbourhoods.



RELIABLE ADVISORY

Full intelligence in every advisor's hand

Real-time pricing, plan comparison, claims, renewal nudges – the full intelligence of an insurance company is now in a partner's smartphone.



OUR IMPACT AT A GLANCE

Powering Insurance access for a rising India



497K+

Advisors on platform



19K+

Pin codes served



94%

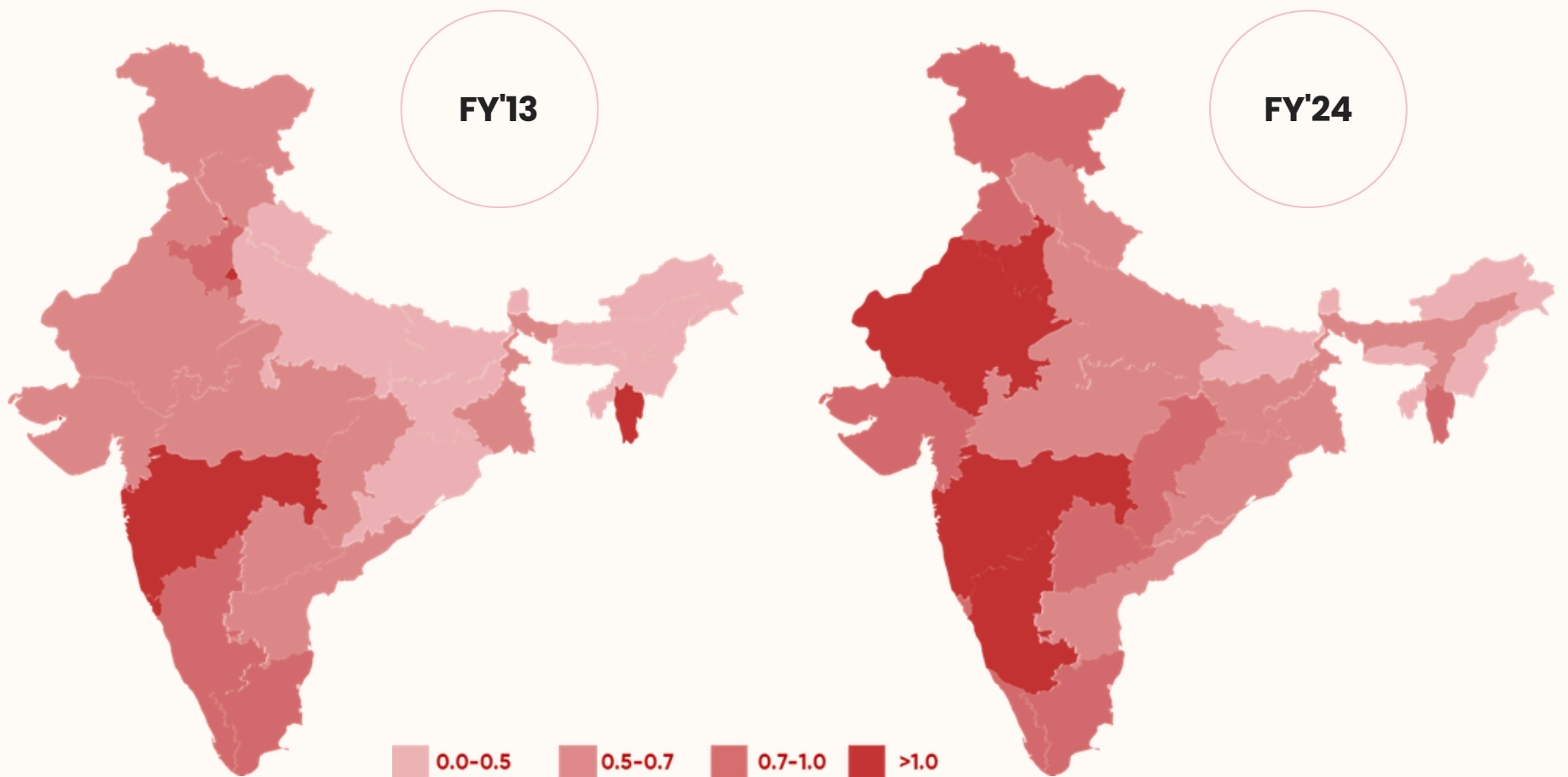
Claims Satisfaction Score (Claims CSAT %)



1.5%

of India's population insured

Non Life Insurance % penetration (State GDPI as % of State GDP)



While insurance adoption began in metros, Tier 2+ markets are now fuelling the growth

FOUNDER'S PERSPECTIVE

In 2016, Sachin Unmate was disowned by his family and forced to leave home. With nowhere to go, he began driving a taxi to rebuild his life. In 2022, he joined hands with InsuranceDekho. Today, Sachin runs his own Tour & Travel agency built through the earnings and opportunity created over the years with InsuranceDekho. Stories like Sachin's may not appear in our numbers, but they reflect the real impact behind them.

FY'26 was a defining year for InsuranceDekho. We became the first standalone profitable B2B2C insurtech in the country while continuing to invest in expanding insurance access, demonstrating that impact & sustainable growth can go hand in hand.

Today, 497K+ advisors on our platform serve customers across 98% of India's pin codes, with 1.5% of India's population insured through us so far. What was once seen as difficult, combining technology with human-led distribution at scale – is now becoming the foundation of insurance access in Bharat.

FY'26 was also the year AI became embedded in our operating model. From vernacular advisor assistance to AI-led renewals, technology is helping partners deliver smarter, faster, and more accessible insurance experiences across India.

AI is helping our advisors spend less time navigating complexity and more time serving customers, helping more families access protection while enhancing earning potential.

We believe Insurance can be a powerful force for social progress – helping families navigate illness with greater financial confidence while creating opportunities to address unemployment through entrepreneurship.

Behind every policy is a family seeking security and peace of mind. While we are proud of how far we have come, our mission remains unfinished. We are committed to making financial protection accessible to every Indian household and advancing Government of India's and IRDAI's vision of "Insurance for All by 2047".

To our customers, advisor partners, employees and shareholders – thank you for your trust, support and belief in our mission.



Ankit Agrawal

Founder & CEO, InsuranceDekho



FY'26 KEY STATISTICS

InsuranceDekho's journey in numbers

FY'26 marked a defining year for the combined entity - scaling to ~INR 67 Bn in premium, achieving standalone profitability, and deepening its footprint across Bharat. These numbers reflect InsuranceDekho's evolution into a scalable, multi-product platform built to take insurance and financial protection to every corner of India.

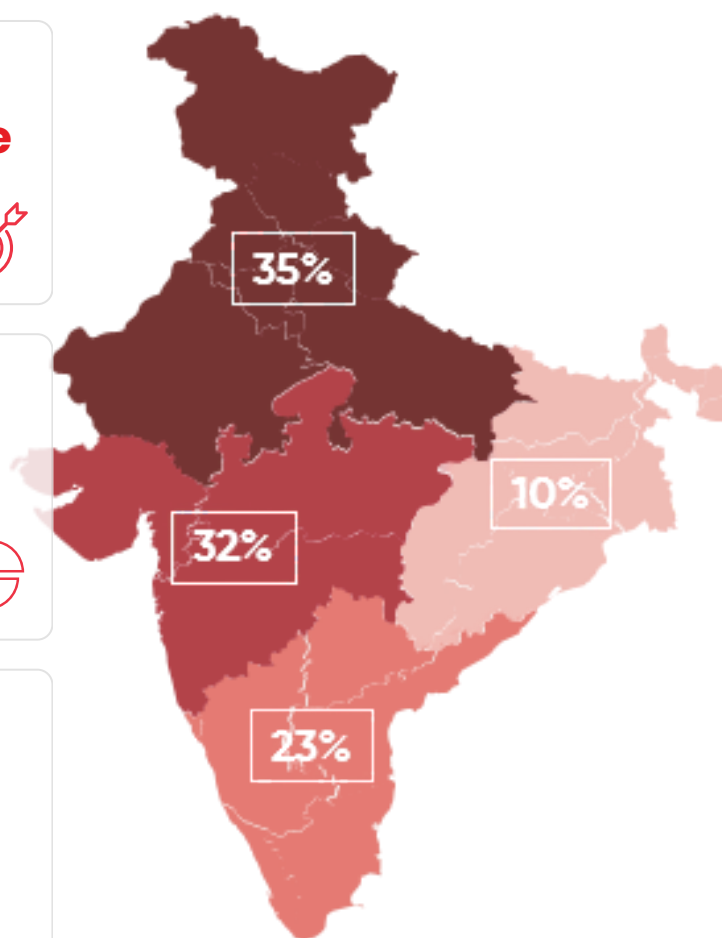
GROSS WRITTEN PREMIUM

~INR 67 Bn

Combined GWP reached in FY'26, marking a **six-fold increase since FY'21.**



ZONE WISE SHARE OF PREMIUM



CROSS-SELL RATIO

53%

of partners sold non-motor products in FY'26



EBITDA MILESTONE

Standalone Profitable

First profitable B2B2C insurtech in the country



INSURANCE VELOCITY

25 per minute

Indians insured in FY'26



NON-MOTOR MIX

21%

of business contributed by non-motor lines



ADVISOR ONBOARDING

34 per hour

new partners onboarded every hour in FY'26



PREMIUM SOURCED FROM TIER 2+ CITIES

87%

of premium from Tier 2+ cities and beyond



EMPLOYEE STRENGTH

~3,600

full-time employees powering the combined platform



The levers behind our performance:

CROSS-SELL ENGINE

Multi product platform is helping partners serve more customer needs, improving wallet share, productivity and stickiness

MOVING BEYOND MOTOR INSURANCE

Non-motor lines are diversifying the business beyond motor and expanding relevance across broader protection categories

RENEWAL INCOME FLYWHEEL

Renewals are building a repeatable, lower CAC premium base with stronger retention and better unit economics

DISTRIBUTION + TECHNOLOGY SCALE

The technology-enabled partner network, backed by insurer integrations, is enabling faster growth, quicker execution and stronger monetisation.

MARKET OPPORTUNITY

A large and rapidly growing market, yet millions remain uninsured

Bharat's insurance market is one of the fastest-growing in the world. Strong economic growth, rising incomes and supportive regulation are creating a historic opportunity to expand protection to millions who remain uninsured.

<p>LARGE</p> <p>USD 143 Bn</p> <p>Bharat insurance premium, FY'25</p>	<p>LUCRATIVE</p> <p>15% CAGR</p> <p>Projected premium growth, FY'25-29</p>	<p>LAGGING</p> <p>Insurance Penetration (Gross Direct Premium as % of GDP)</p>
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WHY BHARAT STAYS UNINSURED?

The Three Cs

<p>CLUTTERED</p> <p>Too many insurers, too many products and too much noise</p>
<p>COMPLEX</p> <p>Complicated wordings, confusing processes and unclear value</p>
<p>CREDIBILITY</p> <p>Low trust due to mis-selling, high lapses and poor claims experience</p>

REGULATORY TAILWINDS

Accelerating Insurance Adoption

<p>SIMPLIFIED SERVICING</p> <p>3-hour cashless mandate, expanded free health cover, faster product rollout</p>
<p>IMPROVING AFFORDABILITY</p> <p>GST cuts on health and life policies lowering premium costs.</p>
<p>AWARENESS BUILDING</p> <p>IRDAI-led consumer awareness campaigns educating first-time buyers</p>




BHARAT OPPORTUNITY

<p>~83%</p> <p>Population still under-insured</p>	<p>65-70%</p> <p>Insurance savings as a % of total household savings</p>	<p>1.5-2x</p> <p>Potential for insurance premium growth</p>	<p>USD 77 Bn+</p> <p>Motor, Health & Life GWP from B30+ markets by FY'30</p>
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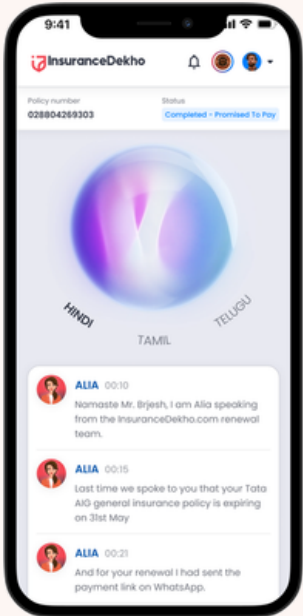
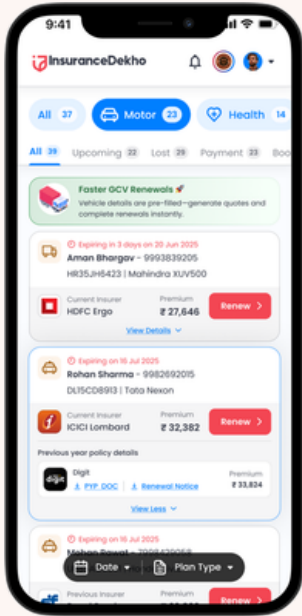
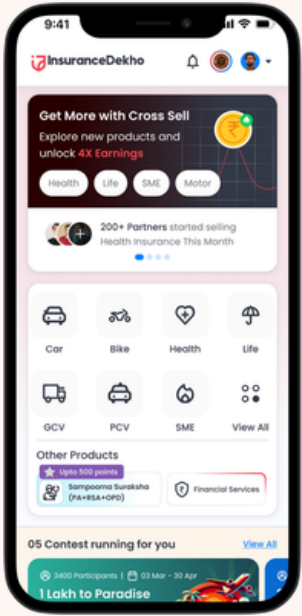
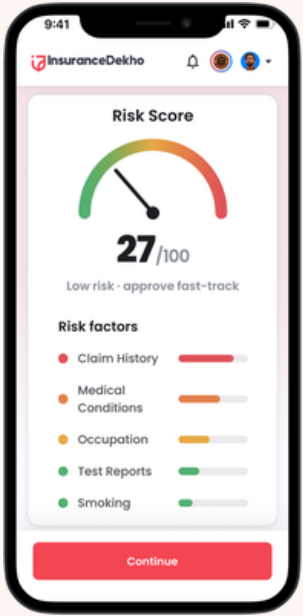
OPERATING MODEL

Bharat needs 'do-it-for-me'

Physical alone is slow. Digital alone has no trust. AI-Native Phygital wins.

 <p>PHYSICAL ONLY</p> <ul style="list-style-type: none"> Limited reach High cost of distribution Slow turnaround time Low transparency <p>Trust exists, but scale is hard.</p>	 <p>DIGITAL ONLY</p> <ul style="list-style-type: none"> High drop-offs Low customer trust No local assistance Complex for Bharat <p>Scale exists, but trust is missing.</p>	 <p>InsuranceDekho's AI-NATIVE PHYGITAL MODEL</p> <ul style="list-style-type: none"> AI-assisted advisors Local trust + digital intelligence Faster decisions and issuance Better customer outcomes <p>Trust at the core, intelligence at scale.</p>
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INSURANCEDEKHO SITS WHERE LOCAL TRUST MEETS AI-POWERED INTELLIGENCE

<p>1</p> <p>VOICE AI IN MULTIPLE LANGUAGES</p>  <p>Realistic local dialect and tone</p>	<p>2</p> <p>THREE-CLICK ISSUANCE</p>  <p>Paperless, Instant, e-signed</p>	<p>3</p> <p>AI CUSTOMER 360° PROFILE</p>  <p>Unified profile smart cross-sell</p>	<p>4</p> <p>REAL-TIME AI RISK ENGINE</p>  <p>30+ factors assessed before policy issuance</p>
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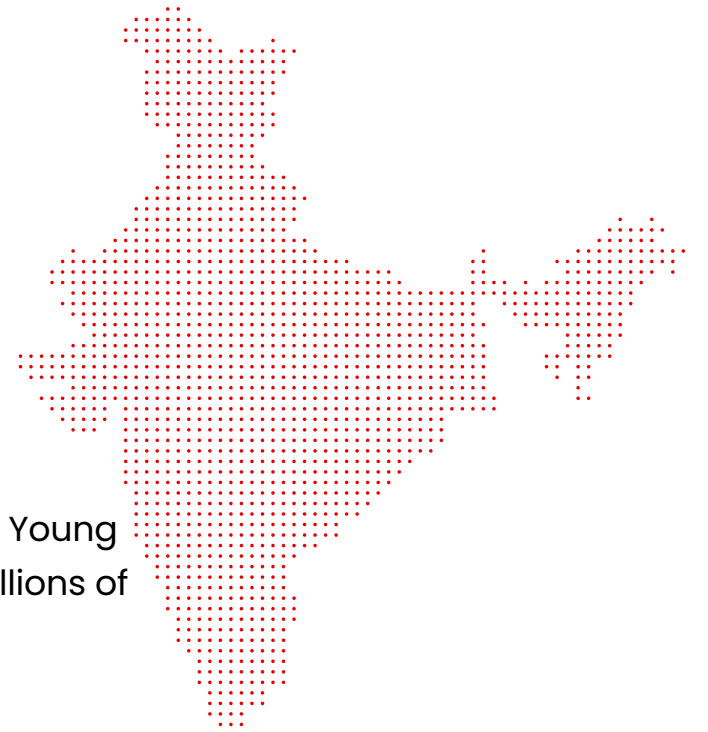


Behind every InsuranceDekho advisor is an AI-powered platform working quietly to make insurance **simpler, faster and more accessible.**

PARTNER-LED GROWTH • PROOF OF SCALE

The trust that partners and customers place in us is evident from our growth

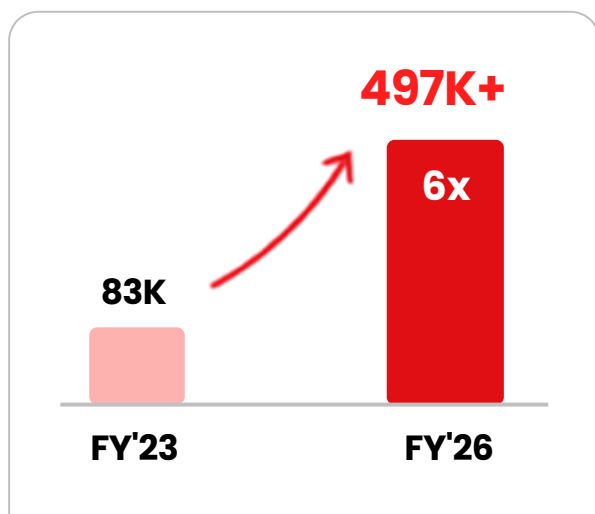
Our partner ecosystem — especially Housewives, Army Veterans and Young Graduates — is the engine of our growth. Together, we've enabled millions of Indians to access the right insurance solutions with confidence.



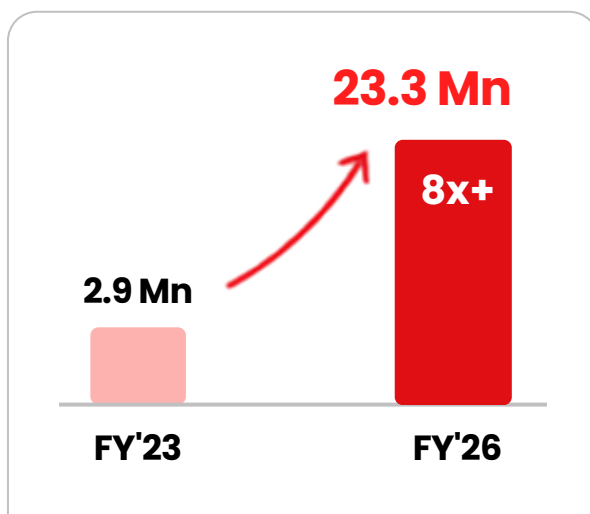
A partner-led engine compounding across reach, adoption and revenue



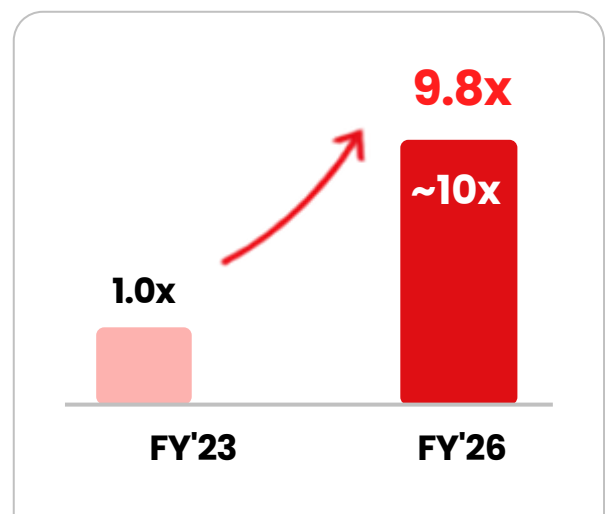
Entrepreneurs Created



Lifetime Customers Served



Revenue Generated



Built through trust.
Scaled through partners.

Years of compounding growth prove the model works.

PRODUCT & BRAND JOURNEY • OUR PORTFOLIO

Building multiple engines of growth

We are building a portfolio of purpose-led brands, each solving a specific need in Bharat's insurance and financial journey. Together, they create a stronger & more inclusive ecosystem.

Three channels. Four product lines. Five brands. One holistic ecosystem.



Partner-led insurance advisory and distribution platform serving retail customers through a **phygital** network that blends technology-driven experiences with personalized offline assistance.

497K+ partners reaching **98%** of pincodes with **750+** plans from **50+** insurers



Dedicated broking platform for enterprises to access **insurance solutions for their business** and workforce needs.

Offerings:

Group Health, Group Life, Marine Insurance, etc.



Heph and **Artivatic** are strengthening our technology-led growth trajectory through **SaaS solutions** for insurance distribution, claims processing, and policy underwriting.

Together, these businesses contributed **INR 1.3 Bn** in revenue in FY'26.



Elevest, InsuranceDekho's **wealth-tech platform**, is emerging as a key growth lever as the company expands beyond insurance into fixed deposits, mutual funds, bonds, and loans.

Reached an **AUM** of over **INR 629 Mn** as of Mar'26.



Discipline - sequenced launches, no scattergun bets



Diversity - Four product lines across three channels cover customers' needs



Dominance - amongst leading partner-led Insurtech platforms

PARTNERS • IN THEIR OWN WORDS

Behind every partner number, a household rewrites its future

Real lives. Real progress. Real impact.

Sanjay Shaw worked 16+ hours as a truck driver. Today, he sets his own hours and earns more.

BEFORE JOINING ID


A father with no certainty of tomorrow, little time for his children, and no financial security for the family he loves.






Sanjay Shaw

📍 Dankuni, Kolkata, West Bengal

THE TURN → Joined InsuranceDekho • 2025

 60+ policies in year one	 12+ months active streak	 Tier 3 village reach
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NOW • 2026

 ₹67K+ Monthly income	 2 Children Attending Private School	 2 New advisors trained
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“इतनी इज्जत तो नौकरी में कभी नहीं मिली, जितनी यहाँ काम करके मिली है!”

*“I never received this much respect in a job as I have received after working with **InsuranceDekho**”*

PARTNERS • IN THEIR OWN WORDS

From a sanitation worker to operating two driving schools, Swapnil transformed his family's future.

BEFORE JOINING ID

A college graduate who began as a sanitation worker and became the sole breadwinner after losing his father to Covid and brother to a road accident.






Swapnil Jairam Drave

Nagpur, Maharashtra

THE TURN → Joined InsuranceDekho • 2020

		
1 week to certification	6+ years with InsuranceDekho	Understands 4+ FS products

NOW • 2026

		
550+ Policies Sold	70+ Months of Association	~20% Income from Renewals

“जब सब मुश्किल था, InsuranceDekho साथ खड़ा रहा। COVID में भी इंश्योरेंस का काम चलता रहा!”

“When times were tough, InsuranceDekho stood by us. Even through COVID, insurance work never stopped.”



THANK YOU

For queries, write to us at
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