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At the forefront of India's
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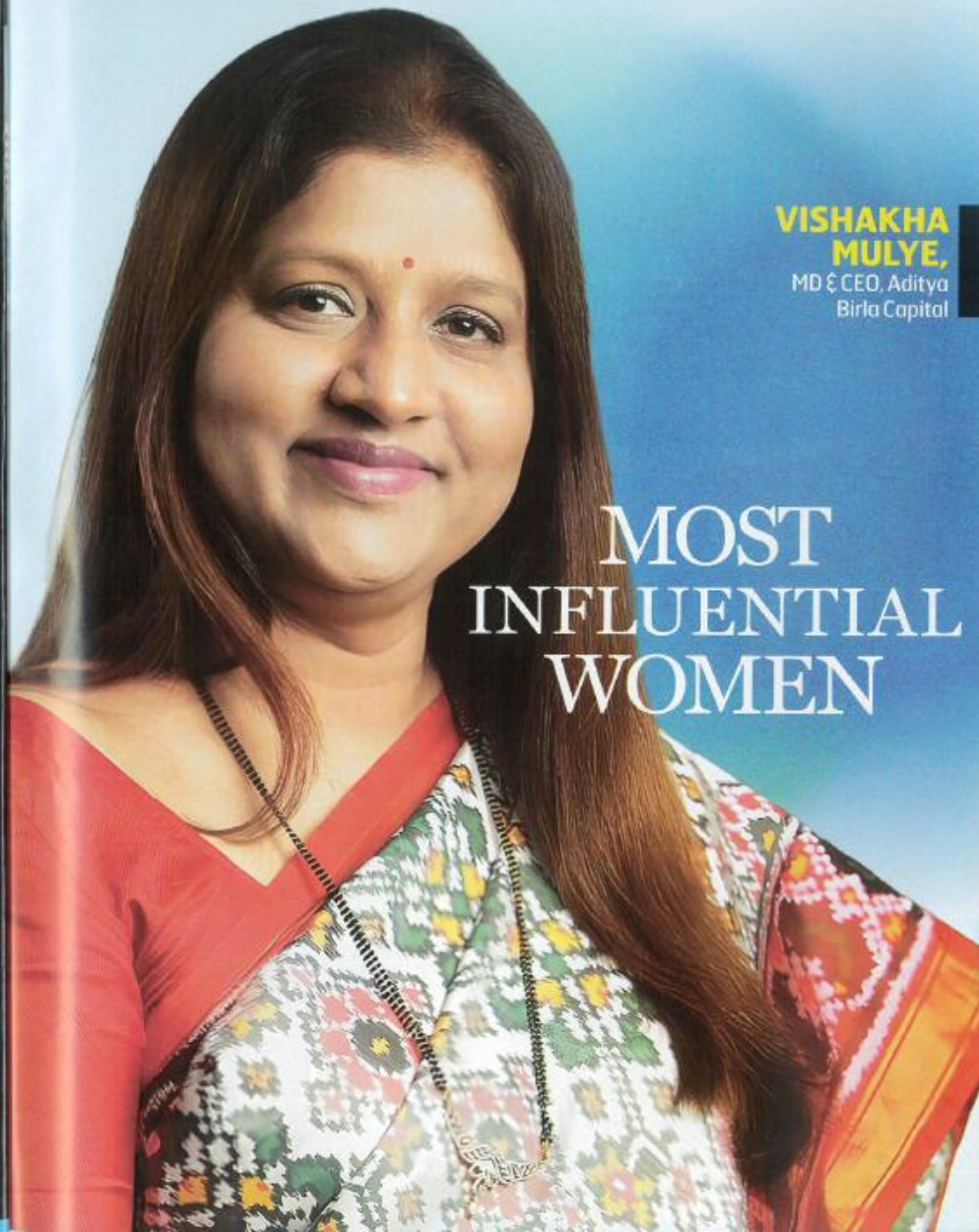
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**VISHAKHA
MULYE,**
MD & CEO, Aditya
Birla Capital

MOST INFLUENTIAL WOMEN





Engineering A Unified Financial Platform

Under **VISHAKHA MULYE**, Aditya Birla Capital has evolved into an integrated, AI-first financial services platform aligned with India's economic expansion

IN LINE with India's economic rise, Aditya Birla Capital has undergone a structural transformation to emerge as a diversified financial services powerhouse. Under Vishakha Mulye's guidance, the company embarked on a growth path, enhancing value creation for stakeholders. By leveraging data, digital and technology, she reimagined the company's business model and embarked on a mission to simplify finance — as simple as ABCD.

Today, with AUM of about Rs 6 lakh crore and a consolidated lending book of Rs 1.90 lakh crore, the company is a core growth engine within the Aditya Birla Group. From FY22 to FY25, the company doubled its operating profit from Rs 2,666 crore to Rs 5,475 crore and grew its market capitalisation from Rs 21,600 crore in June 2022 to Rs 91,000 crore as of December 2025.

"The company's performance reflects not only the progress it is making in executing its strategy but also growing investor confidence and deeper recognition of the long-term value it is building for all stakeholders," says Mulye.

One ABC, One Architecture

A milestone in this journey was the merger with its wholly owned subsidiary, Aditya Birla Finance, in FY2025. The consolidation simplified the corporate structure, enhanced capital efficiency and strengthened operational agility. It aligned the institution behind a unified philosophy of "One ABC, One P&I," anchored around "one customer, one experience and one team".

This framework has repositioned the organisation as an integrated platform, delivering lifecycle solutions to

customers across loans, investments, insurance, and payments. "We have been on an extraordinary journey of collective progress, built on a strong foundation of trust, innovation, and excellence," Mulye observes.

The emphasis on integration has extended beyond governance into digital infrastructure. The company has built interoperable platforms that allow interaction across direct, assisted and embedded channels, supported by shared data and analytics.

An AI-first Financial Institution

As financial services increasingly intersect with technology, Mulye has overseen a pivot towards an AI-first operating model. A Gen AI Centre of Excellence, established in 2023, has operationalised more than 30 live use cases across underwriting, servicing, risk management, sales and compliance.

AI is now embedded in transactional workflows, enhancing lead qualification and conversion in sales, strengthening credit decisions and fraud detection in underwriting, and improving turnaround times and productivity in servicing through voice bots, speech analytics and intelligent case summaries.

On the customer-facing front, the ABCD direct-to-consumer platform integrates more than 25 financial product categories, from loans and insurance to investments and payments. Designed to create a unified customer view, it enables data-driven personalisation and lifecycle engagement at scale. Complementing this is Udyog Plus, a B2B platform serving the MSME sector, and ABC Stellar, a digitised interface for over 200,000 distributors and intermediaries. In these initiatives, AI is not an add-on, but

**VISHAKHA
MULYE, MD &
CEO, Aditya Birla
Capital**



a core lever for operating efficiency, risk calibration and enhanced customer experience.

Capital Discipline and Scaled Growth

Along with digital reinvention, Aditya Birla Capital has pursued a disciplined capital strategy, raising Rs 4,500 crore via preferential issuances, QIP and selective stake sale to strengthen its balance sheet and enable expansion.

In February 2026, Aditya Birla Housing Finance secured Rs 2,750 crore in growth capital from Advent International, valuing the business at Rs 19,250 crore post-money. The transaction marked the next phase of scale for a housing finance franchise that has consistently ranked among the fastest growing in incremental loan expansion, supported by strong asset quality metrics.

Following the equity infusion, Mulye stated, "Over the last few years, we have significantly scaled our businesses, and at ABHFL, we have built a full-stack housing finance franchise with a strong focus on prime and affordable segments, and construction finance. Today, ABHFL has a pan-India distribution footprint with a robust omnichannel sourcing network. This growth has been anchored in large market opportunities and sustained investments in technology, digital platforms, distribution, and talent,

enabling a scalable and resilient operating model. With this proposed capital raise, we enter the next phase of expansion for our housing finance business with a clear focus on sustaining growth momentum and increasing market share."

Simplifying Finance for a Growing India

Beyond numbers, Mulye's ambition is to simplify finance and enhance customer experience. The omnichannel architecture, spanning 1,742 branches across India alongside digital and virtual engagement platforms, mirrors a digital-first approach complemented by a strategically expanded physical presence, focused on deepening penetration in tier 3 and tier 4 markets as well as new customer segments.

"With all the building blocks in place and significant market opportunities ahead, the company is focused on leveraging its strengths to scale new heights. Our priorities are to build on the momentum of the past three years, capitalise on our diversified business model, and harness digital capabilities to simplify finance and better serve our customers," Mulye says. ■

—Noor Fathima Warsia