

Q3 FY25 RESULTS PRESS RELEASE



- Consolidated Revenue¹: ₹ 10,949 crore (↑10% y-o-y)
- Consolidated PAT: ₹ 708 crore (Q3 FY24: ₹ 736 crore)
- NBFC AUM: ₹ 1.19 lakh crore (↑ 21% y-o-y and 4% q-o-q)
- HFC AUM: ₹ 26,714 crore (↑ 62% y-o-y and 15% q-o-q)
- Mutual fund quarterly average AUM: ₹ 3,83,911 crore (↑ 23% y-o-y)
- Life insurance individual first year premium: ₹ 2,595 crore in 9M FY25 (↑ 31% y-o-y)
- Health insurance gross written premium: ₹ 3,337 crore in 9M FY25 (↑ 39% y-o-y)
- Udyog Plus, B2B platform for MSMEs crossed ₹ 3,300 crore AUM till date
- ABCD, omnichannel D2C platform with 4.1 mn + customer acquisitions till date
- Stellar, B2D platform for channel partners went live

Mumbai, February 3, 2025: Aditya Birla Capital Limited (“The Company”) announced its unaudited financial results for the quarter and nine months ended December 31, 2024.

The consolidated revenue¹ grew by 10% year-on-year to ₹ 10,949 crore in Q3 FY25. The consolidated profit after tax was ₹ 708 crore in Q3 FY25 compared to ₹ 736 crore in Q3 FY24. The overall lending portfolio (NBFC and HFC) grew by 27% year-on-year and 6% sequentially to ₹ 1,46,151 crore as on December 31, 2024. The total AUM (AMC, life insurance and health insurance) grew by 23% year-on-year to ₹ 5,03,377 crore as on December 31, 2024. The total premium (life insurance and health insurance) grew by 27% year-on-year to ₹ 16,942 crore in 9M FY25.

The Company’s omnichannel architecture allows customers to choose the channel of their choice and interact seamlessly across digital platforms, branches and VRMs, fostering engagement and loyalty. The Company’s D2C platform, ABCD offers a comprehensive portfolio of more than 22 products and services such as payments, loans, insurance, and investments. Its unique feature of ‘My Track’ helps users track their personal finance, credit history and health. It helps customers to fulfil their financial needs and serves as an acquisition engine for the Company. The platform has witnessed a strong response with more than 4.1 million customer acquisitions till date. Aditya Birla Capital servicing app for existing customers was rolled out in December 2024. It has been built on a modular platform offering a unified and common servicing infrastructure across all businesses and has a single sign-on with ABCD app.

The comprehensive B2B platform for the MSME ecosystem, Udyog Plus, offers seamless, paperless digital journey for business loans, supply chain financing and a host of other value-added services. It continues to scale up quite well with more than 2.2 million registrations. The Company is also seeing an increased adoption from its existing customers, and as a result the total portfolio of Udyog Plus has crossed ₹ 3,300 crore.

The B2D digital integrated platform for channel partners, Stellar, went live in January. It offers them a consolidated ‘one view’ dashboard of their business. It helps them to manage their leads and track

1. Consolidated segment revenue; for Ind AS statutory reporting purpose Asset management, wellness business and health insurance are not consolidated and included under equity accounting

them till conversion and enables them to grow their business volumes. It will help the Company to increase the product penetration among existing customers.

The Company has a pan-India presence of 1,482 branches across all businesses as of December 31, 2024. The Company is focused on capturing white spaces and driving penetration into tier 3 and tier 4 towns and new customer segments.

Highlights of NBFC business in Q3 FY25

- AUM grew by 21% year-on-year and 4% sequentially to ₹ 1,19,437 crore
- Loans to Retail, SME and HNI customers constitute 64% of the total portfolio
- Profit before tax grew by 5% year-on-year to ₹ 805 crore
- Return on assets was 2.10% and return on equity was 13.87%
- Gross stage 2 and 3 ratio improved by 60 basis points year-on-year to 4.25%

Highlights of Housing Finance business in Q3 FY25

- Disbursements grew by 136% year-on-year and 18% sequentially to ₹ 4,750 crore
- AUM grew by 62% year-on-year and 15% sequentially to ₹ 26,714 crore
- Profit before tax grew by 10% year-on-year and 6% sequentially to ₹ 110 crore
- Return on assets was 1.42% and return on equity was 10.66%
- Gross stage 2 and 3 ratio improved by 177 basis points year-on-year and 45 basis points sequentially to 1.77%

Highlights of Asset Management business in Q3 FY25

- Mutual fund quarterly average assets under management (QAAUM) grew by 23% year-on-year to ₹ 3,83,911 crore, with equity mix at 46.8%
- Equity QAAUM grew by 32% year-on-year to ₹ 1,79,481 crore
- Individual monthly average assets under management grew by 19% year-on-year to ₹ 1,97,331 crore
- Monthly systematic investment plan (SIP) flows grew by 38% year-on-year to ₹ 1,382 crore in December 2024
- Operating profit grew by 42% year-on-year to ₹ 261 crore

Highlights of Life Insurance business in 9M FY25

- Individual First Year Premium (FYP) grew by 31% year-on-year to ₹ 2,595 crore
- Group New Business Premium grew by 32% year-on-year to ₹ 4,036 crore
- Renewal premium grew by 13% year-on-year to ₹ 6,555 crore
- 13th month persistency was strong at 87% in December 2024
- 61st month persistency continued to improve at 67% in December 2024 (December 2023: 62%)
- Net VNB margin was 10.8%

Highlights of Health Insurance business in 9M FY25

- Gross written premium (GWP) grew by 39% year-on-year to ₹ 3,337 crore
- Market share among standalone health insurers (SAHI) increased by 138 basis points year-on-year to 12.0%
- Combined ratio improved to 114% from 121% in 9M FY24

About Aditya Birla Capital Limited

Aditya Birla Capital Limited ("ABCL") is a registered Core Investment Company ("CIC") and the holding company of the financial services businesses. Through its subsidiaries/JVs, ABCL provides a comprehensive suite of financial solutions across Loans, Investments, Insurance, and Payments to serve the diverse needs of customers across their lifecycles. Powered by over 59,000 employees, the businesses of ABCL have a nationwide reach with over 1,482 branches and more than 200,000 agents/channel partners along with several bank partners.

Aditya Birla Capital Limited is a part of the US\$ 66 billion global conglomerate Aditya Birla Group, which is in the league of Fortune 500. Anchored by an extraordinary force of over 187,000 employees, belonging to 100 nationalities, the Group is built on a strong foundation of stakeholder value creation. With over seven decades of responsible business practices, the Group's businesses have grown into global powerhouses in a wide range of sectors - from metals to cement, fashion to financial services and textiles to trading. Today, over 50% of the Group revenues flow from overseas operations that span over 40 countries in North and South America, Africa, Asia and Europe. For more information, visit www.adityabirlacapital.com

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