

Q4 & FY25 RESULTS PRESS RELEASE



- Consolidated Revenue¹: ₹ 14,138 crore in Q4 FY25 (↑13% y-o-y) and ₹ 47,369 crore (↑ 20% y-o-y) in FY25
- Consolidated operating profit^{1,2}: ₹ 1,672 crore in Q4 FY25 (↑25% y-o-y) and ₹ 5,475 crore (↑ 19% y-o-y) in FY25
- NBFC AUM: ₹ 1,26,351 crore (↑ 20% y-o-y and 6% q-o-q)
- HFC AUM: ₹ 31,053 crore (↑ 69% y-o-y and 16% q-o-q)
- Mutual fund quarterly average AUM: ₹ 3,81,724 crore (↑ 15% y-o-y)
- Life insurance individual first year premium: ₹ 4,115 crore in FY25 (↑ 34% y-o-y)
- Health insurance gross written premium: ₹ 4,940 crore in FY25 (↑ 33% y-o-y)
- Udyog Plus, B2B platform for MSMEs crossed ₹ 3,500 crore AUM till date
- ABCD, omnichannel D2C platform with ~ 5.5 mn customer acquisitions till date

Mumbai, May 13, 2025: Aditya Birla Capital Limited ("The Company") announced its audited financial results for the quarter and year ended March 31, 2025.

The consolidated revenue¹ grew by 13% year-on-year to ₹ 14,138 crore in Q4 FY25 and 20% year-on-year to ₹ 47,369 crore in FY25. The consolidated operating profit grew by 25% year-on-year to ₹ 1,672 crore in Q4 FY25 and 19% year-on-year to ₹ 5,475 crore in FY25. The consolidated profit after tax grew by 6% year-on-year to ₹ 865 crore in Q4 FY25 and 8% year-on-year to ₹ 3,142 crore in FY25. The overall lending portfolio (NBFC and HFC) grew by 27% year-on-year and 8% sequentially to ₹ 1,57,404 crore as on March 31, 2025. The total AUM (AMC, life insurance and health insurance) grew by 17% year-on-year to ₹ 5,11,260 crore as on March 31, 2025. The total premium (life insurance and health insurance) grew by 22% year-on-year to ₹ 25,579 crore in 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 25 products and services such as payments, loans, insurance, and investments. 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 about 5.5 million customer acquisitions till date.

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 has scaled up significantly 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 ₹ 3,500 crore as of March 31, 2025.

The Company also continues to expand its physical footprint with a pan-India presence of 1,623 branches across all businesses as of March 31, 2025. The branch expansion is targeted at driving penetration into tier 3 and tier 4 towns and new customer segments.

1. Consolidated segment revenue and profit before tax; for Ind AS statutory reporting purpose Asset management, wellness business and health insurance are not consolidated and included under equity accounting. 2. Excluding gain on sale of shares in subsidiaries/associates

The Board of Directors of the Company and Aditya Birla Finance had approved the Scheme of Amalgamation of Aditya Birla Finance Limited, the Company's wholly owned subsidiary with itself. The amalgamation has been successfully completed following all requisite approvals. The appointed date of amalgamation is April 1, 2024 and effective date is April 1, 2025. The Company now has two business segments, the NBFC lending business and the investment business through which it will continue to hold investments in all its subsidiaries, JVs and associate businesses.

Highlights of NBFC business

- Disbursements grew by 28% sequentially and 8% year-on-year to ₹ 19,523 crore in Q4 FY25
- AUM grew by 6% sequentially and 20% year-on-year and to ₹ 1,26,351 crore
- Loans to Retail, SME and HNI customers constitute 64% of the total portfolio
- Profit before tax grew by 11% year-on-year to ₹ 877 crore in Q4 FY25 and 12% year-on-year to ₹ 3,360 crore in FY25
- Return on assets was 2.25% in Q4 FY25 and 2.27% in FY25
- Gross stage 2 and 3 ratio improved by 47 bps sequentially and 71 basis points year-on-year to 3.78%

Highlights of Housing Finance business

- Disbursements grew by 98% year-on-year to ₹ 5,820 crore in Q4 FY25 and 109% year-on-year to ₹ 17,468 crore in FY25
- AUM grew by 69% year-on-year and 16% sequentially to ₹ 31,053 crore
- Profit before tax grew by 28% year-on-year to ₹ 121 crore in Q4 FY25 and 11% year-on-year to ₹ 419 crore in FY25
- Return on assets was 1.44% in Q4 FY25 and 1.46% in FY25
- Return on equity was 10.95% in Q4 FY25 and 11.03% in FY25
- Gross stage 3 ratio improved by 33 bps sequentially and 116 basis points year-on-year to 0.66%

Highlights of Asset Management business

- Mutual fund quarterly average assets under management (QAAUM) grew by 15% year-on-year to ₹ 3,81,724 crore in Q4 FY25, with equity mix at 44.3%
- Equity QAAUM grew by 11% year-on-year to ₹ 1,69,065 crore in Q4 FY25
- Individual monthly average assets under management grew by 6% year-on-year to ₹ 1,84,471 crore
- Monthly systematic investment plan (SIP) flows grew by 5% year-on-year to ₹ 1,316 crore in March 2025
- Operating profit grew by 20% year-on-year to 233 crore in Q4 FY25 and 31% year-on-year to ₹ 944 crore in FY25

Highlights of Life Insurance business

- Individual First Year Premium (FYP) grew by 34% year-on-year to ₹ 4,115 crore in FY25
- Group New Business Premium grew by 23% year-on-year to ₹ 5,586 crore in FY25
- Market share in individual FYP increased by 68 basis points year-on-year to 4.84% in FY25

- 13th month persistency continued to be top quartile in industry at 88% in FY25
- Value of new business (VNB) grew by 17% year-on-year to ₹ 818 crore with Net VNB margin at 18.0% in FY25
- Embedded value grew by 20% year-on-year to ₹ 13,812 crore as of March 31, 2025
- AUM of life insurance business crossed ₹ 1 lakh crore in April 2025

Highlights of Health Insurance business

- Gross written premium (GWP) grew by 33% year-on-year to ₹ 4,940 crore
- Market share among standalone health insurers (SAHI) increased by 137 basis points year-on-year to 12.6%
- Combined ratio improved to 105% from 110% in FY25
- One of the fastest SAHI player to achieve break even with fastest growing player.

About Aditya Birla Capital Limited

Aditya Birla Capital Limited ("ABCL") is a listed systemically important non-deposit taking Non-Banking Financial Company (NBFC) 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 60,000 employees, the businesses of ABCL have a nationwide reach with over 1,623 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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Aditya Birla Capital Limited

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