



Aditya Birla Capital reports results for the year ended 31st March 2019

Quarter 4		Consolidated Results (Rs. Crore)	Full Year		
2017-18	2018-19		2017-18	2018-19	
3,944	5,050	Revenue ¹	12,841	16,570	↑ 29%
357	522	Profit before Tax ¹ (pre minority interest)	1,438	1,797	
169	258	Profit after tax (after minority interest)	693	871	↑ 26%

Mumbai, 4th May 2019: Aditya Birla Capital Limited (ABCL) announced its audited financial results for the quarter and year ended 31st March 2019.

Revenue¹ of the company grew 29% year on year to Rs. 16,570 Crores. The company’s profit after tax (after minority interest) reflected a significant growth of 26% year on year to Rs. 871 Crores, largely driven by profit growth in NBFC, Housing Finance and Asset Management businesses.

The performance highlights of the key underlying businesses of Aditya Birla Capital Ltd. were:

Lending:

- Lending book (NBFC and Housing Finance) grew 23% year on year to Rs. 63,119 Crores vs. Rs 51,379 Crores in the previous year
- Overall lending book is backed by well-matched asset and liability mix and adequate liquidity pipeline to meet growth requirement
- Raised about Rs. 11,000 Crores of long-term funds during H2 FY 19 despite liquidity headwinds across industry
- Continue to maintain robust quality of book

NBFC business:

- Loan book grew by 20% year on year to Rs. 51,714 Crores
- Net Interest Margin expanded by 37 bps year on year to 4.91%, as a result of SME, Retail and HNI businesses increasing to 50%
- Profit before tax grew 26% year on year to Rs. 1,328 Crores

Housing Finance business

- Loan book grew 40% year on year to Rs. 11,405 Crores while maintaining healthy Net Interest Margins at 3.1%; Affordable lending book grew 4 times to Rs. 1,500 Crores
- Profit before tax grew 3x year on year to Rs. 107 Crores
- Cost to income ratio improved to 61%, as compared to 71% in previous year led by scale and operating efficiencies

Note: Aditya Birla Sun Life AMC Ltd. and Aditya Birla Wellness Pvt. Ltd. consolidated based on equity accounting under Ind AS, Consolidated Revenue shown above includes revenues from these two businesses on a 100% basis to show wholistic financial performance

Insurance:

- Total gross premium of life insurance and health insurance grew by 30% to Rs. 8,008 Crores

Life Insurance business

- Individual First Year Premium (FYP) grew a significant 60% year on year, as against 9% for the industry (excl. LIC)
- Market share (excl. LIC) increased 125 bps year on year to 4.2%
- Consistent improvement in quality with 13th month persistency improving by 313 bps to 78.24% in FY 2018-19
- Embedded value at Rs. 4900 Crore, grew by 15% year on year
- Sharp improvement in net VNB margin at 9.5% vs. 4.3% in previous year led by scale, product mix and productivity improvements

Health Insurance business

- Gross written premium at Rs. 497 Crores, 2x over the previous year with retail business contributing 65%
- Covering more than 2.3 million lives in its second year of full operation
- Rapid expansion in distribution capacity with 10 banca partners signed up
 - Signed up with Axis bank in Q4 and will go live in Q1 FY 2019-20

Asset Management:

- Total average assets under management at Rs. 2,65,109 Crores
- Domestic equity average Assets under Management (AAUM) grew by 21% year on year with equity mix at 36% with market share at 8.75%
- Profit before tax grew 24% year on year to Rs. 650 Crores
- Keeping its focus on expanding its retail presence, investor folios doubled over last 2 years to reach 7.1 million folios as on 31st March 2019

About Aditya Birla Capital Ltd.

Aditya Birla Capital Limited (ABCL) is the financial services platform of the Aditya Birla Group. With a strong presence across the life insurance, asset management, private equity, corporate lending, structured finance, project finance, general insurance broking, wealth management, equity, currency and commodity broking, online personal finance management, housing finance, pension fund management and health insurance business, ABCL is committed to serving the end-to-end financial services needs of its retail and corporate customers. Anchored by about 18,000 employees, ABCL has a nationwide reach and more than 2,00,000 agents / channel partners.

Aditya Birla Capital is a part of the **Aditya Birla Group**, a USD 44.3 billion Indian multinational, in the league of Fortune 500. Anchored by an extraordinary force of over 120,000 employees, belonging to 42 nationalities, the Aditya Birla Group operates in 35 countries across the globe.

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Aditya Birla Capital Limited

Corporate Identity Number L67120GJ2007PLC058890

Regd. Office: Indian Rayon Compound, Veraval 362 266 (Gujarat)

Corporate Office: One Indiabulls Centre, Tower 1, 18th Floor, Jupiter Mills Compound,

841, Senapati Bapat Marg, Elphinstone Road, Mumbai – 400 013

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