



**Aditya Birla Capital reports results for the quarter ended 30<sup>th</sup> September, 2017**

**Key Highlights**

- Consolidated earnings before tax (EBT), on a like-to-like<sup>1</sup> basis, increased 22% over the prior year comparable quarter, to ₹ 388 Crore from ₹ 318 Crore; Adjusted for investments in our recently launched health insurance business, like-to-like EBT growth was 33%, over the prior year comparable quarter
- Consolidated revenue, on a like-to-like<sup>1</sup> basis, increased 14%, over the prior year comparable quarter, to ₹ 3,193 Crore from ₹ 2,791 Crore
- Lending:
  - Lending book (Incl. housing) rose by 40% year on year to reach ₹ 44,675 Crore
  - Long term issuer rating upgraded to 'IND AAA' from 'IND AA+' for Aditya Birla Finance Ltd. and Aditya Birla Housing Finance Ltd. by India Ratings and Research
- Asset Management:
  - Assets under management (AUM) at ₹ 244,609 Crore, up by 34% over previous year
  - Asset Management business achieved highest ever domestic market share of 10.7% and highest ever equity market share of 9.0%
- Life Insurance
  - Indian Embedded Value for insurance business at ₹ 3,810 Crore vs. Traditional Embedded Value at ₹ 3,428 Crore as on 31<sup>st</sup> March 2017
- Launch of universal brand "Aditya Birla Capital" – A single brand encompassing all the financial services entities of the Aditya Birla Group

Note 1: Aditya Birla Nuvo Limited transferred its 51% stake in Aditya Birla Sun Life Insurance Co. Limited to Aditya Birla Capital Limited w.e.f. 23<sup>rd</sup> Mar 2017. Previous year financials have been restated including earnings of Aditya Birla Sun Life Insurance Co. Limited to make performance comparable.

**Mumbai, 7<sup>th</sup> November 2017:** Aditya Birla Capital Limited (ABCL) today announced its financial results for the 2<sup>nd</sup> quarter of FY 2018. ABCL, formerly known as Aditya Birla Financial Services Limited, is the holding company of the financial services business of the Aditya Birla Group.

ABCL was listed on the stock exchanges on 1<sup>st</sup> September 2017 as the culmination of the composite scheme of arrangement under which Aditya Birla Nuvo Limited (ABNL) merged with Grasim Industries Limited (Grasim), and the financial services undertaking was subsequently demerged into ABCL.

**Business Level Highlights:**

**Aditya Birla Finance Ltd. (ABFL)**

ABFL ranks among the top 5 private diversified NBFCs in India. ABFL continues to have consistent, strong growth with a focus on high asset quality, robust risk management and profitability

- India Rating and Research (Ind-Ra) has upgraded ABFL's long term issuer rating to 'IND AAA' from 'IND AA+'
- Lending book expanded by 34% year on year to ₹ 38,898 Crore
- The quality of portfolio remains sound with gross NPA at 0.53% and net NPA at 0.34%
- Net worth increased by 36% year on year to ₹ 5,593 Crore
- EBT increased by 26% year on year to ₹ 277 Crore

### **Aditya Birla Housing Finance Ltd. (ABHFL)**

ABHFL is a fast growing housing finance company. The business is currently operating with 42 branches and over 2000 channel partners pan India.

- Turned profitable in its 7<sup>th</sup> quarter since inception and declared EBT of ₹ 2.7 Crore in Q2 FY2017-18
- Doubled its loan book to ₹ 5,777 Crore from ₹ 2,872 Crore in the prior year comparable period
- India Rating and Research (Ind-Ra) has upgraded ABHFL's Long-term issuer rating to 'IND AAA' from 'IND AA+'.
- Launched affordable housing segment in June 2017
- Net worth increased to ₹ 639 Crore in Q2 FY 2017-18

### **Aditya Birla Sun Life AMC Ltd. (ABSLAMC)**

ABSLAMC is the 4<sup>th</sup> largest and one of the fastest growing asset management companies in India

- EBT increased by 44% over the prior year comparable quarter, to ₹ 116 Crore from ₹ 81 Crore
- Achieved highest ever market share of 10.7% in this quarter
- Registered a 34% year-on year growth in the quarterly average AUM (AAUM) at ₹ 244,609 Crore
- Achieved highest ever domestic equity market share of 9.0%. The strong focus on scaling up retail and high margin assets continued, with its domestic equity AAUM expanding by 68% year on year to ₹ 68,592 Crore and PMS AAUM more than doubling to ₹ 4,198 Crore.
- ABSLAMC has solid and consistent investment performance track record underpinning its growth

### **Aditya Birla Sun Life Insurance (ABSLI)**

ABSLI is a significant private life-insurer in India

- EBT increased 18% over the prior year comparable quarter, to ₹ 41 Crore from ₹ 34 Crore
- Reported Indian Embedded Value (IEV) at ₹ 3,810 Crore as on 31<sup>st</sup> March 2017 vs. ₹ 3,428 Crore under Traditional EV method and Value of Gross New Business margin at 28.9% for FY 2016-17
- The momentum of new business premium growth continues with individual new business premium growth of 21% during the H1 FY2017-18
- 13<sup>th</sup> month persistency has improved year on year from 67.7% to 70.4% in half year reflecting the focus on quality of business

### **Aditya Birla Health Insurance Co. Ltd. (ABHI)**

ABHI is a fast growing health insurance provider with a differentiated offering and business model

- Gross written premium of ₹ 96 Crore in H1 FY2017-18 covering more than 6 lacs lives as on date
- Established 5 banca partnerships and also empanelled about 8,800 direct selling agents
- Created a multi-channel distribution model and has tied up with 3,000+ hospitals

**Aditya Birla ARC Ltd. (ABARC)** has received "in principle" approval from the Reserve Bank of India on 22<sup>nd</sup> September 2017 to set up an "Asset reconstruction company".

ABCL is in a unique position of being able to provide Universal Financial Solutions to meet customers' money needs for life. ABCL's focused customer-centric approach under a single brand "Aditya Birla Capital" will ensure it continues to chart a differentiated, accelerated and disciplined path to growth. ABCL has built a leadership position in a number of businesses and ranks amongst the top fund managers in India. Anchored by more than 14,500 employees, ABCL has a nationwide reach through over 1,300 points of presence and more than 150,000 agents / channel partners.

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#### **About Aditya Birla Capital Ltd.**

Aditya Birla Capital Limited (ABCL) is the holding company of all the financial services businesses 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 more than 14,500 employees, ABCL has a nationwide reach through over 1,300 points of presence and more than 150,000 agents / channel partners.

Aditya Birla Capital is a part of the **Aditya Birla Group**, a USD 40 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 36 countries across the globe. About 50 per cent of its revenues flow from its overseas operations.

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#### **Aditya Birla Capital Limited**

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