

Investor Presentation

September 2024



FORMALIZATION & DIGITISATION

₹ 1.75 tn

MONTHLY
GST COLLECTIONS
(AUGUST 2024)

14.7 bn
(₹ 20.62 tn)

MONTHLY UPI
TRANSACTIONS
(AUGUST 2024)

71%

SMART PHONE
PENETRATION



STRUCTURAL REFORMS

₹ 10 tn

INVESTMENT IN
URBAN HOUSING
UNDER PMAY 2.0

₹ 11.11 tn

GOVT CAPEX
ALLOCATION FOR
INFRA

₹ 1.97 tn

PLI SCHEME
FOR 15 SECTORS



DIGITAL PUBLIC INFRASTRUCTURE

OCEN

DEMOCRATISATION OF
CREDIT

ONDC

OPEN NETWORK FOR E-
COMMERCE

**ACCOUNT
AGGREGATOR**

FINANCIAL DATA
SHARING



DEMOGRAPHIC DIVIDEND

28

MEDIAN AGE

67%

WORKING AGE
POPULATION

24.3%

INCREMENTAL
CONTRIBUTION TO
GLOBAL WORKFORCE



RISING FOREIGN CAPITAL

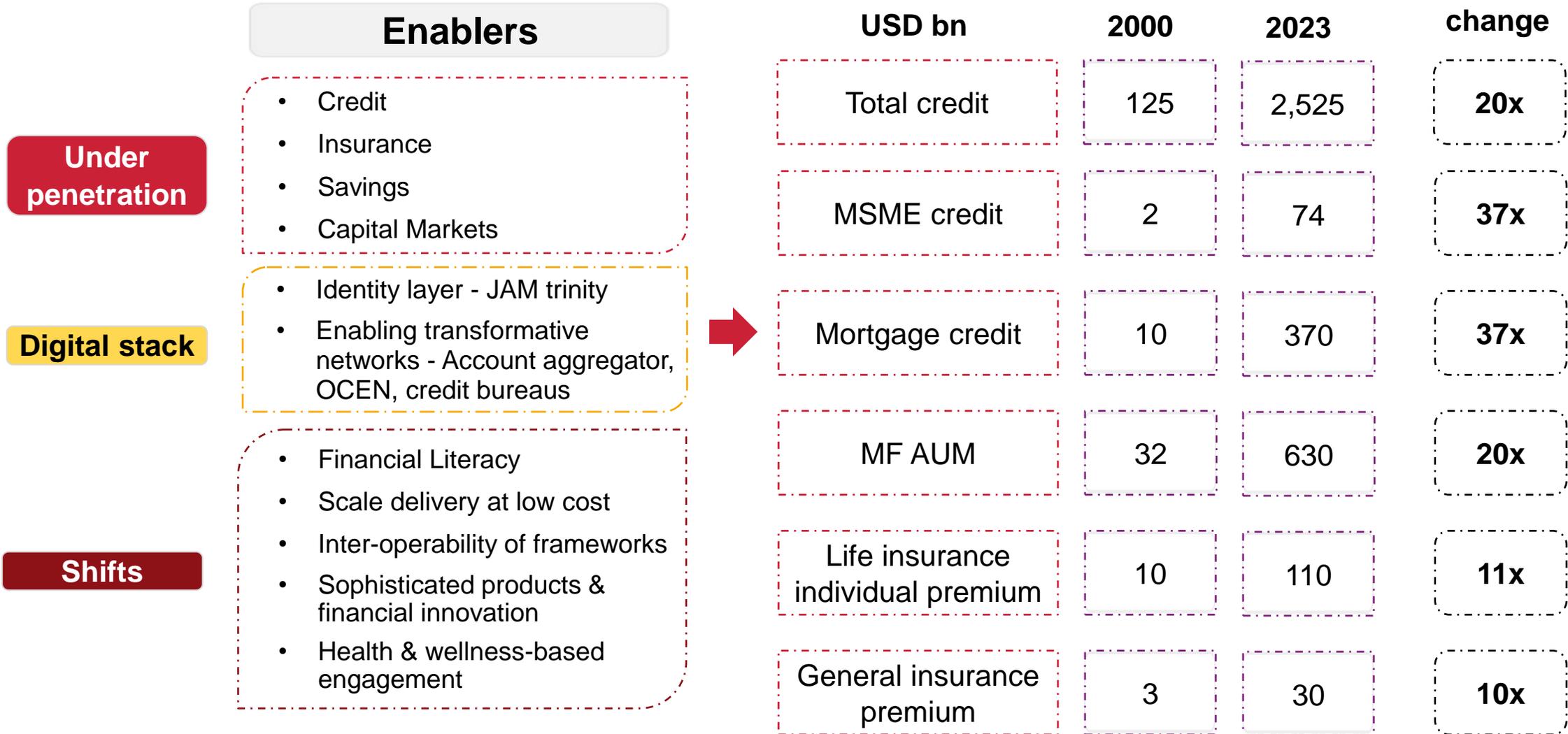
USD 384 bn

FDI INFLOWS
FY19-FY24

34%

FDI GROWTH
FY19-24 over FY14-19

...leading to a robust growth in the financial services sector



Source: RBI, AMFI, IRDAI data

Aditya Birla Group: A leading global conglomerate



A **USD 66* bn** conglomerate

Consolidated market cap of **USD 113 # bn**

Across **6** continents and **40+** countries

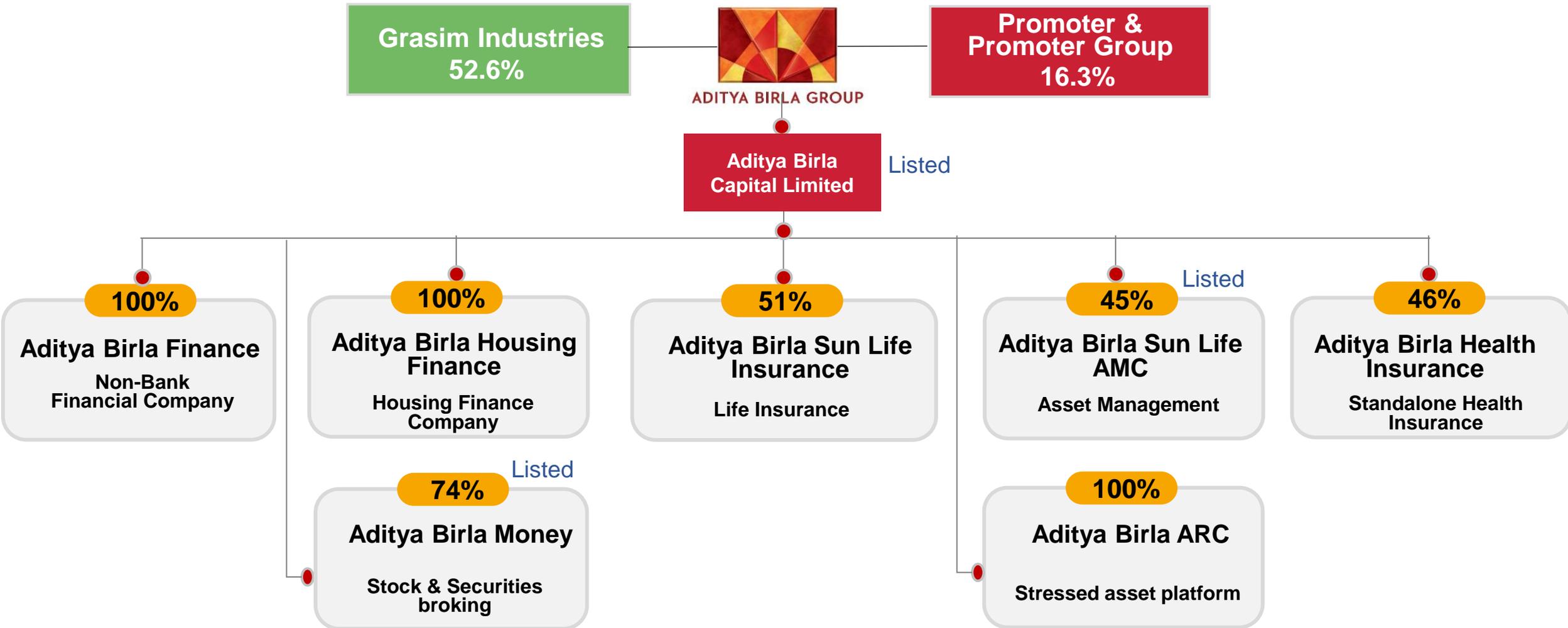
180+ state-of-the-art manufacturing units globally

187,000+ employees of over 100 nationalities

300 mn+ loyal customer base

Present across wide range of sectors from cement, metal, fashion to financial services, textile and trading

Aditya Birla Capital: Diversified Financial Services Platform



Above is not intended to show the complete organizational structure and entities therein. It is intended to describe the key businesses of Aditya Birla Capital.



Aditya Birla Group

Strong Brand
name & Parentage
resonating Trust



Seamless
access to
debt and
equity capital



Large growth
opportunities
within the ABC and
extended ABG
ecosystem



Wide range of
financial products
(loans, investments,
insurance and
payments)

...enable us to fulfil financial needs of our customers across lifecycles

NBFC

Among the top 5 diversified NBFCs with AAA¹ rating & well diversified portfolio of ₹ 1.06 trillion²

HFC

Full stack player with AAA³ rating & AUM of ₹ 184.20 billion²

AMC

Leading non-bank AMC with AUM of ₹ 3.32 trillion⁴

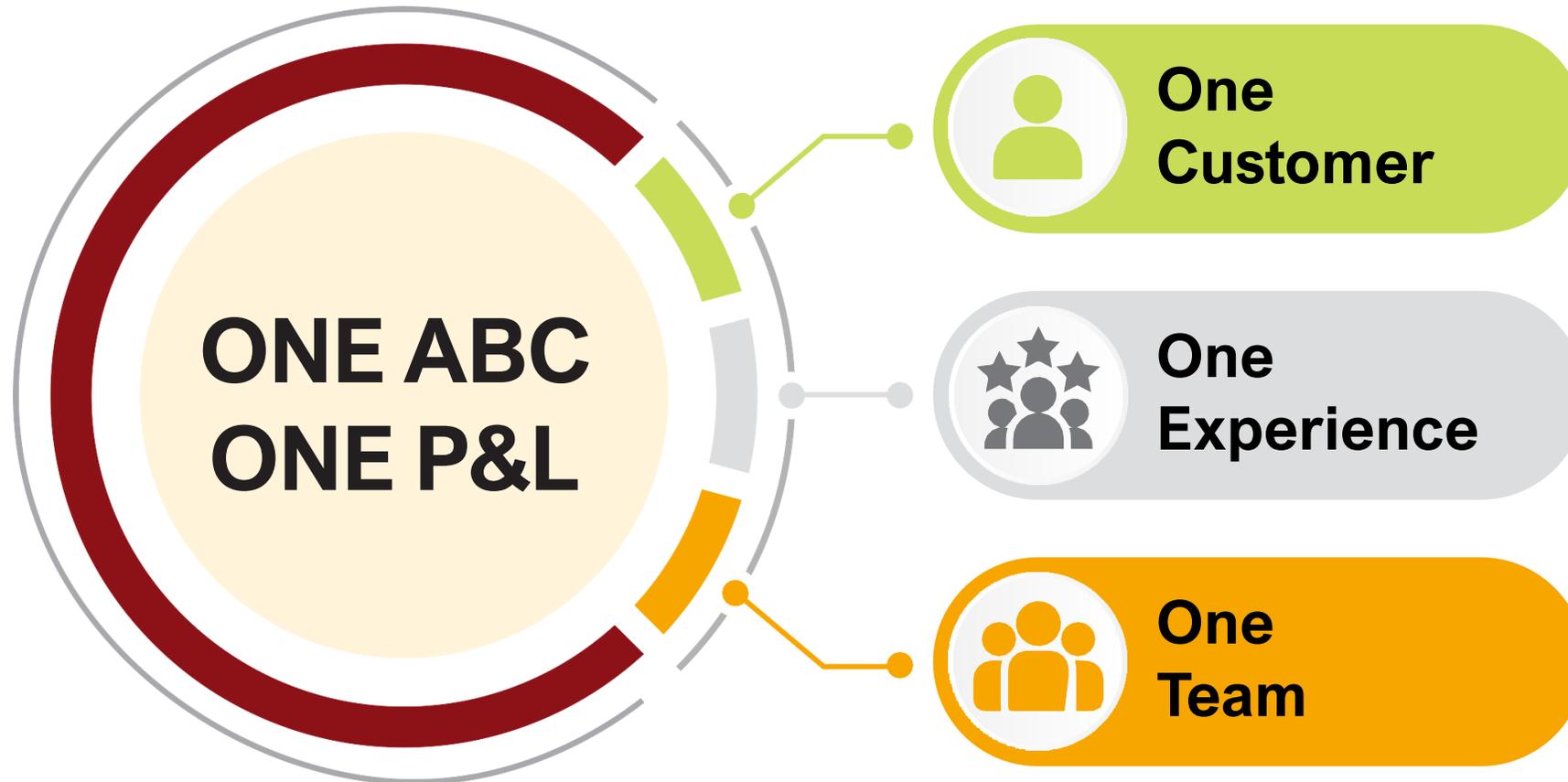
Life

One of the leading private life insurers with ₹ 172.60 billion total premium⁵

Health

Fastest growing SAHI player with a Unique “Health First” Model and GWP of ₹ 37.01 billion⁵

OUR STRATEGY



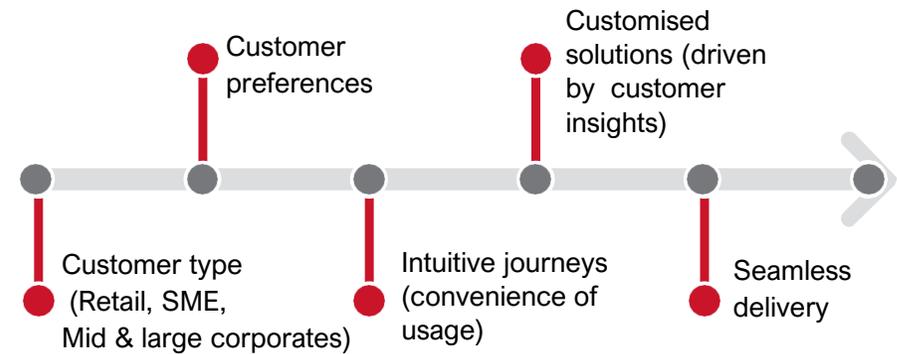
...By Leveraging Data, Digital and Technology

ONE CUSTOMER: Build Deep Understanding of Customer Needs...



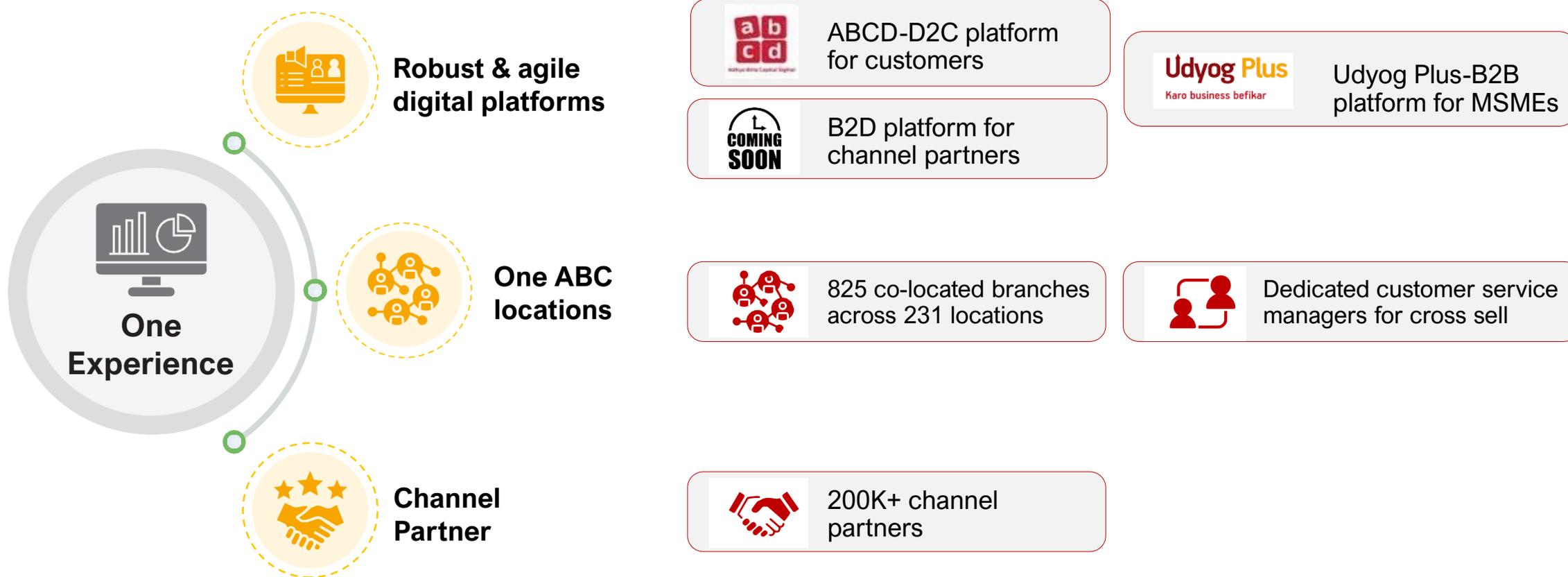
 **~30 million**
Customers¹

360° Solutions



...to provide simple and holistic financial solutions in a seamless way

ONE EXPERIENCE: Omni Channel Architecture...



1,505 branches across businesses¹

...providing complete flexibility to customers to choose preferred channel of interaction



Simplicity

Unique and engaging design | Uncluttered Layout | Intuitive Navigation | Jargon Free Language | Ease of Action

My Track

Unified View of **bank accounts, deposits, loans, mutual funds, stocks** | **Instant Health Check** with a “Selfie” | Track and Categorize spends

Everything Finance

One Platform for all things finance | In house manufacturing advantage

Omnichannel from Day 1

Digital, Virtual & Branch coverage | Gen AI powered chatbot and voice-search | Real time **Co-browsing**

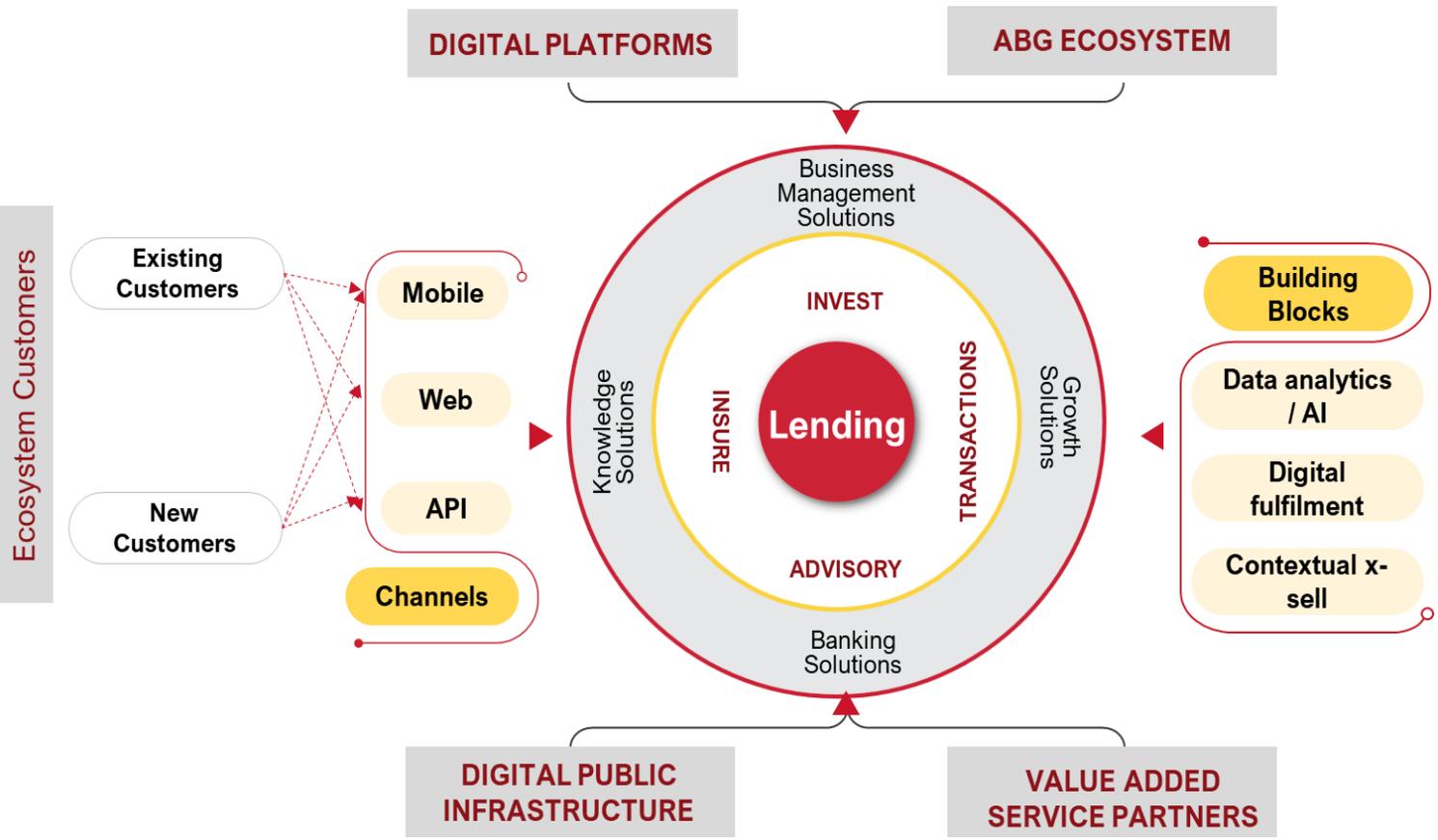
Payments

Multi Account Payment | **Pre-verified bank transfers** | UPI International | RuPay on UPI | **Multi-mode receipt**

20+ Product categories, ~ **2.0 million** customer registrations¹

Architecture

Programs



Financial Solutions	Growth Solutions
 Business Lending <ul style="list-style-type: none"> Unsecured business loans Pre-approved loans 	 Offline to Online discovery
 Supply Chain Financing <ul style="list-style-type: none"> Channel Finance Vendor Finance Pre-approved programs 	 Account, HRMS & Payroll Software
 Insurance & Investment Solutions <ul style="list-style-type: none"> Health insurance Life Insurance MF, Digi-gold, FD 	 Business Networking
	 Tax solutions & Advisory
	 Travel Solutions

1 million+ registrations, **~ ₹ 26 billion+** AUM¹



**"Strong growth momentum
across businesses over
the last 2 years**

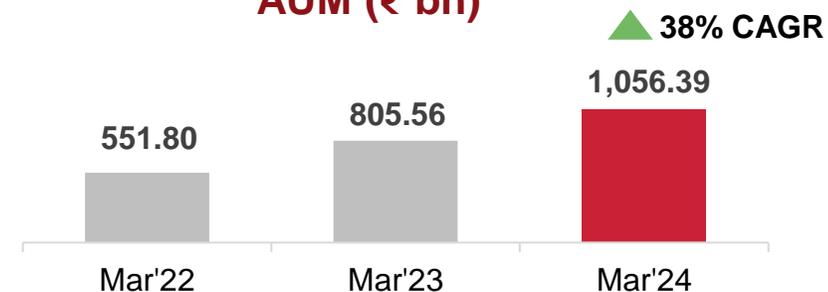
NBFC: Healthy growth with strong asset quality



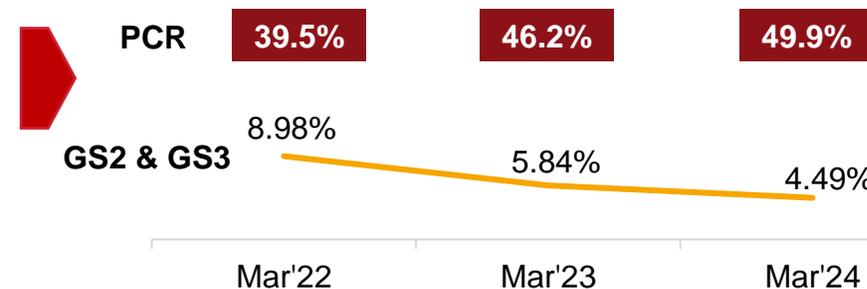
- Among top 5 diversified NBFCs in India with specific focus on SME segment
- AUM grew by CAGR of 38% over two years
- ~ 53% of AUM comprises business loans to SMEs
- 70%+ of the overall portfolio is secured
- Prudent risk management practices with strong emphasis on return of capital
- Pan-India presence with 412 branches
- Maintained healthy credit cost of 1.43% in Q4 FY24
- Delivered RoA of 2.46% in FY24 and RoE of 17.1% in FY24

Grow the portfolio at CAGR of 25% and deliver sustainable RoA between 2.5%-3% across cycles

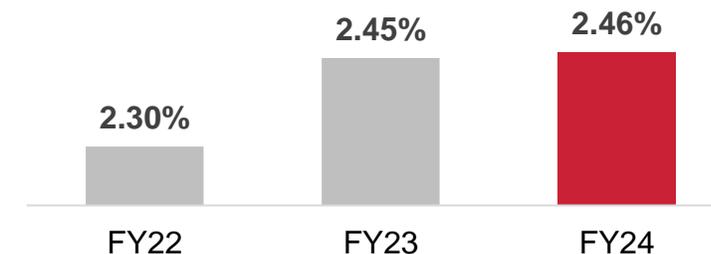
AUM (₹ bn)



Asset Quality



Return on Assets



HFC: Robust loan book growth

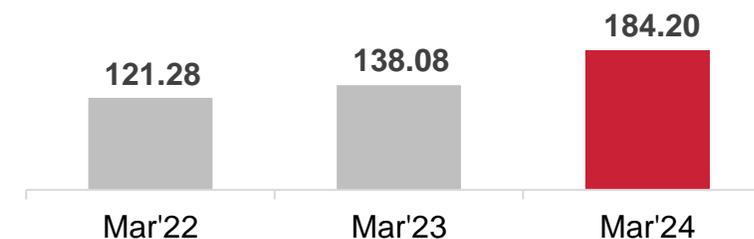


- Full stack player: 49% prime, 40% affordable and 11% construction finance in AUM
- Portfolio grew by CAGR of 23% over two years
- Monthly disbursement run rate of ₹ 10 billion+
- Focus on quality of origination (95% retail disbursement at CIBIL >700 & NTC¹)
- ~10% of retail disbursements from ABG,ABC ecosystem
- Pan-India presence with 135 branches covering 85% of TAM
- Delivered RoA of 1.92% and RoE of 13.87% in FY24
- Built significant capacity in technology, digital, people and distribution

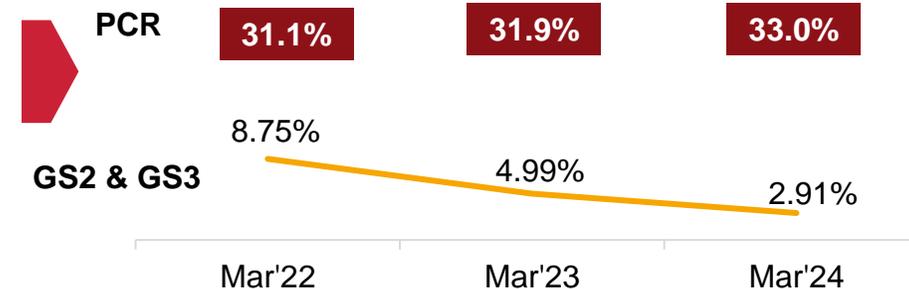
**Target portfolio CAGR of 25% over next 2-3 years;
potential for further acceleration in growth**

AUM (₹ bn)

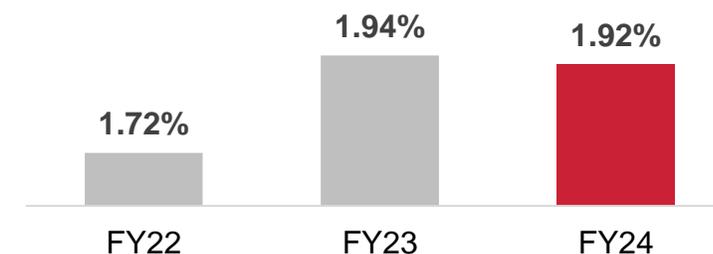
▲ 23% CAGR



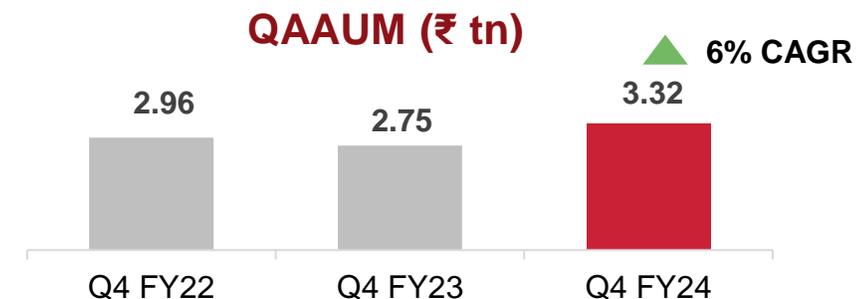
Asset Quality



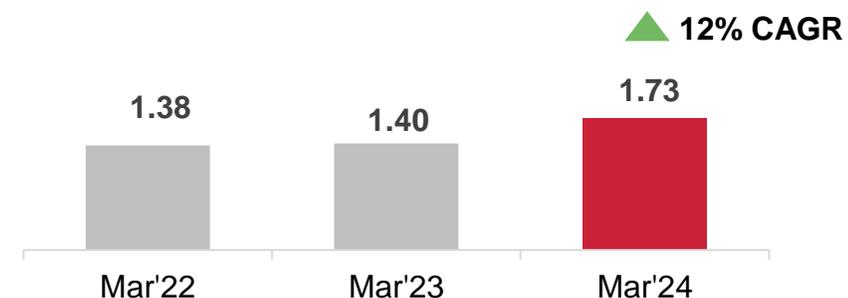
Return on Assets



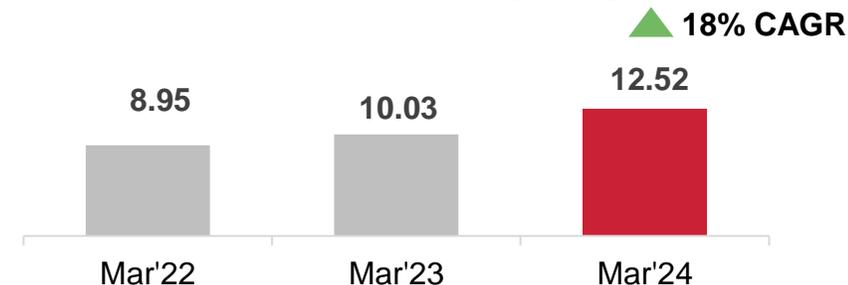
- Mutual fund AUM of ₹ 3.32 trillion (↑ 21% y-o-y) with a market share of 6.9%¹
- Equity AUM of ₹ 1.52 trillion (↑ 31% y-o-y) with 45.8% of overall mix
- Healthy growth across monthly SIP flows and Individual MAAUM
- Extensive distribution franchise with 81,000+ MFDs & 305+ NDs
- Strengthened retail sales & distribution and equity investment team
- Passive AUM at ₹ 289.02 billion
- Profit after tax of ₹ 7.80 billion in FY24 (↑ 31% y-o-y)



Individual MAAUM (₹ tn) ▲ 12% CAGR



Monthly SIP Flows (₹ bn) ▲ 18% CAGR

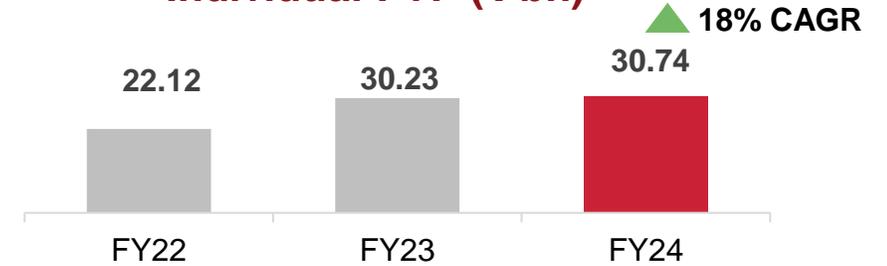


Life Insurance: Healthy growth with strong quality

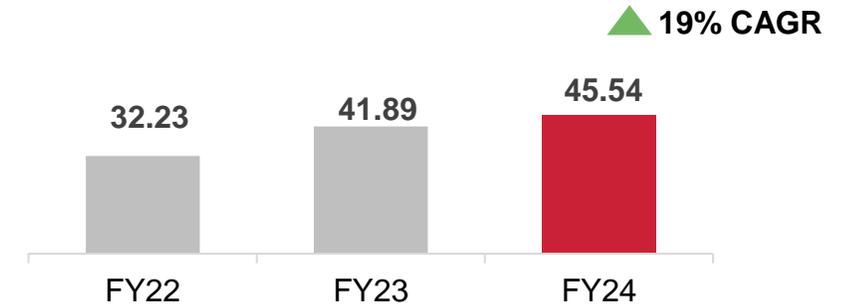


- Individual FYP¹ at ₹ 30.74 billion in FY24 (2 yr CAGR: 18%)
- Group new business premium at ₹ 45.54 billion in FY24 (2 yr CAGR: 19%)
- New Banca tie-ups with IDFC First Bank, Axis Bank and Bank of Maharashtra
- 13th month persistency² of 88% in Mar'24 (Mar'23: 87%)
- 61st month persistency² of 65% in Mar'24 (Mar'23: 54%)
- VNB³ margin at 20.2% in FY24 with absolute VNB at ₹ 6.97 billion
- Delivered RoEV of 18.8% in FY24

Individual FYP (₹ bn)



Group NBP (₹ bn)



EV (₹ bn)



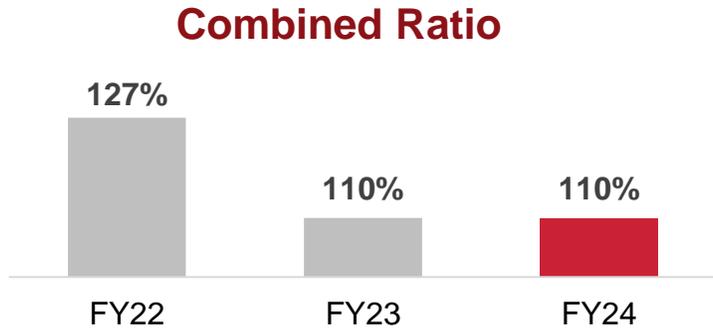
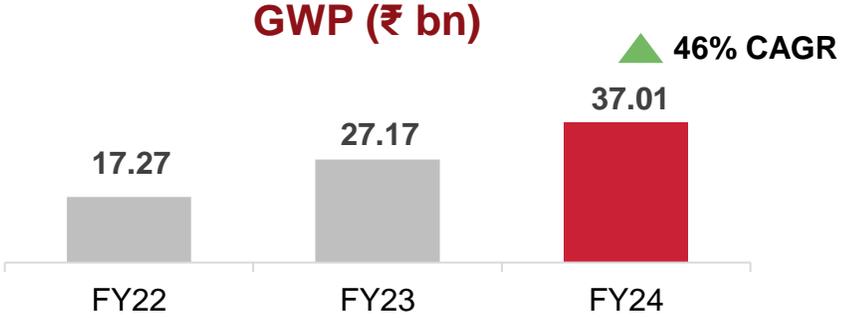
Endeavour to grow individual FYP at CAGR of 25%+ and maintain VNB margin at 18%+

19 1. First year premium + 10% of Single premium 2. 12month rolling block as per revised IRDAI Circular
3. Value of New Business (Individual + Group Risk)

Health Insurance: Unique 'Health First' model

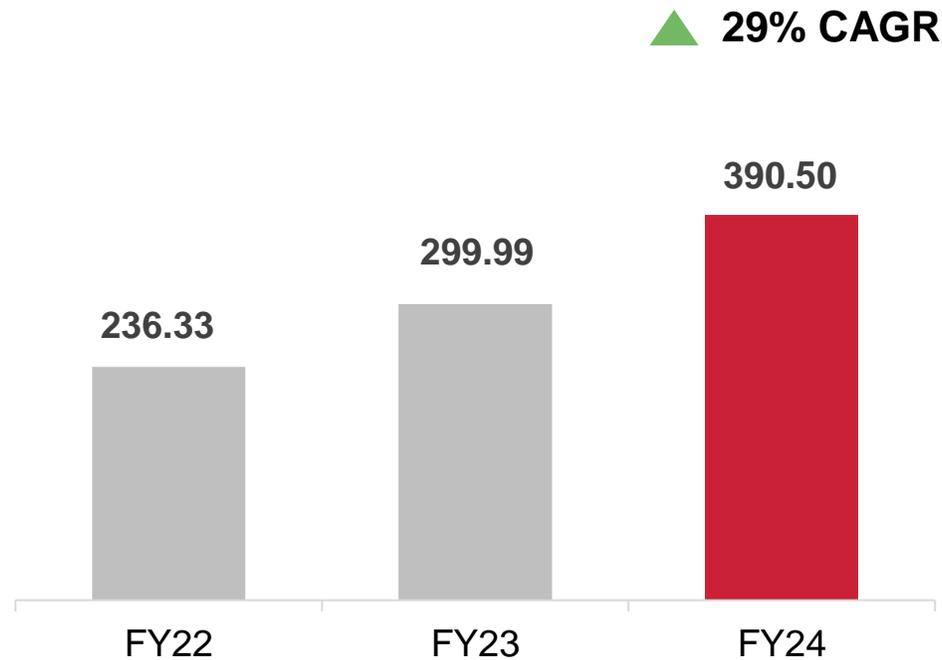


- Fastest growing standalone health insurer with a 2-year CAGR of 46%
- Market share of 11.2% among SAHI players
- Unique product proposition incentivising wellness
- Early traction in the latest offering Activ One with 100% HealthReturns™
- Launched Industry first Digital Health assessment crossing 130K+ users
- Health-data based WellBeing score crossed 1.6 million+, enabling hyper-personalized engagement by leveraging health ecosystem
- Well-diversified distribution mix with 18 bank partners & 1,20,000+ agents

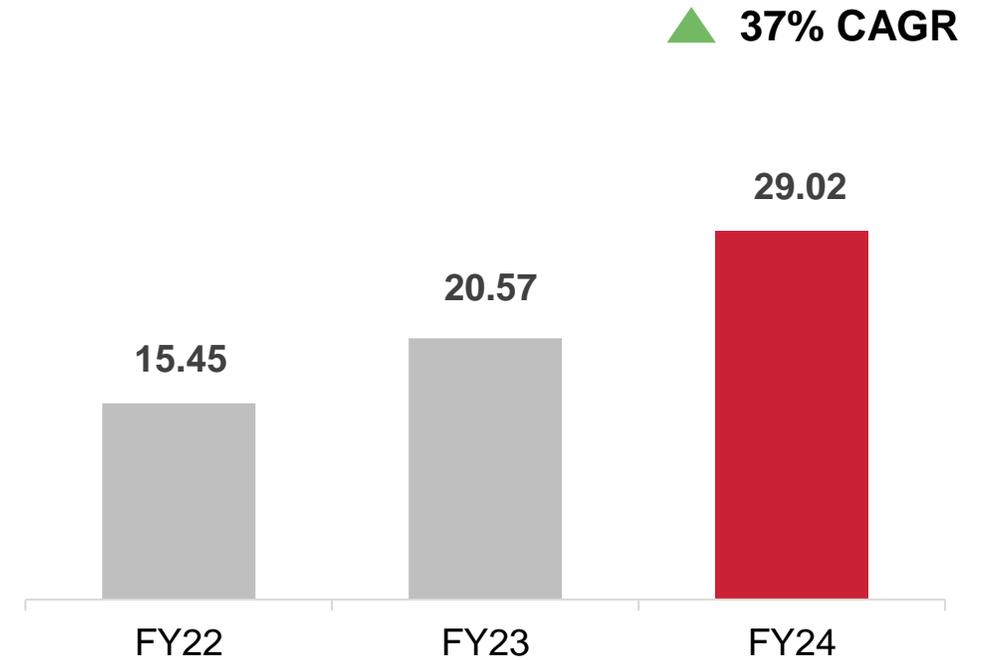


Achieve combined ratio of 100% by FY26

Consolidated Revenue^{1,2} (₹ bn)



Consolidated Profit After Tax² (₹ bn)



1. Consolidated segment revenue; for Ind AS statutory reporting purpose Asset management, wellness business and health insurance (from October 21, 2022) are not consolidated and included under equity accounting 2. Reported PAT in FY23 includes fair value gain of ₹ 2,739 crore as Aditya Birla Health Insurance ceased to be a subsidiary and has been accounted as a joint venture and FY 24 includes gain of Rs. 433 crore on sale of shares in AMC through OFS

Strategic update: Simplification of corporate structure

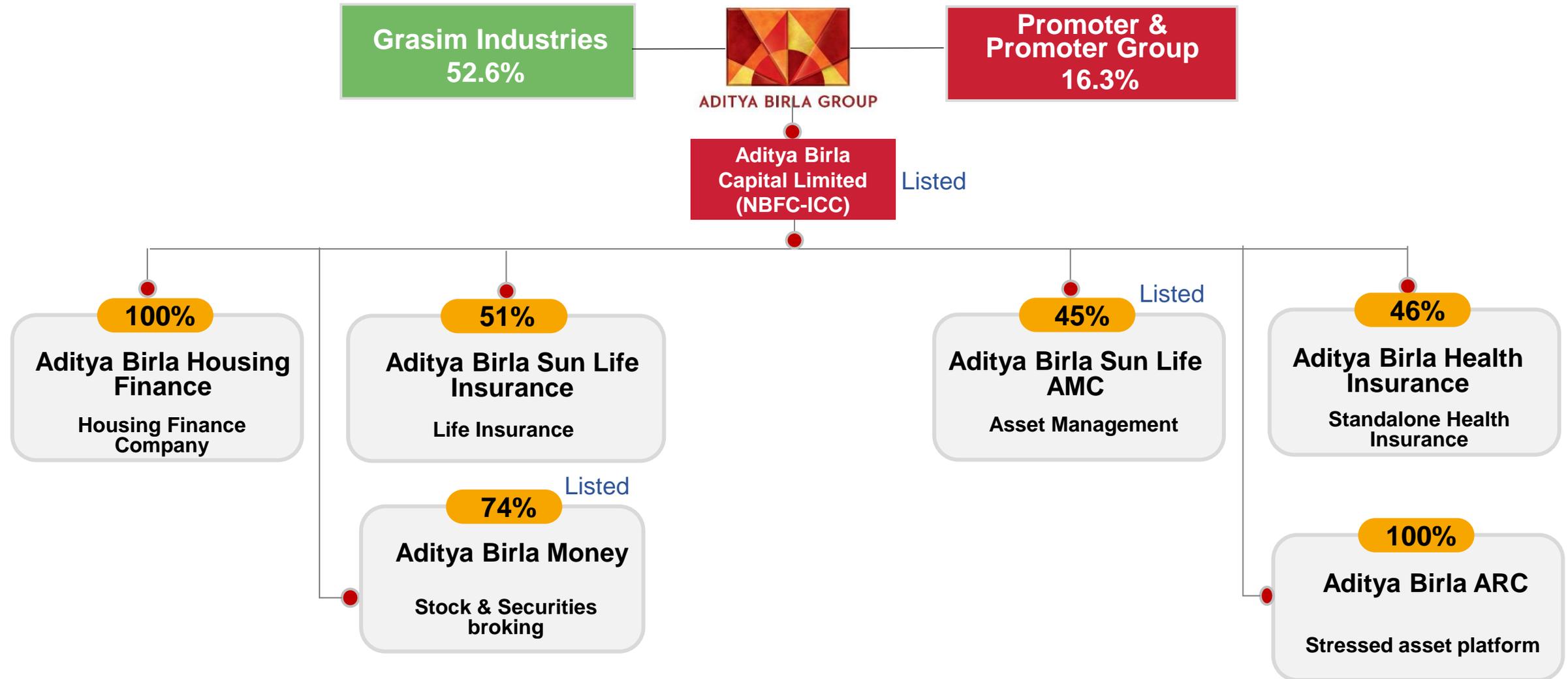
Rationale

- Simplification of structure by reducing number of legal entities
- Creation of a unified large operating NBFC with greater financial strength and direct access to capital
- Likely stakeholder value enhancement from potential elimination in holdco discount
- Increased operational efficiencies & synergy benefits

The proposed amalgamation will result in compliance with Scale Based Regulations of RBI which requires mandatory listing of ABFL by September 30, 2025

Approved by the Board in Mar'24, received no objection from RBI and stock exchanges

Resultant structure



24 Above is not intended to show the complete organizational structure and entities therein. It is intended to describe the key businesses of Aditya Birla Capital. Shareholding at Sep 13, 2024

THANK YOU

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