



Aditya Birla Capital reports results for the quarter ended 31st December 2019

Quarter 3		Consolidated Results (₹ Crore)		Nine Months	
FY 2018-19	FY 2019-20	Particulars		FY 2018-19	FY 2019-20
↑ 13%	4,118	4,645	Revenue ¹	11,520	12,906 ↑ 12%
↑ 17%	214	250	Profit after Tax (after minority interest)	613	776 ↑ 27%

Mumbai, 31st January 2019: Aditya Birla Capital Limited (“Company”) announced its unaudited financial results for the quarter ended 31st December 2019.

Consolidated Revenue¹ of the Company for the quarter grew 13% year on year to ₹ 4,645 Crores. The Company’s consolidated profit after tax (after minority interest) in Q3 FY 2019-20 grew by 17% year on year to ₹ 250 Crores, reflecting the strength of the diversified business portfolio. Considering the current business environment, the company continues to follow a disciplined approach in terms of balancing growth with a strong focus on the quality of business.

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

Lending:

- Overall lending book (NBFC and Housing Finance) at ₹ 60,123 Crores
- NBFC and HFC have optimised asset and liability mix with adequate liquidity to meet growth requirements
- Raised approximately ₹ 11,000 Crores of long-term funds during the nine months
- Continue to have strong focus on quality and reduced ticket sizes across the board

NBFC business:

- Loan book at ₹ 47,933 Crores with Retail book growing by 30% y-o-y
- Marginal drop in profitability in a challenging market environment
- Net Interest Margin expanded by 41 bps year on year to 5.24%

Housing Finance business

- Loan book grew y-o-y by 13% to ₹ 12,190 Crores while maintaining Net Interest Margin at 3%
- Cost to Income Ratio improved to 49%, as compared to 58% in previous year led by scale and operating efficiencies
- Affordable loan book has grown significantly with 1.8x growth y-o-y
- Quarterly profit after tax grew 31% year on year to ₹ 27 Crores

• ¹ 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 holistic financial performance

Insurance:

- Total gross premium of life insurance and health insurance grew 18% year on year to ₹ 2,366 Crores

Life Insurance business

- Delivering on stated strategy of profitable growth with improvement in quality
- Individual First Year Premium (FYP) grew 14% year on year in nine months, maintaining market share
- Consistent improvement in quality with 13th month persistency improving by 562 bps year on year to 80.9%
- Net value of new business (VNB) for the quarter grew 2x to 10.4% compared to 5.2% in previous year
- Continue to focus on balanced channel and product mix for value creation

Health Insurance business

- Gross written premium at ₹ 547 Crores in nine months, a growth of 73% over the previous year with retail business contributing 71%
- Covering more than 6.5 million lives out of which 3.8 million lives through micro products
- Business continues to build scale with significant improvement in combined ratio during nine months at 142% vs. 160% in the previous year

Asset Management:

- Total average assets under management (AAUM) at our Mutual Fund was ₹ 2,65,475 Crores
- Domestic equity AAUM grew 6% year on year contributing 37% of overall domestic AAUM
- Quarterly profit after tax grew 19% year on year to ₹ 130 Crores
- Keeping its focus on expanding its retail presence, we added 53 locations over the last one year to build a presence across 310 locations
- Continue to grow retail market share

Aditya Birla Capital has a diversified portfolio of businesses catering to the life time needs of its customers. This diversification also allows the conglomerate to capture opportunities in different segments of the market and deliver consistent growth.

About Aditya Birla Capital Ltd.

Aditya Birla Capital Limited (ABCL) is the holding company for the financial services businesses of the Aditya Birla Group. With subsidiaries that have a strong presence across Protecting, Investing and Financing solutions, ABCL is a financial solutions group that caters to diverse needs of its customers across their life cycle. Powered with more than 20,000 employees, the subsidiaries of ABCL have a nationwide reach with 850+ branches and more than 2,00,000 agents/channel partners and several bank partners.

Aditya Birla Capital is a part of the Aditya Birla Group, a USD 48.3 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 34 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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