

Q1 FY25 RESULTS PRESS RELEASE



- Consolidated PAT¹: ₹ 745 crore (↑ 15% y-o-y)
- Consolidated Revenue^{1,2}: ₹ 10,258 crore (↑ 26% y-o-y)
- NBFC AUM: ₹ 1.07 lakh crore (↑ 25% y-o-y)
- HFC AUM: ₹ 20,399 crore (↑ 41% y-o-y)
- Mutual fund quarterly average AUM crossed ₹ 3.5 lakh crore (↑ 19% y-o-y)
- Life insurance total premium: ₹ 3,986 crore (↑ 28% y-o-y)
- Health insurance gross written premium: ₹ 1,041 crore (↑ 35% y-o-y)
- Udyog Plus, B2B platform for MSMEs crossed ₹ 2,600 crore AUM till date
- ABCD, omnichannel D2C platform, recorded ~ 8 lakh registrations till date

Particulars	₹ Crore		
	Q1 FY24	Q1 FY25	Y-o-Y growth
Consolidated revenue ^{1,2}	8,144	10,258	26%
Consolidated profit after Tax ¹ (after minority interest and excluding one-off items)	649	745	15%
Reported profit after tax	649	759	17%

Mumbai, Aug 01, 2024: Aditya Birla Capital Limited (“The Company”) announced its unaudited financial results for the quarter ended June 30, 2024.

The consolidated profit after tax, excluding one-off items, grew 15% year-on-year to ₹ 745 crore. The consolidated revenue^{1,2} grew by 26% year-on-year to ₹ 10,258 crore. The overall lending portfolio (NBFC and HFC) grew by 27% year-on-year to ₹ 1,27,705 crore as on June 30, 2024. The total AUM (AMC, life insurance and health insurance) grew by 20% year-on-year to ₹ 4,62,891 crore. The total premium (life insurance and health insurance) grew by 30% year-on-year to ₹ 5,027 crore.

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. During the quarter, the Company commercially launched its D2C platform, ABCD which offers a comprehensive portfolio of more than 20 products and services such as payments, loans, insurance, and investments. Its unique feature of ‘My Track’ helps users track their personal finance, credit history and health. 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 8 lakh registrations 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 continues to scale up quite well with more than 10 lakh 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 ₹ 2,600 crore.

1. Excluding gain (net of tax) on sales of shares in ABSLAMC 2. Consolidated segment revenue; for Ind AS statutory reporting purpose Asset management, wellness business and health insurance are not consolidated and included under equity accounting

The Company has a pan-India presence of 1,505 branches across all businesses as of June 30, 2024. The branch expansion is targeted at driving penetration into tier 3 and tier 4 towns and new customer segments.

Highlights of NBFC business

- AUM grew by 25% year-on-year to ₹ 1,07,306 crore
- Loans to Retail, SME and HNI customers constitute 66% of the total portfolio
- Profit before tax grew by 21% year-on-year to ₹ 833 crore
- Return on assets was at 2.41%
- Return on equity grew by 29 basis points sequentially to 16.13%
- Gross stage 2 and 3 ratio improved by 4 basis points sequentially and 101 basis points year-on-year to 4.45%

Highlights of Housing Finance business

- Disbursements grew by 89% year-on-year to ₹ 3,068 crore
- AUM grew by 11% sequentially and 41% year-on-year to ₹ 20,399 crore
- Profit before tax was ₹ 85 crore
- Return on assets was 1.44% and return on equity was 11.04%
- Gross stage 2 and 3 ratio improved by 27 basis points sequentially and 214 basis points year-on-year to 2.64%

Highlights of Asset Management business

- Mutual fund quarterly average assets under management (QAAUM) grew by 6% sequentially and 19% year-on-year to ₹ 3,52,542 crore, with equity mix at ~ 46%
- Equity QAAUM grew by 37% year-on-year to ₹ 1,62,129 crore
- Individual monthly average assets under management grew by 24% year-on-year to ₹ 1,85,681 crore
- Monthly systematic investment plan (SIP) flows grew by 39% year-on-year to ₹ 1,367 crore in June 2024
- Profit before tax grew by 27% year-on-year to ₹ 305 crore

Highlights of Life Insurance business

- Individual First Year Premium (FYP) grew by 19% year-on-year to ₹ 644 crore
- Group new business premium grew by 41% year-on-year to ₹ 1,498 crore
- Renewal premium grew 17% year-on-year to ₹ 1,681 crore
- 13th month persistency continued to improve at 88% in June 2024 (June 2023: 87%)
- 61st month persistency was strong at 66% in June 2024 (June 2023: 57%)
- Net VNB margin was 6.50%

Highlights of Health Insurance business

- Gross written premium (GWP) grew by 35% year-on-year to ₹ 1,041 crore, with Retail premium growth at 51% year-on-year
- Market share among standalone health insurers (SAHI) increased by 92 basis points year-on-year to 12.5%
- Combined ratio improved to 112% from 118% in Q1 FY24

About Aditya Birla Capital Limited

Aditya Birla Capital Limited (ABCL) is the holding company for the financial services businesses of the Aditya Birla Group. 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 lifecycle. Powered with more than 50,000 employees, the businesses of ABCL have a nationwide reach with over 1,505 branches, more than 2,00,000 agents/channel partners and several bank partners.

Aditya Birla Capital Limited is a part of the US\$65 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 Group revenues flow from overseas operations that span 36 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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