



**ADITYA BIRLA  
CAPITAL**

PROTECTING INVESTING FINANCING ADVISING

Ref: No. ABCL/SD/MUM/2018-19/SEP/01

5<sup>th</sup> September, 2018

**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai 400 001  
**Scrip Code: 540691**  
**Scrip ID: ABCAPITAL**

**The National Stock Exchange of India Ltd**  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot. C/1, G-Block, Bandra-Kurla Complex,  
Bandra (East),  
Mumbai 400 051  
**Symbol: ABCAPITAL**

Dear Sir/Madam,

**Sub: Intimation of Schedule of Analyst/Institutional Investor Meeting**

Pursuant to Regulation 46(2)(o) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the schedule of Analyst/Institutional Investor Meet with respect to the Company is as under:

Date of Meeting	Name of Fund/ Company	Type of Meeting	Venue of Meeting
04/September/2018	American Century	One-on-One / Group Meetings	New York
	Baron Capital		
	Briarwood Chase Management		
	BRX Global LP		
	Credit Capital Investments		
	Kabouter Management		
	MSDC Management		
	New Vernon Advisory Services		
	TenCore Partners		
	Tricadia Capital		
	Wells Capital Management		

The investor presentation discussed in the meeting is also attached. The aforesaid information of this meeting has been uploaded on the Company's website [www.adityabirlacapital.com](http://www.adityabirlacapital.com). Please note that no unpublished price sensitive information was shared during this meeting.





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The above is for your information, records and reference please.

Thanking you,  
Yours sincerely,

For **Aditya Birla Capital Limited**  
(Formerly known as **Aditya Birla Financial Services Limited**)

*Sailesh Kumar Daga.*

**Sailesh Daga**  
**Company Secretary**  
Encl a.a.



**Cc:**  
**Luxembourg Stock Exchange**  
**Market & Surveillance Dept.,**  
P.O. Box 165, L-2011 Luxembourg,  
Grand Duchy of Luxembourg

**Citi Bank N.A.**  
**Custodial Services**  
FIFC, 11<sup>th</sup> Floor, C-54 & 55, G Block  
Bandra Kurla Complex  
Bandra (East), Mumbai 400 051

**Citi Bank N.A.**  
Depository Receipt Services  
388 Greenwich Street  
14<sup>th</sup> Floor, New York,  
NY 10013

**Listing Agent**  
Banque Internationale à Luxembourg SA  
69 route d'Esch  
L - 2953 Luxembourg  
Grand Duchy of Luxembourg

# Investor Presentation

September 2018



**ADITYA BIRLA  
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PROTECTING INVESTING FINANCING ADVISING

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**A leading Financial Services Conglomerate**

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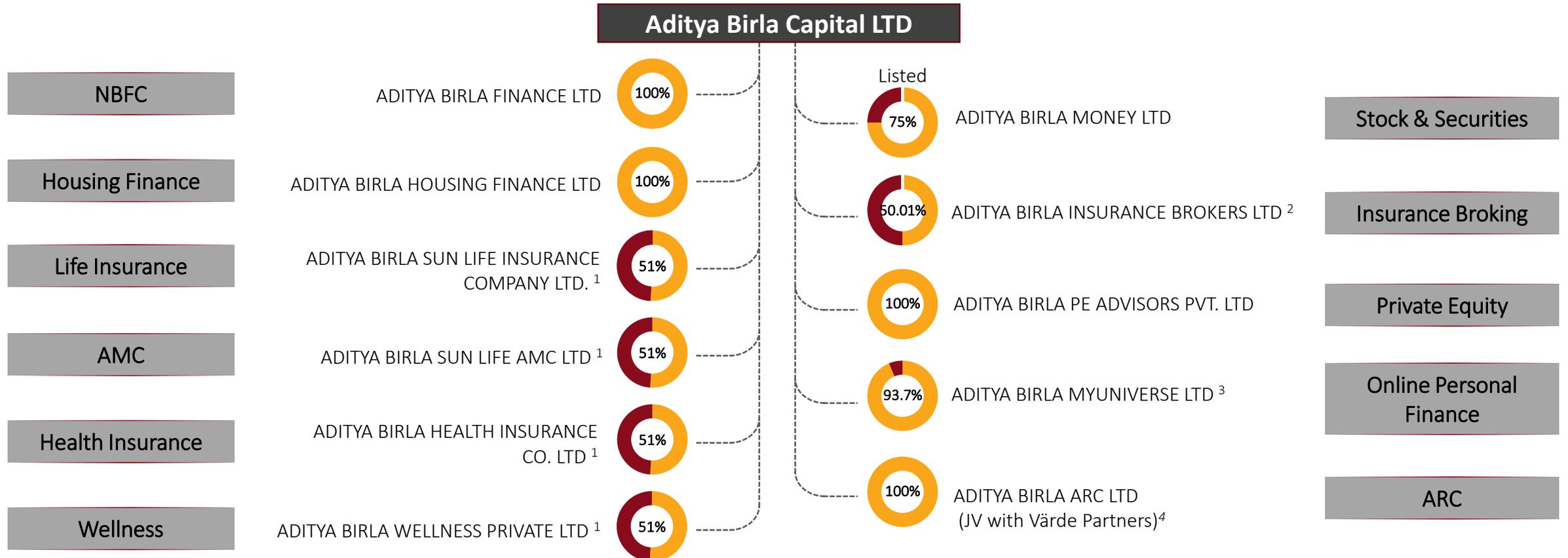
NOTE 1: The financials of Aditya Birla Capital are consolidated financials prepared as per Indian GAAP unless otherwise specified

NOTE 2: The financial figures in this presentation have been rounded off to the nearest INR 1 crore

# A financial services conglomerate meeting the lifetime needs of its customers



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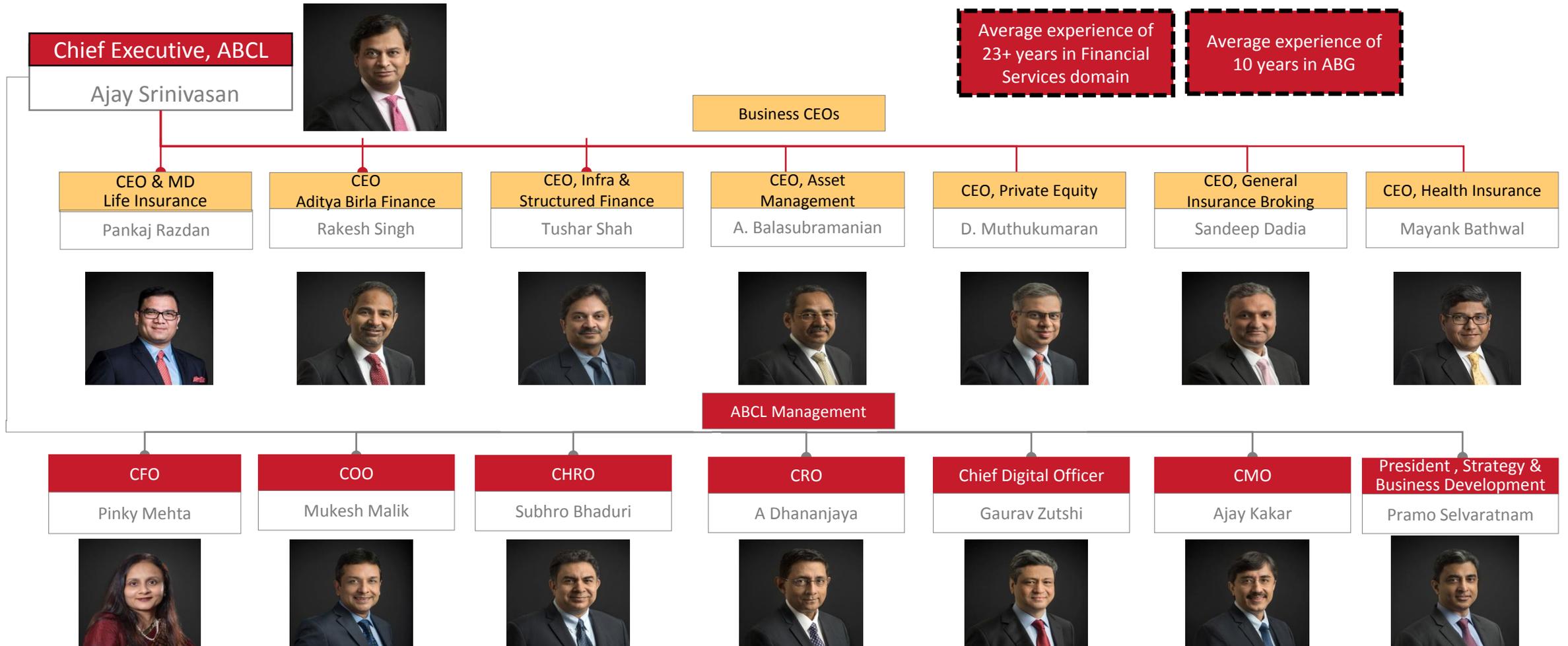


<sup>1</sup> Indicates JV. <sup>2</sup> 49.998% of ABIBL is held by Infocyper India Pvt Ltd. <sup>3</sup> 6.3% of ABMUL is held by employee welfare trust (under ESOP) <sup>4</sup> 50% JV subject to regulatory approvals

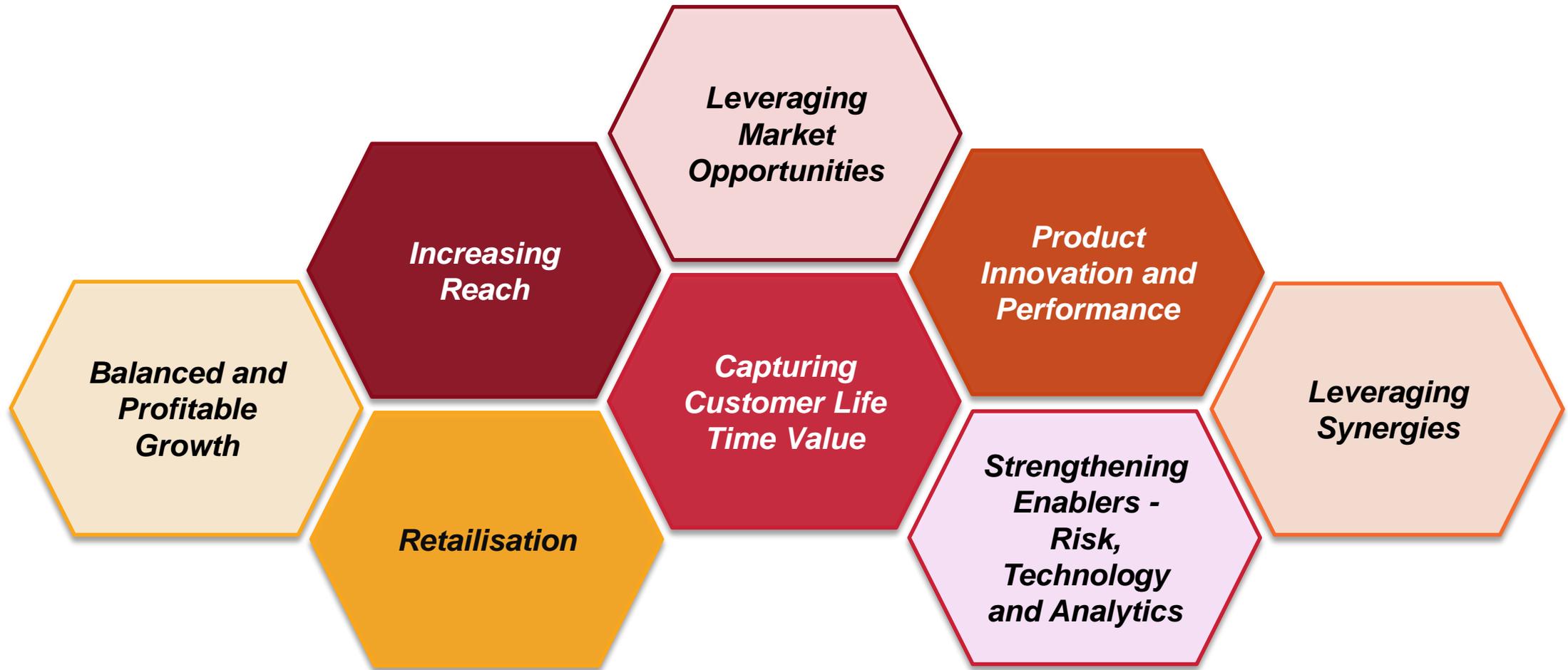
Note: ABFS structure contains major subsidiaries and excludes step down subsidiaries, if any  
Aditya Birla Sunlife Pension Management Limited is 100% subsidiary of Aditya Birla Sun Life Insurance Company Ltd.

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

# Management team



# Our approach



# Growth and scale across the platform

*A Trusted Brand That Serves All Financial Needs..*

*..with a Platform of Size and Scale*

5 Year Growth : FY14 → FY18

PROTECTING		
Life Insurance	Ind FYP:	<b>1.3x</b>
Health Insurance*	GWP:	<b>~Rs 250 cr</b>

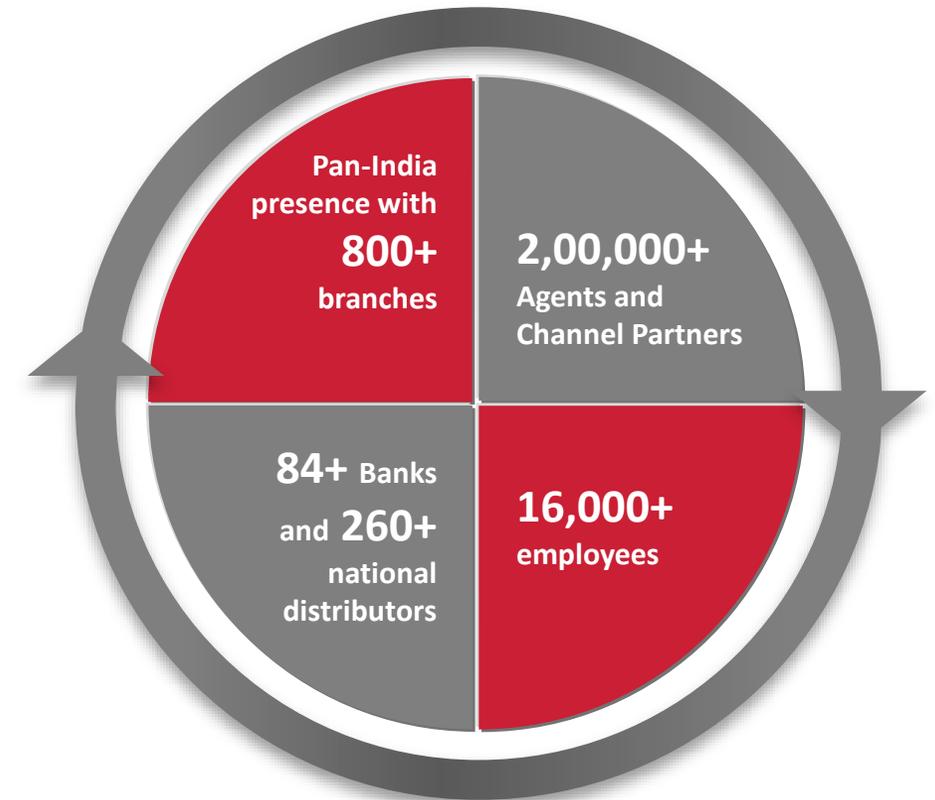
\* First year of full operation in FY18

FINANCING		
NBFC	Lending Book:	<b>3.7x</b>
Housing Finance#	Lending Book:	<b>57x</b>

# Commenced operations from Oct '14

INVESTING		
AMC	AAUM:	<b>2.8x</b>
Broking	Revenue:	<b>2.2x</b>

ADVISING		
Insurance Advisory	Revenue:	<b>3.2x</b>
Online Money Mgmt	Revenue:	<b>6.5x</b>



# Key milestones: FY18



**LISTED Aditya Birla Capital**



**Launched UNIFIED Brand**



**Crossed Rs 1,000 Cr Annual PAT<sup>1</sup>**



**Manage over Rs 3,00,000 Cr in AUM<sup>2</sup>**



**Lending Book of over Rs 51,000 Cr<sup>3</sup>**



**Ranked No.3 Mutual Fund<sup>4</sup>**



**Net VNB Positive in Life Insurance Business**



**HFC Achieved Full Year PROFITABILITY**



**1<sup>st</sup> FULL YEAR for Health Insurance with  
1 MILLION lives covered**



**Received ARC License (JV with Värde  
Partners)**

**Touching Lives of 10 Million Active Customers**

<sup>1</sup> Consolidated PAT (before minority interest)

<sup>2</sup> Includes AUM of Life Insurance, Health Insurance, Private Equity and Quartely average AUM of Asset Management Business

<sup>3</sup> Includes lending book of NBFC and housing finance Business

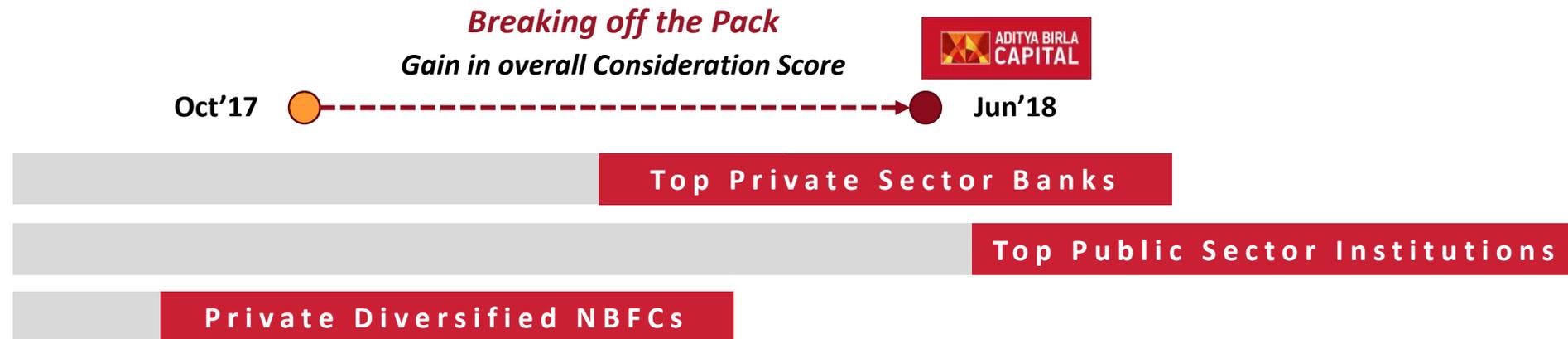
<sup>4</sup> Based on AAUM for Q1FY19 (Source: AMFI)

# Power of coming together as “ONE BRAND”



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Our Consideration Score<sup>1</sup> since launch of ABCL Brand in November 2017



<sup>1</sup>Consideration Score representative of willingness of customers to trust a brand with all their money needs across insurance products, mutual funds and investing products, loan products and investment advisory services

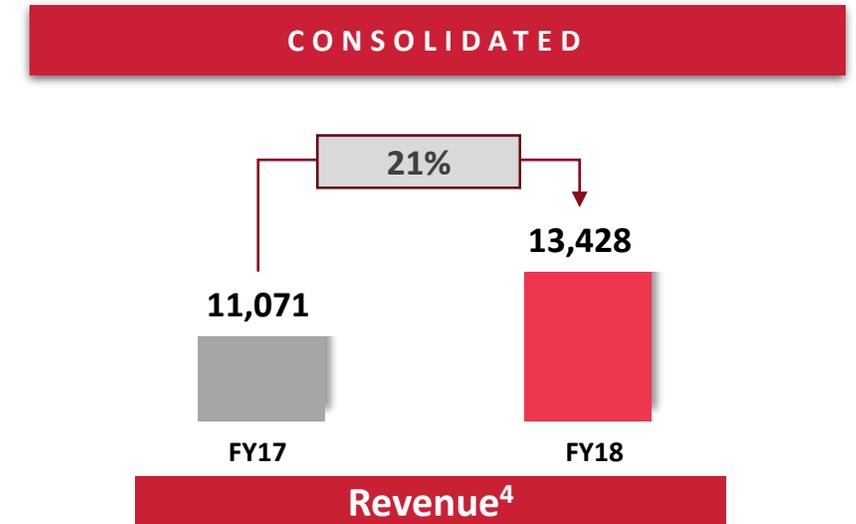
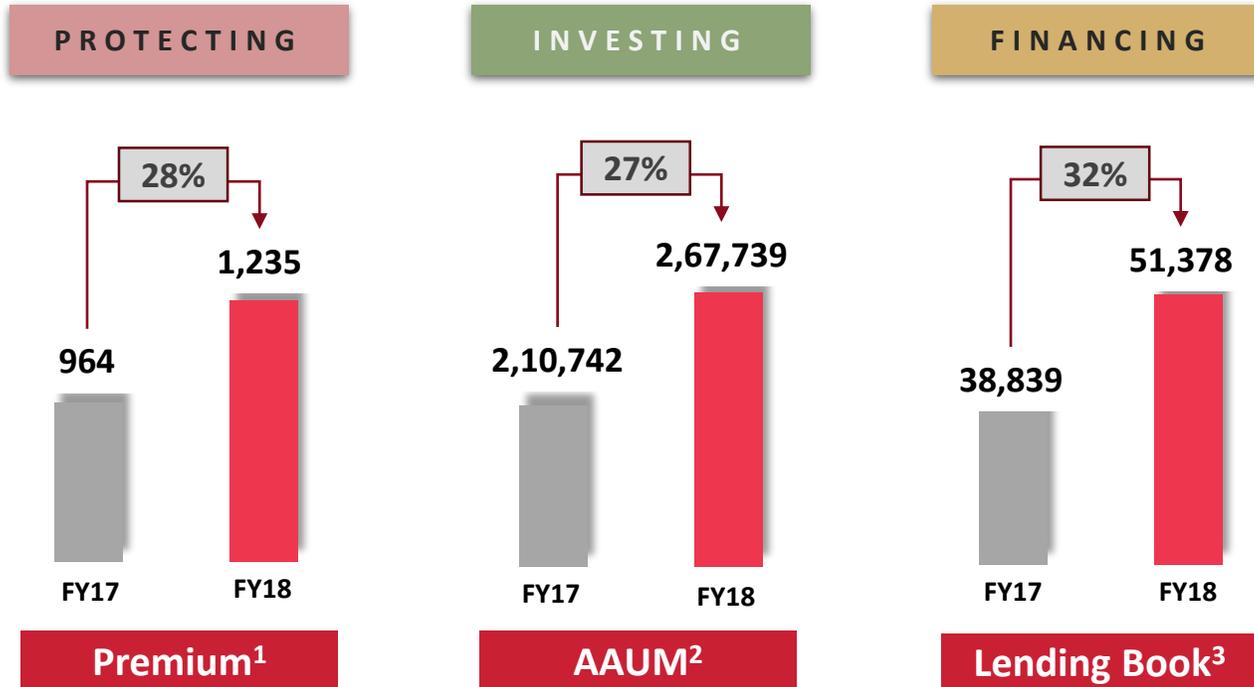
Based on Survey conducted by KANTAR MILLWARD BROWN, June 2018

## ABCL consideration score across all category offerings (Oct'17 – Jun'18)

PROTECTING	INVESTING	FINANCING	ADVISING
Consideration Score + 30	Consideration Score + 33	Consideration Score + 32	Consideration Score + 38
Category Score + 10	Category Score + 8	Category Score + 9	Category Score + 17

# Delivering strong financial performance: FY18

Figures in Rs Crore

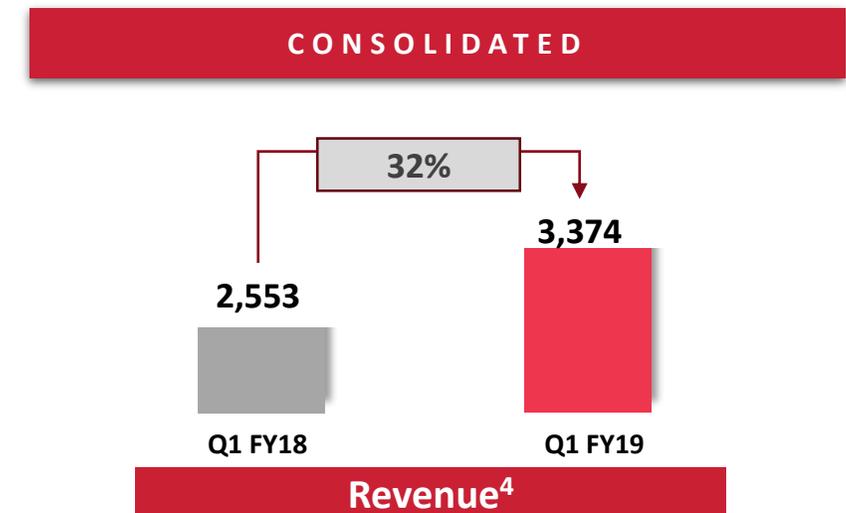
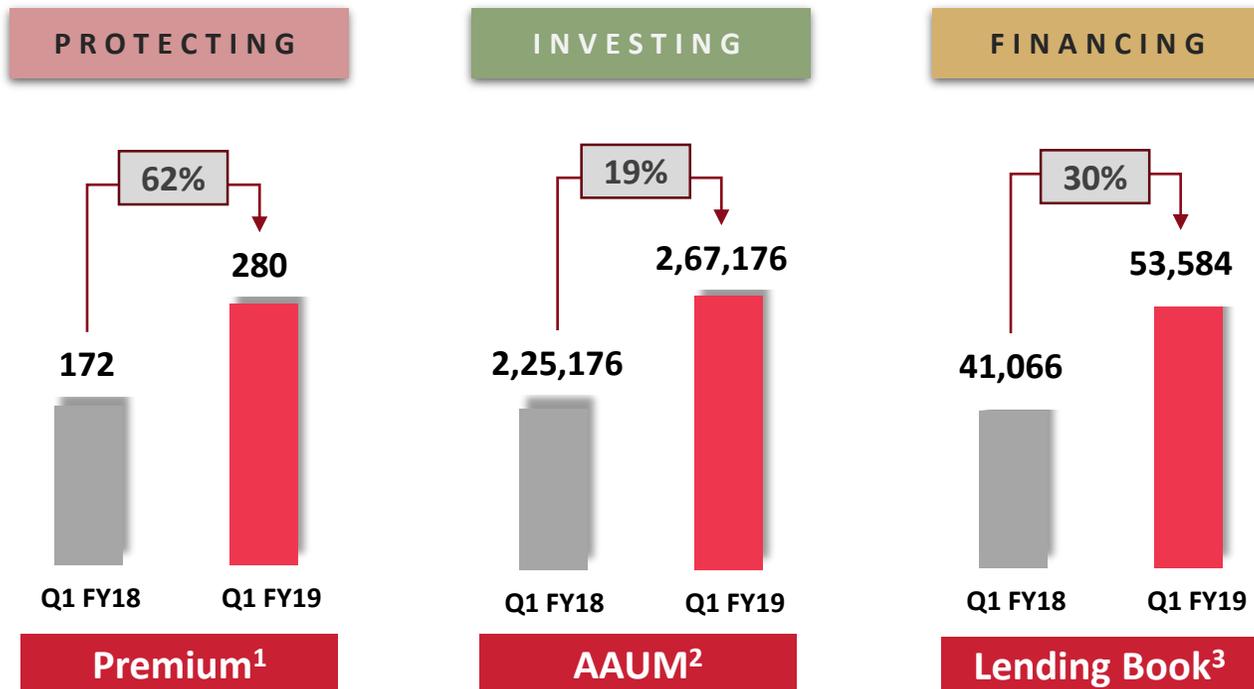


	<u>FY17</u>	<u>FY18</u>	<u>Growth</u>
<b>Profit After Tax</b> (After Minority Interest)			
<b>Consolidated<sup>4</sup></b>	573	824	<b>44%</b>

<sup>1</sup> Includes Life Insurance individual first year premium and Health Insurance retail business premium  
<sup>2</sup> Includes AAUM of Asset Management Business, and does not include Life Insurance, Health Insurance and Private Equity  
<sup>3</sup> Includes lending book of NBFC and Housing Finance Businesses  
<sup>4</sup> On like to like basis. ABNL transferred its 51% stake in Aditya Birla Sun Life Insurance (ABSLI) to ABCL w.e.f 23<sup>rd</sup> March 2017. Previous year financials have been re-stated to make performance comparable.

# Delivering strong financial performance: Q1 FY19

Figures in Rs Crore



<u>Profit After Tax</u> (After Minority Interest)	<u>Q1 FY18</u>	<u>Q1 FY19</u>	<u>Growth</u>
<b>Established Businesses<sup>5</sup></b>	212	288	<b>36%</b>
<b>Consolidated</b>	172	216	<b>26%</b>

<sup>1</sup> Includes Life Insurance individual first year premium and Health Insurance retail business premium

<sup>2</sup> Includes AAUM of Asset Management Business, and does not include Life Insurance, Health Insurance and Private Equity

<sup>3</sup> Includes lending book of NBFC and Housing Finance Businesses

<sup>4</sup> Asset Management and Wellness businesses consolidated based on equity accounting under Ind AS, however included in revenue to show holistic financial performance

<sup>5</sup> Includes EBT of NBFC, Asset Management and Life Insurance businesses

Aditya Birla Finance Limited



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# A well diversified portfolio

**Amongst Top 5 Private Diversified NBFCs in India**

**Lending Book grew at 39% CAGR**

Lending Book at Rs 43,242 cr

**Retail + SME + UHNI Mix at 47% (up 4%)**

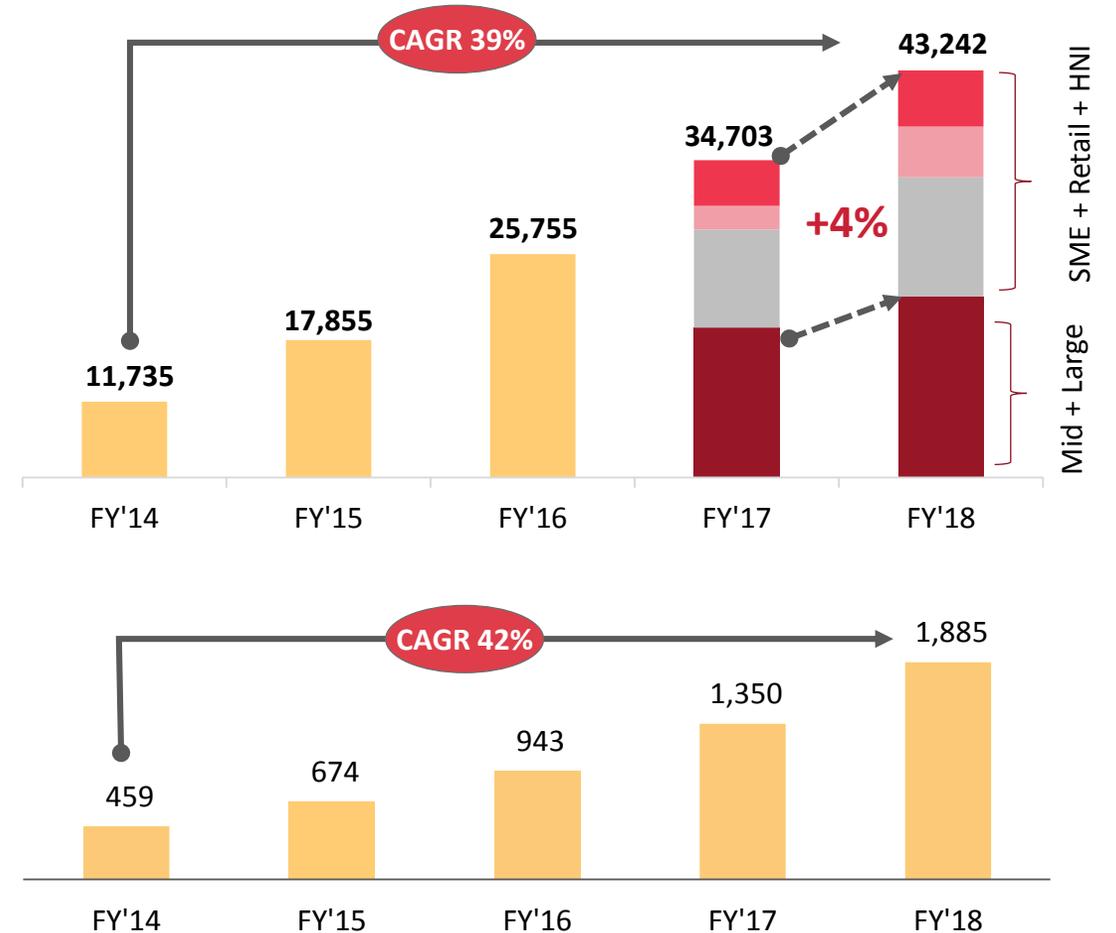
Unsecured Retail Lending business turned profitable in <2 years of operations

**Net Interest Income grew at 42% CAGR**

Net Interest Income at Rs 1,885 cr

Strong growth in lending book (Rs. Cr)

Net Interest Income (Rs. Cr.)

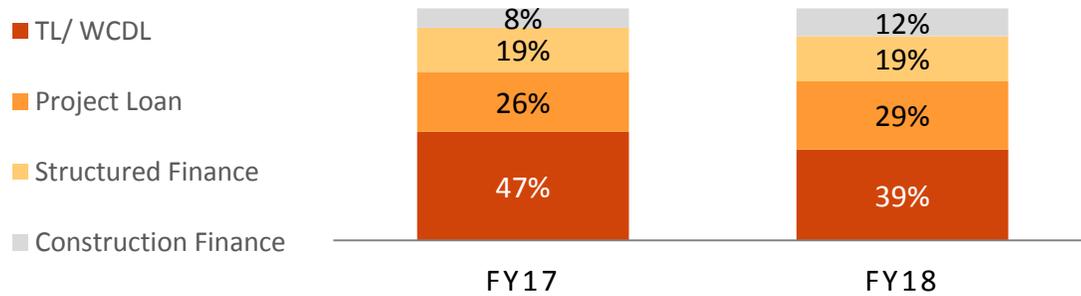


# Multi-product portfolio catering to a range of customer needs

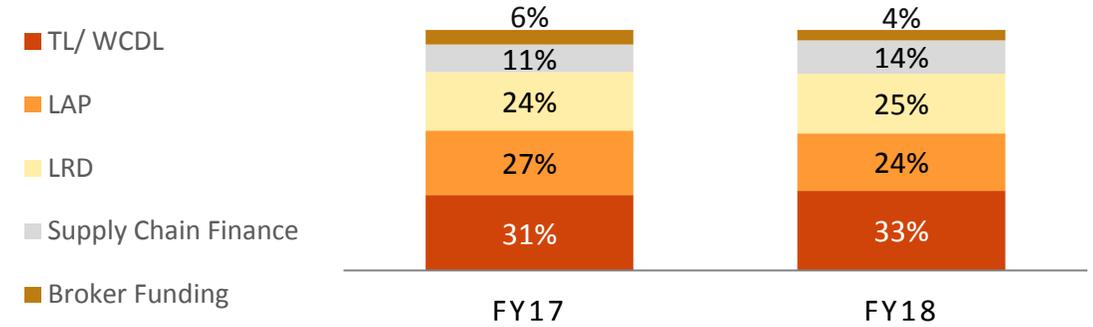


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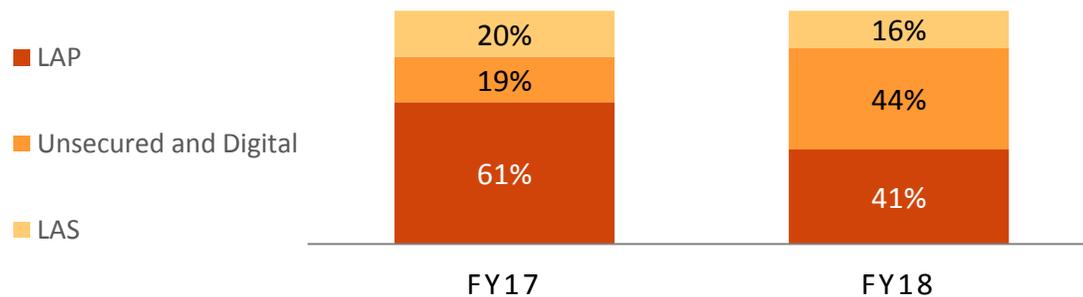
## Large & Mid Corporate (50% of Loan Book)



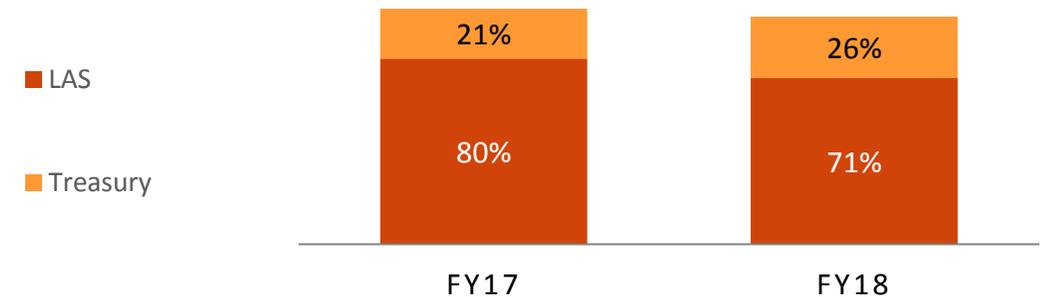
## SME (27% of Loan Book)



## Retail (11% of Loan Book)



## HNI + Others (12% of Loan Book)



# Diversified borrowing mix

## Competitive Cost of Borrowings

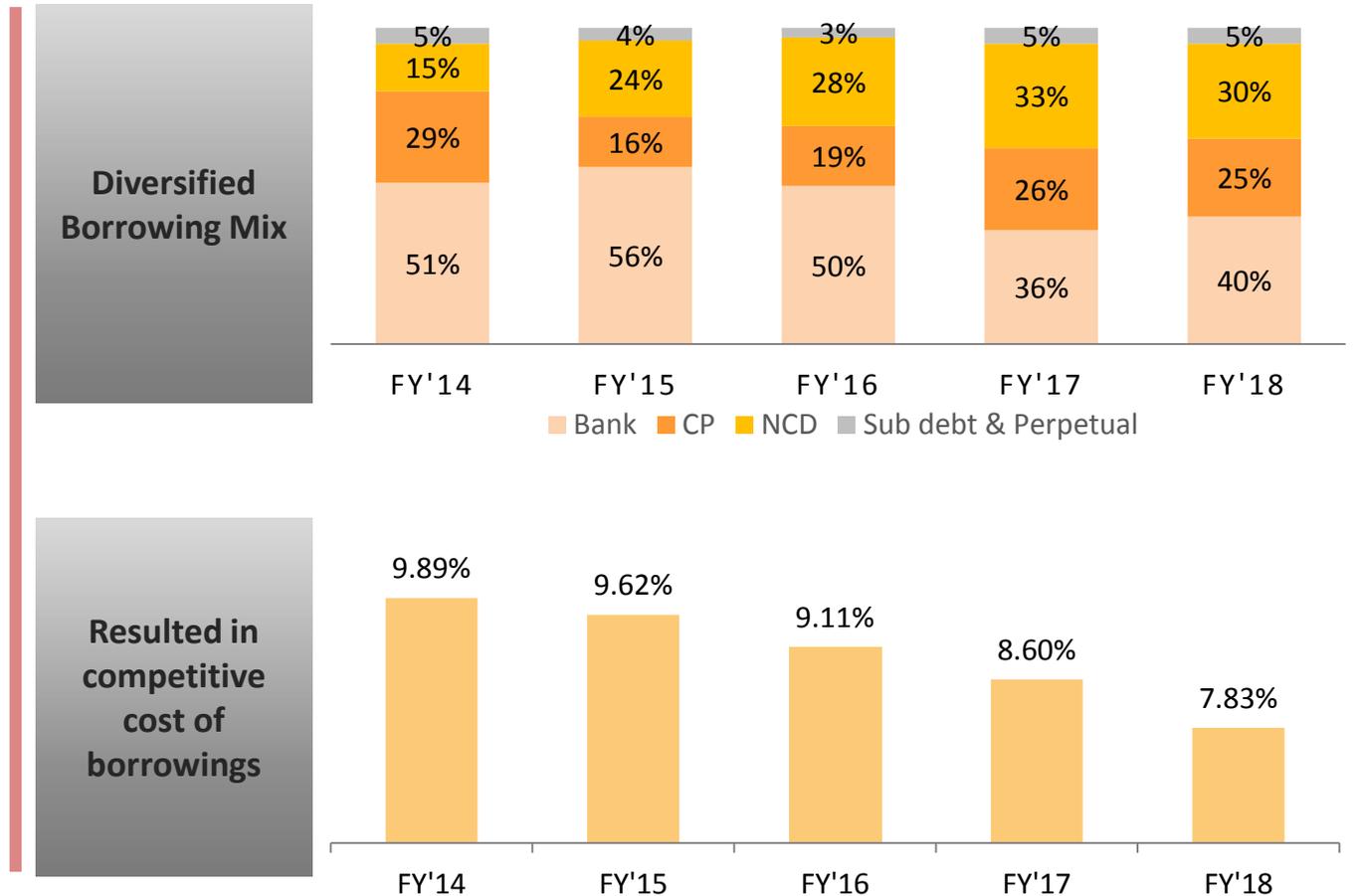
Achieved through active treasury management and dynamic changes in borrowing mix

## AAA rated by India Rating and Research

Strong parentage of Aditya Birla Group

## Maintained Adequate Liquidity Cover

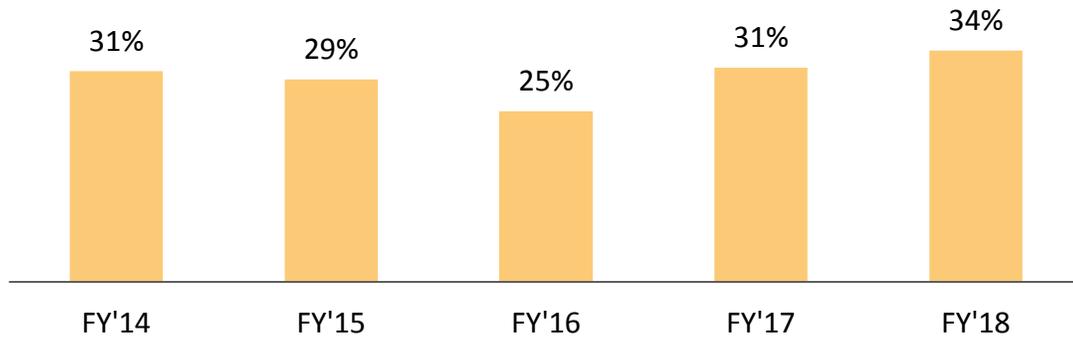
CRAR at 17.9% and leverage at 5.7x



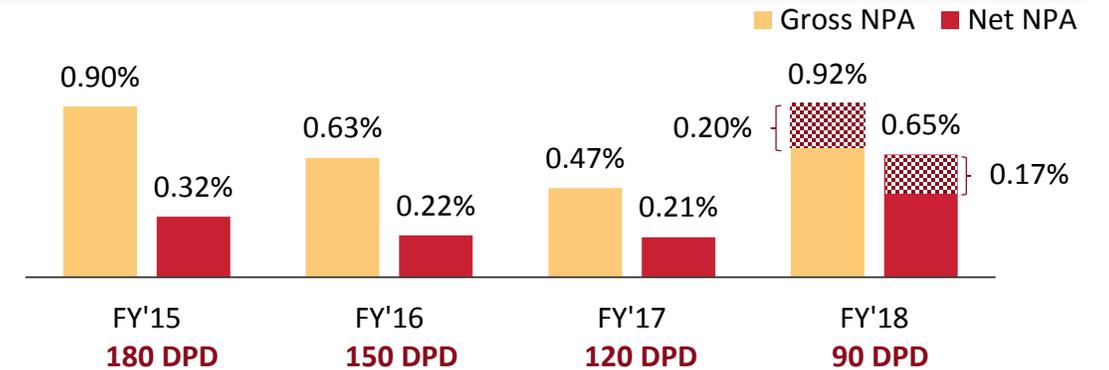
# Continuing to deliver strong performance

Figures in Rs Crore

## Cost to Income Ratio

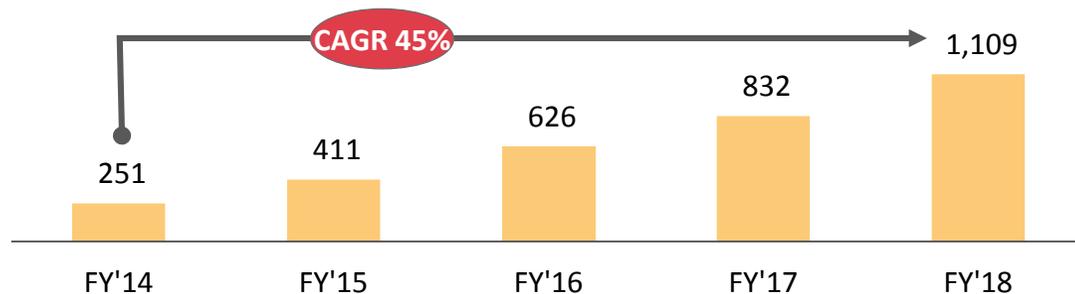


## Maintained Asset Quality while moving from 180 to 90 DPD

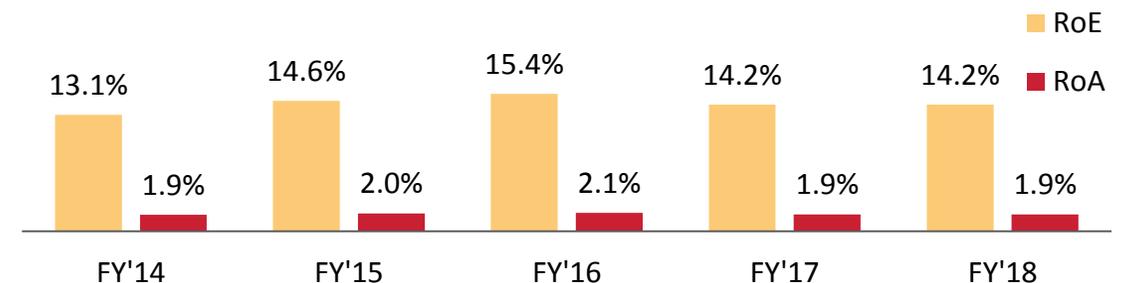


Note 1: GNPA of 0.20% on account of exposure getting categorized as NPAs due to withdrawal of the erstwhile framework of Revitalising Stressed Assets vide RBI Circular dated Feb 12, 2018. The resolution for this is underway.

## EBT has Reached a Record Rs 1,100+ crore



## Generating Healthy Returns



Note 2: ROE and ROA are based on compounded monthly average

Note 3: FY17, Excluding Tax benefit of wealth division merger

# Key Financials – Aditya Birla Finance Limited



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Figures in Rs Crore

Δ LY%	Quarter 1 (Ind AS)		Key Performance Parameters	Full Year (IGAAP)		Δ LY%
	FY 17-18 (PY)	FY 18-19 (CY)		FY 16-17 (PY)	FY 17-18 (CY)	
↑ 23%	36,250	44,408	Lending book	34,703	43,242	↑ 25%
	11.6%	11.7%	Average yield	11.9%	11.4%	
	6.7%	6.9%	Interest cost / Avg. Loan book	7.4%	6.7%	
	4.8%	4.9%	Net Interest Income (Incl. Fee Income)	4.6%	4.7%	
	123	171	Opex	419	631	
	28%	32%	Cost Income Ratio (%)	31%	34%	
	66	34	Credit Provisioning <sup>1</sup>	101	148	
↑ 33%	253	335	Earnings before tax	832	1,109	↑ 33%
	166	224	Profit after tax	585	731	

<sup>1</sup> Credit provisioning for quarter 1 of FY18 and FY19 based on ECL model on account of transition to Ind AS

Aditya Birla Housing Finance Limited



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# Strong growth in lending book

Figures in Rs Crore

## Fast Growing Housing Finance Company

Disbursement grew 2.6x over 2 years

## Lending Book grew ~4x over 2 years

Lending book at Rs. 8,137 cr

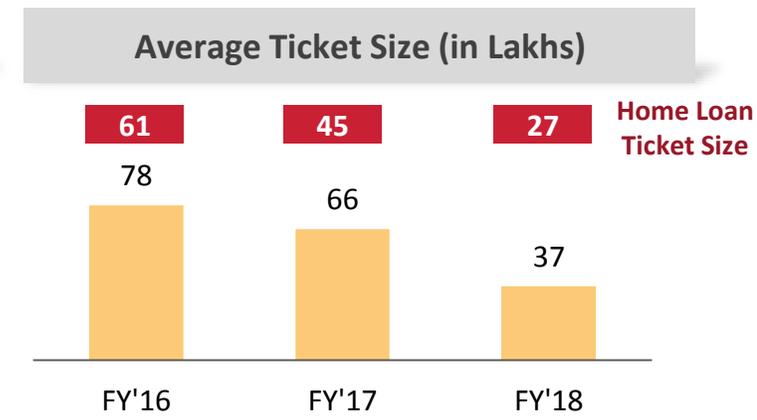
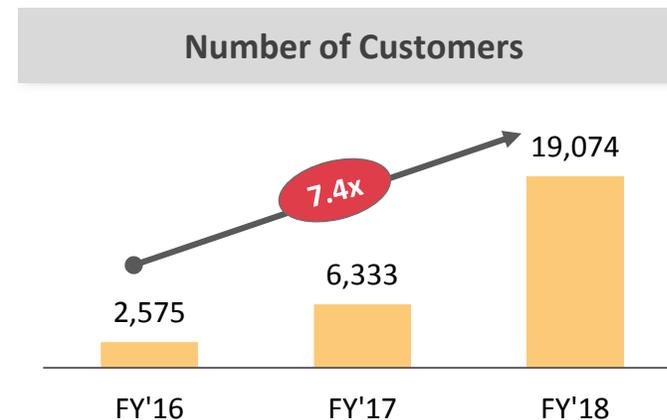
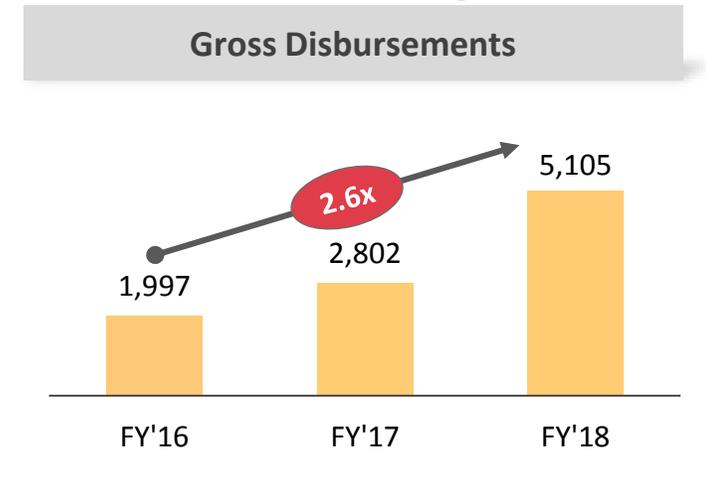
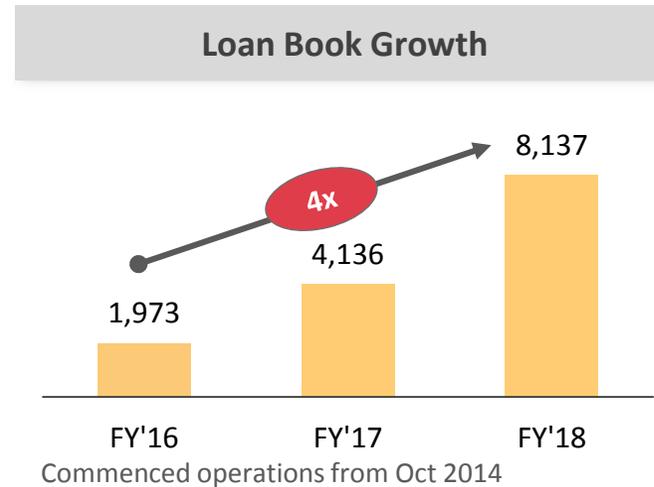
## Affordable Loan Book at ~Rs 650 Crore

Affordable housing business launched in June 2017

## Focus on Building Retail Granularity

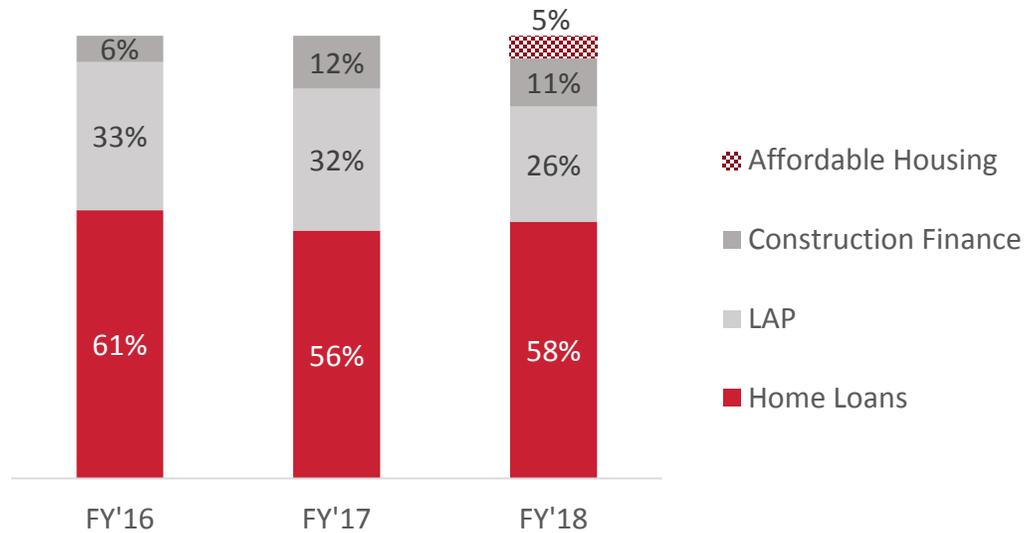
Average HL ticket size reduced to Rs 27 Lakhs

Investing to grow affordable housing reach



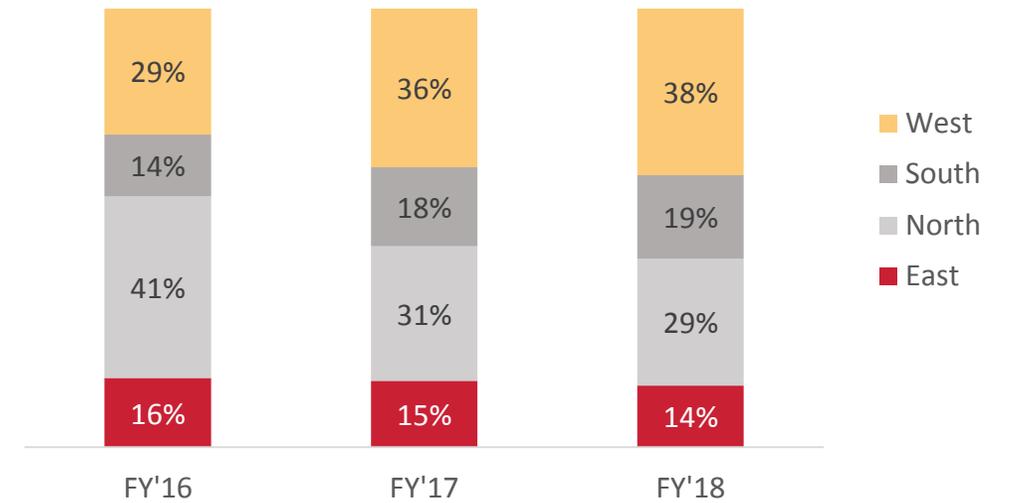
# Diversification across products & geographies

Portfolio Mix (%)



*Scaling up of affordable housing to tap growth in Tier 2-4 cities*

Geographic Mix (%)

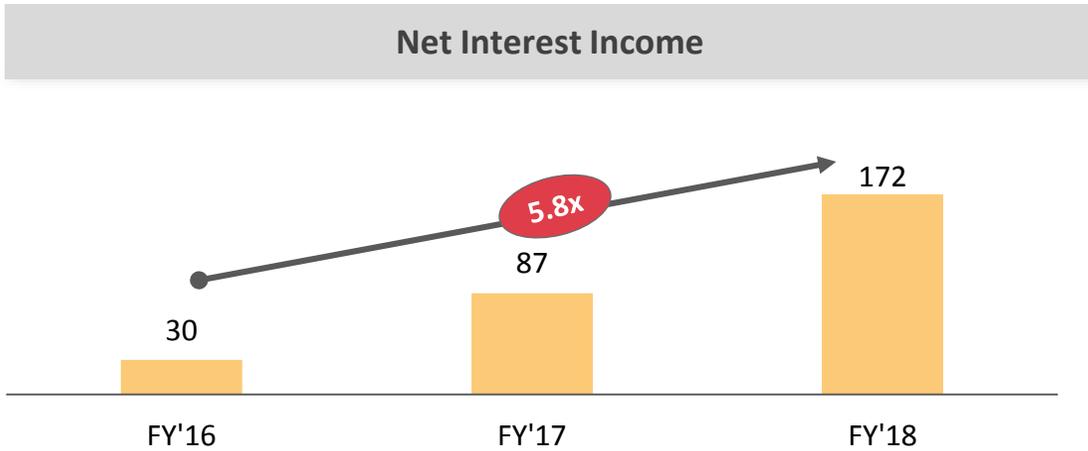


*51 branches current operational with 2700+ channel partners yielding balanced geographic mix*

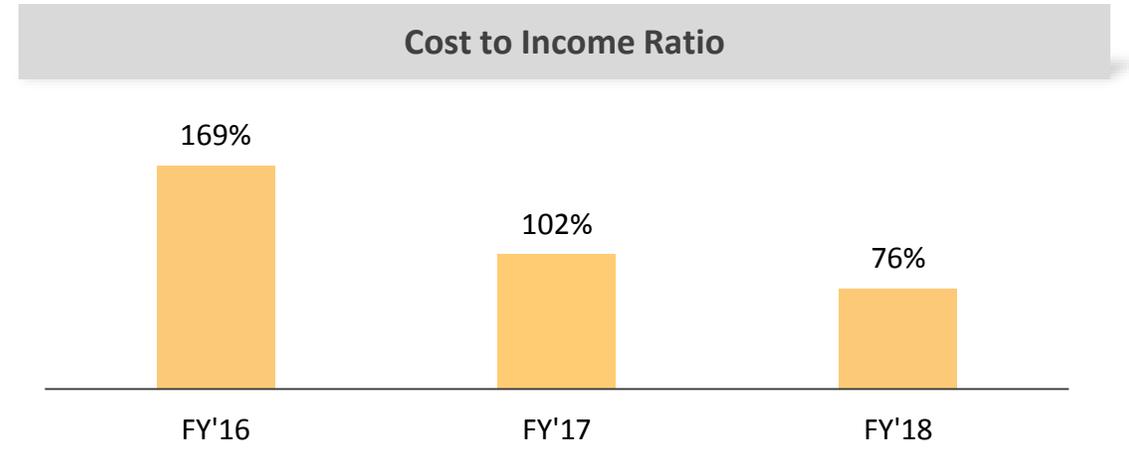
# Turned profitable in just 7 quarters of operation

Figures in Rs Crore

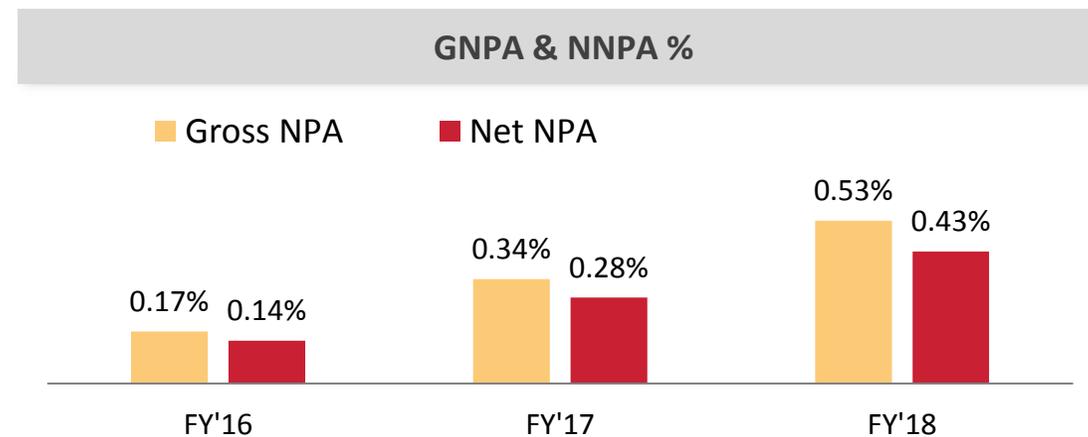
## Net Interest Income



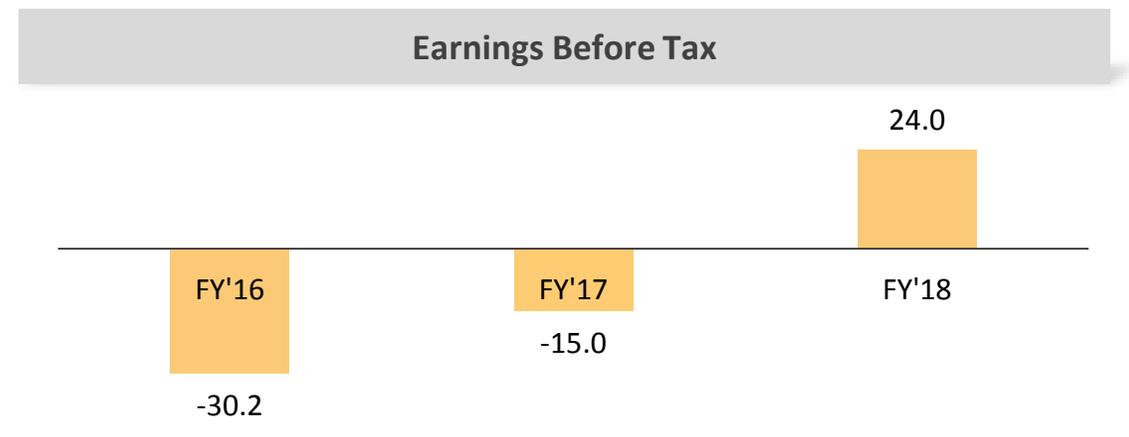
## Cost to Income Ratio



## GNPA & NNPA %



## Earnings Before Tax



# Key Financials – Aditya Birla Housing Finance Limited



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Figures in Rs Crore

Δ LY%	Quarter 1 (Ind AS)		Key Performance Parameters	Full Year (IGAAP)		Δ LY%
	FY 17-18 (PY)	FY 18-19 (CY)		FY 16-17 (PY)	FY 17-18 (CY)	
↑ ~2x	4,816	9,176	Lending book	4,136	8,137	↑ ~2x
	10.6%	10.0%	Average yield	10.7%	9.9%	
	7.0%	7.2%	Interest cost / Avg. Loan book	7.6%	6.9%	
	3.6%	2.9%	Net Interest Income (Incl. fee income)	3.7%	3.6%	
↑ ~2x	116	225	Revenue	315	615	↑ ~2x
	68%	71%	Cost Income Ratio (%)	102%	76%	
	4	5	Credit Provisioning	14	23	
↑ 1.7x	8	13	Earnings before tax	(15)	24	↑ Profitable
	435	924	Net worth	367	750	

Aditya Birla Sun Life AMC Limited



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# Leading mutual fund player in India



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Figures in Rs Crore

## Market Leadership with No.3 Rank

AAUM market share of 10.75% in FY18

## Equity AAUM grew at 65% CAGR

Equity composition at 35% in FY18

## Domestic AAUM grew at 20% CAGR

## Awards and Accolades

Asia Asset Management Awards, 2018

- CEO of the Year
- CIO of the Year – Equity
- CIO of the Year – Fixed Income
- Best Fund House

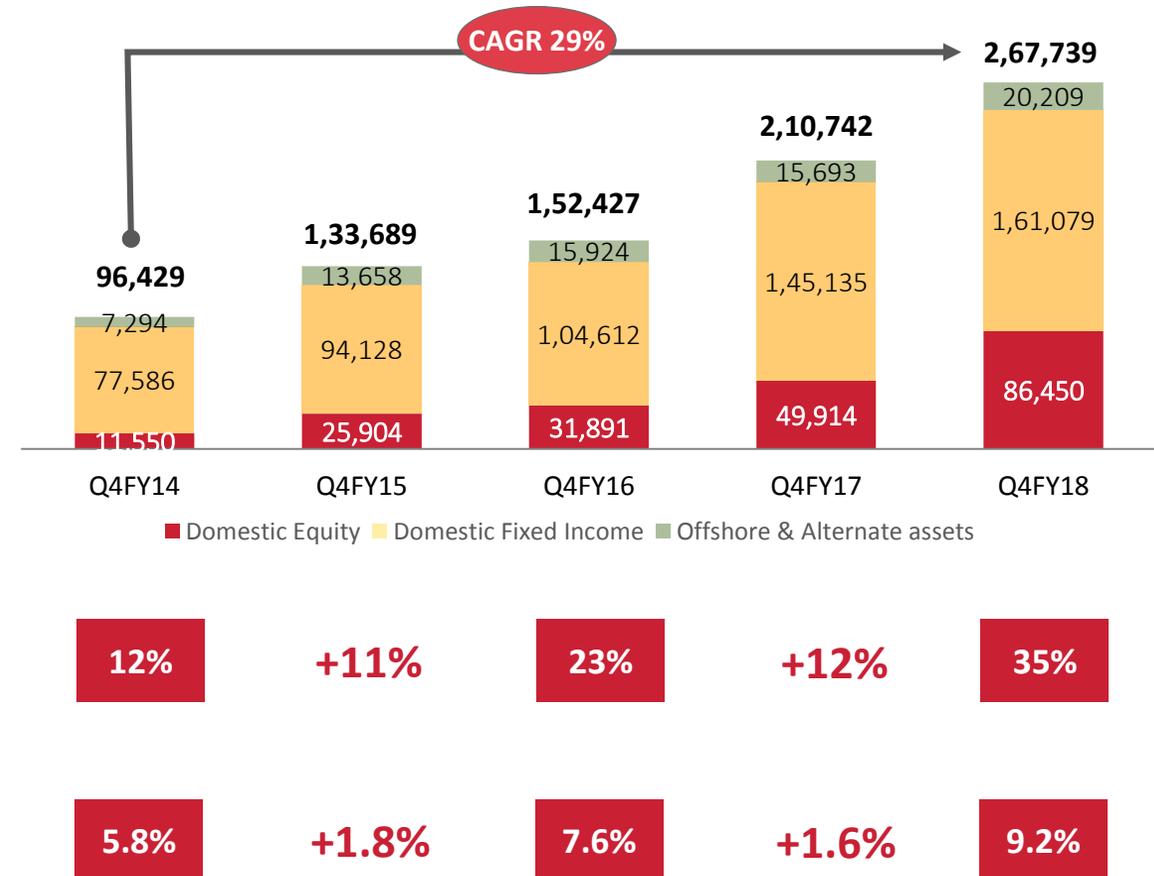
Outlook Money Award – Fund House of the Year

Morningstar Awards 2018 - Best Fund House - Overall

Growth in AAUM

Equity % of Domestic AAUM

Equity Market Share



# Continued focus on retail expansion

**Retail + HNI AUM<sup>1</sup> at Rs 1,15,000+ Crore**  
Retail AUM grew 37% Y-o-Y in FY18

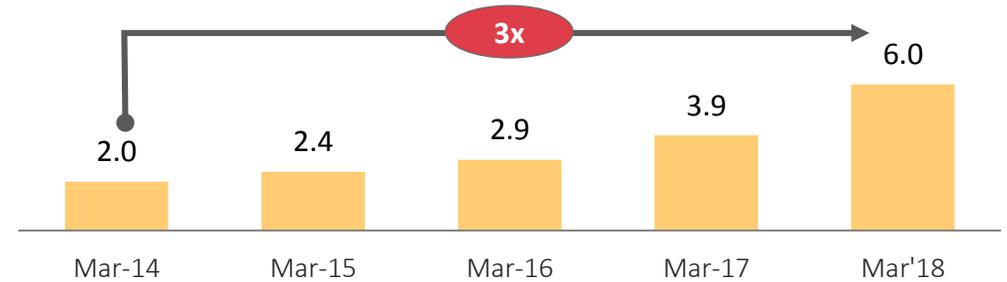
**Investor folios up 3x in 5 years**

**Monthly SIP book<sup>2</sup> over Rs. 950 crore**  
Grew 10x over 5 years | SIP Market Share 12.2%<sup>3</sup>

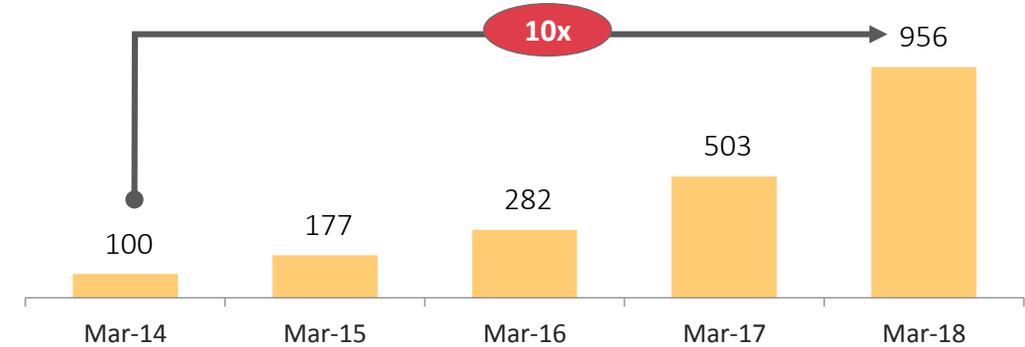
**B-15 AUM crosses Rs 40k crore mark**  
B-15 AUM grew y-o-y by 49% vis-à-vis 38% industry growth. Market share reaches 9.4%

**Pan-India presence across 247 locations**  
And target to reach 290 locations by FY19

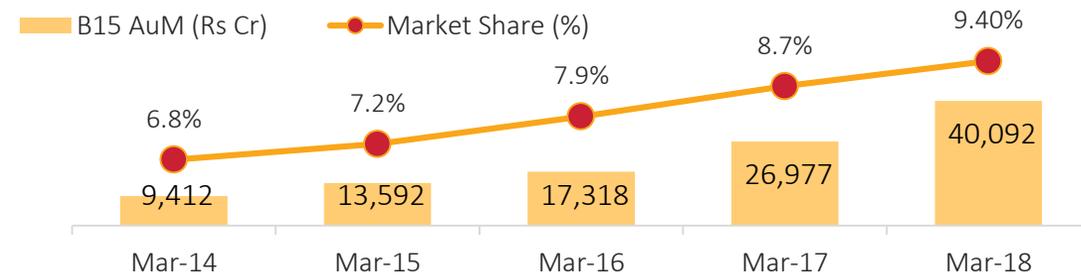
Significant Growth in Investor Folio (Mn)



Doubling of SIP book (Rs Cr)<sup>1</sup>



B15 Market Share (%)

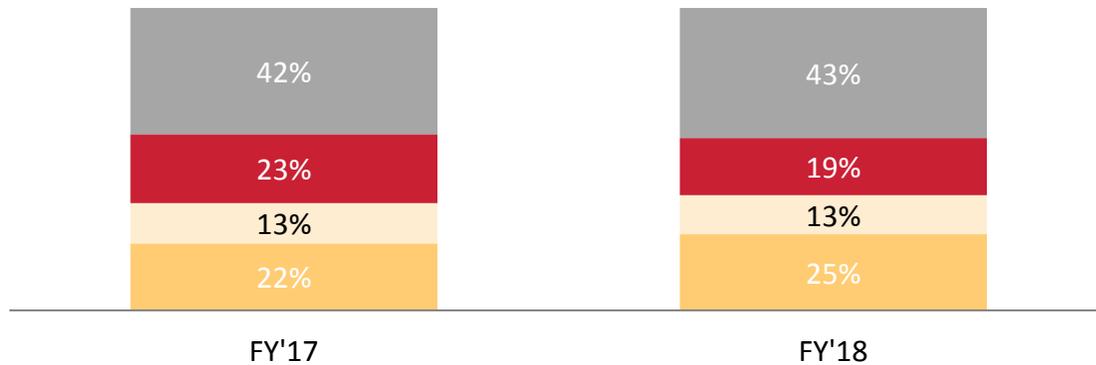


<sup>1</sup> Source: AMFI <sup>2</sup> Including STP <sup>3</sup> Excluding STP

# Balanced Distribution Network

Overall AUM Sourcing Mix (%)

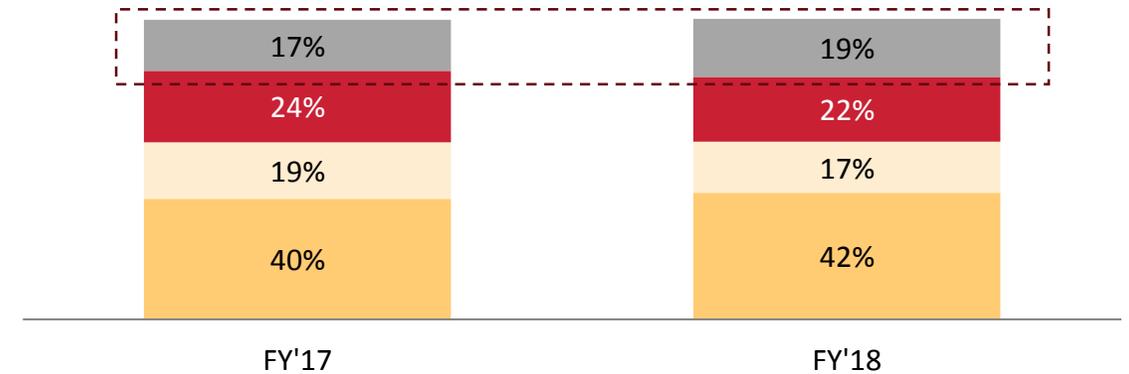
■ IFA ■ Bank ■ National Distributor ■ Direct



**Balanced Sourcing Mix**  
Growing IFA network

Equity AUM Sourcing Mix (%)

■ IFA ■ Bank ■ National Distributor ■ Direct



**IFA has Greater Share in Equity Sourcing**  
Strong pull led by brand and fund performance

# Key Financials – Aditya Birla Sun Life AMC Limited



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Figures in Rs Crore

Δ LY%	Quarter 1 (Ind AS)		Key Performance Parameters	Full Year (IGAAP)		Δ LY%
	FY 17-18 (PY)	FY 18-19 (CY)		FY 16-17 (PY)	FY 17-18 (CY)	
↑ 27%	2,05,715	2,49,270	Domestic Avg. AUM*	1,95,049	2,47,529	↑ 27%
	59,891	89,031	Domestic Equity Avg. AUM*	49,914	86,450	↑ 73%
	270	352	Revenue from Operations	968	1,249	↑ 29%
	24	10	Other Income	46	41	
	294	362	Total Income	1,014	1,290	
	175	216	Costs	677	797	
	119	146	Earnings before tax	337	493	↑ 46%
↑ 47%	104	153	Earnings before tax (Excl. MTM)			

\* Quarterly Average Assets Under Management (AAUM)

Aditya Birla Sun Life Insurance Limited



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# Strong value creating growth

Figures in Rs Crore

## Ind. FYP grew by 40% y-o-y in Q1 FY19

Significantly higher than peer-group y-o-y growth<sup>1</sup>

Industry: **6%** | Private: **5%** | Top 4 Private: **2%**

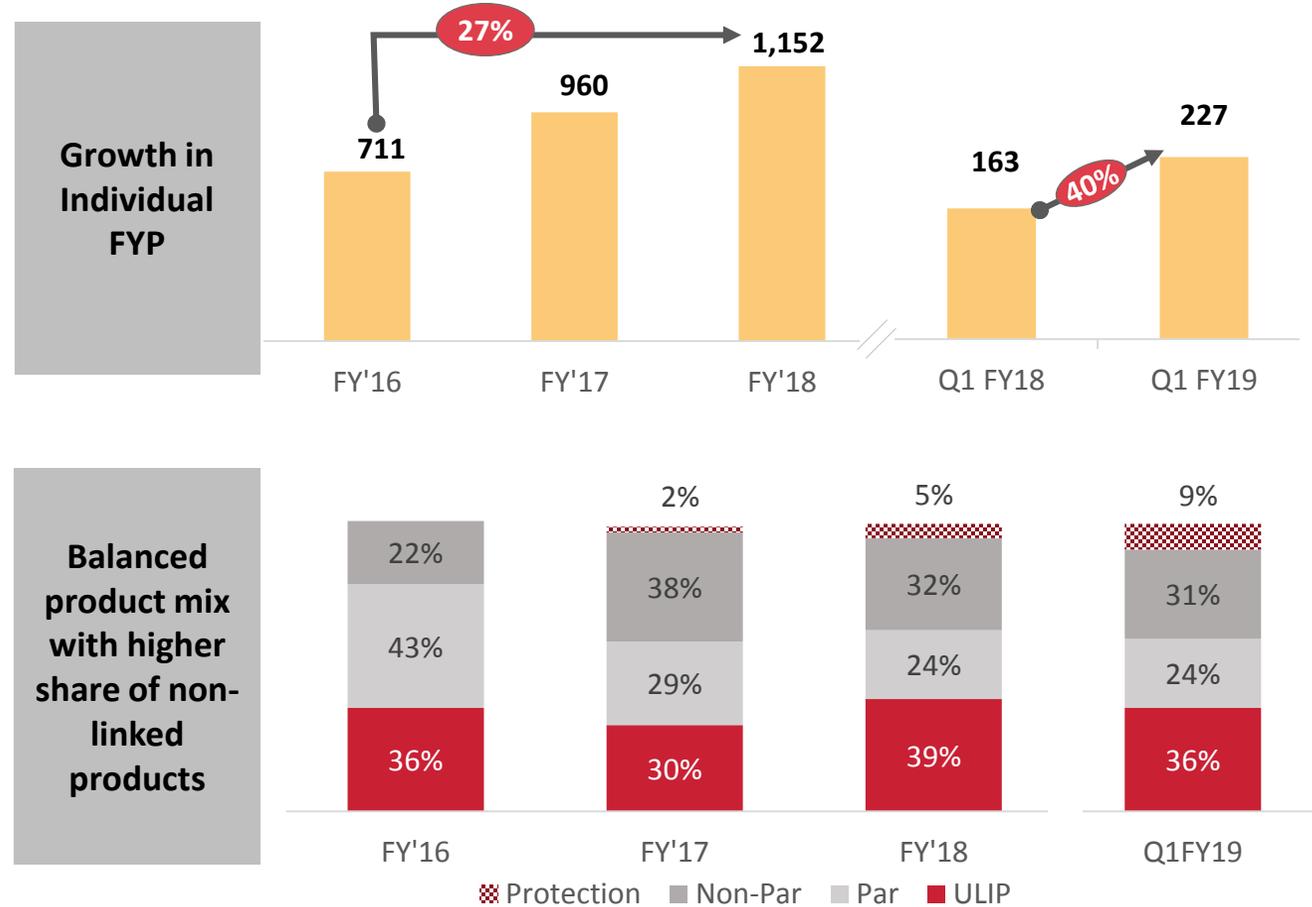
## Improved individual rank by 2 spots to No.7<sup>1</sup>

## Enhancing Product Mix

Share of protection increased to 9% in Q1 FY19

## Growing HDFC Distribution Partnership

Aiding strong growth in market share



<sup>1</sup> Rank and Market Share amongst players (Excl. LIC) based on Individual FYP: Source IRDAI

# Balanced channel strategy by investing in new growth engines

## Balanced Distribution Mix

Increasing share of partnership channels from 18% to 32%

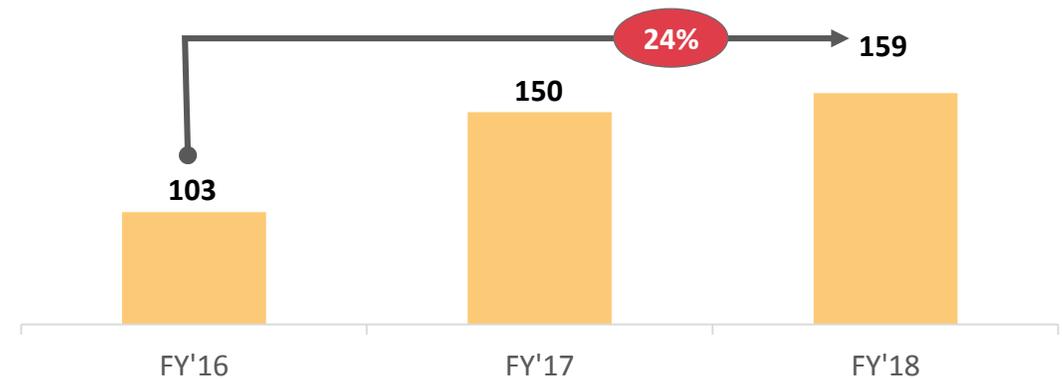
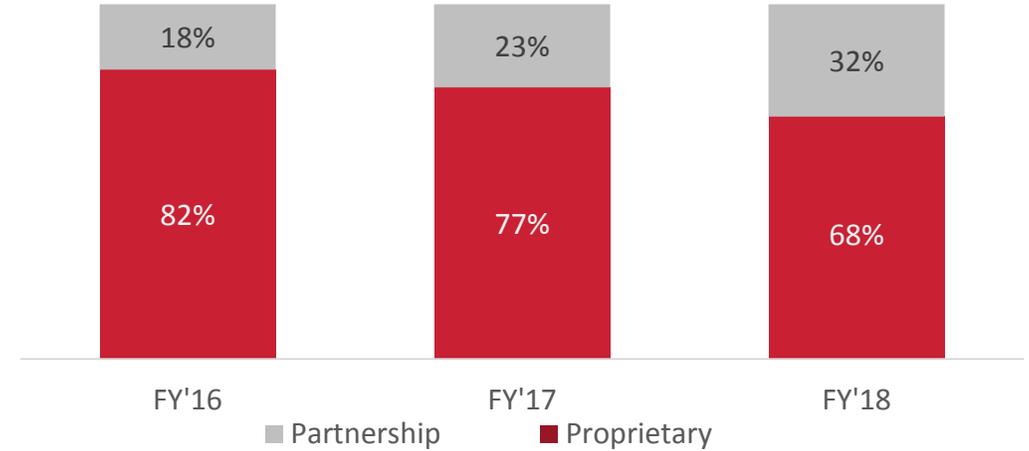
## Drive Operating Leverage in Proprietary Channels

FLS productivity (Agency) grew at 24% CAGR

## Robust Operating Platform with Focus on Building Digital Assets

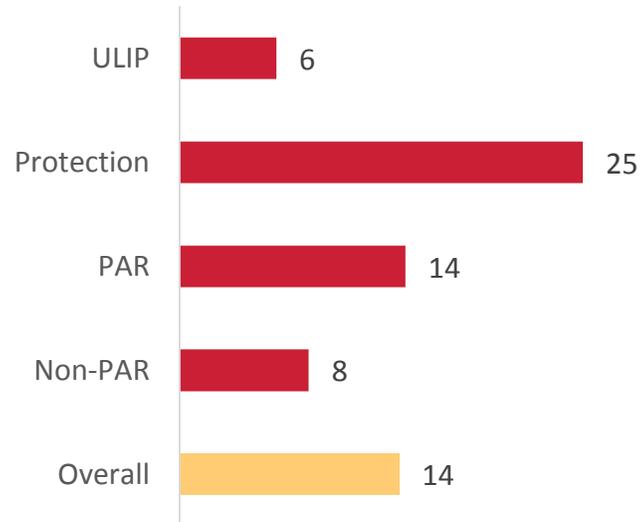
Balanced Sourcing Strategy led by growth in Partnerships

FLS Productivity (Agency)  
Rs. '000 Per Month



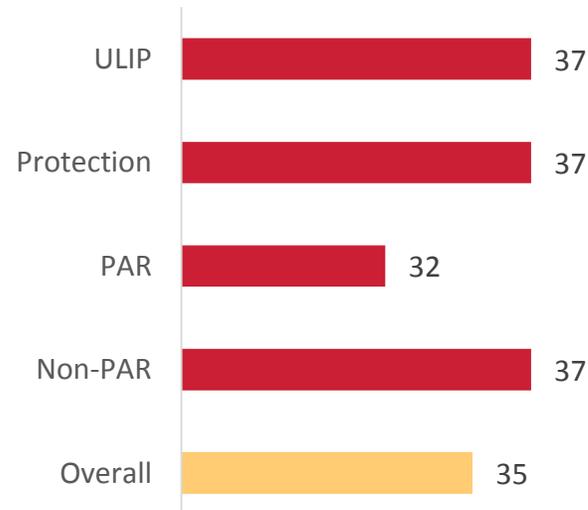
# Focus on quality of business

## Average Policy Term<sup>1</sup> (Years)



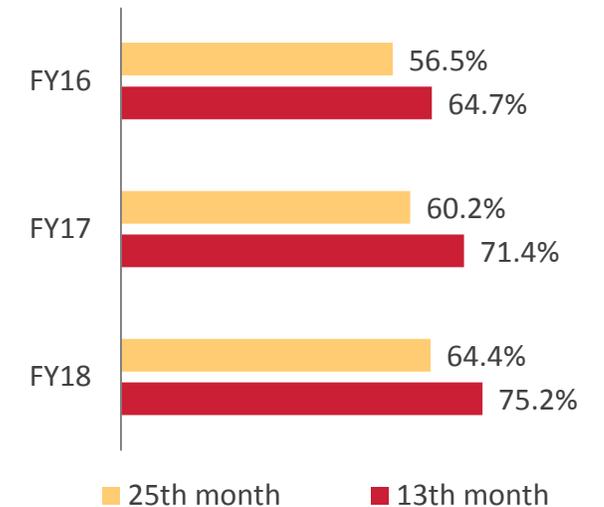
**Average Premium Paying Term at  
14 Years**

## Average Customer Age<sup>1</sup> (Years)



**Average Customer Age has  
Reduced to 35 Years**

## Persistency Ratios<sup>1</sup>



**Consistent Increase in 13<sup>th</sup>  
Month and 25<sup>th</sup> Month  
Persistency Ratios**

<sup>1</sup> Parameters are pertaining to Individual Business

# Focus on value creation

Figures in Rs Crore

## Gross VNB Margin<sup>1</sup> at 37.2% in Q1 FY19

Gross VNB grew by 85% Y-o-Y over Q1 FY18

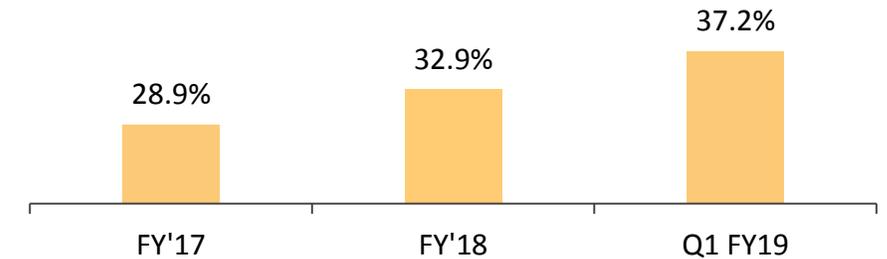
## Positive Net VNB Margin at 4.3%

### Key Drivers:

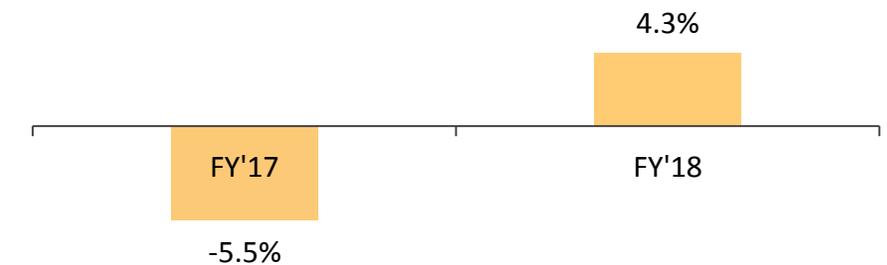
- Good volume growth
- Expense management
- Increasing Protection in Product mix and
- Improvement in persistency

## Strong Growth in Embedded value at 12% Y-o-Y

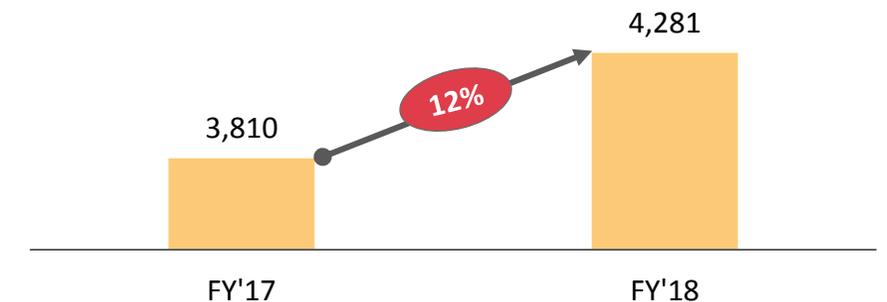
Gross VNB  
Margin



Net VNB  
Turned  
Positive



Embedded  
Value  
Growth  
(Rs. Cr)



<sup>1</sup> Based on Individual Business basis Management Review

# Key Financials – Aditya Birla Sun Life Insurance Limited



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Figures in Rs Crore

Δ LY%	Quarter 1 (Ind AS)		Key Performance Parameters	Full Year (IGAAP)		Δ LY%	
	FY 17-18 (PY)	FY 18-19 (CY)		FY 16-17 (PY)	FY 17-18 (CY)		
↑ 41%	168	237	Individual First year Premium	960	1,152	↑ 20%	
	117	284	Group First year Premium	1,574	1,511		
	590	607	Renewal Premium	3,190	3,240		
	875	1,129	<b>Total Gross Premium</b>	<b>5,724</b>	<b>5,903</b>		
	990	1,287	Revenue	6,041	6,375		
	21.0%	19.8%	<i>Opex to Premium<sup>1</sup> (Excl. Commission)</i>	16.3%	15.6%		
	25.3%	24.4%	<i>Opex to Premium<sup>1</sup> (Incl. Commission)</i>	20.7%	20.1%		
↑ 3x	11	29	Earnings before tax	124	166	↑ 34%	
			<b>Indian Embedded Value</b>	<b>3,810</b>	<b>4,281</b>		↑ 12%
			<b>Net VNB Margin</b>	<b>(5.5%)</b>	<b>4.3%</b>		↑ Profitable

<sup>1</sup> Based on IRDAI reporting

**Aditya Birla Health Insurance Limited**



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# Strong 1<sup>st</sup> full year of performance

Figures in Rs Crore

## GWP at nearly ~ Rs 250 crore

4.5x growth in GWP over FY17

## More than 1 million lives covered

## Significantly Scaled Distribution Channels

And a network of 4200+ Hospitals across 540 cities

## Manage Risk and Improve Value

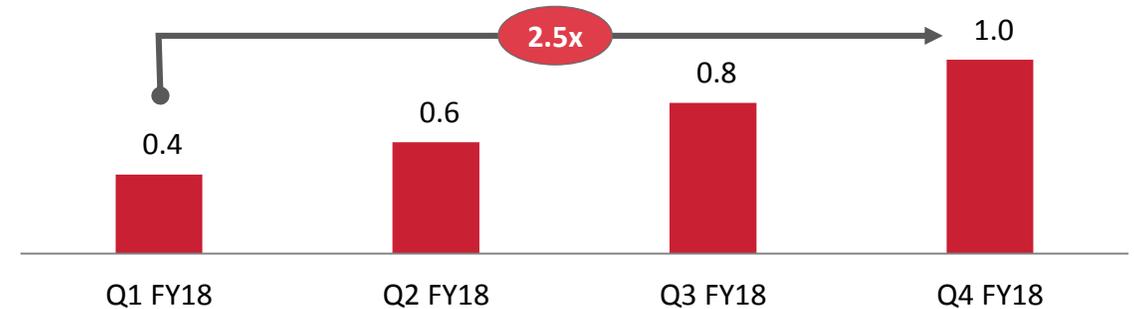
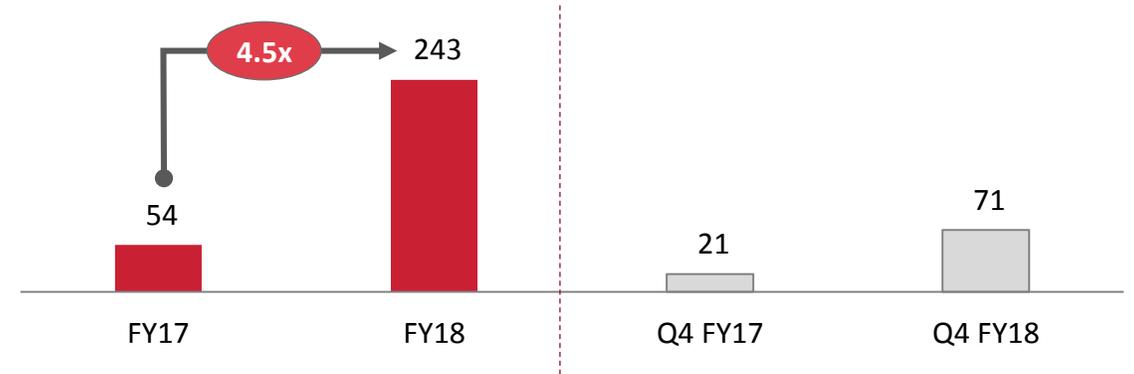
By diversifying across channels, geographies and product segments

## Improved Focus on Digitisation

Over 70% policies issued digitally (up from 51% in Q1 FY18)

Strong  
GWP  
Growth  
driven by  
Retail

No. of  
Lives  
Covered  
(Mn)



# Building multi-channel leadership capacity for future growth

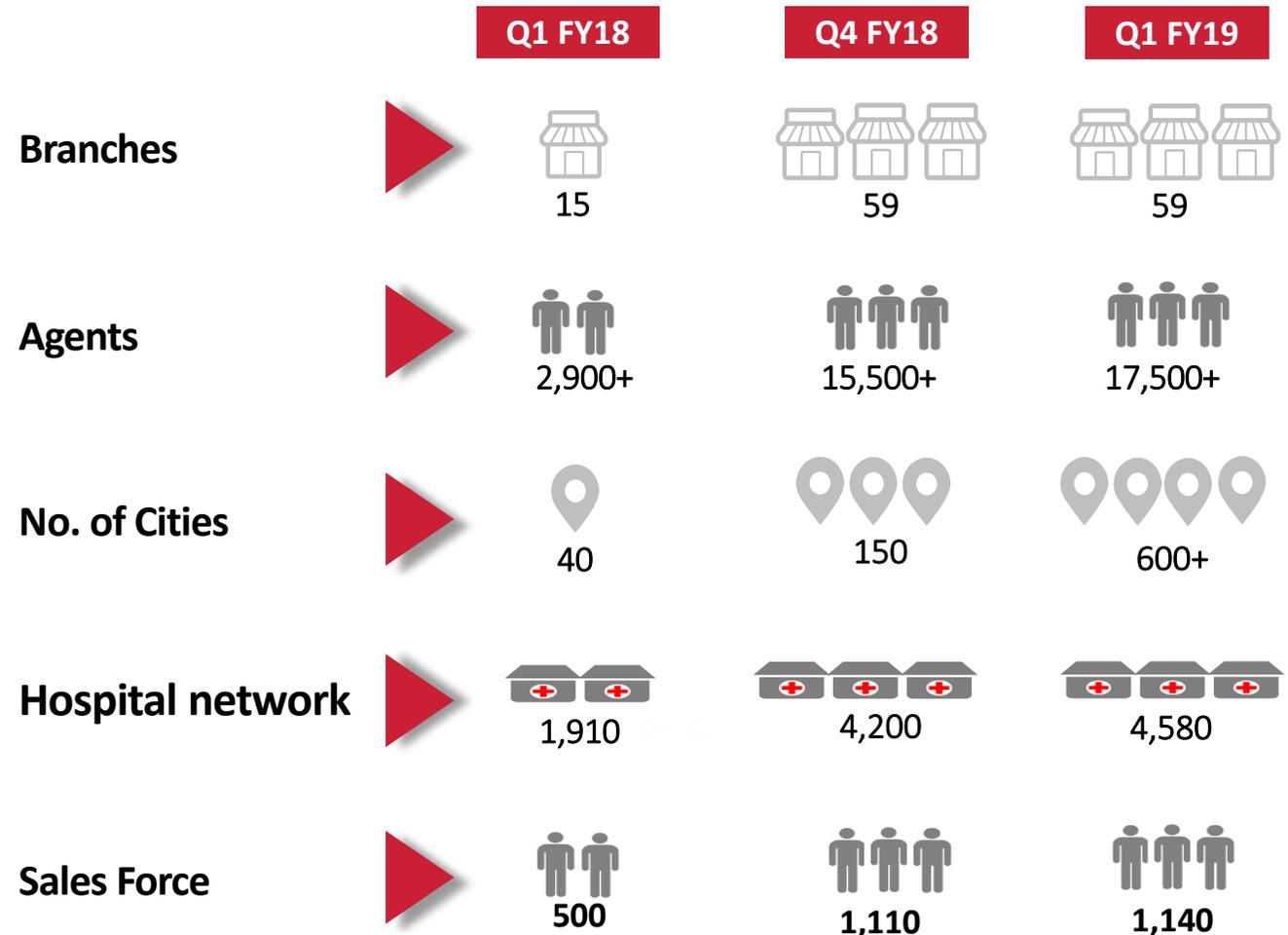
## Significant Momentum in Distribution across all Channels

### 7 Banca tie-ups:

- HDFC, DCB, RBL, Deutsche Bank , ABPB & AU Bank.
- KVB signed up in Q1 FY19

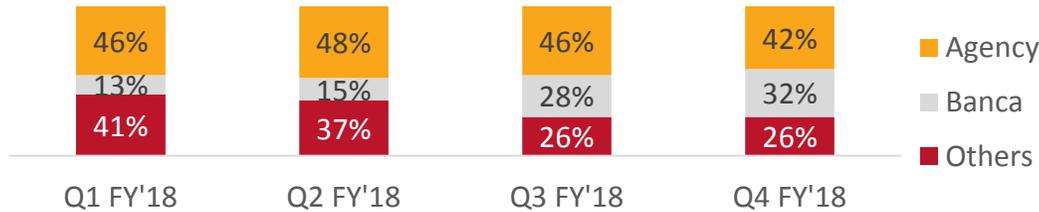
## Increased Access to New Verticals With Banca Partners

Scaling up HDFC Bank partnership



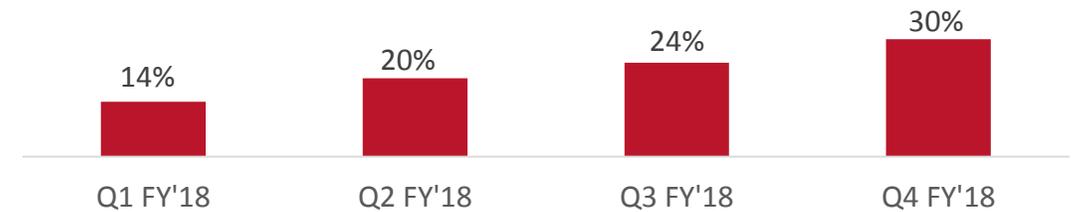
# Driving value through diversification

## Channel mix - Increasing contribution from Banca



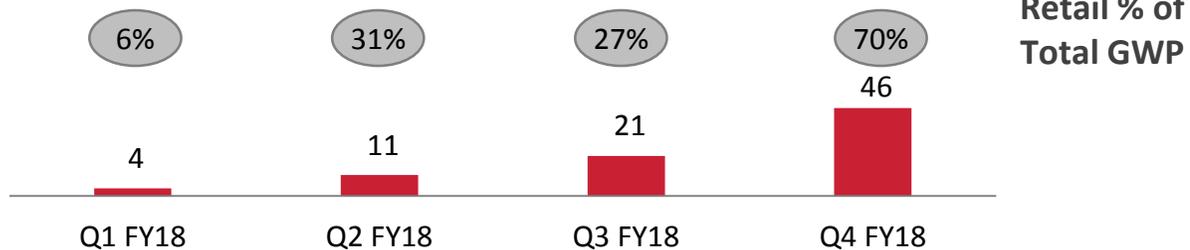
Key Banca tie-ups with HDFC, DCB, RBL, Deutsche & AU Small Finance

## Geographical diversification (% contribution of Non-Metro)



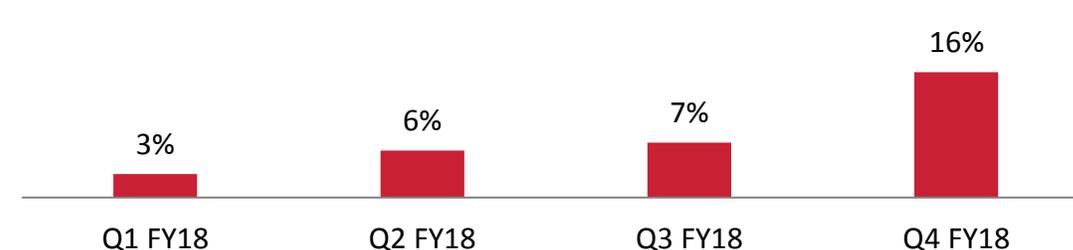
Presence across 36 cities through 59 branches

## Increasing contribution of Retail GWP



Improving margins by Increasing retail mix, optimizing product mix and focus on quality of book

## Increasing mix of Fixed benefit product (Fixed benefit % total GWP)



Complete product suite : Expanded Indemnity & Launched full bouquet of fixed benefit products

**Other Financial Services businesses**

# Other financial services businesses

Figures in Rs Crore

Δ LY%	Quarter 1 (Ind AS)		Key Performance Parameters	Full Year (IGAAP)		Δ LY%
	FY 17-18 (PY)	FY 18-19 (CY)		FY 16-17 (PY)	FY 17-18 (CY)	
↑ 1.8x	88	162	Aggregate Revenue	280	448	↑ 1.6x
	9	4	Aggregate Earnings before tax	(9)	5	

↑ Profitable

## General Insurance Advisory

- Premium placement rose y-o-y by 25% to Rs. 3,236 Cr
  - General insurance industry's premium grew by 18%
- Market share in premium placement grew to 2.15% (PY: 2.01%)
- Revenue stood at Rs. 261 Cr. and EBT at Rs. 40 Cr

## Others

- In broking business, achieved highest ever profit of Rs. 13 Cr (increased 58% y-o-y)
  - Focus on online volume & revenue, which contributed 54% of volume (PY: 36%)
- In Private Equity, managing two funds with AUM Rs. 1179 Cr. (gross) and Rs. 483 Cr. (net after distribution)
- In online Personal Finance Management, revenue grew by 37% to Rs. 16 Cr.

## **Annexure**

## **Consolidated Financials**

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# Consolidated Profit & Loss



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Figures in Rs Crore

Key Performance Parameters	Full Year (IGAAP)			
	FY 16-17 (PY) Reported	FY 17-18 (CY)	Like to Like FY 16-17 <sup>1</sup> (PY)	
<b>Revenue</b>	<b>5,823</b>	<b>13,428</b>	<b>11,071</b>	21%
EBITDA	3,408	4,689	3,527	
Less: Interest Exp. for lending businesses	2,288	2,986	2,288	
Less: Other Interest Exp.	11	41	11	
EBDT	1,109	1,662	1,228	
Less: Depreciation	43	109	78	
<b>Earnings Before Tax</b>	<b>1,066</b>	<b>1,554</b>	<b>1,150</b>	35%
Less: Provision for Taxation	375	550	375	
<b>Net Profit</b>	<b>691</b>	<b>1,004</b>	<b>775</b>	29%
Less: Minority Interest	161	179	202	
<b>Net Profit (after minority interest)</b>	<b>530</b>	<b>824</b>	<b>573</b>	44%

<sup>1</sup>ABNL transferred its 51% stake in Aditya Birla Sun Life Insurance (ABSLI) to ABCL w.e.f 23<sup>rd</sup> March 2017. Previous year financials have been re-stated including earnings of ABSLI to make performance comparable.

# Segment Revenue



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Figures in Rs Crore

	Full Year (IGAAP)	
	FY 16-17 (PY)	FY 17-18 (CY)
Life Insurance	788	6,375
NBFC	3,425	4,480
Housing	315	615
Asset Management	968	1,249
General Insurance Broking	121	261
Broking	131	162
Health Insurance	65	245
Other Financial Services	30	86
Inter Segment Elimination	(19)	(46)
<b>Consolidated Revenue (Reported)</b>	<b>5823</b>	<b>13,428</b>
<b>Add: Life Insurance</b>	<b>5,248</b>	
<b>Revenue (Like to like)</b>	<b>11,071</b>	<b>13,428</b>

# Segment EBT



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Figures in Rs Crore

	Full Year (IGAAP)	
	FY 16-17 (PY)	FY 17-18 (CY)
Life Insurance	40	166
NBFC	837	1,114
Housing	(16)	24
Asset Management	337	493
General Insurance Broking	39	40
Broking	8	13
Health Insurance	(89)	(195)
Other Financial Services	(90)	(101)
<b>Consolidated EBT (Reported)</b>	<b>1,066</b>	<b>1,554</b>
<b>Add: Life Insurance</b>	<b>84</b>	
<b>EBT (Like to like)</b>	<b>1,150</b>	<b>1,554</b>



**ADITYA BIRLA  
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PROTECTING INVESTING FINANCING ADVISING

## **Aditya Birla Capital Limited**

**CIN:** L67120GJ2007PLC058890

**Regd. Office:** Indian Rayon Compound, Veraval – 362 266, Gujarat

**Corporate Office:** One Indiabulls Centre, Tower 1, Jupiter Mills Compound, 841, Senapati Bapat Marg, Elphinstone Road, Mumbai – 400 013

**Website:** [www.adityabirlacapital.com](http://www.adityabirlacapital.com)

- CY – Current Year
- FY – Financial Year (April-March)
- PY – Corresponding period in Previous Year
- PQ – Previous Quarter
- Q1– April-June
- Q2 – July-September
- Q3 – October - December
- Q4 – January - March
- YTD – Year to date
- NIM – Net Interest Margin
- DPD – Days past due
- CAB – Corporate Agents and Brokers
- AAUM – Quarterly Average Assets under Management
- FYP – First Year Premium Income
- Banca - Bancassurance
- VNB – Value of New business
- GWP – Gross Written Premium