



Aditya Birla Capital reports results for the quarter ended 31st December 2018

Financial Results (₹ Crores)	Quarter 3		
	2017-18	2018-19	
Revenue ¹	3,257	4,119	↑ 26%
Profit before tax (pre-minority interest)	337	448	
Net Profit (after minority interest)	145	206	↑ 42%

Mumbai, 5th February 2019: Aditya Birla Capital Limited (ABCL) announced its unaudited financial results for the quarter ended 31st December 2018.

In a challenging market environment, the Revenue¹ of the company grew 26% year on year to ₹ 4,119 Crores. The company's Net profit (after minority interest) reflected a significant growth of 42% year on year to ₹ 206 Crores, largely driven by profit growth in NBFC, Housing Finance and Asset Management businesses.

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

Lending:

- Lending book (incl. Housing) grew 29% year on year to ₹ 60,129 Crores vs. ₹ 46,522 Crores in the previous year
- Overall lending book is backed by well-matched asset and liability mix and adequate liquidity pipeline to meet growth requirement
- Raised about ₹ 9,000 Crores of long-term funds during the quarter
- Continue to maintain quality of book

NBFC business:

- Net Interest Margin expanded by 37 bps year on year to 4.85%, as a result of change in mix of the SME, Retail and HNI businesses to 49%
- Profit before tax grew 22% year on year to ₹ 323 Crores

Housing Finance business

- Loan book grew 60% year on year to ₹10,828 Crores while maintaining healthy Net Interest Margins at 3.3%; Affordable lending book at ₹ 1,176 Crores
- Profit before tax grew 3x year on year to ₹ 32 Crores

Insurance:

- Total gross premium of life insurance and health insurance grew by 39% to ₹ 1998 Crores

Life Insurance business

- Individual First Year Premium (FYP) grew a significant 68% year on year, as against 8% for the industry (excl. LIC) in YTD FY 2018-19

Note: 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 wholistic financial performance

- Market share (excl. LIC) increased 138 bps year on year to 4.0% and improved 2 ranks to 7th in individual FYP (excl. LIC)
- Consistent improvement in quality with 13th month persistency improving by 312 bps to 75.2% in YTD FY 2018-19
- Sharp improvement in margins led by scale, product mix and productivity improvements

Health Insurance business

- Gross written premium at ₹ 139 Crores, 2x over the previous year
- Retail business contributing 59%, covering more than 1.3 million lives in its second year of operation
- Rapid expansion in distribution capacity with 9 banca partners signed up

Asset Management:

- Total average assets under management at ₹ 2,58,833 Crores
- Domestic equity average Assets under Management (AAUM) grew 9% year on year
- Profit before tax grew 31% year on year to ₹ 166 Crores, 27 bps of domestic AAUM
- Keeping its focus on expanding its retail presence, investor folios doubled over last 2 years to reach 6.8 million folios as on 31st December 2018

Outlook

Aditya Birla Capital will continue to build on its strong presence in different sectors and will focus on building profitable scale across its platform.

ABCL, formerly known as Aditya Birla Financial Services Limited, is the financial services platform of the Aditya Birla Group. Its key businesses include a diversified NBFC, housing finance company, life and health insurance companies and an asset management 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" enables it to chart a differentiated and disciplined path to growth. ABCL has built a leadership position in a number of businesses. Anchored by more than 17,000 employees, ABCL has a nationwide reach through over 850+ branches and more than 2,00,000 agents / channel partners.

About Aditya Birla Capital Ltd.

Aditya Birla Capital Limited (ABCL) is the financial services platform 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 17,000 employees, ABCL has a nationwide reach and more than 2,00,000 agents / channel partners.

Aditya Birla Capital is a part of the **Aditya Birla Group**, a USD 44.3 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 35 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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