



Aditya Birla Capital reports strong results for the quarter ended June 30, 2023

- Lending portfolio (NBFC and HFC) crossed ₹ 1 lakh Crore (↑ 43% y-o-y)
- Mutual fund average AUM was ₹ 2,96,937 Crore (↑ 5% y-o-y)
- Individual first year premium in life insurance business was ₹ 540 Crore (↑ 32% y-o-y)
- Gross written premium of health insurance was ₹ 772 Crore (↑ 22% y-o-y)
- Consolidated¹ revenue was ₹ 8,144 Crore (↑ 39% y-o-y)
- Consolidated PAT was ₹ 649 Crore (↑ 51% y-o-y)
- Raise equity capital aggregating to ₹ 3,000 Crore comprising ₹ 1,250 Crore of preferential allotment to promoter and promoter group entity and ₹ 1,750 Crore via QIP
 - Strong response from marquee foreign portfolio investors, sovereign wealth funds and domestic institutional investors in the QIP
- Rolled out Payments Lounge, an omni channel collections platform for merchants

Particulars	₹ Crore		
	Q1 FY23	Q1 FY24	Q1-o-Q1 growth
Revenue ¹	5,862	8,144	39%
Profit after Tax (after minority interest)	429	649	51%

Mumbai, August 02, 2023: Aditya Birla Capital Limited (“The Company”) announced its audited financial results for the quarter ended June 30, 2023.

The Consolidated Revenue¹ of the Company grew by 39% year-on-year to ₹ 8,144 Crore. The consolidated profit after tax grew 51% year-on-year to ₹ 649 Crore. The strong momentum across businesses led to a 43% year-on-year and 6% sequential growth in the overall lending portfolio (NBFC and HFC) to ₹ 1,00,400 Crore as on June 30, 2023. Gross premium across life and health insurance grew 19% year on year to ₹ 3,877 Crore. The total AUM (AMC, life insurance and health insurance) grew by 9 % year-on-year to ~ ₹ 3.9 lakh Crore.

The Company has a pan-India presence with 1,331 branches across all businesses as of June 30, 2023. The Company’s branch expansion is targeted at driving penetration into tier 3 and tier 4 towns and new customer segments.

The Company follows a ‘Digital First Approach’ for product innovation, direct acquisition, seamless onboarding and service delivery. In Q1 FY24, about 76% of customers were onboarded digitally in the AMC business. In life insurance, 79% of renewals were done digitally in Q1 FY24. In Health Insurance business, 86% business is delivered by auto-underwriting.

1. Segmental Revenue: Aditya Birla Sun Life AMC Ltd., Aditya Birla Wellness Pvt. Ltd and Aditya Birla Health Insurance Ltd. (from October 21, 2022) consolidated based on equity accounting under Ind AS, Consolidated Revenue shown above financial table includes revenues from these businesses on a 100% basis to show holistic financial performance

The Company has seen a strong response to the comprehensive B2B platform for MSMEs, Udyog Plus. There have been more than 48,000 registrations and more than 13,500 loan applications since its launch in March 2023. The Company has recently rolled out Payments Lounge, which is an omni channel collections platform for merchants. It can be integrated with ecommerce platforms and digital platforms of merchants enabling them to make collections seamlessly.

The performance highlights of the key businesses of Aditya Birla Capital Limited are:

NBFC business:

- Disbursements grew by 65% year-on-year to ₹ 13,237 Crore
- Loan portfolio grew by 49% year-on-year and 7% sequentially to ₹ 85,891 Crore
- Loans to retail, SME and HNI customers constitute 67% of the total loan portfolio
- Net interest margin (NIM) expanded by 43 basis points year-on-year and 10 basis points sequentially to 6.98%
- Profit before tax grew by 51% year-on-year and 14% sequentially to ₹ 691 Crore
- Return on assets and return on equity remained healthy at 2.54% and 17.89% respectively
- Asset quality continued to improve with gross stage 2 and 3 assets declining by 345 basis points year-on-year and 37 basis points sequentially to 5.46%

Housing Finance business:

- Disbursements grew by 83% year-on-year to ₹ 1,620 Crore in Q1 FY24
- Loan book grew by 19% year-on-year and 5% sequentially to ₹ 14,509 Crore
- NIM expanded by 34 basis points year-on-year and 8 basis points sequentially to 5.11%
- Profit before tax grew by 18% year-on-year to ₹ 84 Crore
- Return on assets and return on equity remained healthy at 1.90% and 13.23% respectively
- Asset quality continued to improve with gross stage 2 and 3 assets declining by 401 basis points year-on-year and 21 basis points sequentially to 4.78%

Asset Management:

- Mutual fund quarterly average assets under management (QAAUM) increased by 5% year-on-year and 8% sequentially to ₹ 2,96,937 Crore
- The proportion of equity in overall mutual fund QAAUM was 39.9%
- Individual monthly average assets under management grew by 14% year-on-year, to ₹ 1,50,085 Crore
- Monthly systematic investment plan (SIP) inflows grew by 10% year-on-year to ₹ 987 Crore in June 2023
- In line with the focus on growing passive and alternate assets business, passive AUM grew more than two times year-on-year to ₹ 28,675 Crore as of June 30, 2023
- Profit before tax grew by 70% year-on-year to ₹ 240 crore

Life Insurance business:

- Individual First Year Premium (FYP) grew by 32% year-on-year to ₹ 540 Crore
- Group new business premium grew by 20% year-on-year to ₹ 1,062 Crore
- Renewal premium grew 12% year-on-year to ₹ 1,441 Crore
- 13th month persistency continued to improve and was 88% in June 2023 compared to 85% in June 2022
- Net VNB margin expanded by ~ 935 bps year-on-year to 11.8%

Health Insurance business:

- Gross written premium grew by 22% year-on-year to ₹ 772 Crore
- Market share among standalone health insurers was 11.6%
- Combined ratio was 117% in Q1 FY24
- The net loss reduced to ₹ 62 Crore in Q1 FY24 from ₹ 71 Crore in Q1 FY23

Other businesses:

- Profit before tax for other financial services businesses (general insurance broking, stock and securities broking, and stressed assets platform) of the Company grew by 20% year-on-year to ₹ 90 Crore

About Aditya Birla Capital Limited

Aditya Birla Capital Limited (ABCL) is the holding company for the financial services businesses of the Aditya Birla Group. With subsidiaries/JVs 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 about 38,000 employees, the businesses of ABCL have a nationwide reach with over 1,331 branches, more than 2,00,000 agents/channel partners and several bank partners.

Aditya Birla Capital Limited is a part of the Aditya Birla Group, in the league of Fortune 500. Anchored by an extraordinary force of over 185,000 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 – metals, pulp and fibre, chemicals, textiles, carbon black, telecom, cement, financial services, fashion retail and renewable energy. Today, over 50% of Group revenues flow from overseas operations that span 36 countries in North and South America, Africa, Asia and Europe.

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