



Ref. No: ABNL/CFD/SD/MUM/0612

20<sup>th</sup> May, 2016

**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001

**National Stock Exchange of India Limited,**  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No. C/1, G-Block  
Bandra-Kurla Complex, Bandra (East)  
Mumbai – 400 051

Dear Sirs,

Re: Investor presentation  
Scrip Code: BSE - 500303; NSE – ABIRLANUVO

Sub: Presentation on Audited Financial Results for the quarter and year ended 31<sup>st</sup> March, 2016

Pursuant to Regulation 30 (4) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are attaching herewith a copy of the Presentation on the Audited Financial Results of Aditya Birla Nuvo Limited for the quarter and year ended 31<sup>st</sup> March, 2016, which will be presented to our investors and also posted on our website.

Thanking you,

Yours faithfully,  
For **Aditya Birla Nuvo Limited**

  
**Ashok Malu**  
**President & Company Secretary**



Encl.: a.a.



# Aditya Birla Nuvo Limited

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**Financial Results – FY 2015-16**

**Mumbai, 20<sup>th</sup> May 2016**

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Stock Code: **BSE** : 500303 **NSE** : ABIRLANUVO **Reuters** : ABRL.BO / ABRL.NS **Bloomberg** : ABNL IN

**Investor presentation**

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Note 1 : The financial results of ABNL are consolidated financials unless otherwise specified

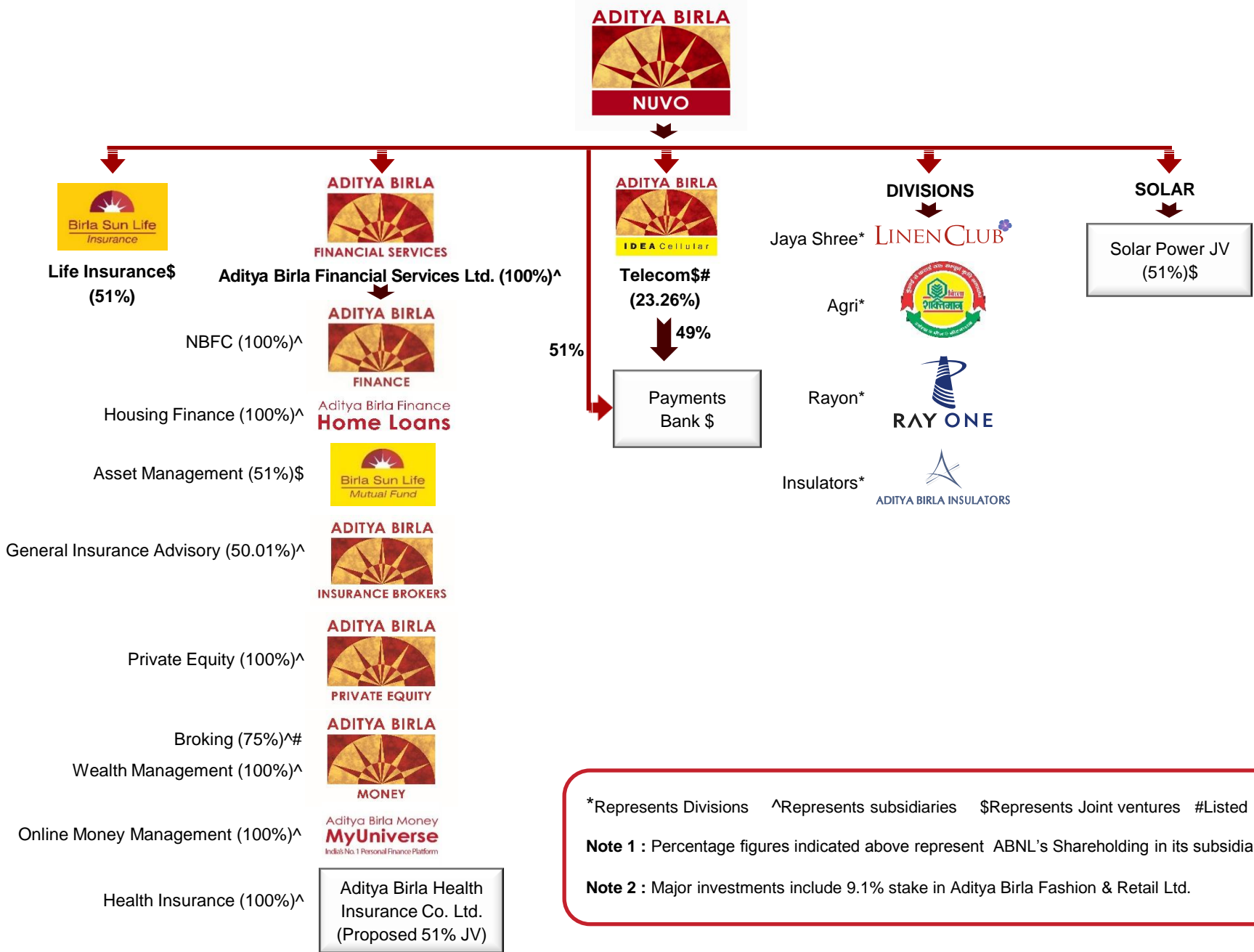
Note 2 : The financial figures in this presentation have been rounded off to the nearest ₹ 1 Crore

Note 3 : 1 USD = INR 65

## Glossary

- CY – Current Year
- FY – Financial Year (April-March)
- PY – Corresponding period in Previous Year
- PQ – Previous Quarter
- Q2– July-September
- Q3– October-December
- YTD – Year to date
- EOP – End of Period
- L2L – Like to Like
- RMS – Revenue Market Share
- ROACE – Return on Avg. Operating Capital Employed based on EBIT
- VLR – Visitor Location Register
- VAS – Value Added Services
- TPA – Tons per annum
- AAUM – Quarterly Average Assets under Management
- FYP – First Year Premium Income
- PPI – Prepaid Payment Instrument
- Banca - Bancassurance
- CAB – Corporate Agents and Brokers

# Aditya Birla Nuvo : A USD 3.6 billion conglomerate



\*Represents Divisions    ^Represents subsidiaries    \$Represents Joint ventures    #Listed

**Note 1 :** Percentage figures indicated above represent ABNL's Shareholding in its subsidiaries/JV's

**Note 2 :** Major investments include 9.1% stake in Aditya Birla Fashion & Retail Ltd.

# Progressing ahead guided by its Vision, Mission & Values

## Vision

To be a premium conglomerate building leadership in businesses  
and creating value for all the stakeholders

## Mission

- Investing in promising sectors
- Building leadership in businesses
- A platform to drive synergy of resources
- Delivering best value to all the stakeholders
- To be a responsible corporate citizen

## Values



- Integrity
- Commitment
- Passion
- Seamlessness
- Speed

# Investing in the Promising Sectors

## Solar Power



- Entered into a 51:49 JV with the Abraaj Group to invest in Solar Power in India
- ABNL has won a total of 60 MW Solar Power projects in Karnataka in Mar'16
- Signing of PPA expected in Q1FY17 & project commissioning targeted in Q4FY17

## Payments Bank



- Received in-principle approval from RBI in Sep'15 to set up Payments Bank
- Incorporated 'Aditya Birla Idea Payments Bank Ltd.' in a 51:49 JV with Idea in Feb'16
- Targeting to launch services by the end of FY17, subject to regulatory approvals

## Health Insurance



- Entered into a 51:49 JV agreement with MMI Holdings Ltd. to foray in health insurance
- Received FIPB approval. Awaiting final approval from IRDAI
- Launch of services likely in H2FY17, subject to regulatory approvals

## Existing biz.



- Scaling up Aditya Birla Financial Services guided by its vision, "To be a leader & role model in a broad-based & integrated financial services business"
- Expanding Linen Yarn and Viscose Filament Yarn (VFY) capacities



# Building leadership position in businesses

## Aditya Birla Financial Services



### Industry Positioning (in India)

Among **top 5** fund managers (excl. LIC)

A **leading** NBFC

**# 4** in Life Insurance<sup>1</sup>

**# 4** in Asset Management

**# 1** in Online Personal Finance Management

A **leading** General Insurance Advisor

### Broad based Portfolio

With **12** lines of businesses

### Corporate Action

Sun Life raises its stake in Life Insurance JV from 26% to 49% in

Apr'16 for ₹ **1,664** Cr.

### Funds under Management (Mar'16)

USD **28.4** billion<sup>2</sup>

(₹ **184,276** Crore, 12%↑y-o-y)

### Lending Book (Mar'16)

(Incl. Housing Finance book)

USD **4.3** billion

(₹ **27,728** Crore, 57%↑y-o-y)

### Revenue (FY16)

(Established businesses<sup>3</sup>)

USD **1.4** billion

(₹ **9,192** Crore, 16%↑y-o-y)

### EBT (FY16)

(Established businesses<sup>3</sup>)

USD **171** million

(₹ **1,110** Crore, 21%↑y-o-y)

<sup>1</sup> In terms of Annual Premium Equivalent (APE) market share among private sector players

<sup>2</sup> Includes AUM of Life Insurance, Private Equity and quarterly average AUM of Asset Management business

<sup>3</sup> Established businesses include Life Insurance, Asset Management, NBFC, Private Equity, Broking, Wealth Management & General Insurance Broking businesses.

# Building leadership position in businesses

## Telecom (Idea Cellular)



**Industry Positioning**  
 6<sup>th</sup> largest<sup>1</sup> in the world  
 3<sup>rd</sup> largest<sup>2</sup> in India

**Balance sheet**  
 Net Debt to EBITDA : **3.25x**  
 (Standalone as on 31<sup>st</sup> Mar'16)

**Revenue (FY16)**  
 USD **5.5** billion  
 (₹ **35,935** Cr., 14%↑y-o-y)

**Outperforming Industry**  
 RMS @ **18.9%**<sup>2</sup>  
 Incremental RMS @ **59%**<sup>3</sup>

**Standalone Cash profit**  
 USD **1.6** billion  
 (₹ **10,120** Cr., 19%↑y-o-y)

**EBITDA (FY16)**  
 USD **2.0** billion  
 (₹ **13,257** Cr., 18%↑y-o-y)

<sup>1</sup> In terms of subscribers based on operations in a single country (Source: GSMA, Dec'15)

<sup>2</sup>Based on gross revenue for UAS & Mobile licenses for Q3FY16 (Source: TRAI)

<sup>3</sup> Q3FY16 over Q3FY15

## Divisions (Jaya Shree, Indo-Gulf fertilisers, Indian Rayon, Aditya Birla Insulators)



**Industry Positioning**  
 India's largest Linen,  
**VFY & Insulators**  
 player  
 One of the **Leading**  
 manufacturers of **Urea**

**Strong ROACE**  
(FY16)

Jaya Shree	44%
Agri	11%
Rayon	30%
Insulators	22%
<b>Divisions</b>	<b>21%</b>

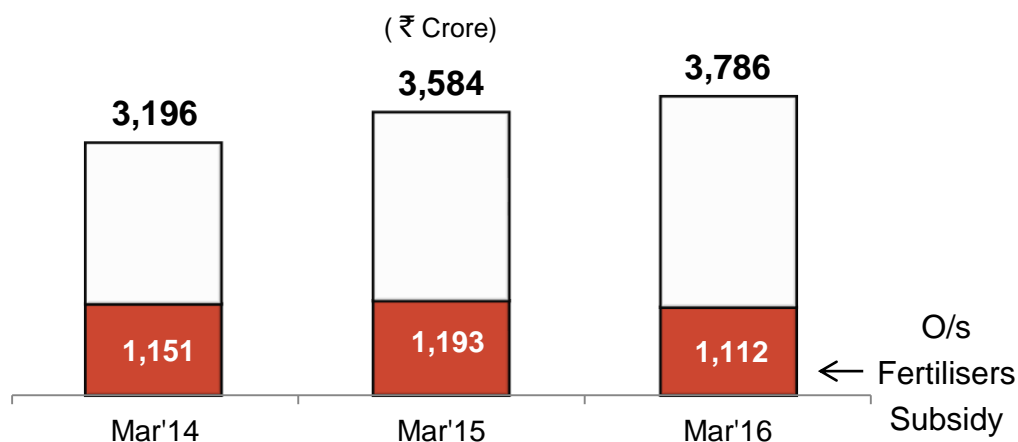
**Revenue (FY16)**  
 USD **841** million  
 (₹ **5,466** Cr., 1%↑y-o-y)

**EBITDA (FY16)**  
 USD **117** million  
 (₹ **764** Cr., 24%↑y-o-y)

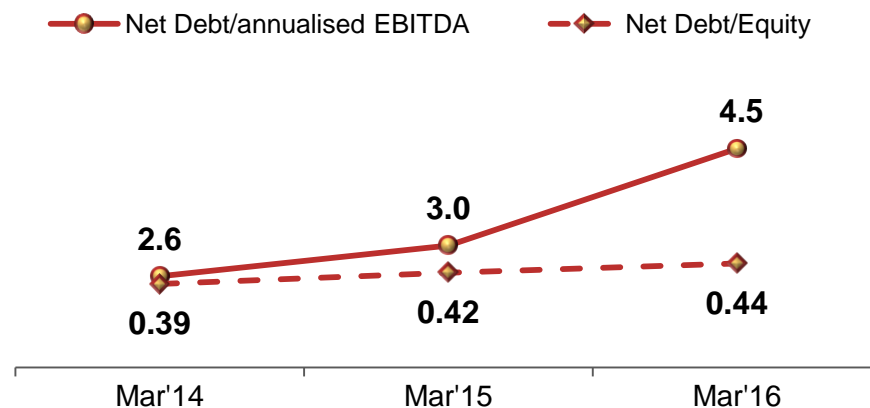


# A platform to drive synergy of resources

## Standalone Net Debt



## Standalone Ratios



- Standalone balance sheet has been ABNL's growth engine & a platform to drive synergy of capital resources**
  - In FY16, it incurred capex of ₹ 110 Cr. for divisions and infused capital of ₹ 967 Cr. in Financial Services business
- Proceeds of ₹ 1,664 Cr. from sale of 23% stake in Birla Sun Life Insurance (BSLI) and Fertilisers subsidy of ₹ 489 Cr. have been realised in Apr'16 leading to reduction in the debt of ABNL.**
- Adjusting for sale proceeds & subsidy realisation, Net Debt / EBITDA stands at comfortable position**
- Coupled with steady FCF generation from divisions & its ability to pool cash resources, ABNL's standalone balance sheet stands strong to drive its growth plans. Capital requirements for FY17 are :**
  - Capex of ~₹ 325 Cr. for divisions including ₹ 191 Cr. & ₹ 40 Cr. towards Linen Yarn & VFY capacities expansion
  - Equity funding for its 51% share in new ventures viz., (a) Solar Power (b) Payments Bank & (c) Health Insurance
  - Capital requirement to the tune of about ₹ 750 Cr. mainly for scaling up NBFC, Housing Finance & MyUniverse

# Delivering best value to all the stakeholders

## De-merger of Fashion business



- ◆ Created India's largest pure play branded apparel company providing shareholders an opportunity to participate directly in the fashion space through Aditya Birla Fashion & Retail
- ◆ Winning combination of India's # 1 Menswear player and # 1 Womenswear retailer

## Stake sale in Life Insurance



- ◆ ABNL received ₹ 1,664 Cr. in Apr'16 from sale of 23% stake in BSLI, valuing it at ₹ 7,235 Cr.
  - Continues to hold the controlling stake in BSLI at 51%
- ◆ ABNL & Sun Life are committed to fund the growth requirements of BSLI, if & when required
- ◆ Considering current growth plan & with about 2x solvency margin, BSLI is well capitalised

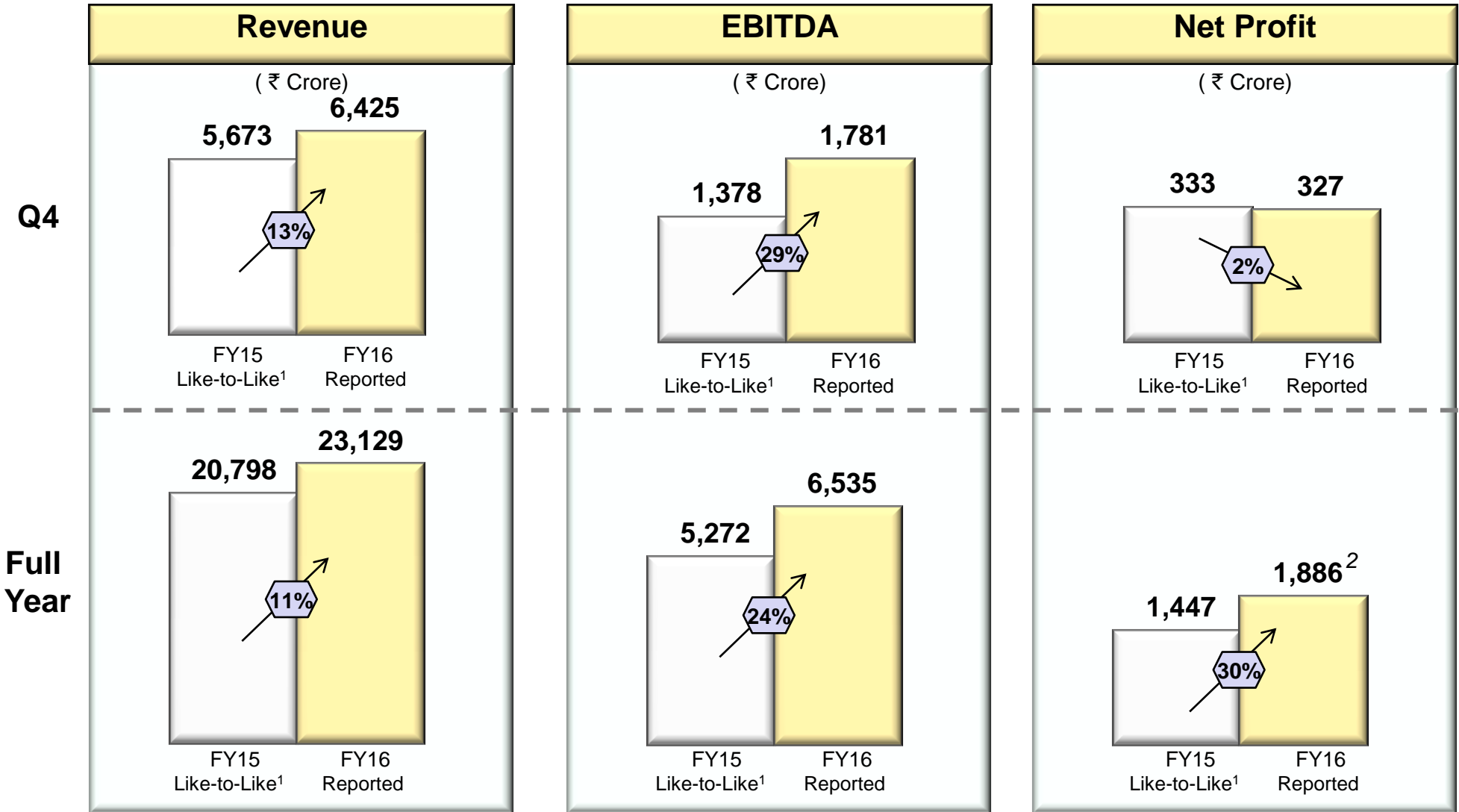
# To be a responsible Corporate Citizen

## CSR Activities



- ◆ ABNL's community engagement spans 163 villages, inclusive of 14 model villages.
  - Its CSR work is in proximity to its 5 manufacturing units across 3 states of the country.
- ◆ ABNL has spent ₹ 7.4 Cr. in FY16 on CSR activities in the areas of Education, Healthcare, Sustainable Livelihood, Women Empowerment & Infrastructure Development.
  - Mobilised ₹ 22.1 Cr. through Govt. schemes, acting as catalysts for the community

# Consolidated Earnings (Like-to-Like)

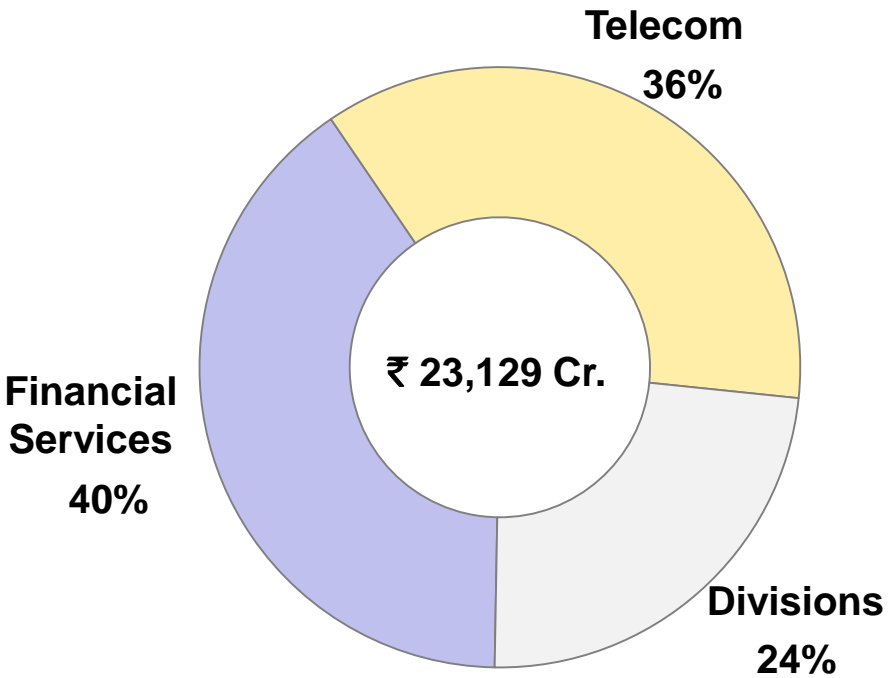


**Note 1:** Pursuant to demerger of Madura Fashion & Lifestyle into Pantaloons Fashion & Retail Ltd. (PFRL), Madura & Pantaloons businesses ceased to be division and subsidiary of ABNL, hence excluded from consolidated financials w.e.f. 1<sup>st</sup> April 2015. IT-ITeS subsidiary was divested w.e.f. 9<sup>th</sup> May 2014. To make the performance comparable, like-to-like financials for the previous year are exhibited excluding Madura, Pantaloons and IT-ITeS businesses.

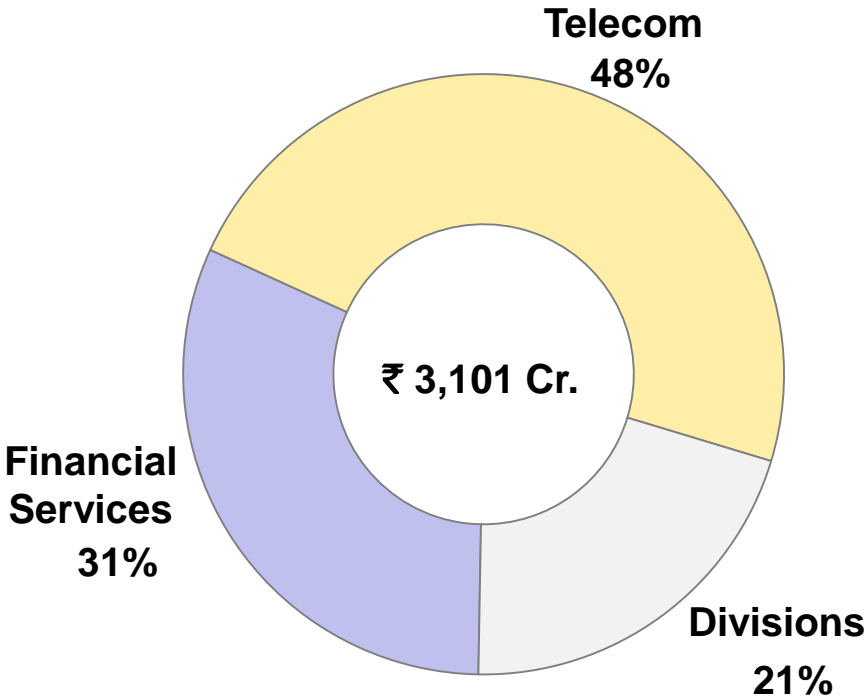
**Note 2:** Net profit for the year ended 31<sup>st</sup> Mar'16 includes exceptional gain of ₹ 357 Cr. pertaining to cessation of PFRL as subsidiary of ABNL.

# Consolidated Earnings Mix – FY16

Segment Revenue



Segment EBIT



# Aditya Birla Financial Services



**A significant non-bank financial services group**

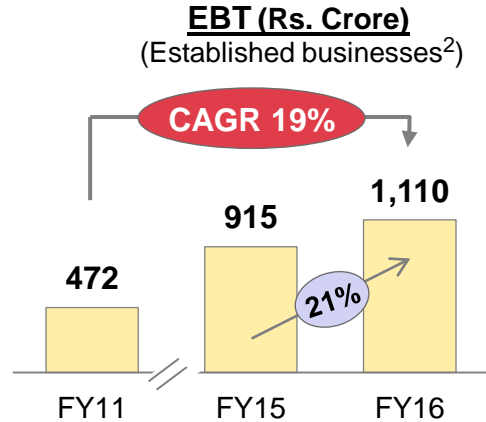
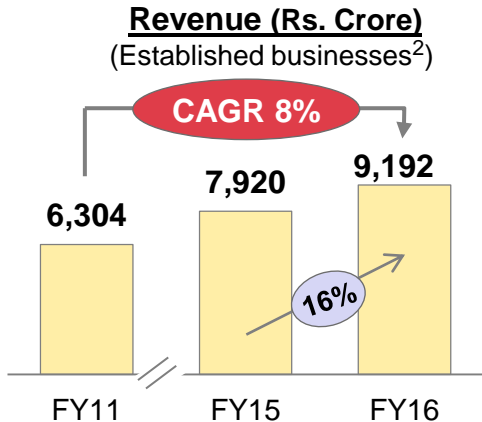
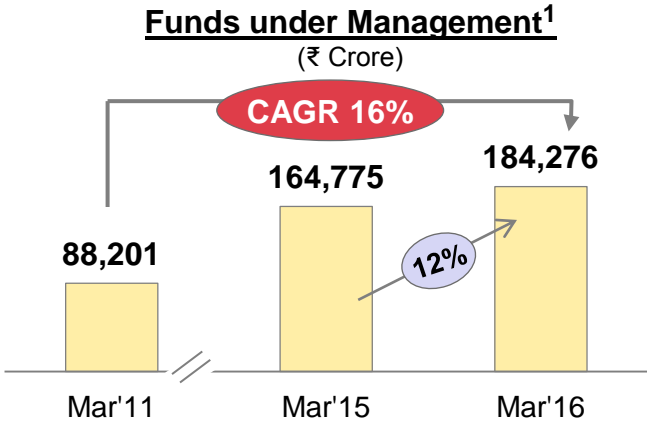
## Performance highlights : FY 2015-16





# Aditya Birla Financial Services

- ◆ **A significant and well diversified non-bank financial services group**
  - ➔ Scaled up operations from 7 lines of business in Mar'11 to a diversified portfolio of 12 lines of business in Mar'16
- ◆ **Assets under Management at ₹ 184,276 Cr. (12%↑ y-o-y)**
- ◆ **Lending book (incl. Housing Finance) at ₹ 27,728 Cr. (57%↑ y-o-y, 18%↑ q-o-q)**
- ◆ **Annual revenue from the established businesses crosses ₹ 9,000 Cr. & EBT crosses ₹ 1,100 Cr.**
- ◆ **Improved market standing**
  - ➔ NBFC business continues to grow ahead of the market while maintaining its portfolio quality
  - ➔ Market share improved y-o-y in the Asset Management and Insurance Advisory businesses
  - ➔ MyUniverse continues to be the #1 online personal finance management platform



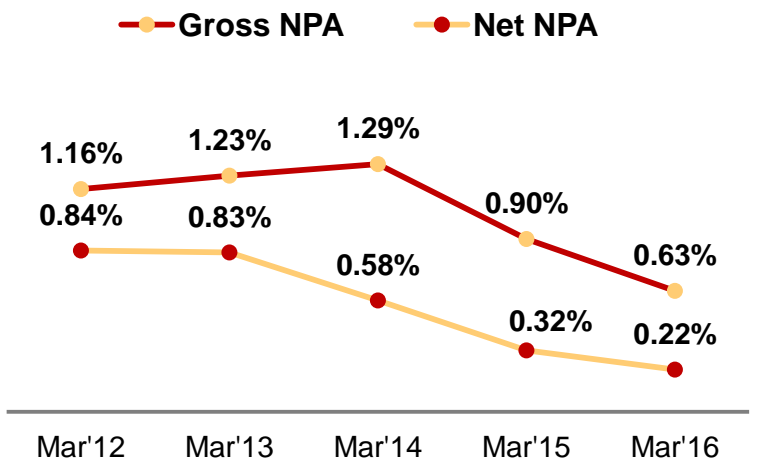
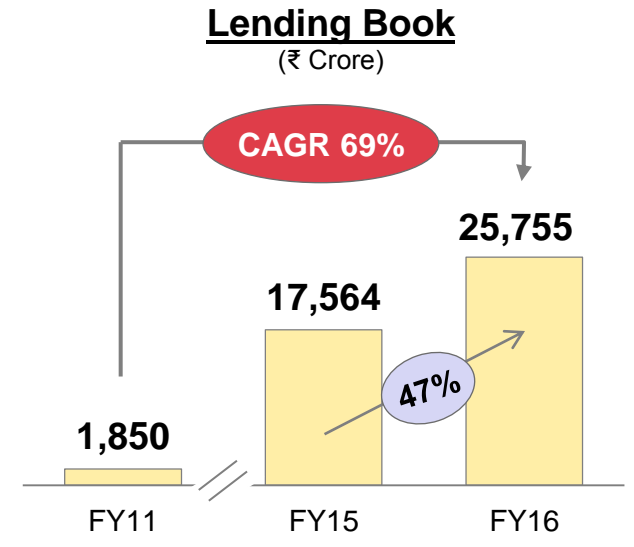
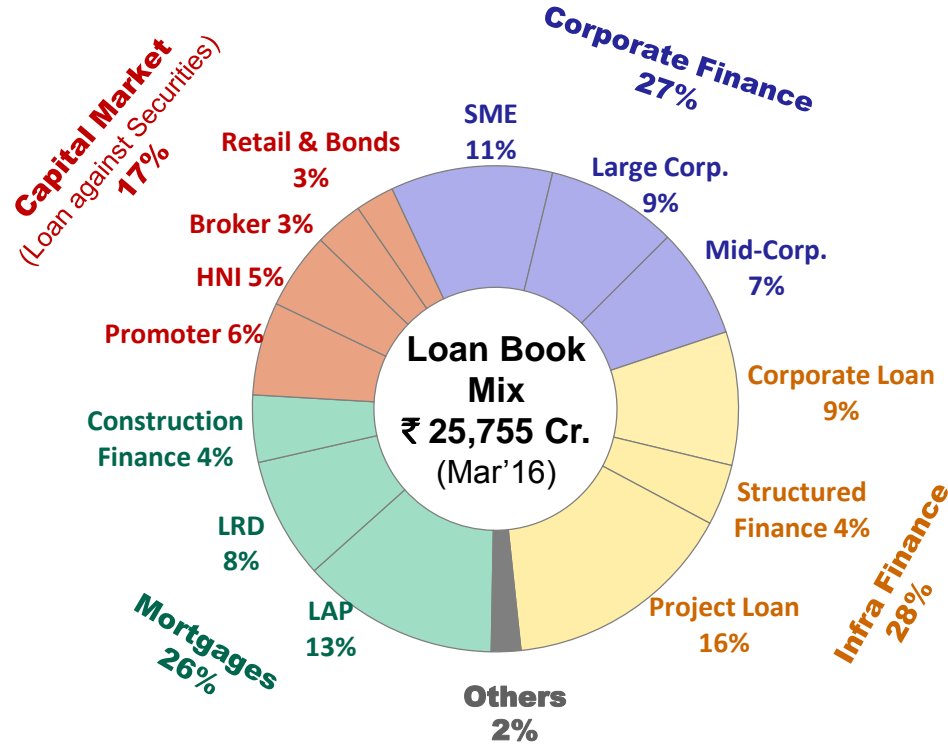
<sup>1</sup>Includes AUM of Life Insurance, Private Equity & quarterly AAUM of Asset Management businesses

<sup>2</sup>Established businesses include Life Insurance, Asset Management, NBFC, Private Equity, Broking, Wealth Management & General Insurance Broking businesses

# Aditya Birla Financial Services

## Aditya Birla Finance Ltd. (ABFL) - NBFC

- Lending book expanded to ₹ 25,755 Cr. (47%↑ y-o-y, 16%↑ q-o-q)
  - ➔ Scaled up at a CAGR of 69% p.a. in past 5 years
- Built a well diversified portfolio for sustainable growth

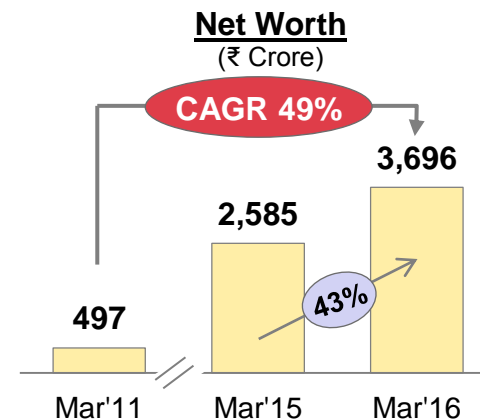
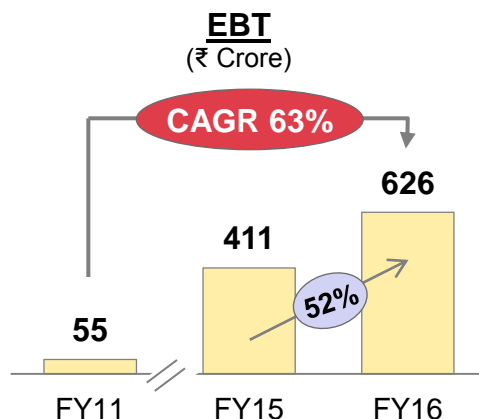
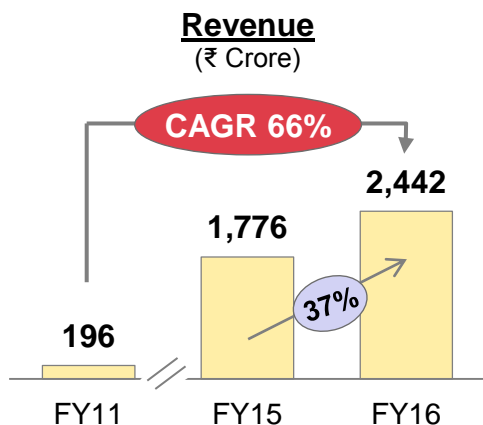


- Sound portfolio quality led by robust credit appraisal & risk management practices : Gross NPA at 0.63% & Net NPA at 0.22%

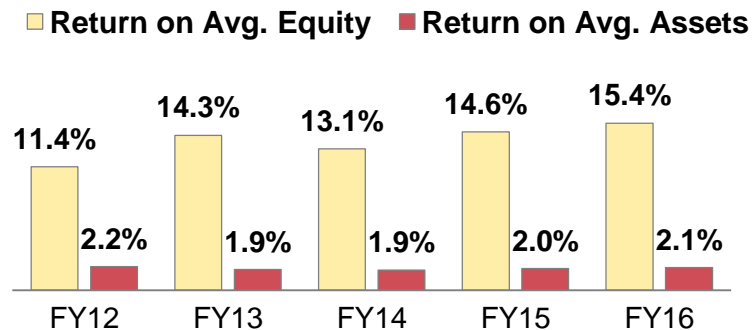
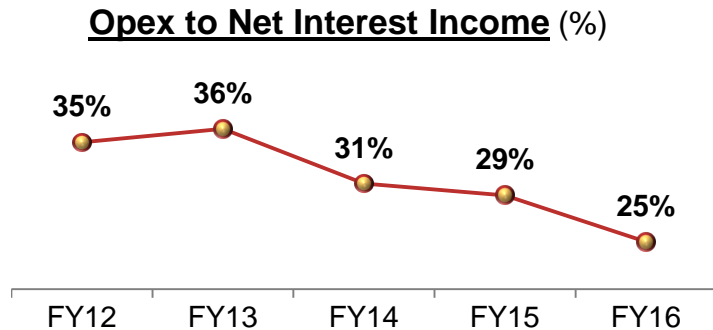
# Aditya Birla Financial Services

## Aditya Birla Finance Ltd. (ABFL) - NBFC

- Quality of business reflecting in the strong earnings growth ...



- ... and improved Opex & Return Ratios



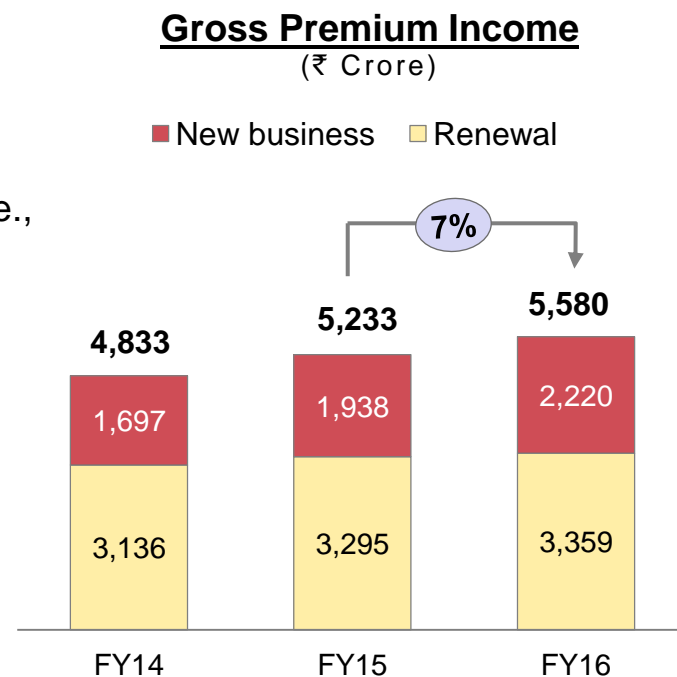
- Funding business growth through healthy internal accruals supported by capital infusion

➔ With capital infusion of ₹ 702 Cr. in FY16 (~₹ 2,200 Cr. during past 5 years), net worth has expanded to ₹ 3,696 Cr.

# Aditya Birla Financial Services

## Birla Sun Life Insurance Co. Ltd. (BSLI)

- ◆ Ranks # 4 in India with new business<sup>1</sup> market share at 7.6%
- ◆ In FY16, new business premium grew y-o-y by 15% to ₹ 2,220 Cr.
  - ➔ Group segment FYP rose by 28% to ₹ 1,509 Cr.
  - ➔ Individual Life FYP declined by 7% to ₹ 711 Cr. On a like-to-like basis, i.e., excl. sales from Citi Bank from last year, it grew y-o-y by 5%
    - During H2, individual life segment has gained momentum, led by agency channel, registering y-o-y growth of 6%
    - Agency channel grew by 12% in H2 and 10% in FY16
- ◆ AUM at ₹ 30,811 Cr. (2%↑ y-o-y)
- ◆ Improvement in quality of business
  - ➔ Individual business surrenders reduced y-o-y
  - ➔ 13<sup>th</sup> month persistency improved y-o-y by 250 bps to 64.7%
  - ➔ Opex to Premium Ratio (incl. commission) reduced y-o-y by 90 bps to 20.1%



# Aditya Birla Financial Services

## Birla Sun Life Asset Management Co. Ltd. (BSLAMC)

- ◆ Ranks # 4 in India with AAUM market share at 10.1% (Q4FY16)
  - ➔ Equity ranking improved to #4 with an enhanced 7.61% market share
- ◆ Total AUM grew at a CAGR of 18% in 5 years to ₹ 152,427 Cr.
- ◆ Gaining market share & scaling up retail & higher margin assets
  - ➔ Domestic Equity AAUM grew almost 3 times in past 5 years to ₹ 31,891 Cr.
  - ➔ Offshore & Alternate Assets grew 4 times in past 5 years to ₹ 15,924 Cr.

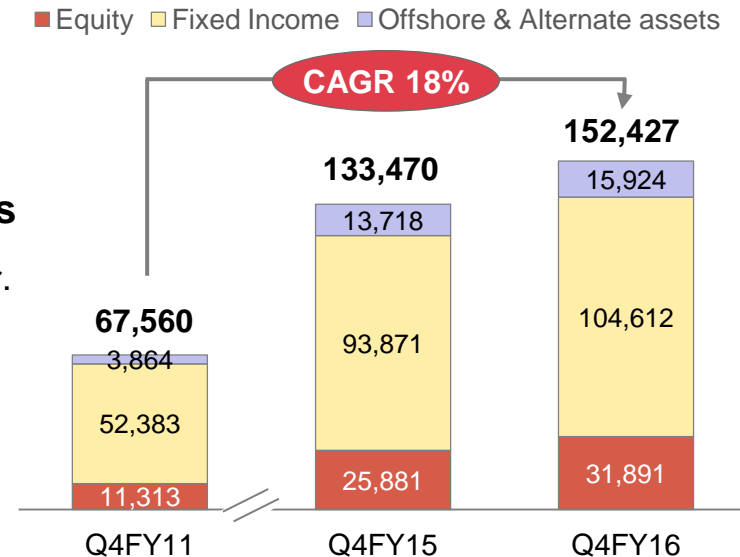
	Q4FY16	Δ% (y-o-y)
Share of Equity in domestic AAUM	23.4%	175 bps↑
Live SIP market share	9.69%	82 bps↑
Monthly SIP book size	₹ 282 Cr.	59%↑

### Awards

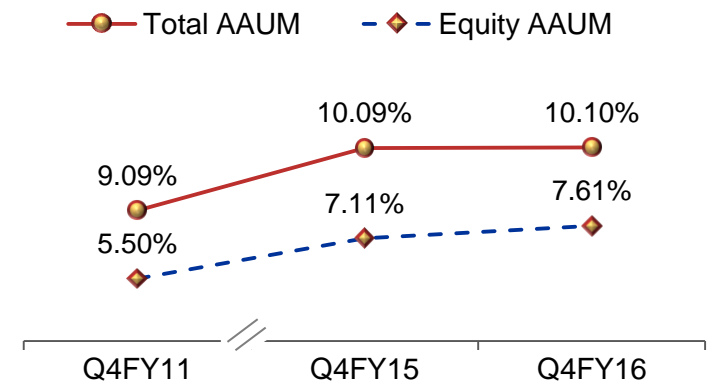
- ➔ “Runner up - Overall AMC of the Year” and “Runner up - Equity AMC of the Year” in Outlook Money Awards 2015
- ➔ Three funds won Thomson Reuters Lipper Fund Award 2016 & two funds won Morning Star Award 2016

- ◆ Revenue rose by 28% to ₹ 765 Cr. & EBT by 73% to ₹ 314 Cr.

### Growth in AAUM



### Domestic AAUM Market Share



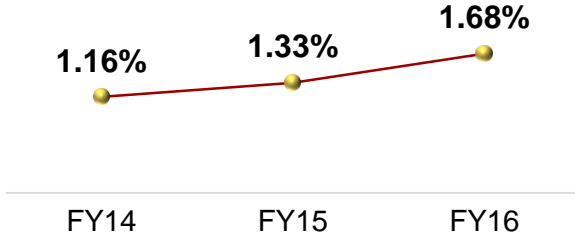


# Aditya Birla Financial Services

## Aditya Birla Insurance Brokers Ltd. (ABIBL: General Insurance Advisory)

- In FY16, ABIBL's premium placement rose y-o-y by 43% to ₹ 1,624 Cr. while industry premium grew by 14%.
- Consistently outperforming industry and gaining market share

**ABIBL Market share**

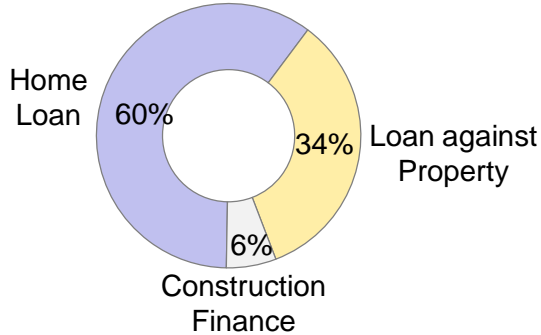


## Aditya Birla Housing Finance Ltd. (ABHFL)

- Within one & a half year of commencement of operations, loan book has scaled up to ₹ 1,973 Cr. in Mar'16 (PY: ₹ 142 Cr., PQ: ₹ 1,232 Cr.). Posted 60% q-o-q growth
- Net worth stood at ₹ 205 Cr. led by capital infusion of ₹ 189 Cr. in FY16
- Launched 360° brand campaign based on the 'True Worth' proposition

**ABHFL Loan Mix**

(Mar'16)



## Aditya Birla Health Insurance Co. Ltd. (ABHIL)

- Entered into a JV agreement with MMI Holdings Ltd. (a leading South African insurance based financial services group) in Jun'15 to foray in health insurance business in India.
- Received FIPB approval. Awaiting final approval from IRDAI.
- ABHIL, currently a 100% sub of Aditya Birla Financial Services Ltd., is proposed to be a 51:49 JV with MMI

# Aditya Birla Financial Services

## Aditya Birla Private Equity (ABPE)

- ◆ Funds under management (net) at ₹ 1,037 Cr.
- ◆ Both, Fund I and Sunrise Fund, have invested their net deployable corpus

## Aditya Birla Money (Broking, Wealth Management & Online Money Management)

### ◆ **Wealth Management (ABMM) :**

- Avg. equity Assets under Advisory in Q4FY16 rose y-o-y by 20% to ₹ 2,185 Cr.

### ◆ **Online Personal Finance Management (MyUniverse) :**

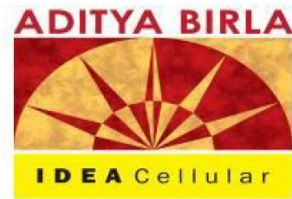
- Enjoying trust of over 2.6 million registered users who are managing close to ₹ 200 billion through MyUniverse
- Ready to become a multi-product transaction platform with analytics based integrated cross-sell capability

# Aditya Birla Financial Services

- Revenue from the established businesses rose by 16% to ₹ 9,192 Cr.
- EBT from the established businesses surged by 21% to ₹ 1,110 Cr.

Revenue			( <b>₹ Crore</b> )	EBT			Remarks on profitability
FY15	FY16	Δ%		FY15	FY16	Δ%	
1,776	2,442	↑37%	<b>NBFC</b>	411	626	↑52%	Expansion of lending book (47%↑ y-o-y)
5,267	5,708	↑8%	<b>Life Insurance</b>	285	140	↓51%	Lower in-force book & higher expense gap
596	765	↑28%	<b>Asset Management</b>	182	314	↑73%	Growth in AUM (14%↑ y-o-y)
73	97	↑33%	<b>General Insurance Advisory</b>	27	33	↑23%	Higher premium placement (43%↑ y-o-y)
119	120	↔	<b>Broking</b>	6	4	↓28%	Lower volumes in retail equity cash & F&O
86	60	↓30%	<b>Wealth Management</b>	6	(9)	↓	Cap on upfront commission on MF sales
21	20	↓3%	<b>Private Equity</b>	6	6	↔	
(18)	(20)		Others / Elimination	(7)	(4)		
7,920	9,192	↑16%	<b>Established businesses</b>	915	1,110	↑21%	
5	107		<b>New Businesses</b>	(67)	(115)		Housing Finance, MyUniverse & Health Insurance are in the investment phase
7,926	9,299	↑17%	<b>Total</b>	848	995	↑17%	

# Telecom



**3<sup>rd</sup> largest Cellular Operator in India**

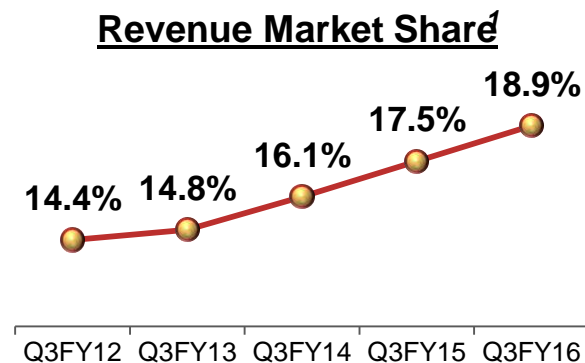
## Performance highlights : FY 2015-16



# Telecom : Idea Cellular

- Fastest growing large Indian mobile operator for straight 8<sup>th</sup> year

Key metrics <sup>2</sup>	FY15	FY16	Δ%
Minutes of Use (billion)	683	<b>786</b>	<b>+15.0%</b>
Average Realisation per minute (₹)	0.455	<b>0.452</b>	<b>-0.6%</b>
Cost per minute (₹)	0.319	<b>0.306</b>	<b>-4.0%</b>
Data Volume (billion Mega Bytes)	172.5	<b>297.9</b>	<b>72.7%</b>



- Revenue** (14%↑ y-o-y) & **EBITDA** (18%↑ y-o-y) growth was driven by subscribers addition and expansion of voice minutes & data volumes

- EBITDA margin improved despite higher network opex & subscriber growth
- Rise in depreciation & interest on account of rapid expansion of 3G/4G services & renewal of existing licenses in 7 circles constrained profits

- Strong spectrum bank & accelerated expansion to tap data opportunity**

- Idea's own 3G/4G wireless broadband spectrum covers 87% of its revenue
- Offers own 3G/4G services in 13/10 circles covering 79%/62% of its revenue

- Generating strong cash flows to support balance sheet & growth plans**

- Capex of ₹ 78 bn was fully funded through cash profit<sup>2</sup> of ₹ 101 bn (19%↑ y-o-y)

- Proposed dividend @ 6% of share capital** [Outlay of ₹ 260 Cr. incl. DDT]

## Strong Incremental RMS

Rank & Circles	RMS Q3FY16	Incremental RMS <sup>3</sup>
Leader in 8 Geographies	31.1%	<b>89%</b>
# 3 in 7 Emerging Geographies	12.5%	<b>30%</b>
# 5 in 7 New Geographies	6.4%	<b>57%</b>
<b>Total 22</b>	<b>18.9%</b>	<b>59%</b>

<sup>1</sup> Based on gross revenue for UAS & Mobile licenses, as released by TRAI

<sup>2</sup> Standalone = Idea and its 100% subsidiaries

<sup>3</sup> Q3FY16 over Q3FY15



# Divisions

LINEN CLUB



RAY ONE



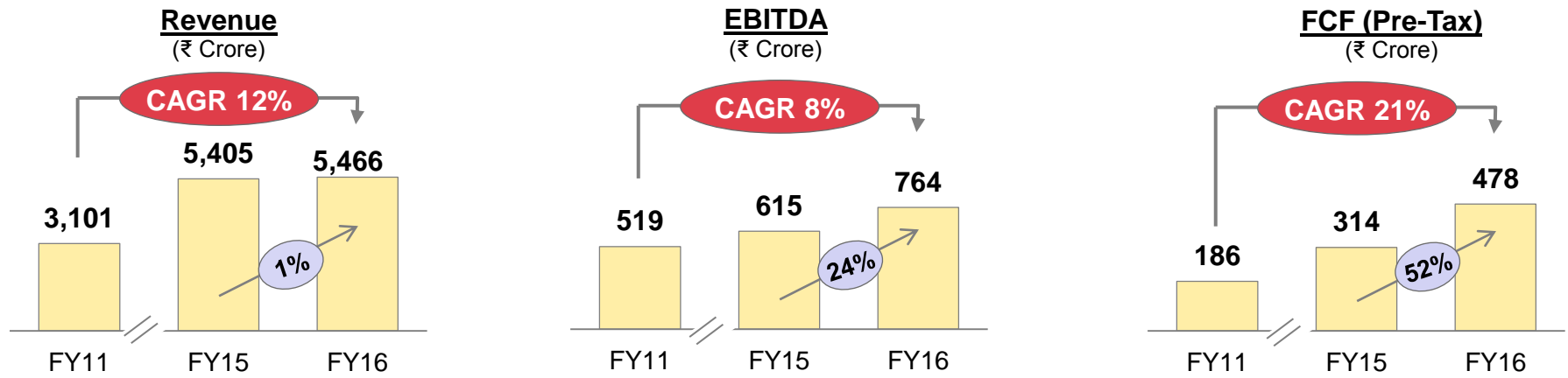
**Leading manufacturer of Linen, Urea, VFY and Insulators in India**

## Performance highlights : FY 2015-16



# Divisions

- ◆ **Aditya Birla Nuvo has a strong market positioning across its divisions**
  - Largest manufacturer of Viscose Filament Yarn, Linen Yarn & Fabric and Insulators in India
  - The 8<sup>th</sup> largest urea manufacturer and among the top 2 best energy efficient urea plants in India
- ◆ **Steady Free Cash Flow (FCF) generation from divisions provides cushion to ABNL's standalone balance sheet and supports the Company's growth capital requirements**
  - Over past 7 years, these divisions combined together have generated pre-tax FCF of ~ ₹ 1,000 Cr.
- ◆ **Key Highlights**
  - Agri business posted its highest ever production & sales volume
  - Rayon business attained its highest ever earnings
- ◆ **Continues to tap sector growth opportunities through planned capacity expansion**
  - Almost doubling Linen Yarn capacity from 3,400 TPA to 6,200 TPA at a capex of ₹ 191 Cr. and scaling up VFY capacity at a capex of ₹ 40 Cr. by first half of calendar year 2017



## Divisions (Jaya Shree, Indo-Gulf Fertilisers, Indian Rayon & Aditya Birla Insulators)

- Revenue at ₹ 5,466 Cr. (1%↑ y-o-y) was marginally up y-o-y due to pass through of reduction in natural gas prices in the Agri business on account of gas pooling policy effective from 1<sup>st</sup> June 2015
- EBITDA at ₹ 764 Cr. (24%↑ y-o-y) mainly driven by Rayon and Agri businesses
- ROACE improved y-o-y from 16% p.a. to 21% p.a.

<u>Revenue</u>			(₹ Crore)	<u>EBITDA</u>			Remarks on profitability
FY15	FY16	Δ%		FY15	FY16	Δ%	
1,435	1,459	↑2%	Jaya Shree	175	175	↔	Profitability maintained despite lower linen volumes compensated by higher wool volumes
2,557	2,498	↓2%	Agri	148	209	↑41%	Higher sales volume of neem coated urea & lower repairs (Observed shutdown in previous year for over one month). Higher contribution from production beyond 100% capacity due to lower gas prices owing to gas pooling policy
865	928	↑7%	Rayon	197	266	↑35%	Higher VFY & Caustic volumes & improved realisation
548	581	↑6%	Insulators	95	114	↑19%	Higher volumes & realisation
5,405	5,466	↑1%	<b>Total</b>	615	764	↑24%	

# New Ventures

## Payments Bank

- ◆ **Incorporated 'Aditya Birla Idea Payments Bank Limited' in a 51:49 joint venture with Idea Cellular**
  - The JV is in the process of appointing senior management team, selecting the right IT system and defining innovative products & cost efficient processes before starting services.
- ◆ **Likely to launch its services by the end of FY2016-17, post receipt of requisite approvals from RBI**
  - The JV will acquire customers 'Online' leveraging Aditya Birla Group's current ~45 million digital customers as well as 'Offline' riding on the strength of Idea's 2 million+ retail distribution channel across 390,000 towns/villages.
  - Will partner with Aditya Birla Financial Services, select universal banks etc. to offer range of banking products.
- ◆ **The NEFT/IMPS & PPI business of Idea will be integrated with the new Payments Bank to run as single entity**

## Solar Power

- ◆ **ABNL has entered into a 51:49 JV with the Abraaj Group to invest in Solar Power in India**
  - Aims to build a large scale renewable energy platform focused on developing utility-scale solar power plants
- ◆ **ABNL has won a total of 60 MW (AC Capacity) Solar Power projects in Karnataka in Mar'16**
  - Won 20 MW (AC) project each in 3 Talukas – Ramdurg, Shirahatti and Mulbagal
  - Tariff ranging between ₹ 4.86 per KWh to ₹ 4.97 per KWh
- ◆ **The signing of PPA is expected in Q1FY17 and the commissioning of plants is targeted in Q4FY17**

# Going Forward

## Financial Services

- **NBFC:** Expanding offerings to diversify portfolio & tap growth opportunities while sustaining asset quality
- **Life Insurance:** Strengthening channel relationships & enriching product suite to gain market share & drive quality sales. Enhancing quality of business through improvement in persistency and expense management
- **Mutual Fund:** Scaling up investors base, expanding profitable assets & maintaining strong fund performance
- **Housing Finance:** Building scalable and profitable book through optimal product-sourcing-customer mix
- **Health Insurance:** Launching operations after receiving final IRDAI approval
- **MyUniverse:** Scaling up and leveraging the platform for multi-product offering

## Telecom

- Capitalising on brand !DEA, strong cash flows and competitive spectrum profile & infrastructure expansion to capture growth opportunities in voice, emerging wireless broadband and mobile banking business segments

**Divisions:** Expanding linen yarn and VFY capacities and improving operating efficiency

**Solar:** Building a 500 MW Solar Power generation platform

**Payments Bank:** Commencing operations post receipt of final RBI approval



## **Annexure I**

# **Financials**

# Consolidated Revenue (₹ Crore)

Quarter - 3	Quarter 4		Revenue	Full Year	
	2015-16 (CY)	2014-15 (PY)		2015-16 (CY)	2014-15 (PY)
<b>2,104</b>	<b>2,585</b>	<b>3,029</b>	<b>Aditya Birla Financial Services</b>	<b>7,926</b>	<b>9,299</b>
1,191	1,825	2,041	Life Insurance	5,267	5,708
914	761	990	Other Financial Services*	2,665	3,598
(1)	(2)	(2)	Elimination	(7)	(6)
<b>2,094</b>	<b>1,955</b>	<b>2,201</b>	<b>Telecom (Nuvo's share)@</b>	<b>7,467</b>	<b>8,361</b>
<b>1,387</b>	<b>1,134</b>	<b>1,189</b>	<b>Divisions</b>	<b>5,405</b>	<b>5,466</b>
333	374	324	Jaya Shree	1,435	1,459
689	381	456	Agri	2,557	2,498
232	216	244	Rayon	865	928
133	163	165	Insulators	548	581
-	-	<b>7</b>	<b>Solar</b>	-	<b>7</b>
(1)	0	(1)	Inter-segment Elimination	(0)	(4)
<b>5,584</b>	<b>5,673</b>	<b>6,425</b>	<b>Consolidated Revenue</b> (From Continuing Operations)	<b>20,798</b>	<b>23,129</b>
-	1,403	-	Aditya Birla Fashion & Retail\$	5,450	-
-	-	-	IT-ITeS^	283	-
-	(3)	-	Inter-segment Elimination	(16)	-
<b>5,584</b>	<b>7,073</b>	<b>6,425</b>	<b>Consolidated Revenue (Reported)</b>	<b>26,516</b>	<b>23,129</b>

\* Include Asset Management, NBFC, Housing Finance, Health Insurance, Private Equity, Broking, Wealth Management, Online Money Management & General Insurance Broking biz.

@ Idea is consolidated at ~25.3% till 10<sup>th</sup> June 2014, at 23.63% till 23<sup>rd</sup> July 2014 and at ~23.3% thereafter

\$ Pursuant to de-merger of Madura Fashion & Lifestyle into Pantaloons Fashion & Retail Ltd. w.e.f. 1<sup>st</sup> April 2015

^ Divested w.e.f 9<sup>th</sup> May 2014

# Segment EBIT (₹ Crore)

Quarter - 3	Quarter 4		EBIT	Full Year	
	2015-16 (CY)	2014-15 (PY)		2015-16 (CY)	2014-15 (PY)
<b>237</b>	<b>182</b>	<b>249</b>	<b>Aditya Birla Financial Services</b>	<b>814</b>	<b>977</b>
28	45	38	Life Insurance	285	140
209	137	211	Other Financial Services*	529	837
<b>350</b>	<b>367</b>	<b>382</b>	<b>Telecom (Nuvo's share)<sup>@</sup></b>	<b>1,305</b>	<b>1,484</b>
<b>158</b>	<b>71</b>	<b>134</b>	<b>Divisions</b>	<b>494</b>	<b>639</b>
26	38	32	Jaya Shree	146	144
55	(28)	12	Agri	116	176
55	35	64	Rayon	156	223
22	26	26	Insulators	76	96
-	-	<b>1</b>	<b>Solar</b>	-	<b>1</b>
<b>745</b>	<b>620</b>	<b>766</b>	<b>Segment EBIT</b> (From Continuing Operations)	<b>2,613</b>	<b>3,101</b>
-	73	-	Aditya Birla Fashion & Retail <sup>\$</sup>	261	-
-	-	-	IT-ITeS <sup>^</sup>	(16)	-
<b>745</b>	<b>693</b>	<b>766</b>	<b>Segment EBIT (Reported)</b>	<b>2,857</b>	<b>3,101</b>

\* Include Asset Management, NBFC, Housing Finance, Health Insurance, Private Equity, Broking, Wealth Management, Online Money Management & General Insurance Broking businesses. Interest cost of NBFC business, being an operating expense as per AS 17, is deducted from Segment EBIT

@ Idea is consolidated at ~25.3% till 10<sup>th</sup> June 2014, at 23.63% till 23<sup>rd</sup> July 2014 and at ~23.3% thereafter

\$ Pursuant to de-merger of Madura Fashion & Lifestyle into Pantaloons Fashion & Retail Ltd. w.e.f. 1<sup>st</sup> April 2015

^ Divested w.e.f 9<sup>th</sup> May 2014

# Consolidated Profit & Loss (₹ Crore)

Quarter - 3	Quarter 4		Consolidated Profit & Loss Account	Full Year	
2015-16 (CY)	2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)
5,584	7,073	6,425	Revenue	26,516	23,129
1,598	1,527	1,781	EBITDA	5,798	6,535
407	318	479	Less : NBFC Interest expenses	1,105	1,600
157	171	258	Less : Other Interest Expenses	652	717
1,034	1,037	1,043	EBDT	4,041	4,218
422	464	506	Less : Depreciation	1,703	1,727
612	573	537	Earnings before Tax (before exceptional items)	2,338	2,491
56	-	-	Exceptional Gain / (Loss)	(13)	414
668	573	537	Earnings before Tax	2,325	2,905
235	230	180	Less : Provision for Taxation (Net)	833	872
36	11	30	Less : Minority Interest	76	147
398	332	327	Net Profit	1,416	1,886

**Note 1 :** Pursuant to demerger of Madura Fashion & Lifestyle into Pantaloons Fashion & Retail Ltd.(PFRL), Madura & Pantaloons businesses ceased to be division & subsidiary of ABNL w.e.f. 1<sup>st</sup> April 2015 & hence excluded from ABNL's consolidated financials. Previous year financials are not comparable to that extent.

**Note 2 :** In FY15, exceptional loss of ₹ 13 Cr. pertains to divestment of Minacs. This loss is without considering deferred consideration of ~₹ 42 Cr. receivable over next 3 years. In FY16, exceptional gain includes (a) ₹ 357 Cr. w.r.t. cessation of PFRL as subsidiary pursuant to de-merger of Madura, (b) ₹ 50 Cr. received for facilitation of development of distribution network for financial services business & (c) ₹ 6.4 Cr. received as deferred consideration w.r.t. divestment of Minacs.

# Balance Sheet (₹ Crore)

Standalone			Balance Sheet	Consolidated		
Mar-15	Dec-15	Mar-16		Mar-15	Dec-15	Mar-16
8,519	8,569	<b>8,559</b>	Net Worth	12,871	14,314	<b>14,535</b>
-	-	-	Minority Interest	802	828	<b>857</b>
3,688	3,241	<b>3,904</b>	Debt	11,299	12,380	<b>13,570</b>
-	-	-	NBFC borrowings (incl. Housing)	14,686	19,754	<b>22,914</b>
106	170	<b>173</b>	Deferred Tax Liabilities (Net)	485	699	<b>788</b>
12,314	11,980	<b>12,637</b>	Capital Employed	40,142	47,975	<b>52,665</b>
-	-	-	Policyholders' funds (Incl. funds for future appropriation)	28,839	28,845	<b>29,375</b>
12,314	11,980	<b>12,637</b>	Total Liabilities	68,981	76,820	<b>82,039</b>
1,859	1,597	<b>1,589</b>	Net Block (Incl. Capital Advances)	12,342	18,878	<b>19,052</b>
20	-	-	Goodwill	3,973	2,209	<b>2,209</b>
-	-	-	NBFC Lending (Incl. Housing)	17,706	23,442	<b>27,728</b>
1,635	1,183	<b>1,464</b>	Net Working Capital	160	85	<b>196</b>
8,695	8,890	<b>9,465</b>	Long Term Investments	408	406	<b>378</b>
-	-	-	Life Insurance Investments	30,147	30,340	<b>30,727</b>
-	-	-	<i>Policyholders' Investments</i>	28,595	28,651	<b>29,022</b>
-	-	-	<i>Shareholders' Investments</i>	1,552	1,688	<b>1,705</b>
105	310	<b>119</b>	Cash Surplus & Current Investments	4,246	1,460	<b>1,749</b>
655	658	<b>657</b>	Book Value (₹)	989	1,099	<b>1,116</b>
3.0	3.3	<b>4.5</b>	Net Debt / Annualised EBITDA (x)	1.5	2.3	<b>2.4</b>
0.42	0.34	<b>0.44</b>	Net Debt / Equity (x)	0.55	0.76	<b>0.81</b>

# Standalone Profit & Loss (₹ Crore)

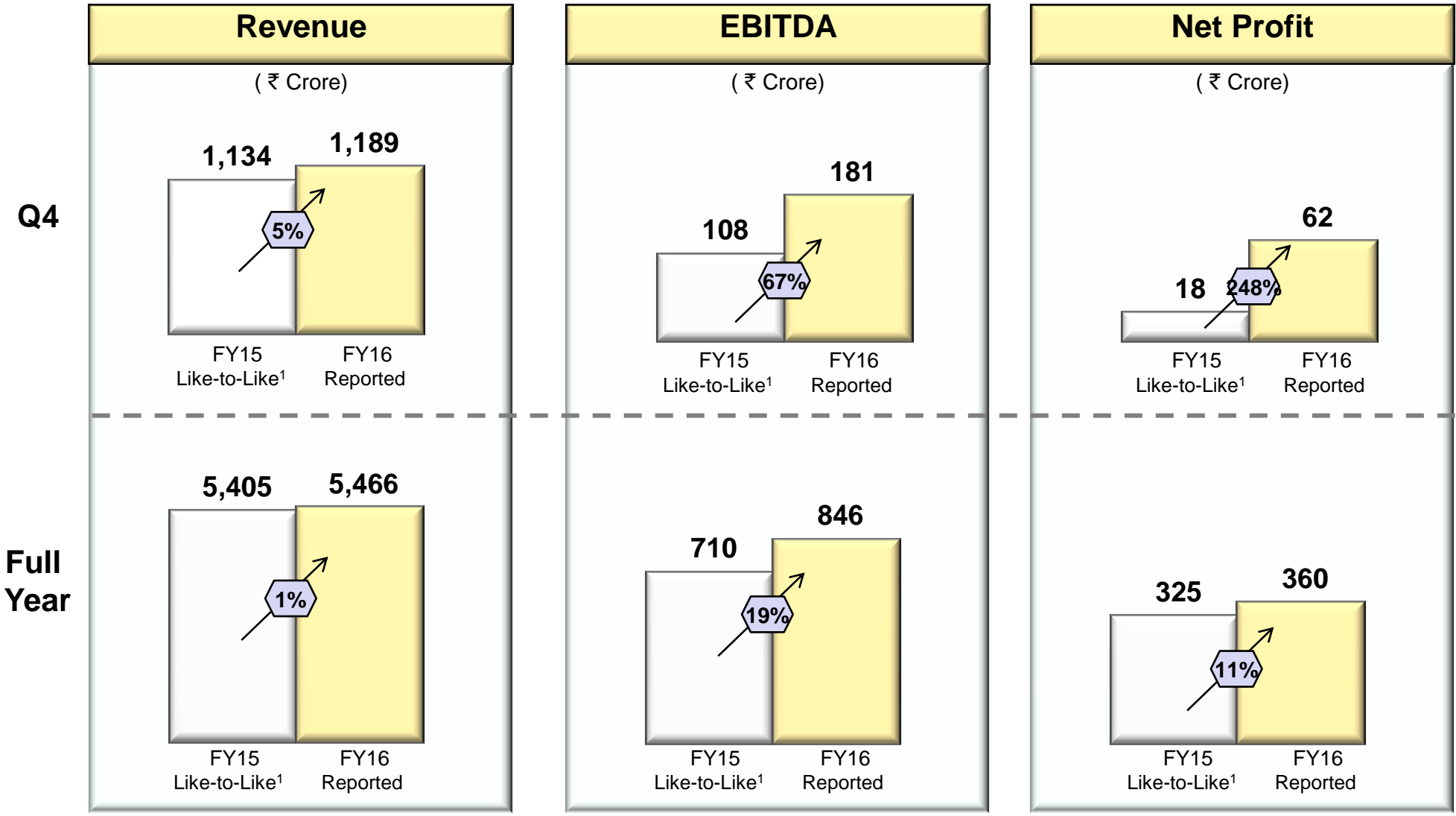
Quarter - 3	Quarter 4		Standalone Profit & Loss Account	Full Year	
	2015-16 (CY)	2014-15 (PY)		2015-16 (CY)	2014-15 (PY)
1,387	2,071	1,189	Revenue	8,938	5,466
200	257	181	EBITDA	1,186	846
72	71	70	Interest Expenses	263	280
128	186	111	EBDT	922	566
30	52	31	Depreciation	189	119
98	134	80	Earnings before Tax (before exceptional items)	733	447
56	-	-	Exceptional Gain / (Loss)	-	56
155	134	80	Earnings before Tax	733	503
54	50	18	Provision for Taxation (Net)	205	143
101	84	62	Net Profit	528	360

**Note 1 :** Pursuant to demerger of Madura Fashion & Lifestyle into Pantaloons Fashion & Retail Ltd.(PFRL), Madura business ceased to be a division of ABNL w.e.f. 1<sup>st</sup> April 2015 and hence excluded from ABNL's Standalone financials. Previous year financials are not comparable to that extent.

**Note 2 :** In FY16, exceptional gain includes ₹ 50 Cr. received towards facilitation for development of distribution network for financial services business and ₹ 6.4 Cr. received as deferred consideration w.r.t. divestment of Minacs.

**Note 3 :** Board of Directors of ABNL has recommended an equity dividend of 50% (₹ 5 per share) for FY16 entailing outgo of ₹ 75.5 Cr. (incl. DDT)

# Standalone Earnings (Like-to-Like)



**Note 1 :** Pursuant to demerger of Madura Fashion & Lifestyle into Pantaloon Fashion & Retail Ltd.(PFRL), Madura business ceased to be a division of ABNL w.e.f. 1st April 2015 and hence excluded from ABNL's previous year financials to make the performance comparable.



## **Annexure II**

# **Business-wise Financials**

# Aditya Birla Financial Services

Quarter 4				₹ Crore	Full Year			
Revenue		EBT			Revenue		EBT	
2014-15 (PY)	2015-16 (CY)	2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)	2014-15 (PY)	2015-16 (CY)
504	<b>695</b>	117	<b>186</b>	Aditya Birla Finance	1,776	<b>2,442</b>	411	<b>626</b>
1,825	<b>2,041</b>	45	<b>38</b>	Birla Sun Life Insurance	5,267	<b>5,708</b>	285	<b>140</b>
184	<b>182</b>	49	<b>63</b>	Birla Sun Life Asset Management	596	<b>765</b>	182	<b>314</b>
14	<b>20</b>	2	<b>2</b>	Aditya Birla Insurance Brokers	73	<b>97</b>	27	<b>33</b>
31	<b>29</b>	1	<b>1</b>	Aditya Birla Money	119	<b>120</b>	6	<b>4</b>
23	<b>18</b>	2	<b>(1)</b>	Aditya Birla Money Mart	86	<b>60</b>	6	<b>(9)</b>
5	<b>5</b>	0	<b>1</b>	Aditya Birla Capital Advisors (PE)	21	<b>20</b>	6	<b>6</b>
(4)	<b>(5)</b>	1	<b>(1)</b>	Others / Elimination	(18)	<b>(20)</b>	(7)	<b>(4)</b>
2,582	<b>2,984</b>	217	<b>289</b>	<b>Established businesses</b>	7,920	<b>9,192</b>	915	<b>1,110</b>
2	<b>45</b>	(27)	<b>(38)</b>	New businesses (Housing Finance, MyUniverse & Health Insurance)	5	<b>107</b>	(67)	<b>(115)</b>
2,585	<b>3,029</b>	190	<b>252</b>	<b>Total</b>	7,926	<b>9,299</b>	848	<b>995</b>

# Aditya Birla Finance (ABFL)

- Capital Adequacy ratio at 16.2% (Tier I : 13.7 % & Tier II : 2.5%)
- Competitive borrowings profile
  - Long term debt account for 70% of total debt
  - Long / Short term credit rating at AA+ / A1+

Segment-wise Loan book (EOP)	Mar'15	Dec'15	Mar'16
Capital Market	4,157	4,197	4,407
Corporate Finance	4,011	5,643	6,917
Infra Finance	4,032	5,917	7,336
Mortgages (LAP, LRD & Construction Finance)	5,081	5,786	6,593
Others	283	666	502
<b>Total</b>	<b>17,564</b>	<b>22,210</b>	<b>25,755</b>

Spread Analysis	FY15	FY16
Total Income / Avg. Loan book	13.1%	12.6%
Interest Cost / Avg. Loan book	8.2%	7.8%
<b>Net Interest Income (Incl. Fee income)</b>	<b>5.0%</b>	<b>4.8%</b>
Opex / Avg. Loan book	1.5%	1.2%
Provisioning & Write-offs / Avg. Loan book	0.5%	0.4%
Earnings before Tax / Avg. Loan book	3.0%	3.2%
<b>ROA (Net Profit / Avg. Loan book)</b>	<b>2.0%</b>	<b>2.1%</b>

Quarter 4		₹ Crore	Full Year	
2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)
504	695	Revenue	1,776	2,442
117	186	Earnings before tax	411	626
77	120	Net Profit	271	409

## Aditya Birla Housing Finance Ltd. (ABHFL)

- Footprint expanded from 15 markets in Mar'15 to 32 markets in Mar'16 through 36 branches in 15 states

Quarter 4		Housing Finance	Full Year	
2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)
1	44	Revenue	3	101
(4)	(10)	Earnings before tax	(5)	(30)
46	205	Net Worth	46	205

# Birla Sun Life Insurance Co. Ltd. (BSLI)

## Industry

- In FY16, industry's total new business premium<sup>1</sup> grew by 11% while private sector grew by 14%. In individual life segment, industry grew by 8% while private sector grew by 14%.

➔ Private sector growth is driven by bank backed players

## Birla Sun Life Insurance

- Agency channel gained momentum through deeper penetration & enhanced productivity. Direct marketing channel contributed well.

- BSLI remains #1 in group segment with 25.6% share<sup>2</sup> in FY16

- EBT was lower due to lower in-force book & higher expense gap

- Product and Channel Mix (Individual Life Segment) :

Product Mix			Channel Mix		
	FY15	FY16		FY15	FY16
ULIP	38%	37%	Agency	68%	81%
PAR	41%	43%	Banca	19%	9%
Non-PAR	21%	20%	CAB	11%	5%
			Others	2%	5%

Quarter 4		₹ Crore	Full Year	
2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)
710	950	<b>New Business Premium (Gross)</b>	1,938	2,220
271	285	Individual	761	711
438	665	Group	1,177	1,509
1,110	1,066	<b>Renewal Premium (Gross)</b>	3,295	3,359
1,065	1,026	Individual	3,156	3,218
45	40	Group	140	141
1,820	2,016	<b>Premium Income (Gross)</b>	5,233	5,580
(79)	(74)	Less : Reinsurance ceded & Service tax	(267)	(268)
1,741	1,943	<b>Premium Income (Net)</b>	4,966	5,312
85	98	Other Operating Income	301	396
1,825	2,041	<b>Revenue</b>	5,267	5,708
45	38	Earnings before tax	285	140
45	38	<b>Net Profit</b>	285	140
		<b>Assets under management</b>	30,185	30,811
		Policyholders' Investments	28,632	29,105
		Shareholders' Investments	1,552	1,707

Note 1: Annual Premium Equivalent (APE) = 100% of regular premium + 10% of single premium

Note 2: In terms of APE among private sector players

# Birla Sun Life Asset Management Co. Ltd. (BSLAMC)

## Industry

- AAUM at an all time high of ₹ 13.5 trillion in Q4FY16 (14%↑ y-o-y)
  - Equity AUM grew y-o-y by 15% to ₹ 4.2 trillion contributing to 33% of industry's AUM growth in past one year
  - Debt and Liquid assets grew by 12% and 16% respectively

## Birla Sun Life Asset Management

- Total AAUM expanded to ₹ 152,427 Cr. (14%↑ y-o-y)
  - Domestic Equity AAUM surged y-o-y by 23% driven by 10% growth in equity net sales
- Strong growth in earnings
- Customer base increased y-o-y by 21% to 2.9 million served by more than 47,000 independent financial advisors

₹ Crore	Average AUM		
	Q4FY15 (PY)	Q3FY16 (PQ)	Q4FY16 (CY)
Domestic Equity	25,881	32,681	31,891
Domestic Fixed Income	93,871	1,03,880	1,04,612
Offshore Assets	12,028	15,126	13,718
Alternate Assets	1,690	2,067	2,206
<b>Total AAUM</b>	<b>1,33,470</b>	<b>1,53,754</b>	<b>1,52,427</b>

Quarter 4		₹ Crore	Full Year	
2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)
184	182	Revenue (Fee Income)	596	765
49	63	Earnings before tax	182	314
33	39	Net Profit	123	203
576	779	Net Worth	576	779

# Other Financial Services

## > Aditya Birla Insurance Brokers Ltd. (General insurance advisory)

- In FY16, revenue rose by 33% to ₹ 97 Cr. and EBT increased by 23% to ₹ 33 Cr.

## > Aditya Birla Money (Broking, Wealth Management & Online Money Management )

- **Broking:** In FY16, industry volumes fell by 8% in retail cash equity while grew by 16% in retail F&O & by 11% in commodity
  - ➔ Market share of Aditya Birla Money is at 1.34% (PY:1.34%) in retail cash equity segment, 1.42% (PY: 2.48%) in retail F&O segment and 0.72% (PY:0.64%) in commodity segment
- **Wealth Management:** Quarterly average Assets under Advisory stood at ₹ 7,814 Cr.
  - ➔ Earnings have been impacted due to capping of upfront distributor commission on mutual fund sales w.e.f. 1<sup>st</sup> April 2015
- **Online Money Management:** Growing revenues through broadening of product offerings.

₹ Crore	Aditya Birla Insurance Brokers (General Insurance Broking)		Aditya Birla Money (Equity & Commodity Broking)		Aditya Birla Money Mart (Wealth Management)		Aditya Birla Capital Advisors (Private Equity)	
	PY	CY	PY	CY	PY	CY	PY	CY
<b>Quarter 4</b>								
Revenue	14.2	20.4	31.2	28.5	23.0	17.5	5.1	4.9
Earnings before tax	2.2	2.4	1.0	0.6	2.5	(1.2)	0.3	1.4
Net Profit / (Loss)	1.5	1.1	1.0	(0.1)	2.0	(1.2)	0.4	1.1
<b>Full Year</b>								
Revenue	73.0	96.8	119.1	119.7	85.7	60.3	20.9	20.3
Earnings before tax	26.7	32.9	5.6	4.0	5.9	(9.1)	6.2	6.3
Net Profit / (Loss)	17.6	21.3	5.9	3.3	4.8	(9.1)	4.4	4.5

# Idea Cellular

- Base of 184 million VLR (active) subscribers provides Idea a unique platform for future growth in Mobile Voice, Wireless Broadband, Digital Content and Mobile banking services

	FY16	Y-o-Y Δ%
Idea's total Data Subscribers (Mn)	44.0	+32%
- Of these 3G / 4G Data Subscribers (Mn)	23.6	+63%
- 3G / 4G Data Volume Usage (Bn MB)	190.3	+109%
- 3G / 4G data volume as % of total volume	64%	+1100 bps
VLR Subs. as % of reported Subs.	104.4% (Feb'16)	Highest in industry
VAS as % of Service revenue (Q4)	28.3%	+380 bps

Quarter 4		₹ Crore (Consolidated Results)	Full Year	
2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)
8,397	9,463	Revenue	31,527	35,935
3,251	3,656	EBITDA	11,281	13,257
1,577	1,642	Segment EBIT	5,508	6,379
942	576	Net Profit	3,193	3,080
		Net Worth	23,029	25,768
		Total Debt	26,859	41,503

- 87.6% of Idea's spectrum holding is acquired through auction which provides flexibility to offer any service (2G / 3G / 4G), based on consumer demand & eco-system.
- Capex of ₹ 78 billion (excluding spectrum payout & capitalised interest / forex cost) was incurred in FY16
  - Capex guidance for FY17 (excl. spectrum payout & associated capex) stands at ₹ 65-70 billion.



# Jaya Shree

## ◆ Revenue grew marginally to ₹ 1,459 Cr.

- ➔ Linen segment revenue is lower by 4%
  - Yarn & Fabric volumes de-grew y-o-y by 11% & 3% respectively due to subdued demand in H2.
  - Reduction in prices of competitive fibres has also impacted the demand for linen
- ➔ Wool segment revenue grew by 8% led by higher volumes

## ◆ EBITDA was flat at ₹ 175 Cr.

## ◆ Continuous thrust on strengthening the “Linen Club”

### Fabric brand & expansion of high margin retail channel

- ➔ Opened 7 EBOs in Q4 (17 in full year) to reach 131 EBOs

## ◆ Expanding Linen yarn capacity from current 3,400 MTPA to

### 6,200 MTPA at a capex of ₹ 191 Cr. by first half of calendar year 2017

- ➔ Linen Yarn demand in India grew at a 5 year CAGR of 15% p.a.
- ➔ ~70% of Linen Yarn demand in India is met through imports.
- ➔ Jaya Shree imports ~55-60% of its yarn requirement annually

## ◆ Operating at a sound ROACE of 44% p.a.

Quarter 4		₹ Crore	Full Year	
2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)
196	156	Linen Segment	765	737
178	168	Wool Segment	671	722
<b>374</b>	<b>324</b>	<b>Revenue</b>	<b>1,435</b>	<b>1,459</b>
<b>46</b>	<b>40</b>	<b>EBITDA</b>	<b>175</b>	<b>175</b>
38	32	Segment EBIT	146	144
237	416	Capital Employed	237	416
65	31	ROACE (Annualised) (%)	53	44

# Indo Gulf Fertilisers

- Government's gas pooling policy & allowing 100% production of neem coated urea benefitted efficient urea manufacturers by promoting higher production & reducing the subsidy receivables
  - After taking shutdown for over a month for two consecutive years due to government policy for urea production beyond 100% capacity, during FY16, Indo-Gulf has achieved its highest ever production at 1.208 million tons (18%↑ y-o-y) & sales at 1.196 million tons (17%↑ y-o-y)
- Despite higher urea sales volume, revenue marginally de-grew to ₹ 2,498 Cr. due to pass through of reduction in natural gas prices on account of gas pooling policy effective from 1<sup>st</sup> Jun'15
- EBITDA surged by 41% to ₹ 209 Cr. driven by
  - Higher sales volume of Neem Coated Urea & lower repairs (there was shutdown in last year)
  - Higher contribution on production beyond 100% capacity due to gas pooling policy leading to lower gas prices
- Outstanding fertilisers subsidy at ₹ 1,112 Cr. (PY: ₹ 1,193 Cr)
  - Received ₹ 489 Cr. in April 2016
- ROACE improved y-o-y from 7% p.a. to 11% p.a.

Quarter 4		₹ Crore	Full Year	
2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)
176	300	Manufactured Urea Sales (000 MT)	1,025	1,196
<b>381</b>	<b>456</b>	<b>Revenue</b>	<b>2,557</b>	<b>2,498</b>
348	432	Manufacturing (Urea, Customised Fertilisers)	2,248	2,189
33	25	Trading (Fertilisers, Seeds, Agro-Chemicals)	310	309
<b>(20)</b>	<b>21</b>	<b>EBITDA</b>	<b>148</b>	<b>209</b>
<b>(28)</b>	12	Segment EBIT	116	176
1,641	1,525	Capital Employed	1,641	1,525
<b>(7)</b>	3	ROACE (Annualised) (%)	7	11

# Indian Rayon

- **Posted its highest ever earnings**
- **Revenue at ₹ 928 Cr. rose y-o-y by 7%**
  - ➔ VFY segment revenue grew by 7%
    - Lower imports led to higher VFY offtake while improved realisation was driven by higher share of Superfine yarn in the sales volume mix
  - ➔ Chemicals segment revenue surged by 11%
    - Higher caustic soda volumes and increase in caustic prices led by improved international prices & lower imports contributed
- **EBITDA rose y-o-y by 35% to ₹ 266 Cr.**
  - Higher VFY & Caustic Soda volumes and improved realisation augmented profitability
- **Scaling up VFY capacity at a capex of ₹ 40 Cr. by first half of calendar year 2017**
- **ROACE enhanced y-o-y from 21% p.a. to 30% p.a.**

Quarter 4		₹ Crore	Full Year	
2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)
		<b>VFY</b>		
4,632	5,171	Manufactured VFY Sales Volumes (MT)	18,839	20,412
172	191	Revenue (VFY & allied chemicals) (₹ Cr.)	699	745
		<b>Chemicals</b>		
20,716	21,211	Caustic Soda Sales Volume (MT) <sup>1</sup>	80,162	83,014
44	53	Revenue (₹ Cr.)	166	184
<b>216</b>	<b>244</b>	<b>Total Revenue</b>	<b>865</b>	<b>928</b>
<b>45</b>	<b>75</b>	<b>EBITDA</b>	<b>197</b>	<b>266</b>
35	64	Segment EBIT	156	223
757	715	Capital Employed	757	715
19	36	ROACE (Annualised) (%)	21	30

Note 1 : Including captive consumption and inter unit sale

# Aditya Birla Insulators

- Sluggish demand in domestic market mainly due to poor financial health of state utilities has impacted new projects & caused delay in execution of ongoing projects.
- While imports of ceramic insulators have declined post Anti-dumping imposition, increased acceptance of alternate technologies and impending land acquisition bill is impacting demand in the domestic insulators industry.
- In the backdrop of weak market conditions, Aditya Birla Insulator's revenue grew y-o-y by 6% to ₹ 581 Cr.
  - Volumes grew by 6% mainly in the transmission segment
  - Last year, operations of the Rishra plant were disrupted / suspended for 42 days due to labour unrest
- EBITDA soared y-o-y by 19% to ₹ 114 Cr.
- ROACE has improved y-o-y from 17% p.a. to 22% p.a.

Quarter 4		₹ Crore	Full Year	
2014-15 (PY)	2015-16 (CY)		2014-15 (PY)	2015-16 (CY)
11,564	11,939	Sales Volumes (MT)	38,581	40,897
163	165	Revenue	548	581
30	30	EBITDA	95	114
26	26	Segment EBIT	76	96
455	401	Capital Employed	455	401
24	26	ROACE (Annualised) (%)	17	22

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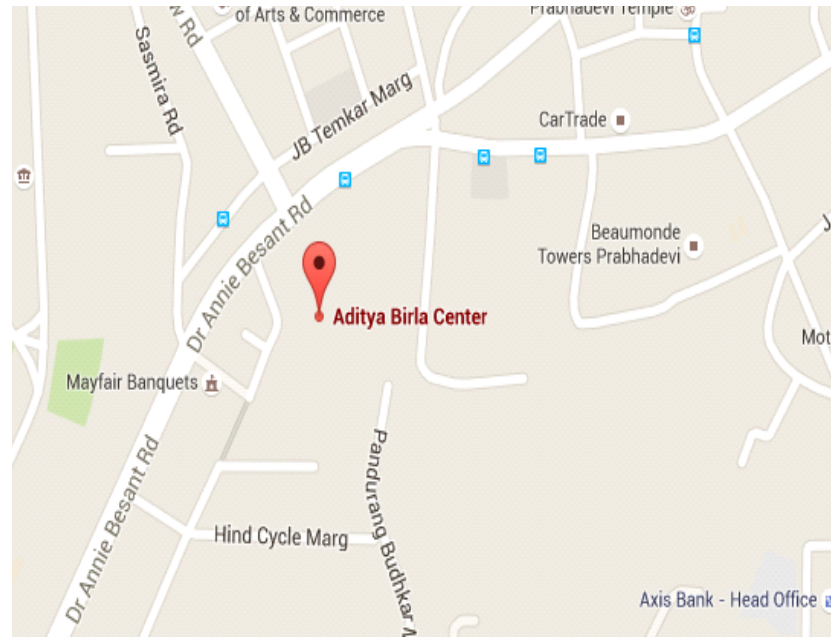
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