

**Khimji Kunverji & Co.**  
Chartered Accountants  
Sunshine Tower, Level 19,  
Senapati Bapat Marg,  
Elphinstone Road,  
Mumbai – 400 013

**S.R. Batliboi & Co. LLP**  
Chartered Accountants  
12<sup>th</sup> Floor, The Ruby,  
29 Senapati Bapat Marg,  
Dadar (West),  
Mumbai–400 028

### Limited Review Report

**Review Report to  
The Board of Directors  
Aditya Birla Nuvo Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results of Aditya Birla Nuvo Group comprising Aditya Birla Nuvo Limited ('the Company') and its subsidiaries, a joint venture and an associate (together, 'the Group'), for the quarter ended June 30, 2014 (the "Statement"), being submitted by the Company pursuant to the requirement of Clause 41 of the Listing Agreement, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been reviewed by us. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. The auditors of Aditya Birla Minacs Worldwide Limited ('ABMWL'), a subsidiary company, have reported in their review report on the statement of unaudited consolidated financial statements of ABMWL for the period April 1, 2014 to May 8, 2014, that they did not review the financial statements of Aditya Birla Minacs Philippines, Inc. ('ABMPI'), subsidiary companies of ABMWL, whose financial statements reflect total revenue of ₹ 874.48 Lakhs for the period April 1, 2014 to May 8, 2014. The financial statements and other financial information of ABMPI have been reviewed by other auditors as per the requirement of Philippines Generally Accepted Accounting Principles and have been converted as per the requirements of Indian Generally Accepted Accounting Principles ('Indian GAAP') by the management and said conversion process has been reviewed by one of us. Our conclusion, in so far it relates to the amounts included in respect of ABMPI is based solely on the report of auditors on the statement of unaudited consolidated financial results of ABMWL and their review of the said conversion process followed by the management of ABMWL.
4. We did not review total capital employed of ₹ 10,54,679 Lakhs as at June 30, 2014 and total revenues of ₹ 427,340 Lakhs for the quarter ended on that date, included in the accompanying statement of unaudited consolidated financial results in respect of twenty four subsidiaries and a joint venture whose financial results and other financial information have not been jointly reviewed by us. These have been reviewed either singly by one of us or by one of us jointly with others or by other auditors, whose reports have been furnished to us and our conclusion, in so far as it relates to the amounts included in respect of these entities, are based solely on the report of those respective auditors.
5. We did not review total capital employed of ₹ 155 Lakhs as at June 30, 2014 and total revenues of ₹ 1.30 Lakhs for the quarter ended on that date, included in the accompanying statement of unaudited consolidated financial results in respect of four subsidiaries and share of profit of nil relating to an associate whose financial results and other financial information have been certified by the management and our conclusion, in so far as it relates to the amounts included in respect of these subsidiaries and the associate is based solely on these management certified financial results.





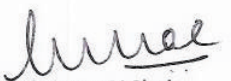
**Limited Review Report on Consolidated Financial Results of Aditya Birla Nuvo Limited  
For the quarter ended June 30, 2014**

6. Based on our review conducted as above and on consideration of reports of other auditors on the unaudited separate quarterly financial results and on the other financial information of the components, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited consolidated financial results prepared in accordance with recognition and measurement principles laid down in Accounting Standard 25 Interim Financial Reporting [specified under the Companies Act, 1956 (which are deemed to be applicable as per section 133 of the Companies Act, 2013, read with rule 7 of the Companies (Accounts) Rules, 2014)] and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.
7. The auditors of Idea Cellular Limited ('Idea') a jointly controlled entity of the Company, without qualifying their opinion on the Consolidated Financial Statements of Idea have drawn attention to note no. 4(b) to the statement of unaudited consolidated financial results, that the Department of Telecommunication (DoT) has issued demand notices dated January 8, 2013 towards one time spectrum charges for spectrum held by Idea beyond 6.2 Mhz for the period from July 1, 2008 to December 31, 2012 amounting to the Group's share of ₹ 8,723 Lakhs and beyond 4.4 Mhz for the period from January 1, 2013 till the expiry of the license amounting to the Group's share of ₹ 41,223 Lakhs in the respective telecom service areas. In the opinion of Idea, inter-alia, the above demand amounts to alteration of financial terms of the licenses issued in the past. Idea therefore filed a petition before the Hon'ble High Court of Bombay, which directed DoT, not to take any coercive action until the matter is further heard.

The financial impact of the above mentioned matter is dependent upon the outcome of the petition filed by Idea in the Hon'ble High Court of Bombay and therefore no effect for the one time spectrum has been given in these unaudited consolidated financial results

8. The auditors of Birla Sun Life Insurance Company Limited ('BSLI'), a subsidiary company, have reported that the actuarial valuation of liabilities of BSLI for policies in force is the responsibility of BSLI's Appointed Actuary ('the appointed actuary'). The actuarial valuation of liabilities for policies in force has been duly certified by the appointed actuary. The appointed actuary has certified to BSLI that the assumptions for such valuation are in accordance with the guidelines and norms issued by the Insurance Regulatory and Development Authority (IRDA) and the Actuarial Society of India in concurrence with IRDA. BSLI auditors have relied on the appointed actuary's certificate in this regard for forming their opinion on the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists on financial statements of BSLI.

For and on behalf of  
**Khimji Kunverji & Co.**  
Chartered Accountants  
ICAI Firm registration number: 105146W



Per **Gautam V Shah**  
Partner  
Membership No. 117348  
Mumbai  
Date: August 12, 2014



For and on behalf of  
**S.R. Batliboi & Co LLP**  
Chartered Accountants  
ICAI Firm registration number: 301003E



Per **Vijay Maniar**  
Partner  
Membership No. 36738  
Mumbai  
Date: August 12, 2014





STATEMENT OF CONSOLIDATED UNAUDITED RESULTS FOR THE QUARTER ENDED 30TH JUNE 2014

₹ Lakhs

Particulars	Quarter Ended			Year Ended
	30 <sup>th</sup> June 14 (Unaudited)	31 <sup>st</sup> Mar 14 (Unaudited) (Refer Note 6)	30 <sup>th</sup> June 13 (Unaudited)	31 <sup>st</sup> Mar 14 (Audited)
<b>1 Income from Operation</b>				
(a) Net Sales / Income from Operations (Net of Excise Duty)	612,656	704,992	567,969	2,562,147
(b) Other Operating Income	8,057	6,191	6,448	27,192
<b>Total Income from Operations (Net)</b>	<b>620,713</b>	<b>711,183</b>	<b>574,417</b>	<b>2,589,339</b>
<b>2 Expenses</b>				
(a) Cost of Material Consumed	75,684	68,881	65,396	294,412
(b) Purchase of Stock-In-Trade	43,659	54,486	39,153	218,399
(c) Change in Inventories of Finished Goods, Work-In-Progress and Stock-In-Trade	1,348	(4,117)	(666)	(22,668)
(d) Employee Benefit Expense	72,619	97,447	90,611	389,538
(e) Depreciation and Amortisation Expense (refer note no 2)	40,499	42,994	38,768	160,886
(f) Benefits Paid - Life Insurance Business	99,760	97,807	98,746	366,550
(g) Change in Valuation of Liability in respect of Life Insurance Policies	(24,105)	38,030	(43,425)	(34,308)
(h) Other Expenses	231,932	241,925	216,710	917,595
<b>Total Expenses</b>	<b>541,396</b>	<b>637,453</b>	<b>505,293</b>	<b>2,290,404</b>
<b>3 Profit from Operations before Other Income, Finance Costs and Exceptional Items (1 - 2)</b>	<b>79,317</b>	<b>73,730</b>	<b>69,124</b>	<b>298,935</b>
4 Other Income	7,460	9,617	9,495	33,886
<b>5 Profit before Finance Costs and Exceptional Items (3 + 4)</b>	<b>86,777</b>	<b>83,347</b>	<b>78,619</b>	<b>332,821</b>
6A Finance Costs related to Lending Activity of Subsidiaries	23,552	21,203	16,586	74,166
6B Other Finance Costs	17,327	25,977	21,141	81,967
<b>7 Profit after Finance Costs but before Exceptional Items (5 - 6)</b>	<b>45,898</b>	<b>36,167</b>	<b>40,892</b>	<b>176,688</b>
8 Exceptional Items (refer note no 1)	(1,333)	(1,864)	2,406	542
<b>9 Profit before Tax (7 + 8)</b>	<b>44,565</b>	<b>34,303</b>	<b>43,298</b>	<b>177,230</b>
10 Tax Expenses (refer note no 1 (b) )	16,760	16,013	7,738	55,050
<b>11 Net Profit for the Period (9 - 10)</b>	<b>27,805</b>	<b>18,290</b>	<b>35,560</b>	<b>122,180</b>
12 Minority Interest	1,435	677	2,427	7,892
<b>13 Net Profit after Taxes and Minority Interest (11 - 12)</b>	<b>26,370</b>	<b>17,613</b>	<b>33,133</b>	<b>114,288</b>
14 Paid Up Equity Share Capital (Face Value of ₹ 10 each)	13,008	13,008	12,023	13,008
15 Reserve excluding Revaluation Reserve				1,105,856
16 Earning per Share of ₹ 10 each (not annualised)				
(a) Basic - ₹	20.27	13.54	27.56	92.08
(b) Diluted - ₹	20.24	13.52	27.23	91.12

A PARTICULARS OF SHAREHOLDING				
<b>1 Public Shareholding *</b>				
- Number of Shares	52,463,054	52,458,223	52,425,118	52,458,223
- Percentage of Shareholding	40.33%	40.33%	43.60%	40.33%
<b>2 Promoter and Promoter Group Shareholding *</b>				
<b>(a) Pledged/ Encumbered</b>				
- Number of Shares	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total Shareholding of promoter and promoter group)	-	-	-	-
- Percentage of shares (as a % of the total Share Capital of the Company)	-	-	-	-
<b>(b) Non - encumbered</b>				
- Number of Shares	74,444,697	74,444,697	64,624,697	74,444,697
- Percentage of shares (as a % of the total Shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%
- Percentage of shares (as a % of the total Share Capital of the Company)	57.23%	57.23%	53.75%	57.23%

\* Excludes shares represented by Global Depository Receipts

B INVESTOR COMPLAINTS	3 months ended 30 <sup>th</sup> June 14
Pending at the beginning of the quarter	1
Received during the quarter	5
Disposed of during the quarter	5
Remaining unresolved at the end of the quarter	1





## STATEMENT OF CONSOLIDATED UNAUDITED RESULTS FOR THE QUARTER ENDED 30TH JUNE 2014

Particulars	Quarter Ended			Year Ended
	30 <sup>th</sup> June 14 (Unaudited)	31 <sup>st</sup> Mar 14 (Unaudited) (Refer Note 6)	30 <sup>th</sup> June 13 (Unaudited)	31 <sup>st</sup> Mar 14 (Audited)
₹ Lakhs				
<b>1 Segment Revenue</b>				
Financial Services				
Life Insurance	106,804	173,941	89,516	470,136
Other Financial Services	58,825	53,347	47,447	194,830
Telecom	187,947	175,183	165,123	666,865
Fashion and Lifestyle				
Branded Apparels and Accessories	115,471	124,272	98,206	475,920
Textiles	37,458	34,472	31,284	130,005
IT - ITES (refer note no 1 (a))	28,316	72,448	65,755	289,773
Manufacturing				
Agri - business (Fertilisers, Agro-Chemicals and Seeds)	56,365	40,787	48,671	231,296
Rayon Yarn (including Caustic Soda and Allied Chemicals)	21,211	22,260	20,443	86,007
Insulators	8,691	15,899	9,509	50,546
<b>Total Segmental Revenue</b>	<b>621,088</b>	<b>712,609</b>	<b>575,954</b>	<b>2,595,378</b>
Less: Inter Segment Revenue	(375)	(1,426)	(1,537)	(6,039)
<b>Total Income from Operations (Net)</b>	<b>620,713</b>	<b>711,183</b>	<b>574,417</b>	<b>2,589,339</b>
<b>2 Segment Results (Profit before Finance Costs and Tax)</b>				
Financial Services				
Life Insurance	8,259	8,036	13,557	37,075
Other Financial Services	12,467	8,945	8,424	35,414
Telecom	33,738	27,444	23,779	96,232
Fashion and Lifestyle				
Branded Apparels and Accessories	(660)	3,605	(696)	19,914
Textiles	4,418	3,721	3,231	14,137
IT - ITES (refer note no 1 (a))	(1,645)	5,279	3,822	18,115
Manufacturing				
Agri - business (Fertilisers, Agro-Chemicals and Seeds)	1,860	(3,020)	1,495	5,587
Rayon Yarn (including Caustic Soda and Allied Chemicals)	4,289	4,478	4,063	17,197
Insulators	247	2,262	712	6,088
<b>Total Segment Result</b>	<b>62,973</b>	<b>60,750</b>	<b>58,387</b>	<b>249,759</b>
Less: Finance Costs	(17,327)	(25,977)	(21,141)	(81,967)
Add: Interest Income	719	1,085	2,887	7,029
Less: Other Un-allocable (Expenditure) / Income - net	(467)	309	759	1,867
<b>Profit after Finance Costs but before Exceptional Items</b>	<b>45,898</b>	<b>36,167</b>	<b>40,892</b>	<b>176,688</b>
Exceptional items (refer note no 1)	(1,333)	(1,864)	2,406	542
<b>Profit before Tax</b>	<b>44,565</b>	<b>34,303</b>	<b>43,298</b>	<b>177,230</b>
<b>3 Capital Employed (Including Goodwill)</b>	<b>As on</b>	<b>As on</b>	<b>As on</b>	<b>As on</b>
(Segment Assets - Segment Liabilities)	<b>30<sup>th</sup> June 14</b>	<b>31<sup>st</sup> Mar 14</b>	<b>30<sup>th</sup> June 13</b>	<b>31<sup>st</sup> Mar 14</b>
Financial Services				
Life Insurance	142,622	134,376	124,688	134,376
Other Financial Services	240,968	234,133	177,568	234,133
Telecom	1,077,899	1,136,234	900,215	1,136,234
Fashion and Lifestyle				
Branded Apparels and Accessories	261,675	261,443	275,220	261,443
Textiles	27,823	31,714	19,763	31,714
IT - ITES (refer note no 1 (a))	-	170,245	176,668	170,245
Manufacturing				
Agri - business (Fertilisers, Agro-Chemicals and Seeds)	142,779	161,578	138,350	161,578
Rayon Yarn (including Caustic Soda and Allied Chemicals)	74,093	75,860	68,748	75,860
Insulators	38,149	42,979	36,225	42,979
<b>Total Segment Capital Employed</b>	<b>2,006,008</b>	<b>2,248,562</b>	<b>1,917,445</b>	<b>2,248,562</b>
Add: Unallocated Corporate Assets	141,558	41,487	104,922	41,487
<b>Total Capital Employed</b>	<b>2,147,566</b>	<b>2,290,049</b>	<b>2,022,367</b>	<b>2,290,049</b>



**Notes:****1 Exceptional Item**

(a) ABNL IT & ITES Limited, a wholly owned subsidiary of the Company, at its meeting of the Board of Directors held on 30th January 2014, had approved the divestment of shares held by it in its IT-ITeS subsidiary, Aditya Birla Minacs Worldwide Limited, and had executed a Share Purchase Agreement with a group of investors led by Capital Square Partners and CX Partners at an Enterprise Value of USD 260 Million (including deferred grant) subject to working capital adjustment and fulfilment of requisite consents and approvals.

All requisite consents and approvals which were part of closing conditions have been completed in the current quarter. With this divestment, Aditya Birla Minacs Worldwide Limited and its subsidiaries ceased to be subsidiaries of the Company, with effect from 9th May, 2014 and a loss of ₹ 1,333 Lakhs (Net off one time fees received ₹ 1,364 Lakhs) has been recognised as exceptional item. The financial results of Aditya Birla Minacs Worldwide Limited and its subsidiaries for the current and previous periods are given below for information:

Particulars	₹ Lakhs			
	Aditya Birla Minacs Worldwide Limited and its subsidiaries			
	Period Ended	Quarter Ended		Year Ended
	08 <sup>th</sup> May 14 (Unaudited)	31 <sup>st</sup> Mar 14 (Unaudited)	30 <sup>th</sup> June 13 (Unaudited)	31 <sup>st</sup> Mar 14 (Audited)
Total Income from Operations (Net)	28,316	72,448	65,755	289,773
Profit before Tax	(2,488)	(8,785)	2,997	1,371
Profit after Tax	(2,270)	(9,102)	2,984	905

(b) The Company has accounted for slump sale of Carbon Black business in previous year, accordingly a gain of ₹ 2,406 Lakhs on the said slump sale had been recognised as an exceptional item and a net tax credit of ₹ 4,070 Lakhs (including reversal of deferred tax credit) had been netted off with tax expense in the quarter ended 30th June 2013 and the year ended 31st March 2014.

(c) During the quarter and year ended 31st March 2014, Aditya Birla Financial Services Private Limited, a wholly owned subsidiary of the Company, provided for diminution in value of its Long Term Investment in two subsidiaries namely Aditya Birla Money Limited and Aditya Birla Money Mart Limited. The impact of diminution amounting to ₹ 1,864 Lakhs has been recognised as an exceptional items in Consolidated Financial Statement as an impairment of Goodwill created on acquisition of these subsidiaries. The impairment so provided pertains to "Other Financial Services" segment.

**2 Effective from 1st April, 2014, the Group has provided depreciation on fixed assets based on useful lives as provided in Schedule II of the Companies Act, 2013 or as re-assessed by the Company. Based on transitional provision given in Schedule II, the carrying value of assets whose useful life are already exhausted amounting to ₹ 2,840 Lakhs (net of deferred tax ₹ 644 Lakhs) has been charged to opening balance of retained earnings.**

Had there been no change in useful lives of fixed assets, the charge to the Statement of Profit & Loss for the quarter ended 30th June, 2014 would have been lower by ₹ 51 Lakhs.

**3 During the period, operation of one unit of Insulator Business at Rishra remained suspended for a period of 42 days due to illegal stoppage of work affecting entire line of manufacturing process. This was settled subsequently following wage settlement.**

**4 In respect of a Jointly Controlled Entity of the Company viz Idea Cellular Limited (IDEA)**

(a) The Securities Allotment Committee of the Board of Directors of IDEA has at its meeting held on 11th June 2014, issued and allotted 223,880,597 Equity Shares of face value of ₹ 10/- each to eligible Qualified Institutional Buyers at a price of ₹ 134/- per Equity Share, including a premium of ₹ 124/- per Equity Share, aggregating ₹ 300,000 Lakhs in accordance with the applicable provisions of SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009 and Companies Act, 2013. Consequently, the stake of the company in IDEA decreased from 25.23% as on 31st March 2014 to 23.63% as on 30th June 2014.

(b) On 8th January 2013, Department of Telecommunications (DoT) issued demand notices towards one time spectrum charges:  
- for spectrum beyond 6.2 Mhz in respective service areas for retrospective period from 1st July 2008 to 31st December 2012, Group share amounting to ₹ 8,723 Lakhs, and  
- for spectrum beyond 4.4 Mhz in respective service areas effective 1st January 2013 till expiry of the period as per respective licenses, Group share amounting to ₹ 41,223 Lakhs.

In the opinion of IDEA, inter-alia, the above demands amount to alteration of financial terms of the licenses issued in the past. IDEA had therefore, petitioned the Hon'ble High Court of Bombay, where the matter was admitted and is currently sub-judice. The Hon'ble High Court of Bombay has directed the DoT, not to take any coercive action until the matter is further heard.

**5 Pursuant to Clause 41 of the Listing Agreement, the Company has opted to publish consolidated financial results. The standalone financial results are available at Company's website viz. www.adityabirlanuvo.com and on websites of BSE (www.bseindia.com) and NSE (www.nseindia.com). Key Standalone financial information is given below:**

Particulars	₹ Lakhs			
	Quarter Ended			Year Ended
	30 <sup>th</sup> June 14 (Unaudited)	31 <sup>st</sup> Mar 14 (Unaudited)	30 <sup>th</sup> June 13 (Unaudited)	31 <sup>st</sup> Mar 14 (Audited)
Total Income from Operations (Net)	197,246	196,708	170,061	802,035
Profit before Tax	8,969	14,481	22,895	80,429
Profit after Tax	6,895	9,822	25,340	67,395

**6 The figures for the quarter ended 31st March, 2014 are the balancing figures between the audited figures in respect of the full financial year ended 31st March, 2014 and the unaudited published year to date figures up to 31st December, 2013 which were subjected to limited review.**

- 7 The previous periods figures have been regrouped or rearranged wherever necessary and in view of above note no 1(a) and 4(a), the figures for the previous periods are not strictly comparable.
- 8 The above results have been reviewed by the Audit Committee of the Board and taken on record at the meeting of the Board of Directors held on 12th August 2014. The Statutory Auditors of the Company have carried out Limited Review as required under Clause 41 of Listing Agreement and the related report is being submitted to the concerned stock exchanges.

Place : Mumbai  
Date : 12th August 2014



Lalit Naik  
Managing Director

ADITYA BIRLA NUVO LIMITED  
CIN - L17199GJ1955PLC001107  
Regd. Office: Indian Rayon Compound, Veraval - 362266, GUJARAT.  
Web Site: [www.adityabirlanuvo.com](http://www.adityabirlanuvo.com) / [www.adityabirla.com](http://www.adityabirla.com)

An Aditya Birla Group Company





**Khimji Kunverji & Co.**  
Chartered Accountants  
Sunshine Tower, Level 19,  
Senapati Bapat Marg,  
Elphinstone Road,  
Mumbai – 400 013

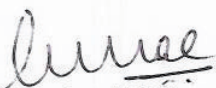
**S.R. Batliboi & Co. LLP**  
Chartered Accountants  
12<sup>th</sup> Floor, The Ruby,  
29 Senapati Bapat Marg,  
Dadar (West),  
Mumbai–400 028

### Limited Review Report

**Review Report to  
The Board of Directors  
Aditya Birla Nuvo Limited**

1. We have reviewed the accompanying statement of standalone unaudited financial results of Aditya Birla Nuvo Limited ('the Company') for the quarter ended June 30, 2014, ('the Statement'), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been reviewed by us. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We have conducted our review in accordance with the Standard on Review Engagement (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of company personnel and an analytical procedure applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. The branch auditors' limited review reports have been forwarded to us and have been appropriately dealt with in this report.
4. Based on our review conducted as above and on consideration of branch auditors' reports as mentioned above, nothing has come to our attention that causes us to believe that the accompanying statement prepared in accordance with recognition and measurement principles laid down in Accounting Standard 25 Interim Financial Reporting, [specified under the Companies Act, 1956 (which are deemed to be applicable as per section 133 of the Companies Act, 2013 read with rule 7 of the Companies (Accounts) Rules, 2014)] and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For and on behalf of  
**Khimji Kunverji & Co.**  
Chartered Accountants  
ICAI Firm Registration Number: 105146W



per **Gautam V Shah**  
Partner  
Membership Number: 117348  
Mumbai  
Date: August 12, 2014



For and on behalf of  
**S.R. Batliboi & Co. LLP**  
Chartered Accountants  
ICAI Firm Registration Number: 301003E



per **Vijay Maniar**  
Partner  
Membership Number: 036738  
Mumbai  
Date: August 12, 2014





STATEMENT OF STANDALONE UNAUDITED RESULTS FOR THE QUARTER ENDED 30TH JUNE 2014

₹ Lakhs

Particulars	Quarter Ended			Year Ended
	30 <sup>th</sup> June 14 (Unaudited)	31 <sup>st</sup> Mar 14 (Unaudited) (Refer Note 6)	30 <sup>th</sup> June 13 (Unaudited)	31 <sup>st</sup> Mar 14 (Audited)
<b>1 Income from Operation</b>				
(a) Net Sales / Income from Operations (Net of Excise Duty)	195,544	194,919	168,643	795,048
(b) Other Operating Income	1,702	1,789	1,418	6,987
<b>Total Income from Operations (Net)</b>	<b>197,246</b>	<b>196,708</b>	<b>170,061</b>	<b>802,035</b>
<b>2 Expenses</b>				
(a) Cost of Material Consumed	75,684	68,881	65,396	294,412
(b) Purchase of Stock-In-Trade	26,104	30,730	18,621	119,138
(c) Change in Inventories of Finished Goods, Work-In-Progress and Stock-In-Trade	(2,558)	(5,289)	(685)	(20,443)
(d) Employee Benefit Expense	16,743	16,692	14,267	63,869
(e) Power and Fuel	21,165	20,084	22,373	95,500
(f) Depreciation and Amortisation Expense (refer note no 3)	4,571	5,324	4,616	19,902
(g) Other Expenditure	43,082	45,182	35,688	162,120
<b>Total Expenses</b>	<b>184,791</b>	<b>181,604</b>	<b>160,276</b>	<b>734,498</b>
<b>3 Profit from Operations before Other Income, Finance Costs and Exceptional Items (1 - 2)</b>	<b>12,455</b>	<b>15,104</b>	<b>9,785</b>	<b>67,537</b>
4 Other Income (refer note no 5)	3,310	6,255	17,066	37,142
<b>5 Profit before Finance Costs and Exceptional Items (3 + 4)</b>	<b>15,765</b>	<b>21,359</b>	<b>26,851</b>	<b>104,679</b>
6 Finance Costs	6,796	6,878	6,362	26,656
<b>7 Profit after Finance Costs but before Exceptional Items (5 - 6)</b>	<b>8,969</b>	<b>14,481</b>	<b>20,489</b>	<b>78,023</b>
8 Exceptional Items (refer note no 2)	-	-	2,406	2,406
<b>9 Profit before Tax (7 + 8)</b>	<b>8,969</b>	<b>14,481</b>	<b>22,895</b>	<b>80,429</b>
10 Tax Expenses (refer note no 2)	2,074	4,659	(2,445)	13,034
<b>11 Net Profit for the Period (9 - 10)</b>	<b>6,895</b>	<b>9,822</b>	<b>25,340</b>	<b>67,395</b>
12 Paid Up Equity Share Capital (Face Value of ₹ 10 each)	13,008	13,008	12,023	13,008
13 Reserve excluding Revaluation Reserve				797,756
14 Earning per Share of ₹ 10 each (not annualised)				
(a) Basic - ₹	5.30	7.55	21.08	54.30
(b) Diluted - ₹	5.29	7.54	20.82	53.74

A PARTICULARS OF SHAREHOLDING				
<b>1 Public Shareholding *</b>				
- Number of Shares	52,463,054	52,458,223	52,425,118	52,458,223
- Percentage of Shareholding	40.33%	40.33%	43.60%	40.33%
<b>2 Promoter and Promoter Group Shareholding *</b>				
<b>(a) Pledged/ Encumbered</b>				
- Number of Shares	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total Shareholding of promoter and promoter group)	-	-	-	-
- Percentage of shares (as a % of the total Share Capital of the Company)	-	-	-	-
<b>(b) Non - encumbered</b>				
- Number of Shares	74,444,697	74,444,697	64,624,697	74,444,697
- Percentage of shares (as a % of the total Shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%
- Percentage of shares (as a % of the total Share Capital of the Company)	57.23%	57.23%	53.75%	57.23%

\* Excludes shares represented by Global Depository Receipts

B INVESTOR COMPLAINTS	3 months ended 30 <sup>th</sup> June 14
Pending at the beginning of the quarter	1
Received during the quarter	5
Disposed of during the quarter	5
Remaining unresolved at the end of the quarter	1





**STATEMENT OF STANDALONE UNAUDITED RESULTS FOR THE QUARTER ENDED 30TH JUNE 2014**

₹ Lakhs

Particulars	Quarter Ended			Year Ended
	30 <sup>th</sup> June 14 (Unaudited)	31 <sup>st</sup> Mar 14 (Unaudited) (Refer Note 6)	30 <sup>th</sup> June 13 (Unaudited)	31 <sup>st</sup> Mar 14 (Audited)
<b>1 Segment Revenue</b>				
Fashion and Lifestyle				
Branded Apparels and Accessories	73,672	83,683	60,228	305,275
Textiles	37,458	34,472	31,284	130,005
Agri - business (Fertilisers, Agro-Chemicals and Seeds)	56,365	40,787	48,671	231,296
Rayon Yarn (including Caustic Soda and Allied Chemicals)	21,211	22,260	20,443	86,007
Insulators	8,691	15,899	9,509	50,546
<b>Total Segmental Revenue</b>	<b>197,397</b>	<b>197,101</b>	<b>170,135</b>	<b>803,129</b>
Less: Inter Segment Revenue	(151)	(393)	(74)	(1,094)
<b>Total Income from Operations (Net)</b>	<b>197,246</b>	<b>196,708</b>	<b>170,061</b>	<b>802,035</b>
<b>2 Segment Results (Profit before Finance Costs and Tax)</b>				
Fashion and Lifestyle				
Branded Apparels and Accessories	4,408	9,677	1,468	30,247
Textiles	4,418	3,721	3,231	14,137
Agri - business (Fertilisers, Agro-Chemicals and Seeds)	1,860	(3,020)	1,495	5,587
Rayon Yarn (including Caustic Soda and Allied Chemicals)	4,289	4,478	4,063	17,197
Insulators	247	2,262	712	6,088
<b>Total Segment Result</b>	<b>15,222</b>	<b>17,118</b>	<b>10,969</b>	<b>73,256</b>
Less: Finance Costs	(6,796)	(6,878)	(6,362)	(26,656)
Add: Interest Income	1,080	966	2,126	4,414
Less: Other Un-allocable (Expenditure) / Income - net	(537)	3,275	13,756	27,009
<b>Profit after Finance Costs but before Exceptional Items</b>	<b>8,969</b>	<b>14,481</b>	<b>20,489</b>	<b>78,023</b>
Exceptional Items (refer note no 2)	-	-	2,406	2,406
<b>Profit before Tax</b>	<b>8,969</b>	<b>14,481</b>	<b>22,895</b>	<b>80,429</b>
<b>Capital Employed</b>	<b>As on</b>	<b>As on</b>	<b>As on</b>	<b>As on</b>
<b>(Segment Assets - Segment Liabilities)</b>	<b>30<sup>th</sup> June 14</b>	<b>31<sup>st</sup> Mar 14</b>	<b>30<sup>th</sup> June 13</b>	<b>31<sup>st</sup> Mar 14</b>
Fashion and Lifestyle				
Branded Apparels and Accessories	37,257	37,724	39,362	37,724
Textiles	27,823	31,714	19,763	31,714
Agri - business (Fertilisers, Agro-Chemicals and Seeds)	142,779	161,578	138,350	161,578
Rayon Yarn (including Caustic Soda and Allied Chemicals)	74,093	75,860	68,748	75,860
Insulators	38,149	42,979	36,225	42,979
<b>Total Segment Capital Employed</b>	<b>320,101</b>	<b>349,855</b>	<b>302,448</b>	<b>349,855</b>
Add: Unallocated Corporate Assets	791,201	836,257	703,227	836,257
<b>Total Capital Employed</b>	<b>1,111,302</b>	<b>1,186,112</b>	<b>1,005,675</b>	<b>1,186,112</b>

**Notes:**

- 1 ABNL IT & ITES Limited, a wholly owned subsidiary of the Company, had divested its holding in IT-ITeS subsidiary to a group of investors led by Capital Square Partners and CX Partners. With this divestment, Aditya Birla Minacs Worldwide Limited and its subsidiaries ceased to be subsidiaries of the Company, with effect from 9th May, 2014.
- 2 The Company has accounted for slump sale of Carbon Black business in previous year, accordingly a gain of ₹ 2,406 Lakhs on the said slump sale had been recognised as an exceptional item and a net tax credit of ₹ 4,070 Lakhs (including reversal of deferred tax credit) had been netted off with tax expense in the quarter ended 30th June 2013 and the year ended 31st March 2014.
- 3 Effective from 1st April, 2014, the Company has provided depreciation on fixed assets based on useful lives as provided in Schedule II of the Companies Act, 2013 or as re-assessed by the Company. Based on transitional provision given in Schedule II, the carrying value of assets whose useful life are already exhausted amounting to ₹ 1,251 Lakhs (net of deferred tax ₹ 644 Lakhs) has been charged to opening balance of retained earnings.  
  
Had there been no change in useful lives of fixed assets, the charge to the Statement of Profit & Loss for the quarter ended 30th June, 2014 would have been higher by ₹ 424 Lakhs.
- 4 During the period, operation of one unit of Insulator Business at Rishra remained suspended for a period of 42 days due to illegal stoppage of work affecting entire line of manufacturing process. This was settled subsequently following wage settlement.
- 5 Other Income for the quarter ended 30th June 2013 includes profit on account of buyback of Investment in Equity Shares of ₹ 14,429 Lakhs by Birla Sun Life Insurance Company Limited.
- 6 The figures for the quarter ended 31st March, 2014 are the balancing figures between the audited figures in respect of the full financial year ended 31st March, 2014 and the unaudited published year to date figures up to 31st December, 2013 which were subjected to limited review.
- 7 The previous periods figures have been regrouped or rearranged wherever necessary.
- 8 The above results have been reviewed by the Audit Committee of the Board and taken on record at the meeting of the Board of Directors held on 12th August 2014. The Statutory Auditors of the Company have carried out Limited Review as required under Clause 41 of Listing Agreement and the related report is being submitted to the concerned stock exchanges.

Place : Mumbai  
Date : 12th August 2014

  
Lalit Naik  
Managing Director

ADITYA BIRLA NUVO LIMITED  
CIN - L17199GJ1956PLC001107  
Regd. Office: Indian Rayon Compound, Veraval - 362266, GUJARAT.  
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An Aditya Birla Group Company







**PRESS RELEASE**

Mumbai, 12<sup>th</sup> August 2014

**Aditya Birla Nuvo reports results for the quarter ended 30<sup>th</sup> June 2014**

Revenue grew by 8% to ₹ 6,207 Crore

EBITDA is up by 8% to ₹ 1,273 Crore

(₹ Crore)

Consolidated Results	Quarter 1		
	2013-14 (Previous Year)	2014-15 (Current Year)	
Revenue	5,744	6,207	8%
EBITDA	1,174	1,273	8%
Normalised Net Profit (Excluding IT-ITeS business and before one-off items) <sup>1</sup>	237	300	27%
Reported Net Profit	331	264	

Note 1: In Q1 last year, profit is higher by ₹ 65 Crore on account of gain on slump sale of Carbon Black business (including net tax credit of ₹ 41 Crore). In Q1FY15, profit is lower by ₹ 36 Crore on account of net loss of ₹ 23 Crore from operations of Minacs for the period from 1<sup>st</sup> April 2014 to 8<sup>th</sup> May 2014 and exceptional loss of ₹ 13 Crore pertaining to the divestment of Minacs. This loss is without considering deferred grant of ₹ 42 Crore receivable over next 3 year, which will be accounted for on actual receipt basis.

Excluding IT-ITeS business, which was divested with effect from 9<sup>th</sup> May 2014, the revenue of Aditya Birla Nuvo (ABNL) rose year on year by 16% and net profit (before one-off items) is up by 27%.

**Business-wise Review**

**Aditya Birla Financial Services**

Aditya Birla Financial Services (ABFS) ranks among the top 5 fund managers (excluding LIC) in India. Its funds under management grew by 21% to USD 22.4 billion (₹ 134,216 Crore). Its consolidated revenue at ₹ 1,655 Crore registered a 21% growth. It posted earnings before tax of ₹ 220 Crore. ABFS gained market share across its Life Insurance, Asset Management, Broking and General Insurance Advisory businesses. Growth in its lending book continues to be robust. The business portfolio of ABFS stands augmented with the license for housing finance business granted.

Among the private life insurers, new business premium market share of Birla Sun Life Insurance (BSLI) is up from 6.7% to 9.5% and its ranking improved from 7<sup>th</sup> to 5<sup>th</sup> led by strong growth in the group business. BSLI reported its Embedded Value at ₹ 3,225 Crore and Value of New Business margin at 16.2% for 2013-14. Birla Sun Life Asset Management (BSAMC) cemented its position as the 4<sup>th</sup> largest player in India with an improved market share of 9.98% up from 9.42% a year ago. In terms of domestic equity AUM, BSAMC moved 2 places up to rank 5<sup>th</sup>. Its AUM crossed the ₹ 100,000 Crore mark. The lending book of Aditya Birla Finance expanded by 50% to about ₹ 12,600 Crore. The broking and the wealth management businesses turned profitable with the improvement in market sentiment coupled with cost control initiatives.

**Fashion & Lifestyle**

The Company's Fashion & Lifestyle business continued to expand its customer reach, strengthening its leadership position. During the quarter, 66 stores were opened to reach 1,791 exclusive brand outlets / stores, spanning nationwide across 4.4 million square feet. Its revenue rose by 18% to ₹ 1,528 Crore and EBITDA by 53% to ₹ 109 Crore led by revenue growth and margin expansion across formats.



Madura achieved all round growth in earnings. Its revenue surged by 23% to ₹ 787 Crore and EBITDA soared by 66% to ₹ 62 Crore. EBITDA margin stands expanded by 200 basis points.

The revenue of Pantaloons grew by 12% to ₹ 386 Crore. Led by execution of portfolio strategy and improved merchandising, gross margin expanded by over 300 basis points. The annualisation impact of business building costs and higher accelerated depreciation on account of stores refurbishment strained its bottom-line. Pantaloons is raising capital through rights issue to fund its growth capital requirements.

Jaya Shree attained its highest ever quarterly earnings led by expansion in linen segment. To strengthen its market leadership, it is further expanding its Linen Yarn capacity from 3,400 to 6,400 tons per annum.

### **Telecom**

Idea ranks as the 6<sup>th</sup> largest cellular operator in the world, in terms of subscribers based on operations in a single country. In India, it ranks 3<sup>rd</sup> with an improved revenue market share at 16.6% up from 15.7% a year ago. It posted a strong growth in earnings led by robust voice and data usage, improved voice realisation, scale benefit and cost efficiency. Its revenue grew by 16% to ₹ 7,555 Crore and EBITDA rose by 20% to ₹ 2,545 Crore. With Net Debt to EBITDA at 1.54 times, its balance sheet remained strong. The cash profit generation of ₹ 20.2 billion and equity infusion of ₹ 3,000 Crore raised in June 2014 through the QIP were the contributors. In July 2014, Idea raised ₹ 750 Crore through the issue of equity shares on preferential basis to Axiata.

### **Manufacturing (Agri, Rayon and Insulators)**

The revenue from the manufacturing businesses at ₹ 863 Crore grew by 10% and EBITDA at ₹ 88 Crore is up by 4%. In the Agri business, profitability is higher led by energy savings despite the plant shutdown for 15 days. In the Rayon business, the new superfine unit is running at full capacity and contributing to the bottom-line. Earnings were partly offset by lower caustic soda volumes owing to the maintenance shutdown. The Insulators business was impacted by disruption / suspension of work for 42 days at Rishra plant due to labour unrest. The plant resumed operations on 18<sup>th</sup> June 2014.

### **Going Forward**

For fiscal 2014-15, ABNL has earmarked a capital expenditure plan of around ₹ 500 Crore. The Company plans to invest about ₹ 350 Crore in the Financial Services business besides subscribing to the rights issue of Pantaloons. The cash flow from operations and proceeds from the divestment of Minacs will support the growth plans of ABNL.

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### **About Aditya Birla Nuvo Ltd.**

**Aditya Birla Nuvo** is a ~USD 4 billion conglomerate operating in the services and the manufacturing sectors, where it commands a leadership position. Its service sector businesses include Financial Services (Life Insurance, Asset Management, NBFC, Private Equity, Broking, Wealth Management and general insurance advisory), Fashion & Lifestyle (Branded apparels & Textiles) and Telecom. Its manufacturing businesses comprise of the Agri, Rayon and Insulators businesses.

Aditya Birla Nuvo is part of the **Aditya Birla Group**, a USD 40 billion Indian multinational. The Group operates in 36 countries across the globe, is anchored by an extraordinary force of about 120,000 employees belonging to 42 nationalities and derives more than 50% of its revenue from its overseas operations.

**Disclaimer** : Certain statements in this "Press Release" may not be based on historical information or facts and may be "forward looking statements" within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management's current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company assumes no responsibility to publicly amend, modify or revise any statement, on the basis of any subsequent development, information or events, or otherwise. This "Press Release" does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company's shares. The financial figures in this "Press Release" have been rounded off to the nearest ₹ one Crore. The financial results are consolidated financials unless otherwise specified.

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### **Aditya Birla Nuvo Limited**

Regd. Office: Indian Rayon Compound, Veraval – 362 266 (Gujarat) [Corporate Identity Number L17199GJ1956PLC001107]

Corporate Office: 4<sup>th</sup> Floor 'A' Wing, Aditya Birla Centre, S.K. Ahire Marg, Worli, Mumbai – 400 030

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Stock Code: BSE: 500303 NSE: ABIRLANUVO Reuters: ABRL.BO / ABRL.NS / IRYN.LU Bloomberg: ABNL IN / IRIG LX

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ADITYA BIRLA



# Aditya Birla Nuvo Limited

Financial Results – Q1 FY 2014-15

Mumbai, 12<sup>th</sup> August 2014

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

**Investor presentation**

● <b>Key Highlights</b>	<b>3 – 7</b>
● <b>Business-wise Performance</b>	<b>8 – 18</b>
● <b>Going Forward</b>	<b>19</b>
● <b>Financials and other Annexure</b>	<b>20 – 41</b>

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 60

## **Glossary**

- CY : Current Year
- FY : Financial Year (April-March)
- PY – Corresponding period in Previous Financial Year
- PQ – Previous Quarter
- Q1– April-June
- Q4– January to March
- YTD : Year to date
- ROACE : Return on Avg. Operating Capital Employed based on EBIT
- VAS – Value Added Services
- EBO – Exclusive Brand Outlet
- MBO – Multi Brand Outlet
- TPA – Tons per annum
- AAUM – Average Assets under Management
- APE : Annual Premium Equivalent



- ◆ **India's GDP grew by sub-5% for second year in a row in fiscal FY14**
- ◆ **Early signs of recovery visible with improved industrial growth and inflation coming off the peak**
  - IIP grew by 4% during Apr-May'14
  - WPI inflation moderated to 5.4% in Jun'14 and CPI inflation dipped to 30 months low of 7.3%
  - RBI kept the repo rates unchanged on fears of weak monsoon
- ◆ **Substantive measures taken to narrow fiscal imbalances yielding results**
  - Pick-up in exports in recent months & measures to curb gold imports have contributed to lowering the CAD to 1.7% of GDP in fiscal 2014 compared to 4.7% a year ago.
- ◆ **Going forward, India's GDP growth is expected to improve to 5.4% in calendar year 2014 (Source : IMF)**
  - ◆ A stable government, strong global growth, improving export competitiveness and implementation of recently approved investment projects are expected to be the key contributing factors

# Key Highlights

## Strengthening leadership position across businesses

### Financial Services



#### Market Positioning

Among the **top 5** fund managers in India

#### AUM

₹ **134,216** Crore<sup>1</sup>  
(21% y-o-y growth)

#### Lending Book

~ ₹ **12,600** Crore  
(50% y-o-y growth)

#### Augmenting Portfolio

Received **housing finance** license

#### Quarterly Revenue

₹ **1,655** Crore  
(21% y-o-y growth)

#### Quarterly EBT

₹ **220** Crore  
(PY : ₹ 229 Crore)

### Fashion & Lifestyle



#### Madura

All round growth in earnings

#### Pantaloons

Raising capital to fund its growth capital requirement

#### Jaya Shree

Highest ever quarterly earnings led by expansion

#### Customer Reach

**1,791** EBOs / Stores  
(**4.4** million sq. ft.)

#### Quarterly Revenue

₹ **1,528** Crore  
(18% y-o-y growth)

#### Quarterly EBITDA

₹ **109** Crore  
(53% y-o-y growth)



# Key Highlights

## Strengthening leadership position across businesses

### Telecom



#### Market Positioning

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

#### Outperforming Industry

Revenue share<sup>2</sup> grew y-o-y  
from 15.7% to **16.6%**

#### Capital Raised

**₹ 3,750 Cr.** (through QIP  
and preferential allotment)

#### Strong Balance sheet

Net Debt to EBITDA: **1.54x**  
(Standalone)

#### Quarterly Revenue

**₹ 7,555** Crore  
(16% y-o-y growth)

#### Quarterly EBITDA

**₹ 2,545** Crore  
(20% y-o-y growth)

### Manufacturing (Agri, Rayon, Insulators)



#### Market Positioning

**Leading** manufacturer of  
Urea, VFY & Insulators in India

#### Agri

Energy savings  
augmented profitability  
despite shutdown

#### Rayon

New superfine unit is running  
at full capacity & adding to the  
bottom-line

#### Insulators

Rishra plant shutdown for 42  
days due to labour unrest  
impacted earnings

#### Quarterly Revenue

**₹ 863** Crore  
(10% y-o-y growth)

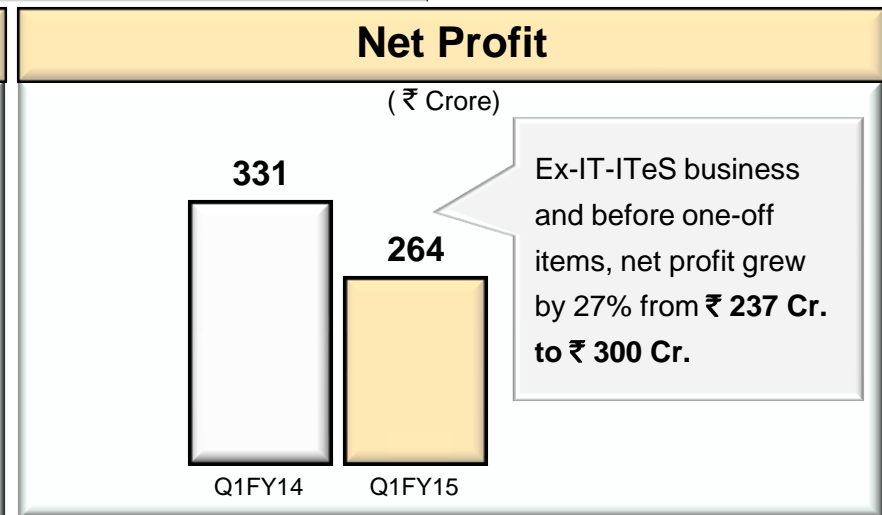
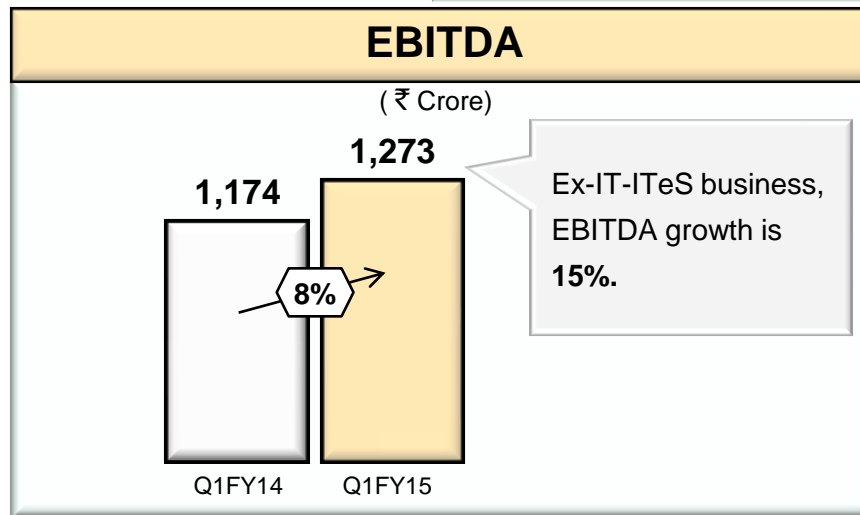
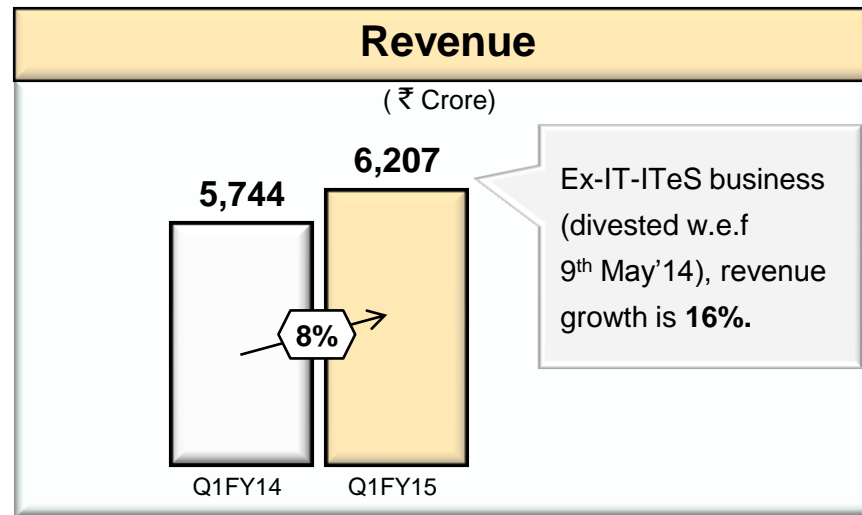
#### Quarterly EBITDA

**₹ 88** Crore  
(4% y-o-y growth)

Note 1 : In terms of subscribers and based on operations in a single country (Source : WCIS, Mar'14)

Note 2 : Based on gross revenue for UAS & Mobile licenses only for Jan-Mar'14, as released by TRAI

# Consolidated earnings growth

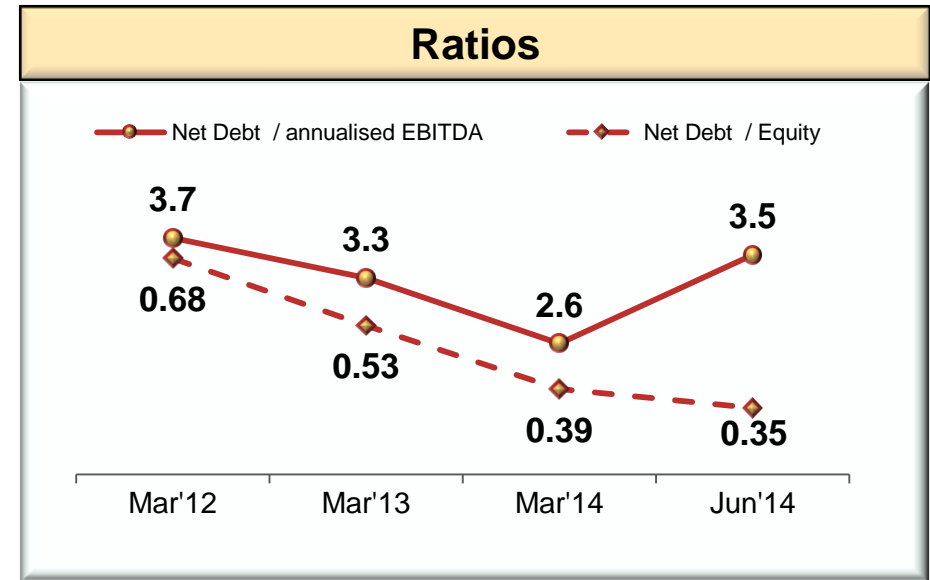
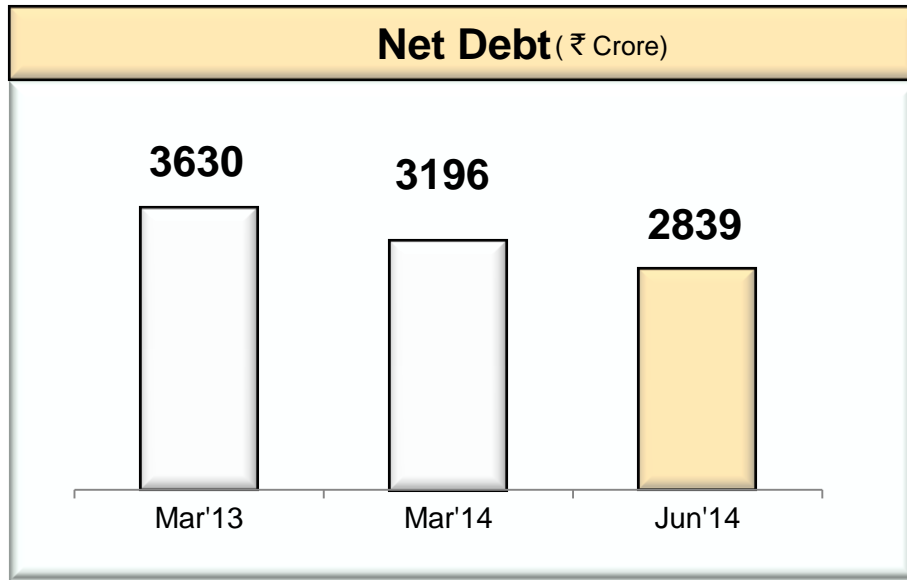


#### One-off times:

- In Q1 last year, profit is higher by ₹ 65 Cr. on account of gain on slump sale of Carbon Black business (including net tax credit of ₹ 41 Cr.)
- In Q1FY15, profit is lower by ₹ 36 Cr. on account of net loss of ₹ 23 Cr. from operations of Minacs for the period from 1<sup>st</sup> Apr'14 to 8<sup>th</sup> May'14 & exceptional loss of ₹ 13 Cr. pertaining to the divestment of Minacs. This loss is without considering deferred grant of ₹ 42 Cr. receivable over next 3 year, which will be accounted for on actual receipt basis



# Standalone Balance Sheet



- Net debt reduced q-o-q led by operating cash flows coupled with realisation of subsidy in Agri business
- Net Debt to annualised EBITDA appears higher due to seasonally lower earnings in the Fashion & Lifestyle business and impact of urea plant shutdown in the Agri business
- For fiscal 2014-15, the standalone balance sheet will support :
  - Standalone Capex of ~ ₹ 500 Cr. (Spent ₹ 40 Cr. in Q1)
  - Growth capital requirement of Financial Services businesses to the tune of ~ ₹ 350 Cr.
  - Rights issue by Pantaloons
- Cash flow from operations and divestment of Minacs will support the growth plans of ABNL



# Aditya Birla Financial Services



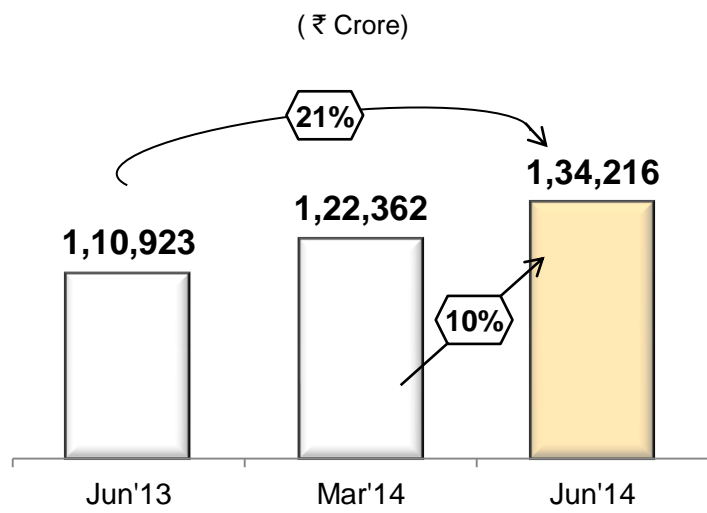
**Performance highlights : Q1 2014-15**



# Aditya Birla Financial Services (ABFS)

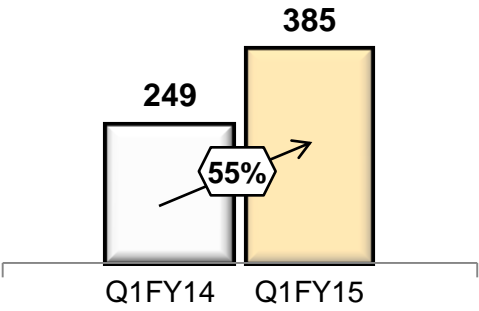
- ABFS is a significant player in the non-banking financial services space having presence in several verticals
- Ranks among the top 5 fund managers in India (excl. LIC) with Funds under Management at ₹ 134,216 Cr. – Grew by 21% y-o-y & 10% q-o-q
- Gained market share in Life Insurance, Asset Management, Broking and General Insurance Advisory businesses
- Lending book growth continues to be robust
- Received license for housing finance business

## ABFS : Funds under Management<sup>1</sup>



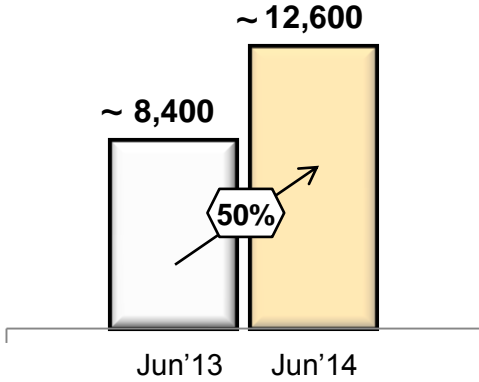
### Life Insurance

(New Business Premium in ₹ Crore)



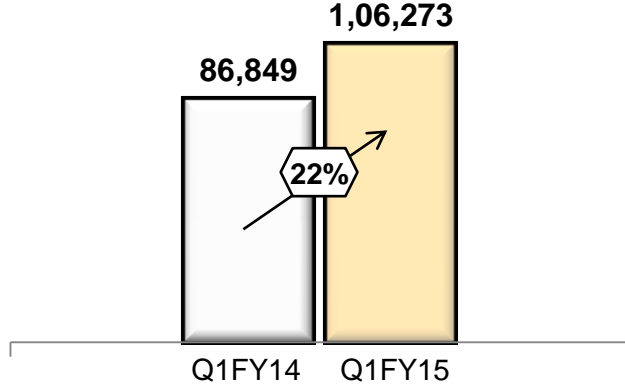
### NBFC

(Lending Book in ₹ Crore)



### Asset Management

(Average AUM in ₹ Crore)



Note 1 : Includes AUM of Life Insurance, Private Equity and quarterly AAUM of Asset Management business

# Aditya Birla Financial Services (ABFS)

## NBFC

- Loan book grew y-o-y by 50% and q-o-q by 9% to ~₹ 12,600 Cr.
- Gross NPA at 1.25% (PY : 1.8%, PQ : 1.3%) and Net NPA at 0.5% (PY : 1.2%, PQ : 0.6%)
- Net worth expanded y-o-y by 47% from ₹ 1,242 Cr. to ₹ 1,828 Cr.

## Birla Sun Life Insurance (BSLI)

- New business premium market share (among private players) enhanced y-o-y from 6.7% to 9.5% and ranking improved from 7<sup>th</sup> to 5<sup>th</sup> led by strong growth in the group business.
- Distributed ₹ 70 Cr. in July 2014 towards final dividend for FY14 (ABNL's share : ₹ 52 Cr.)
- AUM grew y-o-y by 17% and q-o-q by 8% to ₹ 26,813 Cr.
- Reported Embedded Value at ₹ 3,225 Cr. and VNB margin at 16.2% for 2013-14

## Birla Sun Life Asset Management (BSAMC)

- Total AAUM registered 22% y-o-y growth & 10% q-o-q growth crossing ₹ 100,000 Cr. mark
- Cemented our position as the 4<sup>th</sup> largest AMC in India with an improved market share of 9.98% (PY: 9.42%)
  - ▶ In terms of domestic equity AUM, BSAMC moved 2 places up to rank 5<sup>th</sup> in the industry
- Acquired mutual fund schemes & portfolio accounts of ING Mutual Fund; awaiting SEBI approval

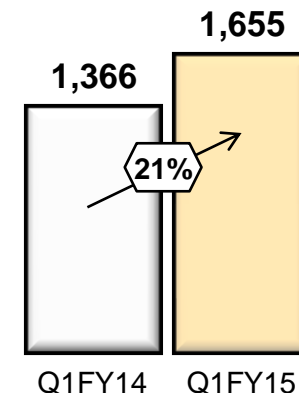


# Aditya Birla Financial Services (ABFS)

- ◆ Quarterly revenue is up y-o-y by 21% to ₹ 1,655 Cr.
  - Revenue of Life Insurance and NBFC businesses grew by 19% and 41% respectively driven by growth in new business and lending book
- ◆ EBT is lower at ₹ 220 Cr. (PY : ₹ 229 Cr.)
  - Lower in-force book impacted y-o-y profitability in Life Insurance business
  - NBFC & Insurance Broking businesses posted 53% & 30% rise in EBT
  - Broking & wealth management businesses turned profitable with improvement in market sentiment coupled with cost control initiatives

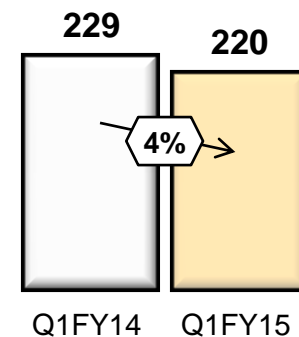
## Revenue

(₹ Crore)



## Earnings before Tax

(₹ Crore)



<u>Revenue</u> (₹ Crore)		Key Businesses	<u>EBT</u> (₹ Crore)	
Q1FY14	Q1FY15		Q1FY14	Q1FY15
895	<b>1,068</b>	Life Insurance	136	<b>83</b>
272	<b>384</b>	NBFC	58	<b>89</b>
137	<b>125</b>	Asset Management	38	<b>36</b>
63	<b>78</b>	Others	(2)	<b>13</b>



LINEN CLUB 

# Fashion & Lifestyle



**Performance highlights : Q1 2014-15**



# Fashion & Lifestyle

## ◆ Fashion & Lifestyle business continues to expand its retail presence

➔ Added 66 EBOs/stores to reach 1,791 stores spanning across 4.4 million sq. ft.

## ◆ Quarterly revenue grew y-o-y by 18% to ₹ 1,528 Cr.

➔ Supported by top-line growth across the formats

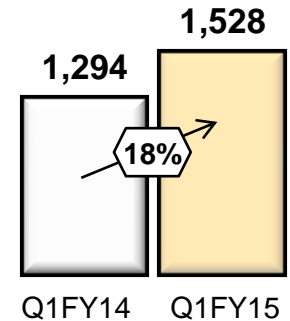
➔ EBITDA surged by 53% from ₹ 71 Cr. to ₹ 109 Cr.

■ Driven by sales growth & improved margins in Madura and Jaya Shree

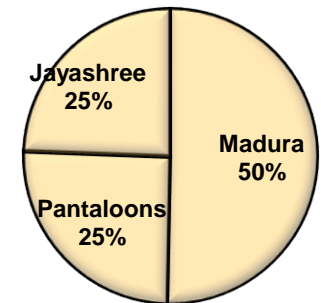
■ Pantaloons attained gross margin expansion

### Revenue

(₹ Crore)

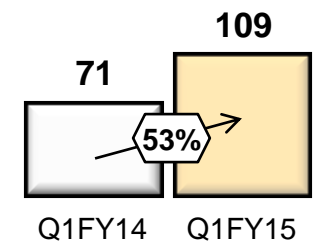


### Revenue mix (Q1FY15)



### EBITDA

(₹ Crore)



EBOs/ Stores	Retail Space (mn sq. ft.)	Business	Revenue (₹ Crore)		EBITDA (₹ Crore)	
			Q1FY14	Q1FY15	Q1FY14	Q1FY15
1,580	2.3	Madura	638	<b>787</b>	37	<b>62</b>
109	2.0	Pantaloons	344	<b>386</b>	(5)	<b>(4)</b>
102	0.1	Jaya Shree	313	<b>375</b>	39	<b>51</b>
<b>1,791</b>	<b>4.4</b>	<b>Total</b>	<b>1,294</b>	<b>1,528</b>	<b>71</b>	<b>109</b>

# Fashion & Lifestyle

## ◆ Madura Fashion & Lifestyle

- Revenue surged y-o-y by 23% to ₹ 787 Cr. led by strong double digit volume growth
  - Sales from retail channel grew by 21% driven by stores expansion
    - ✿ Higher average bill value aided like-to-like stores sales growth of 6% while footfalls remained subdued
- EBITDA rose by 66% from ₹ 37 Cr. to ₹ 62 Cr. led by margin expansion of 200 bps
  - Operating leverage contributed to the margin expansion absorbing higher discounting

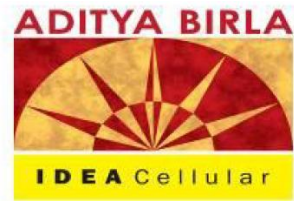
## ◆ Pantaloons Fashion & Retail Ltd.

- Revenue grew y-o-y by 12% to ₹ 386 Cr. driven by 8% like-to-like retail sales growth
- Led by execution of portfolio strategy & improved merchandising, gross margin expanded by > 300 bps
- Annualisation impact of business building costs and higher accelerated depreciation on account of stores refurbishment strained bottom-line
- The Company is raising capital through rights issue to fund its growth capital requirements

## ◆ Jaya Shree

- Revenue rose by 20% to ₹ 375 Cr. and EBITDA surged by 32% to ₹ 51 Cr.
  - Driven by improved realisation and expansion-led higher volumes in the linen segment
- Further scaling up linen yarn capacity from 3,400 TPA to 6,400 TPA at a capex of ~₹ 220 Cr. by 2016





# Telecom



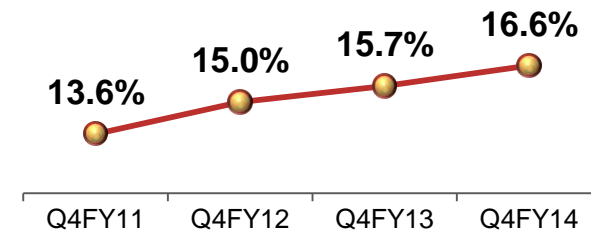
**Performance highlights : Q1 2014-15**

# Telecom : Idea Cellular

## Robust performance across key metrics drove earnings growth

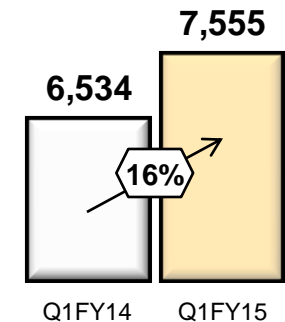
	Q1FY14 (PY)	Q1FY15 (CY)	Δ%
Minutes of Use (billion)	147	165	+12.2%
Average Realisation per minute (₹)	0.437	0.451	+3.2%
Cost per minute <sup>2</sup> (₹)	0.318	0.320	+0.6%
Data Volume (billion Mega Bytes)	13.8	32.5	+135.8%
Net Profit (₹ Crore)	463	728	+57.4%

## Revenue Market Share<sup>1</sup>



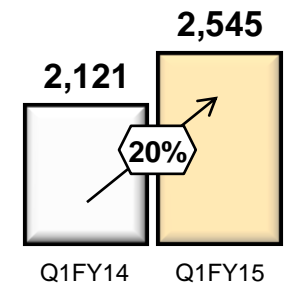
## Consolidated Revenue

(₹ Crore)



## Consolidated EBITDA

(₹ Crore)



## Revenue grew by 16%, EBITDA rose by 20% & EBITDA margin expanded by >120 bps

## Strong free cash flows & funds raised will support balance sheet<sup>2</sup> & growth plans

Generated post tax cash profit<sup>2</sup> of ₹ 2,023 Cr. (16% y-o-y growth)

Idea received dividend of ₹ 362 Cr. from Indus Towers (eliminated at consolidated level)

Strong balance sheet<sup>2</sup> having Net debt to annualised EBITDA at 1.54x (PQ: 2.4x)

Equity infusion of ₹ 3,000 Cr. raised through QIP in Jun'14 contributed

In July'14, Idea further raised ₹ 750 Cr. (through issue of equity shares on preferential basis to Axiata)

## ROACE grew to 14.5% p.a. (PY: 13.6% p.a.) on expanded capital employed (post spectrum acquisition)

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

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



# Manufacturing



**Performance highlights : Q1 2014-15**

# Manufacturing Businesses (Agri, Rayon & Insulators)

## Y-o-Y performance review :

<u>Revenue</u>		(₹ Crore)	<u>EBITDA</u>		Remarks
Q1FY14	Q1FY15		Q1FY14	Q1FY15	
487	<b>564</b>	Agri	20	<b>26</b>	Energy savings compensated for lower urea volumes
204	<b>212</b>	Rayon	52	<b>54</b>	Expansion-led higher sales volume in VFY segment partly offset by lower caustic soda volumes
95	<b>87</b>	Insulators	13	<b>8</b>	42 days shutdown at Rishra plant due to labour unrest
786	<b>863</b>	<b>Total</b>	85	<b>88</b>	

- **Agri** : Urea plant breakdown/ shutdown for 15 days constrained volumes & earnings (Vis-à-vis 9 days breakdown in Q1 last year). Profit is higher y-o-y led by energy savings & higher fixed cost reimbursement as per Govt. policy.
- **Rayon** : New superfine unit is operating at full capacity and adding to the bottom-line. Caustic soda volumes were impacted due to maintenance shutdown
- **Insulators** : Rishra plant resumed operations on 18<sup>th</sup> June 2014



# Going Forward

## ◆ Financial Services

- Gaining market share in the **Life Insurance** business through good quality sales driven by an efficient distribution network with acceptable expense levels
- Growing profitable assets while maintaining fund performance in the **Asset Management** business
- Scaling up the book size in the NBFC business while keeping risk under control
- Entry into Housing Finance

- ◆ Capitalising on brand !DEA, strong cash flows and expanding spectrum profile & infrastructure in the **Telecom** business to capture the emerging Voice & Wireless Broadband opportunities

## ◆ Fashion & Lifestyle

- Leveraging brand leadership, scaling up retail space & enriching product portfolio in Branded Apparels business
- Expanding linen capacity to tap sector growth & focusing on high margin linen fabric retail in Textiles business

- ◆ Capturing sector growth opportunities and improving margins in the **Manufacturing** businesses

# **Annexure – I**

## **Financials**

# Consolidated Revenue

(₹ Crore)

Quarter - 4	Revenue	Quarter 1	
		2013-14 (PY)	2014-15 (CY)
<b>2,272</b>	<b>Aditya Birla Financial Services</b>	<b>1,366</b>	<b>1,655</b>
1,740	<i>Life Insurance</i>	895	1,068
533	<i>Other Financial Services*</i>	474	588
(1)	<i>Elimination</i>	(4)	(2)
<b>1,752</b>	<b>Telecom (Nuvo's share) @</b>	<b>1,651</b>	<b>1,879</b>
<b>1,584</b>	<b>Fashion &amp; Lifestyle</b>	<b>1,294</b>	<b>1,528</b>
1,243	<i>Branded Apparels &amp; Accessories</i>	982	1,155
345	<i>Textiles</i>	313	375
(4)	<i>Elimination</i>	(1)	(2)
<b>724</b>	<b>IT-ITeS^</b>	<b>658</b>	<b>283</b>
<b>789</b>	<b>Manufacturing</b>	<b>786</b>	<b>863</b>
408	<i>Agri-business</i>	487	564
223	<i>Rayon</i>	204	212
159	<i>Insulators</i>	95	87
(9)	<i>Inter-segment Elimination</i>	(11)	(1)
<b>7,112</b>	<b>Consolidated Revenue</b>	<b>5,744</b>	<b>6,207</b>

\* Other Financial Services include Asset Management, NBFC, Private Equity, Broking, Wealth Management & General Insurance Broking businesses.

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

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



# Consolidated EBIT

(₹ Crore)

Quarter - 4 2013-14 (PQ)	EBIT	Quarter 1	
		2013-14 (PY)	2014-15 (CY)
<b>170</b>	<b>Aditya Birla Financial Services</b>	<b>220</b>	<b>207</b>
80	<i>Life Insurance</i>	136	83
89	<i>Other Financial Services*</i>	84	125
<b>274</b>	<b>Telecom (Nuvo's share) @</b>	<b>238</b>	<b>337</b>
<b>73</b>	<b>Fashion &amp; Lifestyle</b>	<b>25</b>	<b>38</b>
36	<i>Branded Apparels &amp; Accessories</i>	(7)	(7)
37	<i>Textiles</i>	32	44
<b>53</b>	<b>IT-ITeS^</b>	<b>38</b>	<b>(16)</b>
<b>37</b>	<b>Manufacturing</b>	<b>63</b>	<b>64</b>
(30)	<i>Agri-business</i>	15	19
45	<i>Rayon</i>	41	43
23	<i>Insulators</i>	7	2
<b>608</b>	<b>Segmental EBIT</b>	<b>584</b>	<b>630</b>

\* Other Financial Services include Asset Management, NBFC, Private Equity, Broking, Wealth Management & General Insurance Broking businesses.  
Interest cost of NBFC business, being an operating expense as per AS 17, is deducted from Segmental EBIT

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

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

# Consolidated Profit & Loss

(₹ Crore)

Consolidated Profit & Loss Account	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
<b>Revenue</b>	<b>5,744</b>	<b>6,207</b>
<b>EBITDA</b>	<b>1,174</b>	<b>1,273</b>
Less : NBFC Interest expenses	166	236
Less : Other Interest Expenses	211	173
<b>EBDT</b>	<b>797</b>	<b>864</b>
Less : Depreciation	388	405
<b>Earnings before Tax (before exceptional items)</b>	<b>409</b>	<b>459</b>
Exceptional Gain / (Loss)	24	(13)
<b>Earnings before Tax</b>	<b>433</b>	<b>446</b>
Less : Provision for Taxation (Net)	77	168
Less : Minority Interest	24	14
<b>Reported Net Profit</b>	<b>331</b>	<b>264</b>
<b>Normalised Net Profit</b> (Ex-IT-ITeS business and before one-off items)	<b>237</b>	<b>300</b>

One-off times:

- In Q1 last year, profit is higher by ₹ 65 Cr. on account of gain on slump sale of Carbon Black business (including net tax credit of ₹ 41 Cr.)
- In Q1FY15, profit is lower by ₹ 36 Cr. on account of net loss of ₹ 23 Cr. from operations of Minacs for the period from 1<sup>st</sup> Apr'14 to 8<sup>th</sup> May'14 & exceptional loss of ₹ 13 Cr. pertaining to the divestment of Minacs. This loss is without considering deferred grant of ₹ 42 Cr. receivable over next 3 year, which will be accounted for on actual receipt basis

# Balance Sheet

(₹ Crore)

Standalone		Balance Sheet	Consolidated	
Mar-14	Jun-14		Mar-14	Jun-14
8,108	<b>8,167</b>	Net Worth	11,189	<b>11,717</b>
-	-	Minority Interest	778	<b>789</b>
3,753	<b>2,946</b>	Debt	10,893	<b>8,902</b>
-	-	NBFC borrowings	9,647	<b>10,685</b>
88	<b>84</b>	Deferred Tax Liabilities (Net)	504	<b>446</b>
<b>11,949</b>	<b>11,197</b>	Capital Employed	33,012	<b>32,539</b>
-	-	Policyholders' funds (Incl. funds for future appropriation)	23,557	<b>25,390</b>
<b>11,949</b>	<b>11,197</b>	Total Liabilities	56,569	<b>57,929</b>
1,845	<b>1,821</b>	Net Block (Incl. Capital Advances)	13,045	<b>11,970</b>
20	<b>20</b>	Goodwill	4,982	<b>3,935</b>
-	-	NBFC Lending	11,550	<b>12,600</b>
1,574	<b>1,297</b>	Net Working Capital	730	<b>(208)</b>
7,952	<b>7,952</b>	Long Term Investments	410	<b>410</b>
-	-	Life Insurance Investments	24,764	<b>26,783</b>
-	-	<i>Policyholders' Investments</i>	23,435	<b>25,368</b>
-	-	<i>Shareholders' Investments</i>	1,329	<b>1,414</b>
557	<b>107</b>	Cash Surplus & Current Investments	1,089	<b>2,440</b>
623	<b>628</b>	Book Value (₹)	860	<b>901</b>
2.6	<b>3.5</b>	Net Debt / Annualised EBITDA (x)	2.3	<b>1.6</b>
0.39	<b>0.35</b>	Net Debt / Equity (x)	0.88	<b>0.55</b>
14,196	<b>17,956</b>	Market Capitalisation - NSE		



# Standalone Profit & Loss

( ₹ Crore)

Standalone Profit & Loss Account	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
<b>Revenue</b>	<b>1,701</b>	<b>1,972</b>
<b>EBITDA</b>	<b>315</b>	<b>203</b>
Interest Expenses	64	68
<b>EBDT</b>	<b>251</b>	<b>135</b>
Depreciation	46	46
<b>Earnings before Tax (before exceptional items)</b>	<b>205</b>	<b>90</b>
Exceptional Gain / (Loss)	24	-
<b>Earnings before Tax</b>	<b>229</b>	<b>90</b>
Provision for Taxation (Net)	(24)	21
<b>Reported Net Profit</b>	<b>253</b>	<b>69</b>
<b>Normalised Net Profit (before one-off items)</b>	<b>44</b>	<b>50</b>

One-off times:

- In Q1 last year, profit is higher by ₹ 209 Cr. → (a) ₹ 65 Cr. gain on slump sale of Carbon Black business (incl. net tax credit of ₹ 41 Cr.) & (b) ₹ 144 Cr. gain on buyback of shares by BSLI
- In Q1FY15, profit is higher by ₹ 19 Cr. being premium received on redemption of preference shared by Minacs.

# **Annexure II**

## **Business-wise Financials**

# Aditya Birla Financial Services

₹ Crore	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
<b><u>Revenue</u></b>		
Birla Sun Life Insurance	895	1,068
Aditya Birla Finance	272	384
Birla Sun Life Asset Management	137	125
Aditya Birla Insurance Brokers	25	26
Aditya Birla Money	18	28
Aditya Birla Money Mart	18	21
Aditya Birla Capital Advisors (PE)	6	5
Others / (Elimination)	(4)	(3)
<b>Revenue</b>	<b>1,366</b>	<b>1,655</b>
Earnings before tax	229	220
<b>Net Profit</b>	<b>193</b>	<b>174</b>



# Birla Sun Life Insurance (BSLI)

- Private sector's total new business premium grew y-o-y by 12%
  - Individual life new business premium grew by 14% largely led by bank-backed life insurers
- BSLI posted 55% rise in new business premium driven by group business
  - Group new business more than doubled to ₹ 238 Cr.
  - Individual life new business de-grew by 10% to ₹ 147 Cr.
- Renewal premium at ₹ 684 Cr. grew y-o-y by 2%
- Revenue grew by 19% to ₹ 1,068 Cr.
- Earnings before tax at ₹ 83 Cr. is lower y-o-y due to lower in-force book
- Strengthening traditional products portfolio
  - Share of non-ULIP products in individual new business increased y-o-y from 61% to 68% led by the revamped products suite
  - PAR products accounted for 45% (PY: 10%) of individual new business
- AUM grew y-o-y by 17% to ₹ 26,813 Cr.

₹ Crore	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
<b>New Business Premium (Gross)</b>	<b>249</b>	<b>385</b>
<i>Individual</i>	163	147
<i>Group</i>	85	238
<b>Renewal Premium (Gross)</b>	<b>673</b>	<b>684</b>
<i>Individual</i>	635	653
<i>Group</i>	38	30
<b>Premium Income (Gross)</b>	<b>921</b>	<b>1,068</b>
<i>Less : Reinsurance ceded &amp; Service tax</i>	(68)	(60)
<b>Premium Income (Net)</b>	<b>853</b>	<b>1,008</b>
<i>Other Operating Income</i>	42	60
<b>Revenue</b>	<b>895</b>	<b>1,068</b>
Earnings before tax	136	83
<b>Net Profit</b>	<b>136</b>	<b>83</b>
<b>Assets under management</b>	<b>22,916</b>	<b>26,813</b>
<i>Policyholders' Investments</i>	21,720	25,399
<i>Shareholders' Investments</i>	1,196	1,414

# Embedded Value and Value of New Business (FY14)

<b>Birla Sun Life Insurance</b>	<b>₹ Crore</b>
<b><i>Embedded Value as on 31<sup>st</sup> Mar'14</i></b>	<b>3,225</b>
Insurance Business Value	2,016
Adjusted Net Worth	1,209
<b><i>Value of New Business (Individual Life) (FY14)</i></b>	<b>158</b>
<b><i>VNB as % of individual life APE (FY14)</i></b>	<b>16.2%</b>

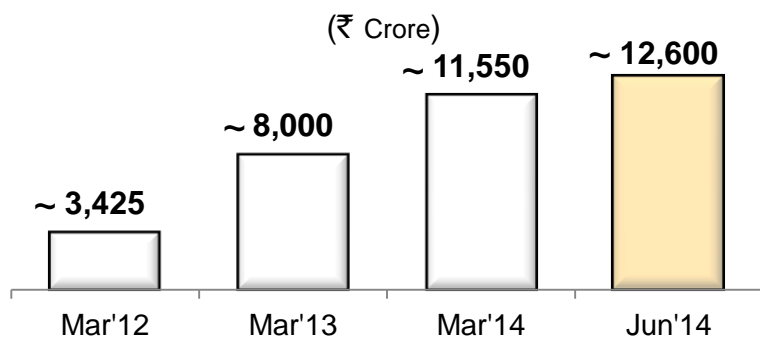
# Aditya Birla Finance

- Lending book grew y-o-y by 50% to ~₹ 12,600 Cr.**
  - Corporate Finance and Mortgage segments accounted for bulk of the incremental growth
- Quarterly revenue rose y-o-y by 41% to ₹ 384 Cr.**
  - EBT surged y-o-y by 53% to ₹ 89 Cr.
  - Growth in loan book contributed
- Attained strong growth q-o-q**
  - Lending book grew by 9%, revenue by 11% and EBT by 25%
  - ROA and ROE improved q-o-q
- Focus on retail footprint expansion:** Added 7 new branches during the quarter to reach 22 branches
- Long term credit rating upgraded from AA to AA+ by ICRA**

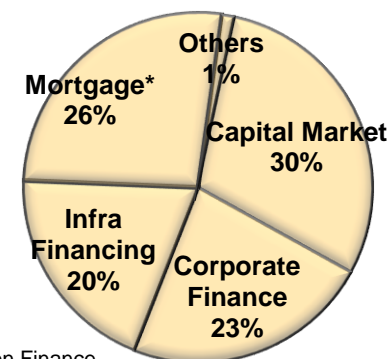
## Key business metrics

	Q1FY14 (PY)	Q1FY15 (CY)
Net Interest Income (incl. fee income) (%)	5.2%	5.2%
Opex to NII Ratio (%)	28%	26%
Return on Avg. Net Worth (p.a.) (%)	14.4%	13.9%
Return on Avg. Assets (p.a.) (%)	1.9%	2.0%
Gross NPA (as % of total loans & advances)	1.8%	1.25%
Net NPA (as % of total loans & advances)	1.2%	0.5%
Fee Income (₹ Crore)	14	16
Net Profit (₹ Crore)	38	59
Net Worth (₹ Crore)	1,242	1,828
Borrowings (₹ Crore)	7,252	10,685
Leverage (x)	5.8x	5.8x

## Growth in Lending book



## Lending book as on 30<sup>th</sup> June'14 : Break-up



\* LAP / LRD & Construction Finance



# Birla Sun Life Asset Management (BSAMC)

- Industry's domestic AAUM rose y-o-y by 17% and q-o-q by 9% to reach an all time high of ~₹ 9,87,000 Cr.
  - AUM growth in both equity & non-equity segments contributed
- BSAMC's AAUM surged y-o-y by 22% & q-o-q by 10% to ₹ 106,273 Cr.
  - Registered sound growth across the asset classes
  - Offshore AUM grew y-o-y by 15% to ₹ 6,251 Cr.
- Ranks 4<sup>th</sup> in India with domestic AAUM share at 9.98% (PY: 9.42%)
- Equity assets gained momentum
  - BSAMC's share in Industry's equity AAUM rose to 6.1% (PY: 5.4%)
  - Gained two positions up to rank 5<sup>th</sup> in terms of domestic equity AUM
  - Achieved highest ever quarterly equity gross sales
  - Garnered 27% market share in industry's Q1 net equity sales
- Acquired mutual fund schemes of ~ ₹ 740 Cr. & portfolio accounts of ~ ₹ 347 Cr. from ING Mutual Fund. Transaction is likely to complete by Sep'14 subject to SEBI approval.
- Increase in selling expenses mainly for building equity assets lowered profitability

₹ Crore	Average AUM		
	Q1FY14 (PY)	Q4FY14 (PQ)	Q1FY15 (CY)
Domestic Equity & Alternate Assets	12,085	12,922	15,498
Domestic Fixed Income	69,336	77,586	84,523
Offshore Assets	5,427	5,921	6,251
<b>Total AUM</b>	<b>86,849</b>	<b>96,429</b>	<b>1,06,273</b>

₹ Crore	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
Revenue (Fee Income)	137	125
Earnings before tax	38	36
Net Profit	26	27

# Other Financial Services

## **Aditya Birla Insurance Brokers (General insurance advisory)**

- Revenue grew y-o-y from ₹ 25 Cr. to ₹ 26 Cr. and earnings before tax grew by 30% from ₹ 11 Cr. to ₹ 15 Cr.
- Premium placement rose by 33% to ₹ 361 Cr. (PY : ₹ 272 Cr.). Market share (Apr-May'14) grew y-o-y from 1.48% to 1.78%

## **Aditya Birla Money (ABM) (Broking and Wealth Management)**

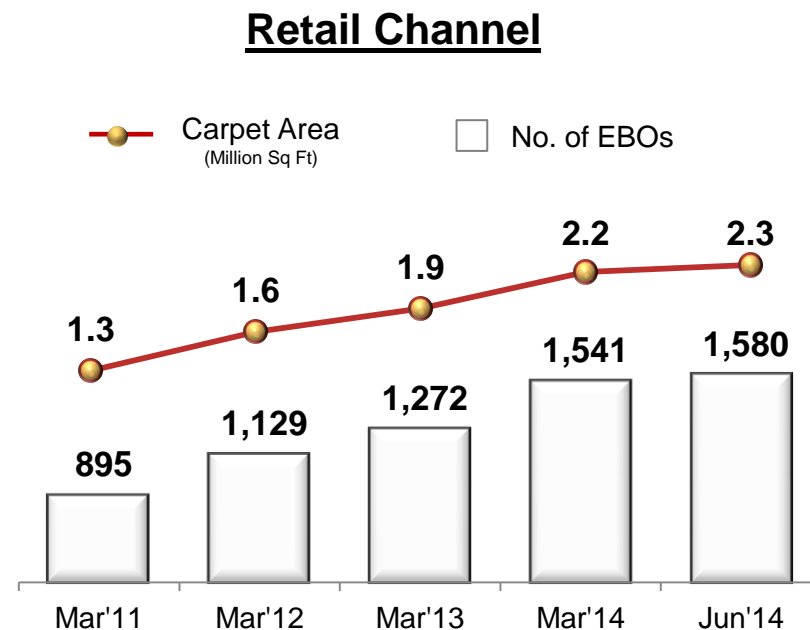
- Won CNBC TV-18 Financial Advisor Award 2013-14 in 'Best Performing National Financial Advisor Retail' category
- Broking** : Industry volumes in retail cash equity segment surged y-o-y by 91% and q-o-q by 68%
  - In Q1FY15, market share of Aditya Birla Money grew y-o-y to 1.41% (PY:1.37%) in retail cash equity segment, rose to 2.33% (PY:0.91%) in retail F&O segment and improved to 0.61% (PY:0.46%) in commodity segment.
- Wealth Management**: AuA at ~ ₹ 9,225 Cr. grew q-o-q (PQ: ~₹ 8,575 Cr., PY : ~₹ 10,500 Cr.)
- Led by improved volumes and cost efficiencies, broking and wealth management businesses turned profitable

## **Aditya Birla Private Equity (ABPE) : Funds under management at ₹ 1,129 Cr.**

- Investments made in Wonderla Holidays Ltd. and City Union Bank
- Fund I has deployed 76% of its deployable corpus and committed the balance
- Sunrise Fund has deployed 48% of its deployable corpus and committed an additional 27%

₹ 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
	Quarter 1							
Revenue	25	26	18	28	18	21	6	5
Earnings before tax	11	15	(5)	2	(3)	2	2	2
Net Profit / (Loss)	7	10	(5)	2	(3)	2	1	1

₹ Crore	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
Revenue	638	787
EBITDA	37	62
Segment EBIT	17	43
Capital Employed	465	494
ROACE (Annualised) (%)	14	36



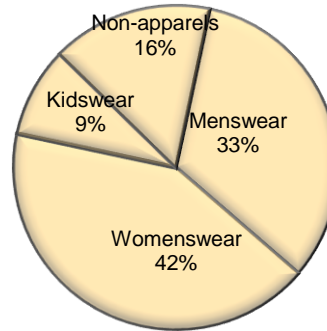
- Capex of ₹ 20 Cr. was incurred during the quarter
- Wholesale Channel (MBOs and Department Stores) attained 23% y-o-y sales growth



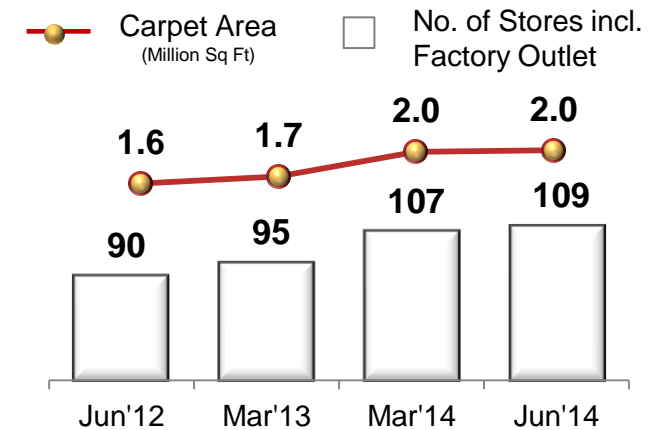
# Pantaloons Fashion & Retail Ltd.

₹ Crore	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
Revenue	344	386
EBITDA	(5)	(4)
Segment EBIT	(24)	(50)

## Revenue Mix (Q1FY15)



## Customer Reach



₹ Crore	As on 31st Mar'14	As on 30th Jun'14
Net Fixed Assets	496	464
Goodwill	1,168	1,168
Cash & Current Investments	17	20
Net Working Capital	(50)	(39)
Net Worth	579	495
Debt	1,050	1,117

- Customer reach expanded to 83 Pantaloons stores & 26 Factory Outlets spanning across 2 million sq. ft.
  - Launched 2 Pantaloons stores in Q1FY15
- Capex of ₹ 20 Cr. was incurred in Q1. Full year capex guidance stands at ₹ 150 Cr. towards :
  - Addition of 18-20 stores to reach 100 stores mark
  - Refurbishment of 21 stores through infrastructure and assortment upgrade

₹ Crore	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
Linen Segment	139	194
Wool Segment	174	181
<b>Revenue</b>	<b>313</b>	<b>375</b>
<b>EBITDA</b>	<b>39</b>	<b>51</b>
Segment EBIT	32	44
Capital Employed	198	278
ROACE (Annualised) (%)	69	59

- ◆ Posted highest ever quarterly earnings
- ◆ Revenue grew by 20% to ₹ 375 Cr.
  - Expansion-led volume growth in the linen segment coupled with higher realisation contributed
  - Linen Yarn and Linen Fabric registered 21% and 25% volume growth respectively
- ◆ EBITDA rose by 32% to ₹ 51 Cr.
- ◆ Focusing on high margin Linen Fabric OTC segment : Opened 4 new 'Linen Club Fabrics' EBOs in Q1 to reach 102 EBOs
- ◆ Further expanding Linen Yarn capacity from 3,400 TPA to 6,400 TPA at a capex of ~₹ 220 Cr. by calendar year 2016
- ◆ Operating at a sound ROACE of 59% p.a.

₹ Crore (Consolidated Results)	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
<b>Revenue</b>	<b>6,534</b>	<b>7,555</b>
<b>EBITDA</b>	<b>2,121</b>	<b>2,545</b>
Segment EBIT	941	1,356
<b>Net Profit</b>	<b>463</b>	<b>728</b>
Net Worth	15,217	20,159
Total Debt	13,734	19,390
<b>Capital Employed</b>	<b>28,951</b>	<b>39,549</b>
ROACE (Annualised) (%)	13.6	14.5

- Base of 139 million active subscribers provides a great platform for upgrading voice customers to wireless data services in future
  - ➔ Currently, 27.9 million Idea subscribers use its mobile data services, contributing 11.5% of total service revenue in Q1FY15
- As of May'14, Idea had 101.5% of reported subscribers as VLR (active) subscribers – highest in the industry
- VAS as percentage of service revenue grew to 17.8% in Q1FY15 (PQ: 16.5%, PY: 16.0%)
- Capex of ₹ 3.8 billion incurred in Q1FY15. Capex guidance for FY15, excl. any spectrum payout, stands at ₹ 35 billion



# Indo Gulf Fertilisers

₹ Crore	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
Manufactured Urea Sales ('000 MT)	259	240
<b>Revenue</b>	<b>487</b>	<b>564</b>
Manufacturing (Urea, Customised Fertilisers)	431	474
Trading (Fertilisers, Seeds, Agro-Chemicals)	56	89
<b>EBITDA</b>	<b>20</b>	<b>26</b>
Segment EBIT	15	19
Capital Employed	1,384	1,428
ROACE (Annualised) (%)	4	5

- ◆ Revenue grew by 16% to ₹ 564 Cr.
  - Revenue from manufacturing operations grew by 10% on account of pass through of rise in natural gas prices.
    - Urea sales de-grew by 7% due to plant breakdown / shutdown for 15 days as against 9 days breakdown in Q1 last year
  - Trading revenue rose from ₹ 56 Cr. to ₹ 89 Cr.
- ◆ EBITDA is higher at ₹ 26 Cr. led by energy savings and higher fixed cost reimbursement as per Government policy
- ◆ Outstanding subsidy & receivables reduced q-o-q from ₹ 1,176 Cr. in Mar'14 to ₹ 1,066 Cr. in Jun'14 (PY: ₹ 1,105 Cr.)
  - Received subsidised loan of ₹ 214 Cr. in Jun'14 through Special Banking Arrangement

₹ Crore	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
<b><u>VFY</u></b>		
Manufactured VFY Sales Volumes (MT)	4,205	4,583
Revenue (VFY & allied chemicals) ( ₹ Cr.)	156	166
<b><u>Chemicals</u></b>		
Caustic Soda Sales Volume (MT) <sup>1</sup>	24,361	20,875
Revenue ( ₹ Cr.)	48	46
<b>Total Revenue</b>	<b>204</b>	<b>212</b>
<b>EBITDA</b>	<b>52</b>	<b>54</b>
Segment EBIT	41	43
Capital Employed	687	741
ROACE (Annualised) (%)	24	23

Note 1 : Including captive consumption and inter unit sale

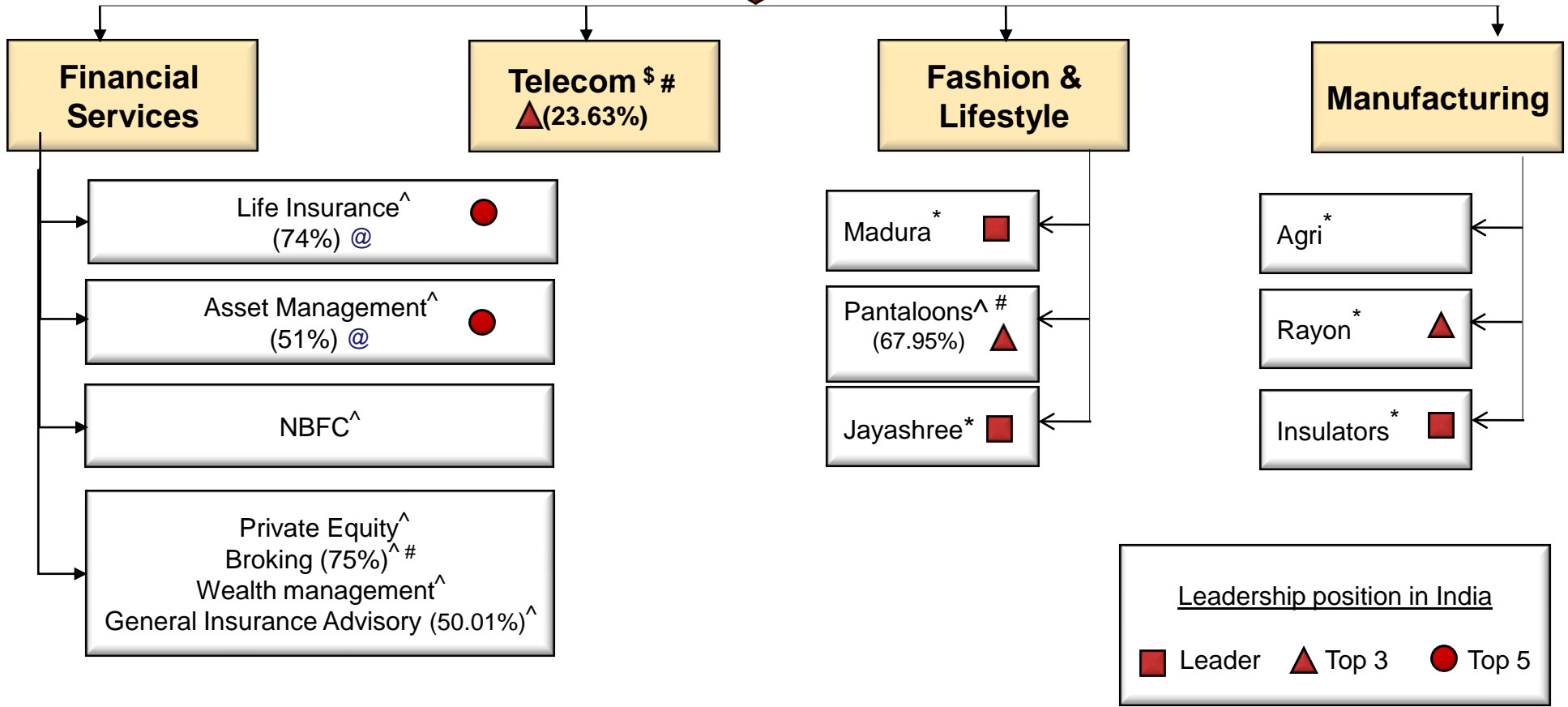
- Revenue grew y-o-y by 4% to ₹ 212 Cr.
  - VFY : Manufactured VFY sales volume grew by 9% while revenue was up by 6% driven by new superfine yarn capacity. Domestic VFY industry witnessed stagnant demand y-o-y.
  - Chemicals : Caustic Soda sales volume de-grew by 14% due to maintenance shutdown while realisation improved by 14%
- EBITDA grew by 4% to ₹ 54 Cr. : Higher VFY sales volumes and Caustic Soda realisation contributed partly offset by lower caustic soda volumes & higher power cost owing to shutdown
- Capital employed is higher y-o-y on account of increased working capital requirements on account of new superfine yarn capacity
- Operating at an ROACE of 23% p.a.

# Aditya Birla Insulators

₹ Crore	Quarter 1	
	2013-14 (PY)	2014-15 (CY)
Sales Volumes (MT)	7,061	5,824
<b>Revenue</b>	<b>95</b>	<b>87</b>
<b>EBITDA</b>	<b>13</b>	<b>8</b>
Segment EBIT	7	2
Capital Employed	362	381
ROACE (Annualised) (%)	8	2

- Industry volumes continued to be impacted by deferment of projects & liquidity crunch in the power sector and cheaper imports .
  - Ministry of commerce has recommended Anti-Dumping duty on cheaper imports; to be ratified by Ministry of Finance.
- Pending long term wage settlement and further discussions, a section of workers went into illegal stoppage of work disrupting the operations at Rishra plant. As a result, management was forced to suspend plant operations. The plant resumed operations on 18<sup>th</sup> Jun'14 following wage settlement. The resultant 42 days disruption / suspension of plant operations impacted earnings.
- Revenue de-grew y-o-y by 9% to ₹ 87 Cr. due to lower sales volume in the transmission segment partly offset by higher sales and realisation in the substation segment
- EBITDA de-grew from ₹ 13 Cr. to ₹ 8 Cr.

# Annexure III : Reporting Structure (As on 30<sup>th</sup> Jun'14)



\* Represent Divisions    <sup>^</sup> Represent Subsidiaries    \$ Represent Joint Ventures    @ JV with Sun Life Financial, Canada    # Listed

Note : Percentage figures indicated above represent ABNL's shareholding in its subsidiaries /JV's



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