



**ADITYA BIRLA
CAPITAL**

PROTECTING INVESTING FINANCING ADVISING

Ref: No. ABCL/SD/MUM/2019-20/JAN/09
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Scrip Code: 540691
Scrip ID: ABCAPITAL

Dear Sir/Madam,

Re: **Investor presentation**

Sub: **Presentation on Unaudited Financial Results for the quarter ended 31st December, 2019**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached a copy of the Presentation on the Unaudited Financial Results of the Company for the quarter ended 31st December, 2019 which will be presented to our investors and also posted on our website.

The above is for your information and records.

Thanking you,

Yours sincerely,

For Aditya Birla Capital Limited

Sailesh Daga
Company Secretary

Encl: As above

Cc:

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

Citi Bank N.A.
Depository Receipt Services
388 Greenwich Street
14th Floor, New York,
NY 10013



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

Listing Agent
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SA
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Aditya Birla Capital Ltd.

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CIN: L67120GJ2007PLC058890

FINANCIAL RESULTS – Q3 FY20

MUMBAI

31st January 2020



**ADITYA BIRLA
CAPITAL**

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A Leading Financial Services Conglomerate

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NOTE 1: The financials of Aditya Birla Capital Ltd are consolidated financials prepared based on Ind AS unless otherwise specified

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

Key highlights



Consistent profit delivery from diversification;
Consolidated ABCL Q3 PAT grew by **17% y-o-y**;
YTD PAT grew by **27% y-o-y**



Ind. APE¹ YTD grew by **14% y-o-y** in Life Insurance,
Net VNB margin **improved 340 bps y-o-y**



Health Insurance Q3 GWP grew **67% y-o-y** to
~ **Rs 231 Crore** with retail mix at **74%** with **6.5 million (5x y-o-y)** lives covered



AMC equity mix increased to **37%** with YTD PBT
to AAUM² at **28 bps (PY: 25 bps)**



Q3 AMC PAT increased by **19% y-o-y**, with
consistent improvement in YTD RoE to **37%**



NBFC Q3 NIM³ expanded y-o-y by **41 bps** to
5.24%; Retail loan book grew by **30% y-o-y**



NBFC YTD PAT⁴ grew by **15% y-o-y**, YTD RoA⁴
at **2.0%**



HFC Q3 PAT⁴ grew by **31% y-o-y**, YTD RoE^{4,5} at
9.9% (PY: 5.4%); Retail Mix at **95%**



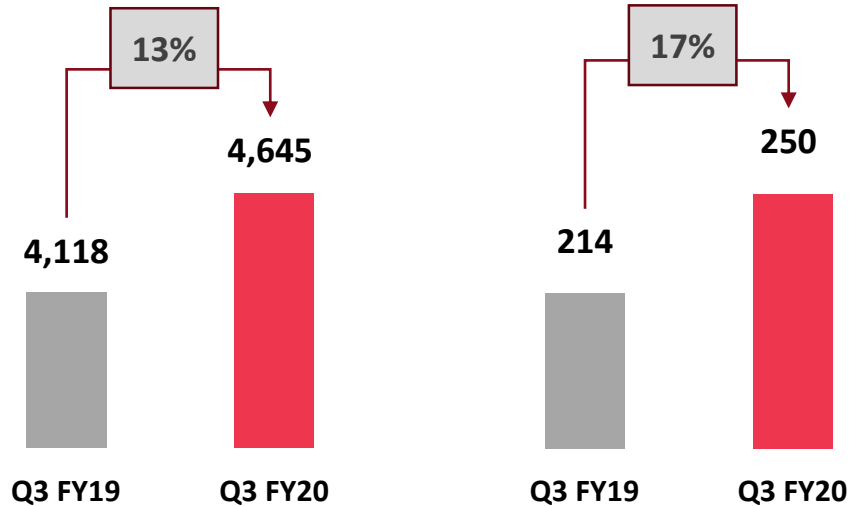
Lending businesses raised LT funds of **Rs 11,000+ Crore** in YTD Dec'19



ARC AUM at ~**Rs 2,900 Crore** within a year of
operation

Q3 FY20: Key Financials

CONSOLIDATED



Revenue¹

PAT

Continue to deliver consistent PAT growth

Figures in Rs Crore

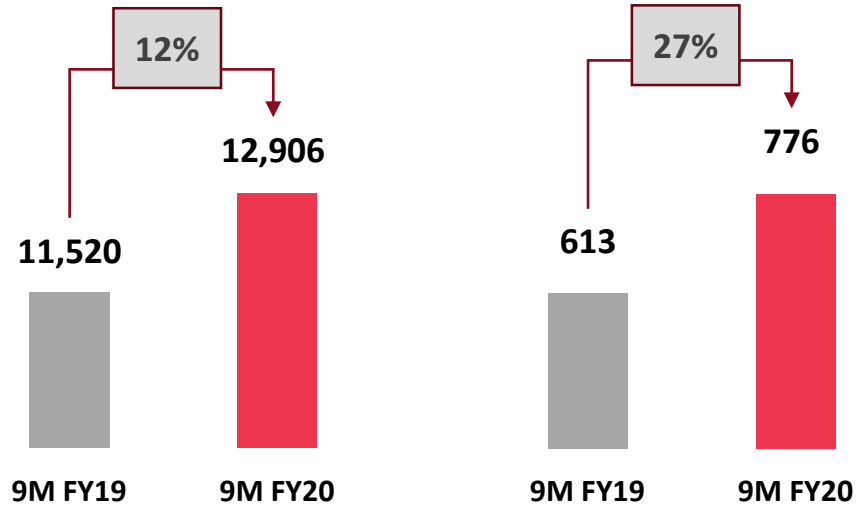
Businesses	Quarter 3		Δ LY%
	FY 18-19 (PY)	FY 19-20 (CY)	
NBFC	212	203	
Asset Management	109	130	↑ 19%
Life Insurance	38	27	
Housing	21	27	↑ 31%
General Insurance Broking	3	5	↑ 2x
Stock & Securities Broking	2	3	↑ 18%
Profitable Businesses PAT	384	396	↑ 3%
Health Insurance	(54)	(53)	
Less: Interest Cost	(29)	(14)	
Less: Brand & Marketing	(11)	(9)	
Less: Others ² / Eliminations	(29)	(16)	
Less: Minority Interest	(47)	(54)	
Consolidated PAT	214	250	↑ 17%

¹ Consolidated segment revenue ; for Ind AS statutory reporting purpose Asset management and wellness business are not consolidated and included under equity accounting

² Includes ABCL standalone (ex-interest and brand expenses), Online Personal Finance, Private Equity, ARC, ABMM and other businesses

9M FY20: Key Financials

CONSOLIDATED



Revenue¹

PAT

Continue to deliver consistent PAT growth

YTD FY20 Consolidated PAT (ex-DTA impact) grew by 37%

Figures in Rs Crore

Businesses	Nine Months		Δ LY%
	FY 18-19 (PY)	FY 19-20 (CY)	
NBFC	642	684	↑ 7%
Asset Management	316	395	↑ 25%
Life Insurance	52	81	↑ 56%
Housing	43	82	↑ 90%
General Insurance Broking	19	31	↑ 63%
Stock & Securities Broking	7	9	↑ 36%
Profitable Businesses PAT	1,079	1,282	↑ 19%
Health Insurance	(191)	(188)	
Less: Interest Cost	(62)	(72)	
Less: Brand & Marketing	(26)	(29)	
Less: Others ² / Eliminations	(90)	(61)	
Less: Minority Interest	(97)	(157)	
Consolidated PAT	613	776	↑ 27%

¹ Consolidated segment revenue ; for Ind AS statutory reporting purpose Asset management and wellness business are not consolidated and included under equity accounting

² Includes ABCL standalone (ex-interest and brand expenses), Online Personal Finance, Private Equity, ARC, ABMM and other businesses

Aditya Birla Finance Limited



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Diversified portfolio with value accretive growth

Figures in Rs Crore

Focus on growth in high margin segments

- Strong retail momentum ↑ 30% y-o-y
- SME secured TL/WCDL ↑ 17% y-o-y
- Structured Finance ↓ 50% y-o-y

Expanding footprint to tap new markets

Plan to open 150-200 branches over 18-24 months

NIM¹ expanded y-o-y by 41 bps to 5.24%

Marginal drop in quarter profitability in a challenging market environment

YTD PAT² at Rs 739 Crore (grew 15% y-o-y)

Reported PAT: Rs 684 Crore (grew 7% y-o-y)

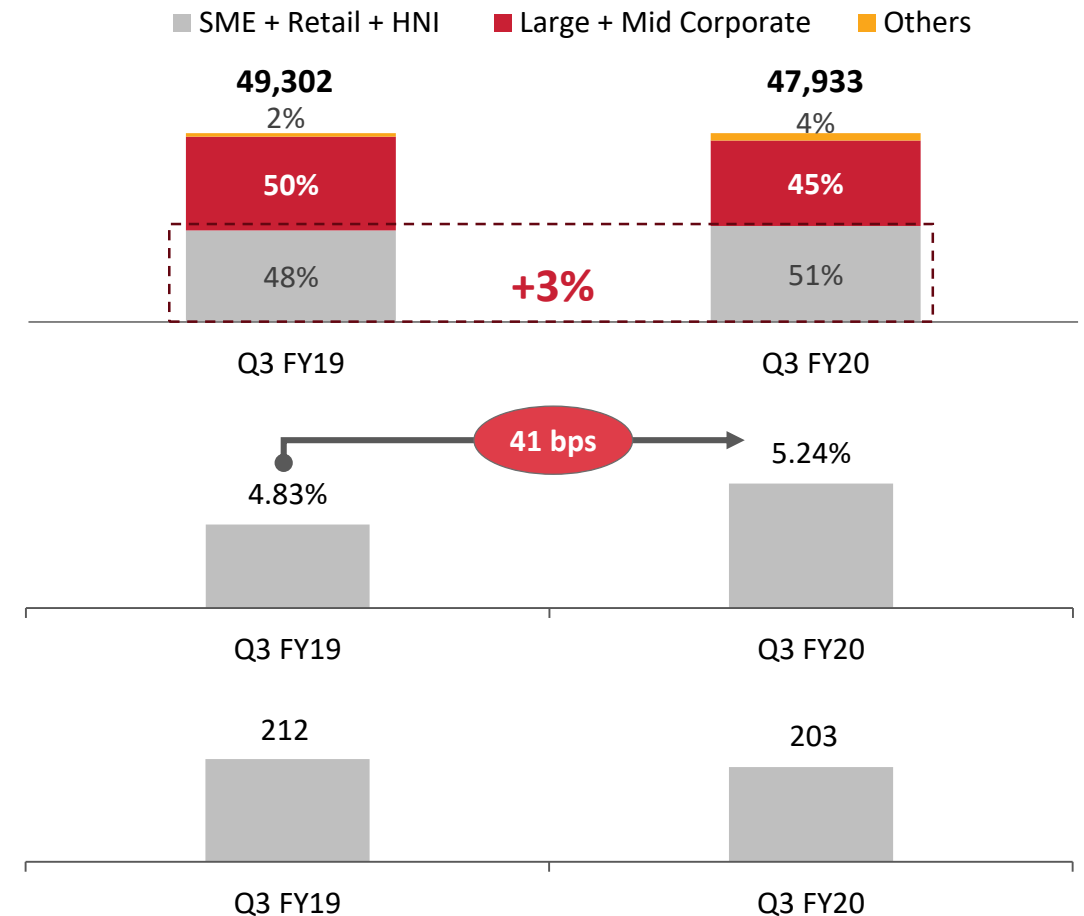
YTD RoE^{2,3} at 13.5% & RoA^{2,3} at 2.0%

Closing leverage at 5.2x (PY: 5.9x)

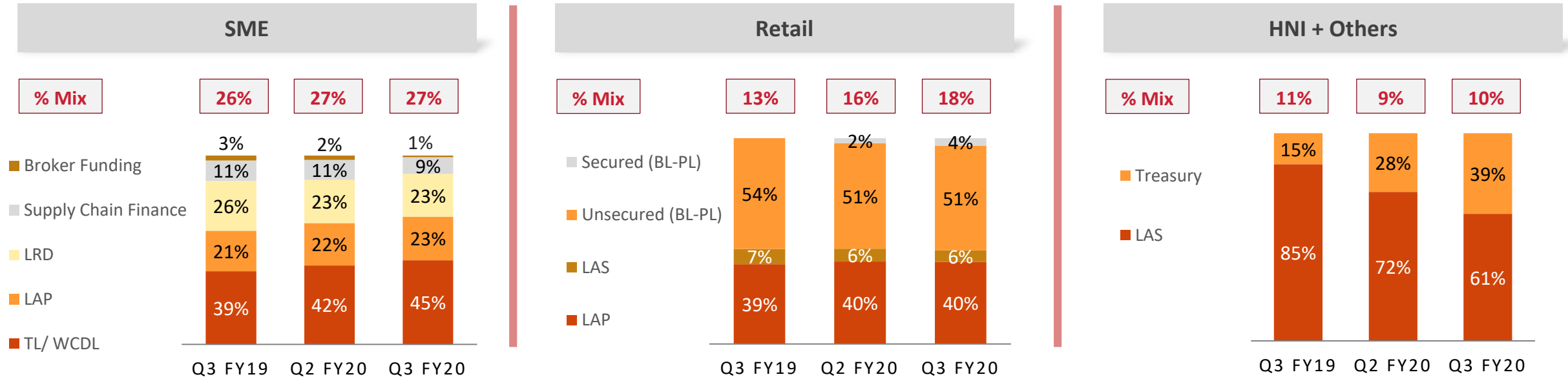
Loan book composition shift underway

Improving Net Interest Margins¹

Profit after Tax



Building granularity with ticket sizes reducing across segments



SME

- **ATS: Rs 4.9 Crore (↓ 27% y-o-y)**
- **Focus on secured TL/WCDL, grew by 17% y-o-y; Backed by future cash flows and adequate security cover of ~1.75x**

LAP & LRD

- **LAP ATS: Rs 2.0 Crore (↓ 26% y-o-y)**
- **LAP LTV of ~50%**
- **Selective approach in LRD, degrew 13% y-o-y**

Retail

- **ATS: Rs 5 Lacs (↓ 27% y-o-y)**
- **Scaling up newly launched small business secured loan segment**
- **Identified new segments for growth – Travel, Healthcare and Education**

LAS

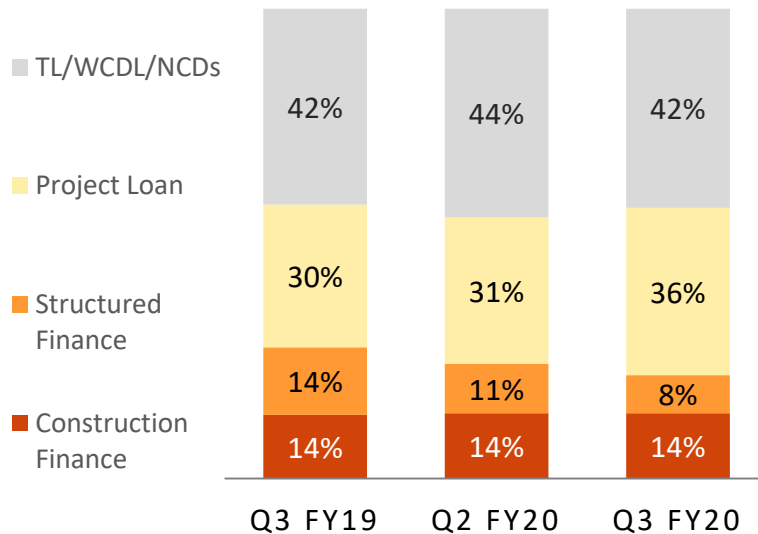
- **Overall book reduced by ~36% y-o-y**
- **No stage- 3 exposure**
- **~80% of LAS exposure in securities of companies having M.Cap > Rs 10,000 Crore**

Selective approach in Large and Mid Corporate segment

Figures in Rs Crore

Large & Mid Corporate

% Mix	50%	47%	45%
Loan Book	24,490	22,647	21,720



Portfolio Update

- ~Rs 1,750 Crore run down of structured finance book over 1 year (↓ 50% y-o-y)
- Top 20 customers in large and mid corporate contribute ~10% of overall Loan Book
- No stage-3 in Top 20 accounts
- Exposure to Aditya Birla Group companies < 1% of overall Loan Book

Project Loan (16% of overall Loan Book)

- No stage-3 exposure
- Funding towards projects with ring-fenced cashflows
- 96% of exposure has recourse to cash flows from operational projects; balance 4% of projects have recourse to pedigreed sponsors

Large & Mid Corporate Concentration

Ticket Size Range	# of Customer	% of Total Book
0 – 50	191	7%
51 – 100	73	11%
101 – 200	59	18%
201 – 400	16	9%
Total	339	45%

Construction Finance (6% of overall Loan Book)

- No stage-3 exposure | No luxury residential project exposure
- 90%+ exposure to Mumbai, Pune, Bangalore, Chennai and Noida | No other NCR exposure
- 30% of o/s as on 31st Dec 2019 repaid out of sales proceeds in last 1 year
- Average actual loan tenor 2.5 years

Stage-wise assets and ECL Provisioning

Figures in Rs Crore

Gross Stage 3 (excl. IL&FS) at 2.26%

Increase of 0.83% due to 3 corporate accounts

- All 3 exposures are secured and adequately collateralised
- Provision of Rs 80 Crore on above 3 accounts
- Resolution process is on-going

Secured loan book at ~80% of total

Primarily focused on cash flow-based underwriting

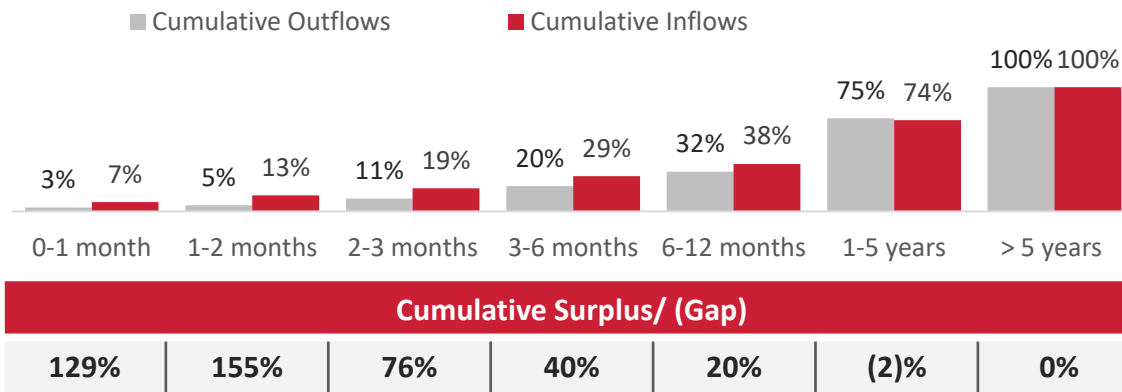
Rs 220 Crore of exposure to 4 IL&FS entities categorized as stage 3

Rs 62 Cr provided for ECL on the above exposure

Asset Quality	Q2 FY20		Q3 FY20	
Gross Stage 1 & 2	98.15%		97.27%	
	Excl. IL&FS	IL&FS	Excl. IL&FS	IL&FS
Gross Stage 3	1.39%	0.46%	2.26%	0.46%
Less: ECL Provision	0.48%	0.13%	0.65%	0.13%
Net Stage 3	0.91%	0.33%	1.62%	0.33%
Provision Coverage	35%	28%	29%	28%

Well matched ALM with diversified borrowing mix

ALM optimised for liquidity and costs



Raised LT borrowing of ~Rs 8,400 Crore in 9M

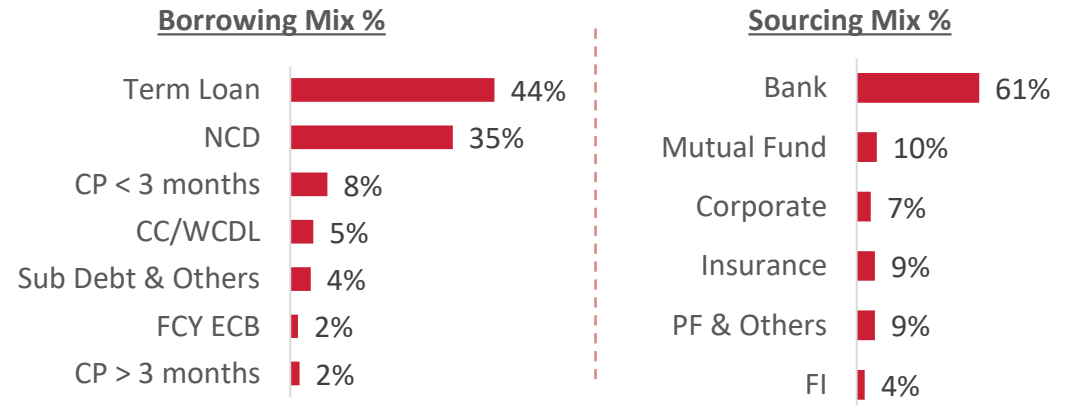
Term Loans: Rs 4,400 Crore (Sanctioned ~ Rs 4,900 Crore)

NCD: ~Rs 3,050 Crore; ECB: ~ Rs 950 Crore

Adequate liquidity to meet growth requirements

- Maintaining cash and cash equivalent for liquidity
- Undrawn CC/WCDL of Rs 3,800+ Crore and additional ECB sanction of USD 70 Mn (not considered in ALM above)

Diversification across instruments and investors



Continue to broad base investor profile

Institutional investor base increased to 497

Maintaining comfortable capital adequacy

Q3 FY20: CRAR at 19.7% (PY: 17.4%)

Additional sanction of Rs 2,200 Crore in Jan'20

From LIC (Rs 1,000 Crore) and SIDBI (Rs 1,000 Crore)

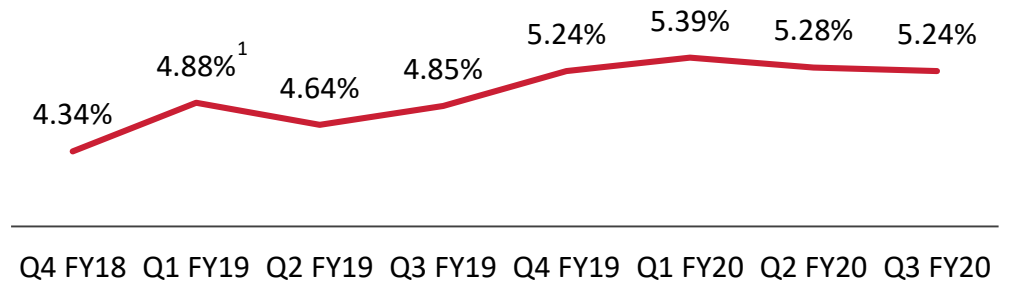
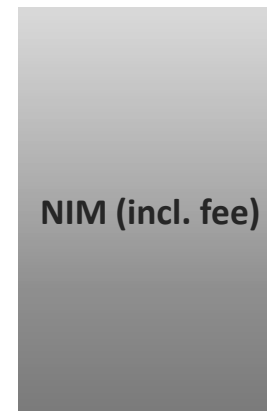
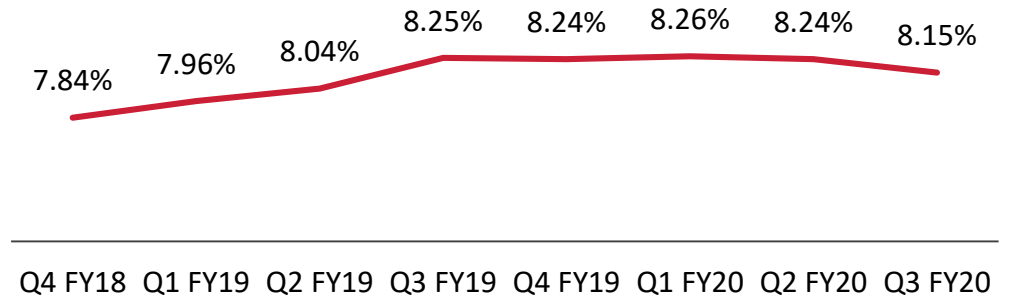
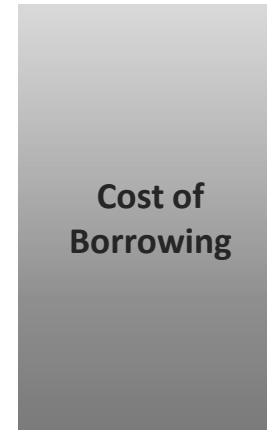
Consistent margin expansion across quarters

Cost of borrowing dropped by 9 bps q-o-q

Optimised borrowing cost in a volatile interest rate environment

Factors contributing to margin expansion:

- Increasing product mix towards retail and SME
- Ability to pass on borrowing cost increases
- Prudent treasury management with diversified borrowing mix



Key Financials – Aditya Birla Finance Limited



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Δ LY%	Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
	FY 18-19 (PY)	FY 19-20 (CY)		FY 18-19 (PY)	FY 19-20 (CY)	
	49,301	47,933	Lending book	49,301	47,933	
+35 bps ↑	11.97%	12.32%	Average yield (Incl. Fee Income)	11.76%	12.46%	↑ +69 bps
	7.14%	7.07%	Net Interest cost / Avg. Lending book	6.97%	7.15%	
+41 bps ↑	4.83%	5.24%	NIM (Incl. Fee Income)	4.79%	5.31%	↑ +52 bps
9% ↑	579	629	NII (Incl. Fee Income)	1,636	1,954	↑ 19%
	1.66%	1.78%	Opex / Avg. Lending book	1.65%	1.66%	
	34%	33%	Cost Income Ratio	33%	31%	
	0.57%	1.29%	Credit Provisioning/ Avg. Lending book	0.43%	1.05%	
	323	272	Profit before tax	975	990	↑ 2%
	212	203	Profit after tax	642	684	↑ 7%
	7,115	8,089	Net worth	7,115	8,089	

Aditya Birla Housing Finance Limited



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Delivery in line with stated targets

Figures in Rs Crore

Lending book at ~Rs 12,190 Cr (Retail: 95%)

Affordable book at ~ Rs. 2,100 Crore (grew 1.8x y-o-y)

Improvement in Cost Income Ratio y-o-y

Led by scale and operating efficiency

Maintaining quality of asset book

Gross Stage 3: 1.04% | Net Stage 3: 0.73%

Q3 PAT grew 31% y-o-y to Rs 27 Crore

YTD PAT (ex-DTA) at Rs 87 Crore (grew 2x y-o-y)

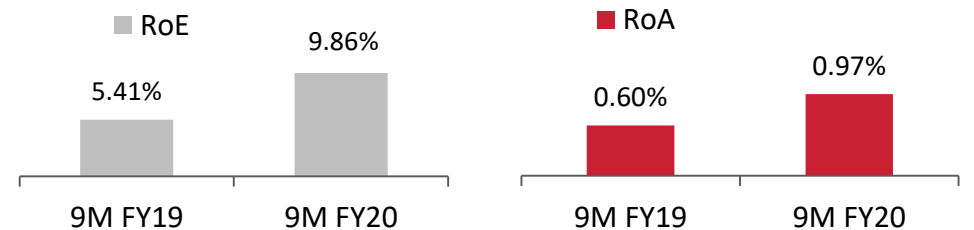
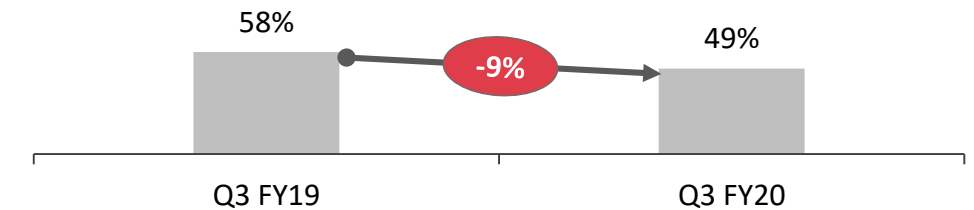
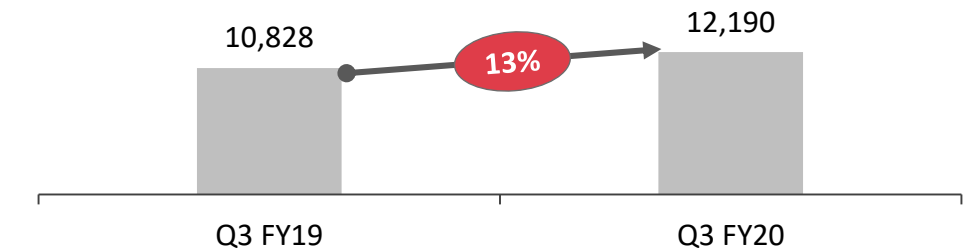
YTD Reported PAT at Rs 82 Crore

Continued improvement in RoE and RoA

Growth in
Lending Book

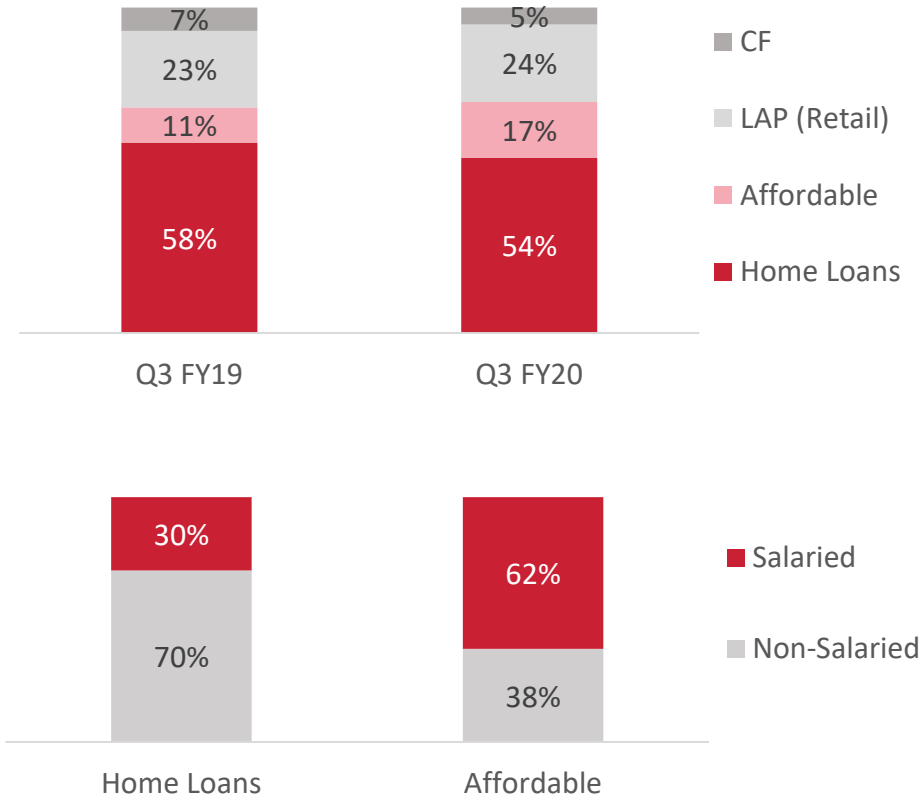
Improvement
in Cost
Income Ratio

Building
profitable
scale^{1,2}



Systematic approach to build a healthy portfolio mix

Segment Mix (%)



Affordable Loans

- ATS for Affordable Home Loans ~ Rs 14 Lacs
- 28% of affordable HL portfolio backed by IMGIC and 45% eligible for PMAY subsidy

Retail LAP

- ATS: Rs 56 Lacs (PY: Rs 79 Lacs)
- LTV: 47%

Construction Finance

Quality

- No stage 3 exposure

Average Ticket Size

- ATS on exposure: Rs 18 Crore
- ATS on outstanding: Rs 9 Crore (PY: 15 Crore)

Exposure

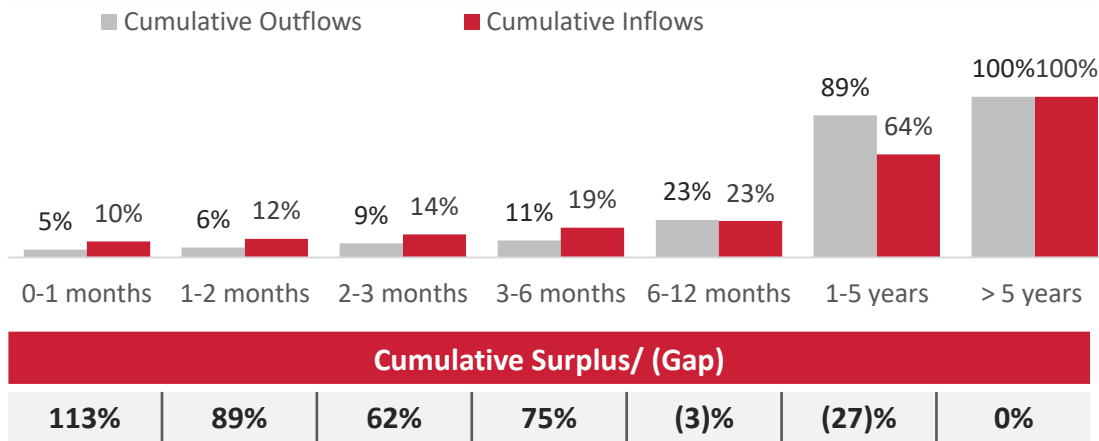
- ~85% of CF exposure to Bangalore, Mumbai, Pune, Surat, Ahmedabad and Noida | No NCR exposure other than Noida

Sales Velocity

- 35%+ outstanding repaid out of sales proceeds in last 1 year

Prudent asset liability management

Optimised ALM for liquidity and cost



Raised LT borrowing of ~Rs 2,600 Crore (9M FY20)

Term loans (Banks): Rs 1,750 Crore (Sanctioned: Rs 2,575 Crore)

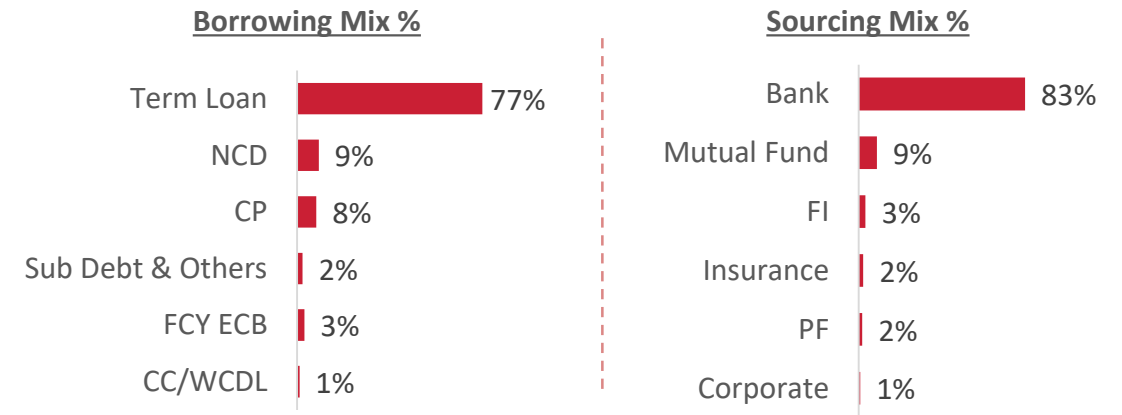
Term loan (NHB): Rs 400 Crore; NCDs: Rs 85 Cr

ECB: Drawn Rs 350 Crore (Sanction of USD 100 Mn)

Adequate liquidity to meet growth requirements

Maintaining cash and cash equivalent for liquidity

Diversification in borrowing mix and investor profile



Continue to broad base investor profile

- Investor base increased to 106; Funding from 22 banks

Maintaining comfortable capital adequacy

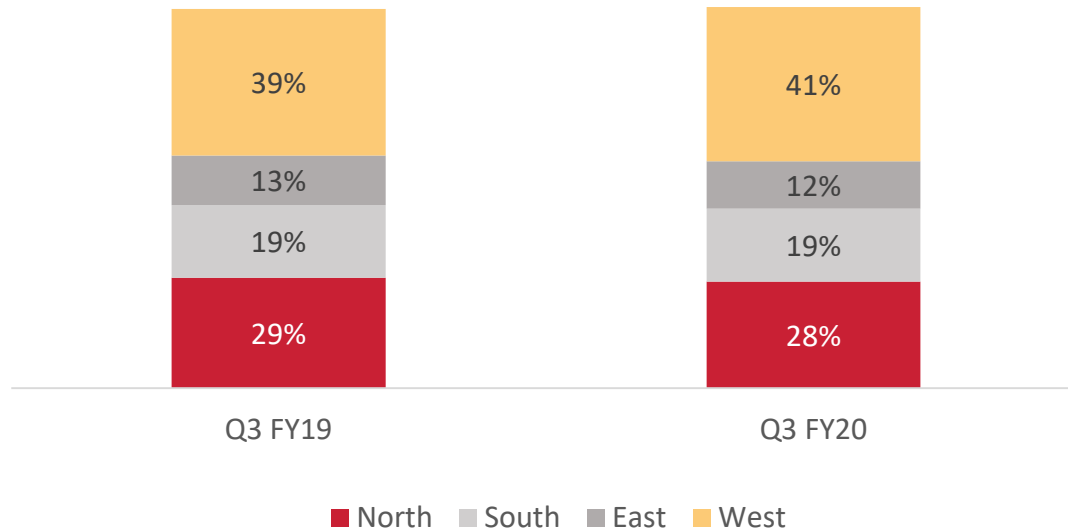
Q3 FY20: CRAR at 17.1% (Regulatory requirement: 13%)

Additional sanction of Rs 1,500 Crore in Jan'20

Including refinance from NHB

Pan India distribution network

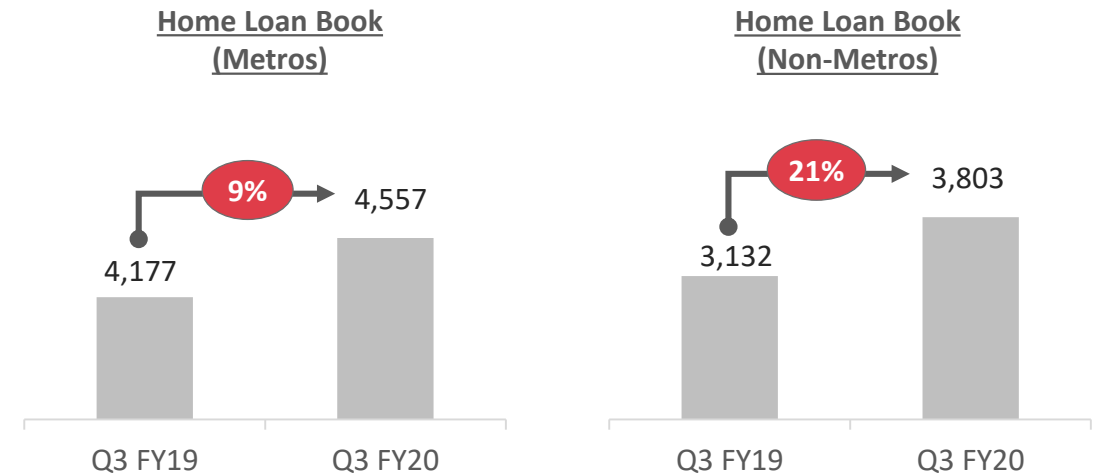
Stable Geographic Mix (%)



Balanced distribution strategy

Tapping growth in smaller cities through affordable

Focus on increasing reach and building retail granularity



Non-metro loan book mix at 45% (PY: 43%)

65 branches currently operational pan-India; Plan to double presence (mainly in non-metros) over 18-24 months

Note: Metro cities includes Delhi, Mumbai, Kolkata, Chennai, Bangalore and Pune

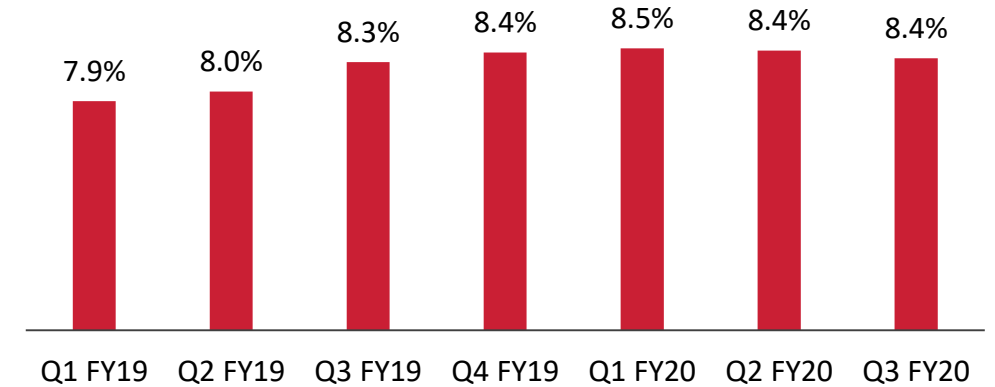
Maintaining margins through interest rate cycles

Optimised borrowing cost in a volatile interest rate environment

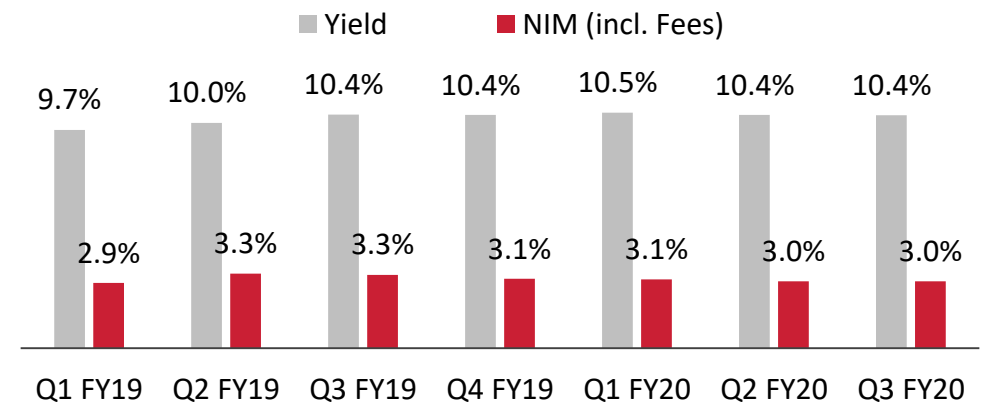
Maintained margins across interest rate cycles

Demonstrating ability to successfully pass on borrowing cost increases

Cost of Borrowing



Maintaining stable Margins



Key Financials – Aditya Birla Housing Finance Limited



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Δ LY%	Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
	FY 18-19 (PY)	FY 19-20 (CY)		FY 18-19 (PY)	FY 19-20 (CY)	
↑ 13%	10,828	12,190	Lending book	10,828	12,190	↑ 13%
	10.38%	10.35%	Average yield	10.05%	10.39%	
	7.35%	7.51%	Net Interest cost / Avg. Loan book	7.24%	7.52%	
	3.26%	2.97%	NIM (incl. Fee Income)	3.17%	3.00%	
	275	333	Revenue	736	968	
	1.91%	1.54%	Opex/ Avg. Loan Book	2.21%	1.49%	
↓ 9%	58%	49%	Cost Income Ratio (%)	67%	47%	↓ 19%
	0.14%	0.45%	Credit Provisioning/ Avg. Loan Book	0.19%	0.48%	
↑ 31%	32	35	Profit Before Tax	67	109	↑ 1.9x
	21	27	Profit After Tax	43	82	
	1,159	1,270	Net worth	1,159	1,270	

Aditya Birla Sun Life AMC Limited



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Profitable growth aided by robust asset mix

Domestic Equity AAUM¹ grew by 6% y-o-y
Total Domestic AAUM grew by 3% y-o-y

Improvement in Equity AAUM Mix
Domestic Equity AAUM mix at 37% (PQ: 35 %)

Domestic AAUM market share² at 9.93%
Continue to grow retail market share

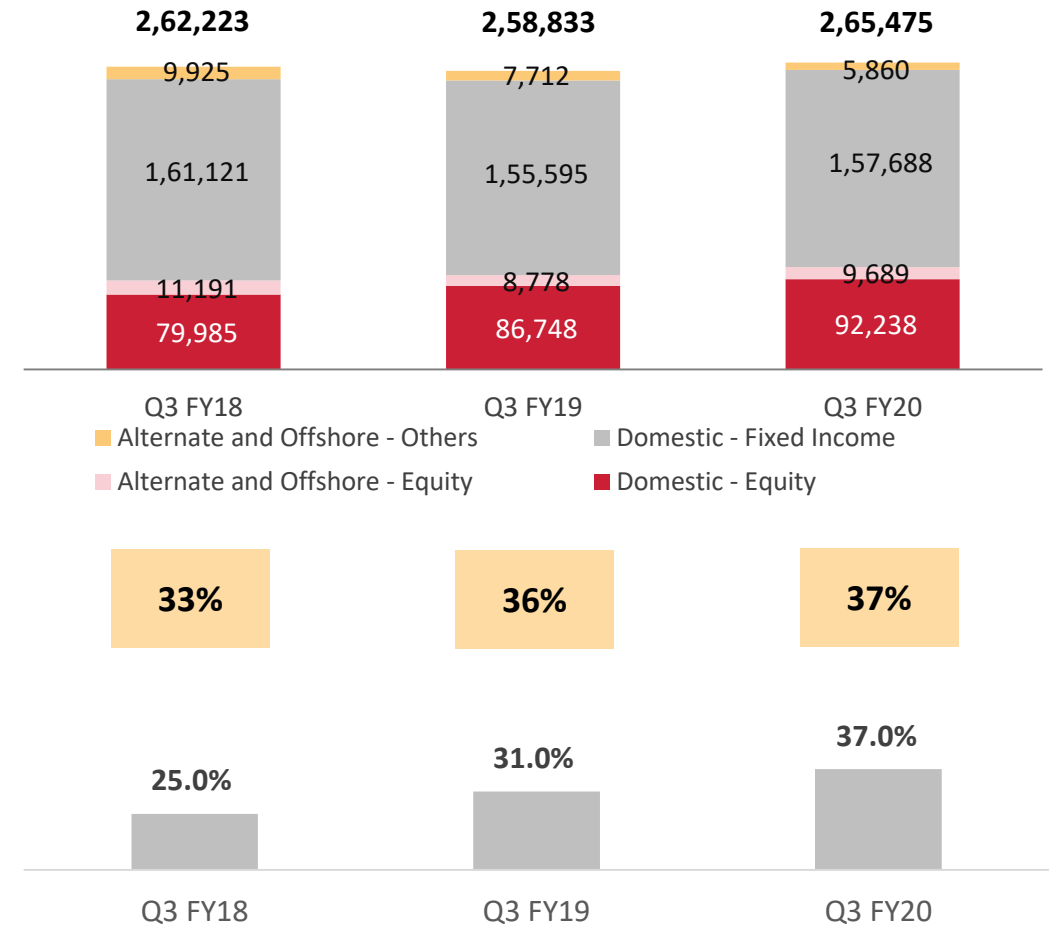
Consistent increase in SIP share of Domestic Equity AAUM

Growth in Overall AAUM

Domestic Equity Mix

SIP Share of Domestic Equity

Figures in Rs Crore



Maintaining profitability track record in a challenging environment



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Improvement in profitability led by change in asset mix towards high margin segments

Strong growth in profitability

YTD PAT at Rs 395 Crore (grew by 25% y-o-y)

Q3 PAT at Rs 130 Crore (grew by 19% y-o-y)

Consistently delivering on RoE improvement

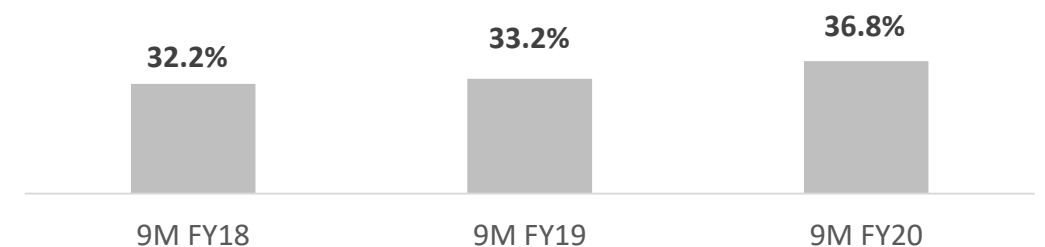
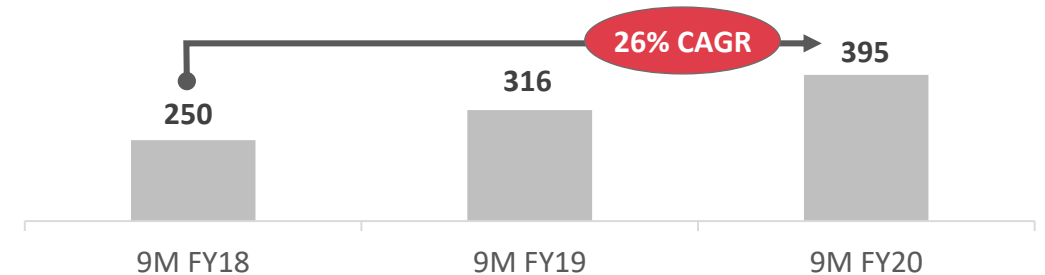
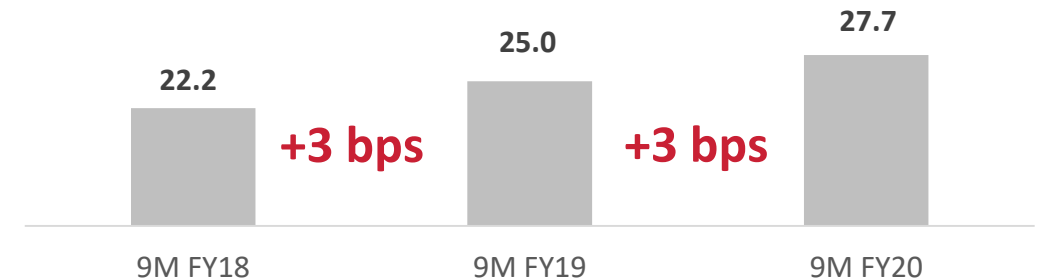
YTD RoE improved to 36.8% (PY: 33.2%)

PBT margin
(bps) PBT
Margin¹

Profit After
Tax

Return on
Equity

Figures in Rs Crore



¹Based on annualized earnings as % of domestic AAUM

Continued focus on retail expansion

Figures in Rs Crore

Focus on expanding retail presence

Added 53 locations to reach 310 with >75% in B-30 cities; Similar addition expected in the coming year

Broad based penetration in B-30 cities with AUM¹ at ~ Rs 37,437 Crore

Market Share¹ at 8.78% (PY : 8.67%)
B-30 contributes 24%¹ of retail + HNI AUM

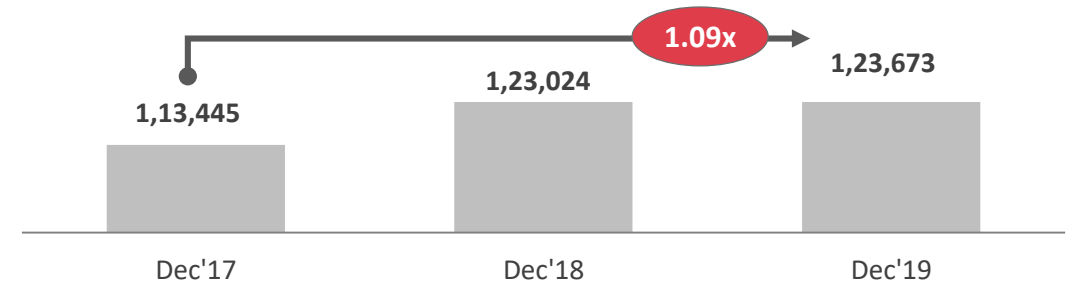
Investor folios up 1.35x in 2 years

5 Year CAGR as on FY19: 29% | Industry: 15%

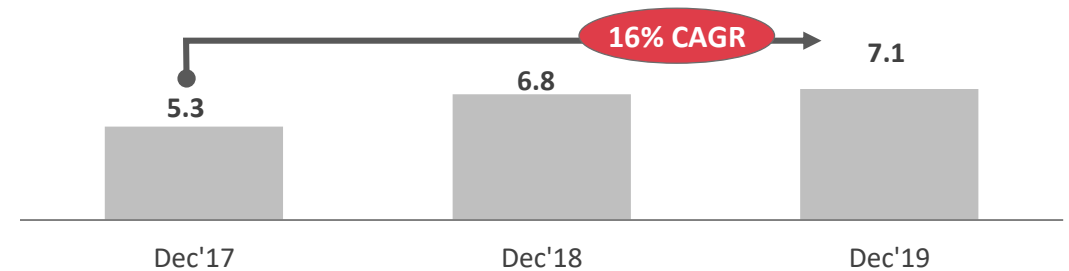
Monthly SIP² book ~Rs. 950 Crore

SIP Market Share³ 10.39%
3 Year CAGR: 33% | Industry: 29%

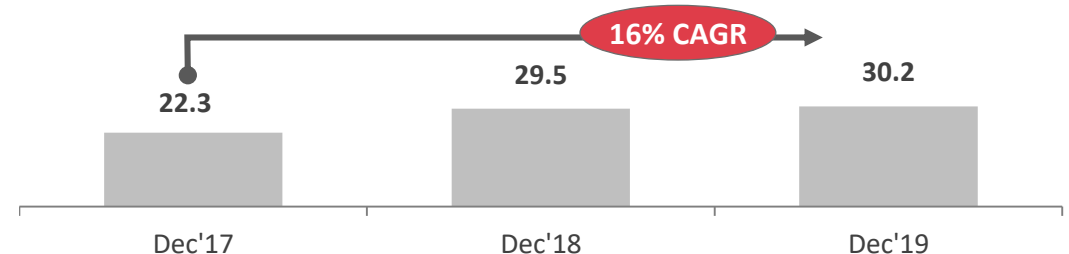
Increasing
Retail
Penetration
(AUM)



Significant
Growth in
Investor Folio
(Million)

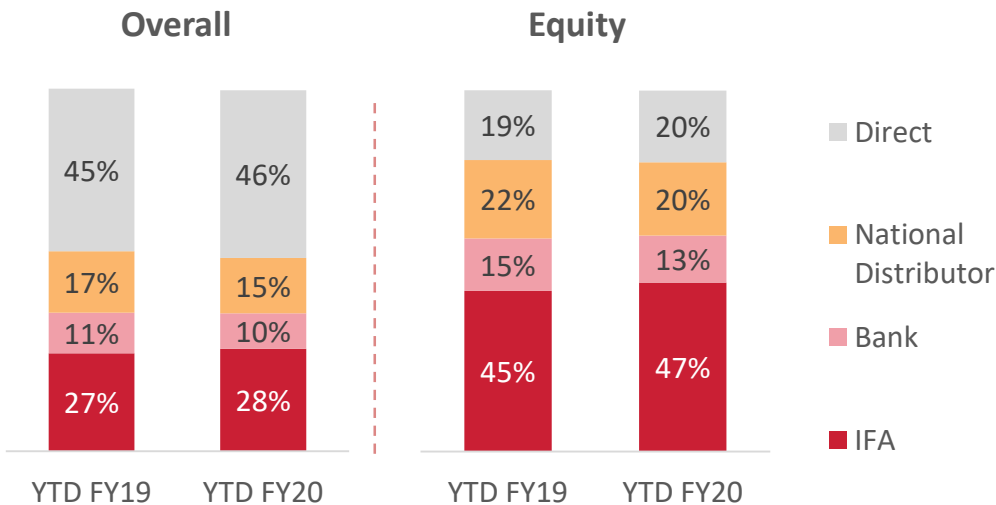


SIP Count
(Lacs)



Balanced Distribution Network

AAUM Sourcing Mix (%)



Continue to grow IFA share in Equity Sourcing

Large bank owned AMCs benefit from 30 - 90% share of their associate distributor Bank's total AUM sourced

Distribution Scale

310 Locations
> 75% in B-30 cities

88 Banks

80,000+ IFAs

230+
National Distributors

Digital Tech enablement

Customers

- Launched new investor portal with simplified UX
- Launched micro ticket size and 1 Click SIP product
- Up-sell: Launched "Next-best-offer" programme, expected to contribute ~Rs 1,000 Crore of gross sales for the year
- Simpler and paperless SIP registration through e-mandate in 28 large banks

Distribution

- Distributor portal with customized customer journeys and simplified distributor experience
- 10+ new-age digital ecosystem partners/ distributors on-boarded through API gateway

Outcome

- Increase in digital penetration: Digital transactions ~ 75% (PY: 67%)

Key Financials – Aditya Birla Sun Life AMC Limited



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Δ LY%	Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
	FY 18-19 (PY)	FY 19-20 (CY)		FY 18-19 (PY)	FY 19-20 (CY)	
	2,42,344	2,49,926	Domestic AAUM	2,48,607	2,52,573	
↑ 6%	86,748	92,238	Domestic Equity AAUM	88,920	91,084	
	8,778	9,689	Alternate and Offshore Equity AAUM	9,657	9,544	
↑ 7%	95,527	101,928	Total Equity	98,577	1,00,628	
	338	319	Revenue	1,087	957	
	173	145	Costs	621	433	
↑ 5%	166	173	Profit Before Tax	467	524	↑ 12%
	27 bps	28 bps	Profit Before Tax (bps¹)	25 bps	28 bps	↑ +3 bps
↑ 19%	109	130	Profit After Tax	316	395	↑ 25%

¹ Margin based on annualized earnings as % of domestic AAUM

Aditya Birla Sun Life Insurance Limited



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Growth with significant value creation

Individual FYP¹ (YTD) grew by 14% y-o-y

Maintained market share at 4%

Net VNB for Q3 FY20 grew 2x y-o-y

9M Net VNB Margin³ at 4.4% (improved ~340 bps y-o-y)

Continued improvement across quality metrics

13th Month persistency at 81% (PY: 75%)

Surrender ratio reduced to half in 2 years

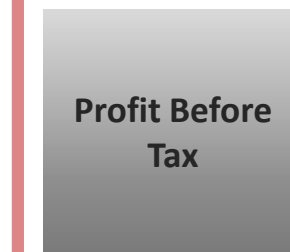
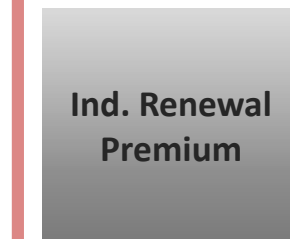
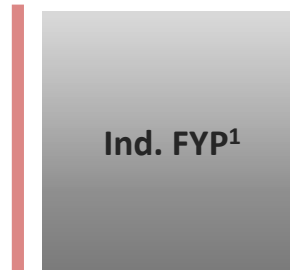
Q3 Ind. Renewal Premium grew by 33% y-o-y

Selective approach in growing Group business

Segment continues to be value accretive

Strong rebound in profits

YTD PBT at Rs 100 Cr (grew by 44% y-o-y)

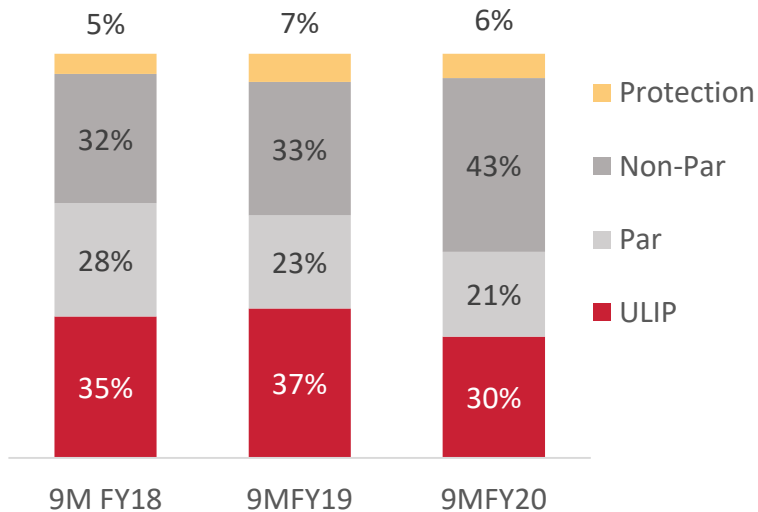


Figures in Rs Crore

Focus on value accretive product mix

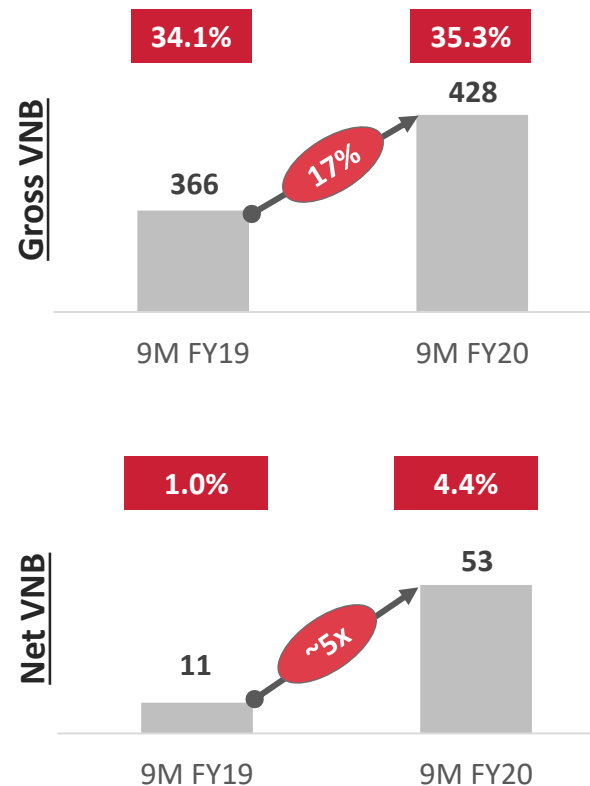
Figures in Rs Crore

Product Mix



70% of maturity benefit of guaranteed products are protected

Improvement in Ind. VNB Margins¹



Gross VNB grew 17% y-o-y

Q3FY20 Gross VNB at 34.0% (PY: 31.2%)

Net VNB for Q3 FY20 grew 2x y-o-y

Net VNB for Q3 FY20 at 10.4% (PY: 5.2%)

On target to achieve double digit Net VNB margin by year end

Key drivers:

- Steady topline growth
- Well managed product mix
- Productivity driven growth in all channels

Balanced sourcing strategy

Figures in Rs Crore

Driving growth through partnerships and operating leverage in proprietary

- 8 Banca tie-ups incl. HDFC Bank, DCB and KVB
- Pan India presence across 2,750+ cities through 82,000+ agents, 9,500+ bank branches and 395+ own branches

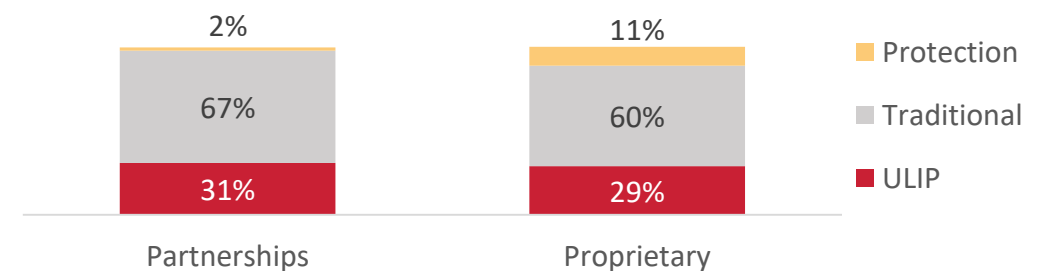
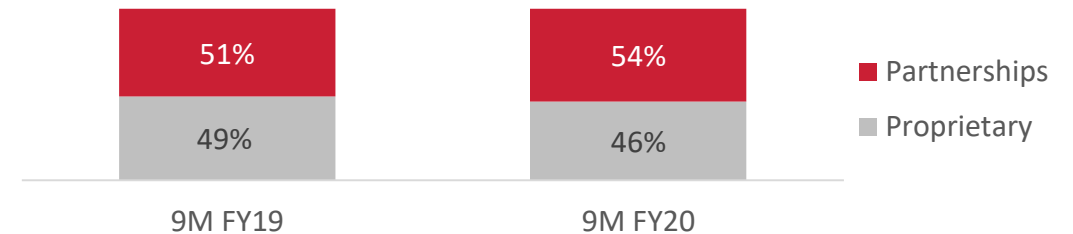
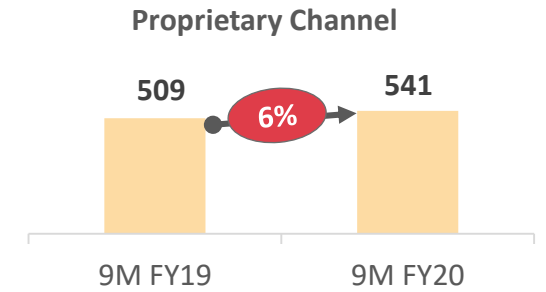
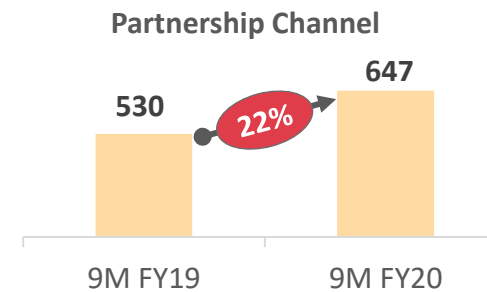
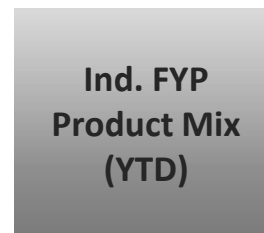
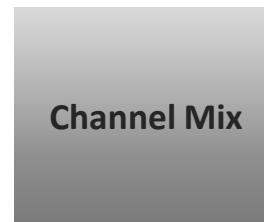
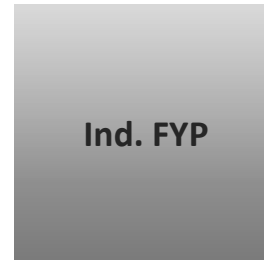
Indian Bank ramp up

Activated 650+ out of 2,900 branches

Proprietary channel contributing to margin improvement

Efficiencies in proprietary channel driven by:

- Increase in productivity
- Protection mix at YTD 11%



Focus on quality of business

Continuous improvement in persistency across products and cohorts

13th Month persistency at 81% (PY: 75%)

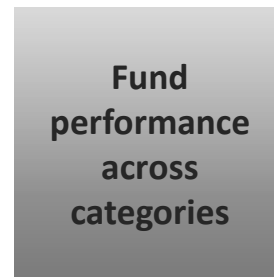
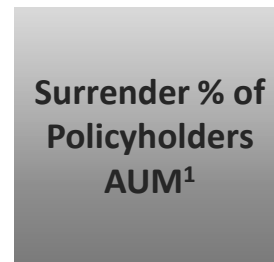
Focus on customer retention

Q3 Ind. renewal premium grew 33% y-o-y
Surrender ratio reduced to half in 2 years

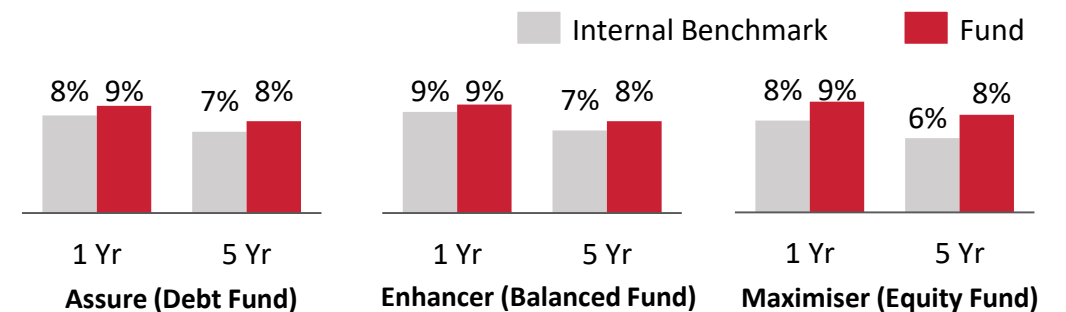
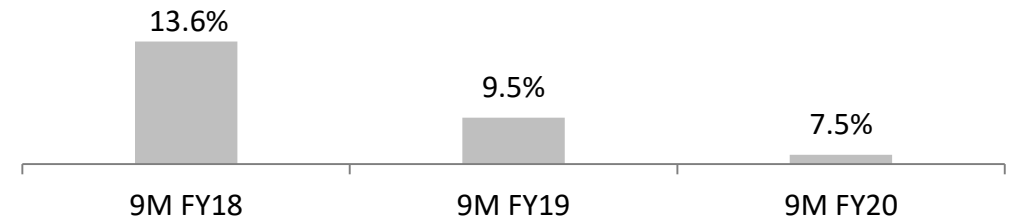
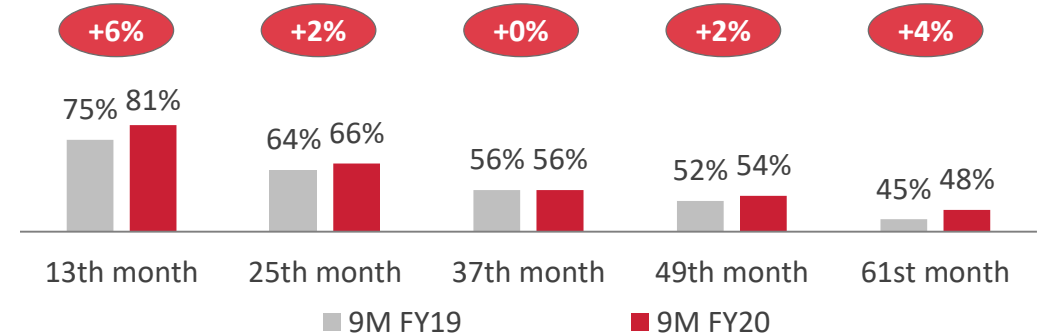
Complaints per 1000 policies reduced by 1/3rd over last 2 years

Healthy in-force book and new business contributing to growth in AUM

AUM at Rs 43,512 Crore (grew 11% y-o-y)



Figures in Rs Crore



Key Financials – Aditya Birla Sun Life Insurance Limited



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Δ LY%	Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
	FY 18-19 (PY)	FY 19-20 (CY)		FY 18-19 (PY)	FY 19-20 (CY)	
			Key Performance Parameters			
↑ 8%	480	516	Individual First year Premium	1,107	1,261	↑ 14%
	530	579	Group First year Premium	1,579	1,258	
↑ 33%	851	1,133	Renewal Premium	2,247	2,794	↑ 24%
	1,860	2,228	Total Gross Premium	4,933	5,313	
	307	317	Opex (Excl. Commission)	843	934	
	16.5%	14.2%	Opex to Premium (Excl. Commission)*	17.1%	17.6%	
	22.5%	19.8%	Opex to Premium (Incl. Commission)	22.3%	23.4%	
	49	34	Profit Before Tax	69	100	↑ 44%
	38	27	Profit After Tax	52	81	

* YTD Opex to Premium (Excl. Commission) is higher mainly due to lower Group Business

Aditya Birla Health Insurance Limited



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Strong growth led by retail

GWP grew 73% YoY with retail growth at 2x

Retail GWP Mix: 71% (PY: 60%)

6.5+ million lives covered

3.8 million lives through micro products

Grew ~ 5x y-o-y (PY: 1.3 million lives)

Improved retail Claim Ratio 45% (PY: 46%)

Holistic health risk management - better sourcing, provider management, claims and care management

Q3 FY20 Combined ratio at 128%

Steady path to break even

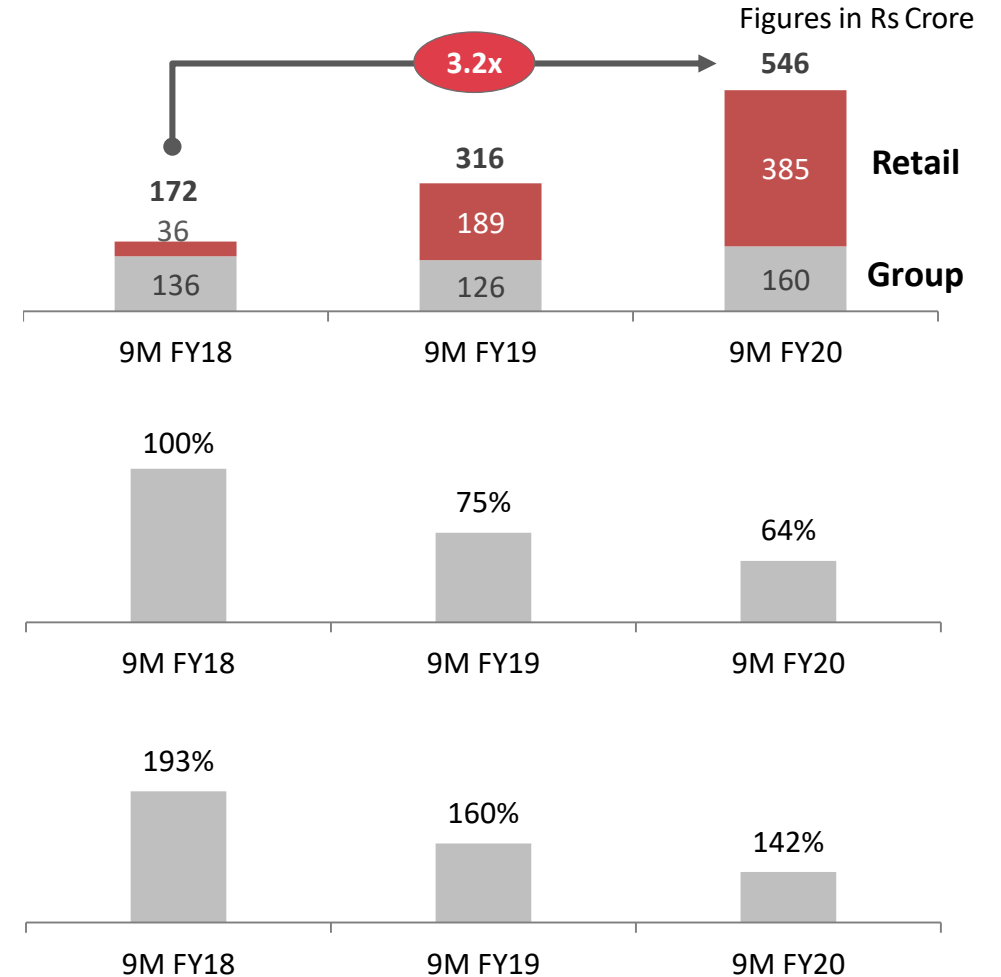
Q3 PBT loss at Rs 53 Cr (Peak loss Rs 73 Cr in Q2 FY19)

Expected to break-even in FY21-22

Strong GWP growth led by Retail

Focus on improving overall Claims Ratio

Improvement in Combined Ratio

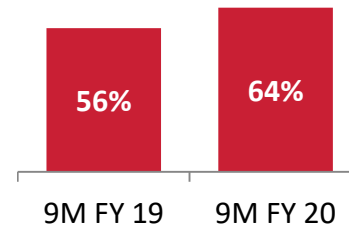


Driving value through Scale





One of the largest 3rd party distribution capacities

Banca tie-ups: 9 banks with 12,000+ branches

Banca % of retail GWP



- Bank growth contributing to 2.4x y-o-y growth in Banca GWP
- Significant scale-up and momentum in banca partnerships
- Leverage digital & e-commerce partnerships. Tie-ups with 28+ digital partners

	9M FY19	9M FY20
 Branches	59	76
 Agents	17,100+	25,400+
 Sales force	1,450+	2,200+
 Cities	650+	2,500+

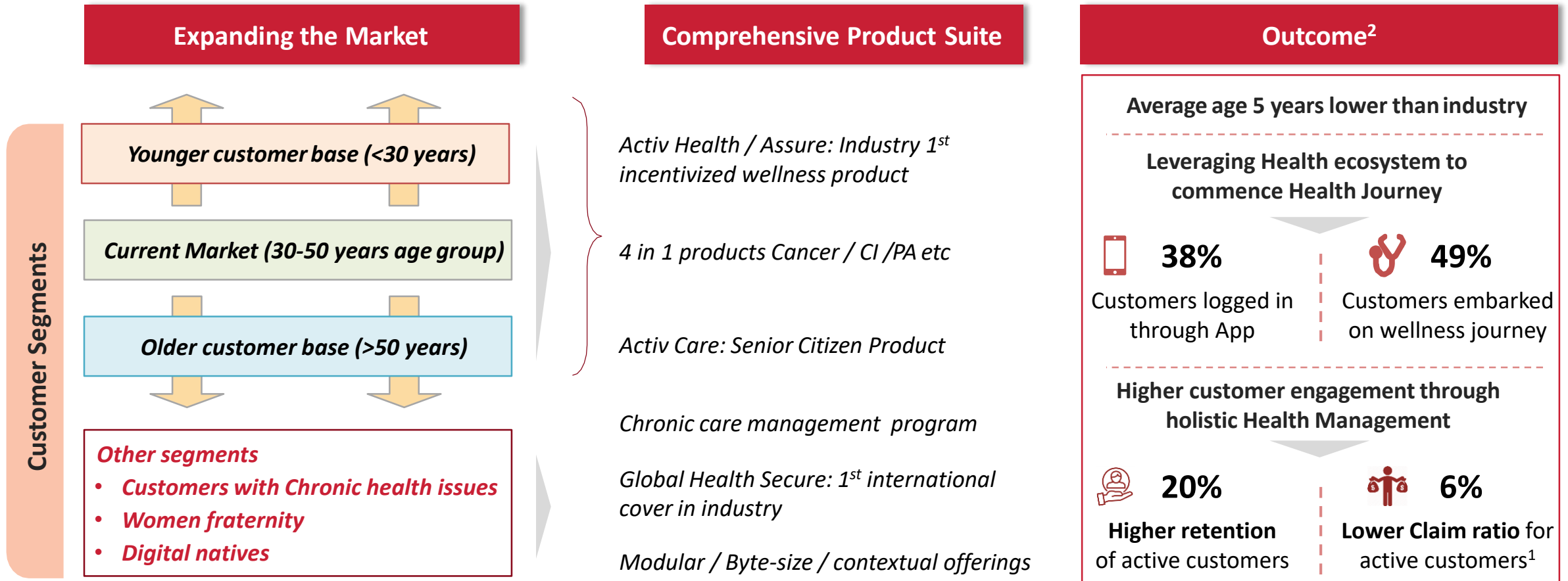
Provider Network

	9M FY19	9M FY20
 Hospitals	5,300+	6,100+

One of the largest provider networks with presence across 750+ cities

Expanding market through customer value proposition

Large & diversified product suite enabling traditional & non-traditional customer acquisition



Higher customer engagement by leveraging our digital capabilities



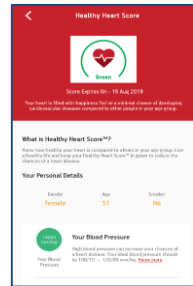
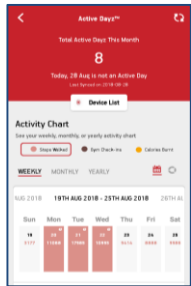
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Engagement through customer health journey

Know your health

Active Dayz™

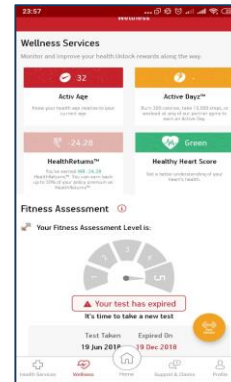
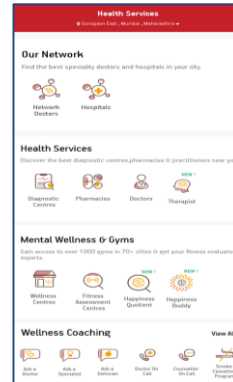
Healthy Heart Score



Improve your health

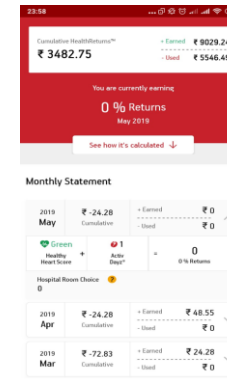
Health Services

Wellness Services



Get Rewarded

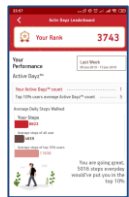
HealthReturns™



Activ Health App

Other features ▶ Health Assessment
Active Age

Ongoing enhancements in features attributing to increased customer engagement



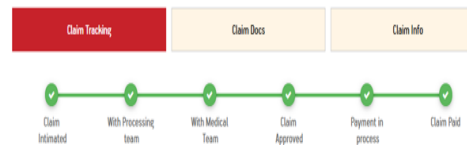
Leader-board



Activ Together Community



WhatsApp integration



Refined claims tracking



Chatbot

Outcome

Digital servicing

↑ from 20% to 38%

Leverage large datasets for customer insights through analytical models

Key Financials – Aditya Birla Health Insurance Limited



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Δ LY%	Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
	FY 18-19 (PY)	FY 19-20 (CY)		FY 18-19 (PY)	FY 19-20 (CY)	
			Key Performance Parameters¹			
↑ 2.1x	81	170	Retail Premium	189	385	↑ 2.0x
	57	60	Group Premium	126	160	
↑ 1.7x	139	231	Gross Written Premium	316	546	↑ 1.7x
	140	212	Revenue	318	507	
	136%	128%	Combined Ratio	160%	142%	
	(54)	(53)	Profit Before Tax	(191)	(188)	

¹ Financials for Aditya Birla Health Insurance include Aditya Birla Wellness Private Limited

Other Financial Services businesses

Other Financial Services Businesses

Quarter 3		Figures in Rs Crore	Nine Months	
FY 18-19 (PY)	FY 19-20 (CY)		FY 18-19 (PY)	FY 19-20 (CY)
Key Performance Parameters Other Financial Services Businesses¹				
162	200	Aggregate Revenue	482	542
(6)	10	Aggregate Profit Before Tax	(8)	44

General Insurance Broking

- Premium placement in 9M FY20 grew y-o-y by 14% to Rs 3,330 Crore
- Q3 Revenue increased by 29% y-o-y to Rs 148 Crore (PY: Rs 115 Crore)
- Q3 PBT grew 2x y-o-y to Rs 7 Crore

Stock and Securities Broking

- Q3 Revenue at Rs 40 Crore (PY: Rs 42 Crore)
- Q3 PBT at Rs 4 Crore

ARC

- Launched ARC platform in partnership with Varde in FY19
- ARC AUM at ~Rs 2,900 Crore. Platform profitable within first year of operation

MyUniverse

- Aditya Birla MyUniverse demerged transaction business into ABFL w.e.f. 1st January 2020

Annexure A

Consolidated Financials

Consolidated Profit & Loss



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Figures in Rs Crore

Δ LY%	Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
	FY 18-19 (PY)	FY 19-20 (CY)		FY 18-19 (PY)	FY 19-20 (CY)	
			Consolidated Profit & Loss			
↑ 14%	3,780	4,326	Revenue	10,434	11,947	↑ 15%
	300	276	Profit Before Tax (before share of profit/(loss) of JVs)	813	951	
	55	66	Add: Share of Profit/(loss) of associate and JVs	159	201	
	355	342	Profit Before Tax	972	1,151	↑ 18%
	147	101	Less: Provision for taxation	416	411	
	(5)	(9)	Less: Minority Interest	(56)	(36)	
↑ 17%	214	250	Net Profit (after minority interest)	613	776	↑ 27%

A financial services conglomerate meeting the life time needs of its customers

PROTECTING INVESTING FINANCING ADVISING

Life Insurance
Health Insurance
Motor Insurance
Corp General Insurance
Travel Insurance

Mutual Funds
Wealth Management
Stocks and Securities
PMS
Real Estate Investment
Pension Funds

Home Finance
Personal Finance
SME Finance
Real Estate Finance
Project Finance
Loan Against Securities
Corporate Finance
DCM & Loan Syndication
Stressed Assets

Online Personal Finance
Management
Money for Life Planner

CIN: L67120GJ2007PLC058890

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

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

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Glossary

- AAUM – Quarterly Average Assets under Management
- ALM – Asset Liability Management
- ANW – Adjusted Net Worth
- ATS – Average Ticket Size
- FYP – First Year Premium Income
- Bps – Basis points
- Banca - Bancassurance
- CAB – Corporate Agents and Brokers
- CF – Construction Finance
- CP – Commercial Paper
- Cr - Crore
- CY – Current Year
- DPD – Days Past Due
- ECL – Expected Credit Loss
- EIR – Effective Interest Rate
- FV – Fair Value (IndAS)
- FY – Financial Year (April-March)
- Ind FYP – Individual First Year Premium
- GNPA – Gross Non-Performing Assets
- GWP – Gross Written Premium
- HL – Home Loan
- JV – Joint Ventures
- LAP – Loan Against Property
- LAS – Loan Against Securities
- LIC – Life Insurance Corporation of India
- LRD – Lease Rental Discounting
- LT – Long Term
- LTV – Loan to Value
- MI – Minority Interest
- MTM – Mark to Market
- NII – Net Interest Income
- NIM – Net Interest Margin (including fee income)
- NNPA – Net Non-Performing Assets
- PAT – Profit after Tax
- PBT – Profit before Tax
- PY – Corresponding period in Previous Year
- PQ – Previous Quarter
- Q1– April-June
- Q2 – July-September
- Q3 – October – December
- Q4 – January – March
- Rs – Indian Rupee
- SIP – Systematic Investment Plan
- SME – Small and Medium Sized Enterprise
- TL/WCDL – Term Loan/ Working Capital Loan
- VIF – Value In-Force
- VNB – Value of New business
- Y-o-Y – Year on Year
- Q-o-Q - Quarter on Quarter
- YTD – Year to date
- GS 3 – Gross Stage 3