



**ADITYA BIRLA  
CAPITAL**

PROTECTING INVESTING FINANCING ADVISING

Ref: No. ABCL/SD/MUM/2018-19/FEB/04

**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 and nine months ended 31<sup>st</sup> December, 2018.**

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 and nine months ended 31<sup>st</sup> December, 2018 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**  
(Formerly known as *Aditya Birla Financial Services 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.**  
Depositary Receipt Services  
388 Greenwich Street  
14<sup>th</sup> Floor, New York,  
NY 10013

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

**Listing Agent**  
Banque Internationale à Luxembourg  
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Grand Duchy of Luxembourg



Aditya Birla Capital Ltd.

(Formerly known as Aditya Birla Financial Services Ltd.)

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1

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Investor Presentation

# FINANCIAL RESULTS Q3 FY18-19

MUMBAI

5<sup>th</sup> February 2019



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**A Leading Financial Services Conglomerate**

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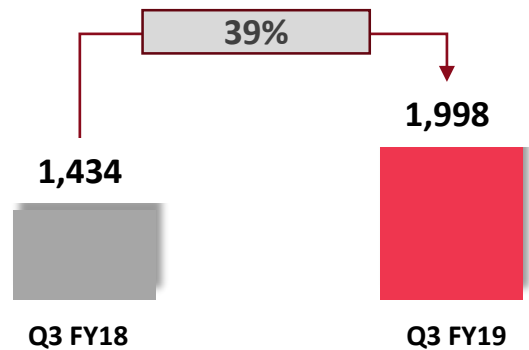
NOTE 1: The financials of Aditya Birla Capital Ltd are consolidated financials prepared based on Ind AS unless otherwise specified

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

# Q3 FY19: Key Highlights

Figures in Rs Crore

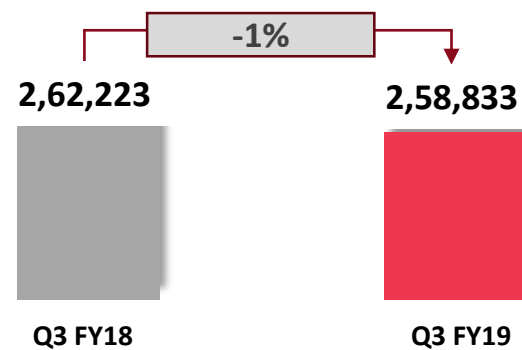
## PROTECTING



### Total Premium<sup>1</sup>

- 1 | **79% Ind. FYP<sup>2</sup> growth in Life Insurance, higher than industry growth ~6%; Gained market share by 138 bps**
- 2 | **Gross VNB Margin<sup>3</sup> at 34.1% in Life Insurance for 9M FY19**
- 3 | **GWP at ~Rs 140 Crore with 59% retail mix in Health Insurance**

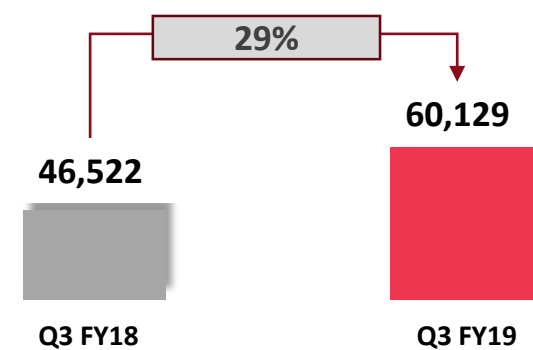
## INVESTING



### AAUM

- 1 | **Domestic AAUM grew 1% y-o-y; Offshore/alternate AAUM de-grew**
- 2 | **Equity AAUM at ~Rs 95,000 Crore in AMC (37% of Total AAUM)**
- 3 | **SIP share<sup>4</sup> of Domestic Equity AUM at 31%**

## FINANCING



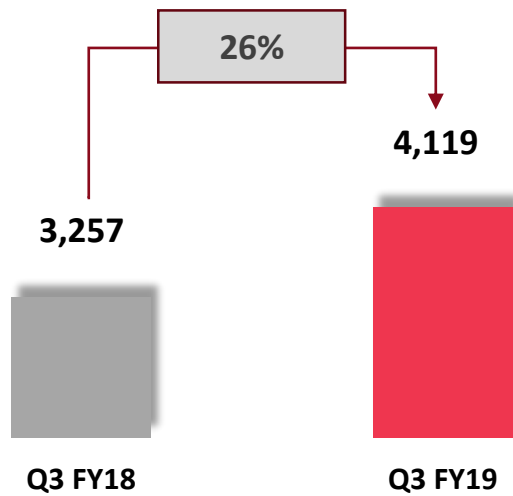
### Lending Book<sup>5</sup>

- 1 | **SME + Retail Mix at 58% of Lending Book**
- 2 | **NIM<sup>6</sup> in NBFC expanded by 37 bps (y-o-y) to 4.85%**
- 3 | **HFC lending book grew 2x maintaining healthy NIM**
- 4 | **Raised LT borrowings of ~Rs 9,000 Crore**

# Q3 FY19 : Financial performance

Figures in Rs Crore

## Consolidated Revenue<sup>1</sup>



## Profit After Tax (After MI)

**Consolidated**

## Q3 FY18

145

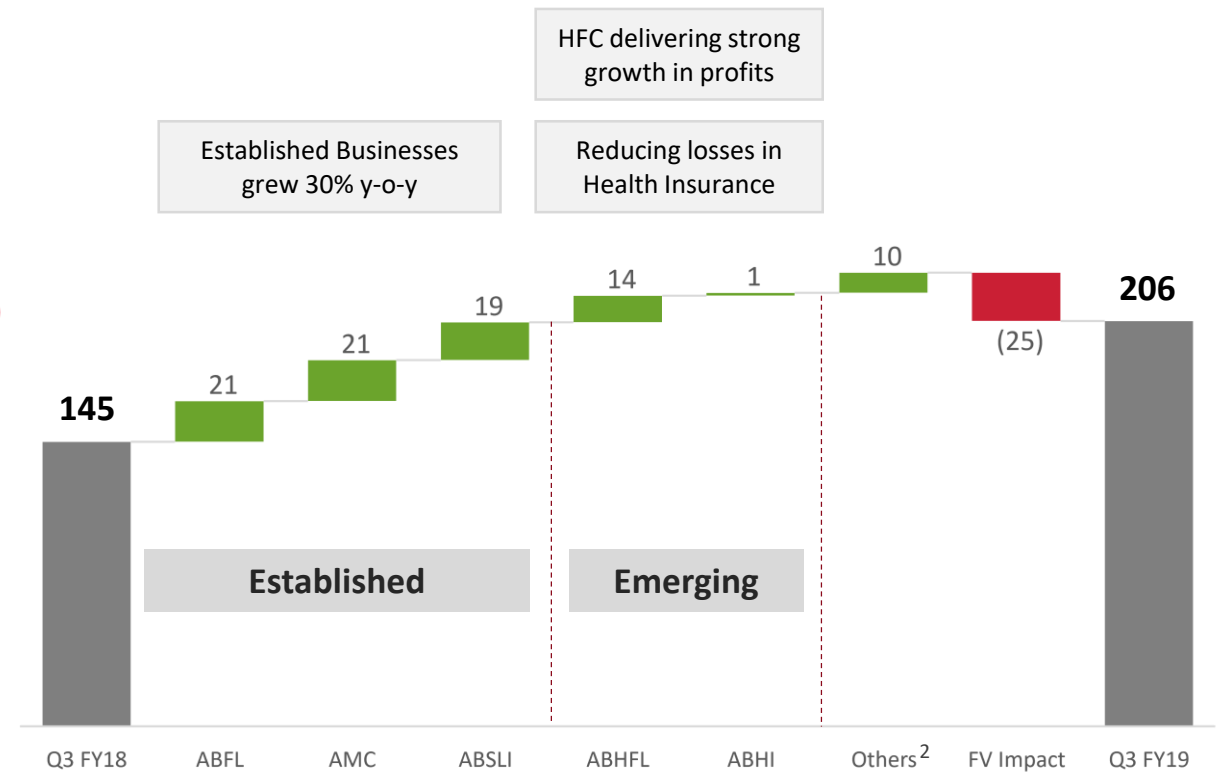
## Q3 FY19

206

## Growth

**42%**

## Consolidated PAT: Bridge from Q3 FY18 → Q3 FY19



# Consolidated PAT Reconciliation (IGAAP Vs. Ind AS)



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Figures in Rs Crore

Figures in Rs Crore	Q2 FY19	Q3 FY19
<b>PAT after MI (As per IGAAP)</b>	<b>227</b>	<b>239</b>
EIR on assets and liabilities	(15)	(15)
ECL methodology adoption	1	(18)
MTM/ Fair Valuation	(25)	4
Non-controlling interest adj. on above	21	8
Group share on account of Ind AS on Joint Ventures	(3)	3
Others (incl. impact of Deferred Tax)	(11)	(13)
<b>PAT after MI (As per Ind AS)</b>	<b>195</b>	<b>206</b>
<b>Difference - Ind AS PAT vs. IGAAP PAT</b>	<b>(14%)</b>	<b>(14%)</b>

# Aggregate PBT

Δ LY%	Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
	FY 17-18 (PY)	FY 18-19 (CY)		FY 17-18 (PY)	FY 18-19 (CY)	
			<b>Businesses (Aggregated on 100% basis)</b>			
	265	323	NBFC	770	975	
	126	166	Asset Management	372	467	
	69	33	Life Insurance	163	79	
	10	32	Housing	21	67	
	8	4	General Insurance Broking	38	27	
	3	4	Stock & Securities Broking	7	10	
<b>↑ 16%</b>	<b>481</b>	<b>561</b>	<b>Profitable Businesses</b>	<b>1,371</b>	<b>1,624</b>	<b>↑ 18%</b>
	(57)	(54)	Health Insurance	(139)	(191)	
	(4)	(29)	Less: Interest Cost	(19)	(62)	
	(46)	(11)	Less: Brand & Marketing	(56)	(25)	
	(37)	(19)	Less: Other Businesses <sup>1</sup> / Eliminations	(29)	(61)	
<b>↑ 33%</b>	<b>337</b>	<b>448</b>	<b>Aggregate Profit Before Tax<sup>2</sup> (pre – MI)</b>	<b>1,127</b>	<b>1,285</b>	<b>↑ 14%</b>

Aditya Birla Finance Limited



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# Diversified portfolio with value accretive growth

Figures in Rs Crore

## Diversified loan book with focus on growth in higher margin segments

SME + Retail + HNI mix grew by 38% y-o-y

## Improvement in margins led by change in product mix and ability to pass on increase in interest cost

PBT at Rs 323 Crore, grew 22% y-o-y

## Maintained RoE<sup>1</sup> at 13.8% & RoA<sup>2</sup> at 1.9%

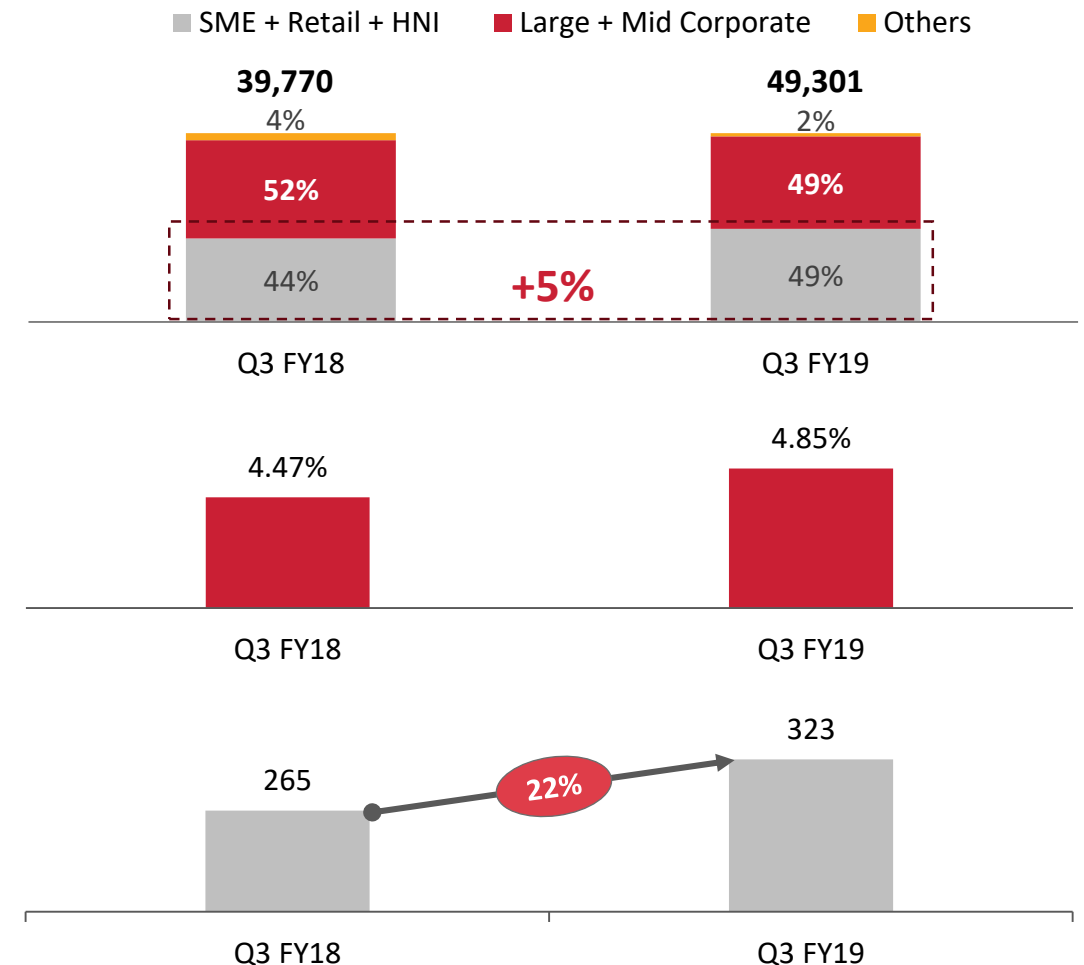
RoE impacted by ~60 bps on account of:

- Lower wealth fee income, and
- Higher opex (branch and sales force expansion)

Loan book shift towards value accretive segments

Maintaining sustainable Net Interest Margins<sup>3</sup>

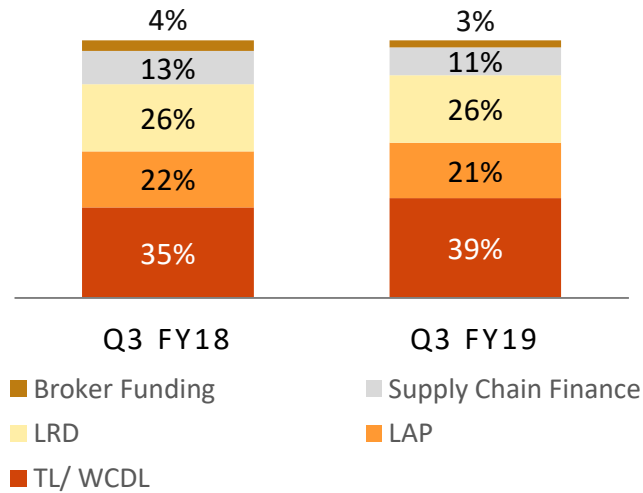
Strong growth in profitability (PBT)



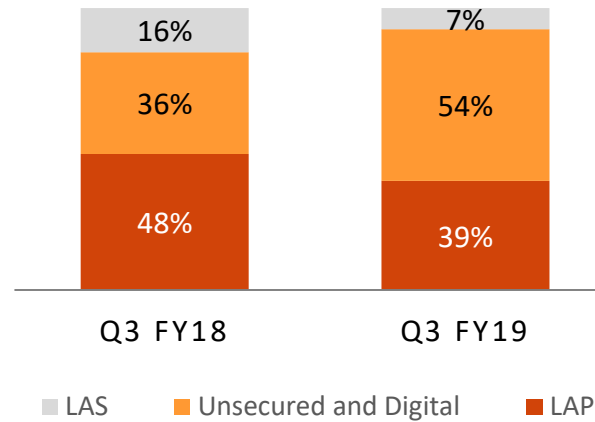
# Multiple products catering to a range of customer needs

Figures in Rs Crore

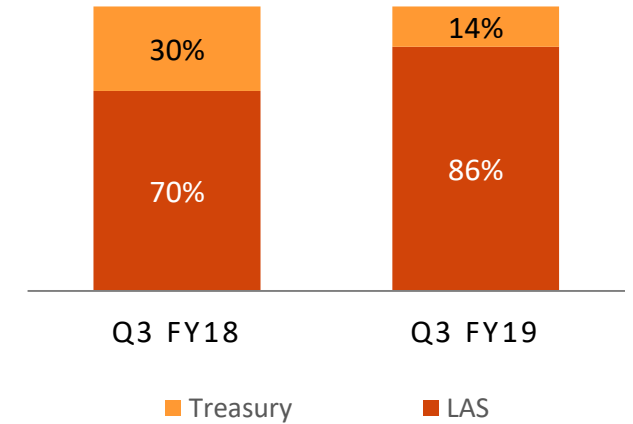
## SME (26% of Loan Book)



## Retail (13% of Loan Book)



## HNI + Others (12% of Loan Book)



**SME ATS  
Rs 7 Crore**

**TL/WCDL backed by  
future cash flows and  
adequate security  
cover of ~1.6x**

**Retail ATS  
Rs 5 Lacs**

**LAP LTV of ~50%**

**85% vs. borrower's  
office/ residence**

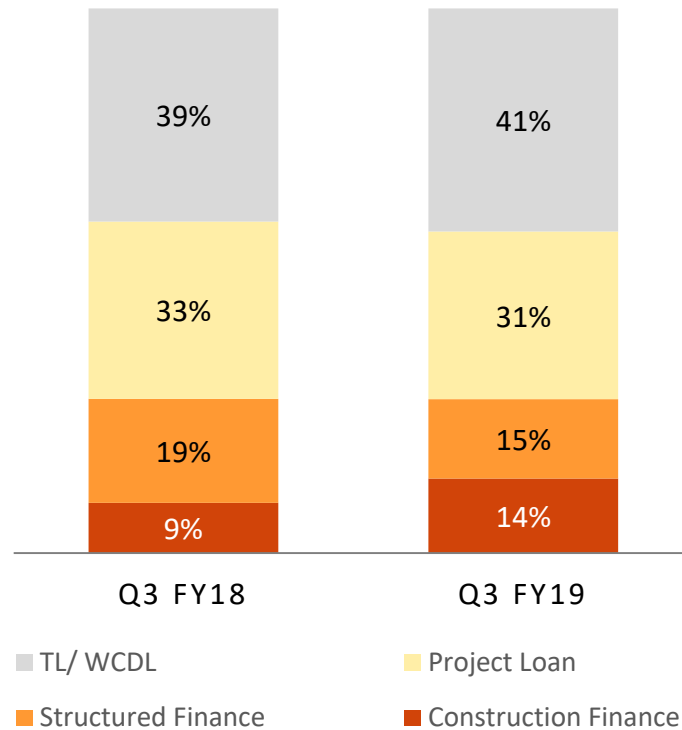
**ATS: Rs 2.5 Crore**

**Loan against liquid  
securities**

# Multiple products catering to a range of customer needs

Figures in Rs Crore

## Large & Mid Corporate (49% of Loan Book)



### Segment % of Loan Book

### ATS (Rs Crore)

### Typical Nature of Transactions

<b>TL/WCDL</b> 20%	~55	<ul style="list-style-type: none"> <li>Appraisal based on business cash flows along with collaterals to diversified industries</li> </ul>
<b>Project Loan</b> 15%	~100	<ul style="list-style-type: none"> <li>Started in 2011</li> <li>Funding towards projects with ring-fenced cashflows</li> <li>Typically, 25-30% of total debt funding for a project</li> <li>96% of exposure is towards operational projects; 4% of projects with recourse to pedigreed sponsors</li> </ul>
<b>Structured Finance</b> 7%	~90	<ul style="list-style-type: none"> <li>Typically structured with recourse to cash flows of the obligor and sponsor entities with adequate security coverage</li> </ul>
<b>Construction Finance</b> 7%	~60	<ul style="list-style-type: none"> <li>&gt;90% of borrowers have a track record of delivering over 5 million square feet</li> <li>Average actual loan tenor 2.5 years</li> <li>Strong repayment track record from sale of units</li> </ul>

# Strong focus on growth and quality of loan book

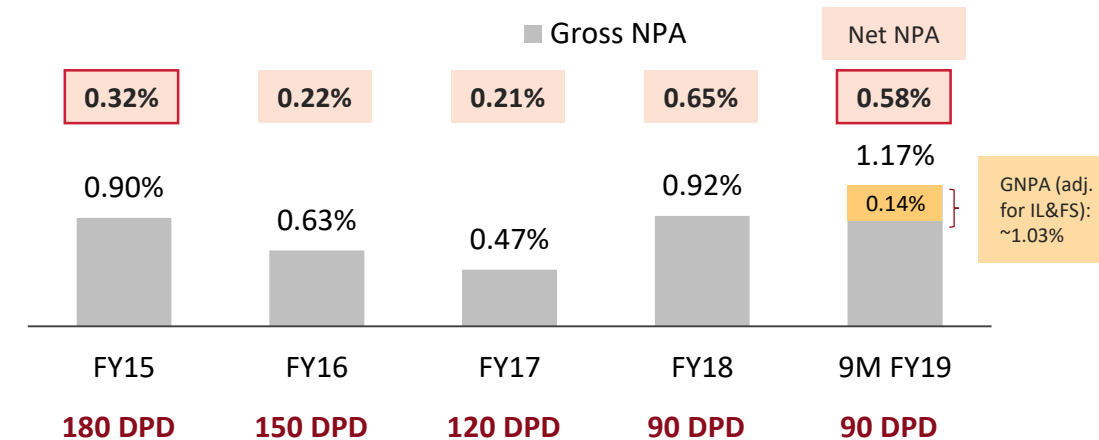
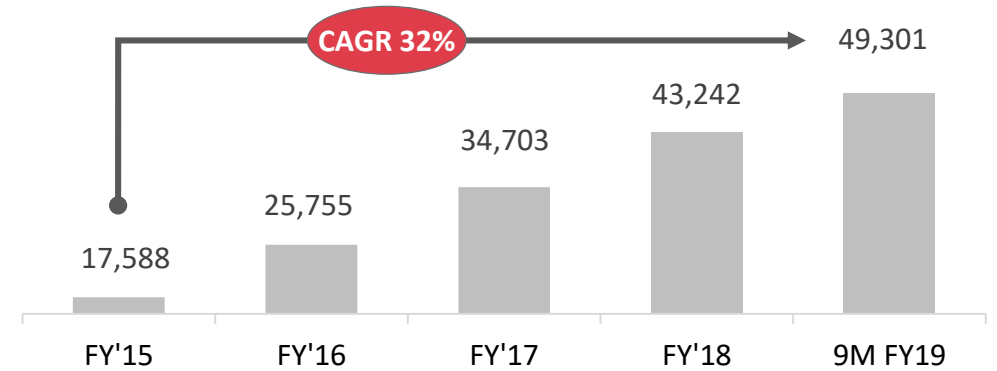
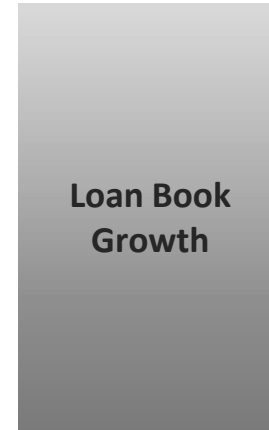
Figures in Rs Crore

**Delivered consistent loan book growth while maintaining strong asset quality**

**Diversified loan book with ATS of Rs 36 Lacs**

**Secured loan book more than 80%**  
Primarily focused on cash flow based underwriting

**Maintaining best in class asset quality**  
GNPA 1.17% | GNPA (ex-IL&FS) at 1.03%



# Stable margins across interest rate cycles

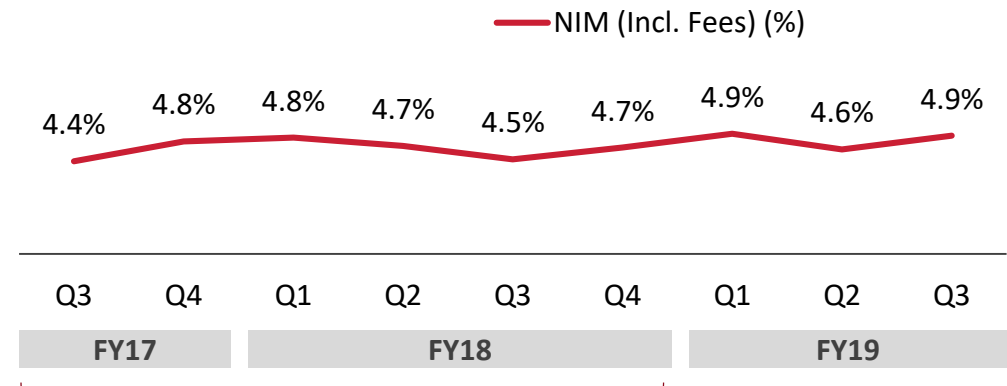
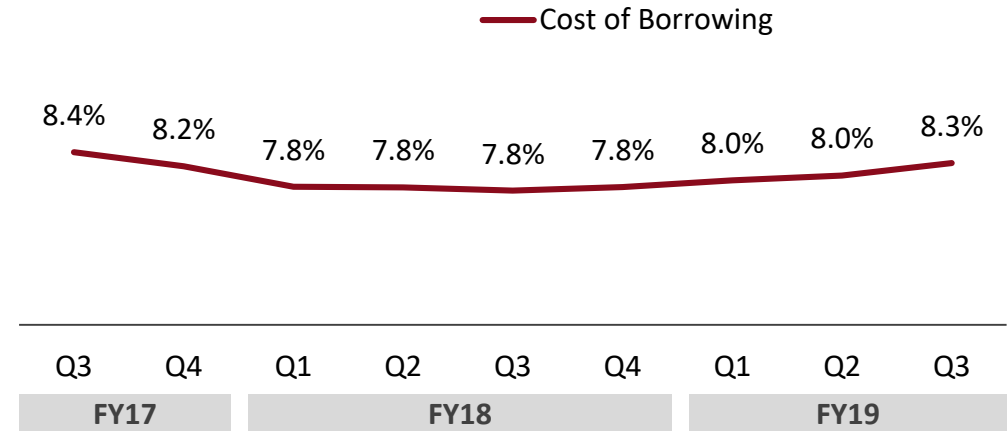
**Optimised borrowing cost in a hardening interest rate environment**

**Maintaining margins through interest rate cycles**

**Demonstrating ability to successfully pass on borrowing cost increases**

**Cost of Borrowing across interest rate cycles**

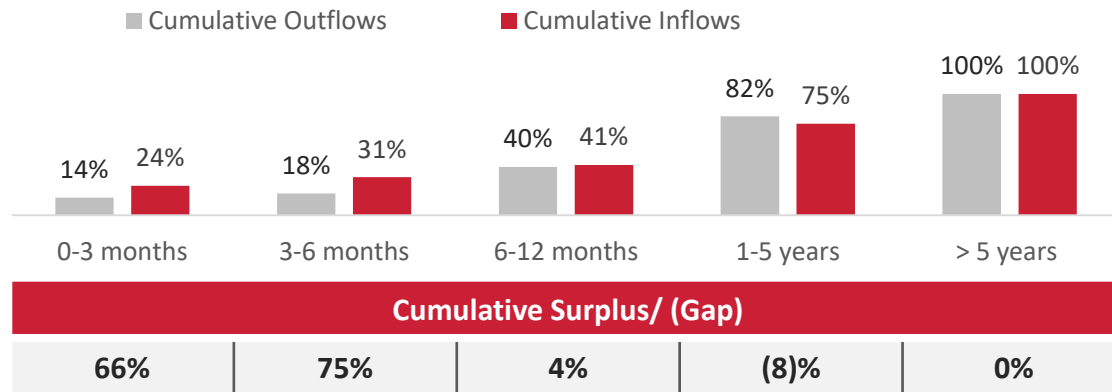
**Maintained stable margins**



IGAAP

# Well matched ALM with diversified borrowing mix

## ALM optimised for liquidity and costs

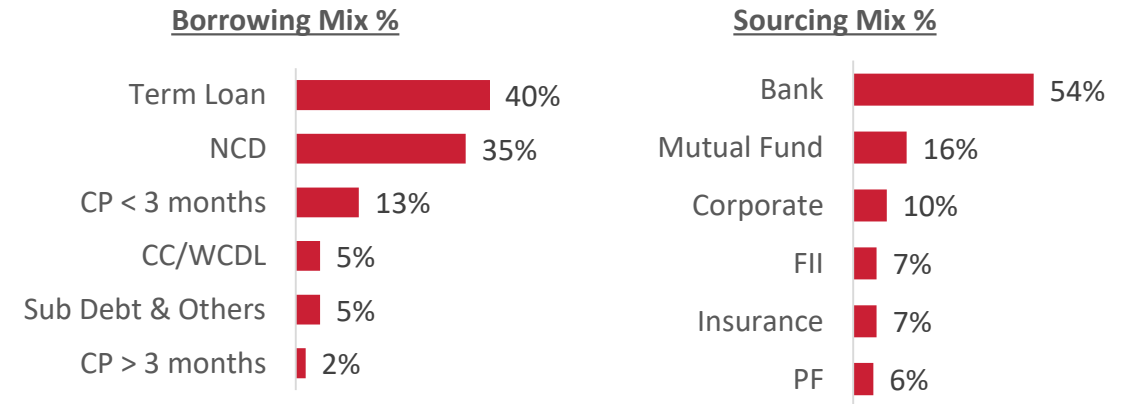


## Raised LT borrowing of Rs 7,300+ Crore in Q3 FY19

- IFC: Rs 1,000 Crore (7 year green loan)
- Term Loan: Rs 2,900 Crore | NCD: Rs 3,200 Crore
- Sub-debt: Rs 250 Crore

## Adequate liquidity pipeline to meet growth requirements

## Diversification across instruments and investors








## Continue to broad base investor profile

Investor base increased to 426 (Q3 FY18: 317)

## Maintaining comfortable capital adequacy

Q3 FY19: CRAR at 17.5%

# Key Financials – Aditya Birla Finance Limited

Δ LY%	Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
	FY 17-18 (PY)	FY 18-19 (CY)		FY 17-18 (PY)	FY 18-19 (CY)	
			<b>Key Performance Parameters</b>			
	<b>39,770</b>	<b>49,301</b>	<b>Lending book</b>	<b>39,770</b>	<b>49,301</b>	 <b>24%</b>
 <b>+90 bps</b>	11.20%	12.09%	Average yield	11.36%	11.81%	
	6.72%	7.25%	Interest cost / Avg. Lending book	6.74%	7.02%	
 <b>+37 bps</b>	4.47%	4.85%	Net Interest Margin (Incl. Fee Income)	4.62%	4.79%	
	151	201	Opex	403	563	
	<b>32%</b>	<b>34%</b>	<b>Cost Income Ratio (incl. Commissions)</b>	<b>29%</b>	<b>33%</b>	
	56	69	Credit Provisioning	194	148	
 <b>22%</b>	<b>265</b>	<b>323</b>	<b>Profit before tax</b>	<b>770</b>	<b>975</b>	 <b>27%</b>
	<b>177</b>	<b>212</b>	<b>Profit after tax</b>	<b>509</b>	<b>642</b>	
	<b>5,788</b>	<b>7,115</b>	<b>Net worth</b>	<b>5,788</b>	<b>7,115</b>	

Aditya Birla Housing Finance Limited



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# Value accretive growth

Figures in Rs Crore

## Lending book grew 60% y-o-y

Affordable book at Rs 1,176 Crore (grew 27% q-o-q)

Strong growth  
in Lending  
Book

## Improvement in Cost Income Ratio

Mainly led by scale and operating efficiency

Improvement  
in Cost  
Income Ratio

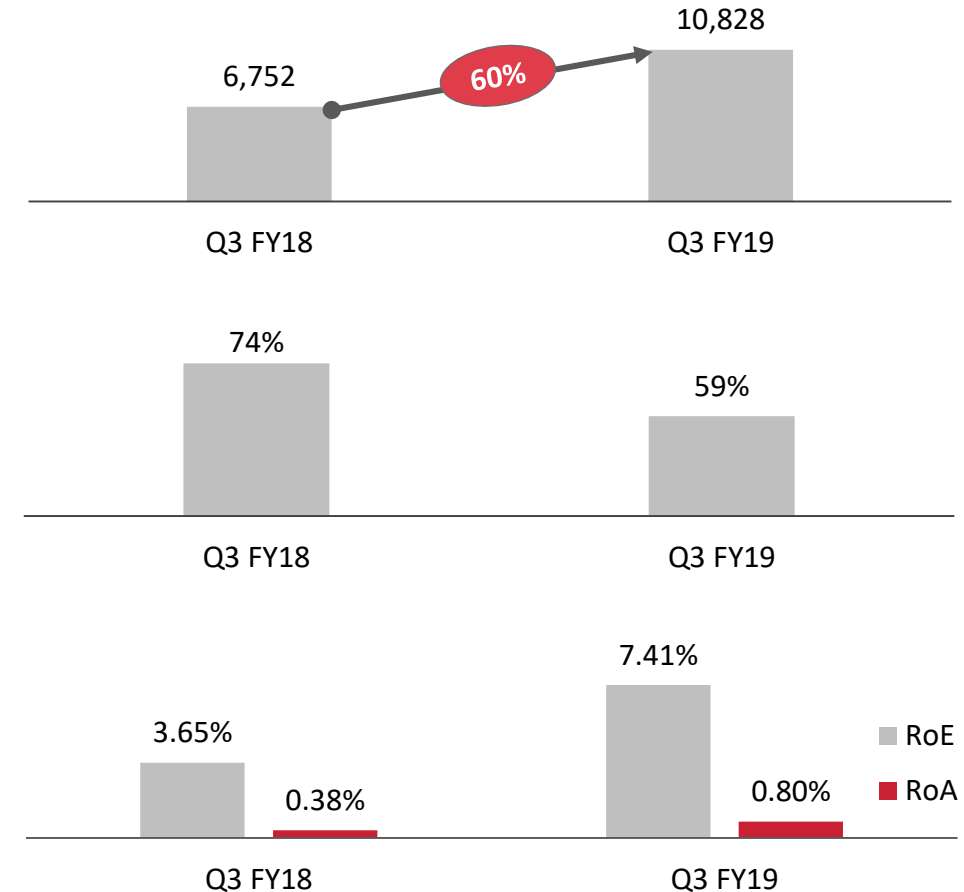
## Maintaining high quality asset book

GNPA 0.72% (PQ: 0.71%) | NNPA 0.36% (PQ: 0.40%)

Building  
profitable  
scale<sup>1,2</sup>

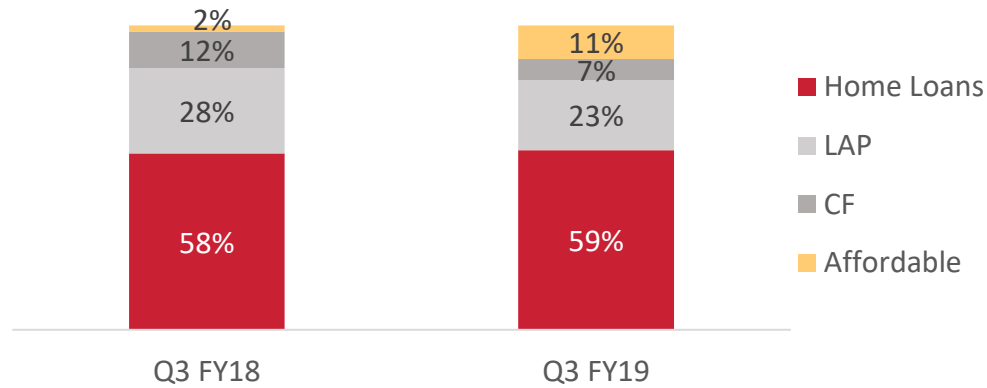
## Q3 PBT grew 3x y-o-y to Rs 32 Crore

YTD PBT Rs 67 Crore (YTD PY: Rs 21 Crore)



# Diversified product portfolio

## Segment Mix (%)



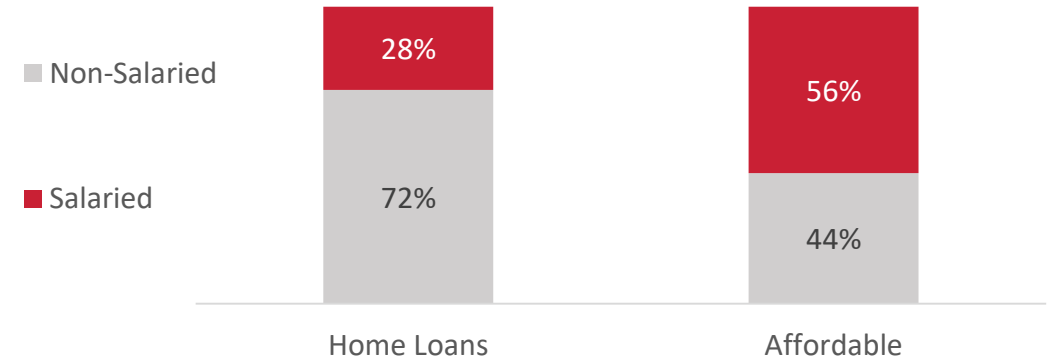
LAP

ATS: Rs 58 Lacs (LY: Rs 89 Lacs)  
LTV: 48%

Construction  
Finance

ATS on sanctioned projects: Rs 25 Crore  
ATS on outstanding projects: Rs 13 Crore

## Margin accretive customer mix



**Contractual tenor (HL) of 18 years**

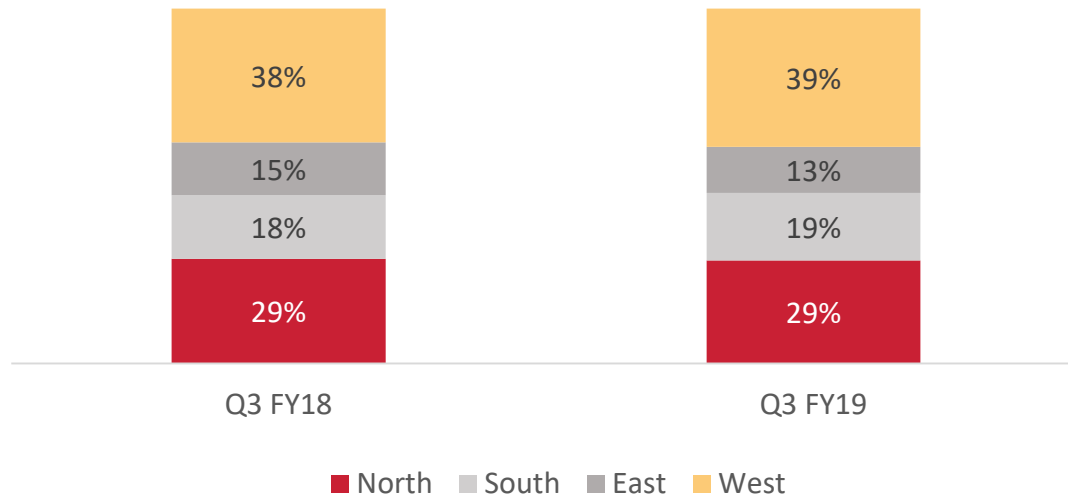
Expected actuarial average tenor (HL) of 9 years

**20% of affordable HL portfolio backed by IMGIC**

**40% of affordable HL portfolio eligible for PMAY subsidy**

# Pan India distribution network

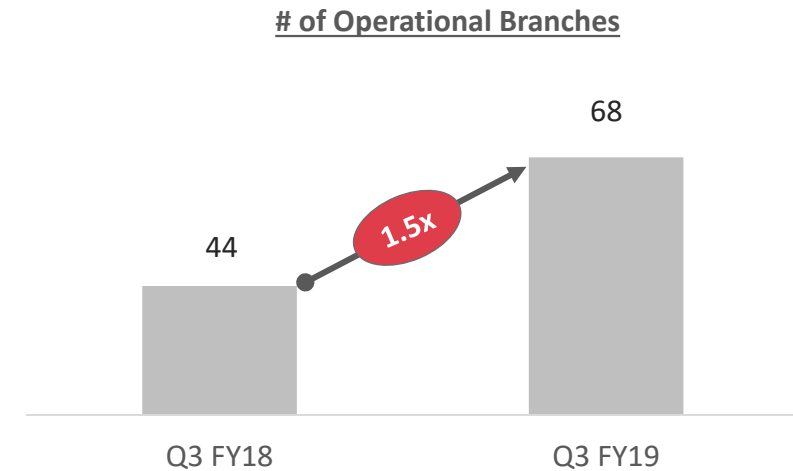
## Stable Geographic Mix (%)



### Balanced distribution strategy

Tapping growth in Tier 2-3 cities through affordable

## Focus on increasing reach and building retail granularity



**Direct sourcing ramped up to 52% (PY: 47%)**

**3,800+ channel partners (grew 1.7x y-o-y)**

# Maintaining margins through interest rate cycles

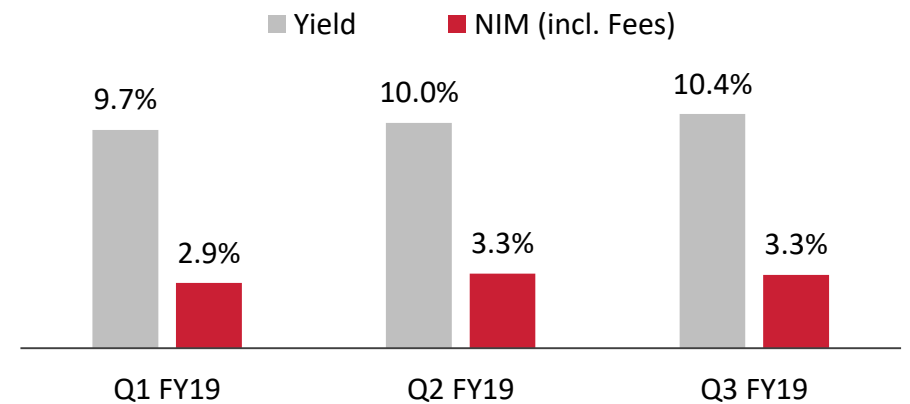
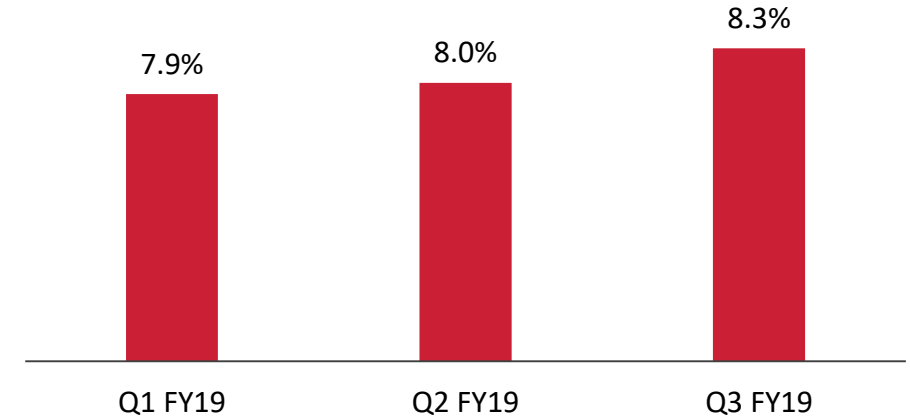
**Optimised borrowing cost in a hardening interest rate environment**

**Maintained margins across interest rate cycles**

**Demonstrating ability to successfully pass on borrowing cost increases**

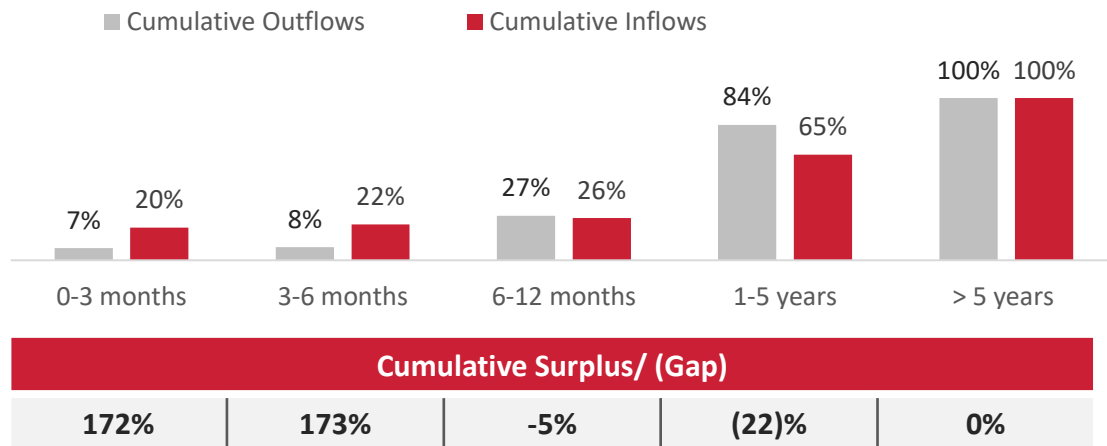
Cost of Borrowing

Maintaining stable Margins



# Prudent asset liability management

## Optimised ALM for liquidity and cost

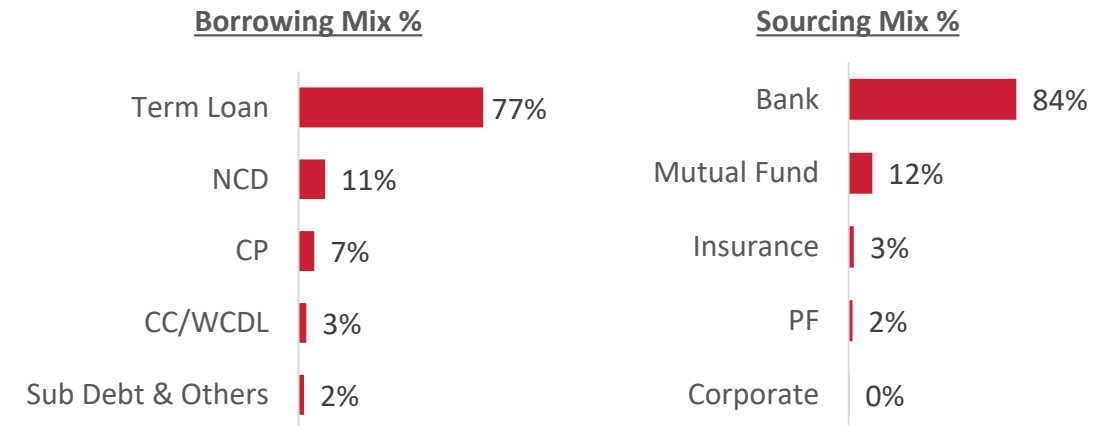


## Raised LT borrowing of Rs 1,500+ Crore in Q3 FY19

- Term Loan: Rs 1,350 Crore
- NCD: Rs 180 Crore

**Adequate long term lines available (incl. NHB refinance) to meet growth requirement**

## Diversification in borrowing mix and investor profile



## Continue to broad base investor profile

- Investor base increased to 80 (grew 10% y-o-y)
- Funding from 20 banks

**Maintaining comfortable capital adequacy**  
Q3 FY19: CRAR at 16.2% (regulatory requirement: 12%)

# Key Financials – Aditya Birla Housing Finance Limited



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Δ LY%	Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
	FY 17-18 (PY)	FY 18-19 (CY)		FY 17-18 (PY)	FY 18-19 (CY)	
			<b>Key Performance Parameters</b>			
↑ > 1.5x	6,752	10,828	Lending book	6,752	10,828	↑ > 1.5x
	9.86%	10.38%	Average yield	10.01%	10.05%	
	6.79%	7.35%	Interest cost / Avg. Loan book	6.90%	7.24%	
	3.42%	3.26%	Net Interest Margin (incl. Fee Income)	3.41%	3.17%	
	157	275	<b>Revenue</b>	403	736	
↓ - 15%	74%	59%	Cost Income Ratio (%)	74%	67%	
	4	4	Credit Provisioning	14	13	
↑ 3x	10	32	<b>Profit Before Tax</b>	21	67	↑ 3x
	656	1,157	<b>Net worth</b>	656	1,157	

Aditya Birla Sun Life AMC Limited



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# Profitable growth aided by improvement in asset mix

Figures in Rs Crore

## Domestic Equity AAUM grew by 8% y-o-y

2 year CAGR in line with industry growth<sup>1</sup> (ex-ETF):

- Overall AUM: Industry: **16%** | ABLSAMC: **16%**
- Domestic Equity: Industry: **36%** | ABLSAMC: **41%**

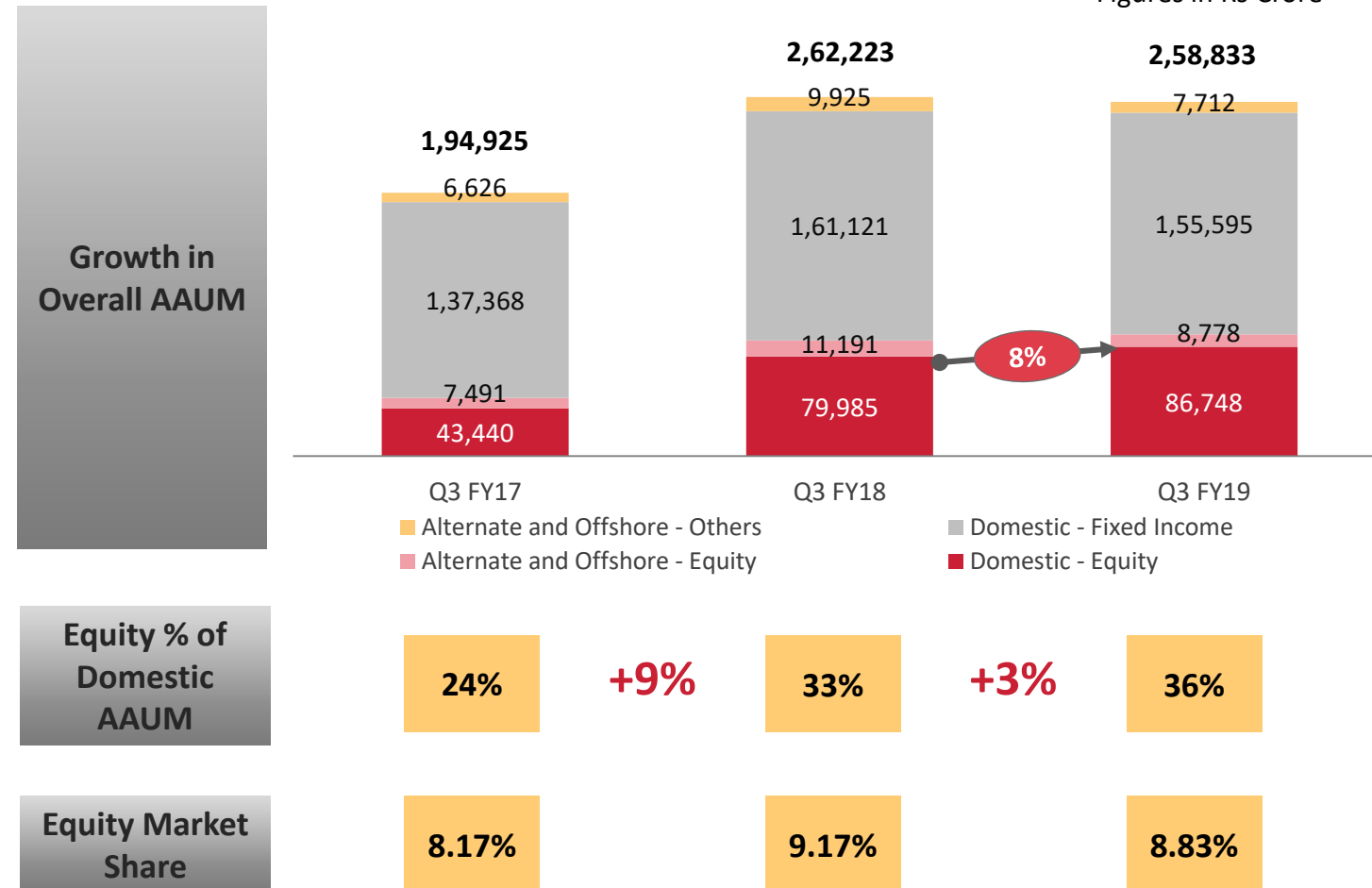
## Overall AUM growth muted due to other asset classes

## Domestic Equity mix at 36%

SIP Book contributes 31% (PY: 25%) of domestic Equity AUM

## PBT increased by 31% y-o-y

Reported PBT 27 bps<sup>2</sup> of AAUM (PY: 21 bps<sup>2</sup>)





# Continued focus on retail expansion

**Retail + HNI AUM<sup>1</sup> at Rs 1,20,000+ Crore**  
Grew ~1.6x over 2 years

**Investor folios up ~2x in 2 years**  
0.9 million new folios added in YTD FY19

**Monthly SIP book<sup>2</sup> over Rs. 1,000 Crore**  
Grew >2x over 2 years | SIP market share 11.7%<sup>3</sup>

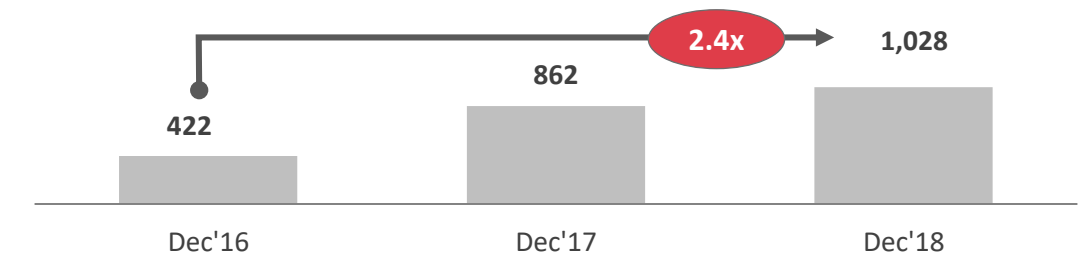
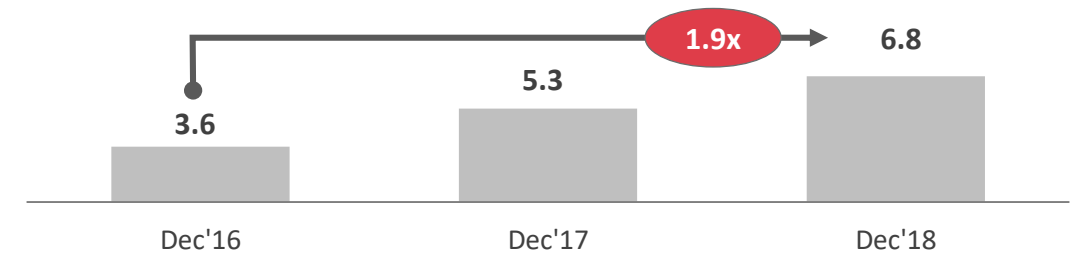
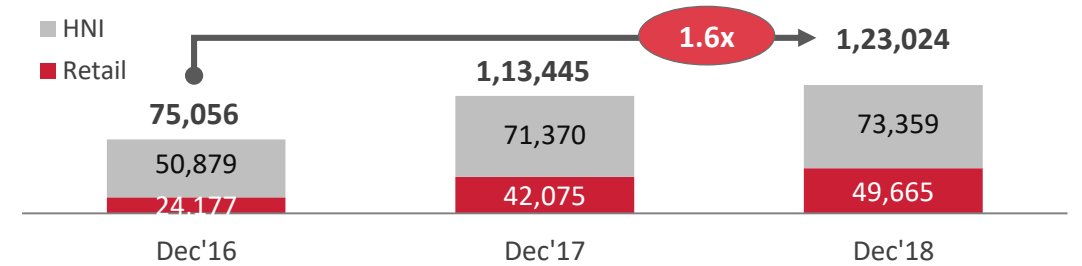
**Broad based penetration in B-30 cities**  
**with AUM at ~ Rs 31,500 Crore**  
B-30 contributes 33% of retail AUM

Increasing  
Retail  
Penetration  
(AUM)

Significant  
Growth in  
Investor Folio  
(Million)

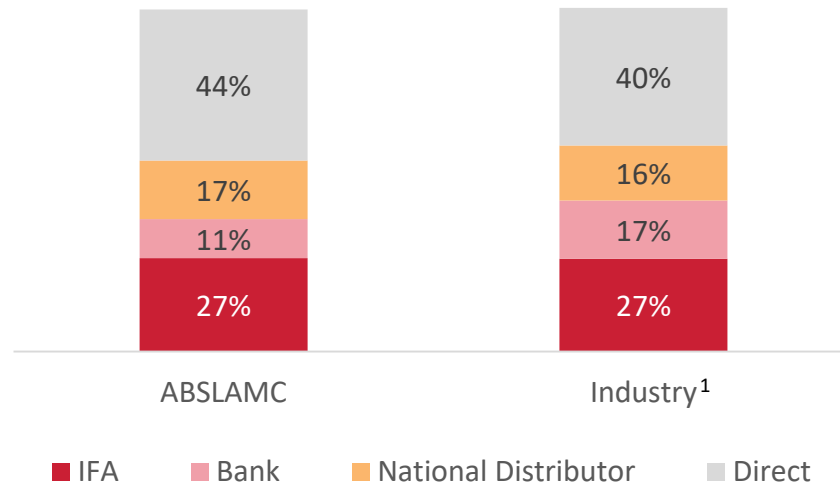
Growth in  
Monthly SIP  
book<sup>2</sup>

Figures in Rs Crore



# Balanced Distribution Network

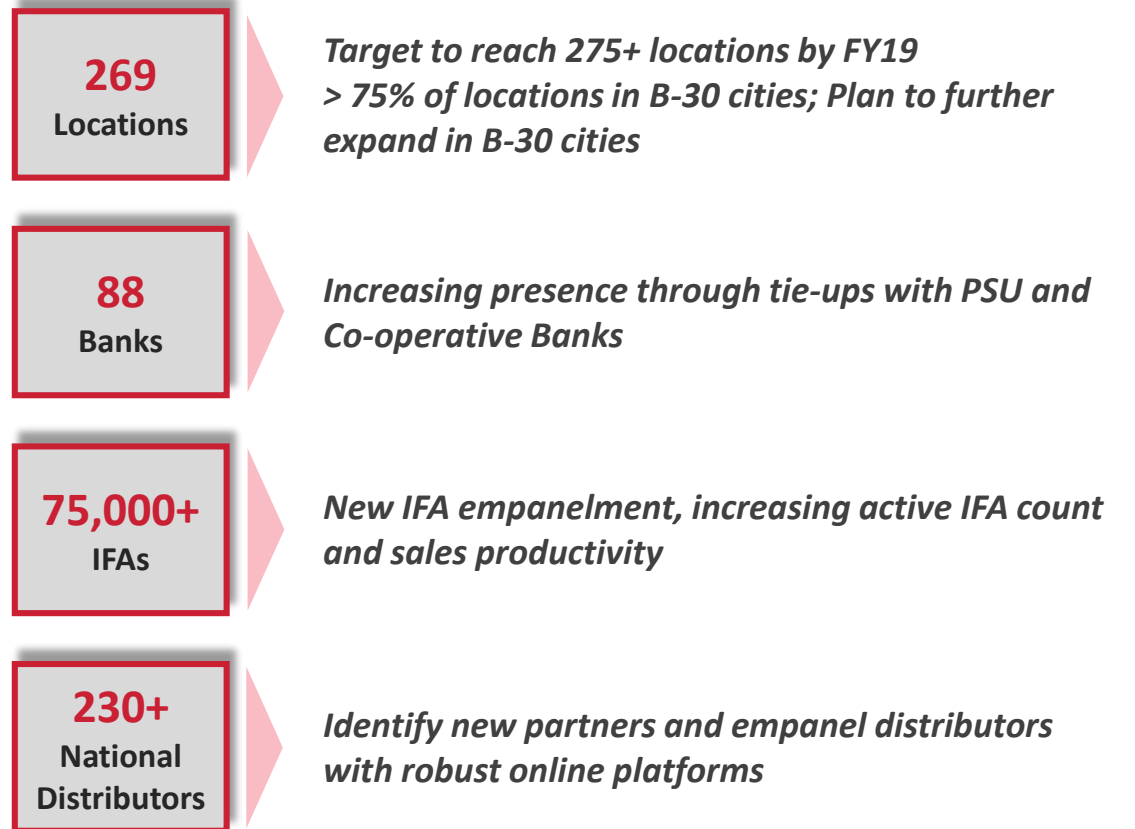
## Overall AAUM Sourcing Mix (%)



**Balanced sourcing mix in-line with industry**

**IFA has greater share in Equity Sourcing**

## Continue to strengthen distribution network



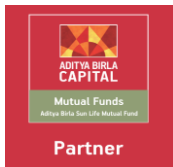
# Building scale across digital assets



*SIPNOW - Robo advisory website*



*State-of-the-art technology to provide access to a host of Transactions & services—anytime, anywhere!*



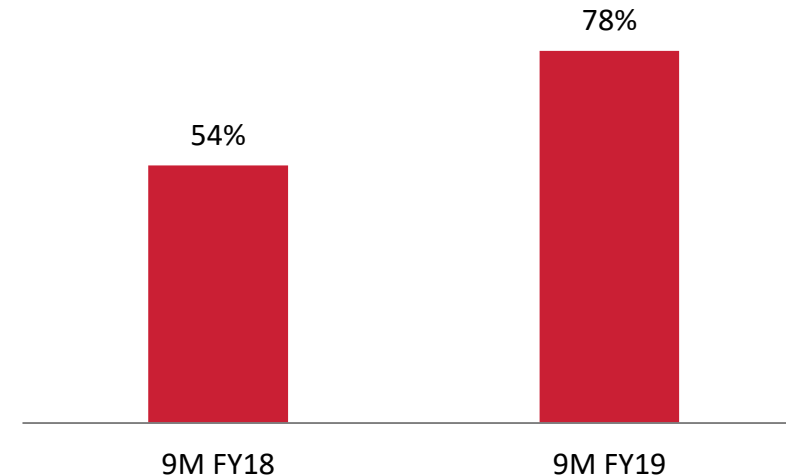
*Dedicated mobile application for distributors*



*Mobile app launched to facilitate investments especially in Liquid funds*

## Continue to grow Digital penetration

■ Digital Transactions as % of Total



# 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 17-18 (PY)	FY 18-19 (CY)		FY 17-18 (PY)	FY 18-19 (CY)	
	2,41,107	2,42,344	<b>Domestic AAUM</b>	2,23,824	2,48,607	↑ 11%
8% ↑	79,985	86,748	Domestic Equity AAUM	69,489	88,919	↑ 28%
	11,191	8,778	Alternate and Offshore Equity AAUM	10,170	9,657	
	<b>91,176</b>	<b>95,527</b>	<b>Total Equity</b>	<b>79,659</b>	<b>98,576</b>	↑ 24%
	<b>330</b>	<b>338</b>	<b>Revenue</b>	<b>957</b>	<b>1,087</b>	
	204	173	Costs	585	621	
31% ↑	<b>126</b>	<b>166</b>	<b>Profit Before Tax</b>	<b>372</b>	<b>467</b>	↑ 25%
+6 bps ↑	21 bps	27 bps	<b>Profit Before Tax<sup>1</sup> (bps of Domestic AAUM)</b>	22 bps	25 bps	↑ +3 bps
	87	109	Profit After Tax	250	316	

<sup>1</sup> Based on annualised earnings

Aditya Birla Sun Life Insurance Limited



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# Fast growing franchise with significant value creation



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Figures in Rs Crore

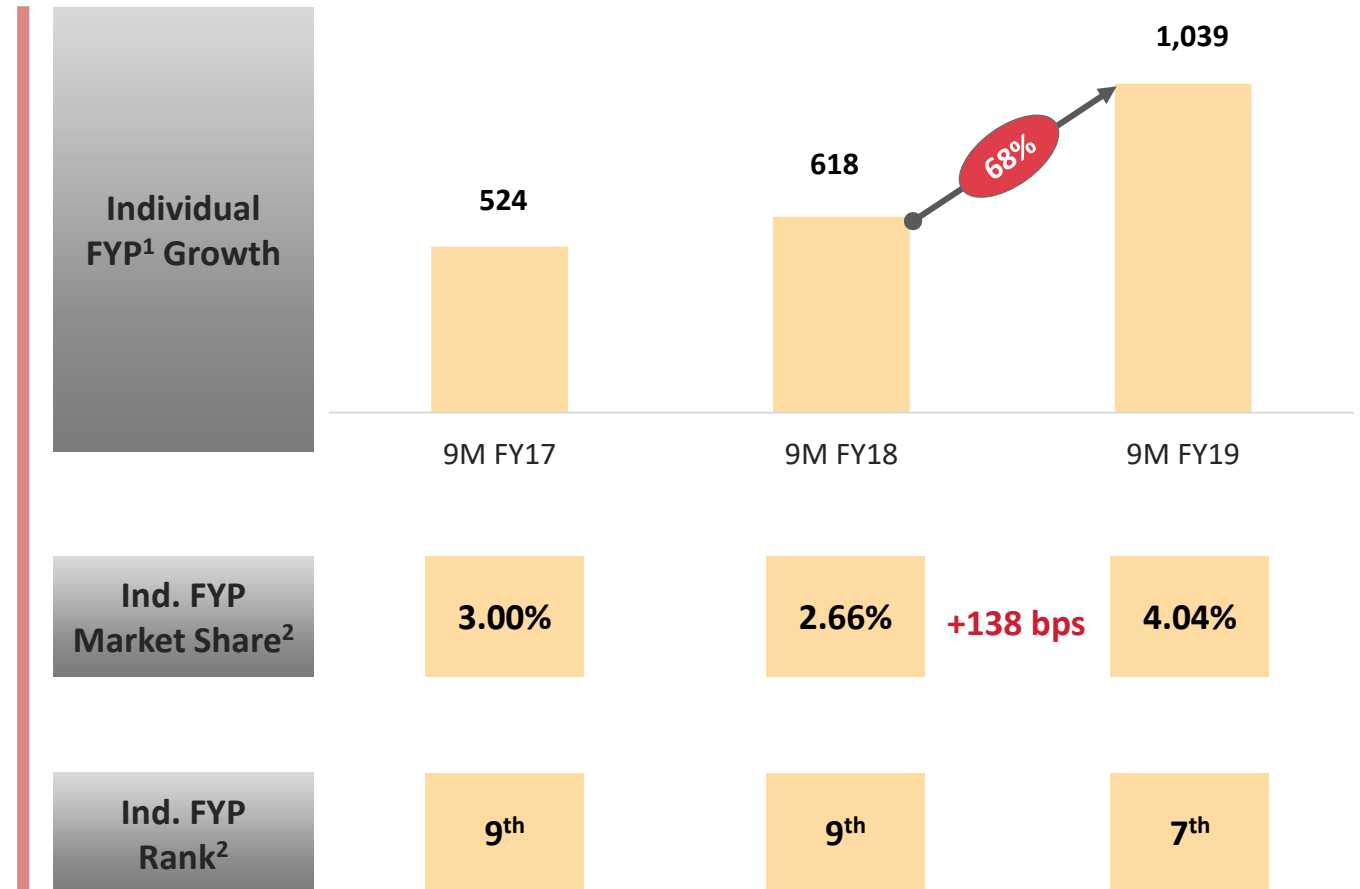
**Individual FYP<sup>1</sup> (YTD) grew by 68% y-o-y**  
 Significantly higher than industry growth  
 Industry: **8%** | Private<sup>2</sup>: **11%** | Top 4 Private<sup>2</sup>: **8%**

**Q3 FY19 Ind. FYP grew 79% y-o-y**

**Group FYP (YTD) grew by 52% y-o-y**  
 Group business is value accretive

**Market share<sup>2</sup> increased by 138 bps to ~4%**  
 Improved rank in Individual business by 2 spots to No.7<sup>2</sup>

**Gross VNB grew 87% y-o-y**  
 Gross VNB Margin<sup>3</sup> of 34.1% (9M FY19)



<sup>1</sup> Individual FYP adjusted for 10% of single premium

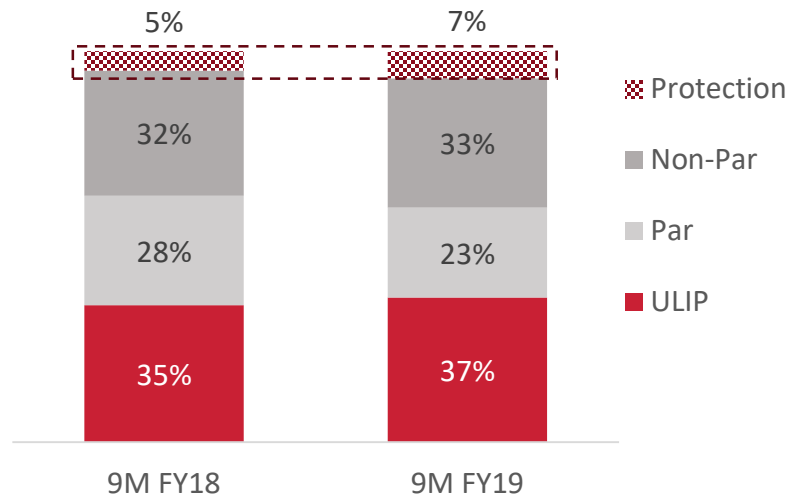
<sup>2</sup> Rank and Market Share amongst players (Excl. LIC) based on adjusted Individual FYP: Source IRDAI

<sup>3</sup> Based on Individual Business basis Management estimates for 9M FY19

# Focus on value accretive product mix

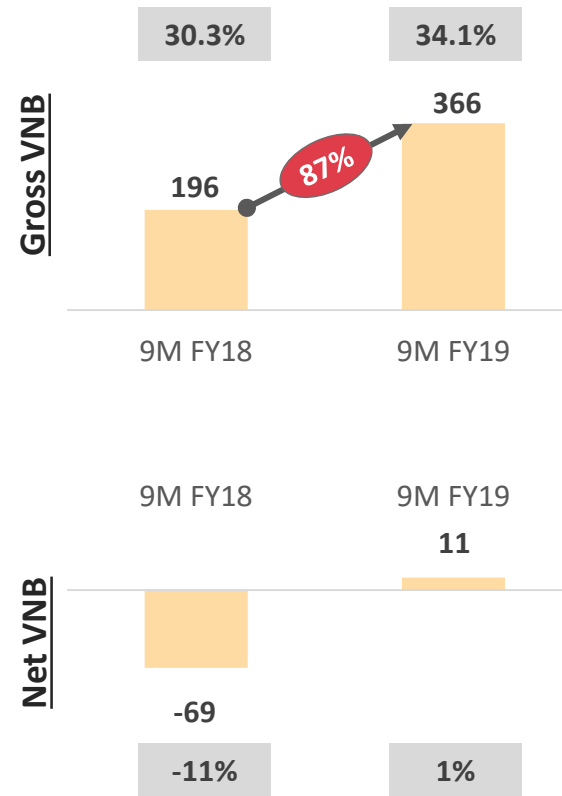
Figures in Rs Crore

## Increasing Share of Ind. Protection in Product Mix



**Maintaining balanced product mix**

## Improvement in VNB Margins<sup>1</sup>



**Gross VNB grew ~2x y-o-y**

**Net VNB Margin for Q3 FY19 at 5.2%**  
Q2 FY19 Net VNB Margin 2.5%

**Net VNB Margin YTD FY19 at 1% vs PY at -11%; FY18 Net VNB was 4.3%**

**Factors contributing to sharp improvement in Net VNB:**

- **+ve impact:** Higher volume, better mix and productivity growth
- **-ve impact:** New business strain from scaling up of HDFC bank partnership

# Balanced sourcing strategy with strong growth in partnerships

**Consistent increase in contribution of partnerships channel**

**Balanced distribution mix**

Partnerships contributing 51% of Individual FYP

**Scaling up HDFC Bank partnership**

Growing protection mix in partnerships

**Proprietary channel contributing significantly to margin improvement**

Efficiencies in proprietary channel driven by:

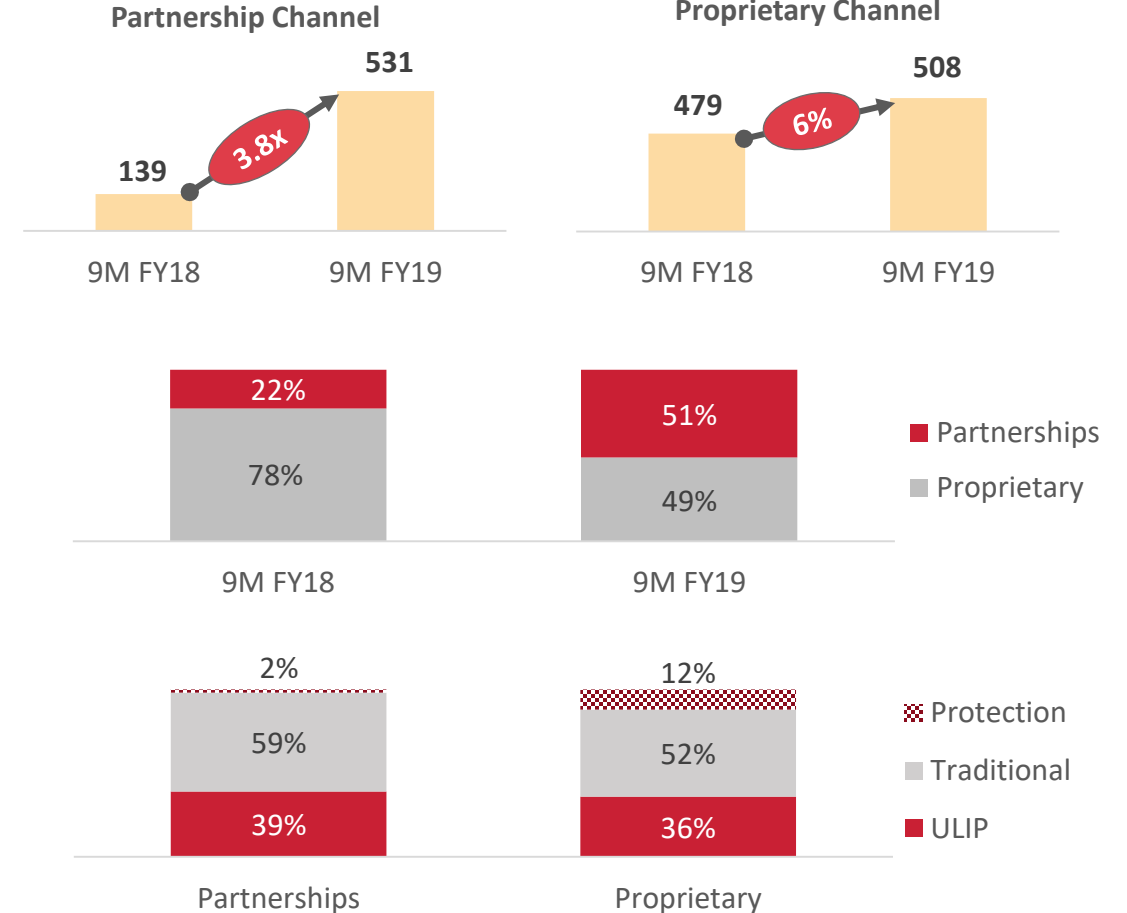
- Increase in productivity
- Protection mix growing to 12%

Channel-wise Individual FYP

Change in Channel Mix

Channel-wise Product Mix (H1 FY19)

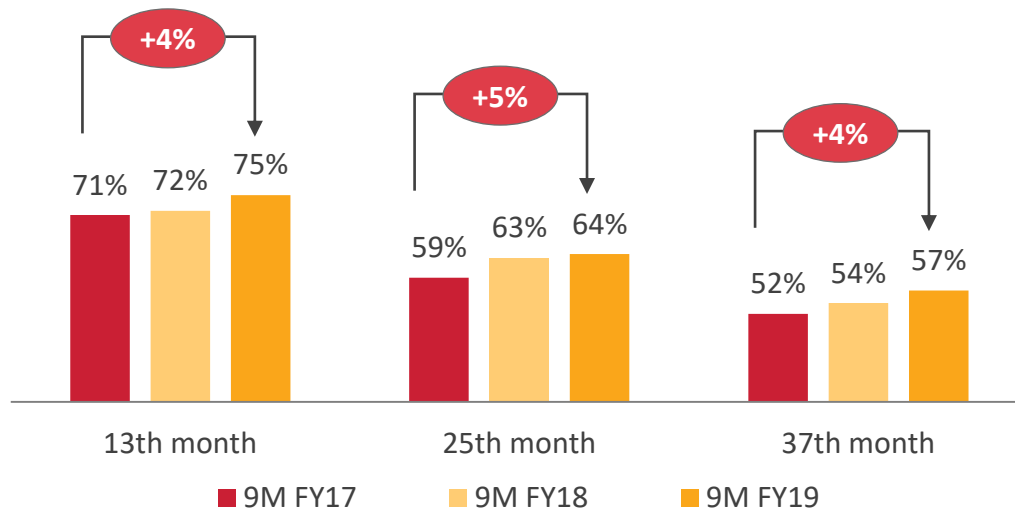
Figures in Rs Crore





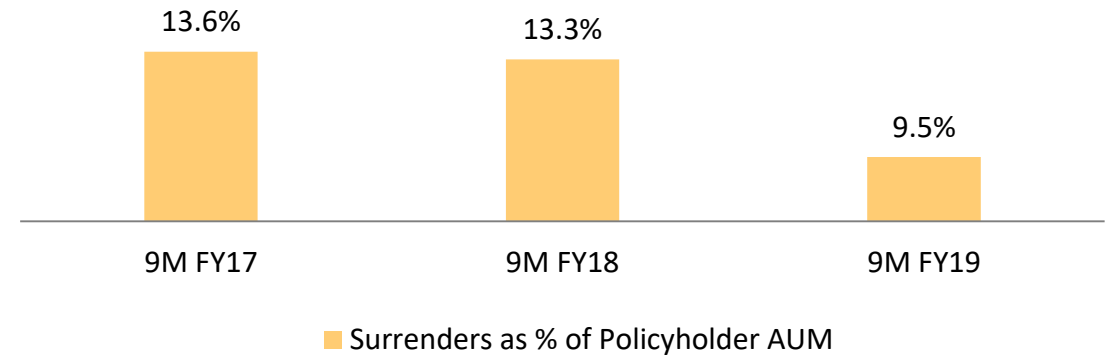
# Focus on quality of business

## Persistency Ratios<sup>1</sup>



**Quality growth reflected by consistent improvement in persistency ratios**

## Surrender Ratio<sup>1</sup>



**Lower surrenders leading to growth in in-force policies**

<sup>1</sup> Parameters are pertaining to Individual Business

# 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 17-18 (PY)	FY 18-19 (CY)		FY 17-18 (PY)	FY 18-19 (CY)	
			<b>Key Performance Parameters</b>			
68% ↑	285	480	Individual First year Premium	661	1,107	67% ↑
77% ↑	299	530	Group First year Premium	1,038	1,579	52% ↑
10% ↑	774	851	Renewal Premium	2,092	2,247	7% ↑
	<b>1,358</b>	<b>1,860</b>	<b>Total Gross Premium</b>	<b>3,791</b>	<b>4,933</b>	
	16.1%	16.5%	Opex to Premium (Excl. Commission) <sup>1</sup>	17.4%	17.1%	
	21.2%	22.5%	Opex to Premium (Incl. Commission) <sup>1</sup>	21.7%	22.3%	
	<b>69</b>	<b>33</b>	<b>Profit Before Tax</b>	<b>163</b>	<b>79</b>	
	<b>66</b>	<b>23</b>	<b>Profit After Tax</b>	<b>150</b>	<b>61</b>	
	66	23	Profit After Tax (IndAS)	150	61	
	51	38	Profit After Tax (IGAAP)	120	86	
<b>Net Δ: (30) Cr</b>	<b>15</b>	<b>(15)</b>	<b>Impact of Accounting Change</b>	<b>30</b>	<b>(25)</b>	<b>Net Δ: (55) Cr</b>

<sup>1</sup> Based on IRDAI Reported Financials

Aditya Birla Health Insurance Limited



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# Strong growth led by retail

## GWP grew ~2x with 1.3 Mn lives covered

Retail GWP Mix: 60% (PY: 21%)

## Rapid distribution capacity build up

## Focus on improving claims experience

Retail Claims Ratio: 46%

## Building Profitable Growth

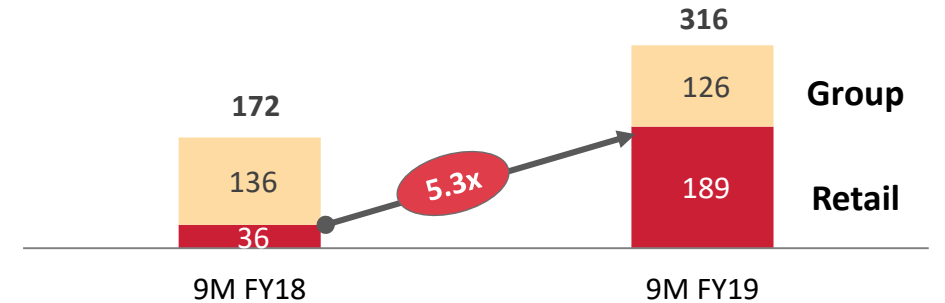
- Q3 PBT loss at Rs 54 Crore (Rs. 73 Crore in Q2 FY19)
- Business expected to break-even in ~3 years at indicative GWP levels of Rs 1,700 to 2,000 Crore

Strong GWP  
growth led by  
Retail

Focus on  
improving  
overall Claim  
Ratio

Improvement  
in Combined  
Ratio

Figures in Rs Crore



# Significantly scaled up distribution and provider network

## One of the largest 3<sup>rd</sup> party distribution capacities

9 Banca tie-ups within 2 years of operation :
















- HDFC, DCB, RBL, Deutsche Bank, AU Bank, KVB, SVC and AB Payment Bank;
- Citi Bank signed, to go live in Q4 FY19
- Monthly utilization of available capacity at ~25% with significant upside potential

## Increasing banca contribution

- Banca channel contribution to Retail GWP grew 13x y-o-y
- YTD Banca share of Retail GWP at 56% (PY: 23%)

## One of the largest provider networks

Tied up with 5,300+ hospitals across 650+ cities

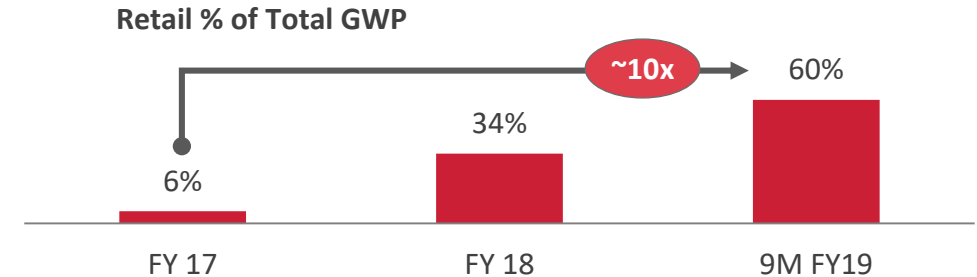
		Q3 FY18	Q3 FY19
Branches		 58	 59
Agents		 13,000+	 17,100+
No. of Cities		 40+	 650+
Hospitals		 3,500+	 5,300+
Sales Force		 963	 1,463

# Driving value through diversification

## Improving margins by increasing retail mix

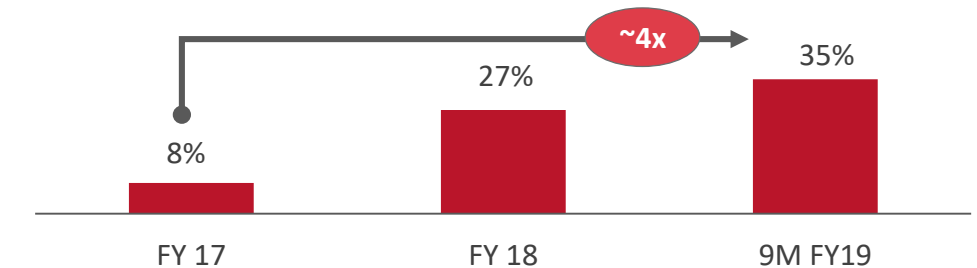
Retail GWP mix grew 3x y-o-y to reach 60%

Increasing  
contribution  
of Retail GWP



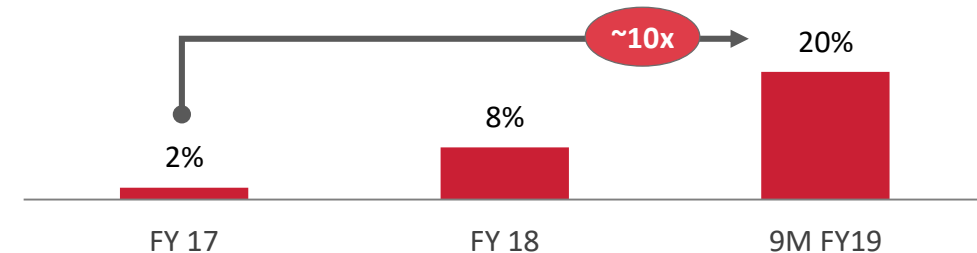
Presence across 41 cities through 59 branches and 650+ locations through third party partners

Geographical  
Diversification  
(% non-metro)



Fixed benefit product increased to 20% (PY: 5%) leading to margin improvement

Fixed Benefit  
as % of Total  
GWP



# Key Financials – Aditya Birla Health Insurance Limited



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Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
FY 17-18 (PY)	FY 18-19 (CY)		FY 17-18 (PY)	FY 18-19 (CY)	
		<b>Key Performance Parameters<sup>1</sup></b>			
25	81	<b>Retail Premium</b>	36	189	↑ 7x
51	57	Group Premium	136	126	
76	139	<b>Gross Written Premium</b>	172	316	↑ 2x
77	140	Revenue	177	318	
(57)	(54)	<b>Profit Before Tax</b>	(139)	(191)	

<sup>1</sup> Financials for Aditya Birla Health Insurance include Aditya Birla Wellness Private Limited

## Other Financial Services businesses

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# Other Financial Services Businesses

Quarter 3		Figures in Rs Crore	Nine Months	
FY 17-18 (PY)	FY 18-19 (CY)		FY 17-18 (PY)	FY 18-19 (CY)
<b>Key Performance Parameters For Other Financial Services Businesses<sup>1</sup></b>				
125	160	Aggregate Revenue	302	481
(3)	(5)	Aggregate Profit Before Tax	8	(1)

## General Insurance Broking

- Premium placement grew y-o-y by 18% to Rs 2,922 Crore in 9M FY19
- Revenue increased to Rs 115 Crore (PY: Rs 73 Crore) on account of regulatory changes in MISP guidelines impacting commission structure to brokers
- PBT at Rs 4 Crore (PY: Rs 8 Crore) due to margin compression led by regulatory changes

## Stock and Securities Broking

- Revenue at Rs 41 Crore (PY: Rs 44 Crore)
- PBT at Rs 4 Crore (grew by 30% y-o-y)
- Focus on increasing business from digital channels

## **Annexure A**

## **Consolidated Financials**

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# Consolidated Profit & Loss



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Figures in Rs Crore

	Quarter 3		Figures in Rs Crore	Nine Months		Δ LY%
	FY 17-18 (PY)	FY 18-19 (CY)		FY 17-18 (PY)	FY 18-19 (CY)	
			<b>Consolidated Profit &amp; Loss</b>			
29% ↑	2,927	3,780	Revenue	7,946	10,433	↑ 31%
	212	283	Profit Before Tax (before share of profit/(loss) of JVs)	760	823	
	44	55	Add: Share of Profit/(loss) of associate and Joint ventures	126	159	
32% ↑	256	338	Profit Before Tax	885	982	↑ 11%
	103	145	Less: Provision for taxation	309	417	
	8	(13)	Less: Minority Interest	35	(52)	
42% ↑	145	206	Net Profit (after minority interest)	542	617	↑ 14%

## **Annexure B**

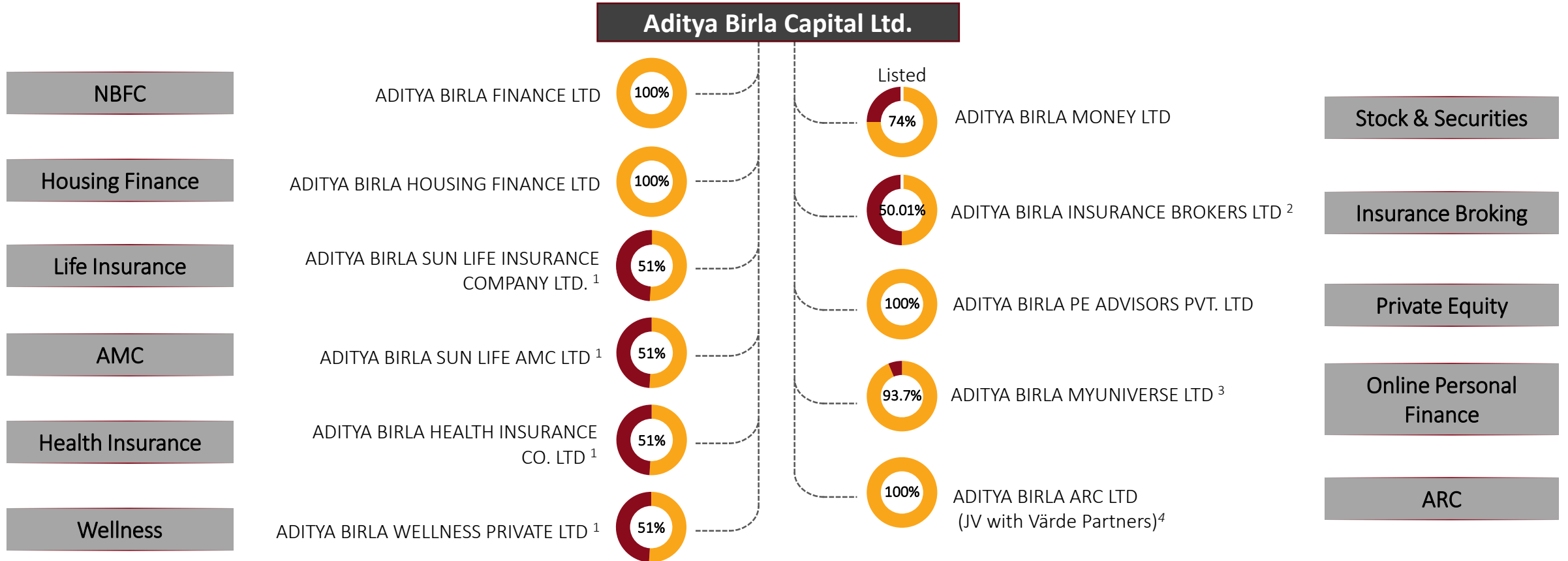
### **Structure**

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# A financial services conglomerate meeting the lifetime needs of its customers



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Note: ABCL structure contains major subsidiaries and excludes step down subsidiaries, if any. Aditya Birla Sunlife Pension Management Limited is 100% subsidiary of Aditya Birla Sun Life Insurance Company Ltd.

- 1. Indicates JV.
- 2. 49.998% of ABIBL is held by Infocyper India Pvt Ltd
- 3. 6.3% of ABMUL is held by employee welfare trust (under ESOP)
- 4. 50% JV subject to regulatory approvals

Above is not intended to show the complete organizational structure and all entities therein. It is intended to describe the key businesses of Aditya Birla Capital



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# Aditya Birla Capital Limited

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# Glossary

- AAUM – Quarterly Average Assets under Management
- ALM – Asset Liability Management
- 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
- 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
- VNB – Value of New business
- Y-o-Y – Year on Year
- YTD – Year to date