

Ref. No.: ABSLAMCL/PS/20/23-24

April 27, 2023

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street Mumbai-400 001
Scrip Code: 543374

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor
Plot No. C/1, G Block,
Bandra Kurla Complex
Bandra (East), Mumbai - 400 051
Scrip Code: ABSLAMC

Dear Sir/Ma'am,

Sub: Intimation under Regulation 30 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations") - Investor presentation

Pursuant to Regulation 30 of the SEBI Listing Regulations, please find enclosed a copy of the presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2023 which will be presented to our investors and also will be posted on our website at <https://mutualfund.adityabirlacapital.com>.

The above is for your information and dissemination to the members.

Thanking you.

Yours faithfully,

For Aditya Birla Sun Life AMC Limited

Hemanti Wadhwa
Company Secretary & Compliance Officer
FCS No- 6477

Encl. As above

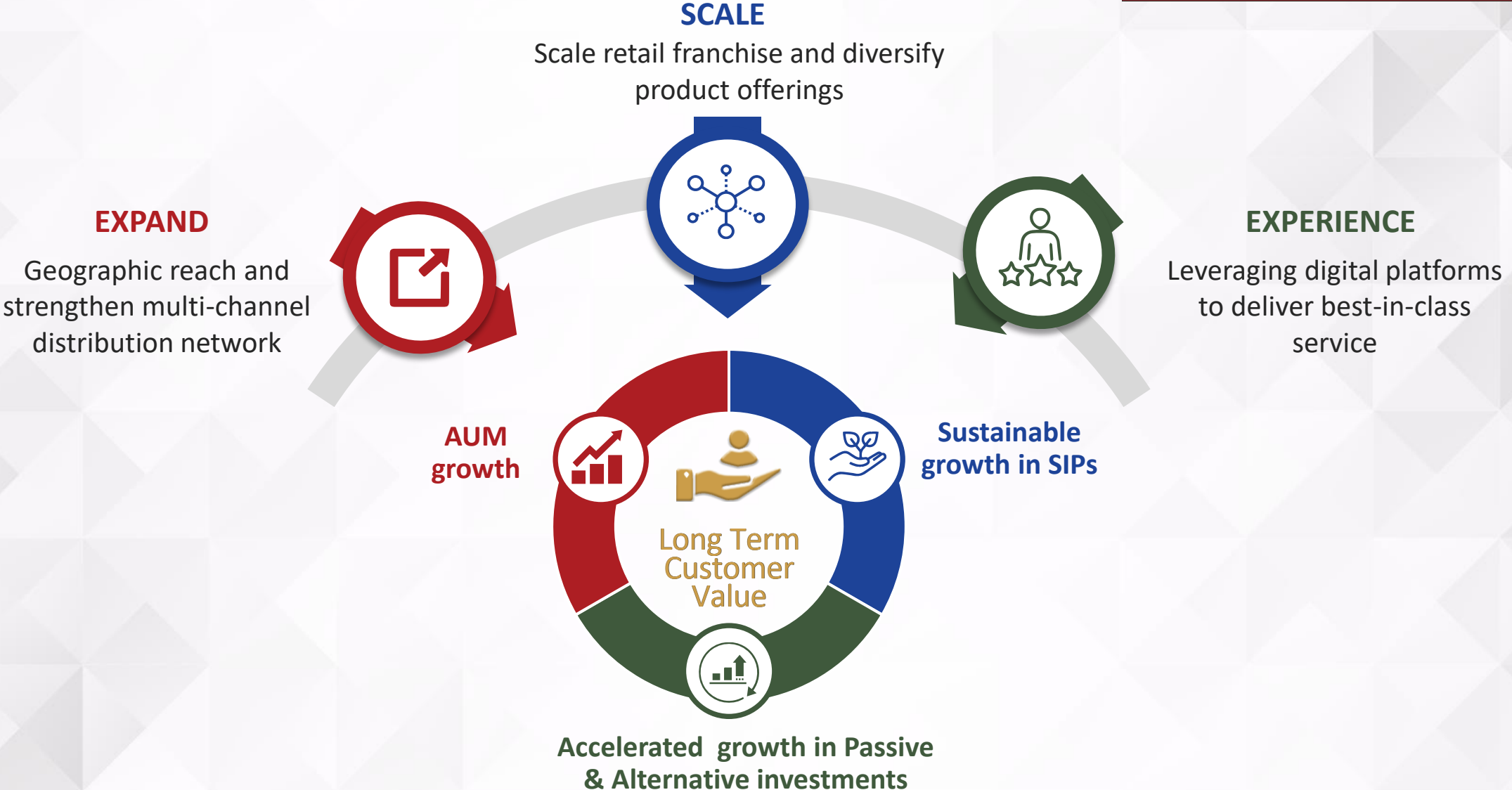
Aditya Birla Sun Life
AMC Ltd.



ADITYA BIRLA
CAPITAL

Investor Presentation

For Quarter ending March 31, 2023



Driven by a strong and robust risk management and governance framework



**Mutual Fund
QAAUM**

₹ 2,752 bn

Market share¹ 7.7%



**Equity
QAAUM**

₹ 1,158 bn

Market share 5.6%
Equity Mix 42.1%



**Individual
MAAUM**

₹ 1,403 bn

 2% Y-o-Y



Revenue


₹ 3,292 mn²

 5% Y-o-Y




PAT

₹ 1,356 mn

 14% Y-o-Y


**₹ 282 bn
Passive AUM**

 3x Y-o-Y³

**₹ 7.34 bn
Commitment Raised**

In India Equity Services
Fund (CAT III AIF)

**₹ 10.03 bn
Monthly SIP book⁴**

 12% Y-o-Y

**0.7 mn folios
added in FY23**

8.05 mn folios

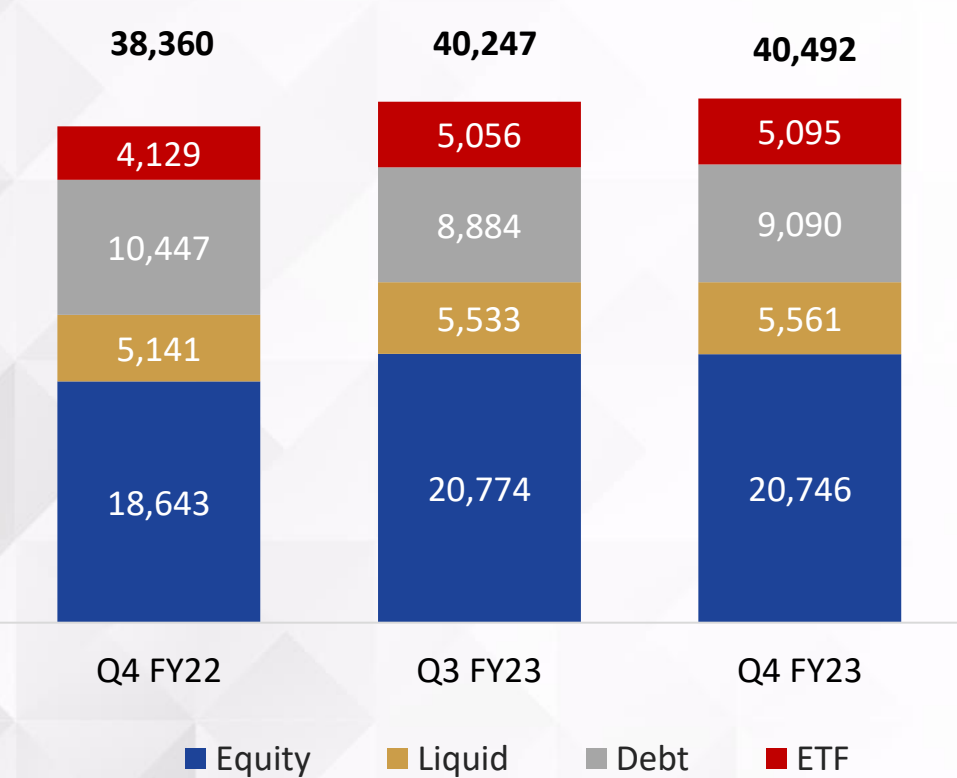
**Total dividend of ₹ 10.25 per share for FY23
Interim dividend of ₹ 5 per share and proposed final dividend of ₹ 5.25 per share**

Industry Overview

Industry QAAUM & Net Sales Trend

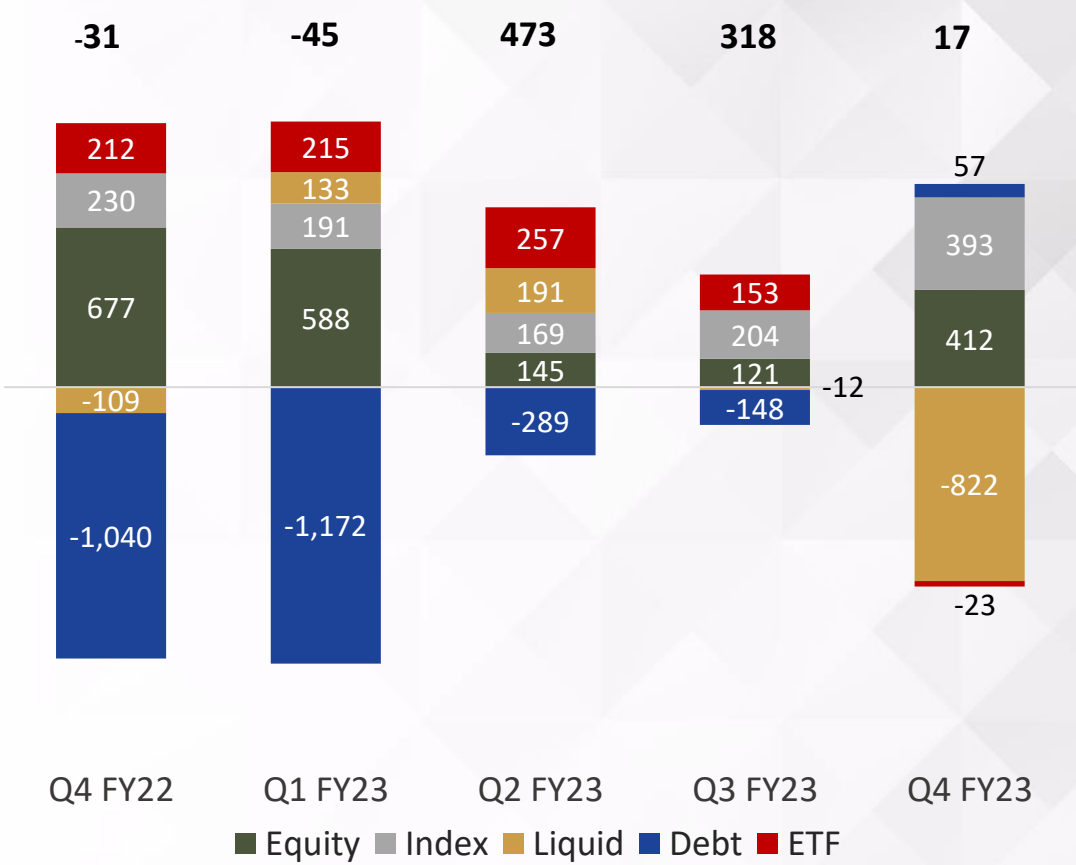
(INR Billion unless otherwise stated)

QAAUM



Industry AUM remained flat in Q4 FY23

Net Sales



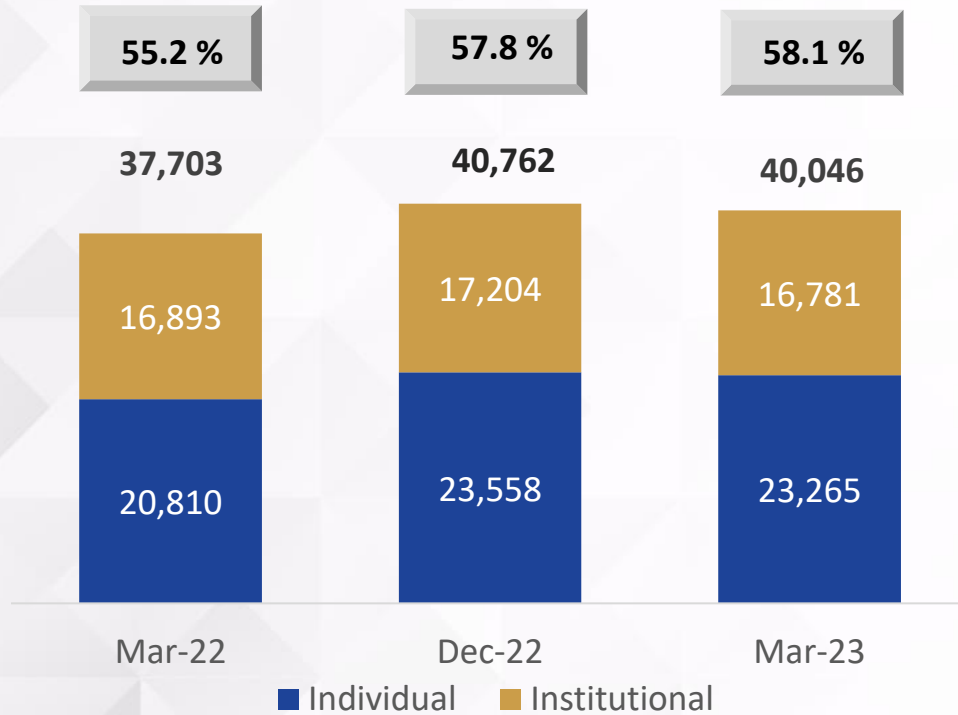
Industry witnessed outflow in liquid Funds in Q4 FY23

Source: AMFI. Equity Net Sales includes flows from Equity, Hybrid and Solution oriented Schemes

(INR Billion unless otherwise stated)

Individual MAAUM

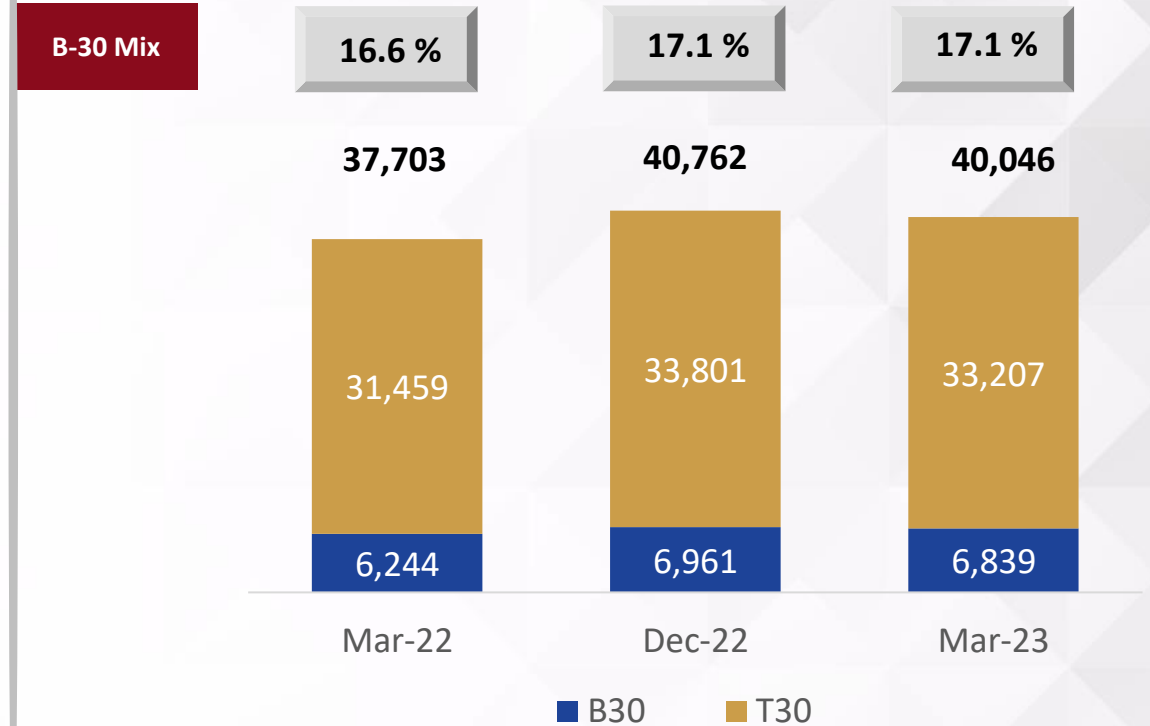
Individual
Mix



Industry Individual MAAUM mix has increased marginally from 57.8% to 58.1%

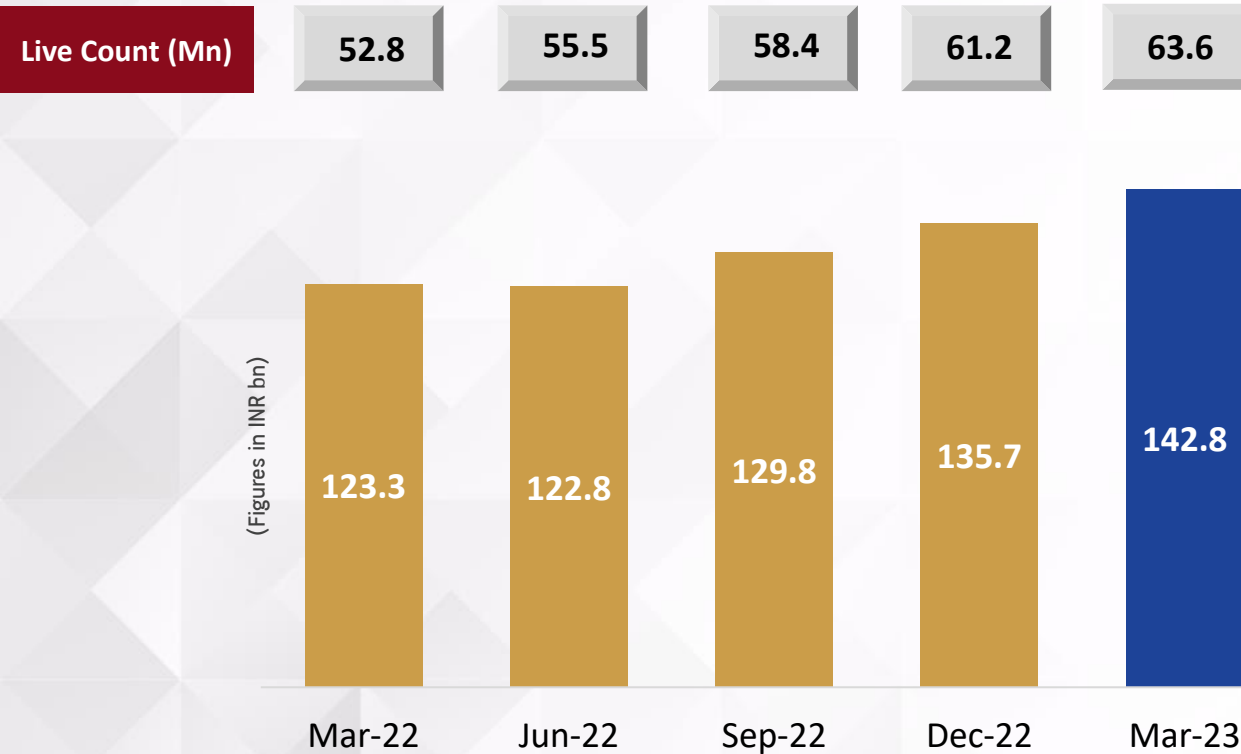
B30 MAAUM

B-30 Mix



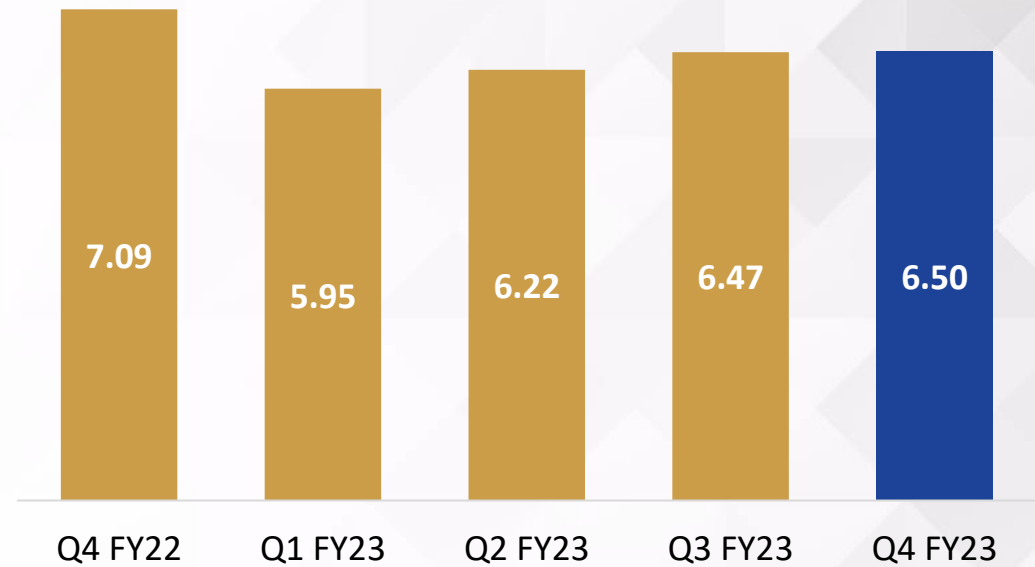
Industry B30 MAAUM mix continue to be at 17.1%

SIP Contribution



Industry SIP book was at INR 142.8 bn in Mar 2023

New SIP registrations Count (mn)



Industry new SIP registrations has remained flat

ABSLAMC Performance Overview

(INR Billion unless otherwise stated)

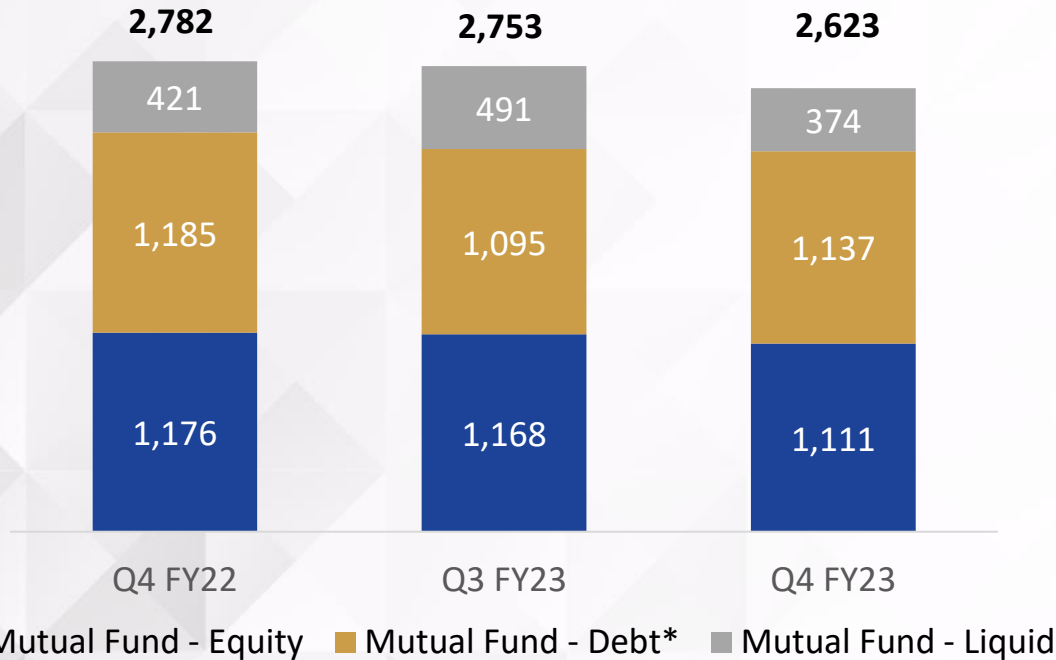
Particulars	Mar-22	Dec-22	Mar-23	Q-o-Q Change %	Y-o-Y Change %
Mutual Fund QAAuM	2,958	2,817	2,752	-2%	-7%
Equity QAAuM	1,210	1,201	1,158	-4%	-4%
Fixed Income QAAuM ¹	1,748	1,616	1,594	-1%	-9%
Individual MAAuM	1,380	1,458	1,403	-4%	2%
Institutional MAAuM	1,506	1,396	1,272	-9%	-16%
B-30 MAAuM	460	485	448	-8%	-2%
Monthly SIP Book ²	8.95	9.42	10.03	7%	12%

¹ Fixed Income include ETF ; ² Includes STP

(INR Billion unless otherwise stated)

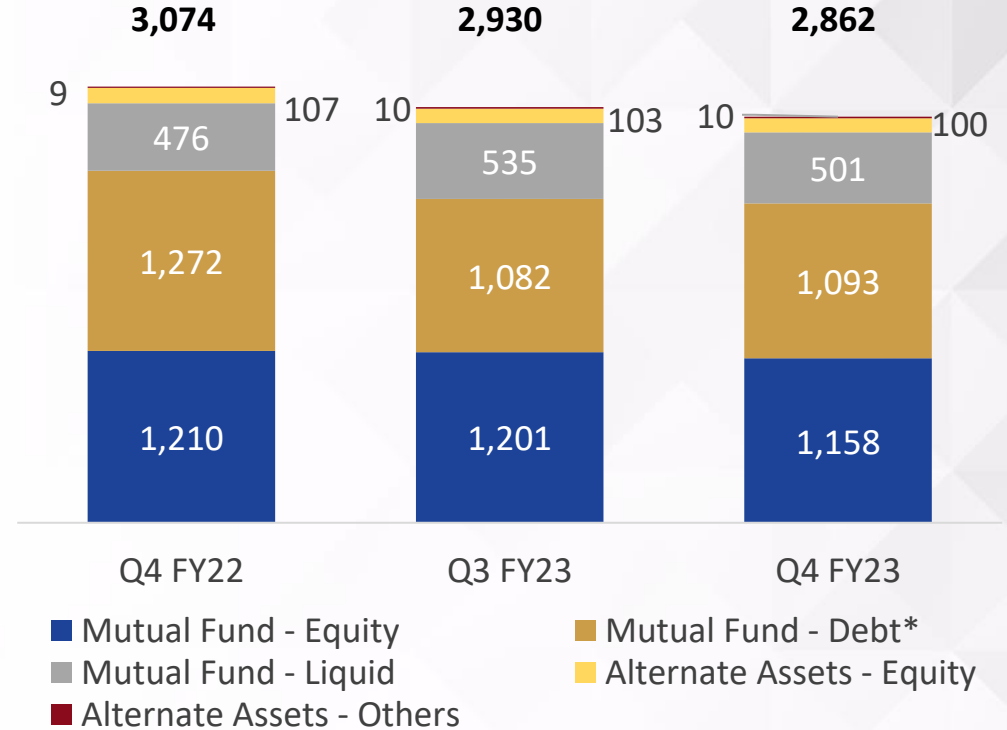
Closing Assets under Management

Overall MF	Equity MF	Equity MF Mix
↓ 5% Q-o-Q	↓ 5% Q-o-Q	42.4% (PQ: 42.4%)
↓ 6% Y-o-Y	↓ 6% Y-o-Y	42.4% (PY: 42.3%)



Quarterly Average Assets under Management

Overall MF	Equity MF	Equity MF Mix
↓ 2% Q-o-Q	↓ 4% Q-o-Q	42.1% (PQ: 42.6%)
↓ 7% Y-o-Y	↓ 4% Y-o-Y	42.1% (PY: 40.9%)



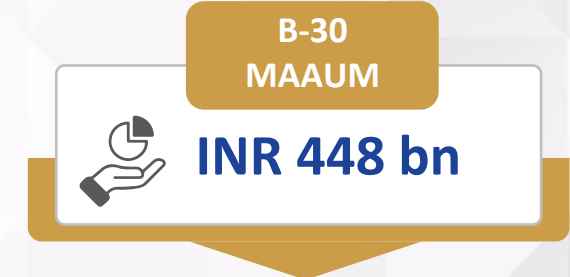
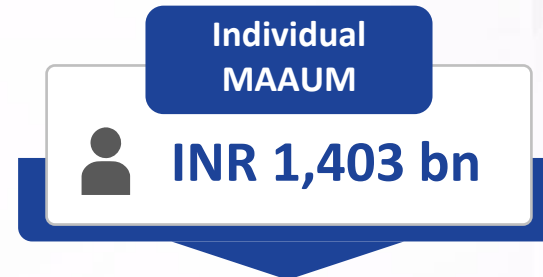
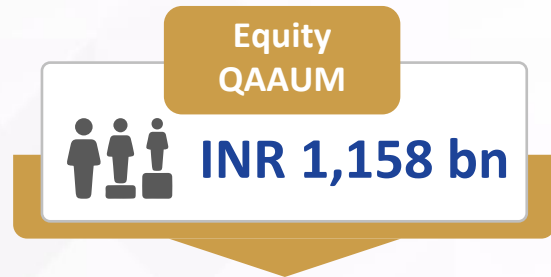
*Mutual Fund Debt include ETF

Strong retail franchise with **8.05 mn** folios (as on Mar 31, 2023)

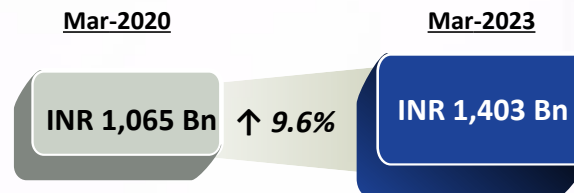
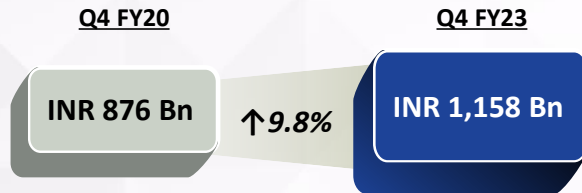
Mar-23 unless stated otherwise



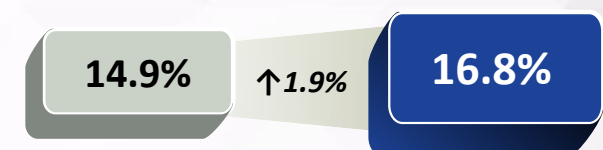
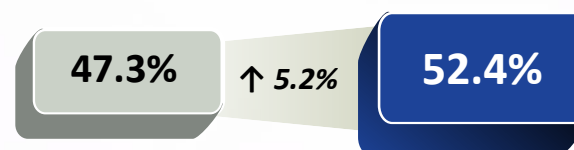
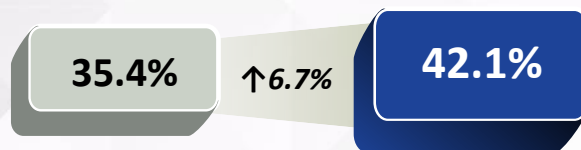
Size



Growth



Contribution to AUM



Higher share of SIPs creates consistency in inflows through market cycles

Building sustainable SIP Book

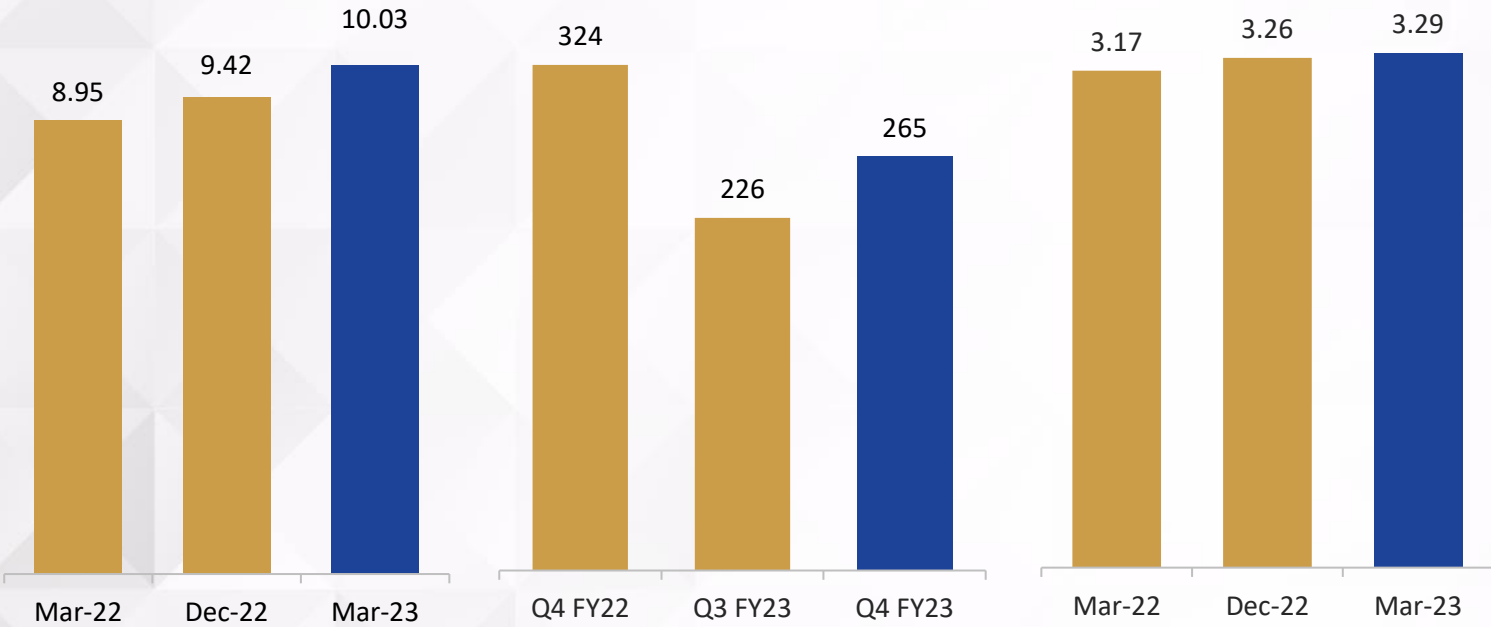
Long Tenure SIP Book²

SIP Book in INR (bn)¹

Quarterly New SIP¹
Registrations Count ('000)

Number of Live
Outstanding SIPs¹ (mn)

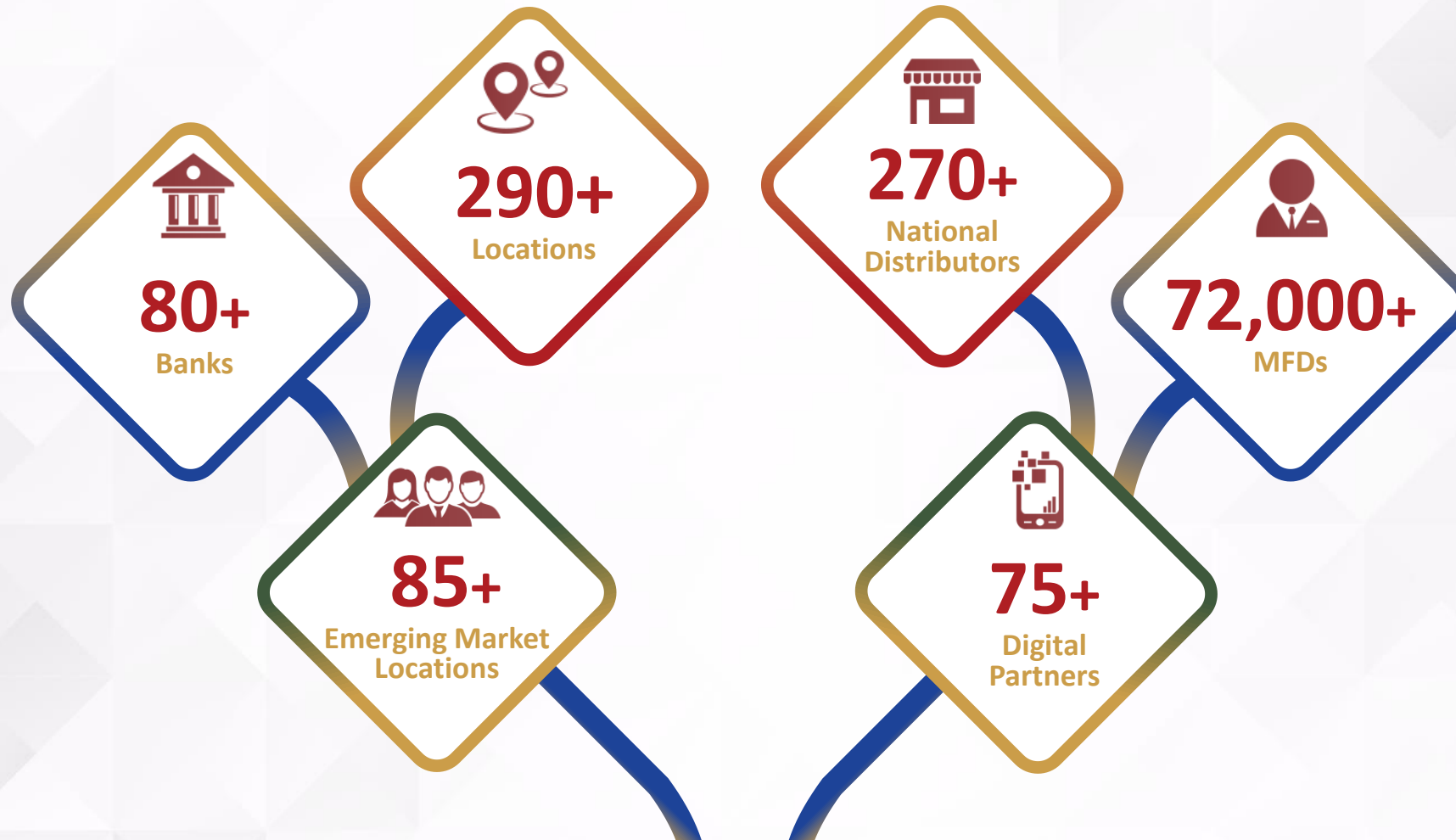
% Count of
Total SIPs



¹ Includes STP ; ² Based on tenure at the time of registration of all live SIPs as on Mar 31,2023

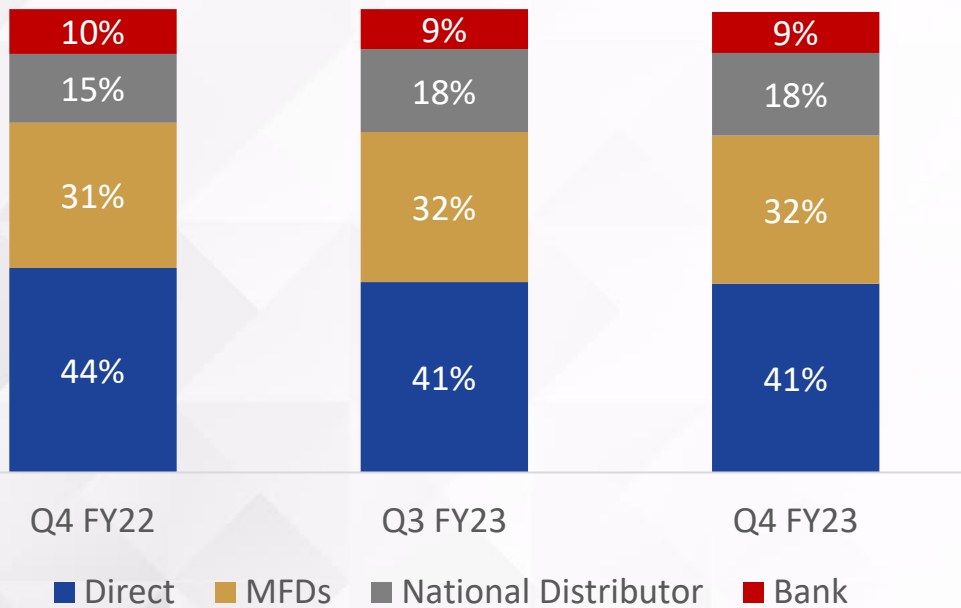
One of the largest empaneled distributor base

Servicing Investors across 19,000+ Pan-India pin codes

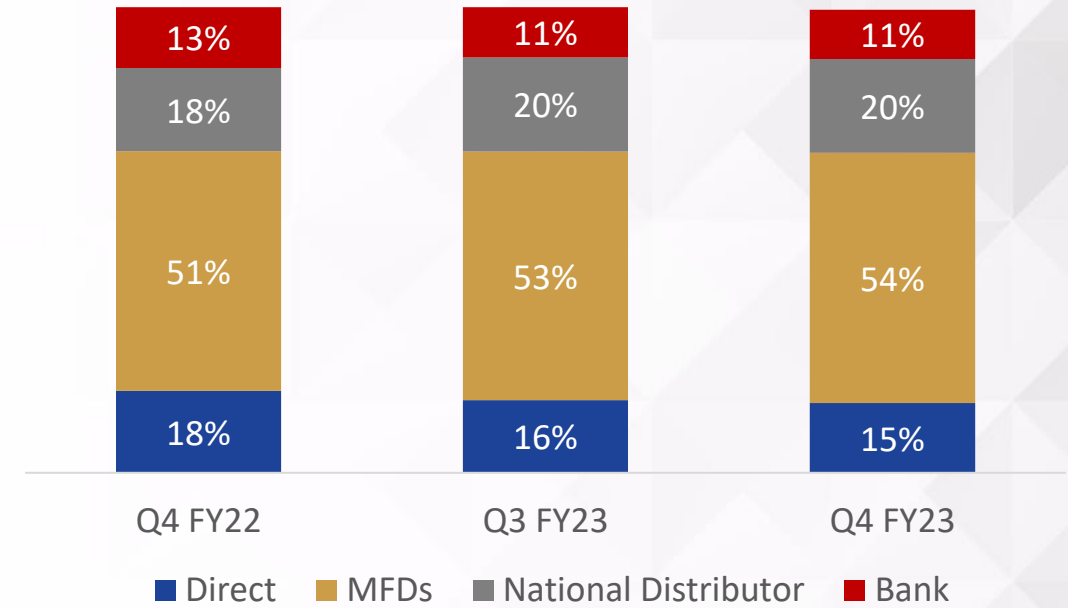


B-30 Markets of 290+ locations, over 80% are in B-30 cities

Overall Asset Sourcing Mix¹







Broad-based distribution sourcing of Equity Assets



Continue to expand distributor base and empaneled 9000 + new MFDs in FY23

A lean model to expand into deeper markets

	<p>Emerging Markets</p>	<p>85 + EM locations</p>	<ul style="list-style-type: none"> • Aim to tap into potential rural markets at an early stage, to build early growth • 70+ EM locations converted into branches since initiation • Increasing traction through various initiatives like investor education programs and distributor engagement and training
	<p>Virtual Relationship Manager</p>	<p>2,900 + Distributors Activated¹</p>	<ul style="list-style-type: none"> • Virtual assistance and guidance to MFDs with primary focus on increasing activations, SIPs and gross sales. • Operate from regional offices across 16 touch points in India
	<p>Service to Sales</p>	<p>~ 230 Dedicated Service Persons</p>	<ul style="list-style-type: none"> • Service RMs engage effectively with investors and facilitate their investment decision • Identify opportunities for win back, retention and upsell
	<p>Sampark</p>	<p>9,000 + Distributor Empaneled¹</p>	<ul style="list-style-type: none"> • Our Distribution expansion initiative in empaneling and welcoming new distributors • Ease in empanelment with One Click - End-to-End digitally enabled distributor empanelment journey • Robust distributor engagement plan



3x
Growth in Passives ⁽¹⁾

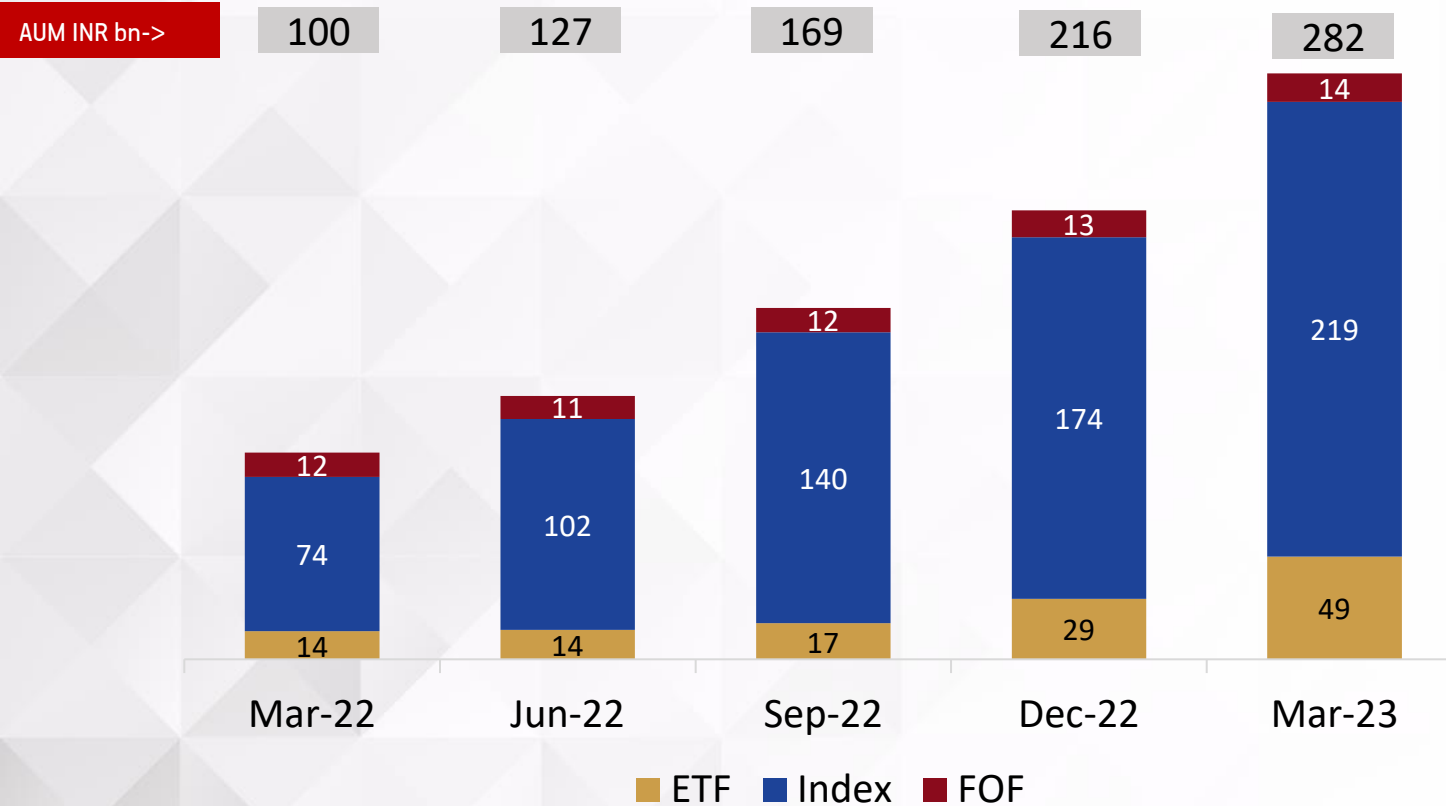


~4,96,000
Investor Folios Serviced



7
Product Pipeline

Passive AUM ⁽²⁾



- Largest Suite of Target Maturity funds available to investors.
- Expansion in product suite to 40+

¹ Since Mar-2022 ; ² Closing AUM for ETFs, FoFs & Index Funds



PMS / AIF

QAAUM
INR 17.42 bn

Raised Commitment¹ of

INR 7.34 bn

for India Equity Services Fund
(CAT III AIF)

leveraging multi-channel
distribution footprint

Received SEBI clearance for AIF Funds

ABSL India Special Opportunities Fund
ABSL India Equity Innovation Fund
ABSL Structured Opportunities Fund



Real Estate

QAAUM
INR 5.76 bn

**Aditya Birla Real Estate Credit
Opportunities Fund (Cat II AIF)**

- Deployment of first investment has concluded and due diligence completed for one more deal (amount disbursed in April-23)
- One more term-sheet signed (currently under due-diligence)



Offshore

QAAUM
INR 86.58 bn

Received In-Principal approval from
**International Financial Services
Centres Authority (IFSCA)**
for launching

“India ESG Engagement Fund”
domiciled in GIFT City in April 2023

In the process of launching two new
global funds in GIFT IFSC



Investor Assets

Partner Assets

Enhancing Digital Capabilities

Customer Journey

- Instant Redemption in Overnight Fund
- Launched Digital NRI KYC for investing in mutual funds in India
- Revamp of Retail Investor KYC with Digi locker & Aadhaar OTP

Digital Integration

- API platform for rapid integration with partners and fintechs
- APIs for KYC and folio creation have been provided to fintech partners and banks

Data & Analytics

- Adopting Predictive and Prescriptive Analysis to gauge customer product inclinations

Automation

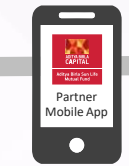
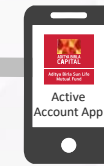
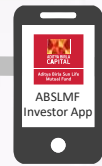
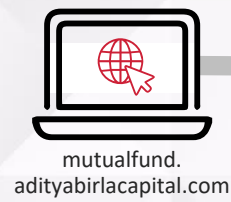
- Automated internal processes to bring in efficiency using low code business platform

Cutting Edge Investment Tools

- Platform for asset class investment risk & performance attributions
- New Partner Portal with seamless user experience
- Pre book / smart switch of NFO

Pro Features

- Pro Investing capabilities for SIP and Lumpsum purchases on customer and partner assets



Aim to educate existing and next generation of investors and distributors

Reached **9,55,390+** people through conducting over **13,542** training sessions - many being “industry firsts”¹

SAMRIDDI MAGAZINE



5.3 million+ passengers across 26 routes¹
Generated **5,00,000+** views on website

INVESTORS HANGOUTS PROGRAM



92.7K active users¹ And over
8.08 million YouTube viewers¹

FIRST FINANCIAL LESSONS AND FIRST PAY CHEQUE



Partnered with
20 universities in association with NISM²
Reached over **44,000** students¹

FOR HER - FINANCIAL EDUCATION



Customized engagements and workshops to
create women investors and MFDs
7.70 Million
Social Media Impressions¹

NIVESH MAHAKUMBH PROGRAM



Viewership of **10,73,000+**

NIPUN LEARNING ACADEMY



Offer customized training modules
and workshops to our channel partners



Financial Performance

Statement of Profit & Loss Account

(INR million unless otherwise stated)

Particulars	Quarter ending			Change	
	Mar-23	Dec-22	Mar-22	Q-o-Q	Y-o-Y
Revenue from Operations	2,970	3,140	3,235	-5%	-8%
Employee Benefits Expense	665	719	675	-8%	-1%
Fees and Commission Expense	74	67	41	11%	84%
Depreciation and Amortization	84	86	90	-3%	-6%
Other Expenses ⁽¹⁾	659	532	556	24%	18%
Total Expenses	1,482	1,405	1,361	5%	9%
Operating Profit Before tax	1,488	1,736	1,874	-14%	-21%
Other Income	322	491	235	-34%	37%
Profit Before Tax (Excl. Extra ordinary item)	1,810	2,227	2,110	-19%	-14%
Extra Ordinary Item ⁽²⁾	-	-	-16	NA	NA
Profit Before Tax (Incl. extraordinary item)	1,810	2,227	2,093	-19%	-14%
Tax Expense	454	564	508	-20%	-11%
Net Income	1,356	1,663	1,585	-18%	-14%

¹ Includes Finance Cost ; ² Q4 FY22 Includes provision for a new incentive plan of INR 16 mn

Statement of Profit & Loss Account

(INR million unless otherwise stated)

Particulars	Financial Year		Change
	FY 23	FY22	Y-o-Y
Revenue from Operations	12,266	12,930	-5%
Employee Benefits Expense	2,772	2,845	-3%
Fees and Commission Expense	229	198	16%
Depreciation and Amortization	343	356	-4%
Other Expenses ⁽¹⁾	2,254	1,997	13%
Total Expenses	5,598	5,396	4%
Operating Profit Before tax	6,668	7,533	-11%
Other Income	1,271	1,156	10%
Profit Before Tax (Excl. extraordinary item)	7,939	8,689	-9%
Extra Ordinary Item ⁽²⁾	-	258	NA
Profit Before Tax (Incl. extraordinary item)	7,939	8,947	-11%
Tax Expense	1,975	2,219	-11%
Net Income	5,964	6,728	-11%

¹ Includes Finance Cost ; ² FY22 Includes a reversal of a provision for an earlier Long Term Incentive plan amounting to INR 323 mn and provision for a new incentive plan of INR 65 mn.

Balance Sheet

(INR million unless otherwise stated)

Particulars	As on	
	March-23	March-22
Share Capital	1,440	1,440
Other Equity	23,730	20,525
Total Equity	25,170	21,965
Financial Liabilities	1,468	1,507
Non-financial Liabilities	1,243	876
Total Equity & Liabilities	27,881	24,347
Investments	23,592	21,210
Other Financial Assets	2,109	1,424
Non-financial Assets	2,180	1,714
Total Assets	27,881	24,347

1. The financial results have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standards ('Ind AS'), notified under Section 133 of the Companies Act, 2013 read with Companies (Indian Accounting Standards) Rules, 2015, as amended from time to time, and other accounting principles generally accepted in India.
2. The Group is in the business of providing asset management services to Aditya Birla Sun Life Mutual Fund and portfolio management & advisory services to clients. The primary segment is identified as asset management services. As such, the Group's financial results are largely reflective of the asset management business and accordingly there are no separate reportable segments as per Ind AS 108 - Operating Segment.
3. Under ABSLAMC ESOP Scheme 2021, apart from stock options granted in past years, the Nomination and Remuneration Committee (NRC) of the Board of Directors of the Company in its meeting held on October 20, 2022 had approved a further grant of 6,58,529 stock options representing 6,58,529 equity shares of ₹ 5 each, of which 6,45,337 equity shares at a grant price of ₹ 435.05 per equity share and 13,192 equity shares at a grant price of ₹ 5 per equity share, to its eligible employees.
4. The Board of Directors have proposed a final dividend of ₹ 5.25 per equity share (face value of ₹ 5 each) for the year ended March 31, 2023, subject to the approval of the shareholders at the ensuing Annual General Meeting. The Company has paid ₹ 5.85 as final dividend for the year ended March 31, 2022 as approved by its shareholders at the Annual General Meeting held on 21st July, 2022.
5. The Company has paid Interim Dividend of ₹ 5.00 per equity share (face value of ₹ 5 each) approved in Board Meeting held on 16th March, 2023 and paid on 31st March, 2023.
6. Figures for the quarter ended March 31, 2023 and March 31, 2022 are derived by deducting the reviewed and reported year-to-date figures for the period ended December 31, 2022 and December 31, 2021 from the audited figures for the year ended March 31, 2023 and March 31, 2022 respectively. Previous period's / year's figures have been regrouped/reclassified wherever necessary to correspond with the current period's classification / disclosure.
7. The above results have been audited by the Audit Committee and approved by the Board of Directors of the Company, at their meeting held on April 27, 2023. The Statutory Auditors of the Company have audited the aforesaid results.

Annexure



Vishakha Mulye
Non-Executive Director



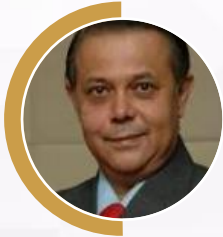
A. Balasubramanian
Managing Director & CEO



Sandeep Asthana
Non-Executive Director



Amrit Kanwal
Non-Executive Director



Navin Puri
Independent Director



Alka Bharucha
Independent Director



Sunder Rajan Raman
Independent Director



Harish Engineer
Independent Director



Ramesh Abhishek
Independent Director

Senior management team with us for over 10 years and instrumental in our growth and success



A Balasubramanian
Managing Director and CEO



Mahesh Patil
Chief Investment Officer



Bhavdeep Bhatt
Head - Retail Sales



Vikas Mathur
Head - Institutional Sales



Anil Shyam
Head - Alternate Business



Parag Joglekar
Chief Financial Officer



Keerti Gupta
Chief Operations Officer



KS Rao
Head - Investor Education
& Distributor Development



**HIRAK
BHATTACHARJEE**
Head - HR, Admin &
Business Excellence



Sidharth Damani
Head - Business
Enablement and
Marketing



Hari Babu
Chief Risk Officer



Hemanti Wadhwa
Chief Compliance Officer

Thank You

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This presentation may contain, words or phrases like “will”, “aim” “believe”, “expect”, “projects”, “plans”, “will continue”, “anticipate”, “intend”, “estimate” and similar expressions or variations of these expressions, that are “forward-looking statements” that involve risks and uncertainties and are based on certain beliefs, plans and expectations of the Company and are not guarantees of future performance. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Although the Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. Representative examples of factors that could affect the accuracy of forward-looking statements include (without limitation) the condition of, and changes in, India’s political and economic status, government policies, applicable laws, global capital markets, the mutual fund industry in India, pandemic and international and domestic events having a bearing on the Company’s business, and such other factors beyond the Company’s control. You are cautioned not to place undue reliance on these forward- looking statements, which are based on current views of the Company’s management on future events. Further, nothing in this presentation should be construed as constituting legal, business, tax or financial advice or a recommendation regarding the securities. None of the Company or any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss or damage howsoever arising from any information presented or contained in this presentation. The distribution of this presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of this presentation should inform themselves about and observe any such restrictions. The information contained herein does not constitute an offer of securities for sale in the United States or in any other jurisdiction. Securities may not be offered or sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. Before acting on any information you should consider the appropriateness of the information having regard to these matters, and in particular, you should seek independent financial advice. This presentation is not an advertisement under the Securities and Exchange Board of India (Mutual Funds) Regulations, 1996, as amended from time to time and is not intended to influence investment decisions of any current or prospective investors of the schemes of ABSLMF.