ADITYA BIRLA CAPITAL

PROTECTING INVESTING FINANCING ADVISING

Ref: No. ABCL/SD/MUM/2023-24/MAY/09 **11 May 2023**

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

Scrip Code: 540691
Scrip ID: ABCAPITAL

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor,
Plot. C/1,
G-Block, Bandra-Kurla Complex,
Bandra (East),
Mumbai 400 051
Symbol: ABCAPITAL

Dear Sir/ Madam,

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

Pursuant to Regulation 30 of the SEBI Listing Regulations, please find attached a presentation on the Audited Financial Results of the Company for the quarter and financial year ended 31 March 2023 which will be presented to the investors and also posted on our website https://www.adityabirlacapital.com/investor-relations/quarterly-results.

The details of conference call scheduled on Thursday, 11 May 2023 at 17:30 HRS (IST) have already been intimated vide our letter dated 6 May 2023.

The above is for your information, records and dissemination please.

Thanking you,

Yours sincerely,

For **Aditya Birla Capital Limited**

Amber Gupta
Digitally signed by Amber Gupta
Date: 2023.05.11 14:50:51 +05'30'

Amber Gupta
Company Secretary & Compliance Officer
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.
Custodial Services
FIFC, 11th Floor, C-54 & 55, G Block
Bandra Kurla Complex
Bandra (East), Mumbai 400 051

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

Listing Agent
Banque Internationale à Luxembourg SA
69 route d'Esch
L - 2953 Luxembourg
Grand Duchy of Luxembourg

Q4 FY23

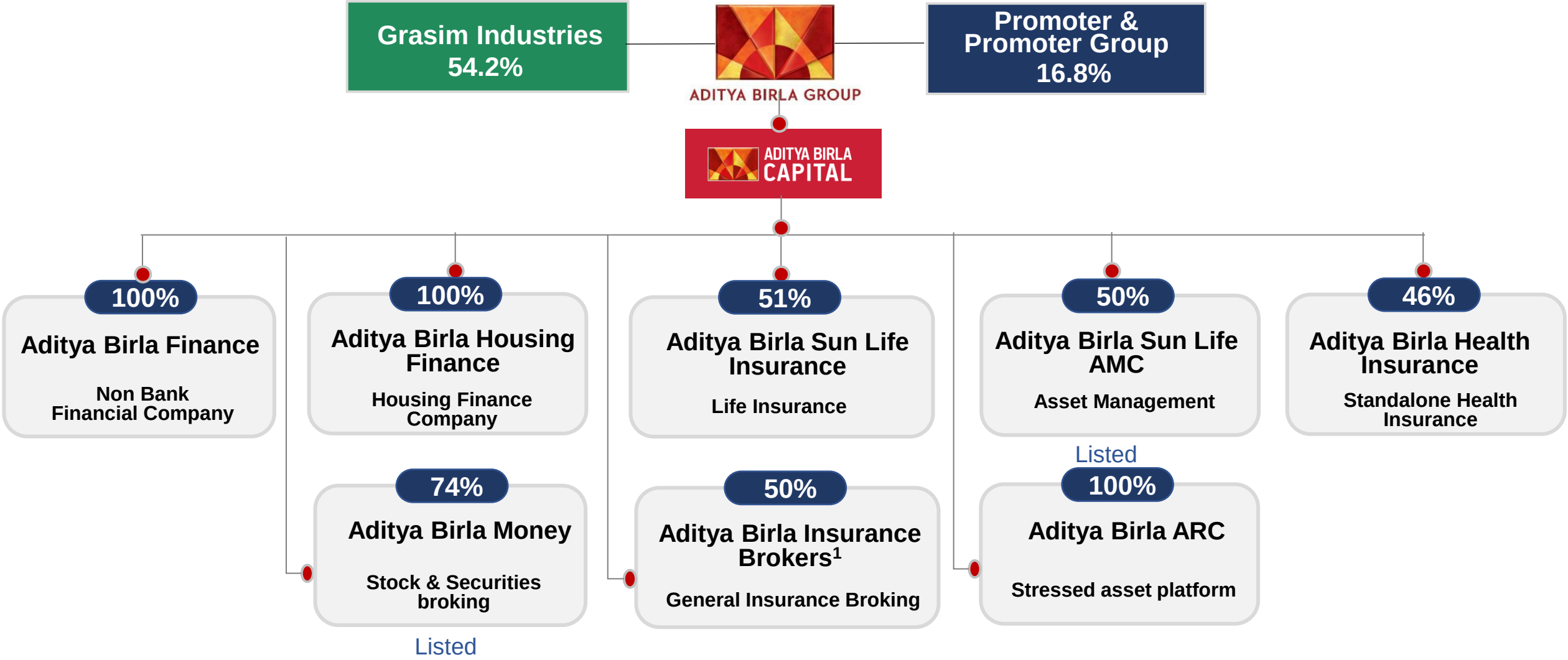
FINANCIAL RESULTS

INVESTOR PRESENTATION

11th May 2023

A Leading Financial Services Conglomerate

Diversified Financial Services Platform from a Trusted conglomerate



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

1. The Board of Directors of Aditya Birla Capital at its meeting held on March 27, 2023 has approved the sale of its entire stake in Aditya Birla Insurance Brokers Limited (ABIBL) subject to requisite approvals.

Shareholding as of March 31, 2023

Our Key Strengths

Aditya Birla Group

Strong Brand name & Parentage resonating Trust

Seamless access to Capital

Large growth opportunities within the ABC and extended ABG ecosystem

OUR APPROACH: Drive quality and profitable growth

By Leveraging Data, Digital and Technology

ONE CUSTOMER: Build deep understanding of customer needs

Customer profiling

- Customer preferences (DIY[2], assisted)
- Customer life stage (Progressive, full nester/ empty nester)
- Ecosystems (salary, NRI, merchant, rural)

Comprehensive solutions across PIFA[1]

- Intuitive journeys (convenience of usage)
- Customised (driven by customer insights)
- Seamless delivery

Maximise Customer Life Cycle Value

1.Protecting, Investing, Financing and Advising 2. Do it Yourself

ONE EXPERIENCE: Omni Channel Architecture with consistent experience

1,295
Branches across businesses[1]

2 lakh+
channel partners[1]

One ABC locations

584 co-located branches across 155 locations

Continue to increase presence of One ABC locations

Introduced dedicated customer service managers for cross sell

Direct to customers (D2C)

VRM Channel live from Mar ’23.

Collaboration with NPCI to develop digital payments

App and Website to go live in Second half of FY24

Udyog Plus-B2B platform for MSME

Launched comprehensive platform for MSME ecosystem in Mar ‘23

Integrated with private and govt ecommerce websites

Integration with ABG group entities in first half FY24 — COMING SOON

Business to channel partners (B2D) platform

Channels partners can grow business volumes, enhance customer servicing and track status of applications

Increase product penetration and expand customer base — COMING SOON

Complete Flexibility to choose preferred channel of interaction

1. As of March 31, 2023

UDYOG PLUS: COMPREHENSIVE DIGITAL PLATFORM FOR MSME ECOSYSTEM

Udyog Plus

Cash flow backed lending by using traditional and alternate data sources along with value-added services for MSME ecosystem to manage and grow their business

KEY OFFERINGS

Finance

Loan

- Paperless digital journey for loan sanction in 24 hours
- Secured Business Loans
- Personal Loan

Eco-system based Loans

- Loan for merchants and resellers on govt and private ecommerce websites

Business Solutions

E-commerce

- Offline to Online Discovery

Banking

- Current account

Networking

- Explore new connects
- Industry Forums

Accounting

- Accounting tool
- Payroll mgmt

Content

- Knowledge forums

Business Solutions

- Tax filings GST
- Business travel

Opportunities in ABG ecosystem

- Channel financing for dealers : Digital journeys for dealer onboarding, limit drawdown ad repayments
- Secured lending for dealers: Loan against property

Business Update[1]

Registered Users
2,500+

Loan Applications
1,100+

1.As of April 30, 2023

D2C PLATFORM OFFERING PIFA PRODUCTS…

Laying foundational elements for execution

Company set-up

- ABC Digital - A wholly owned subsidiary of ABCL incorporated on 23rd Mar 2023
- The new entity will distribute financial products across protecting, investing, financing

Team composition and structure

- Multi-skilled team across Products, Tech, Marketing, Data Analytics, Payments and Strategy in place
- Structure enabling agile approach for speedy execution

Products

- Collaboration with NPCI (27th Feb 2023) to mark entry into payments space through operating subsidiaries, envisaging faster adoption of new technologies and further promoting digital payments
- Value added services will be offered In addition to traditional FS products

…to serve existing customers and acquire new customers directly in a seamless manner

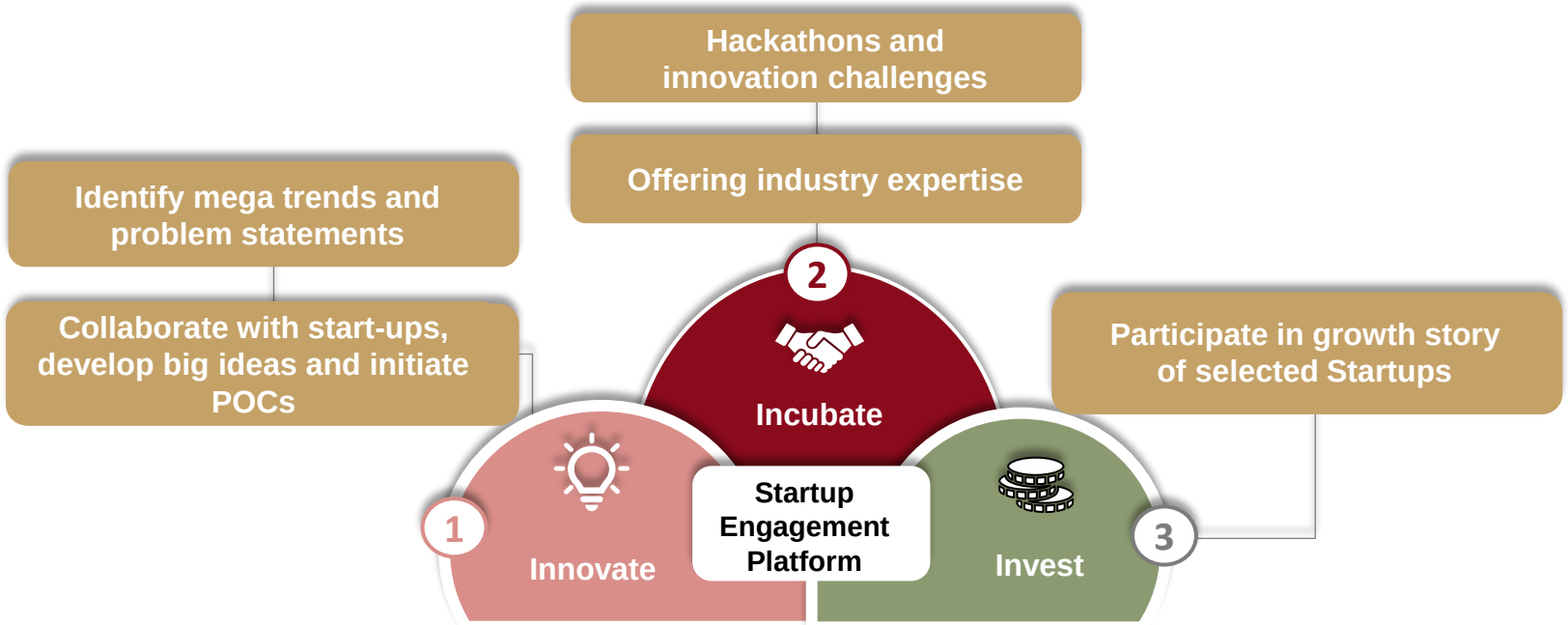
INFINITE: Digital start-up engagement platform

Accelerating an innovation-led culture

Continuous Scouting for emerging / transformational technologies

Partnerships / Investment in digital capabilities/ FinTech to ensure competitive edge

A programmatic engagement with start-ups



Enhance customer journeys

Increase productivity and efficiency

ONE TEAM: Enriching lives, Winning as One

Work Together to Deliver Complete & Comprehensive Solutions

Drive Cross sell & ensure Seamless Delivery

Culture fostering innovation

Uphold FAIR (Focused, Agile, Innovative and Result Oriented) values

Senior Team Incentives aligned with approach

Inculcate 'Winning as one mindset' among people

Leadership team aligned with the approach of One ABC One P&L

Vishakha Mulye
Chief Executive Officer
ABCL

Business CEOs

Rakesh Singh
MD & CEO
Aditya Birla Finance

A. Bal Subramaniam
MD & CEO
Asset Management

Kamlesh Rao
MD & CEO
Life Insurance

Pankaj Gadgil
MD & CEO
Housing Finance

Tushar Shah
CEO, Infra &
Structured Finance

Mayank Bathwal
CEO
Health Insurance

Sandeep Dadia
CEO
General Insurance Broking

ABCL Management

Pinky Mehta
CFO

Mukesh Malik
COO

Subhro Bhaduri
CHRO

Vijay Deshwal
Chief Strategy Officer
& Head, IR

Ramesh Narayanswamy
CTO

Sanchita Mustauphy
CRO

Performance highlights

FY23 | Performance Highlights

Strong performance with accelerated growth momentum across businesses

Lending Book[1]

₹ 94,364 crore

↑ 40% Y-o-Y
↑ 10% Q-o-Q

Gross Premium[2]

₹ 17,787 crore

↑ 28% Y-o-Y

Total AUM[3]

~ ₹ 3.6 lac crore

↓ 3% Y-o-Y

Consolidated PAT

₹ 2,057 crore[4]

↑ 33% Y-o-Y[5]

~ 38 mn ▲ **8% y-o-y**

Total active customers as of Mar 31, 2023

1,295 ▲ **24% y-o-y**

Total branches at Mar 31, 2023

2 lakh

Channel partners

1. Lending book of NBFC and HFC 2. For Life and Health Insurance 3. Asset under management of AMC, Life and Health Insurance 4. Excludes fair value gain of ₹ 2,739 crore as Aditya Birla Health Insurance ceased to be a subsidiary and has been accounted as a joint venture post preferential allotment of equity shares to Platinum Jasmine A 2018 Trust, acting through its trustee, Platinum Owl C 2018 RSC Limited, being a wholly owned subsidiary of Abu Dhabi Investment Authority ("ADIA")
5. Excluding gains from stake sale in ABSLAMC in Q3 FY22 and fair value gain as Aditya Birla Health Insurance ceases to be a subsidiary and has been accounted as a joint venture in Q3 FY23

FY2023: Delivery on key metrics across businesses

NBFC

1 Loan Book

₹ 80,556 crore[1]
▲46% y-o-y
▲10% q-o-q

2 Net interest margin[2]

6.84%
▲60 bps y-o-y

3 Profitability[2]

PBT ₹ 2,090 crore
▲ 41% y-o-y
14.8% RoE

Housing

1 Loan Book

₹ 13,808 crore[1]
▲14% y-o-y
▲6% q-o-q

2 Net interest margin[2]

5.08%
▲76 bps y-o-y

3 Profitability[2]

PBT ₹ 309 crore
▲ 22% y-o-y
13.2% RoE

Asset Management

1 AUM Growth

₹ 2,86,180 crore
Domestic AAUM[3]
▼ 2% q-o-q

₹ 1,15,827 crore
Equity AAUM[3]
▼ 4% y-o-y

2 Margin[2]

Operating profit margin[4]
24 bps

PBT margin[5]
28 bps

3 Profitability[2]

PBT ₹ 794 crore
▼ 11% y-o-y

RoE
25.3%

Life Insurance

1 Premium Growth[2]

Individual FYP
▲ 37% y-o-y

2 Margin & Combined Ratio[2]

Net VNB margin
23.0%
▲801 bps y-o-y

3 Value Accretion

EV ₹ 9,014 crore[1]
22.6% RoEV

Health Insurance

1 Premium Growth[2]

Gross Premium
▲ 57% y-o-y

2 Margin & Combined Ratio[2]

Combined ratio
110%
(FY22: 127% y-o-y)

3 Value Accretion

Fastest growing SAHI player[2]
▲ 210 bps in FY23
Market share

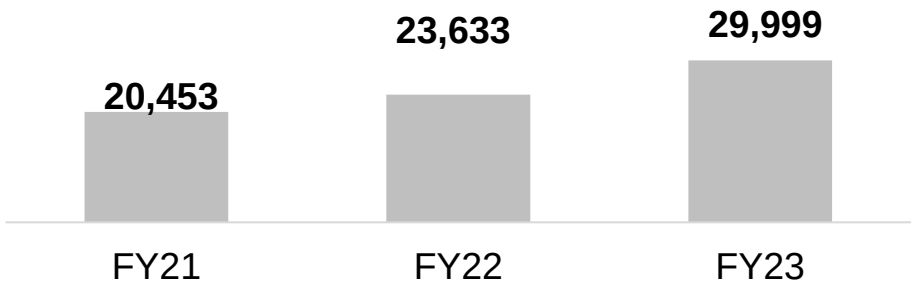
1. As of Mar 31, 2023. 2. For FY23. 3. Average assets under management for Q4 FY23, 4. Operating profit/ AAUM, 5. PBT/average AUM

Consolidated revenue and PAT

Consolidated revenue and PAT

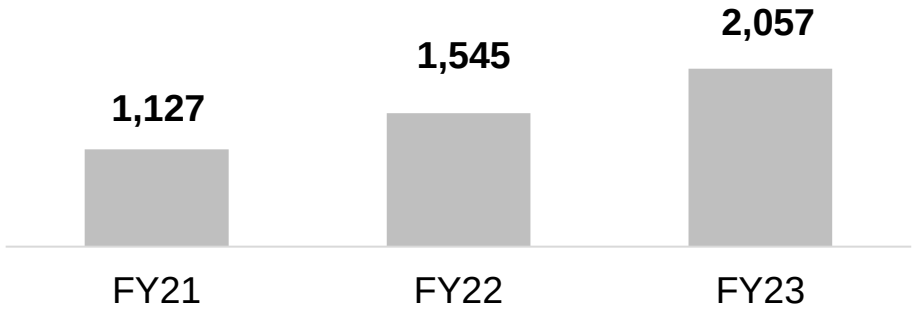
Revenue[1]

▲ 27% y-o-y



Profit After Tax

▲ 33% y-o-y



Business-wise Profitability

Businesses (₹ crore)	FY22	FY23	Y-o-Y
NBFC	1,487	2,090	▲ 41%
HFC	253	309	▲ 22%
Asset Management	895	794	▼ 11%
Life Insurance	175	196	▲ 12%
Other Businesses	176	236	▲ 34%
Sub-total	**2,986**	**3,625**	
Health Insurance	(309)	(218)	
Less: Others[2]/ Eliminations	(12)	(44)	
Aggregate PBT	**2,666**	**3,363**	**▲ 26%**
Less: Provision for Taxes	(832)	(1,009)	
Less: Minority Interest	(288)	(297)	
Profit after tax	**1,545**	**2,057**	**▲ 33%**
Reported PAT[3]	**1,706**	**4,796**	

1. Consolidated segment revenue; for Ind AS statutory reporting purpose Asset management, wellness business and health insurance (from October 21, 2022) are not consolidated and included under equity accounting 2. Includes ABCL standalone, Aditya Birla Capital Technology Services Limited and other businesses
3. Reported PAT in FY22 includes gain (net of tax) of ₹ 161 crore on stake sale of ABSLAMC and in FY23 includes fair value gain of ₹ 2,739 crore as Aditya Birla Health Insurance ceased to be a subsidiary and has been accounted as a joint venture post preferential allotment of equity shares to Platinum Jasmine A 2018 Trust, acting through its trustee, Platinum Owl C 2018 RSC Limited, being a wholly owned subsidiary of Abu Dhabi Investment Authority ("ADIA")

Aditya Birla Finance Ltd

Performance highlights for FY23

AUM	Retail, SME & HNI loans[1]	NII[2]	PBT	GS2 & GS3[3]
₹ 80,556 crore	₹ 53,964 crore (67% of AUM)	₹ 4,410 crore	₹ 2,090 crore	5.84%
↑ 46% Y-o-Y ↑ 10% Q-o-Q	↑ 57% Y-o-Y ↑ 13% Q-o-Q	↑ 43% Y-o-Y	↑ 41% Y-o-Y	↓ 315 bps Y-o-Y ↓ 115 bps Q-o-Q

5.7 mn active customers at Mar 31, 2023

▲ 57% Y-o-Y

323 branches at Mar 31, 2023

164 branches opened in FY23

Sustained RoA of 2.45%

and RoE of 14.8%

[1]Categorized basis customer segment | [2]Includes fee income | [3]Ratios as per financials

Robust growth in disbursements and loan book

Disbursements (₹ crore)	Q4 FY22	Q3 FY23	Q4 FY23	Q4 Y-o-Y	FY22	FY23	FY Y-o-Y
- Unsecured business	1,070	1,083	1,306	22%	2,447	4,468	83%
- Secured business	3,885	3,894	5,535	42%	9,831	16,766	71%
Total Business loans	**4,956**	**4,977**	**6,841**	**38%**	**12,278**	**21,234**	**73%**
Personal & consumer loans	1,487	4,649	4,749	219%	3,770	15,263	305%
Corporate / Mid-market	3,448	3,473	4,008	16%	7,970	12,726	60%
Total Disbursements	**9,891**	**13,099**	**15,598**	**58%**	**24,018**	**49,223**	**105%**
To Retail, SME and HNI customers	6,396	9,608	11,213	75%	15,696	35,380	125%

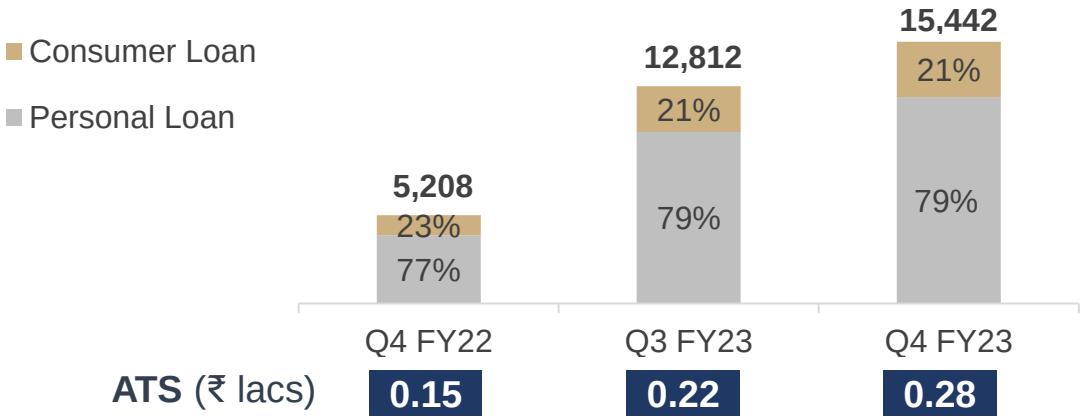
AUM (₹ crore)	Mar'22	Dec'22	Mar'23	Mar'23 Mix	Q-o-Q	Y-o-Y
- Unsecured business	5,349	7,254	8,409	10%	16%	57%
- Secured business	24,428	29,186	31,944	40%	9%	31%
Total Business loans	**29,777**	**36,441**	**40,353**	**50%**	**11%**	**36%**
Personal & consumer loans	5,208	12,812	15,442	19%	21%	196%
Corporate / Mid-market	20,195	23,742	24,761	31%	4%	23%
Total AUM	**55,180**	**72,994**	**80,556**	**100%**	**10%**	**46%**
Retail, SME and HNI loans	34,433	47,856	53,964	67%	13%	57%

Note: Disbursements are non-LOC.

Detailed loan book breakup

Personal & Consumer

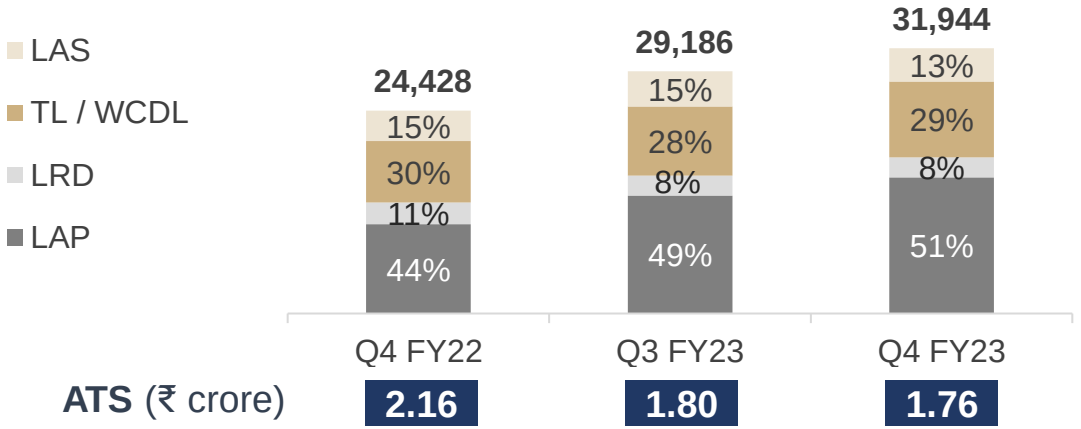
▲ 3x y-o-y



ATS (₹ lacs)	Q4 FY22	Q3 FY23	Q4 FY23
	0.15	0.22	0.28

Secured business

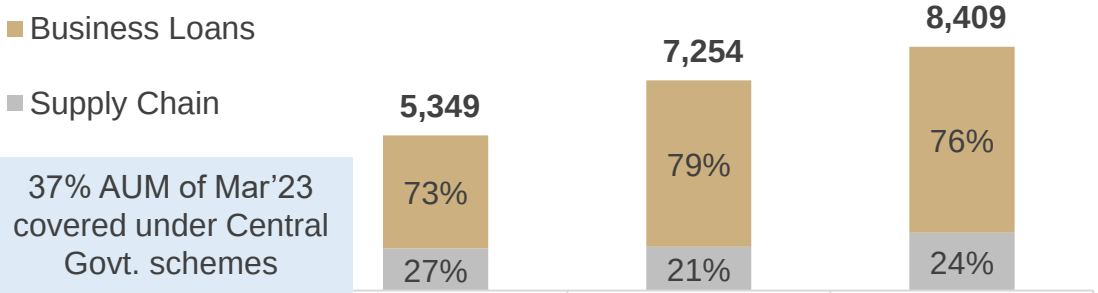
▲ 31% y-o-y



ATS (₹ crore)	Q4 FY22	Q3 FY23	Q4 FY23
	2.16	1.80	1.76

Unsecured business

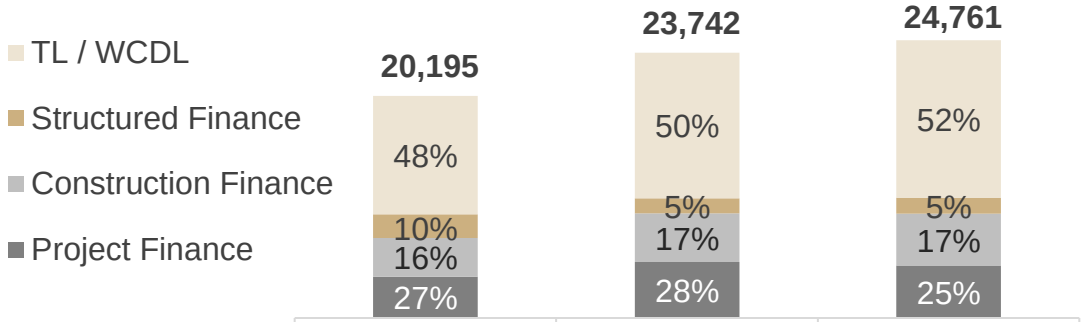
▲ 57% y-o-y



ATS (₹ lacs)	Q4 FY22	Q3 FY23	Q4 FY23
	12.13	10.29	10.67

Corporate / Mid-market

▲ 23% y-o-y



ATS (₹ crore)	Q4 FY22	Q3 FY23	Q4 FY23
	50.49	52.64	53.48

~ 70% overall loan book is secured (incl. 4% through CGTMSE)

Well diversified product portfolio

Segment	Personal & Consumer	Unsecured Business	Secured Business	Corporate / Mid-Market
Presence	Semi-urban	Semi-urban	Semi-urban/ SME Clusters	Top 6-7 Cities
Sourcing	DSA + Direct + Ecosystems	DSA + Ecosystems	DSA + Direct	Relationship (Direct)
ATS[1]	~ ₹ 28,000	~ ₹ 10.7 Lacs	~ ₹ 1.8 crore	~ ₹ 53.5 crore
Products	Salaried Professionals with focus on emerging income segment	Business owners & Self-employed professionals engaged in small/mid-sized businesses	Business owners & Self-employed professionals engaged in small/mid-sized businesses	Pedigreed Group Corporates / Mid-market Cos in focus sectors / Cat A / A+ developers
	Personal Loans	Business Loans	Loan Against Property	Capex/ WC Funding
	Consumer Loans	Supply Chain Finance	Working Capital Loans	Structured Finance
	Check-out Financing	B2B Digital Platform	Micro – LAP	Developer Financing
	Credit Card	Business Overdraft	Loan Against Securities	Project Finance
Cross-Sell	Personal Loan Top Ups & Cross Sell, Insurance & Wealth Solutions to ABFL & ABC customer ecosystem			

[1] ATS as on Mar 31, 2023

Use of analytics for sourcing, underwriting and collections…

ADITYA BIRLA CAPITAL

Sourcing	Underwriting	Collections
New to business customers ▪ Create scorecard for new customers ▪ Apply risk based differential pricing	**Identify credit worthy customers** Custom Multiple Application Scorecards for Digital, PL, BL, STUL, STSL (Bureau Hit & NTC)	**Root Cause identification** Identify cohorts with challenges (inability to pay, non-contactability etc.) and find a way around it
Existing customers ▪ Pre-approved loan for all good customers ▪ Cross sell MF, Insurance to Loan customers	**Offer appropriate credit line / loan** Income Estimation & Obligation Calculation (FOIR)[1]	**Prepare base for collection** Improvise sourcing strategy by incorporating collection feedback
Ex-customers ▪ Offer Cross sell loans ▪ Re-engage with competitive pricing	**Competitive price & optimize cost** Risk based pricing; Optimize different field verification, use digital process	**Customized collection process** Basis multiple collection scorecard, prepare customized base for different channels
New products ▪ Customize deals and products ▪ Use behavioural score-cards to analyse	**Close monitoring** Setup early-Stage warning system	**Track agency performance** Rank the collection agencies, based on recent & historical target achievement

[1] FOIR – Fixed Obligation to Income ratio

…leading to strong outcomes in customer sourcing and servicing

Customer Onboarding	99%

EMIs Collected Digitally	99%

Digital Service Interactions	84%

Email BOT Accuracy	89%

Customer Acquisition

- Fully agile tech stack for digitally onboarding customers
- LOS / LMS system leveraging CKYC / OKYC, facial recognition, bureau integration & e-contract
- Cross sell of personal loans facilitated digitally

Customer Servicing

- Inbound contact center calls handled by Voice bots
- Enabled self service channels with STP for service journeys
- Digital EMI collections

Process Automation

- Significant e-Nach & e-Contract penetration in Personal Loans
- High accuracy email bot in inbound mail categorization
- STP for disbursals done digitally

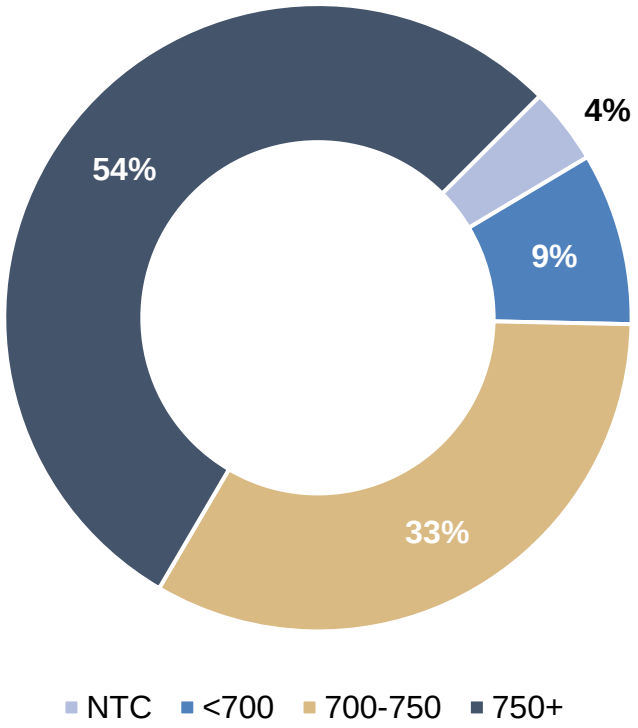
Collections

- Re-payment hub activated with multiple digital payment channels for EMI collections
- AI voice BOT for proactive and low risk bounce cases calling
- Leveraging AI for risk based collections calling

Underwriting approach in personal and consumer loans

Customer Profile

Bureau score buckets[1]



87% loans with credit score 700+

Underwriting Approach

1. Utilization of Scorecard for better Customer Selection
2. Usage of Alternate Data in credit decisioning
3. STP process for faster TAT
4. Usage of behavior based Predictive Modelling for upsell
5. Digital Journeys enabling enhanced customer experience
6. In house Business Rule engine for rapid roll out of program norms

[1] Basis 96% of the portfolio

Improving asset quality trends

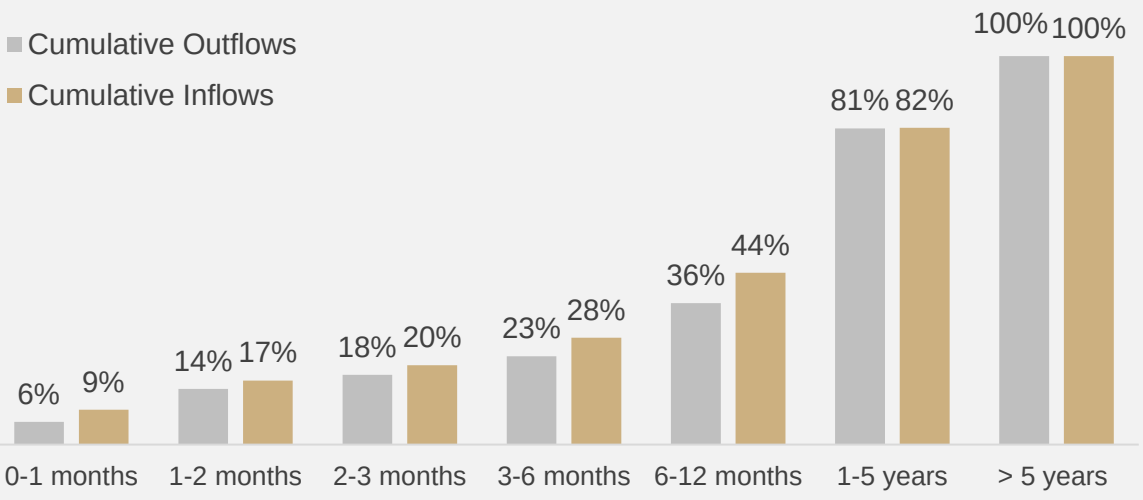
Particulars	Mar'22		Dec'22		Mar'23	
	%	₹ Crore	%	₹ Crore	%	₹ Crore
Stage 1	91.02%	49,770	93.02%	67,546	94.16%	75,758
Stage 2	5.41%	2,956	3.36%	2,441	2.72%	2,187
Stage 3	3.58%	1,956	3.62%	2,630	3.12%	2,507
Stage 2 and 3	**8.98%**	**4,912**	**6.98%**	**5,071**	**5.84%**	**4,695**
Total Loan book	**100%**	**54,682**	**100%**	**72,617**	**100%**	**80,453**
Stage 3 PCR	**39.5%**		**43.0%**		**46.2%**	

Segment Asset Quality	Mar'22			Dec'22			Mar'23		
	GS 2 (%)	GS 3 (%)	PCR (Stage 3)	GS 2 (%)	GS 3 (%)	PCR (Stage 3)	GS 2 (%)	GS 3 (%)	PCR (Stage 3)
Personal & Consumer	3.2%	1.8%	65.5%	2.0%	1.8%	74.6%	1.9%	1.7%	85.6%
Unsecured business	3.5%	4.6%	26.2%	1.6%	4.6%	34.8%	1.2%	4.2%*	36.6%
Secured business	8.2%	2.6%	37.0%	5.8%	2.9%	40.5%	4.4%	2.2%	39.8%
Corporate / Mid-market	3.0%	5.2%	41.8%	1.5%	5.6%	40.9%	1.6%	5.0%	43.7%
Total	**5.4%**	**3.6%**	**39.5%**	**3.4%**	**3.6%**	**43.0%**	**2.7%**	**3.1%**	**46.2%**

*Unsecured business - 50% of Stage 3 book of is covered under Govt. Guarantee Schemes, excluding which GS 3 is 2.0%

Note: Loan book and ratios are as per financial statements

Well matched ALM and diversified borrowing mix



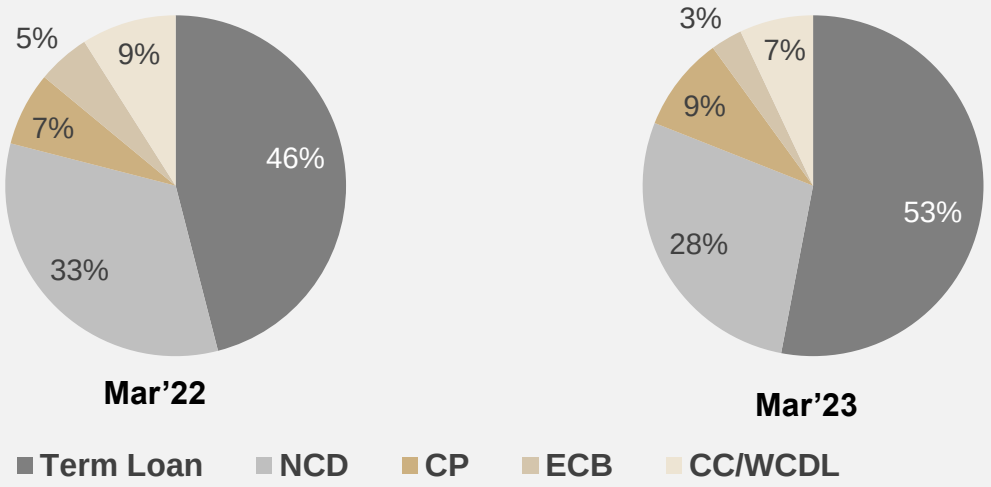
Cumulative Surplus / (Gap)						
49%	24%	17%	22%	22%	0%	0%

*Long-term funding facilities rated **AAA** & Short-term funding facilities rated **A1+** by ICRA / India Ratings / CARE*

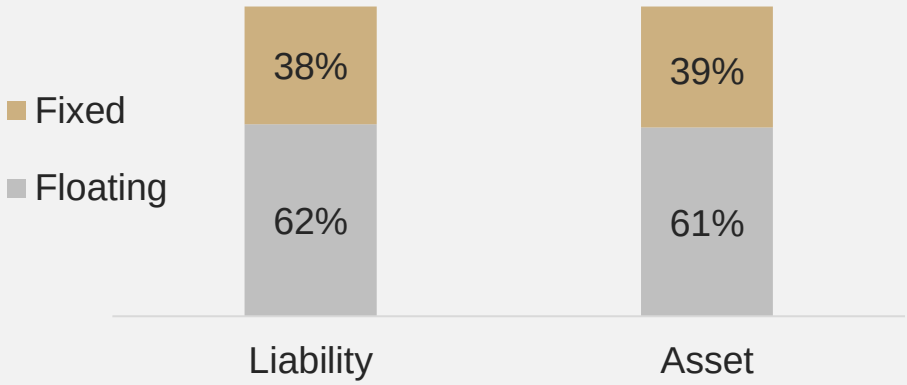
*Raised **LT borrowing of ₹ 9,874 crore** in Q4 FY23 (₹ 31,678 crore in FY23)*

*Maintained comfortable **Capital Adequacy (CRAR) at ~16.4% and Tier 1 ratio of 13.9%***

Funding Mix



Asset Liability Mix



Our Approach

Personal and consumer loans

- Deep mine existing customer base acquired through digital ecosystems using analytics and increase cross-sell
- Scorecard based STP[1] journeys with zero human interventions
- Increase share of emerging salaried segment in personal loans
- Tie up with new partners to diversify digital ecosystem sourcing mix in personal loans
- Increasing wallet share through new products launch such as Education Loans and 2W Loans

Business loans

- Launch and scale up Udyog Plus- A differentiated B2B digital platform for MSME ecosystem
- Differentiated offerings with digitally assisted assessed income come program and STPs, scorecard journeys for small ticket loans
- Enhance fee income opportunity through new products and digital delivery channels
- Integrate with ONDC & OCEN infrastructure and partner with E-commerce players

Distribution network

- 323 branches as of March 31, 2023, focus on increasing branches in tier 3/4 cities
- Build direct to customer for self-employed segment
- Direct to Corporate Channel for Personal Loans distribution done end-to-end digitally
- Leveraging ABG/ ABC ecosystem synergies across product segments

Deliver sustainable growth and RoA in medium term

[1]Straight Through Processing

P&L and Key Ratios – Aditya Birla Finance Limited

Profit & Loss Statement (₹ crore)	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Net Interest Income (Incl. fee income)	**805**	**1,222**	**1,271**	**3,088**	**4,410**
Operating expenses	257	391	396	947	1,417
Credit provisioning	147	292	271	653	903
Profit before tax	**401**	**540**	**604**	**1,487**	**2,090**
Tax	102	133	150	379	536
Profit after tax	**298**	**407**	**454**	**1,108**	**1,554**
Total equity	9,860	10,964	11,426	9,860	11,426

Key Ratios (in percent)	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Average yield (Incl. Fee Income)	11.70	13.18	13.33	11.72	12.76
Interest cost / Avg. Lending book	5.34	6.03	6.45	5.48	5.92
Net Interest Margin (Incl. Fee Income)	**6.36**	**7.15**	**6.88**	**6.24**	**6.84**
Opex / Avg. Lending book	2.09	2.33	2.18	1.97	2.24
Cost-to-income Ratio	31.90	31.94	31.15	30.67	32.12
Credit Provisioning / Avg. Lending book	1.19	1.74	1.49	1.36	1.43
RoA	**2.42**	**2.43**	**2.49**	**2.30**	**2.45**
RoE	**12.39**	**15.10**	**16.55**	**11.87**	**14.76**
Debt-to-equity	4.66	5.82	6.19	4.66	6.19
Capital Adequacy (CRAR)	21.77	17.47	16.38	21.77	16.38

Aditya Birla Housing Finance

Performance Highlights for FY23

Disbursement	Loan book	NII[2]	NIM	PBT
₹ 5,300 crore	₹ 13,808 crore	₹ 659 crore	5.08%	₹ 309 crore
↑ 42% Y-o-Y	↑ 14% Y-o-Y ↑ 6% Q-o-Q	↑ 27% Y-o-Y	↑ 75 bps Y-o-Y	↑ 22% Y-o-Y

94% disbursement at CIBIL >700 & NTC[1]

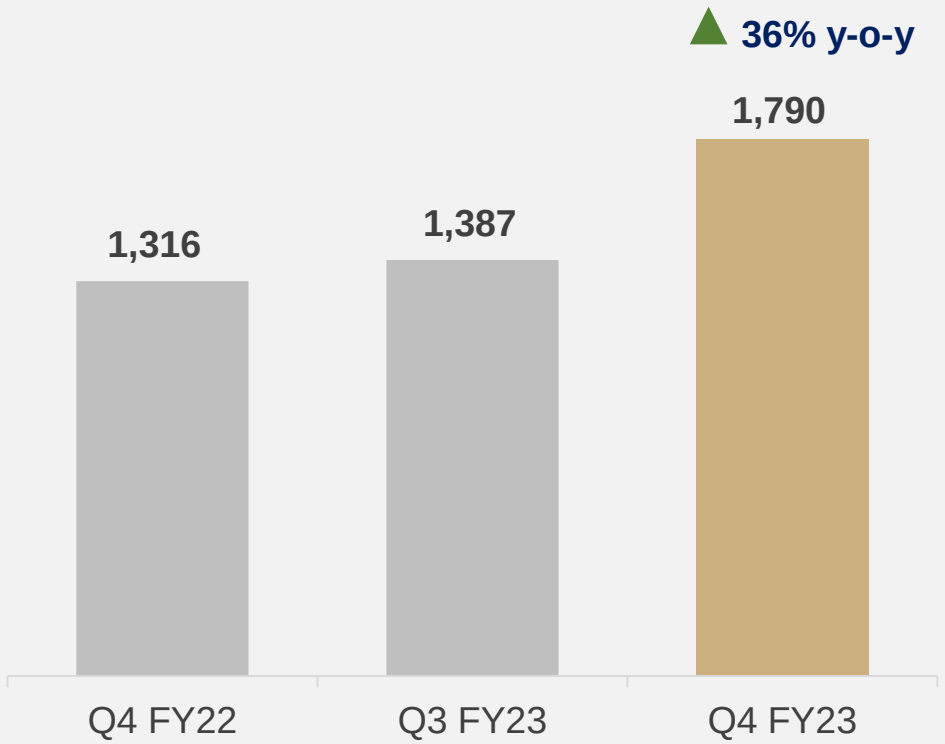
4.99 % Stage 2 and 3 loans
- ▼ 377 bps y-o-y
- ▼ 271 bps q-o-q

1.9% RoA (▲22 bps y-o-y)
13.2% RoE (▲90 bps y-o-y)

[1]New to credit, [2] Includes fee income

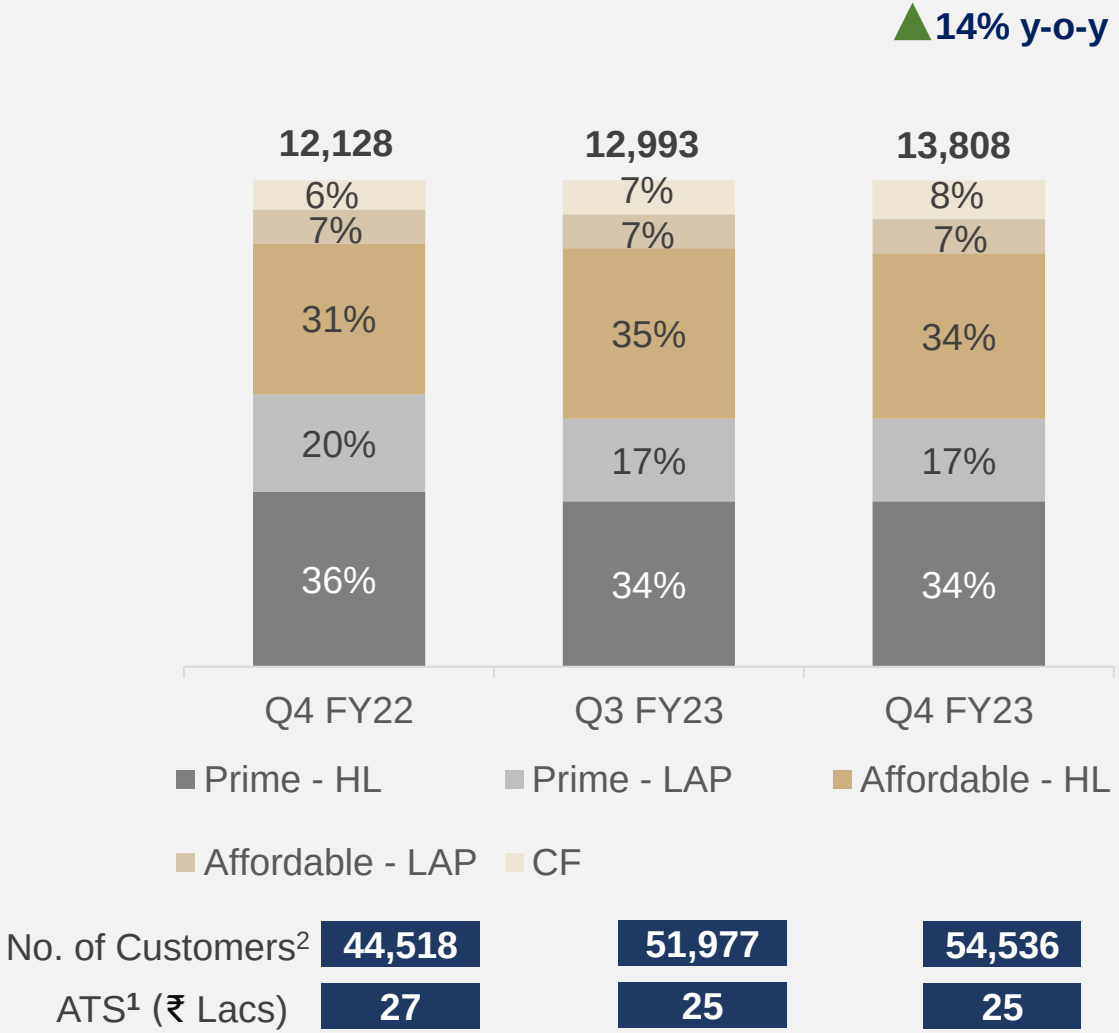
Continued growth in disbursements and book…

Momentum in disbursement (₹ crore)



- Healthy growth in disbursements across customer segments
- Market mapping and penetration strategy to identify the opportunities at pin code level

Growth in book (₹ crore)



	Q4 FY22	Q3 FY23	Q4 FY23
No. of Customers[2]	44,518	51,977	54,536
ATS[1] (₹ Lacs)	27	25	25

1. Average Ticket Size 2. Unique customers

Note: Loan book as per IndAs

…with focus on quality of origination…

Credit bureau score mix			
Particulars	Q4 FY22	Q3 FY23	Q4 FY23
> 700	77%	83%	88%
New to credit	13%	11%	8%
651 – 700	9%	5%	4%
< 650	1%	1%	0%

Continued focus on quality of origination with 96%+ disbursement at CIBIL >700 & NTC

- Rigorous monitoring of key portfolio health parameters across locations
- Identifying well-performing portfolio and increasing its contribution
- Risk based pricing of loans
- In house collections, FCU[1] and analytics teams

[1]Fraud Control Unit

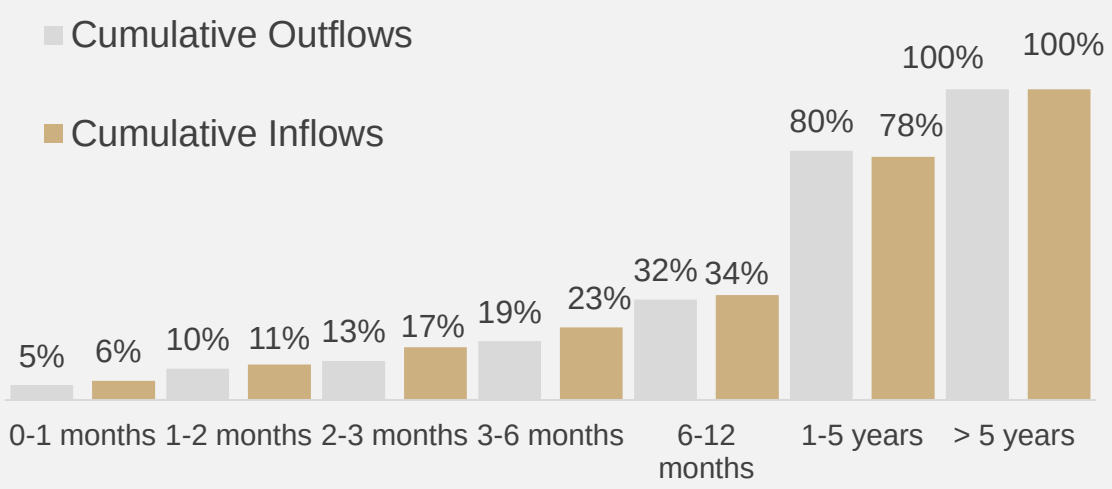
…resulted in improving portfolio quality

Particulars	Mar 31, 2022		Dec 31, 2022		Mar 31, 2023	
	%	₹ crore	%	₹ crore	%	₹ crore
Stage 1	**91.25%**	**11,067**	**92.30%**	**11,993**	**95.01%**	**13,120**
Stage 2	5.26%	638	4.04%	525	1.76%	243
Stage 3	3.49%	423	3.66%	476	3.23%	446
Stage 2 and 3	**8.75%**	**1,061**	**7.70%**	**1,000**	**4.99%**	**688**
Total	**100.0%**	**12,128**	**100.0%**	**12,993**	**100.0%**	**13,808**
Stage 3 PCR	**31.1%**		**32.5%**		**33.1%**	

- Due diligence initiatives started yielding results
- Stage 2+3 loans brought down by 377 bps y-o-y from 8.75% in Mar'22 to 4.99% in Mar'23
- Healthy stage 3 PCR at 33.10%

Strong balance sheet with well-matched ALM

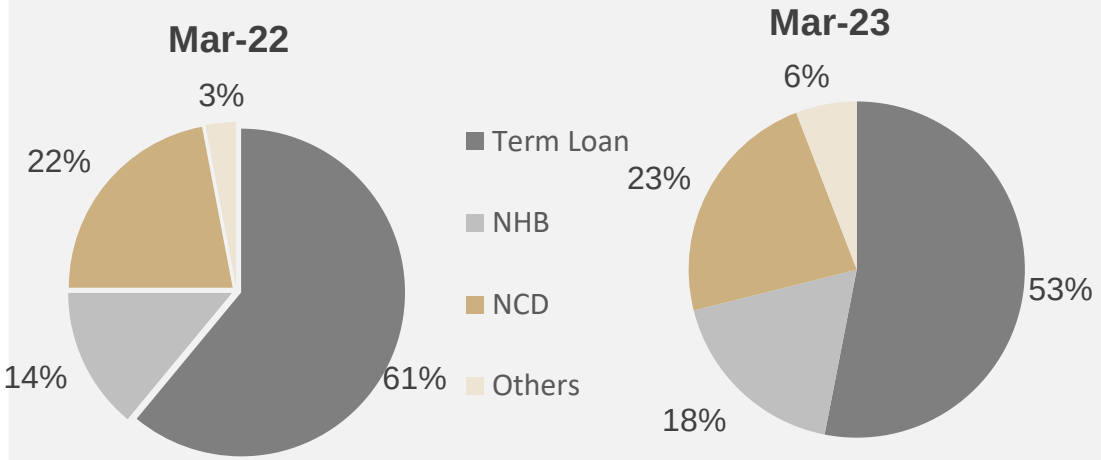
ALM optimised for liquidity and costs (on Mar 31, 2023)



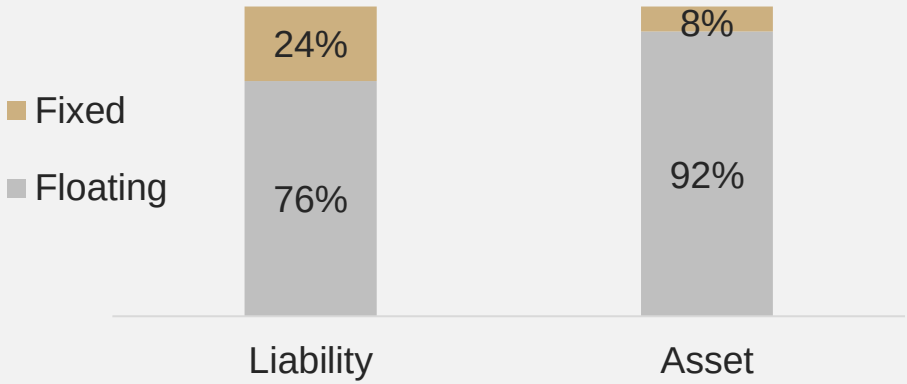
Cumulative Surplus / (Gap)						
29%	13%	35%	23%	5%	-2%	0%

- NHB borrowing mix increased to 18% in Mar'23
- Long-term credit rating of AAA (ICRA, India ratings)

Borrowing Mix



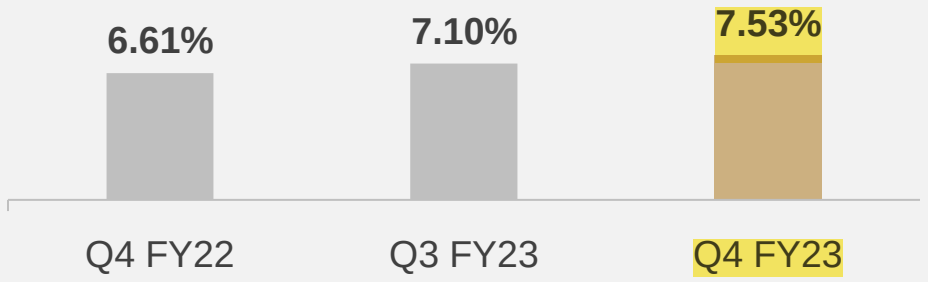
Asset Liability Mix



Robust financial performance

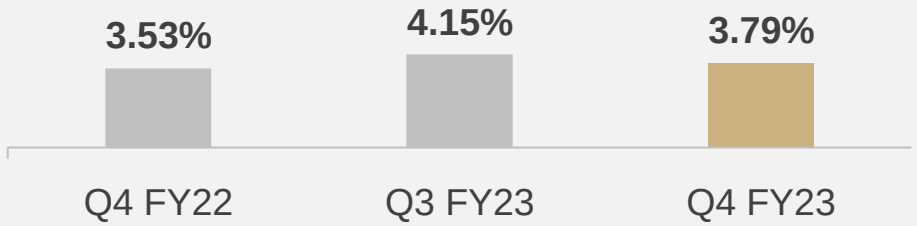
Cost of borrowing

Despite increase in Cost of borrowings …



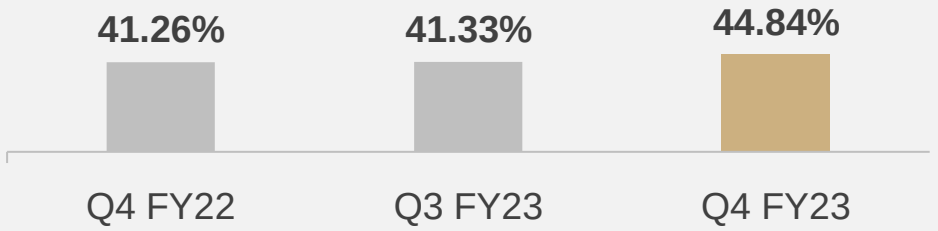
Spread

…maintained healthy spread



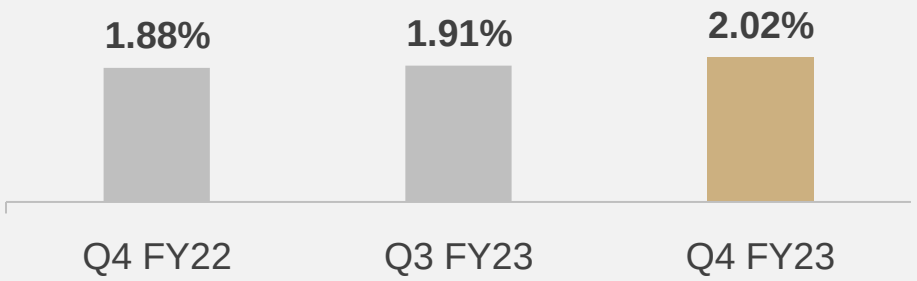
Cost-to-income ratio

Inc. in CIR due to accelerated investments in technology and franchise



Return on Assets (% AAUM)

Healthy RoA maintained



Our Approach

Growth

- Accelerate growth in prime & affordable segments with average ticket size of ₹ 25 – 30 lacs
- Growth to be augmented by ABG ecosystem

Service excellence

- To be the most preferred choice of our customer
- Digital capabilities for seamless customer onboarding and servicing
- Building a culture of spotting opportunities with customers at center

Digital reinvention

- Develop assisted/ DIY customer journeys with Effective lead management
- Seamless distributor onboarding
- Significant reduction in TAT, increased face time with customers

Distribution network

- 128 branches as of March 31, 2023, with 68% branches in tier 3/4 cities
- Sourcing driven by micro market penetration strategy
- Deeper engagement with ABG ecosystem

Deliver sustainable growth and RoA in medium term

End to end digital reinvention of loan life cycle

ABHFL LOAN UNIVERSE

Assisted / DIY customer Journeys

Microservice Based Architecture

95+ APIs

Cloud based Infrastructure

Lead Management
Integrated Salesforce CRM module for building top of the funnel and activity management viz. Distributor and APF Engagements

Dashboard
Lead to Loan Dashboards viz. Sales Pipeline, Applications, Credit Inventory, Operations Que, Realtime TAT visibility

Distributor Onboarding
Seamless onboarding of prospect distributors enabling scale in geographic expansion

Integrated Verifications
Personal Discussions (PD), Field Investigations, FCU, Technical Evaluation, Legal Evaluation, Technical Search Report

APF Module
Onboarding and maintaining builder profiles in single application leading to ease of access

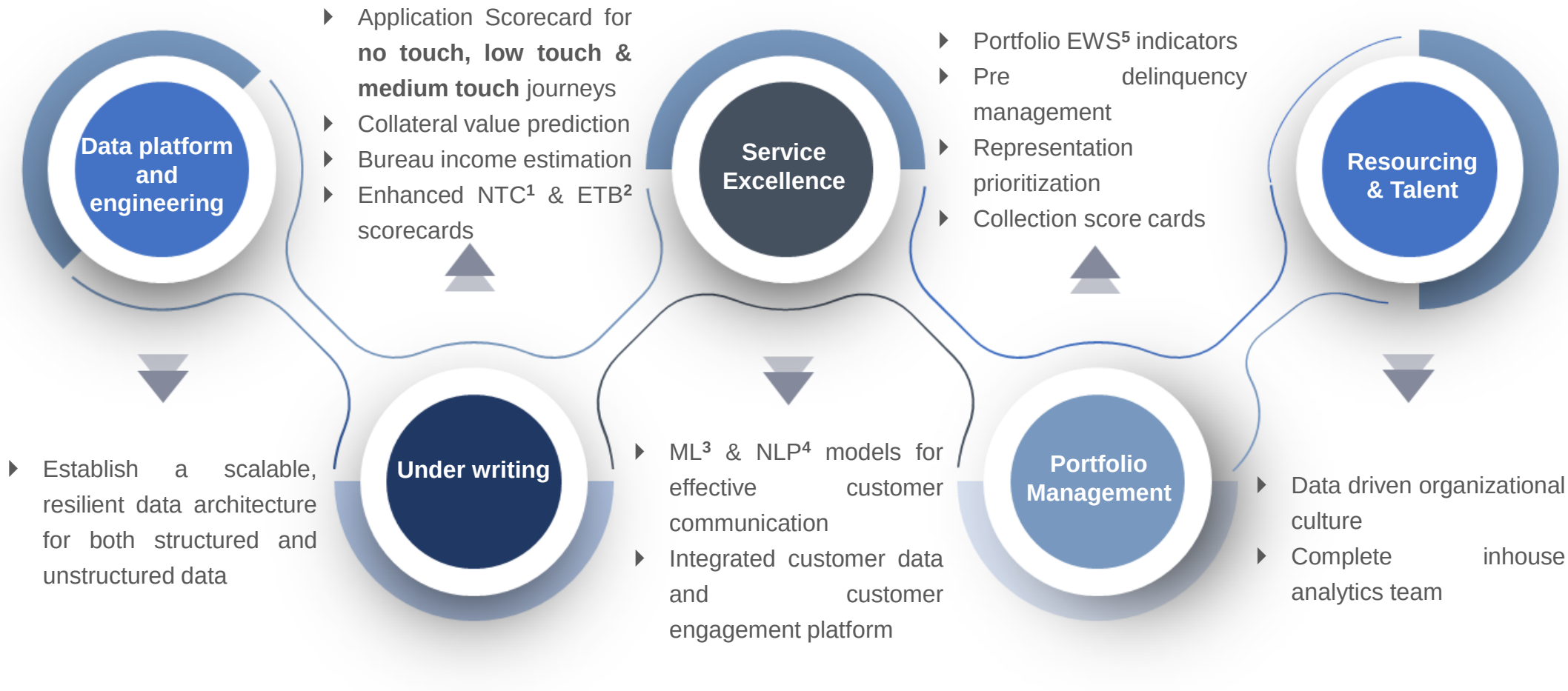
Seamless Query Module
It's like business messenger. Underwriting users can seamlessly interact with sourcing users for faster query resolutions

Application Tracking
Realtime loan application progress visibility to each stakeholders including customer

IT Support Desk
You can log any IT related ticket using Finverse app

One Customer **One Experience** **One Team**

Leveraging analytics throughout loan lifecycle



[1]New to credit, [2] Existing to business, [3] Machine Learning, [4] Natural Language Processing, [5]Early Warning System

P&L and key ratios– Aditya Birla Housing Finance Limited

(₹ crore)	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Net Interest Income (Incl. fee income)	**139**	**177**	**169**	**521**	**659**
Operating expenses	58	73	76	193	278
Operating profit	**82**	**104**	**93**	**328**	**381**
Credit provisioning	12	26	11	75	72
Profit before tax	**70**	**78**	**83**	**253**	**309**
Tax	16	18	18	56	68
Profit after tax	**54**	**61**	**65**	**197**	**241**
Net Worth	**1,721**	**1,902**	**1,967**	**1,721**	**1,967**
Debt-to-equity	**6.03**	**5.84**	**6.07**	**6.03**	**6.07**
Total CRAR	**23.9%**	**23.7%**	**21.6%**	**23.9%**	**21.6%**

Key ratios (in percent)	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Effective Interest rate (EIR)	10.20	11.30	11.33	10.24	10.91
Net Interest cost / Avg. Loan book	5.60	5.95	6.30	5.92	5.84
Net Interest Margin (Incl. Fee Income)	**4.60**	**5.35**	**5.03**	**4.32**	**5.08**
Opex / Avg. Loan book	2.01	2.31	2.36	1.69	2.24
Cost-to-income Ratio	41.26	41.33	44.84	37.11	42.21
Credit Provisioning/ Avg. Loan book	0.42	0.81	0.33	0.65	0.58
RoA	**1.88**	**1.91**	**2.02**	**1.72**	**1.94**
RoE	**12.96**	**12.91**	**13.75**	**12.26**	**13.16**

1. NIM including fee (net of DSA Expenses and Processing Cost)

Aditya Birla Sun Life AMC Ltd.

Performance highlights for Q4 FY23

Mutual fund QAAUM	Equity QAAUM	Individual MAAUM	Revenue	PAT
₹ 2,75,204 crore	₹ 1,15,827 crore	₹ 1,40,303 crore	₹ 329 crore[2]	₹ 136 crore
Market share[1] 7.7%	Market share 5.6% Mix 42.1%	↑ 2% Y-o-Y	↓ 5% Y-o-Y	↓ 14% Y-o-Y

▲ 3x y-o-y[3]
Passive AUM
(₹ 28,223 crore as of Mar 31, 2023)

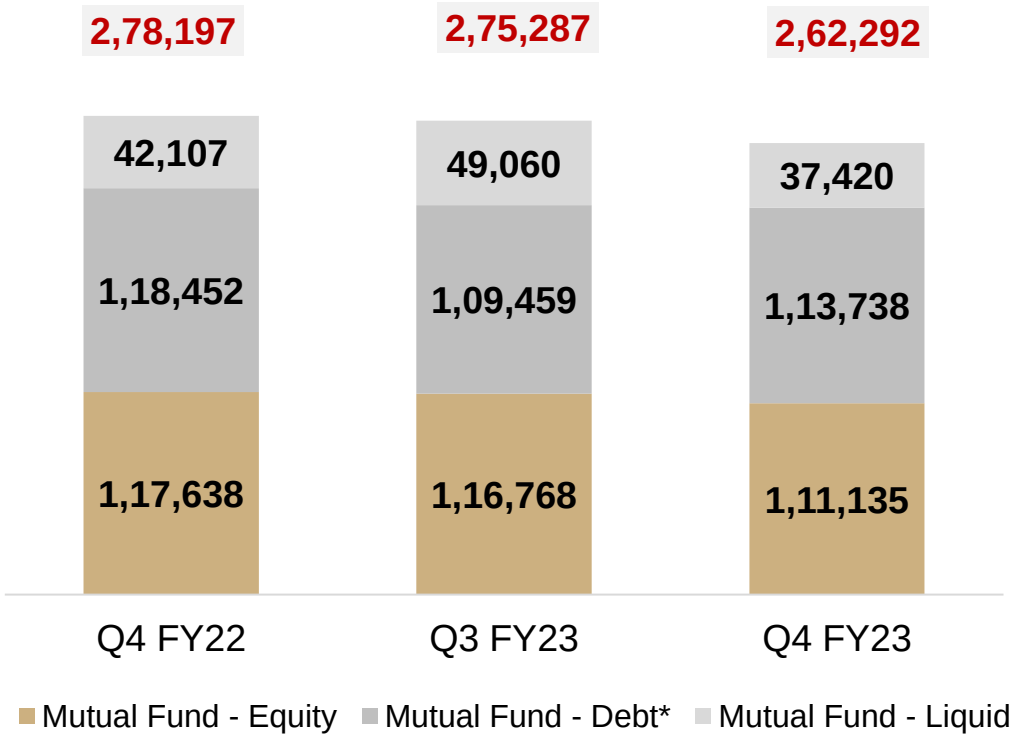
0.7 million folios added in FY23
8.05 million folios
as of Mar 31, 2023

▲ 12% Y-o-Y
Monthly SIP book[4]

1.Excluding ETF share, 2.Includes Revenue from Operations and Other Income, 3.Mar-23 over Mar-22, 4. Includes Straight through processing

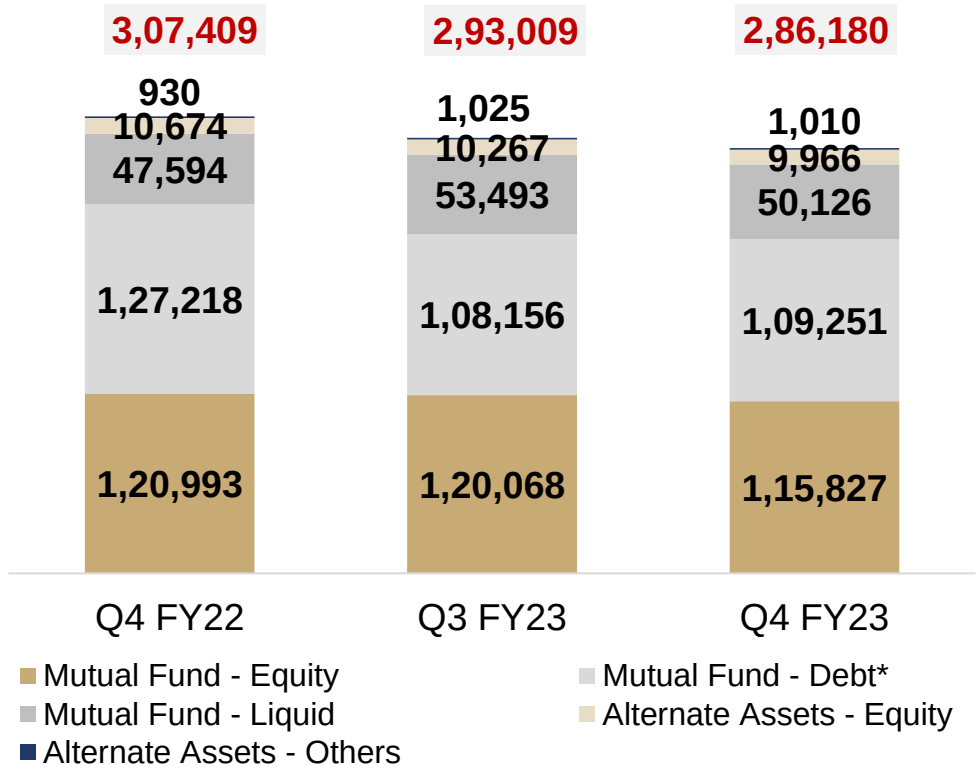
Assets under management

Mutual fund closing assets under management[1]



Equity MF mix of 42.4%

Total average assets under management[1]



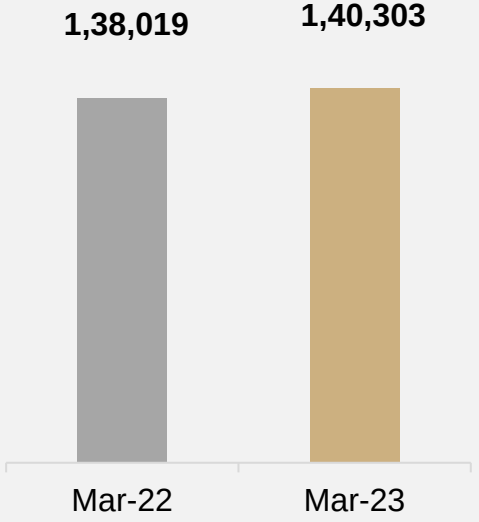
Equity MF mix of 42.1%

*1.All figures in ₹Crores *Mutual Fund Debt includes ETF*

Growth in retail franchise and SIP book

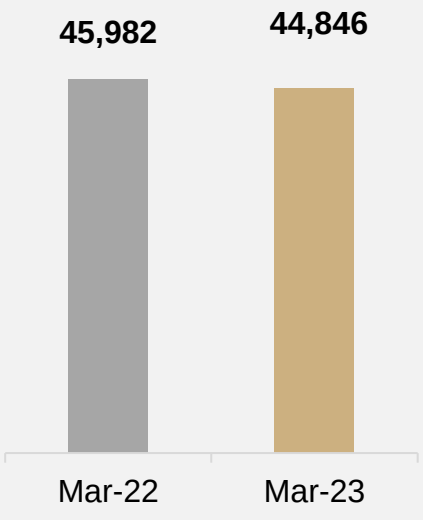
Individual MAAUM

▲ 2% y-o-y



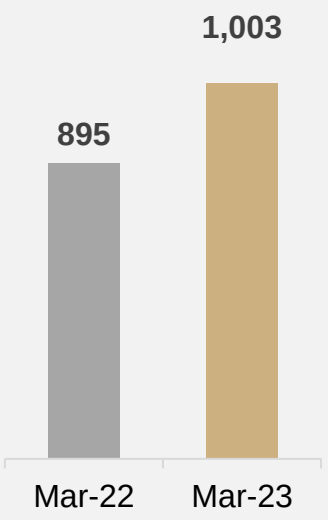
B-30 MAAUM

▼ 2% y-o-y

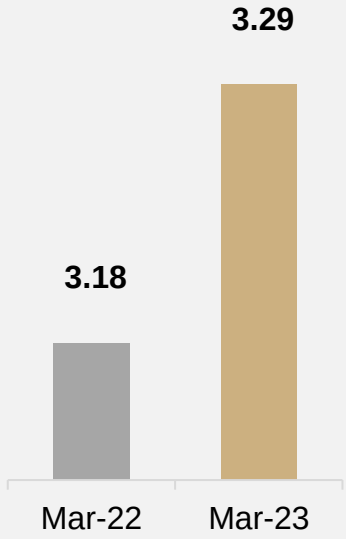


Building sustainable SIP Book

SIP Book in ₹ Crore(1)

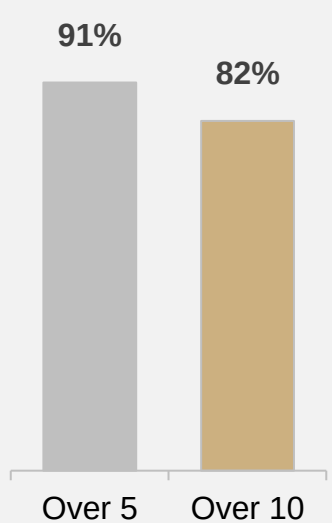


#of Live Outstanding SIPs[1] (Mn)



Long Tenure SIP Book (2)

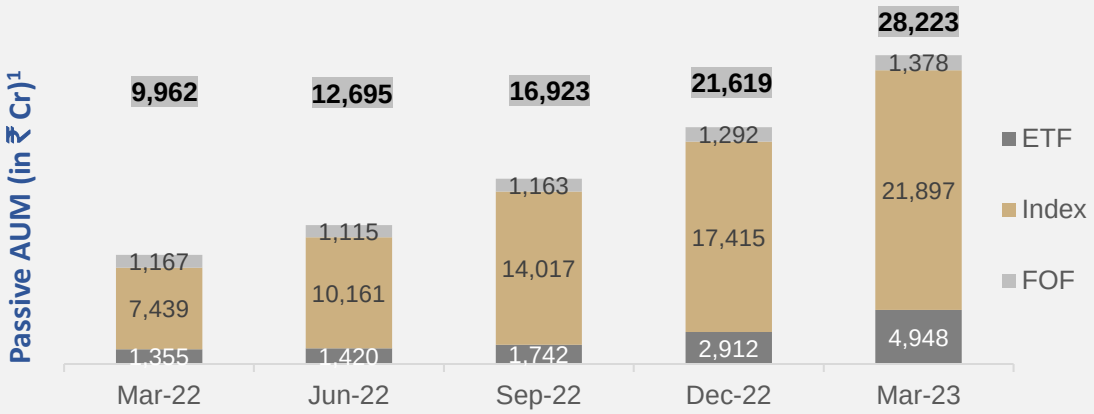
% Count of Total SIPs



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

Growth in passives and alternative investments

Passives



~4,96,000
Investor Folios Serviced

3x
Growth in Passives[2]

7
Product Pipeline

PMS / AIF

AUM[3] ₹1,742 crore

Raised Commitment[4] of **~ ₹ 734 Cr+** for India Equity Services Fund (CAT III AIF) leveraging multi-channel distribution footprint

SEBI clearance received for three Funds under AIF-

- ABSL India Special Opportunities Fund- Cat III
- ABSL India Equity Innovation Fund- Cat III
- ABSL Structured Opportunities Fund- Cat II

Offshore

AUM[3] ₹ 8,658 crore

- 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

Real Estate

AUM[3] ₹ 576 crore

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)

[1] Closing AUM for ETFs/FoFs/Index Funds [2] Since Mar-2022 [3] Avg AUM for Q4 FY23 4. As of March 31, 2023

Growth in multi-channel distribution network

Empaneled 9,000 + new MFDs in FY23

290+ Locations
Over 80% are in B30 cities

72,000+ MFDs

80+ Banks

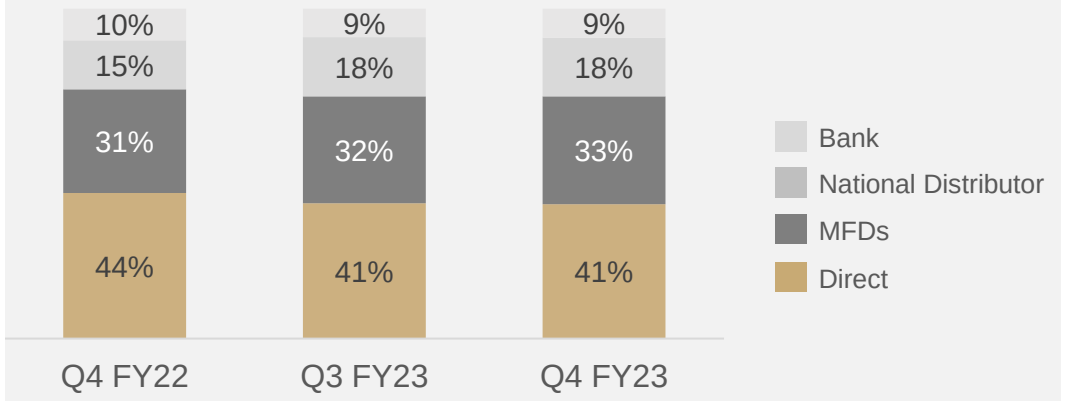
85+ Emerging Market Locations

270+ National Distributors

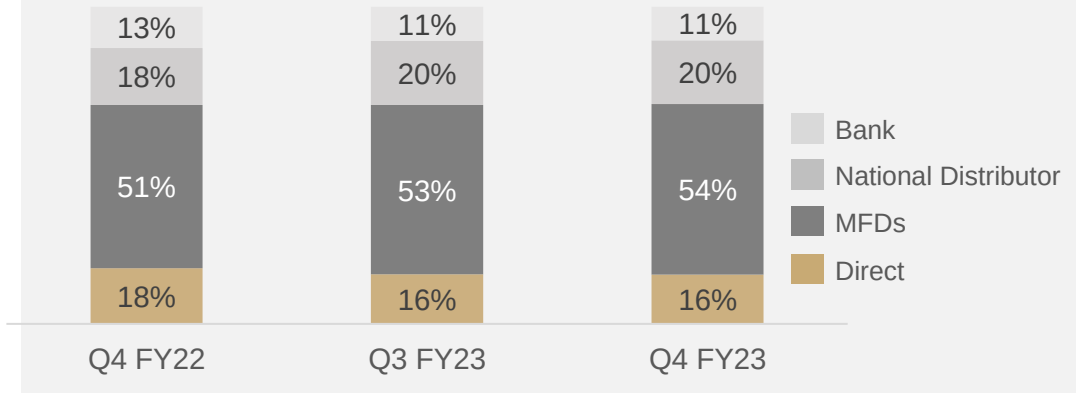
75+ Digital Partners

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

Overall Asset Sourcing Mix[1]



Broad based sourcing of Equity Assets



(1) *Excluding ETF*

Our Digital Assets & Partnership

Customer Onboarding	Customer Servicing	Distributor Onboarding	Digital Transactions
75%	87%	92%	84%

Enhancing Digital Capabilities

Customer Journey
- Instant Redemption in Overnight Fund
- Launched Digital NRI KYC for investing in mutual funds
- 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

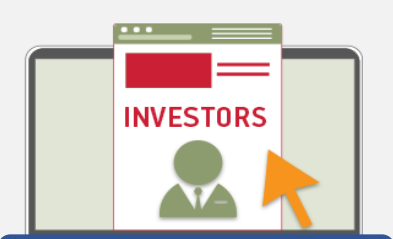
Data & Analytics
- Adopting Predictive and Prescriptive Analysis to gauge customer product inclinations

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

INVESTOR ASSETS



Mutualfund.adityabirlacapital.com

Investor Mobile App

Active Account App

PARTNER ASSETS

Investor Mobile App

API services for IFAs

absImfpartner.adityabirlacapital.com

Data for FY23

Key financials– Aditya Birla Sun Life AMC

(₹ crore)	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Revenue	**347**	**363**	**329**	**1,409**	**1,354**
Costs	138	140	148	514	560
Profit before tax	**209**	**223**	**181**	**895**	**794**
Tax	51	56	45	222	197
Profit after tax	**159**	**166**	**136**	**673**	**596**
Mutual fund AAUM	**2,95,805**	**2,81,717**	**2,75,204**	**2,92,578**	**2,80,257**
Mutual fund equity AAUM	1,20,993	1,20,068	1,15,827	1,15,446	1,17,947
Alternate assets equity AAUM	10,674	10,267	9,966	10,537	10,106
Total equity AAUM	**1,31,667**	**1,30,335**	**1,25,793**	**1,25,983**	**1,28,054**

Aditya Birla Sun Life Insurance Ltd.

FY23 | Performance Highlights

Individual FYP[1]	Group FYP	Total Premium	AUM	Net VNB[2]
₹ 3,023 cr	₹ 4,189 cr	₹ 15,070 cr	₹ 70,051 cr	23%
↑ 37% Y-o-Y	↑ 30% Y-o-Y	↑ 24% Y-o-Y 2 Yr CAGR - 24%	↑ 15% Y-o-Y Superior returns	↑ 801 bps Y-o-Y

FY23 Individual FYP growth 2x of Industry and 3rd fastest growing life insurer in FY23

Renewal Premium ↑ 14% with 77% Digital Collection

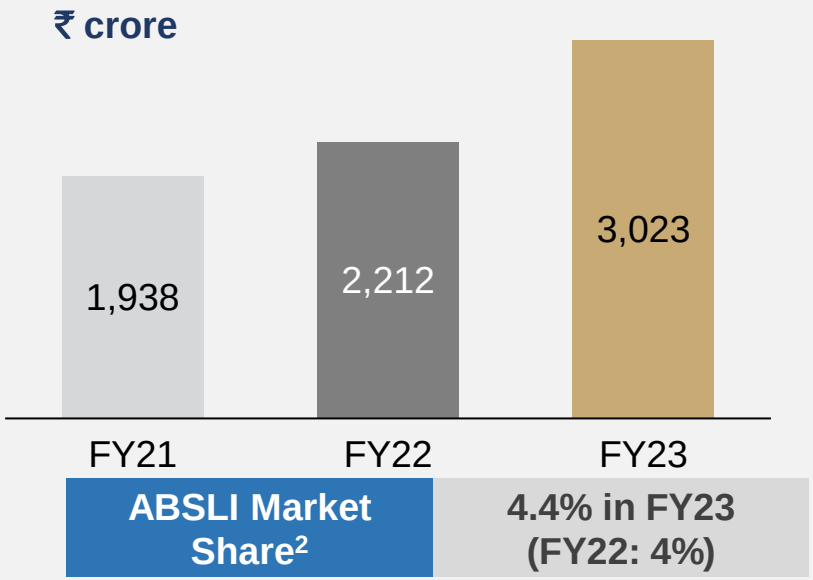
Absolute Net VNB Doubled in FY23

1.Single premium @ 10% 2.Individual + Group Risk

Continue to outperform industry growth

Individual FYP[1]

FY23 Growth	ABSLI	Private Players	Industry
	37% Y-o-Y	24 % Y-o-Y	19% Y-o-Y

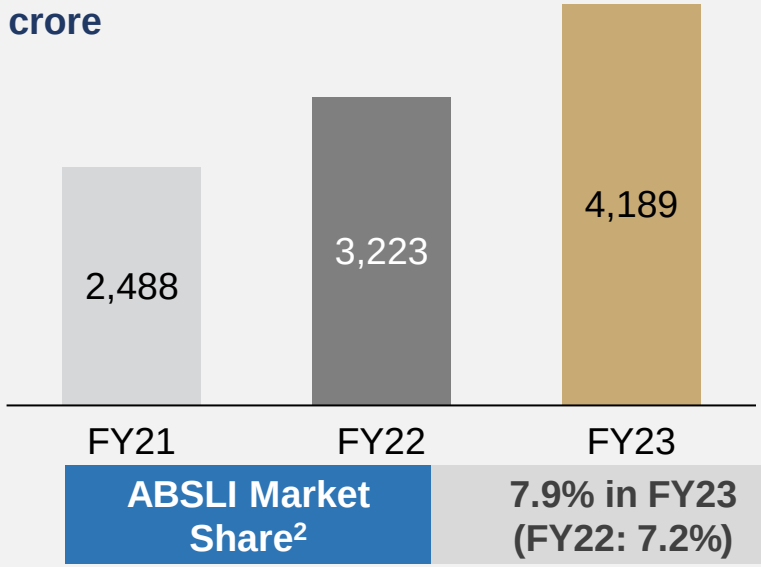


ABSLI Market Share[2]	4.4% in FY23 (FY22: 4%)

New business sold in FY'23 policies grew by 8% over FY22

Group New Business Premium

FY23 Growth	ABSLI	Private Players	Industry
	30% Y-o-Y	17% Y-o-Y	20% Y-o-Y



ABSLI Market Share[2]	7.9% in FY23 (FY22: 7.2%)

Improvement in Market Share supported by Strong growth in New business

1. Individual FYP adjusted for 10% of single premium
2. Market Share among private players

Source IRDAI

Diversified and scaled up distribution mix…

3,500+
Cities

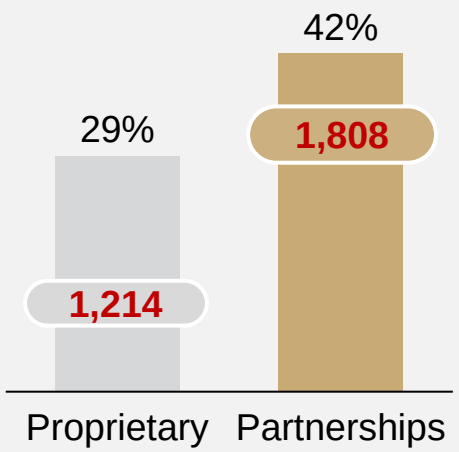
340+
Own Branches

64,000+
Agents

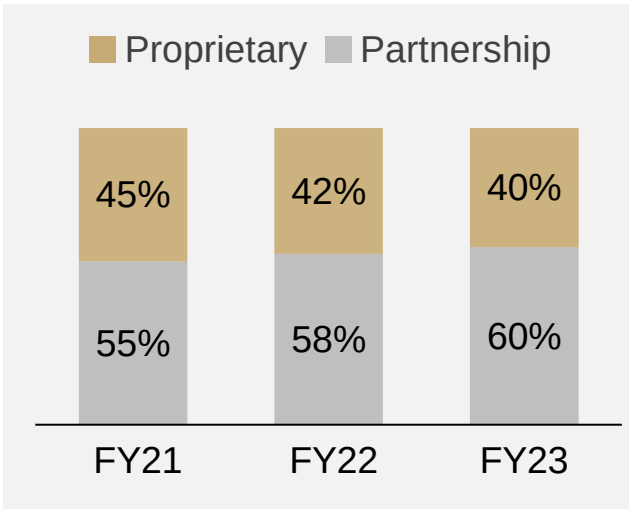
8
Banca Tie-ups

15,500+
Bank Branches

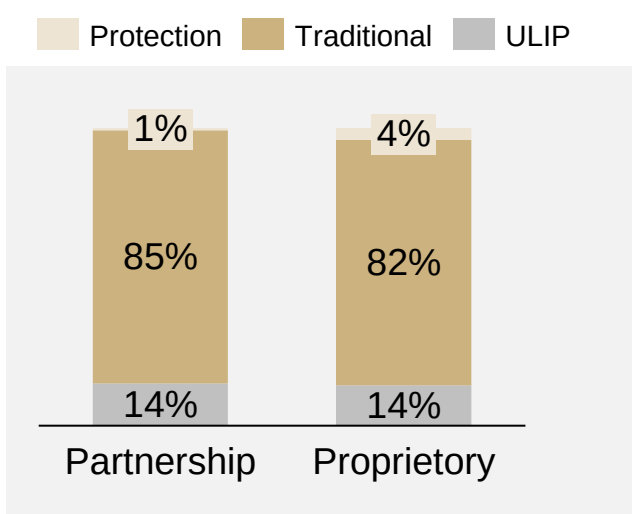
Strong growth across channels
(FY23 FYP ₹ In Cr)



Channel Mix



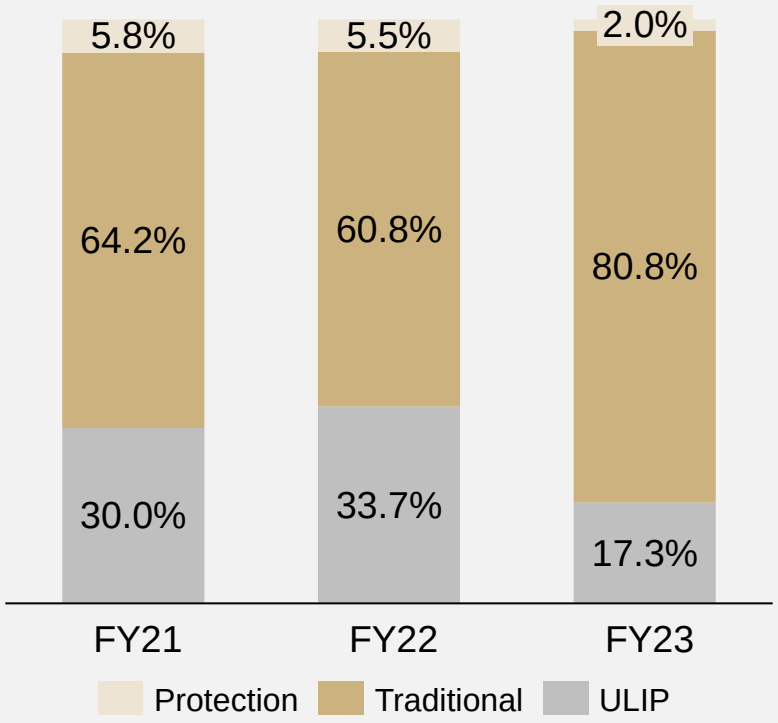
Product Mix by Channel
(FY23)



…enabling pan-India presence

Value accretive products and active risk strategy…

Product Mix



New Products and Risk Mitigation

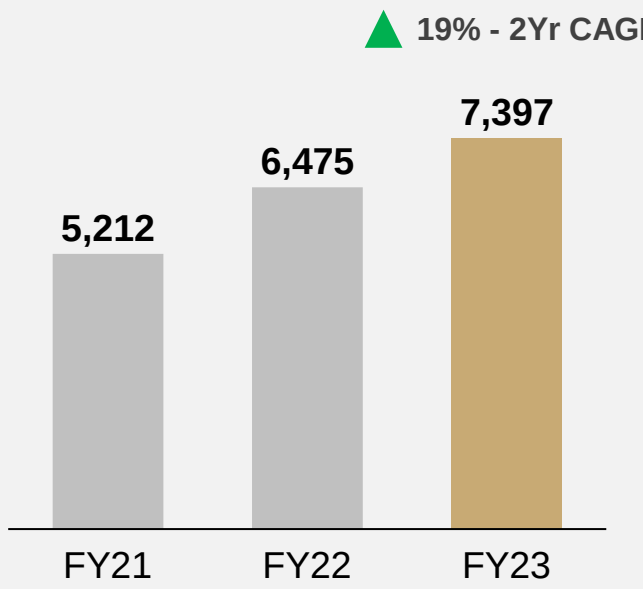
Product Mix	• Overall healthy Product Mix • 25% Upsell contribution of Individual FYP in FY23 • Relatively younger customer profile with opportunities for up-sell more solutions over various life-stages
New products	• New products launched in last 12 months **contributed to 27%** of Individual FYP for FY'23. • Akshaya Plan launched on 20th Sep 2022 in Par segment **and** Nischit Aayush Product launched on 17th Nov'22 in Non-Par segment
Active risk mitigation strategy	• Subject to interest rate scenario, maturity and survival benefits are appropriately hedged through forward rate agreements. Guarantees are actively monitored.

…leading to increasing proportion of traditional products

Consistent Quality Improvements

Total Renewal Premium (₹ crore)

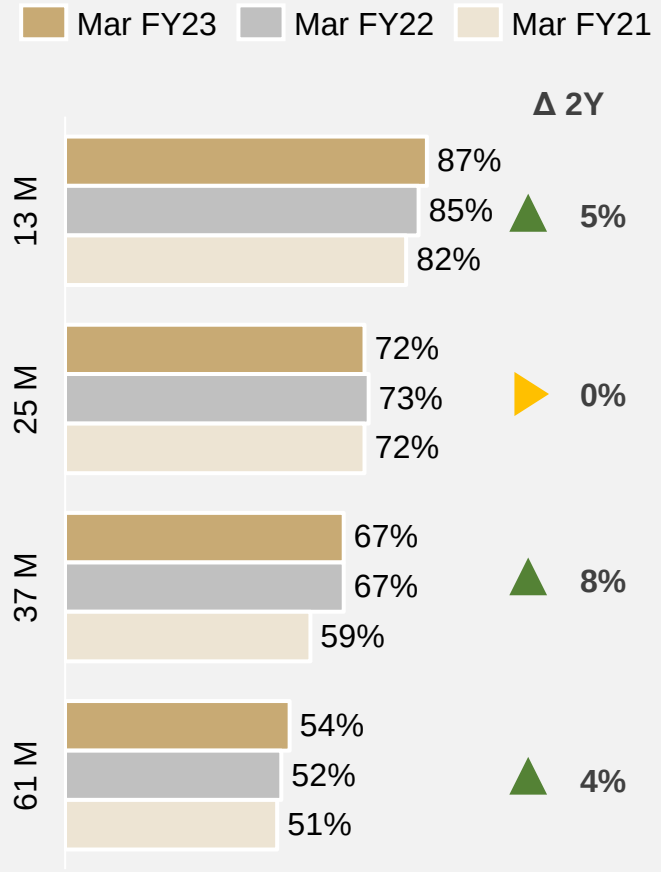
Renewal Growth	Digital Renewal
↑ 14% Y-o-Y	77%



Total Premium of ₹ 15,070 Cr
(↑ 24% y-o-y),
24% CAGR over 2 years

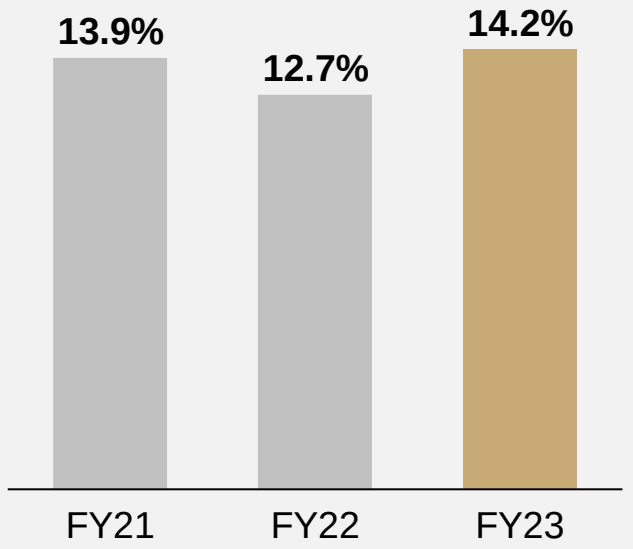
Persistency[1]

Improving Persistency across all cohorts



Opex to premium ratio

Controlled Operating expenses

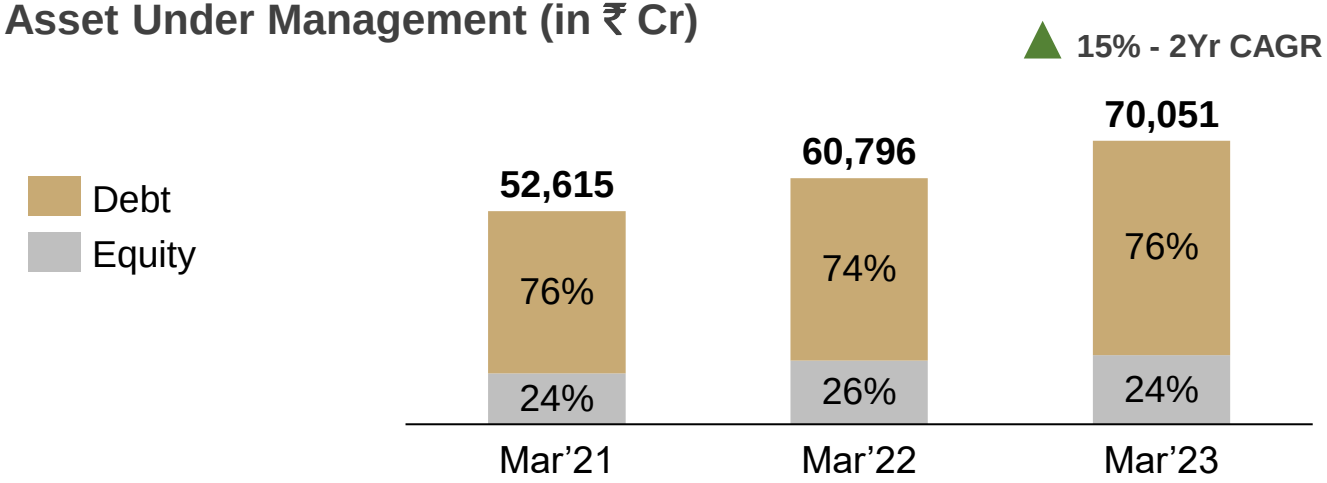


Higher Opex to Premium ratio in FY23 due to Investments in Capacity

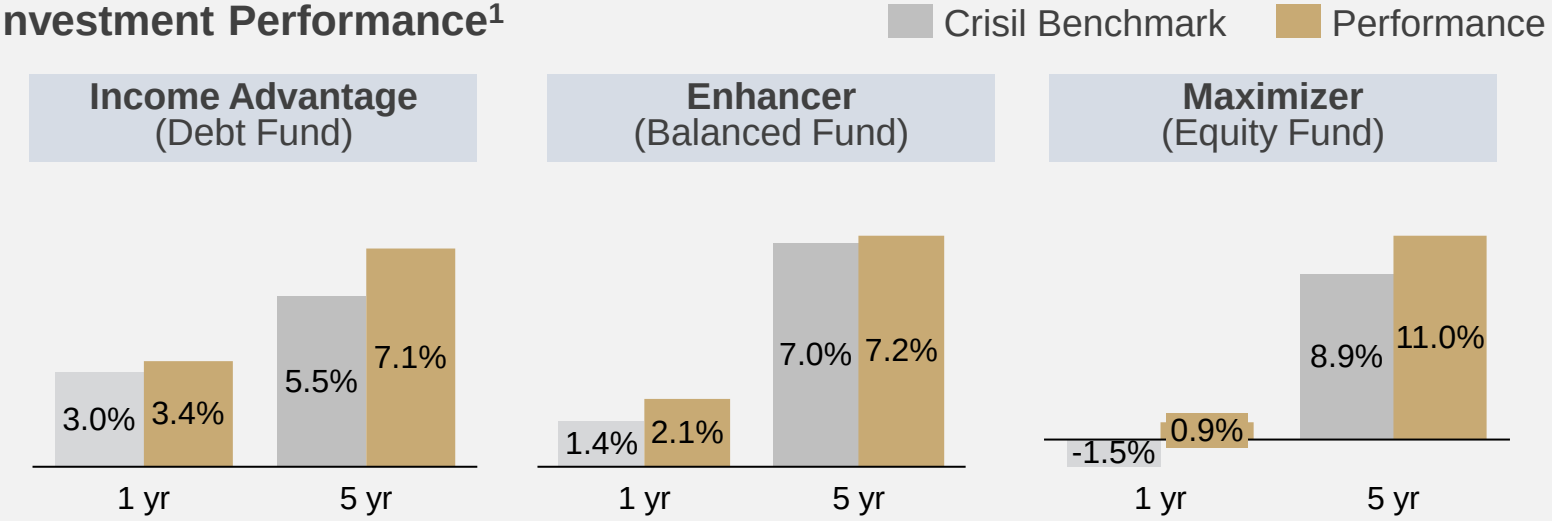
[1] 12month rolling block as per revised IRDAI Circular

Strong investment process

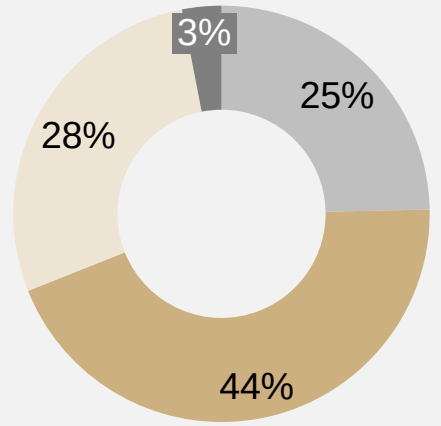
Asset Under Management (in ₹ Cr)



Investment Performance[1]



Composition of AUM



- Equity & others
- Debentures & Bonds
- Govt securities
- Money Market Instruments

- Growth of 15% in AUM vis-à-vis Mar FY'22
- As on 31st March, 94%+ Portfolio are invested in AAA rated debt & sovereign instruments

[1] Top Funds in respective category

Leveraging digital…

Customer Onboarding	99%

Customer Experience

- **99% New business** sourced digitally
- **58% Customer Verified Digitally** (Insta – verify)
- **53% of total application were Auto under written**

Digital Renewal	77%

Customer Retention

- Digital collection at **77%, growth of 4% y-o-y**
- **90% Auto pay adoption** at onboarding stage
- **ZARA (Bot) collected ~ ₹ 662 crore in FY23**

Customer Self Servicing	87%

Customer Centricity

- WhatsApp & Chatbot has contributed 28% in FY23
- **83% services available digitally** and Customer portal contributes to **59.9%of service requests in FY23**
- **88.3% Digital Adoption** share for Q4 FY23

Pre-Approved New Business	25%

Pre-Purchase

- **PASA[1] contributed 25%** of FY23 new business
- **8.8 mn (82% increase over FY'22) Presentations Created** & 6.5 L Marketing Content Shared
- **Monthly Average Users: 25,500 (increase of 16% over FY'22)** & Daily Average Users: 57,000 (increase of 37% over FY'22)

…for scalability, enhancing customer service and driving upsell

1. Pre-approved sum assured

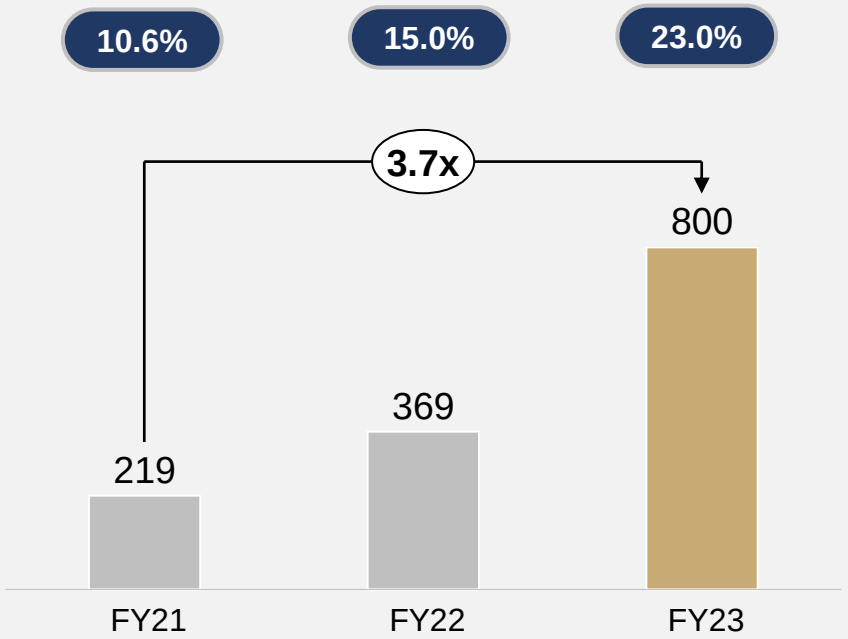
Strong growth in value of new business

VNB[1]

₹ crore

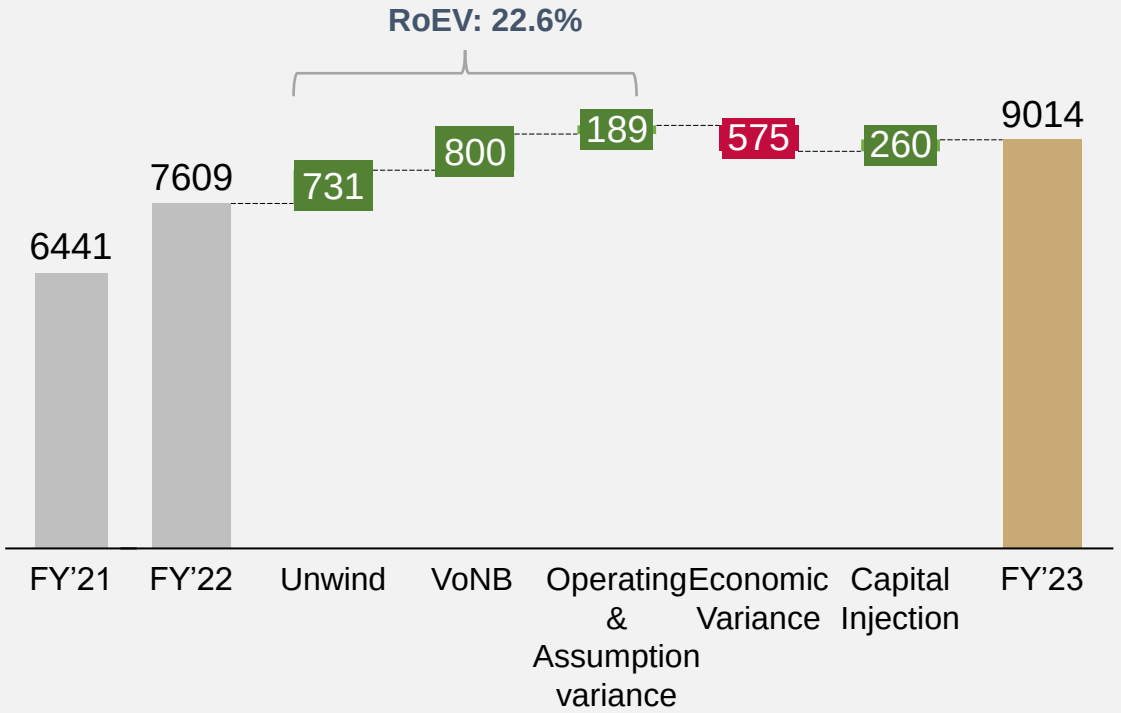
▲ ~801 bps y-o-y

▲ 2.17x y-o-y



Indian Embedded Value[2]

₹ crore



1. Individual + Group Risk 2. The methodology, assumptions and the results of base EV and VNB have been reviewed by Willis Towers Watson Actuarial Advisory LLP.

Our Approach

Growth

- Grow traditional products including protection in retail segment
- Focus on growing credit life in group segment
- Continue to make investments in direct channels
- Invest in PSU relationships to grow the mindshare

Risk management and quality

- Mitigate interest rate risk by Active forward rate agreement management for hedging expected maturity and survival benefits
- Improve persistency across cohorts
- Strengthening underwriting by using artificial intelligence and machine learning

Distribution

- Focus on increasing the share of proprietary business
- Increase agency capacity to drive growth
- Penetrate more Bank partner branches to increase spread of business

Data Analytics

- Analytics based engine to identify high propensity customers and improve upsell opportunities through pre-approved sum assured
- Leverage cross-sell in ABC via analytics

Deliver sustainable growth in embedded value and VNB in medium term

P&L and key ratios– Aditya Birla Sun Life Insurance Limited

(₹ crore)	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Individual first year premium	**826**	**892**	**1,336**	**2,442**	**3,484**
Group first year premium	1,032	930	1,093	3,223	4,189
Renewal premium	2,217	1,918	2,527	6,475	7,397
Total gross premium	**4,074**	**3,740**	**4,956**	**12,140**	**15,070**
Operating expenses (Excl. commission)	474	526	695	1,548	2,142
Profit before tax[1]	**53**	**45**	**63**	**175**	**196**
Profit after tax[1]	**40**	**28**	**43**	**117**	**129**

Key ratios (in percent)	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Opex to premium (excluding commission)	11.6	14.1	14.0	12.7	14.2
Opex to premium (including commission)	16.3	19.4	20.5	17.4	19.5
Solvency ratio	188%	185%	173%	188%	173%

1Consolidated nos. including Aditya Birla Sun Life Pension Management Company Limited

Aditya Birla Health Insurance Ltd.

Performance highlights for FY23

GWP[1]	Market Share[2]	PBT	Total Lives Covered	Combined Ratio
₹ 2,717 crore	10.4%	₹ (220) crore	2.1 crore	110%
↑ 57% Y-o-Y	↑ 208 bps Y-o-Y	Loss reduced by ₹ 91 Cr Y-o-Y	↑ 11% Y-o-Y	Improved by 17% Y-o-Y

Fastest growing in the Industry standalone health insurer

9.99% stake sale to ADIA at 3.9x valuation for ₹ 664 Crs.

- **Industry first millennial product ActivFit launched**

Successful Brand campaign through our customers experiencing Differentiated Health Model Proposition

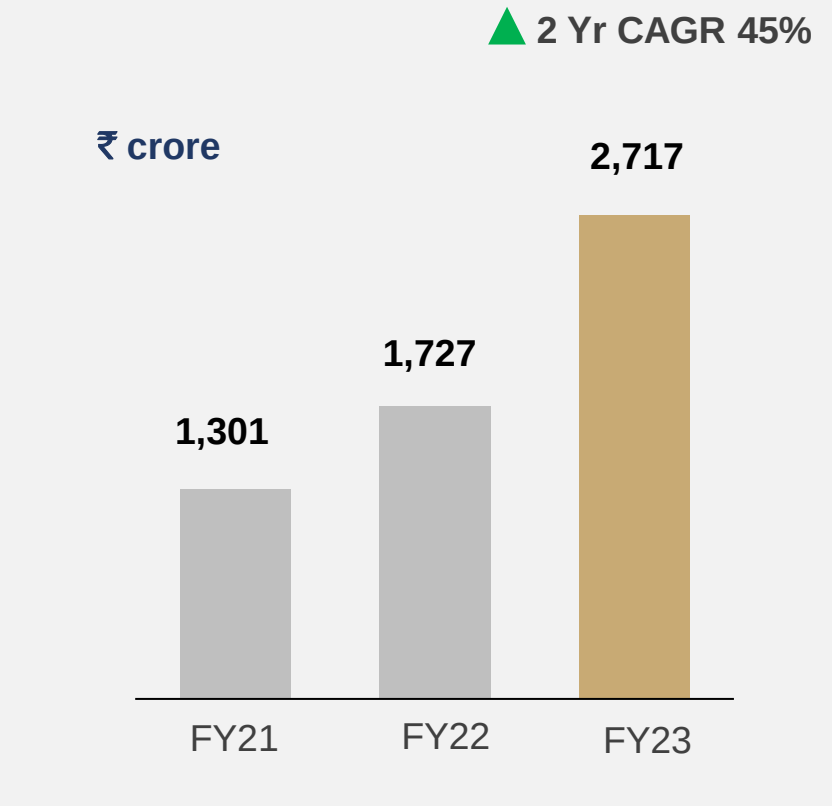
1.Gross premium of Health Insurance 2. Market share amongst Standalone Health Insurers

Industry trend FY23

Growth% Y-o-Y		
ABHI	SAHI	Industry
+57%	+26%	+21%

Market Share		
	FY22	FY23
SAHI Market Share	8.3%	10.4%
Industry Market Share	2.1%	2.8%

ABHI Gross written premium (₹ Cr)



Source: GI Council segment report 12M FY23

Customer at the Heart of our Health First Approach

Traditional Industry Approach

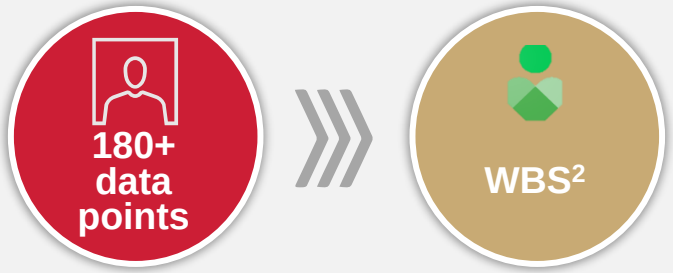
- Sickness Funding
- Language of Fear
- Insurance First
- High Friction Claim Process
- Only Hospital Network

ABHI Approach to Insurance

- Health Assurance
- Language of Good Health
- Health first
- Care Manager Led model
- Integrated Health & Wellness system

Differentiated business model…

Know Your Health



33%[1]
of customers administered Health Assessment (HA)

Improve Your Health

Access to Holistic Integrated health & Wellness Ecosystem - 60+partners

High Risk Customers on personalised coaching	**10.8 bn+** Monthly steps clocked on APP

Get Rewarded

Upto 100% HealthReturns™

15% Eligible Customer earning **Activ Dayz**	**4.3 lac+** Regular monthly engagements

WBS for 12.8 Lac+ Active customers

18% Higher Persistency for engaged customer

4% Lower Claims ratio for engaged customers

…leading to higher persistency and lower claims for engaged customers

1. Based on eligible customers for FY23 2. WBS-Well Being Score

Unique Product Proposition…

Product Innovation & Market expansion

Incentivize Wellness
Upto 100% of Health Returns (Return of Premium)

Chronic care
ABCD with conditions

Critical Illness
Cardiac | Cancer

Segment Specific
Young & Healthy | Senior citizen

Byte & Contextual
Ride | Travel | Telco | Gym

Innovative suite
1cr Super top up | Retail & Corporate OPD

Product Portfolio highlights

- Incentivize Wellness products contributing to 50%+ of retail business
- Byte & Contextual products contributing 8% in retail business
- Average customer age of newly launched Activ Fit at 25 years
- Industry 1st Digital face scan innovation well accepted

…across diverse customer segments & channels

Scaled-up, diversified and digitally enabled distribution

4800+ Cities

200+ Branches

85,000+ Agents

10,500+ Hospital Partners

4,000+ Sales Force

17 Bank Partners

15 Private Bank

2 PSU Bank

Proprietary

Growth at 36 %

Expansion focus leveraging co-located branches at One ABC locations

Banca

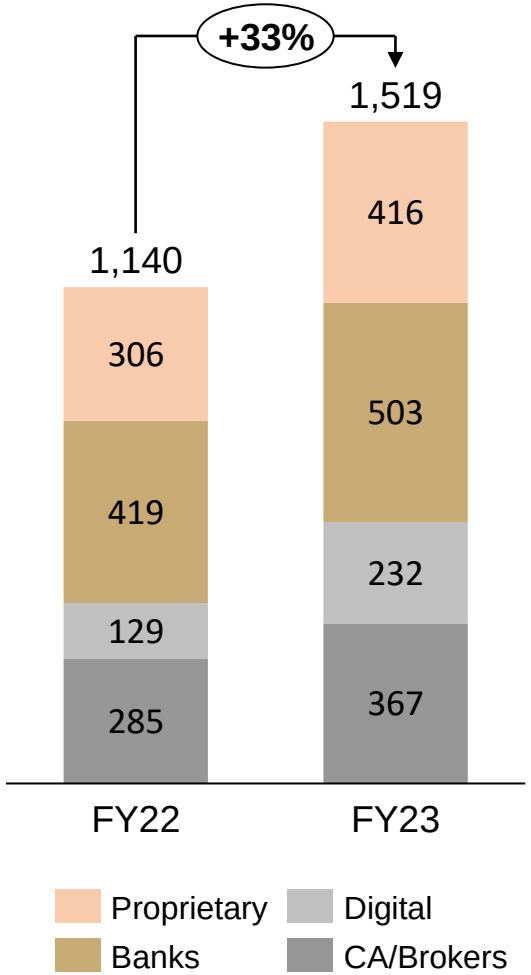
Growth at 20 %

First entry in PSU Banks

Digital

Growth at 81 %

Travel / Ride / Stay / Telco / Loan Insurance



Retail GWP (₹ Crores)

1. Proprietary includes Agency, Feet on Street & Telesales 2. Retail GWP as per sourcing

Brand campaign with Customer as Ambassadors

360° Brand Campaign - #KyaPeecheChhodaHai

67+ Mn
Digital Reach

43+ Mn
TV Reach

51+ Mn
Digital Views

100+
Customer Testimonials

1.4 Mn
Clicks

Leveraging digital…

Customer First

Digital Suit

- App - Digital health eco system
- Chatbot & WhatsApp Servicing
- Onboarding & Retention

End to End Journey

- Omni Channel Experience
- Buy & Renewal Journey
- Digital Claims Journey

Hyper Personalization

Distributor Integration

Distributor Ecosystem

- Lead Management System
- Distributor Self-service
- Integrated sales journeys

End-to-end integrations

- Cloud Architecture
- Consumer profiling & segmentation
- Curated sales insights/reports

Business Intelligence

94% Customers onboarded digitally across businesses

7.2 Mn Digital customer interactions

93% Services available digitally

76% Digital Self service

87% Auto Underwriting

100% Distributor onboarded Digitally

…to enhance customer & distributor experience

LEVERAGING DATA ANALYTICS

Analytics Initiatives for FY23

Fraud & Risk Management

Fraud Detection	2 ML model refreshed : >40Cr savings annualized
Hospital Scorecard	Outlier Detection for 5000+ Hospital / Case Management
AI based UW	Risk based clusters identified and actioned for UW – Live for Agency
Pre-Issuance FW	Rule based engine to control LR at Sourcing

CLTV – Acquisition, Persistency & Cross-sell

PASA	15% NOP lift over last year
Cross-Sell	X-Sell campaign live across channel / partners
Renewal	8% uplift: Being extended beyond 13th month
Early Warning Signal	Prescriptive AI-based program to control lapses throughout the year

Customer engagement/ experience

WBS / HHS Score	1.28mn WBS generated – helping to lower claims, higher renewal
HRM Engagement	430,000 customers engaged to improve health / lifestyle
CX Score	Scoring SLAs, events and interactions
OCR based claims	120,000+ OCR claims digitized

Organization wide data lake – Azure Stack for AI-ML

Eco system of in-house / ABC / ABG / Partner capabilities

Deep expertise in AI / ML / NLP / Anomaly / Computer vision

Superior customer experience

Customer experience focus

96% claim settlement ratio
One of the best in the Industry

10,693 provider network
One of the largest in the Industry

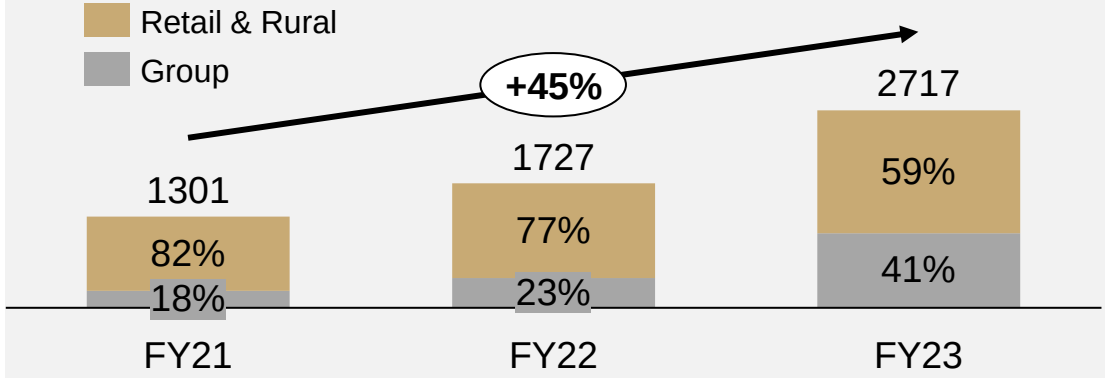
Extensive backend claims processing systems | Increasing Digitization for better adjudication

 # Claims Settlement by Count

Business Outcomes

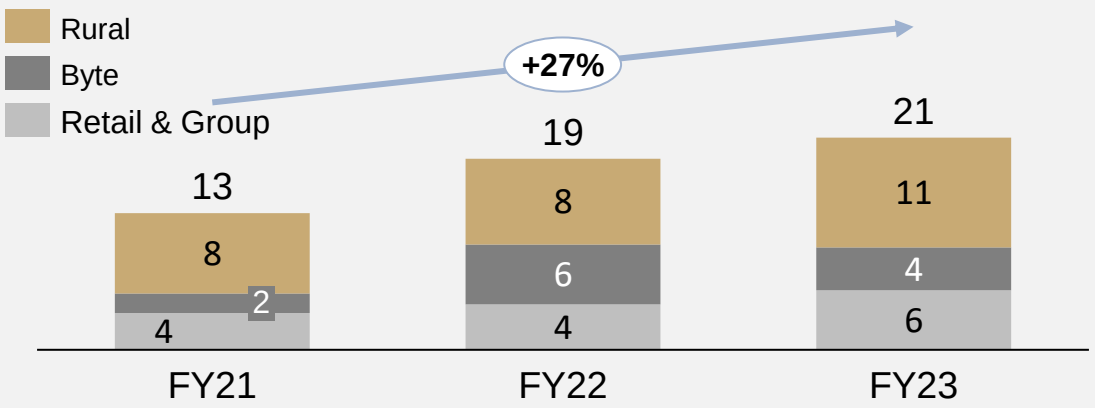
Revenue (₹ Cr.)

GWP[1] growth at 57% Y-0-Y



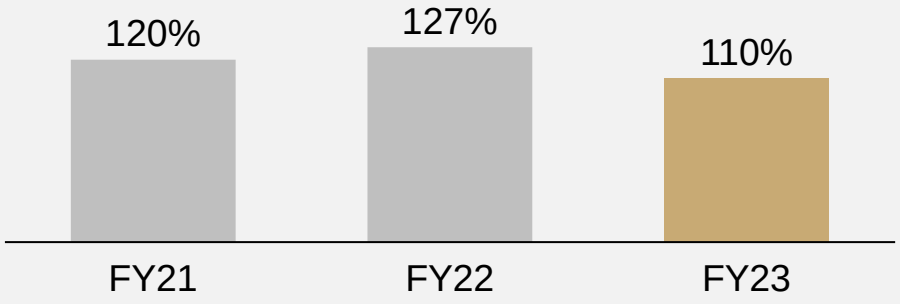
Lives covered (Mn.)

Lives covered growth at 11% Y-0-Y



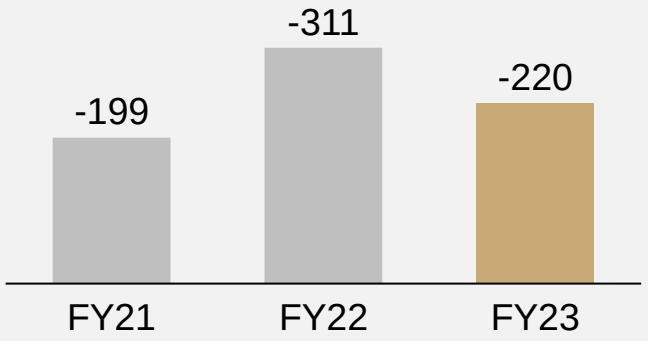
Combined Ratio*

FY23 exit combined ratio at 110%[2]



Profit Before Tax (₹ Cr.)

FY23 PAT at ₹ (220) Cr.



1. Retail GWP as per sourcing 2. Combined ratio as per reported financials

P&L– Aditya Birla Health Insurance Limited

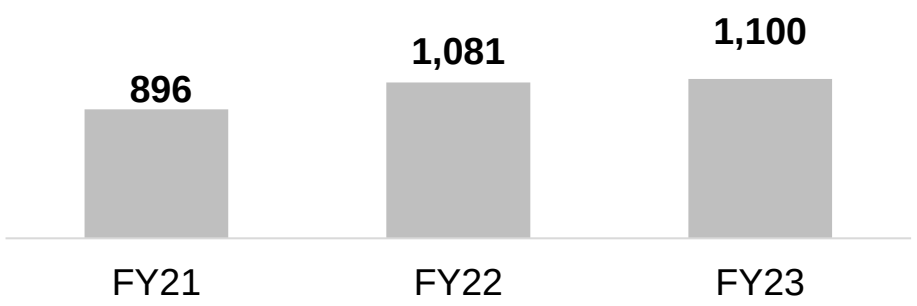
(₹ In crore)	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Retail Premium	**349**	**351**	**445**	**1,140**	**1,519**
Rural Premium	70	13	4	169	86
Group Premium	138	223	410	418	1,112
Gross Written Premium	**557**	**588**	**859**	**1,727**	**2,717**
Revenue (IND AS)	**533**	**561**	**803**	**1,631**	**2,566**
Operating expenses (including claims) (IND AS)	561	628	806	1,942	2,786
Profit before tax (IND AS)	**(29)**	**(68)**	**(3)**	**(311)**	**(220)**

Other Updates

Other financial services businesses

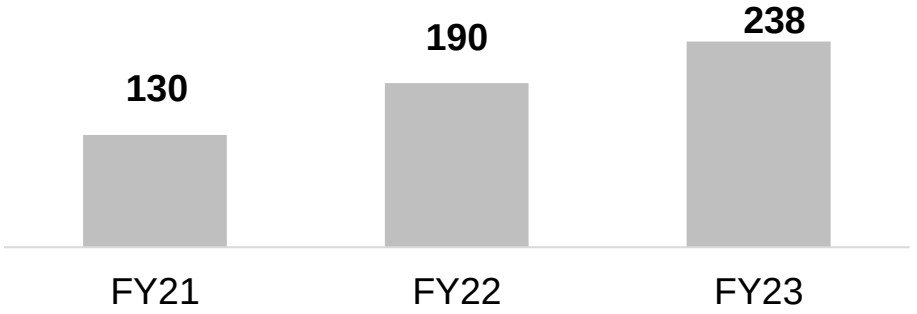
Revenue

▲ 2% y-o-y



PBT

▲ 26% y-o-y



General Insurance Broking

	FY22	FY23	Δ
Premium Placement	5,687	5,598	↓ 2%
Revenue	691	618	↓ 11%
PBT	86	97	↑ 13%

Stock & Securities Broking

	FY22	FY23	Δ
# Customers (Active)	1.3 Lac	2.0 Lac	↑ 50%
Revenue	233	267	↑14 %
PBT	36	47	↑31 %

Asset Reconstruction Company

	FY22	FY23	Δ
Closing AUM	1,951	3,140	↑ 61%
Revenue	99	140	↑ 41 %
PBT	52	87	↑ 68 %

Consolidated P&L – Aditya Birla Capital

(₹ crore)	Q4 FY22	Q3 FY23	Q4FY23	FY 2022	FY 2023
Revenue	**6,617**	**6,938**	**8,025**	**22,230**	**27,416**
Profit Before Tax (before share of profit/(loss) of JVs	529	700	768	1,769	2,624
Add: Share of Profit/(loss) of associate and JVs	79	60	64	341	273
Profit before tax	**608**	**760**	**832**	**2,110**	**2,896**
Less: Provision for taxation	147	214	196	610	811
Less: Minority Interest	11	16	27	(46)	28
Profit after tax	**450**	**530**	**609**	**1,545**	**2,057**
Gain on Sale of AMC stake (net of tax)	-	-	-	161	-
Fair value gain[1]	-	2,739	-	-	2,739
Reported Profit After Tax	**450**	**3,269**	**609**	**1,706**	**4,796**

1. Aditya Birla Health Insurance ceases to be a subsidiary and has been accounted as a joint venture post preferential allotment of equity shares to Platinum Jasmine A 2018 Trust, acting through its trustee, Platinum Owl C 2018 RSC Limited, being a wholly owned subsidiary of Abu Dhabi Investment Authority ("ADIA")

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

CIN: L67120GJ2007PLC058890

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

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Website: www.adityabirlacapital.com

ADITYA BIRLA CAPITAL

PROTECTING	INVESTING	FINANCING	ADVISING
Enable People to protect what they value	Enable People to make their money work so they can meet their aspirations	Enable People to fulfill their needs and desires without any delay	Understand People's lives' needs and accordingly advise the right solution
Life Insurance	Mutual Funds	Home Finance	MoneyForLife Planner
Health Insurance	Wealth Management	Personal Finance	
Insurance Advisory	Stocks & Securities	SME Finance	
	Portfolio Management Services	Mortgage Finance	
	Pension Funds	Loan Against Securities	
	Mortgage Finance	Corporate Finance	
		Debt Capital Market & Loan Syndication	
		Asset Reconstruction	
		EMI Solutions	

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