



BSE Limited
Corporate Relations Department
1st Floor, New Trading Ring,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Scrip Code: 540691
Scrip ID: ABCAPITAL

The 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: Schedule of Analyst/Institutional Investor Meeting

In continuation of our letter dated 07 June 2024, wherein we had given you an advance intimation of the Schedule of Analyst or Institutional Investor Meeting(s) with the Company in terms of Regulation 30(6) read with Regulation 46(2)(o) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR").

We wish to inform you that the Company today participated in the Analyst/ Institutional Investor Meeting as per the details provided below:

Date of Meeting	Name of Fund/ Company	Type of Meeting	Venue of Meeting
12/June/2024	DSP Investment Advisors	Morgan Stanley India Investment Forum 2024	Mumbai
	Pinpoint Asset Management		
	Triveni Capital		
	Millennium Investments		
	North Rock Capital Management		
	Aregence Capital		
	TT International		
	Tara Capital		
	Dymon Asia		
	Invesco Asset Management		
	Nippon India Mutual Fund		
BlackRock Advisors			

The presentation which was discussed during the meeting is enclosed and uploaded on the Company's website <https://www.adityabirlacapital.com/investor-relations/announcements-and-updates>.

Please note that no unpublished price sensitive information was shared during this meeting.

This is for your information and records.

Thanking you,

Yours sincerely,
For **Aditya Birla Capital Limited**

Amber Gupta
Company Secretary & Compliance Officer
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

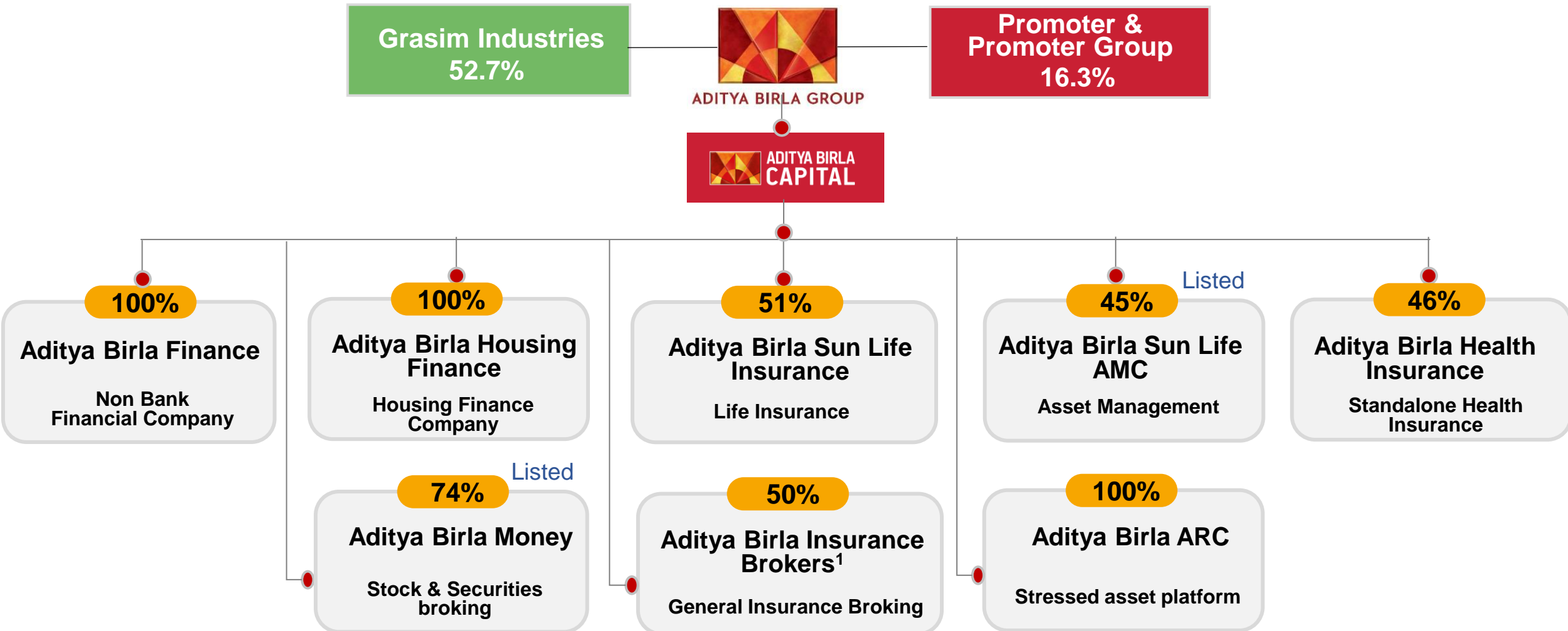
Citi Bank N.A.
Depositary Receipt Services
388 Greenwich Street
14th Floor, New York,
NY 10013

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

Investor Presentation

June 2024

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.

NBFC

One of the leading AAA¹ rated NBFCs with well-diversified portfolio of ₹ 1,05,639 crore

HFC

AAA² rated HFC with a loan book of ₹ 18,420 crore focusing on affordable & prime segments

AMC

Largest non-bank AMC⁴ with AUM of ₹ 3,25,232 crore³

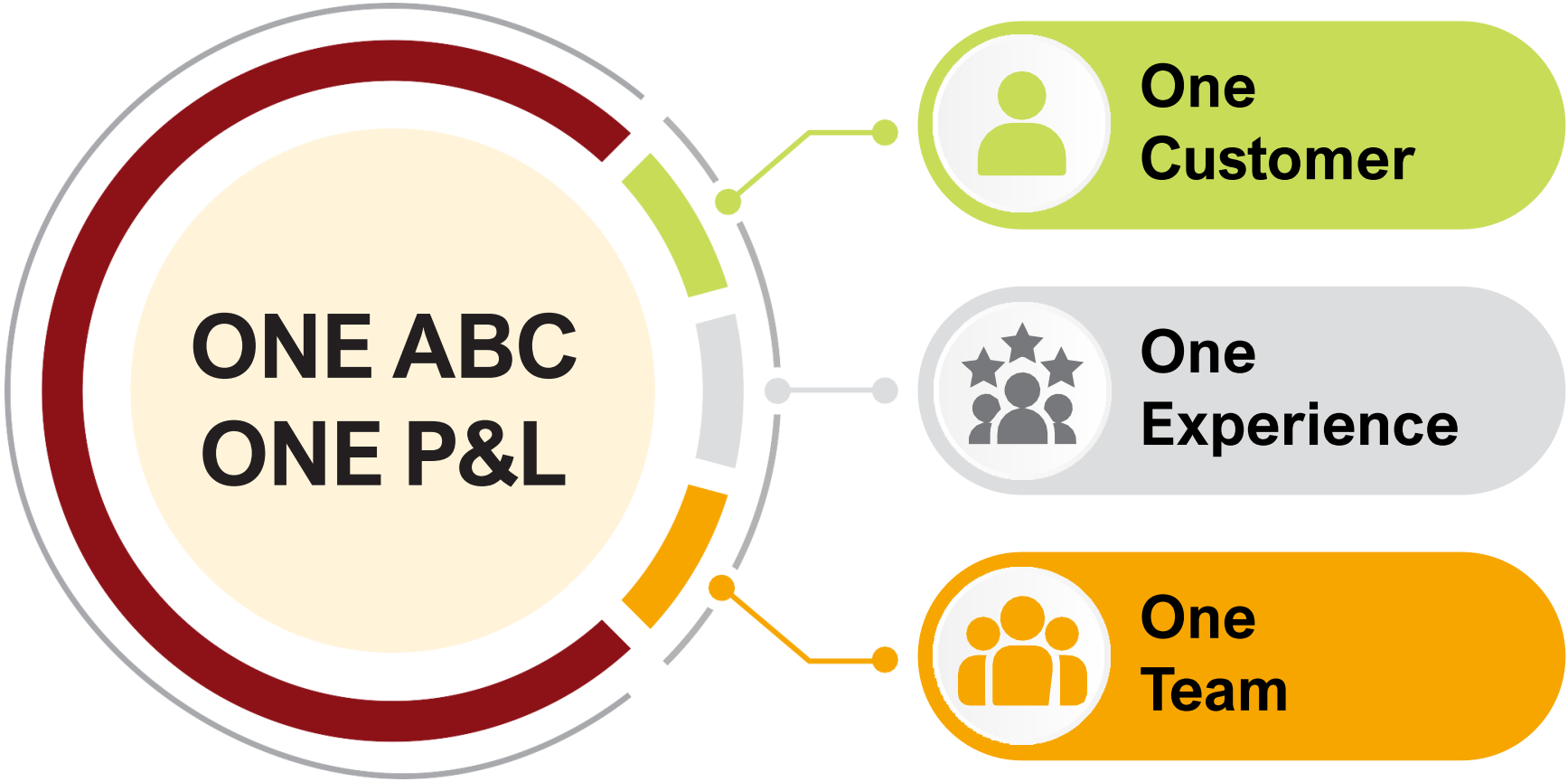
Life

One of the leading private life insurers with ₹ 17,260 crore total premium & ₹ 11,539 crore EV

Health

Fastest growing SAHI player with by a Unique “Health First” Model and GWP of ₹ 3,701 crore

³ 1. ICRA, India ratings and CARE (Long term rating) 2. ICRA and India ratings (Long term rating) 3.Ex. ETF in Q4 FY24
4. Source: AMFI



...By Leveraging Data, Digital and Technology

**Customer Facing Platforms
for Direct Acquisition at Scale**

1

**Powered By Data &
Analytics**

3

**2
Strengthening Internal
Capabilities**



Re-imagining Customer Experience

Our Building Blocks: Customer Facing Platforms



ABCD

Omnichannel D2C platform offering financial solutions across loans, insurance, investment & payments



Udyog Plus

Innovative one-stop business platform for MSMEs



B2D Platform

Platform for distributors & channel partners

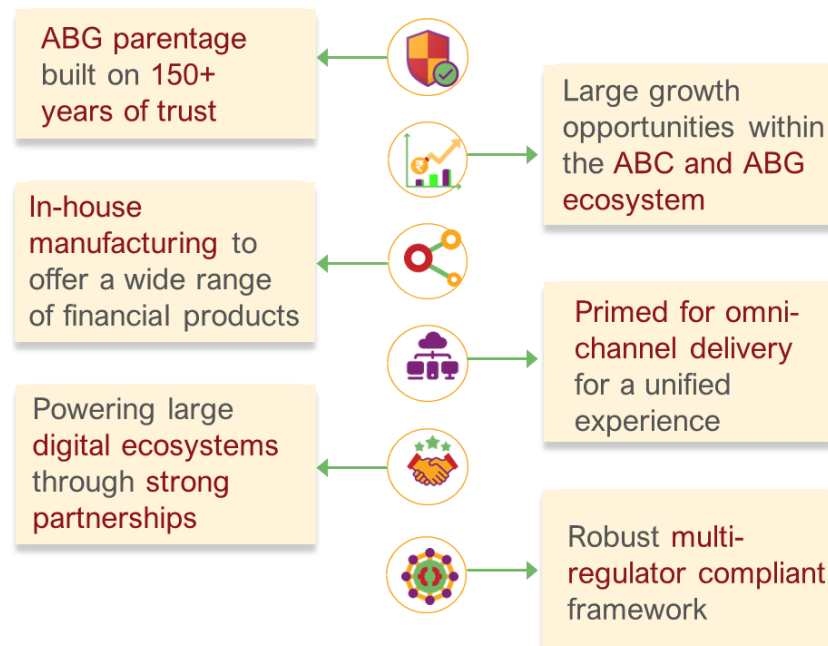
Development in 6-9 months

Building interoperable digital platforms

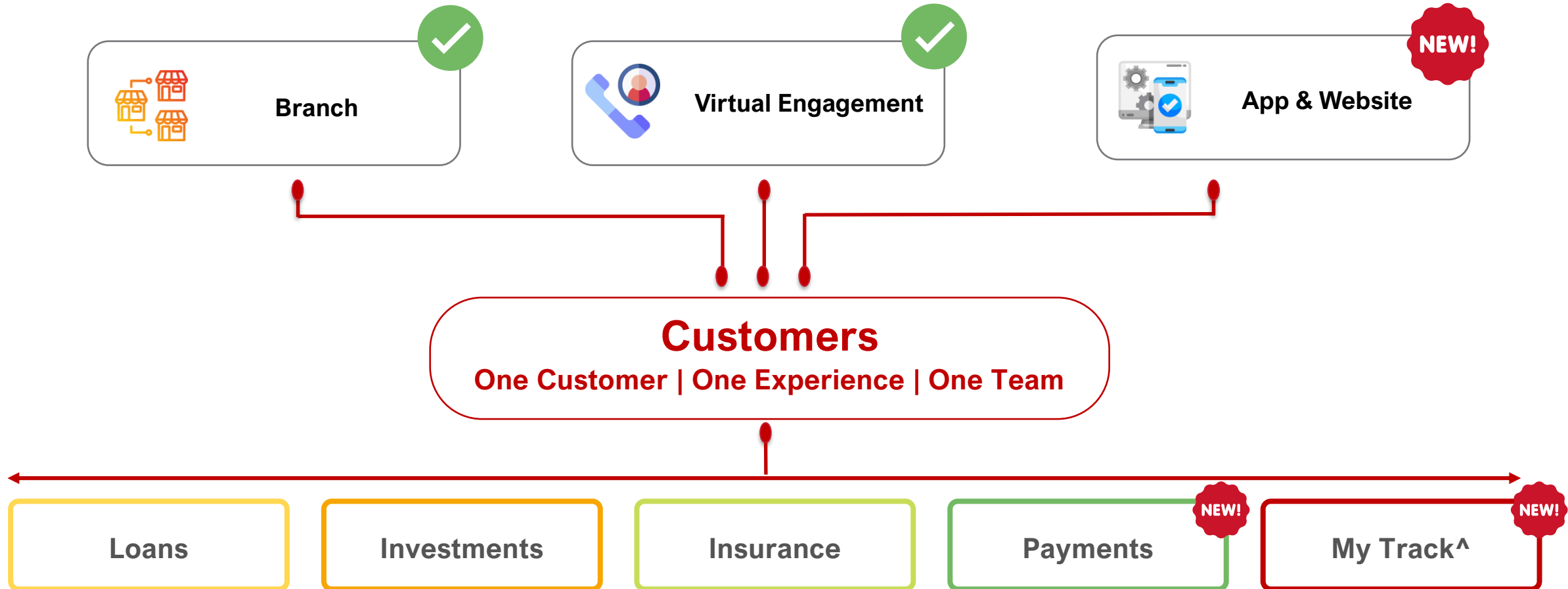
Customer Insights



Our Strategic Advantages



600+ users engaged for qualitative research across products, journeys and app engagement



500+ member team with diverse experience across BFSI onboarded



Simplicity

Unique and engaging design | Uncluttered Layout | Intuitive Navigation | Jargon Free Language | Ease of Action

My Track

Unified View of **bank accounts, deposits, loans, mutual funds, stocks** | **Instant Health Check with a “Selfie”** | Track and Categorize spends

Everything Finance

One Platform for all things finance | 22 Product categories | **In house manufacturing** advantage

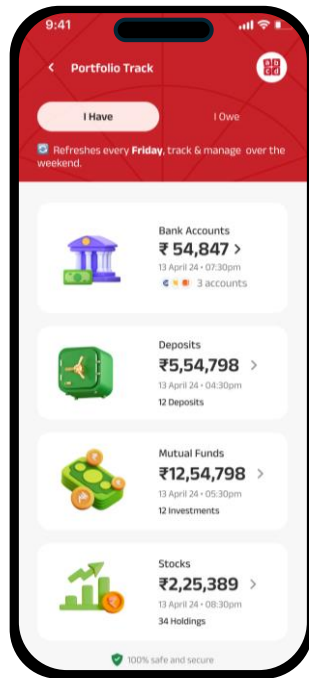
Omnichannel from Day 1

Digital, Virtual & Branch coverage | **Gen AI powered chatbot** and voice-search | Real time **Co-browsing**

Payments

Multi Account Payment | **Pre-verified bank transfers** | UPI International | RuPay on UPI | **Multi-mode receipt**

Serving latent needs with actionable insights

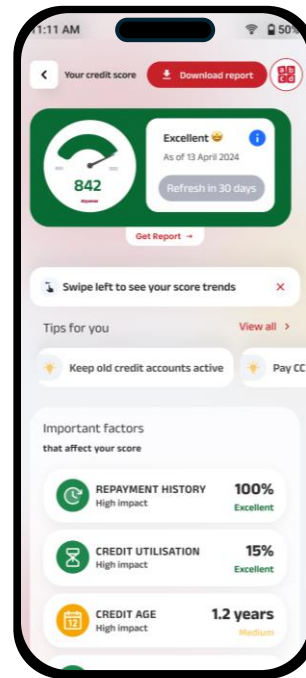


Portfolio Track

Your personal balance sheet –

Assets & Liabilities

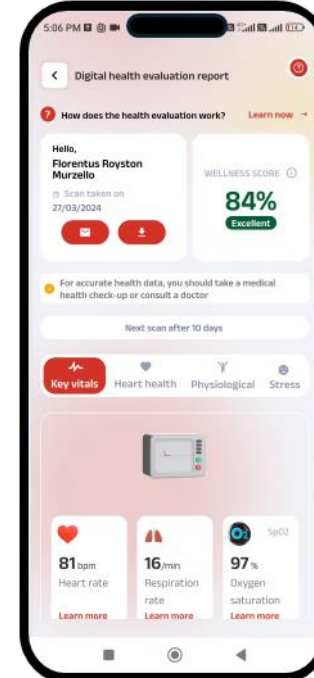
- Unified view of bank accounts, deposits, mutual funds & stocks



Credit Track

Your credit score & insights

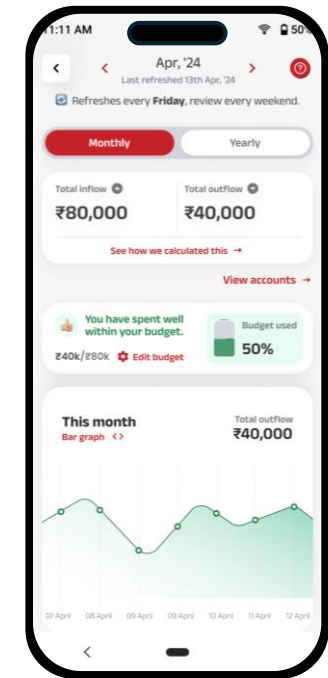
- Understand factors affecting your credit score
- Score simulator



Health Track

Health is Wealth

- Instant health check across 24 key vitals with just a “selfie”



Spend Track

Your personal “P&L”

- Automatically track and categorize spends across all your Bank accounts
- Personalized spends vs budgets

@abcdicici

TECHNOLOGY

- TPAP on API model ●
- Smart routing

PRODUCT

- UPI international ●
- Credit card on UPI ●
- UPI 123 pay ●

UI / UX

- Z-axis motion design ●
- Comprehensive payments history

FEATURES

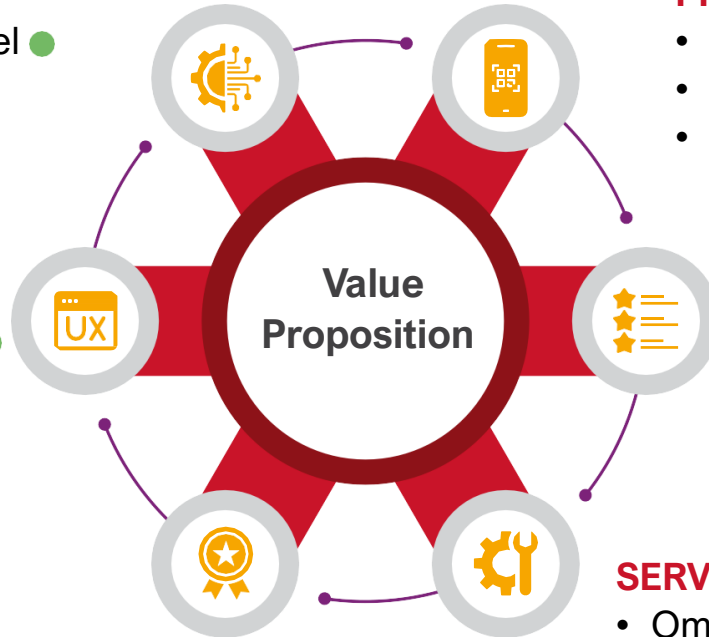
- Pay from multi-account ●
- Multi-mode collect ●
- Pre-verified bank transfers ●

REWARDS

- Instant cashback
- User behavior led rewards ●

SERVICES

- Omnichannel customer connect
- Proactive customer reach out ●



100+
Payments Services



30+
Customer Value
Propositions

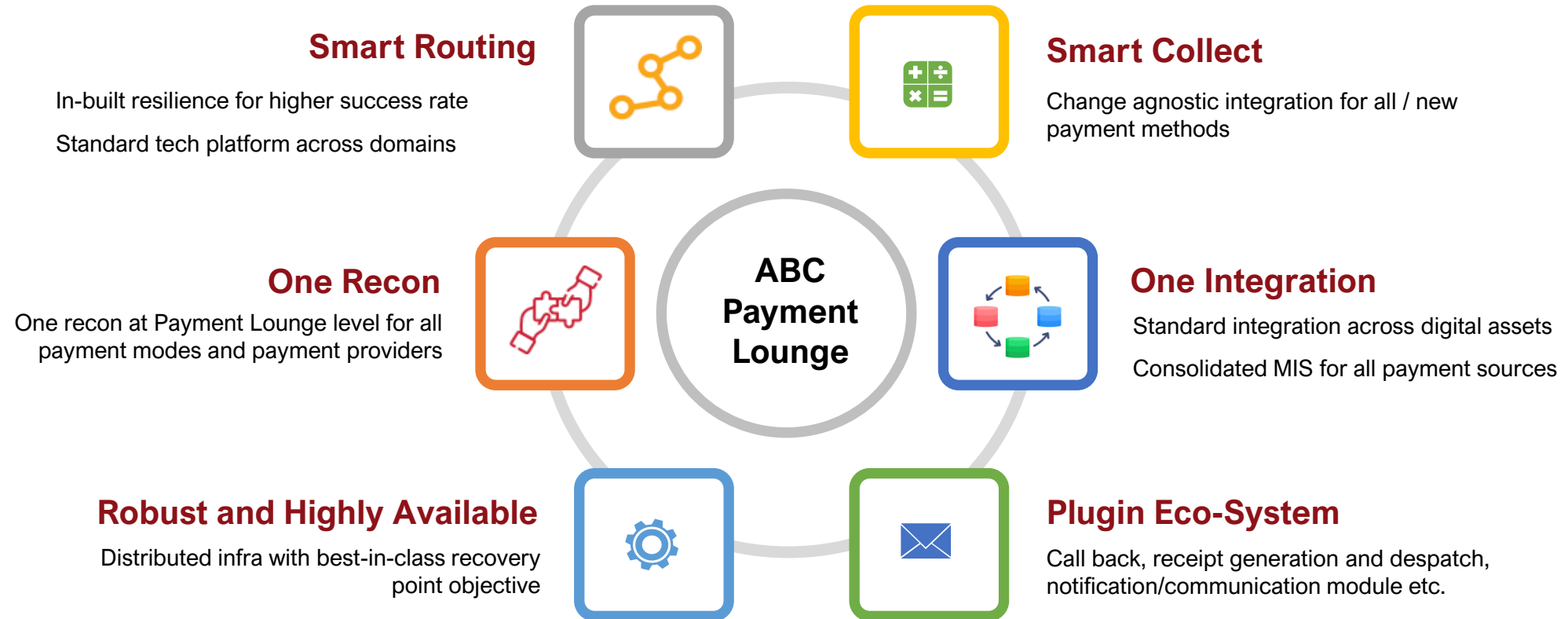


26+
Biller Categories

Roadmap

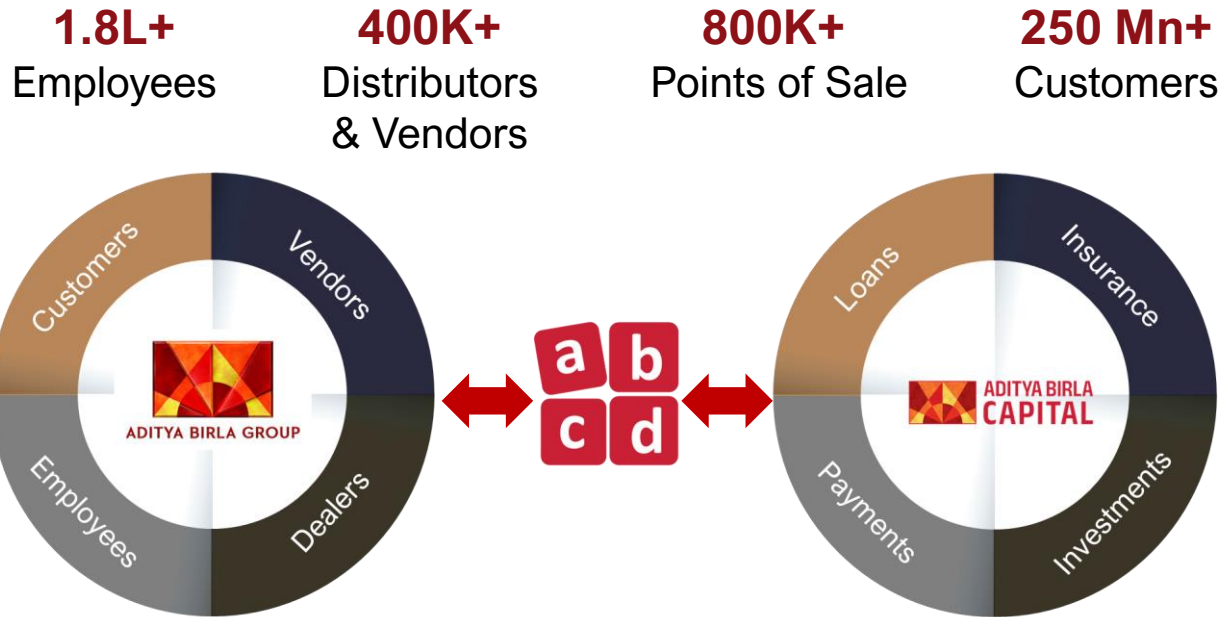
PPI launch (Wallet + Cards): *In-principle approval received from RBI*

Omnichannel and multimodal checkout solution for merchants



Monthly run-rate of ₹500+ Cr achieved

Platform to serve the ABG Ecosystem



Worksites | Points of sale | Digital platforms




Accelerating media presence across TV, Digital & Print






Targeting 30 Mn Customers in 3 Years

Trends in MSME Ecosystem

Robust Digital Infrastructure

-  Easy access to data
-  Tailwinds from govt. initiatives
-  Increasing digital adoption in MSMEs






Higher Digital Adoption by MSMEs

-  Point Of Sale Payments
-  Business Management Solutions
-  B2B eCommerce

No single platform catering to all MSME segments & also entire spectrum of needs

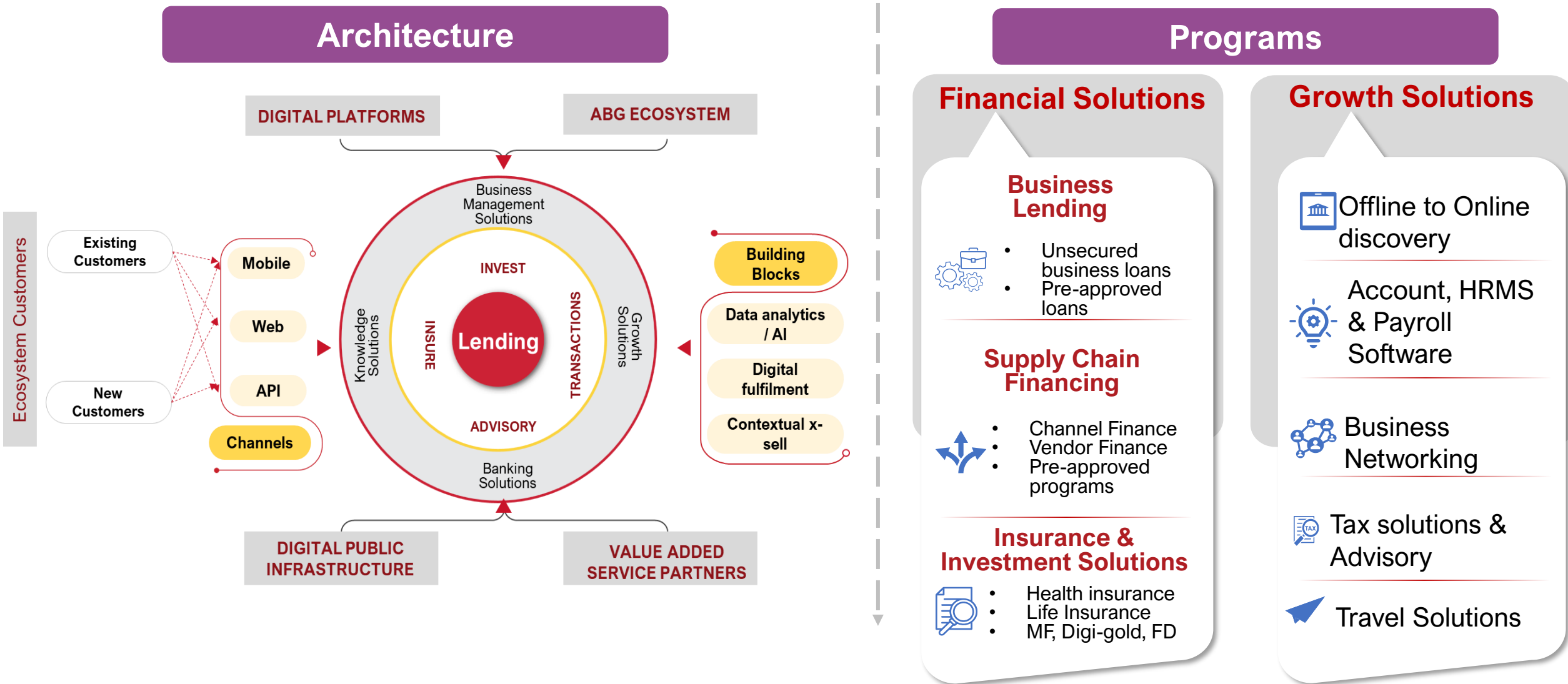
Right time to create differentiation by offering full-scale ecosystem platform

Create **large scale direct acquisition funnel** for ABG ecosystem

- Seamless access to capital 
- Tax planning & filing solutions 
- HRMS & Payroll Management 
- Assistance in scaling business 
- Unified platform all business 360 needs 



Udyog Plus: Addressing 360° needs of MSMEs



Udyog Plus: Business Impact & Scale Up



Direct to MSMEs	ABG Ecosystem	External Ecosystems
Paid Marketing Campaigns	Pre-approved limits to channel partners	B2B & B2C Ecommerce
Social Media Campaigns	B2B E-commerce platform partnership	Merchant POS
Discussion Forums	Channel Finance for retailers & Dealers	Neo Banking Platforms
Organic Traffic	PO Finance for vendors & Capex Funding for franchise	Digital public Infrastructure
Influencers and connectors incl. trade associations	ABC Sales Channels (Direct Sales team, Select DSA)	Corporate DMAs

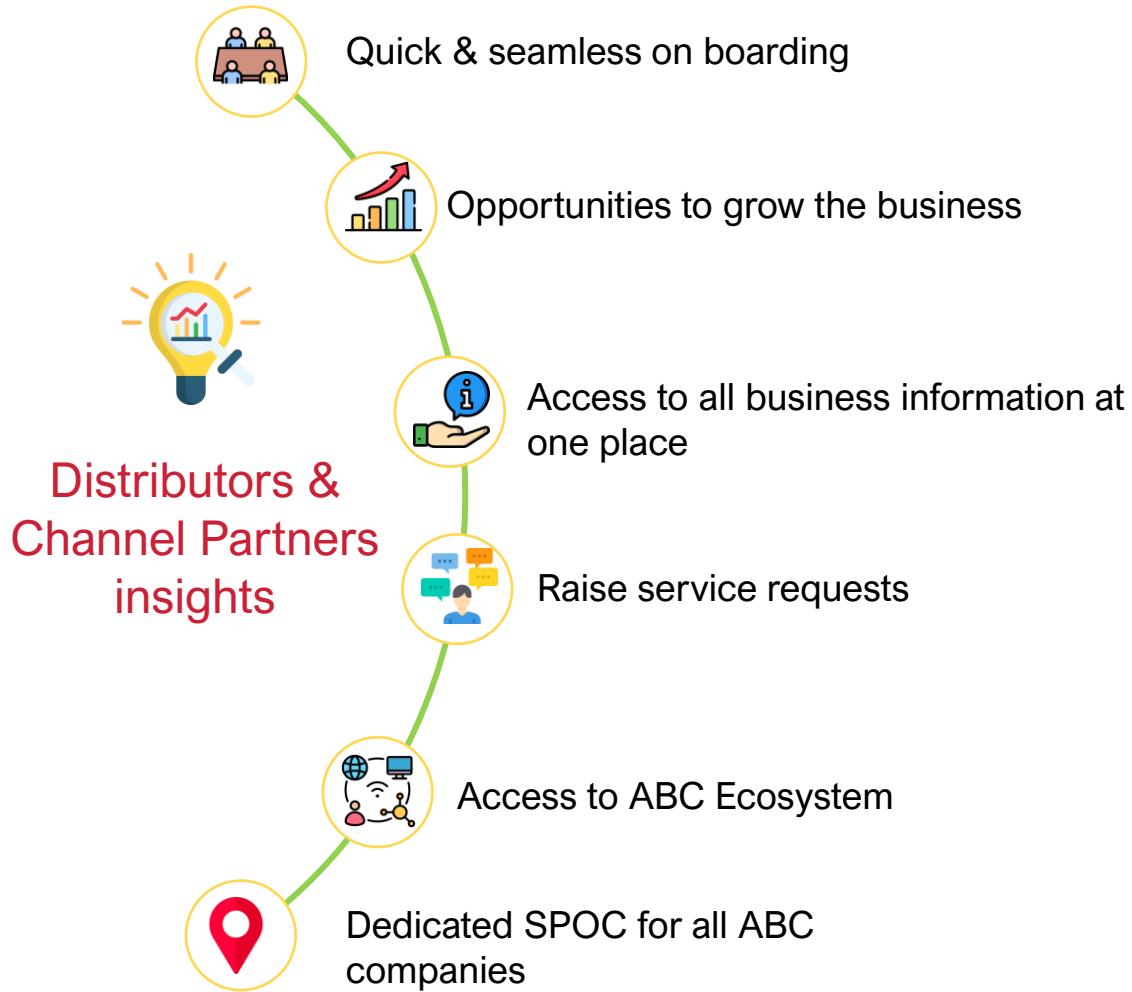
Progress so far

- Registered MSMEs: ~10 lakhs
- AUM: ₹250 Cr
- Monthly disbursement: ₹200 Cr

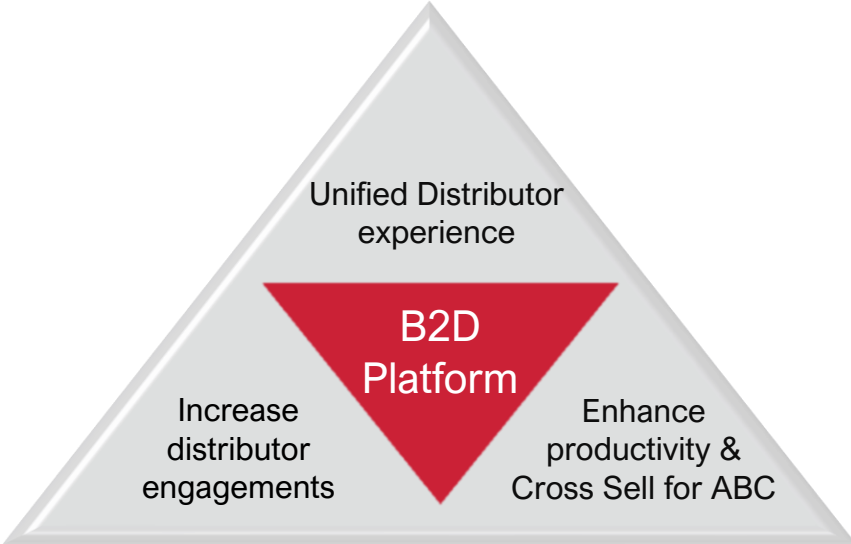


Roadmap

- New product suite: Secured loan, Factoring
- Pre-approved program for micro-segments
- Lending marketplace
- Gen AI led drop-off management



Our Proposition



Journeys Covered



DIY¹



Assisted

Personas Covered



Distributors



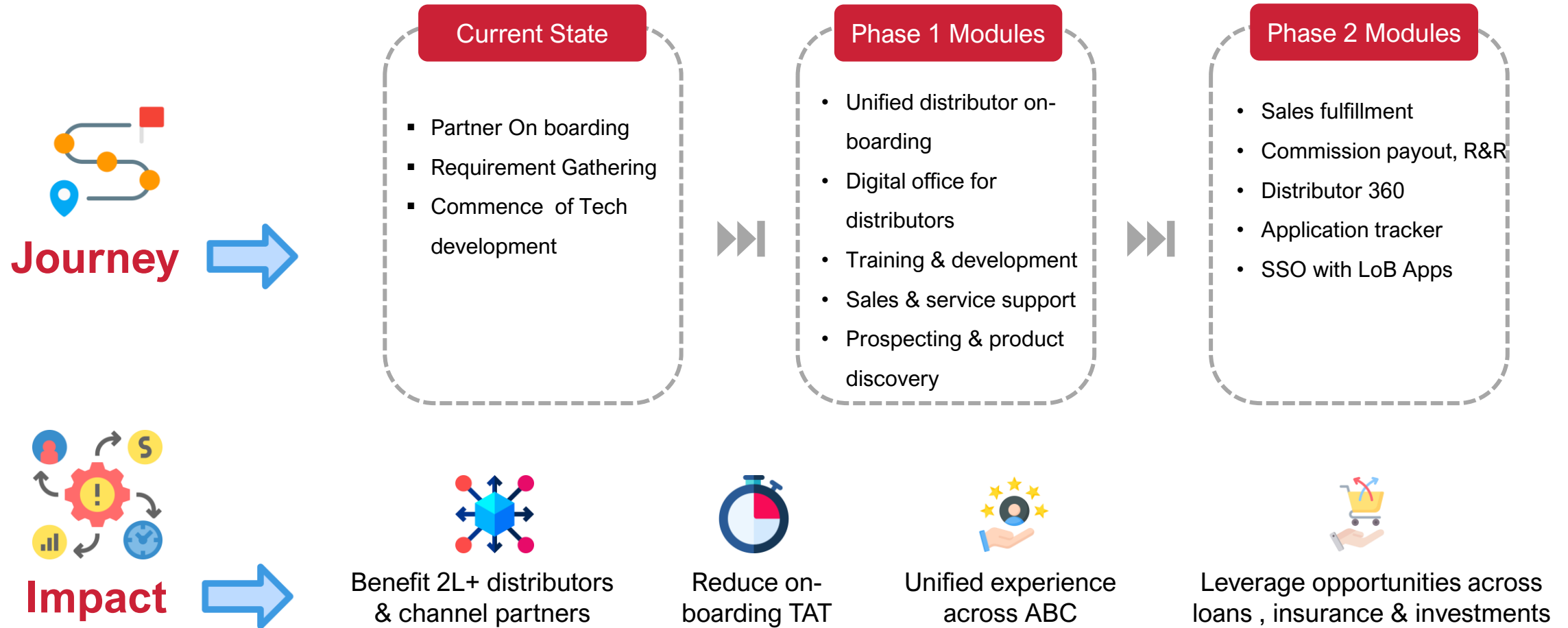
RM



Operations

¹DIY - Do it Yourself

B2D Platform: Progress & Benefits



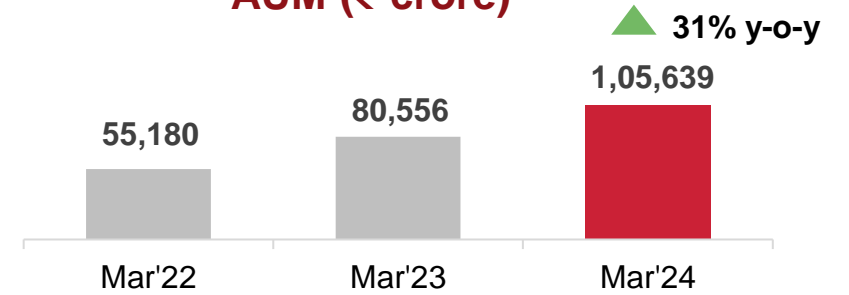
Business updates & way forward

Healthy growth momentum in NBFC business

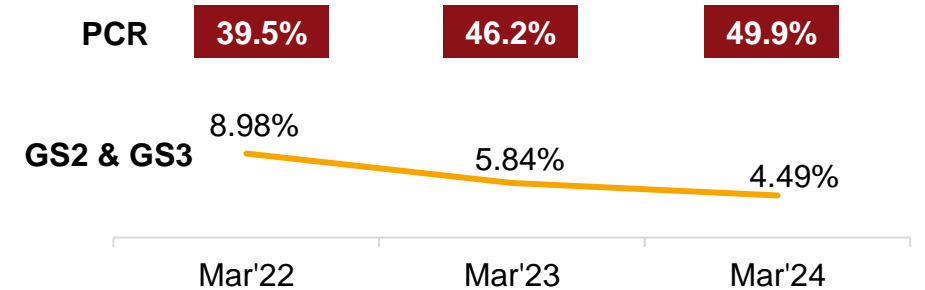


- Strong growth in disbursements (↑31% y-o-y¹) and AUM (↑ 31% y-o-y²)
- ~ 53% of AUM comprises business loans to SMEs
- ~ 72% of the overall portfolio is secured^{2,3}
- Prudent risk management practices with strong emphasis on return of capital
- 135 bps y-o-y decline in GS2 and GS3 loans
- Pan-India presence with 412 branches²
- Steady increase in NIM to 6.90% in FY24 (↑ 6 bps y-o-y)
- Sustained credit cost of 1.5% in FY24
- Delivered RoA of 2.46% and RoE of 17.10% in FY24

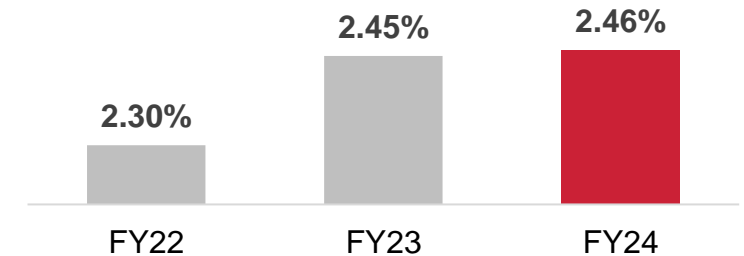
AUM (₹ crore)



Asset Quality



Return on Assets

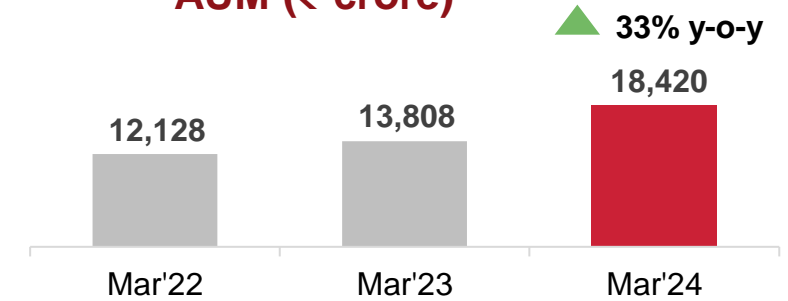


Strong loan book growth in HFC business

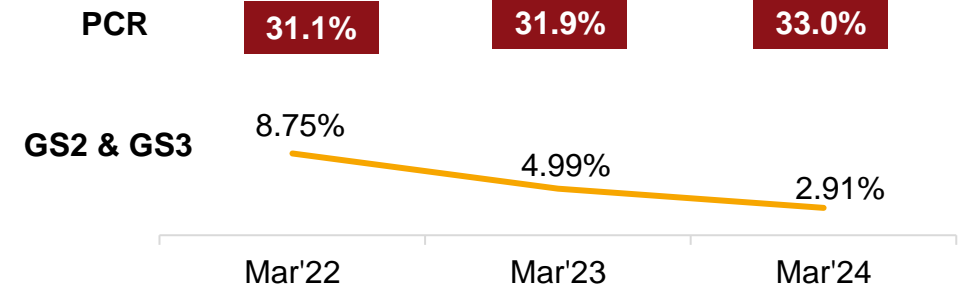


- Strong growth in disbursements (↑ 59% y-o-y²) with focus on quality of origination
- Strong growth in loan book (↑ 33% y-o-y¹)
- Pan-India presence with 135 branches covering 85% of TAM
- Significant improvement in asset quality with GS2 and GS3 loans declining to 2.91%¹ (↓ 208 bps y-o-y)
- Steady increase in NIM³ to 5.39%² in FY24 (↑ 9 bps y-o-y)
- Delivered RoA of 1.92% and RoE of 13.9% in FY24
- Launched and scaled up digital loan management and sourcing platform for enhancing transacting experience and reducing turnaround time

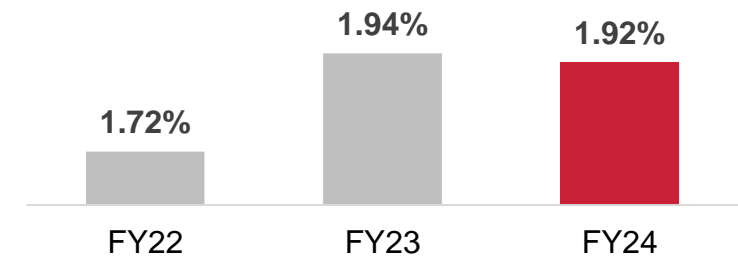
AUM (₹ crore)



Asset Quality



Return on Assets

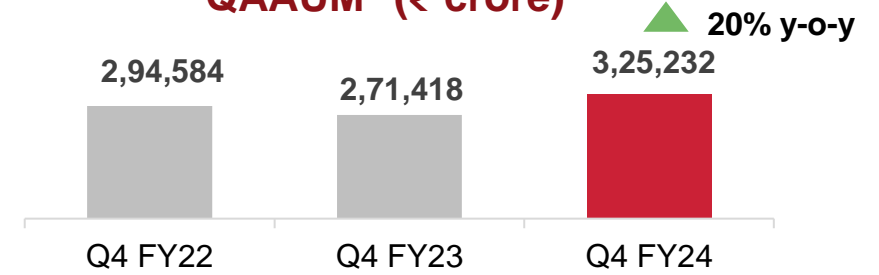


Healthy growth in mutual fund AUM and retail franchise

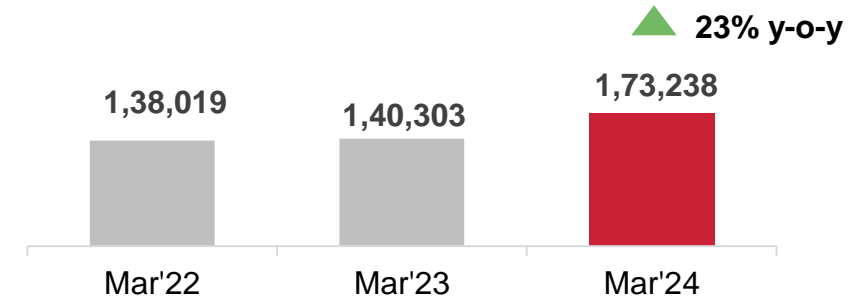


- Mutual fund AUM of ₹ 3,25,232 crore^{1,2} (↑ 20% y-o-y) with a market share of 6.9%^{1,2,3}
- Equity AUM of ₹ 1,52,014² (↑ 31% y-o-y) with 45.8% of overall mix
- Healthy growth in retail franchise across monthly SIP flows and Individual MAAUM⁴
- Extensive distribution franchise with 81,000+ MFDs & 305+ NDs
- Strengthened retail sales & distribution and equity investment team
- Passive AUM at ₹ 28,902 crore as of Mar 31, 2024, with existing product suite expanded to 43 products
- Profit after tax of ₹ 780 crore in FY24 (↑ 31% y-o-y)

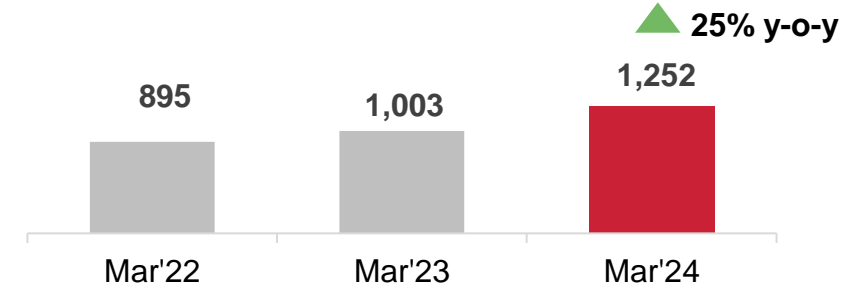
QAAUM¹ (₹ crore)



Individual MAAUM (₹ crore)



Monthly SIP Flows (₹ crore)

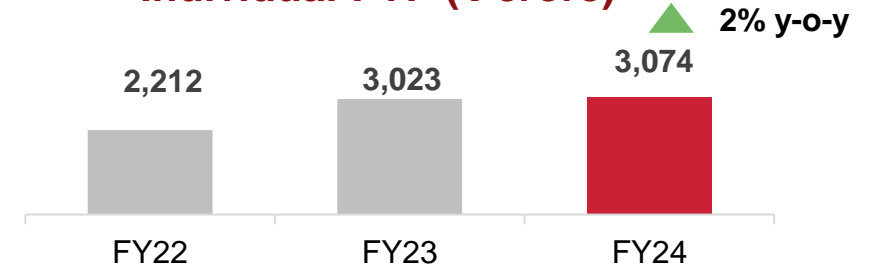


Snapshot of life insurance business

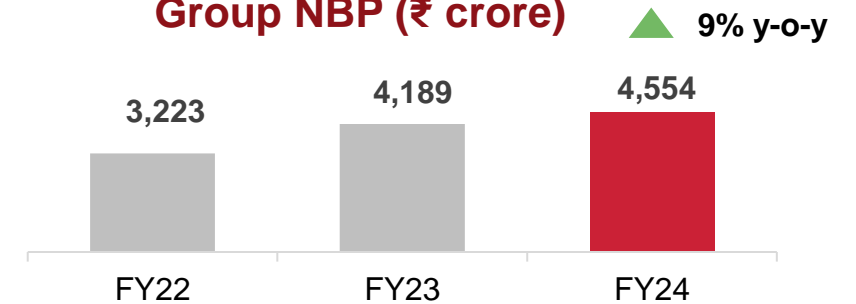


- Individual FYP¹ at ₹ 3,074 crore (↑ 2% y-o-y²)
- PASA³ contribution stands at 28% of individual FYP²
- Group new business premium growth (↑ 9% y-o-y²)
- New Banca tie-ups with IDFC First Bank, Axis Bank and Bank of Maharashtra in FY24
- 13th month persistency⁴ of 88% in Mar'24 (Mar'23: 87%)
- 61st month persistency⁴ of 65% in Mar'24 (Mar'23: 54%)
- VNB⁵ margin at 20.2%, with absolute VNB⁵ at ₹ 697 crore
- Delivered ROEV⁶ of 18.8% in FY24

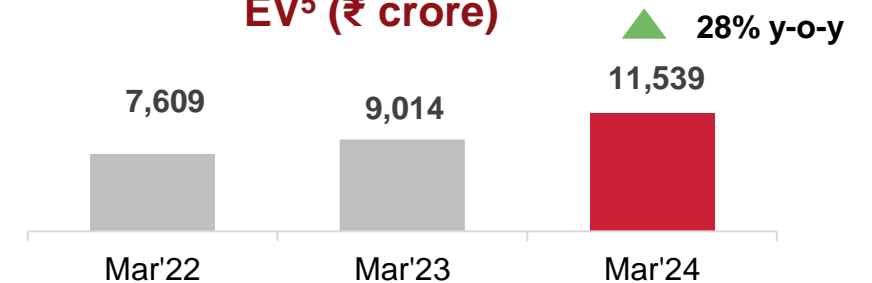
Individual FYP (₹ crore)



Group NBP (₹ crore)



EV⁵ (₹ crore)

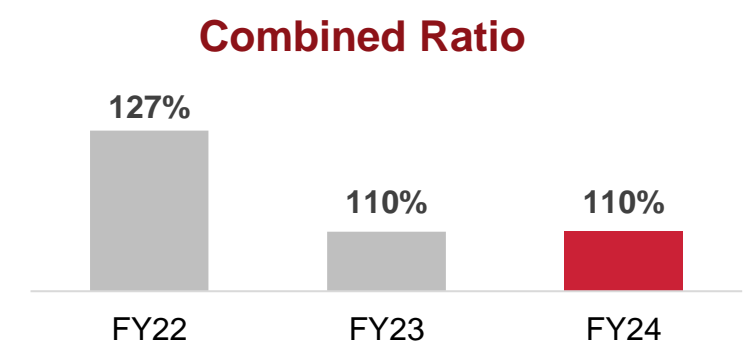
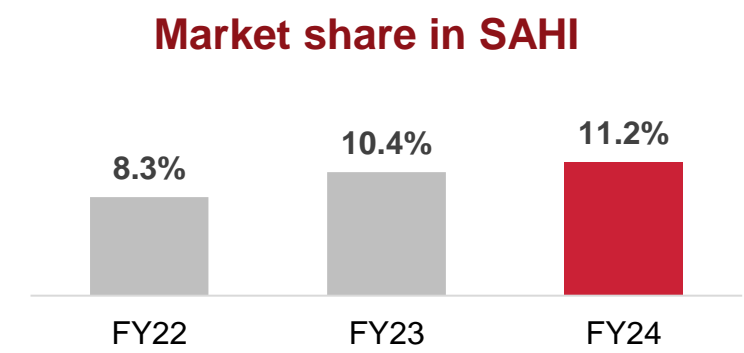
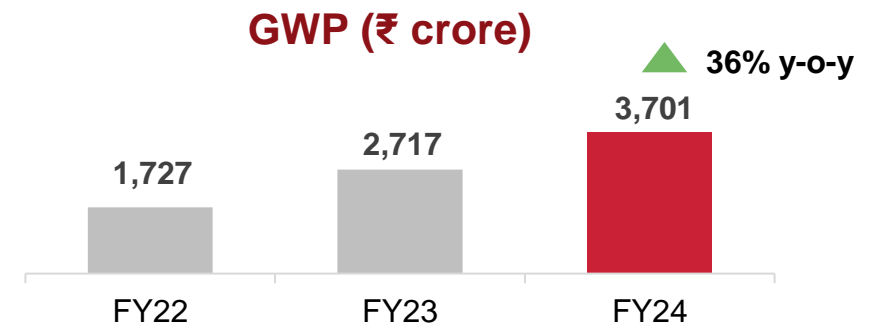


1. First year premium + 10% of Single premium 2. In FY24 3. Pre-approved sum assured 4. 12month rolling block as per revised IRDAI Circular 5. Value of New Business (Individual + Group Risk) 6. Return on embedded value, computed on opening embedded value

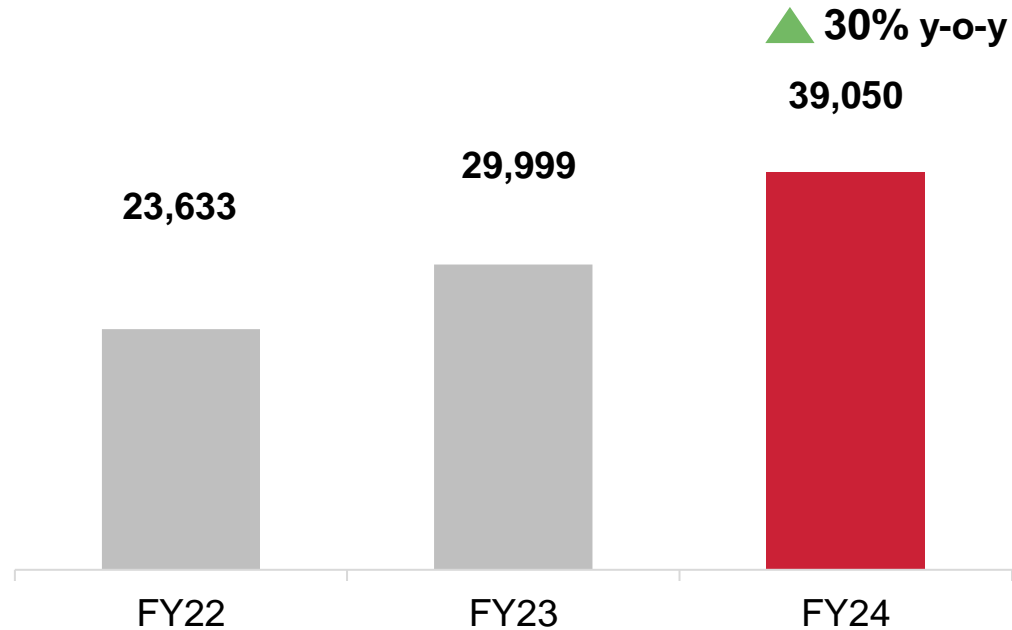
Strong growth momentum in health insurance business



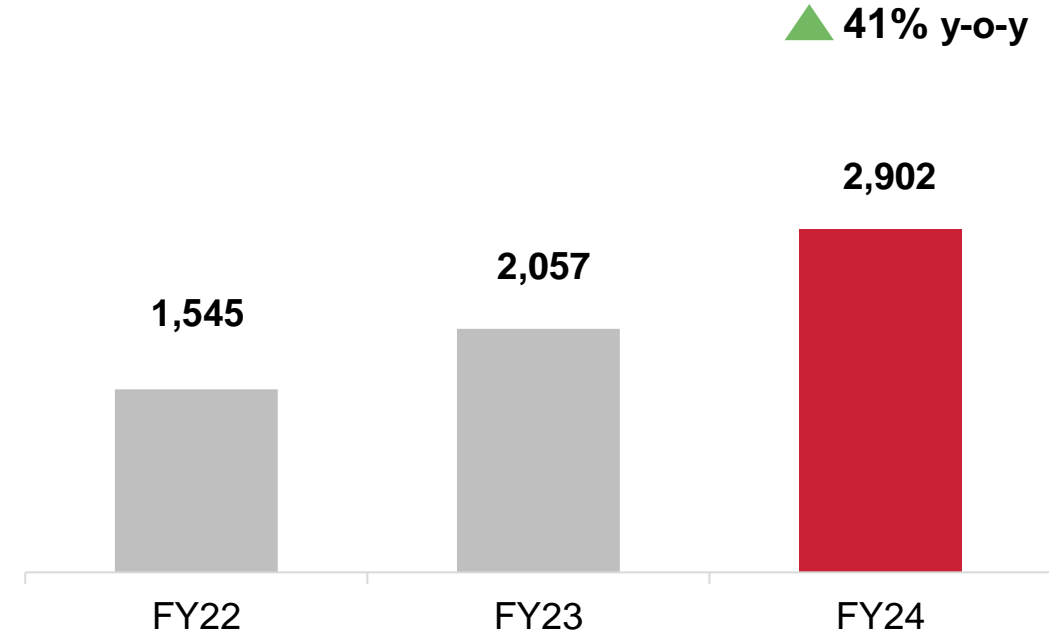
- Fastest growing standalone health insurer in H2 FY24 with a 48% y-o-y growth
- Market share of 11.2%¹ among SAHI players (↑ 82 bps y-o-y¹)
- Unique product proposition incentivising wellness
- Early traction in the latest offering Activ One with 100% HealthReturns™
- Launched Industry first Digital Health assessment crossing 86,000 in FY24
- 8.4% higher persistency and 1.8% lower claims for intervened cohort
- Well-diversified distribution mix with 18 bank partners & 1,10,000+ agents
- New banca tie ups and activations in FY24 - Yes bank, India Post Payments Bank, Uco Bank and Punjab Sind Bank



Consolidated Revenue^{1,2} (₹ crore)



Consolidated Profit After Tax² (₹ crore)



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. Reported PAT 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 and FY 24 includes gain of Rs. 433 crore on sale of shares in AMC through OFS

NBFC

- Scale up Udyog Plus and drive growth in MSME segment
- Increase wallet share through newly launched products in small ticket emerging income segments
- Leverage ABG/ABC ecosystem synergies across product segments
- Increase share of direct sourcing from emerging markets and enhance geo footprint

Housing Finance

- Accelerate growth across both prime & affordable segments with focus on quality of origination
- Growth to be augmented by ABG ecosystem
- Drive data analytics & digital capabilities for seamless customer onboarding & servicing
- Sourcing driven by micro-market penetration strategy

Double the AUM from March 2023 to March 2026

AMC

- Scale up retail franchise & diversify product offerings
- Drive growth in SIP flows
- Increase presence in passive & alternative market segments
- Leverage digital platform for seamless delivery

Life insurance

- Grow traditional products in retail and credit life in group
- Focus on diversifying distribution mix & increase productivity
- Grow top line at 20%+ CAGR over next three years
- Sustain VNB margin in range of 18%-20%

Health insurance

- Leverage unique “Health First” model for better risk selection & risk pool management
- Diversify distribution covering conventional & digital platforms
- Utilize data analytics & digital capabilities for hyper-personalized engagement at scale
- Aim to achieve 100% combined ratio by FY26

THANK YOU

The information contained in this presentation is provided by Aditya Birla Capital Limited ("ABCL or the Company"), formerly known as Aditya Birla Financial Services Limited, to you solely for your reference. Any reference herein to "the Company" shall mean Aditya Birla Capital Limited, together with its subsidiaries / joint ventures/affiliates. This document is being given solely for your information and for your use and may not be retained by you and neither this presentation nor any part thereof shall be (i) used or relied upon by any other party or for any other purpose; (ii) copied, photocopied, duplicated or otherwise reproduced in any form or by any means; or (iii) re-circulated, redistributed, passed on, published in any media, website or otherwise disseminated, to any other person, in any form or manner, in part or as a whole, without the prior written consent of the Company. This presentation does not purport to be a complete description of the markets conditions or developments referred to in the material.

Although care has been taken to ensure that the information in this presentation is accurate, and that the opinions expressed are fair and reasonable, the information is subject to change without notice, its accuracy, fairness or completeness is not guaranteed and has not been independently verified and no express or implied warranty is made thereto. You must make your own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as you may consider necessary or appropriate for such purpose. Neither the Company nor any of its directors, officers, employees or affiliates nor any other person assume any responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information or opinions contained herein, and none of them accept any liability (in negligence, or otherwise) whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith. Any unauthorised use, disclosure or public dissemination of information contained herein is prohibited. The distribution of this presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of the aforesaid should inform themselves about and observe such restrictions. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

The statements contained in this document speak only as at the date as of which they are made and it, should be understood that subsequent developments may affect the information contained herein. The Company expressly disclaims any obligation or undertaking to supplement, amend or disseminate any updates or revisions to any statements contained herein to reflect any change in events, conditions or circumstances on which any such statements are based. By preparing this presentation, neither the Company nor its management undertakes any obligation to provide the recipient with access to any additional information or to update this presentation or any additional information or to correct any inaccuracies in any such information which may become apparent. This document is for informational purposes and private circulation only and does not constitute or form part of a prospectus, a statement in lieu of a prospectus, an offering circular, offering memorandum, an advertisement, and should not be construed as an offer to sell or issue or the solicitation of an offer or an offer document to buy or acquire or sell securities of the Company or any of its subsidiaries or affiliates under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended, or any applicable law in India or as an inducement to enter into investment activity. No part of this document should be considered as a recommendation that any investor should subscribe to or purchase securities of the Company or any of its subsidiaries or affiliates and should not form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This document is not financial, legal, tax, investment or other product advice.

The Company, its shareholders, representatives and advisors and their respective affiliates also reserves the right, without advance notice, to change the procedure or to terminate negotiations at any time prior to the entry into of any binding contract for any potential transaction. This presentation contains statements of future expectations and other forward-looking statements which involve risks and uncertainties. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition, and future events and plans of the Company. These statements can be recognised by the use of words such as "expects," "plans," "will," "estimates," or words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties and actual results, performances or events may differ from those in the forward-looking statements as a result of various factors, uncertainties and assumptions including but not limited to price fluctuations, actual demand, exchange rate fluctuations, competition, environmental risks, any change in legal, financial and regulatory frameworks, political risks and factors beyond the Company's control. You are cautioned not to place undue reliance on these forward looking statements, which are based on the current view of the management of the Company on future events. No assurance can be given that future events will occur, or that assumptions are correct. The Company does not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise.