

Ref. No.: ABSLAMCL/PS/22/2024-25

April 26, 2024

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
Symbol: ABSLAMC

Dear Sir/Ma'am,

Sub: Intimation under Regulation 30 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended ('SEBI Listing Regulations') – Investor Presentation

Pursuant to Regulation 30 of the SEBI Listing Regulations, please find attached the investor presentation on the Audited Financial Results of the Company for the quarter and financial year ended March 31, 2024.

The above information is being hosted on the Company's website at <https://mutualfund.adityabirlacapital.com>.

The above is for your information and dissemination.

Thanking you.

Yours sincerely,

For **Aditya Birla Sun Life AMC Limited**

Parag Joglekar
Chief Financial Officer

Encl. As above

**Aditya Birla Sun Life
AMC Ltd.**

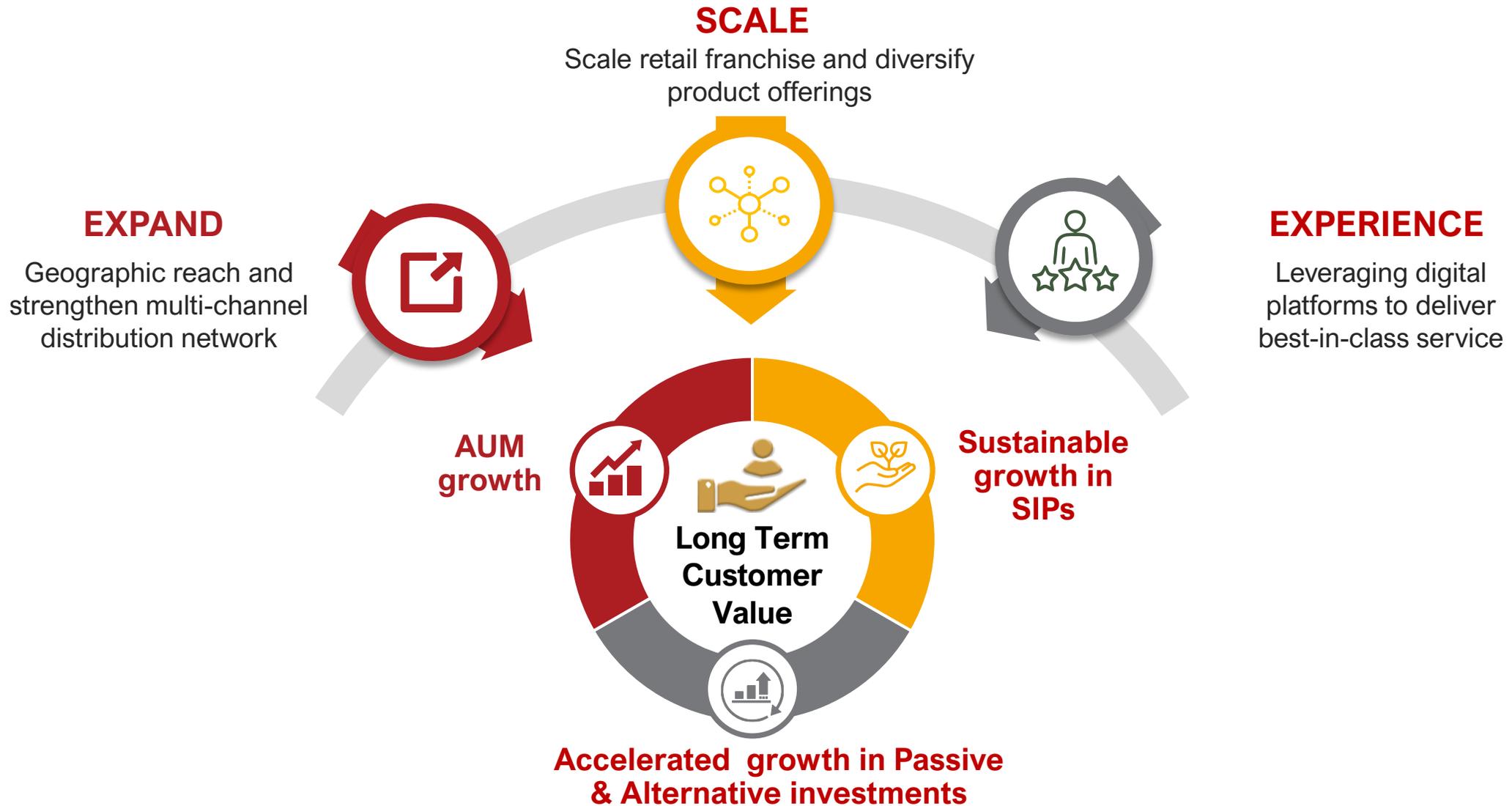


INVESTOR PRESENTATION

For quarter ended March 31, 2024

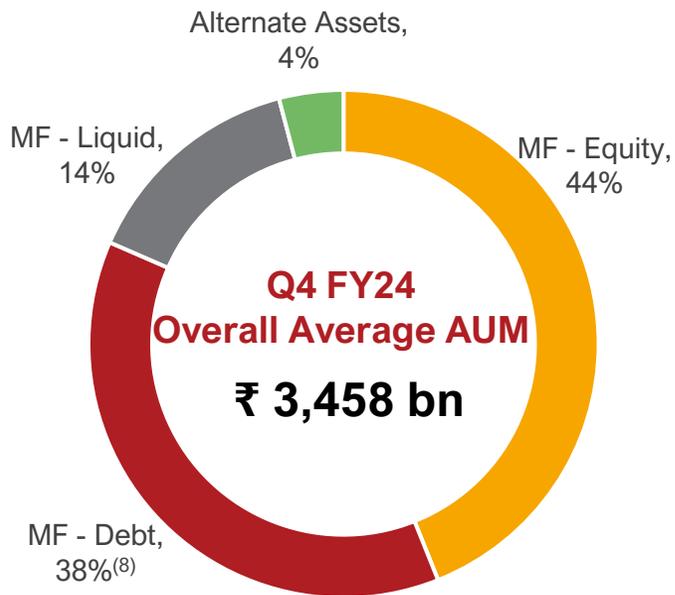


- 1 Highest ever Profit in FY24. PBT at INR 10.1 bn; up 27% Y-o-Y & PAT at INR 7.8 bn; up 31% Y-o-Y
- 2 Total Revenue at INR 16.4 bn for FY24; up 21% Y-o-Y
- 3 Proposed Dividend of INR 13.5 per share for FY24
- 4 Mutual Fund Q4 FY24 Average AUM at INR 3,317 bn; up 21% Y-o-Y
- 5 Equity Mutual Fund Q4 FY24 Average AUM at INR 1,520 bn up 31% Y-o-Y with mix at 46%
- 6 SIP Book at INR 12.52 bn for March-24; up 25% Y-o-Y.
New SIP registrations for Q4 FY24 at ~5,96,400; up 125% Y-o-Y
- 7 Serviced 8.59 mn folios as of March-24. Added around 1.1 mn new folios in FY24



Driven by a strong and robust risk management and governance framework

AUM



Mutual Fund AUM⁽¹⁾

₹ 3,317 bn
Market share⁽²⁾ 6.9%

Equity AUM⁽¹⁾

₹ 1,520 bn
Market share 4.9%

Individual AUM⁽³⁾

₹ 1,732 bn

Passive AUM⁽⁴⁾

₹ 289 bn

Total Alternate AUM⁽¹⁾

₹ 141 bn

PMS/AIF AUM⁽¹⁾

₹ 31 bn

Real Estate AUM⁽¹⁾

₹ 5 bn

Offshore AUM⁽¹⁾

₹ 105 bn

Financials (FY24)

Total Revenue⁽⁵⁾

₹ 16.4 bn

Profit Before Tax

₹ 10.1 bn

Profit After Tax

₹ 7.8 bn

Dividend⁽⁶⁾

₹ 13.5 per share
Payout⁽⁷⁾ : 50%

Customer & Distribution

Investor Folios

8.59 mn

MF Distributors

81,000+

Locations

290+

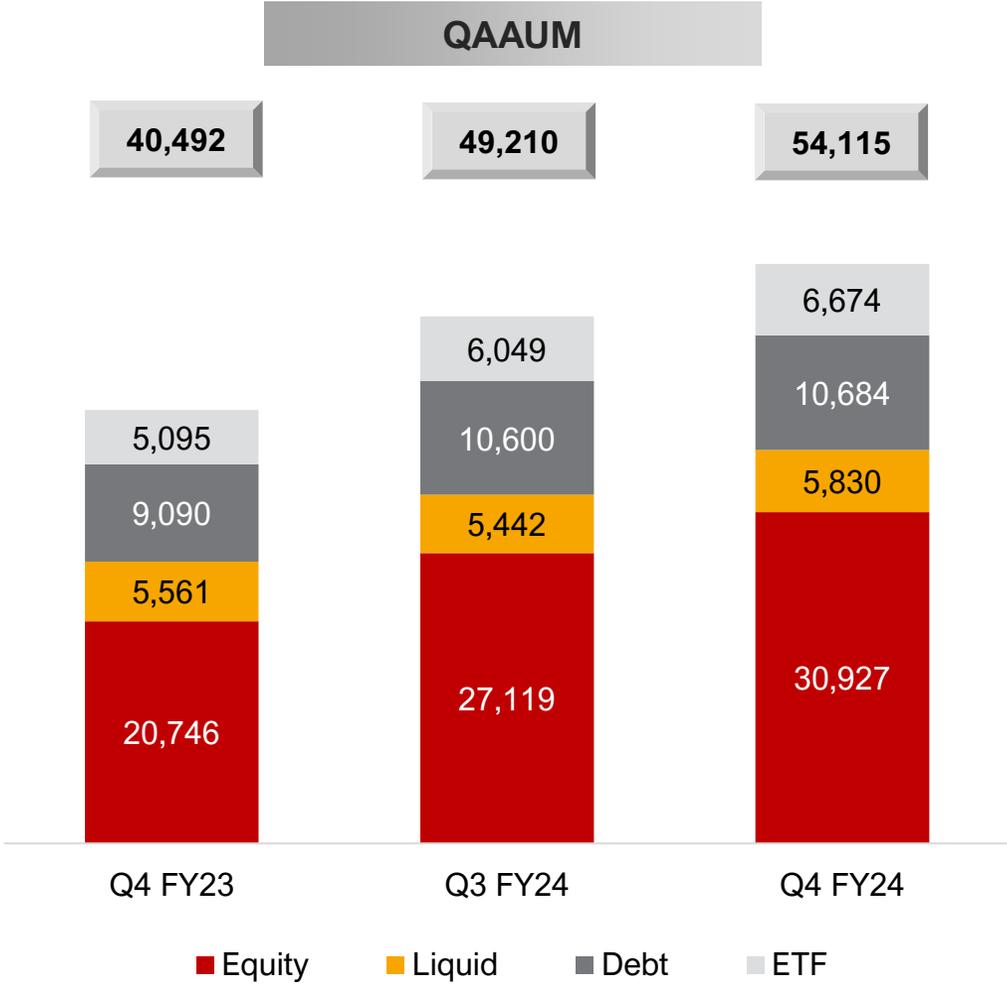
Digital Partners

125+

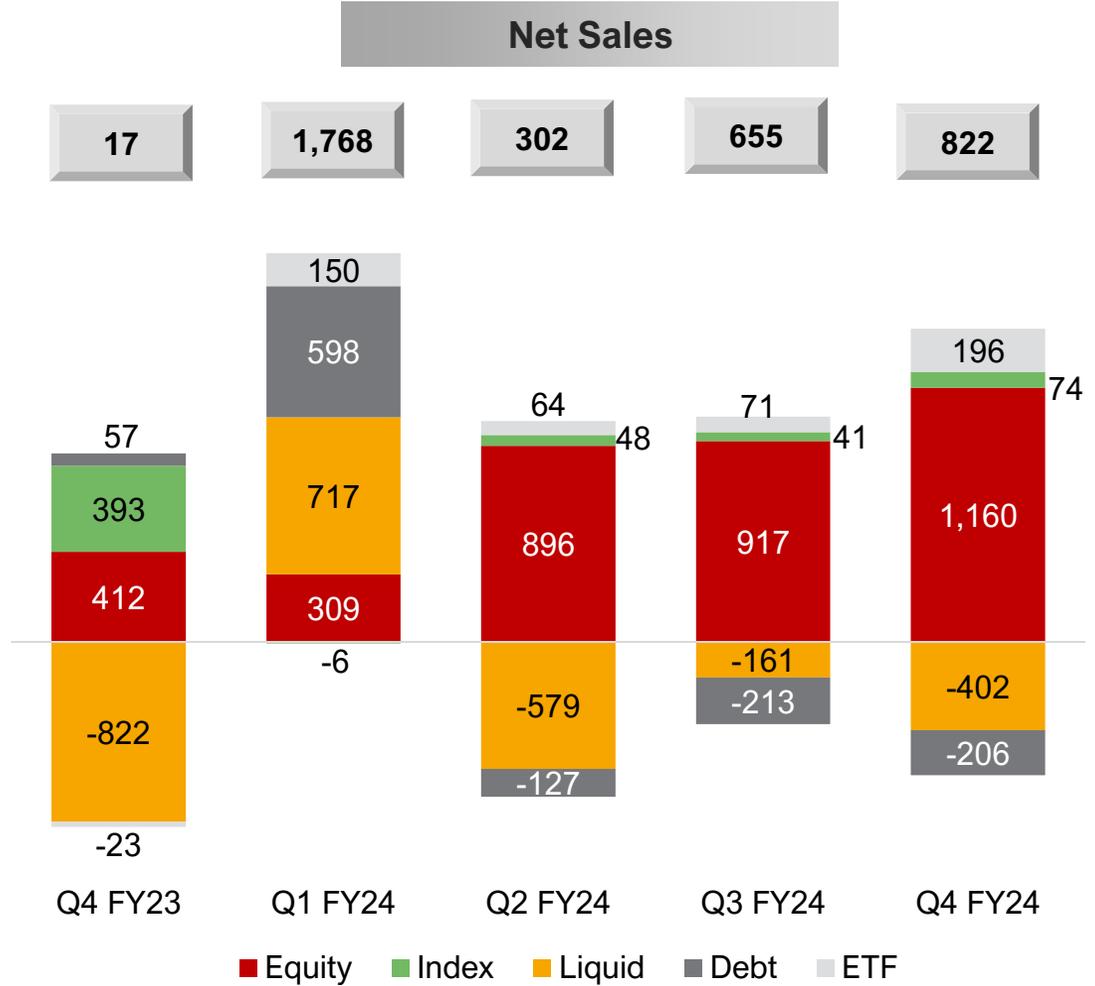
Industry Overview

Industry QAAUM & Net Sales Trend

(INR billion unless otherwise stated)



Industry QAAUM witnessed Q-o-Q growth of 10% in Q4 FY24

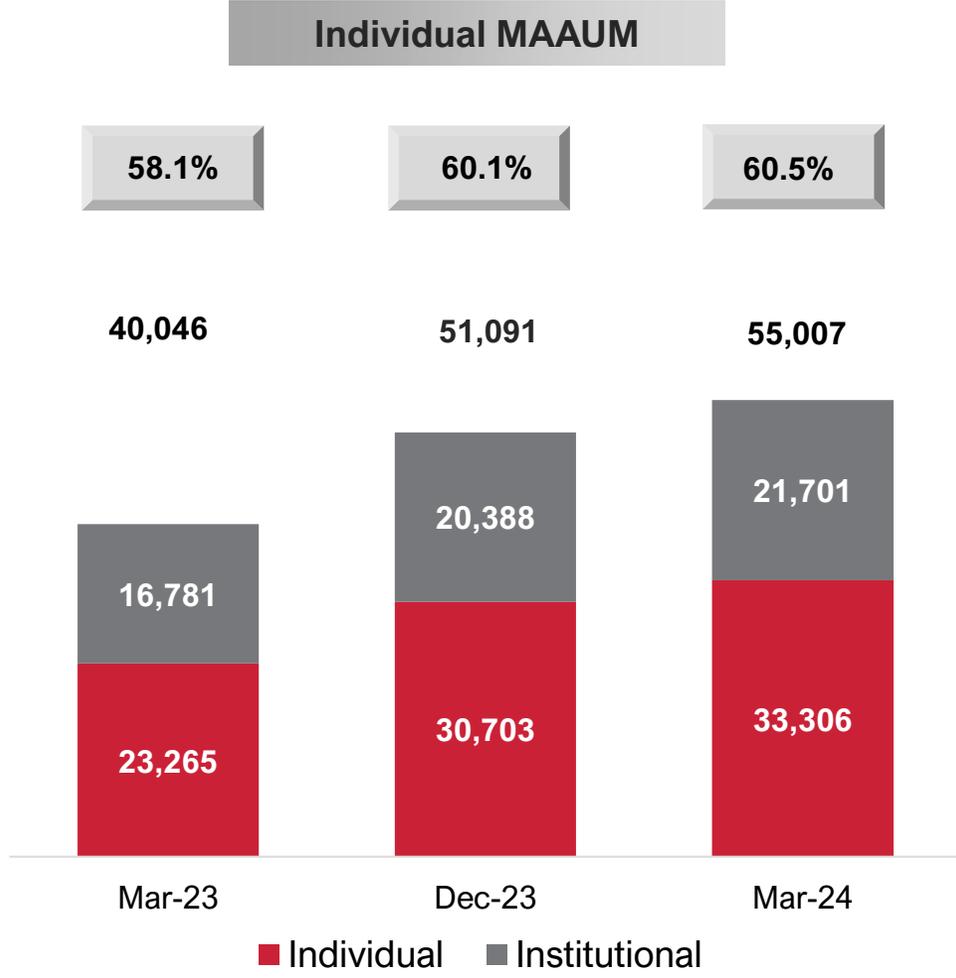


Industry witnessed strong equity inflows in Q4 FY24

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

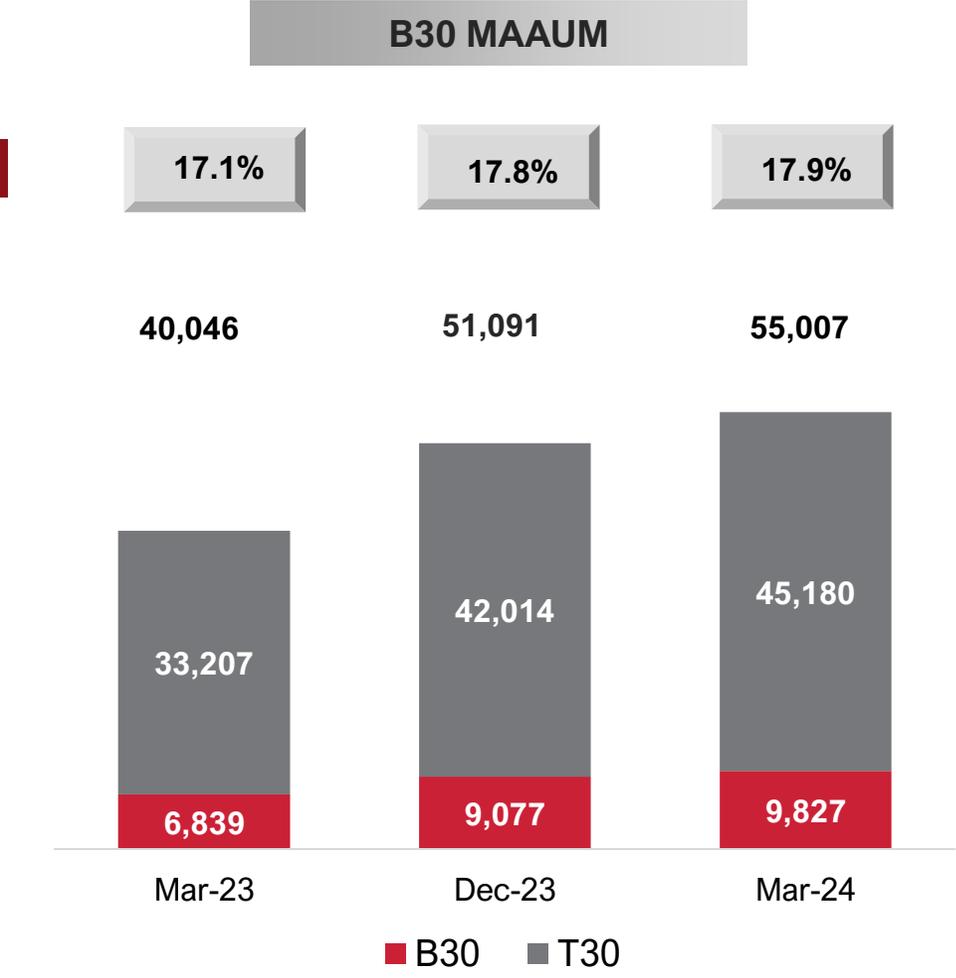
(INR billion unless otherwise stated)

Individual Mix



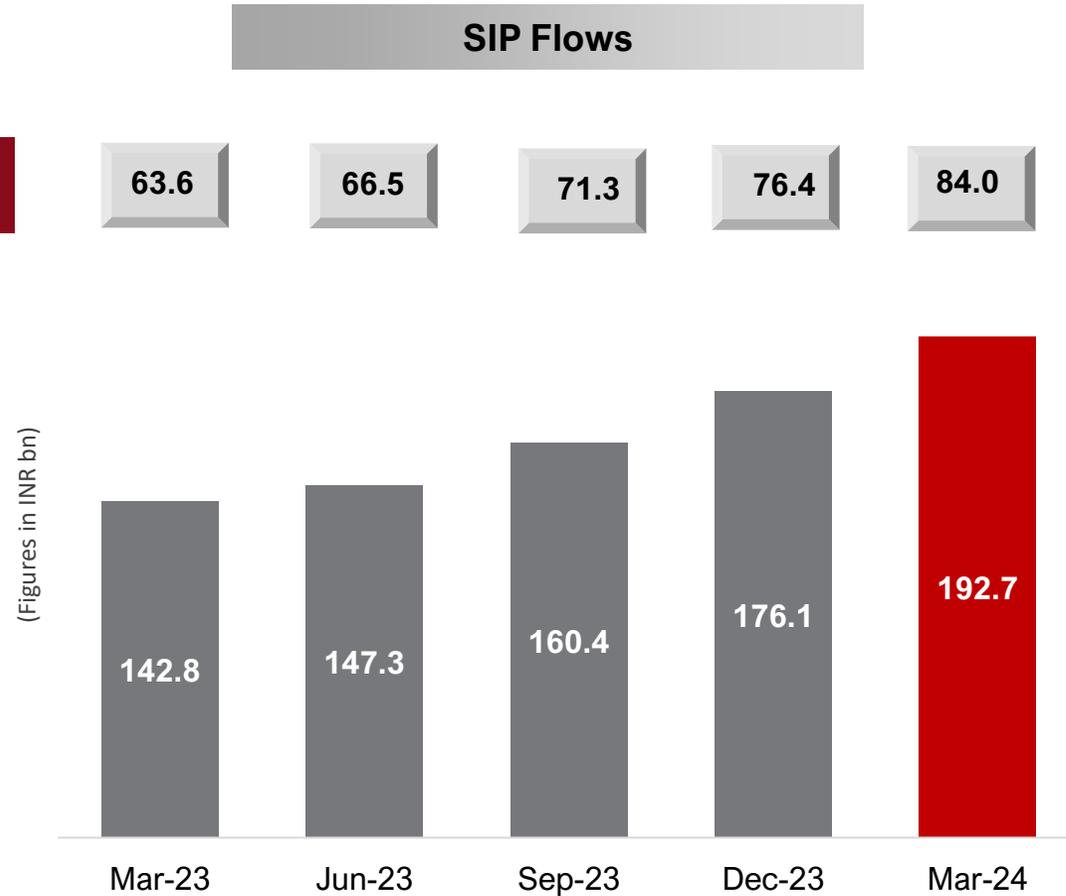
Industry Individual MAAUM mix increased from 58.1% in Mar-23 to 60.5% in Mar-24

B-30 Mix



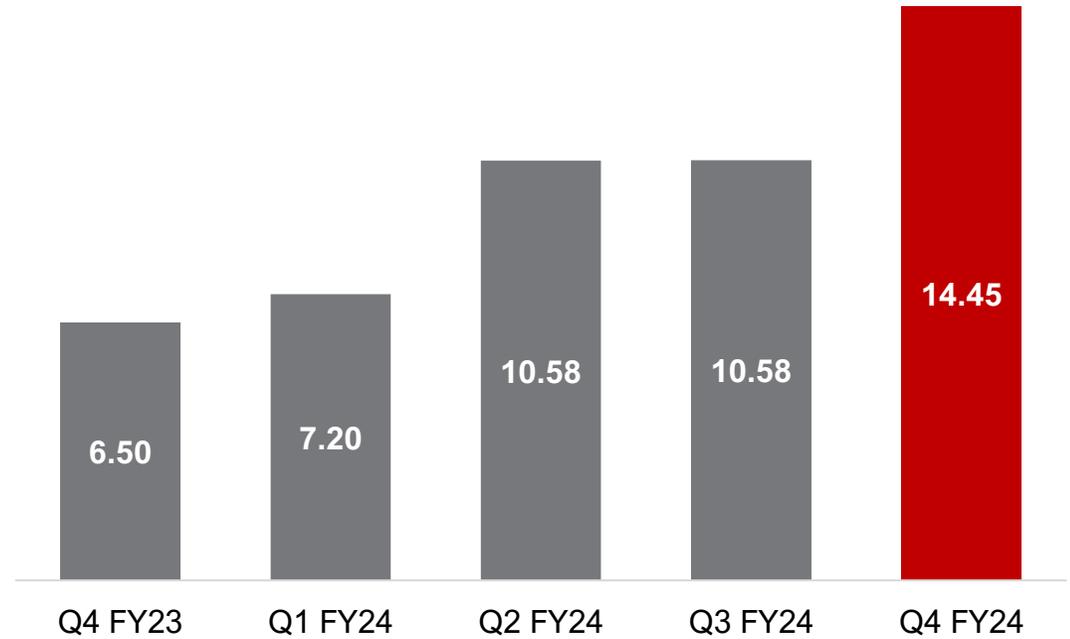
Industry B30 MAAUM mix increased from 17.1% in Mar-23 to 17.9% in Mar-24

Live Count
(Mn)



Industry SIP Flows increased to INR 192.7 bn in Mar-24

New SIP registrations Count (mn)

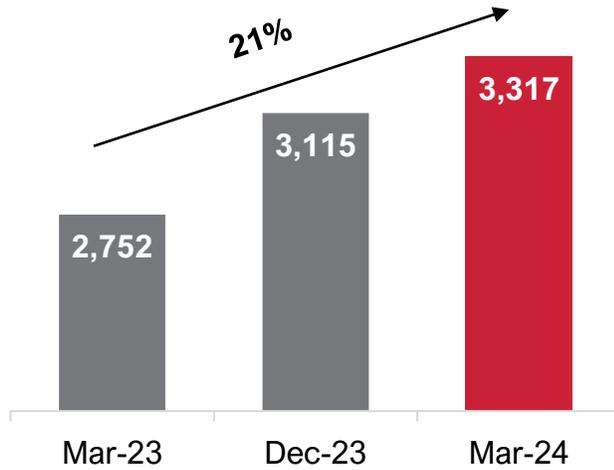


Industry new SIP registrations increased to 14.45 mn in Q4 FY24

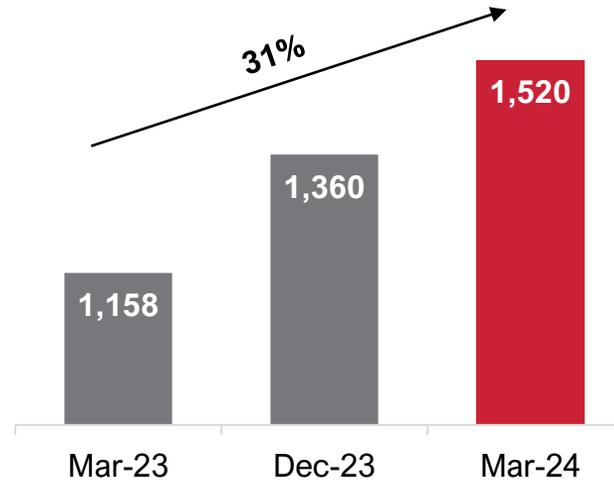
ABSLAMC Performance Overview

(INR billion unless otherwise stated)

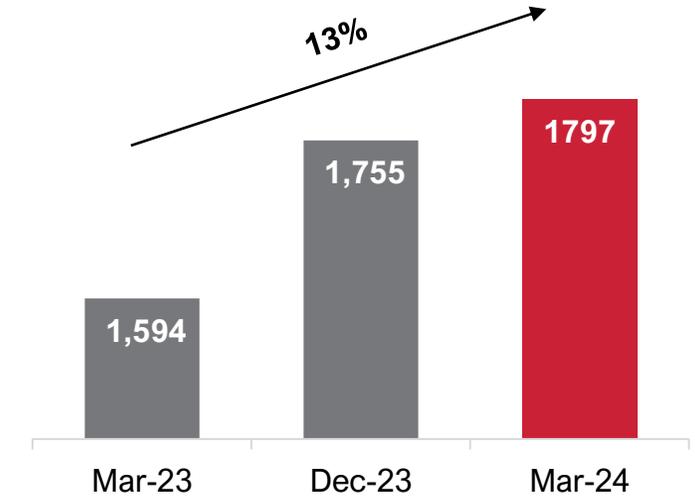
Mutual Fund QAAUM



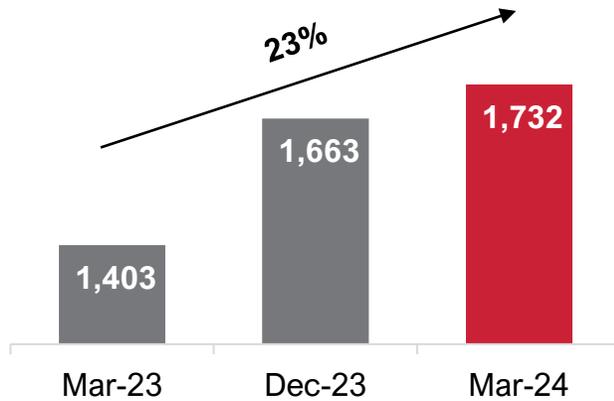
Equity QAAUM



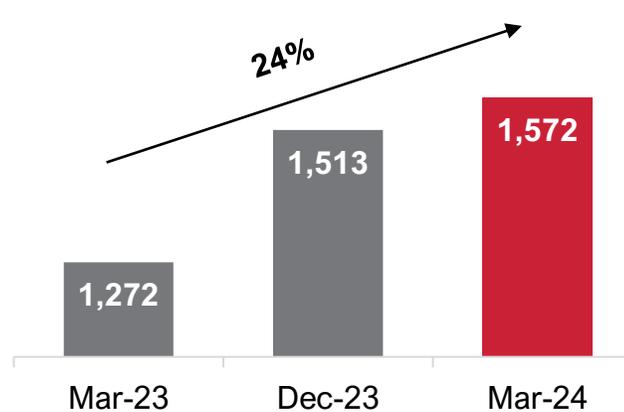
Fixed Income QAAUM¹



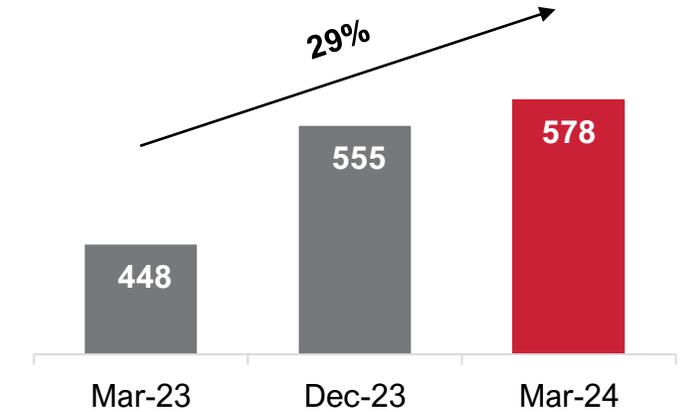
Individual MAAUM



Institutional MAAUM



B-30 MAAUM

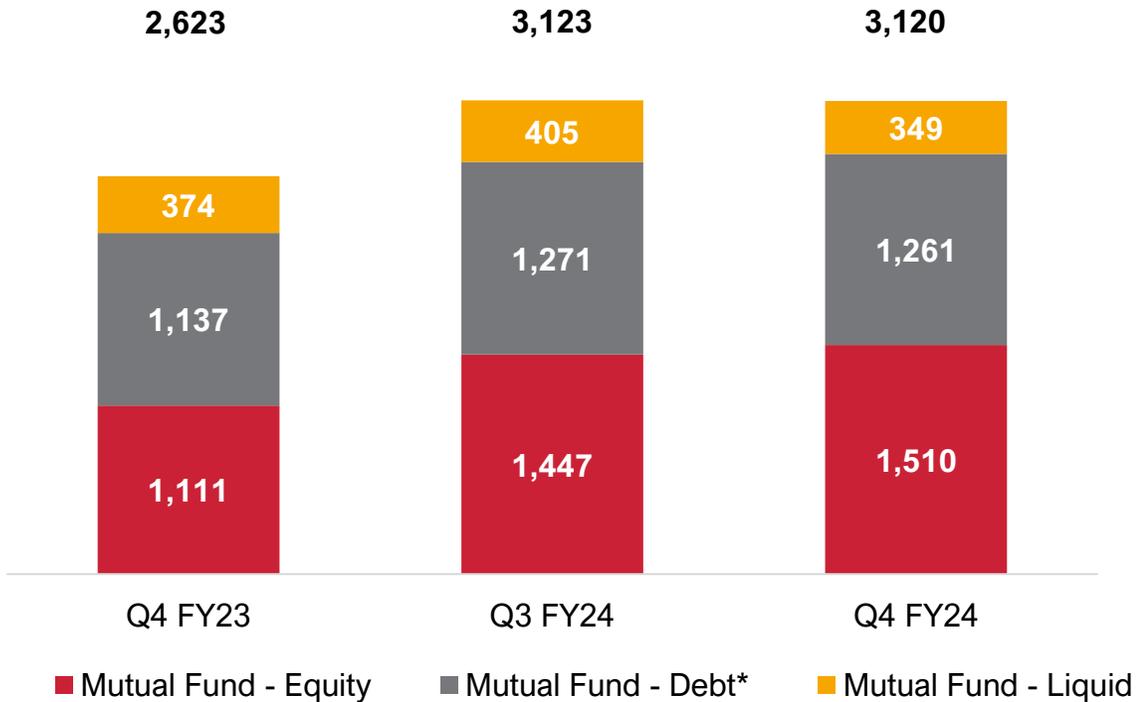


¹ Fixed Income QAAUM include ETF

(INR billion unless otherwise stated)

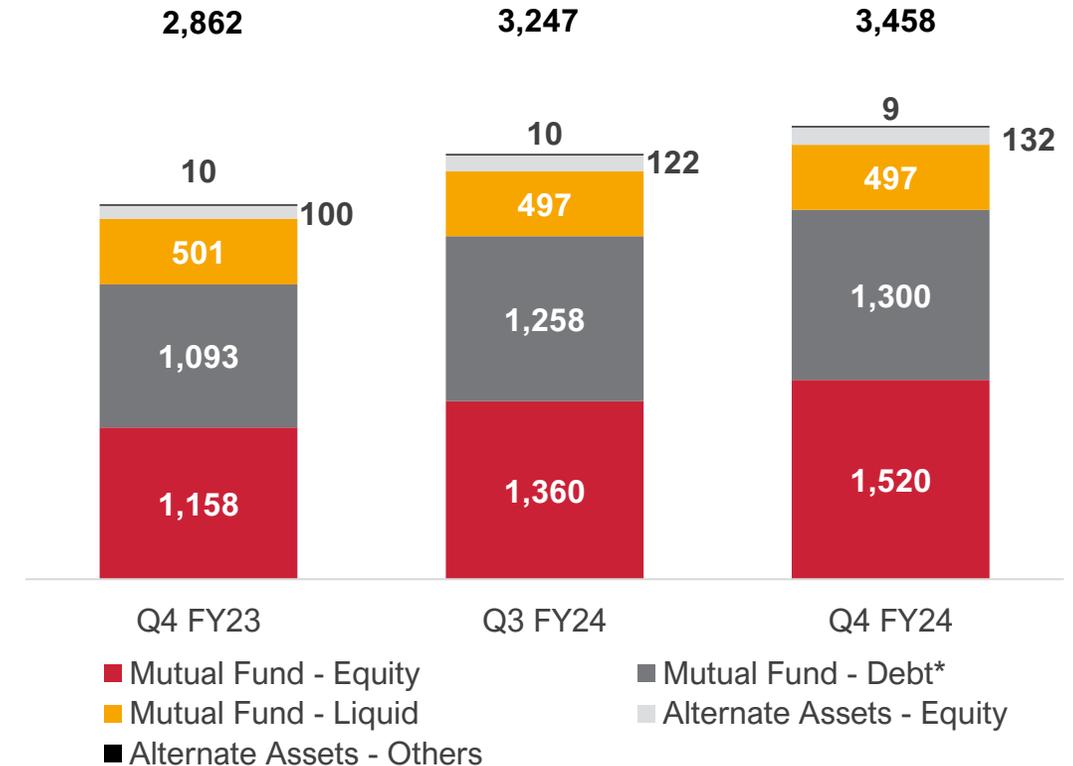
Mutual Fund Closing Assets under Management

Mutual Fund	Equity MF	Equity MF Mix
↑ 19% Y-o-Y	↑ 36% Y-o-Y	48.4% (PY: 42.4%)



Overall Quarterly Average Assets under Management

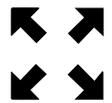
Overall	Equity MF	Equity MF Mix
↑ 21% Y-o-Y	↑ 31% Y-o-Y	45.8% (PY: 42.1%)



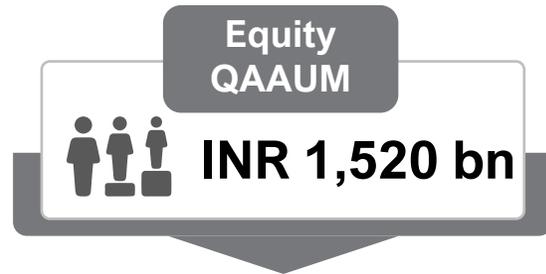
*Mutual Fund-Debt include ETF

Strong retail franchise with **8.59 mn** folios¹

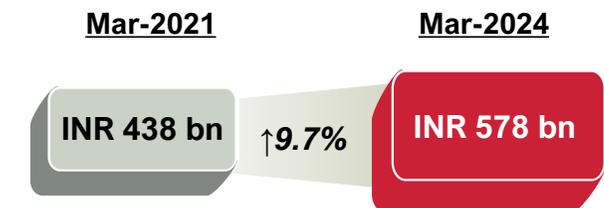
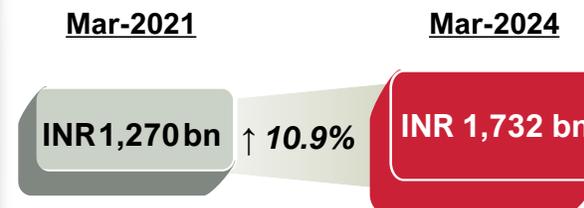
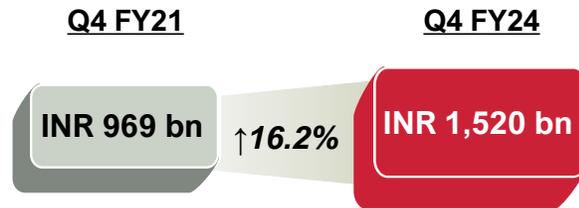
Mar-24 unless stated otherwise



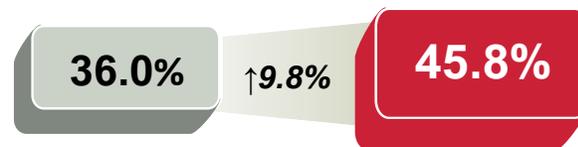
Size



Growth



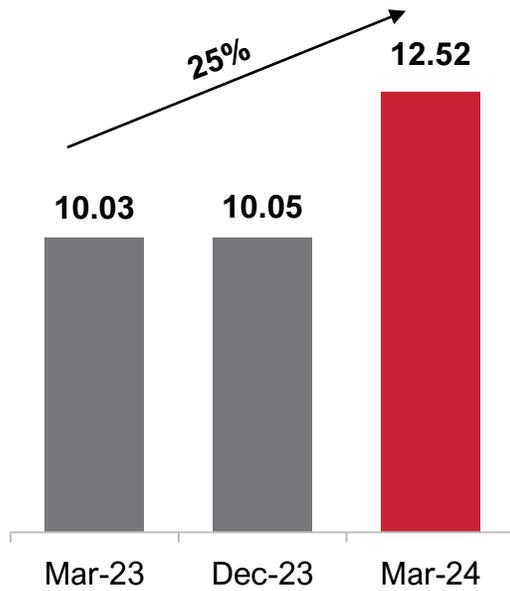
Contribution
to AUM



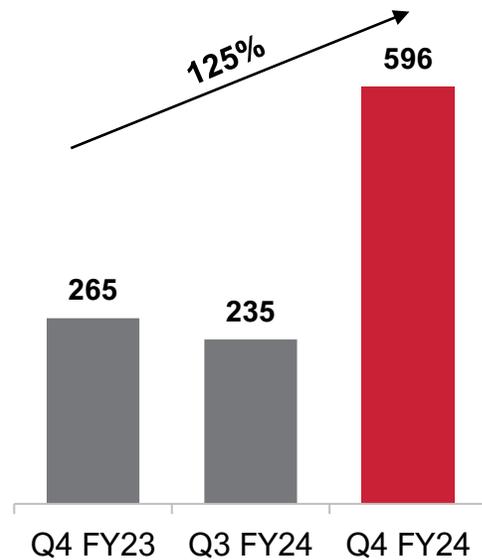
Higher share of SIPs generates consistent inflows across market cycles

Building sustainable SIP Flows

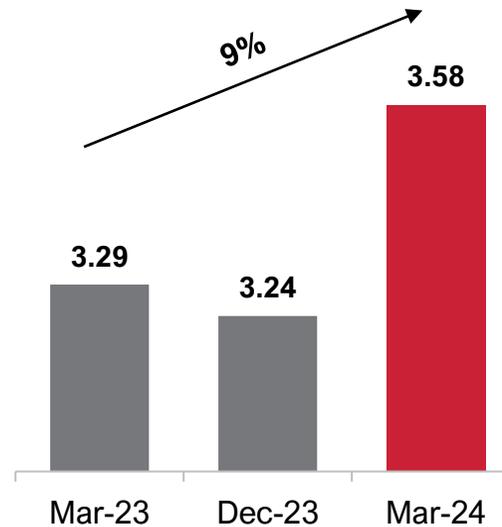
SIP¹ Flows (in INR bn)



New SIP¹ Registrations Count ('000)

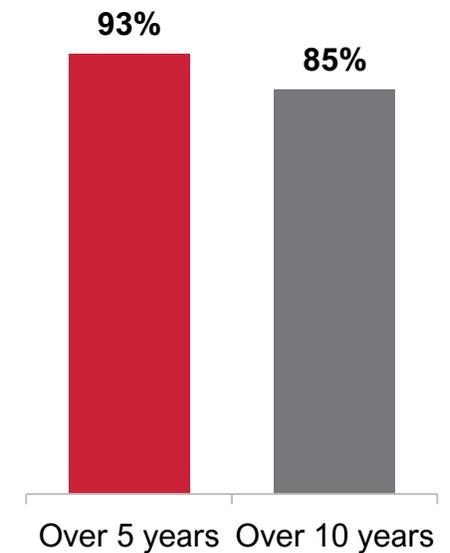


Number of Live Outstanding SIPs¹ (mn)



Long Tenure SIP Book²

% Count of Total SIPs



¹ Includes STP ; ² Based on tenure at the time of registration of all live SIPs as on March 31, 2024

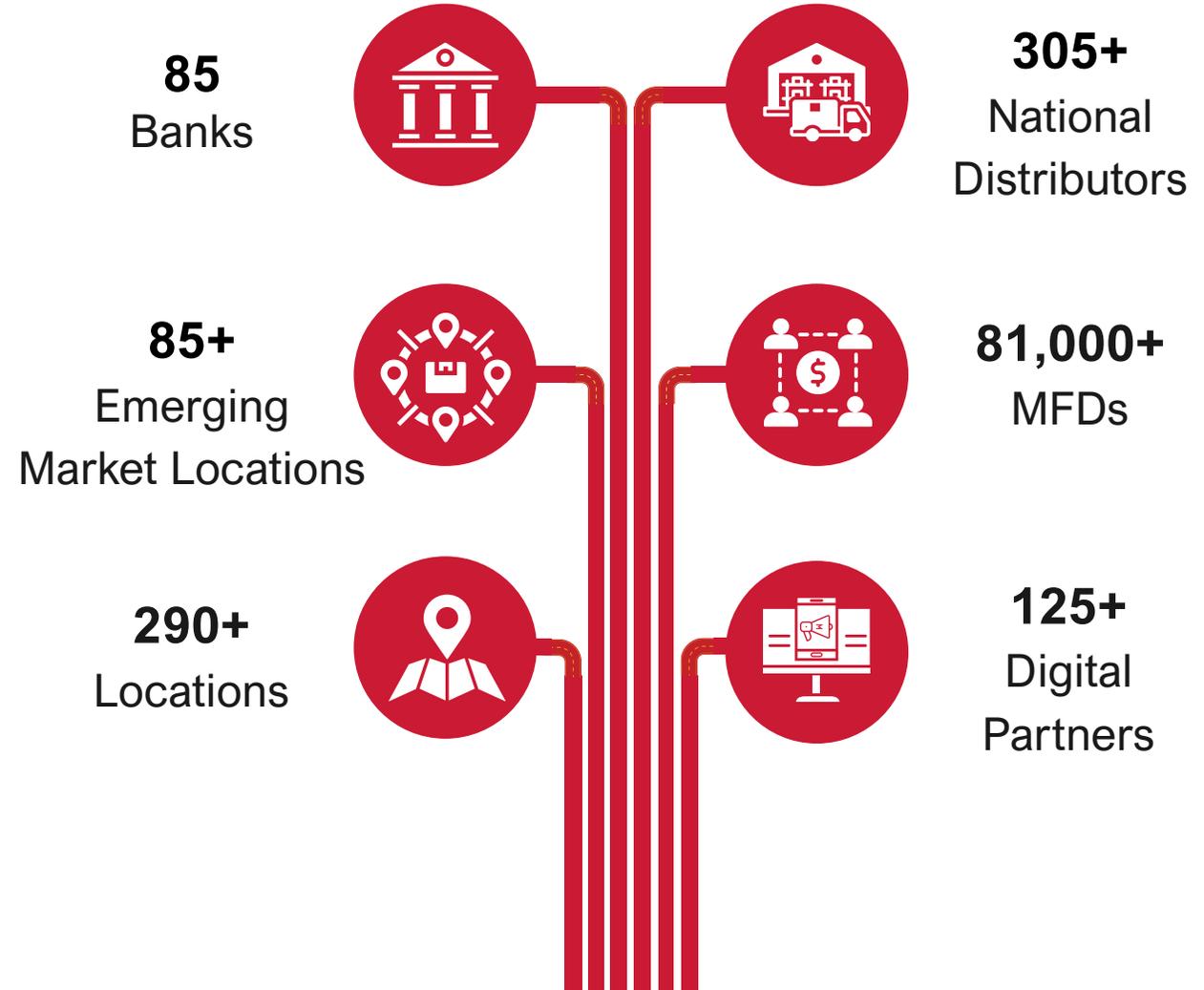
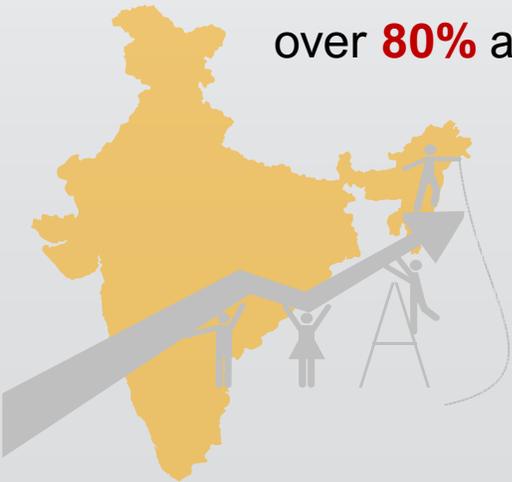
One of the largest empaneled distributor base

Servicing Investors across

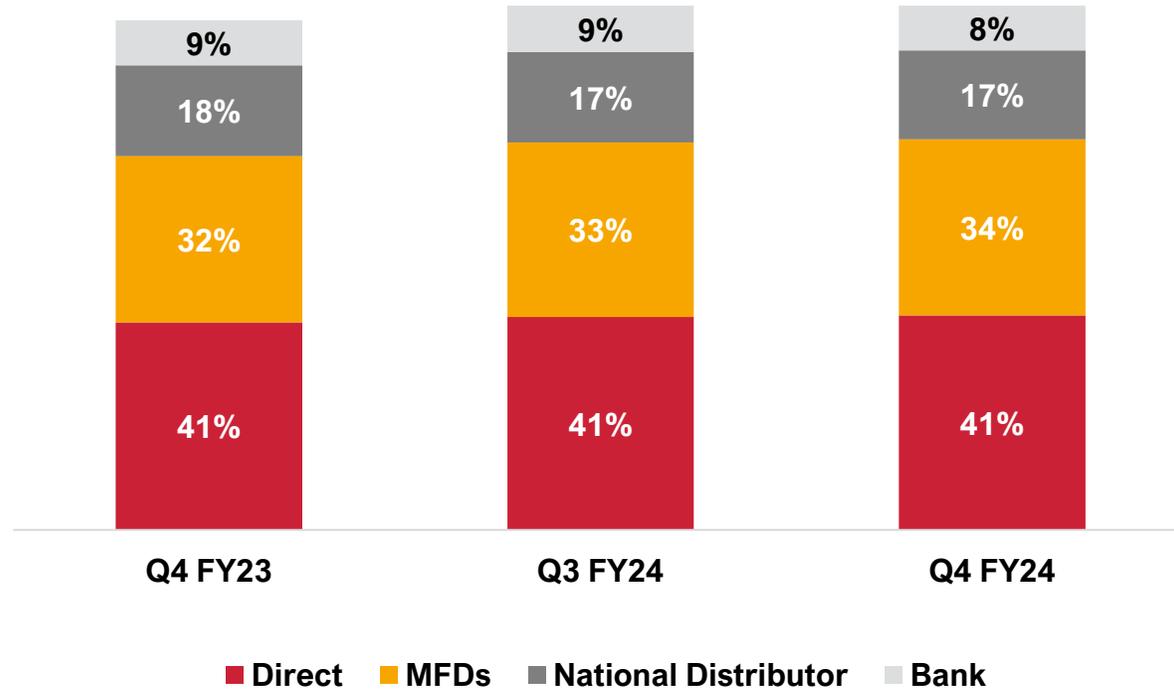
19,000+

Pan India pin codes

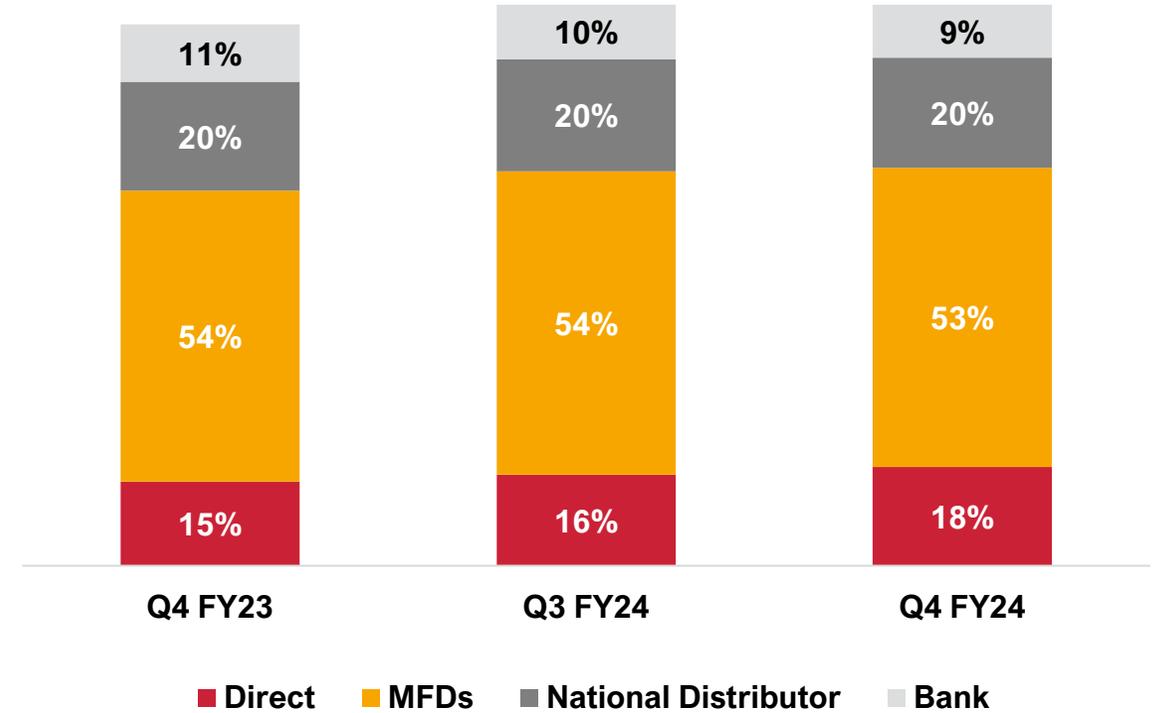
Out of **290+** locations,
over **80%** are in **B-30 cities**



Overall Asset Sourcing Mix¹

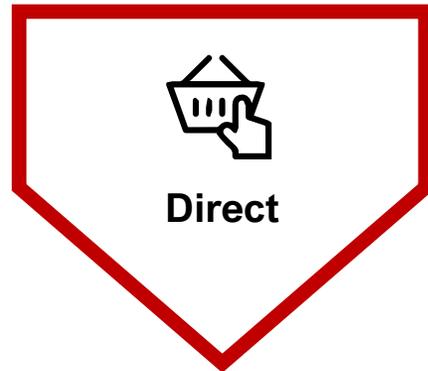


Broad-based sourcing of Equity Assets



Continue to expand distributor base and empaneled 9,100 + new MFDs in FY24

Lean model to expand into deeper markets



Direct

**30 +
Dedicated Persons**

- Provide personalized attention and tailored solutions to meet the unique needs and preferences of high-net-worth clients
- Increased presence beyond Top 8 locations across India



**Emerging
Markets**

**85 +
EM locations**

- Aim to tap into potential rural and emerging markets at an early stage to build early growth
- Deepening product awareness through continuous engagement drives for investors and distributors



**Virtual
Relationship
Manager**

**3000 +
Distributors
Activated¹**

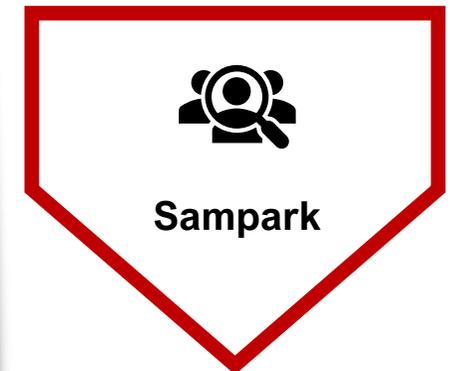
- Improve new distributor experience through virtual assistance and guidance with primary focus on increasing activations, SIPs and gross sales.
- Upgrade MFDs to high potential business partners and transfer them to Retail Sales



**Service
to Sales**

**~ 240
Dedicated
Service Persons**

- Service RMs engage effectively with investors and facilitate their investment decision
- Identify opportunities for win back, retention and upsell

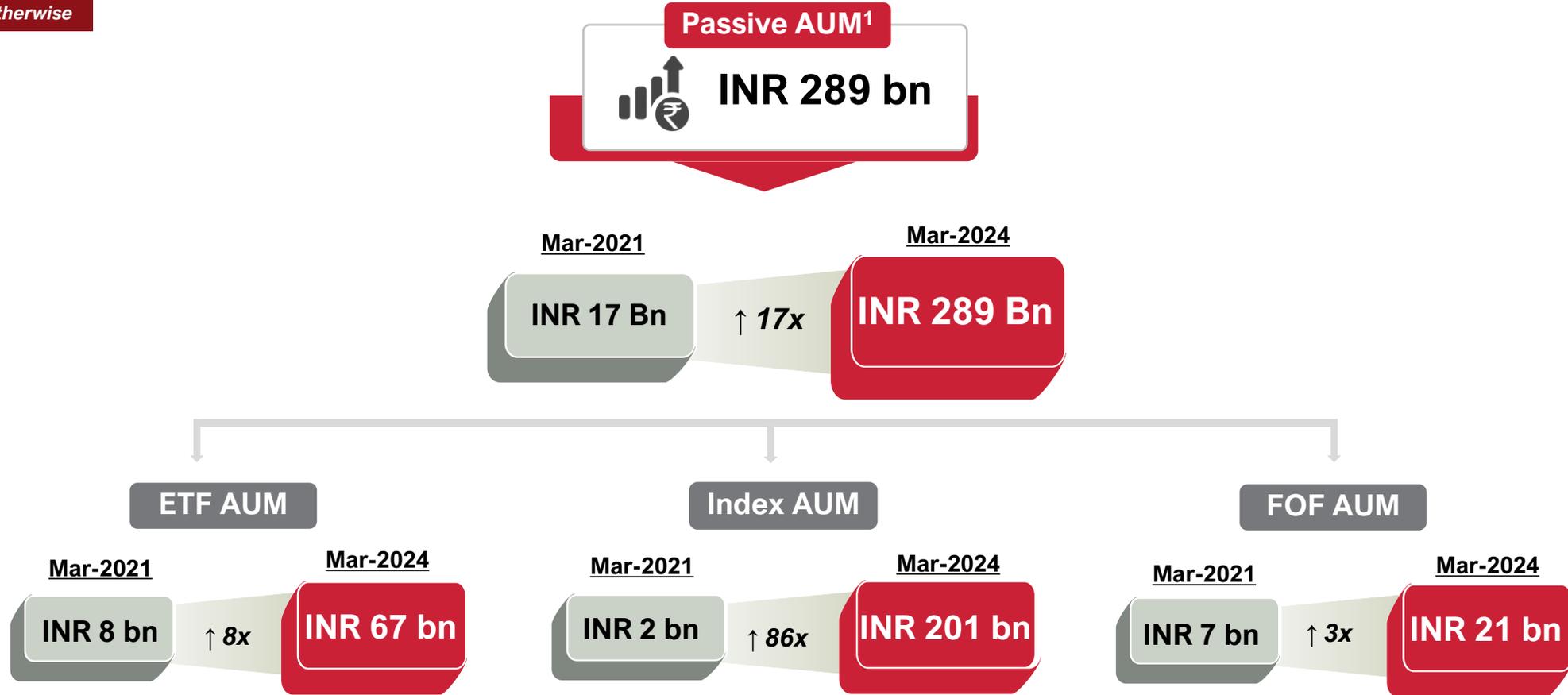


Sampark

**9,100 +
Distributor
Empaneled¹**

- Our distribution expansion initiative in empaneling and welcoming new distributors
- A comprehensive distributor engagement plan is implemented, encompassing empanelment, activation, digital transactions, education, and marketing communication

Mar-24 unless stated otherwise



~6,85,000
Investor Folios serviced
7x growth since March 2021



Rank 1
In Debt Index²



43 Products
Extensive product bouquet
3x growth since March 2021

¹ Closing AUM for ETFs, FoFs & Index Funds ²Based on Average AUM for the quarter ending March 31, 2024



PMS / AIF

**QAAUM
INR 30.72 bn**

Fund raising underway

**ABSL India Special Opportunities
Fund
(CAT III AIF)**

PRODUCT IN PIPELINE

**ABSL Structured Opportunities
Fund
(CAT II AIF)**



Real Estate

**QAAUM
INR 5.11 bn**

Fund raising underway

**Aditya Birla Real Estate Credit
Opportunities Fund Series 2
(CAT II AIF)**

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

- Fully deployed across five investments
- Executed first exit



Offshore

**QAAUM
INR 105.45 bn**

Fund raising underway

**“ABSL Global Emerging Market Equity
Fund (IFSC)”**

Cat II AIF (Global Equity FoF AIF) domiciled in
GIFT City

PRODUCT IN PIPELINE

**Cat III AIF Feeder Fund in Gift City
feeding into ABSLAMC MF schemes
ABSL Flexi cap Fund &
ABSL India GenNext Fund**

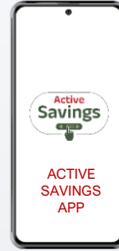
Investor Assets



**ABSL MF
Customer Portal**



Investor App



Active Savings App



**ABSL MF
Partner Portal**



Partner App



API Gateway

Partner Assets

Digitization & Data Structuring



**One click SIP
Registration via UPI
auto pay**



**Lead and Drop
cart nurturing
using Voice BOT**



E KYC



**AI /ML Assisted Real
Time Decisioning &
Personalization**



Partner easy Link



Salary SIP



**ARN hardcoded
Active Savings App**



CAMS OTM will be taken for SIP / Transaction



**KYC stack for
Resident Indian & NRI**



Aim to educate existing and next generation of investors and distributors

Reached **11,42,000+ people** through conducting over **15,000+ training sessions¹**

SAMRIDDI MAGAZINE



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

INVESTORS HANGOUTS PROGRAM



113K active users¹ and over
14 million YouTube viewers¹

FIRST FINANCIAL LESSONS AND FIRST PAY CHEQUE



Partnered with
23 universities in association with NISM²
Reached over **45,460** students¹

FOR HER - FINANCIAL EDUCATION



Customized engagements and workshops to
create women investors and MFDs
8.25 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-24	Dec-23	Mar-23	Q-o-Q	Y-o-Y
Revenue from Operations	3,656	3,415	2,970	7%	23%
Employee Benefits Expense	842	794	665	6%	27%
Fees and Commission Expense	99	87	74	14%	33%
Depreciation and Amortization	100	88	84	14%	19%
Other Expenses ¹	683	606	659	13%	4%
Total Expenses	1,724	1,575	1,482	9%	16%
Operating Profit	1,932	1,840	1,488	5%	30%
Other Income	744	795	322	-6%	131%
Profit Before Tax	2,676	2,635	1,810	2%	48%
Tax Expense	592	542	454	9%	30%
Net Income	2,084	2,093	1,356	0%	54%

¹ Includes Finance Cost

Statement of Profit & Loss Account

(INR million unless otherwise stated)

Particulars	Financial Year		Change
	FY24	FY23	Y-o-Y
Revenue from Operations	13,532	12,266	10%
Employee Benefits Expense	3,208	2,772	16%
Fees and Commission Expense	351	229	53%
Depreciation and Amortization	345	343	1%
Other Expenses ¹	2,420	2,254	7%
Total Expenses	6,324	5,598	13%
Operating Profit	7,208	6,668	8%
Other Income	2,874	1,271	126%
Profit Before Tax	10,082	7,939	27%
Tax Expense	2,278	1,975	15%
Net Income	7,804	5,964	31%

¹ Includes Finance Cost

Balance Sheet

(INR million unless otherwise stated)

Particulars	As at	
	31 st March 2024	31 st March 2023
Share Capital	1,440	1,440
Other Equity	30,248	23,730
Total Equity	31,688	25,170
Financial Liabilities	2,035	1,469
Non-financial Liabilities	1,296	1,242
Total Equity & Liabilities	35,019	27,881
Investments	31,222	23,592
Other Financial Assets	1,396	2,109
Non-financial Assets	2,401	2,180
Total Assets	35,019	27,881

1. The financial results have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 - Interim Financial Reporting, 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 and in compliance with Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
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. The Company, during the quarter ended 31st March, 2024 has allotted 6,861 Equity Shares face value of ₹ 5 each, fully paid up, on exercise of options by eligible grantees, in accordance with the Employee Stock Option Schemes approved by the Company. As at 31st March, 2024, there were application money received towards 14,048 Equity Shares face value of ₹ 5 each, applied pending allotment.
4. The Board of Directors have proposed a final dividend of Rs.13.5 per equity share (face value of Rs. 5 each) for the year ended March 31, 2024 subject to approval by the shareholders at the ensuing Annual General Meeting. During the year ended March 31, 2024, the Company has paid a final dividend Rs. 5.25 per equity share (face value of Rs. 5 each) for the year ended March 31, 2023 as approved by its shareholders at the Annual General Meeting held on 11th August, 2023.
5. Figures for the quarter ended March 31, 2024 & March 31, 2023 are derived by deducting the reviewed and reported year-to-date figures for the period ended December 31, 2023 and December 31, 2022 from the audited figures for the year ended March 31, 2024 and March 31, 2023 respectively. Previous period's / year's figures have been regrouped/reclassified wherever necessary to correspond with the current period's classification / disclosure.
6. The above results have been reviewed by the Audit Committee and approved by the Board of Directors of the Company, at their meeting held on April 26, 2024. 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



Ramesh Abhishek
Independent Director



Supratim Bandyopadhyaya
Independent Director

Senior management team instrumental in growth and success



A Balasubramanian
Managing Director and CEO



Mahesh Patil

Chief Investment Officer



Kamayani Nagar

Head – Retail Sales



Vikas Mathur

Head - Institutional
Sales



Bhavdeep Bhatt

Head – Alternate and
PMS Sales



Parag Joglekar

Chief Financial Officer



Sameer Narayan

Head - Alternate
Investments Equity



Amit Kansal

Head – Alternate
Investments Fixed Income



Sidharth Damani

Head - Business
Enablement & Marketing



Hari Babu

Chief Risk Officer



HIRAK BHATTACHARJEE

Head - HR, Admin &
Business Excellence



Keerti Gupta

Chief Operations
Officer



KS Rao

Head - Investor Education
& Distributor Development



Anil Shyam

Head - Strategy

Thank You

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