



**PRESS RELEASE**

Mumbai, 6<sup>th</sup> August 2012

**Aditya Birla Nuvo reports results for the quarter ended 30<sup>th</sup> June 2012**

Revenue grew by 11% to ₹ 5,323 Crore

EBITDA rose by 14% to ₹ 915 Crore

Net Profit is up by 5% to ₹ 267 Crore

(₹ Crore)

Consolidated Results	Quarter – 1	
	2012-13	2011-12
Revenue	5,323	4,777
EBITDA	915	802
Net Profit	267	253



For the quarter ended 30<sup>th</sup> June 2012, Aditya Birla Nuvo Limited (ABNL) has posted a year on year growth of 11% in revenue at ₹ 5,323 Crore. EBITDA rose by 14% to ₹ 915 Crore and net profit is up by 5% at ₹ 267 Crore.

**Management Comments**

**Commenting on the results, Dr. Rakesh Jain, Managing Director said,** “While industry growth has moderated in few of the sectors where ABNL operates, the Company continues to outperform in most of its businesses.”

**Mr. Sushil Agarwal, Whole Time Director and CFO emphasized that,** “Despite the planned maintenance shutdown in the agri-business and the impact of dumping from China in the Carbon Black and Insulators businesses, ABNL has achieved sound growth in the consolidated earnings.”

**Business-wise Review:**

**Aditya Birla Financial Services:**

With funds under management in excess of ₹ 94,600 Crore, Aditya Birla Financial Services (ABFS) continued to strengthen its market positioning across key parameters. ABFS posted consolidated revenue at ₹ 1,364 Crore. Its earnings before tax at ₹ 204 Crore surged quarter on quarter by 38% and year on year by 15%.

**Birla Sun Life Insurance** improved its private sector ranking in the group business to the 2<sup>nd</sup> position while maintaining individual business ranking at 5<sup>th</sup>. Its new business market share, among private sector players, rose quarter on quarter from 6.6% to 8.8%.

**Birla Sun Life Asset Management** became the largest fixed income manager in India and cemented its overall 4<sup>th</sup> position. Its AUM market share grew quarter on quarter from 9.2% to 9.7%.

**Aditya Birla Money’s** market share rose year on year from 1% to 1.5% in the retail cash equity broking segment and from 0.28% to 0.44% in the commodity broking segment.

**Aditya Birla Finance’s** lending book size more than doubled year on year to about ₹ 4,250 Crore. On quarter on quarter basis too, it has attained a strong 25% growth in its book size.

## **Telecom:**

- Reflecting the strength of its brand and the quality of its services, Idea Cellular leads the industry as the biggest revenue market share gainer since the past 4 years.
- Idea has a strong customer base of more than 117 million subscribers.
- Its revenue rose year on year by 22% to ₹ 5,501 Crore and EBITDA by 17% to ₹ 1,446 Crore.
- Idea's net profit surged by 32% from ₹ 177 Crore to ₹ 234 Crore.
- Strong balance sheet and free cash flow generation continued to support Idea's growth plans.

## **Fashion & Lifestyle:**

- Revenue of Madura Fashion & Lifestyle grew by 8% to ₹ 524 Crore. Expansion of stores led to 18% sales growth in the retail channel which stands expanded to 1,167 EBOs across 1.7 million square feet.
- EBITDA at ₹ 22 Crore was flat year on year. Moderation in sales growth, during the seasonally subdued first quarter, led to lower absorption of rentals and other fixed costs.

ABNL, through its subsidiary Peter England Fashions & Retail Ltd., has invested ₹ 800 Crore through Optionally Fully Convertible Debentures in Pantaloon Retail India Ltd. (PRIL) during June 2012. The due diligence is in progress and the demerger scheme will be filed by ABNL and PRIL shortly.

## **IT-ITeS:**

- Revenue of Aditya Birla Minacs grew year on year by 27% to ₹ 599 Crore and operating EBITDA surged by 50% to ₹ 57 Crore. Higher revenue on account of ramp up and favourable forex movement contributed to the earnings growth. Net profit more than doubled from ₹ 8 Crore to ₹ 19 Crore.

## **Manufacturing:**

- Revenue is up year on year by 8% at ₹ 1,503 Crore while EBITDA is lower by 8% at ₹ 190 Crore. Textiles and Rayon businesses posted their highest ever quarterly earnings. Sales volume and profitability in the Carbon Black and Insulators businesses were affected year on year due to dumping from China. Maintenance shutdown in the Agri-business for 20 days, planned during the quarter, constrained urea sales volume and profitability.

**Going forward, ABNL's thrust is on capturing growth opportunities across its businesses to achieve the next higher level of growth.**

## **About Aditya Birla Nuvo Ltd.**

**Aditya Birla Nuvo** is a USD 4.5 billion conglomerate. Over the years, it has made successful ventures into the sunrise sectors viz., Financial Services (Life Insurance, Asset Management, NBFC, Private Equity, Broking, Wealth Management and general insurance advisory), Telecom, Fashion & Lifestyle and IT-ITeS. Its razor sharp focus on manufacturing businesses has made it a leading player in Agri-business, Carbon Black, Insulators, Rayon and Textiles sectors.

Aditya Birla Nuvo is part of the **Aditya Birla Group**, a USD 40 billion Indian multinational. The Group operates in 36 countries across the globe, is anchored by an extraordinary force of over 133,000 employees belonging to 42 nationalities and derives more than 60% of its revenue from its overseas operations.

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**Stock Code: BSE: 500303 NSE: ABIRLANUVO Reuters: ABRL.BO / ABRL.NS / IRYN.LU Bloomberg: ABNL IB / ABNL IN / IRIG LX**

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