



PRESS RELEASE

Mumbai, 14th February 2013

Aditya Birla Nuvo reports results for the quarter ended 31st December 2012

Revenue grew by 10% to ₹ 6,305 Crore

EBITDA rose by 29% to ₹ 1,090 Crore

Net Profit surged by 28% to ₹ 323 Crore

(₹ Crore)

Quarter 3		Consolidated Results	Nine Months		
2012-13	2011-12		2012-13	2011-12	
↑ 10%	6,305	Revenue	17,619	15,846	↑ 11%
↑ 29%	1,090	EBITDA	3,012	2,419	↑ 25%
↑ 28%	323	Net Profit	894	720	↑ 24%

For the quarter ended 31st December 2012, Aditya Birla Nuvo Limited (ABNL) has posted a year on year growth of 10% in revenue at ₹ 6,305 Crore. Its EBITDA rose by 29% to ₹ 1,090 Crore and net profit surged by 28% to ₹ 323 Crore.

Management Comments

Commenting on the results, Dr. Rakesh Jain, Managing Director said, “Given the current economic environment, which is marked with moderation in GDP growth, high interest rates and inflation, Aditya Birla Nuvo has registered strong earnings.”

Mr. Sushil Agarwal, Whole Time Director and CFO said, “Most of the businesses of Aditya Birla Nuvo are competitively well positioned. The Company continues to scale up and has plans to expand the businesses with long term growth potential.”

Business-wise Review (year-on-year):

Aditya Birla Financial Services (ABFS):

ABFS posted strong growth in its profitability and assets size during the quarter. The funds under management of ABFS expanded by 26% to ₹ 106,950 Crore. ABFS attained revenue of ₹ 1,500 Crore. Contributed by all the businesses, earnings before tax soared by 57% to ₹ 215 Crore.

- **Birla Sun Life Insurance** ranked 5th among the private life insurers with a market share of 8% in terms of year to date new business premium. Its Assets under Management (AUM) grew by 22% to ₹ 23,351 Crore.
- **Birla Sun Life Asset Management** achieved its highest ever average AUM (AUM) at ₹ 82,420 Crore. It posted highest growth rate in the domestic AAUM among top 5 players and improved its

market share from 8.9% to 9.8%. It continues to be number 1 fixed income fund manager in India.

- **Aditya Birla Finance's** lending book size more than doubled to reach ₹ 6,500 Crore. On quarter on quarter basis too, it has attained a strong 26% growth in its book size.

Telecom:

- As of 31st December 2012, out of its total 114 million subscribers, Idea reported 98.2% as VLR (active) subscribers – which is the highest in the industry.
- Led by a strong 16% growth in total minutes, despite regulations impacting subscribers acquisition, Idea's revenue and EBITDA grew by 11% to ₹ 5,572 Crore and ₹ 1,501 Crore respectively.
- Its strong balance sheet and free cash flow generation continues to support Idea's growth plans.

Fashion & Lifestyle:

- Driven by scaling up of exclusive brand outlets (EBOs) and 9% like-to-like stores sales growth, revenue from the retail channel surged by 27%. Retail channel stands expanded to a total of 1,233 EBOs spanning 1.8 million square feet.
- Madura has exited its distribution tie up with Esprit and closed all Esprit stores.
- Excluding Esprit, revenue of Madura Fashion & Lifestyle grew by 19% to ₹ 681 Crore, EBITDA rose by 32% to ₹ 76 Crore and EBITDA margin of branded apparels segment improved from 11.6% to 12.1%.
- Madura is generating sound ROACE led by profitable growth and working capital management

Pantaloon Transaction Update

- The proposed acquisition of a controlling stake in Pantaloon Fashion Format of Future Group will give ABNL's Fashion & Lifestyle business an entry into the womenswear and kidswear segments.
- Pantaloon Retail India Ltd. (PRIL), through a court scheme of arrangement, will transfer all undertakings, business activities and operations pertaining to the 'Pantaloon Fashion Format' to Peter England Fashions & Retail Ltd. (the resulting company), a subsidiary of ABNL.
- The Appointed Date of the transfer is 1st July 2012.
- As part of the Scheme of Arrangement, ABNL and/or its Affiliates intend making a voluntary open offer to the other shareholders of the resulting company.
- On the effectiveness of the Scheme and receipt of requisite approvals, equity shares of the resulting company will be listed on the National Stock Exchange of India and The Stock Exchange, Bombay.

IT-ITeS:

- Supported by the conversion of its order book, the revenue of Aditya Birla Minacs grew by 12% to ₹ 624 Crore. Operating EBITDA at ₹ 69 Crore is up by 29%. Favourable forex movement also contributed to the growth in profitability.

Manufacturing:

- Revenue rose by 17% to ₹ 2,098 Crore and EBITDA grew from ₹ 198 Crore to ₹ 204 Crore. Revenue growth was largely driven by higher trading of imported fertilisers. While earnings in the Carbon Black business remained under pressure due to cheaper imports and lower off-take from tyre manufacturers, the Rayon and the Insulators businesses contributed to growth in the profitability.
- The Capex plans in the manufacturing businesses includes :
 - Agri: The Board of Directors of the Company has approved proposal for Urea brownfield expansion by 3,850 tons per day (about 1.3 million tons per annum) at the existing Indo-Gulf

fertilisers complex in Jagdishpur (U.P.), at a capex of around ₹ 4,000 Crore, under the New Investment Policy and subject to the requisite government approvals.

- Rayon: Commissioning of the new VFY capacity using spool technology from ENKA, Germany is targeted by the end of the current financial year.
- Textiles: Capacity expansion of linen yarn from 2,300 tons per annum to 3,400 tons per annum and of linen fabric from 7.3 million meters to 10.1 million meters is targeted to be completed in the next financial year at a capex of ₹ 100 Crore.

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 service 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 136,000 employees belonging to 42 nationalities and derives more than 53% of its revenue from overseas operations.

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