



PRESS RELEASE

Q3FY16

- Revenue at ₹ 5,584 Crore ↑ 5% (Like-to-Like)
- EBITDA at ₹ 1,598 Crore ↑ 18% (Like-to-Like)
- Net Profit at ₹ 398 Crore ↑ 10% (Like-to-Like)

Aditya Birla Nuvo reports results for the quarter ended 31st December, 2015

Quarter 3			Consolidated Results	Nine Months		
2014-15 (Previous Year) Reported	2014-15 (Previous Year) Like-to-Like ¹	2015-16 (Current Year) Reported		2014-15 (Previous Year) Reported	2014-15 (Previous Year) Like-to-Like ¹	2015-16 (Current Year) Reported
6,640	5,300	5,584	Revenue	19,442	15,125	16,704
1,484	1,351	1,598	EBITDA	4,272	3,894	4,754
368	362	398	Net Profit	1,084	1,114	1,559 ²

Note 1: Pursuant to demerger of Madura into Pantaloons Fashion & Retail Ltd. (PFRL), Madura & Pantaloons businesses ceased to be division and subsidiary of ABNL and hence excluded from consolidated financials w.e.f. 1st April 2015. IT-ITeS subsidiary was divested w.e.f. 9th May 2014. Hence previous year's reported financials are not comparable. To make performance comparable, like-to-like financials for the previous year exclude Madura, Pantaloons and IT-ITeS businesses.

Note 2: Net Profit for the nine months period in 2015-16 includes exceptional gain of ₹ 357 Cr. on account of cessation of PFRL as subsidiary of ABNL.

Mumbai, 11th February 2016: Aditya Birla Nuvo Limited (ABNL) (BSE: 500303, NSE: ABIRLANUVO, Bloomberg: ABNL IN) reported a 5% like-to-like revenue growth for the third quarter ended 31st December 2015. On like-to-like basis, the Company's EBITDA rose by 18% to ₹ 1,598 Crore largely driven by the Financial Services and the Telecom businesses. Like-to-Like net profit grew by 10% to ₹ 398 Crore.

Highlights of the results:

Aditya Birla Financial Services

Aditya Birla Financial Services (ABFS) is a large non-bank financial services player that ranks among the top 5 fund managers in India (excluding LIC). It has built a diversified portfolio of 12 lines of businesses. Its assets under management (AUM) soared by 26% to ₹ 185,515 Crore. Its consolidated revenue grew by 10% to ₹ 2,104 Crore and earnings before tax by 19% to ₹ 241 Crore.

The lending book of **Aditya Birla Finance Ltd. (ABFL)**, at ₹ 22,210 Crore, continues to grow ahead of the market, posting a year-on-year rise of 44%. Its net worth expanded by 46% to ₹ 3,051 Crore driven by capital infusion of ₹ 176 Crore and healthy internal accruals. ABFL has built a well diversified quality portfolio with Gross NPA at 0.82% and net NPA at 0.16%. The **Housing Finance** business, which commenced its operations in October 2014, has grown its lending book sequentially by 40% from ₹ 880 Crore in September 2015 to ₹ 1,232 Crore in December 2015.

Birla Sun Life Insurance ranks 5th among the private players in India with new business premium market share at 6.9% for the nine months ended 31st December 2015. It remained the number #1 private life insurer in the Group segment. During the quarter, its individual new business premium grew by 7% driven by agency channel. Its AUM is up by 6% at ₹ 30,421 Crore.

The quarterly average AUM (AAUM) of **Birla Sun Life Asset Management (BSLAMC)** registered a 31% year-on-year growth at ₹ 153,974 Crore. Its position as India's 4th largest asset management company stands strengthened with a consistently rising market share of 10.19% up from 9.77% attained last year. Reflecting its focus on scaling up retail and high margin assets, BSLAMC's domestic equity AAUM soared by 52% to ₹ 32,693 Crore and Offshore AAUM almost doubled to ₹ 15,126 Crore.

Aditya Birla Insurance Brokers enhanced its year-to-date market share from 1.44% to 1.76% led by a 45% growth in quarterly premium placement while general insurance industry's premium grew by 16%.

MMI Holdings Ltd. has received an in-principle approval from FIPB for the proposed health insurance joint venture. Regulatory approval from IRDAI is awaited.



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MyUniverse, India's No. 1 online personal finance management portal, now enjoys the trust of more than 2.3 million registered users who are managing more than ₹ 18,750 Crore through this portal. It ranks as the 7th largest SIP distributor by numbers in India with 3.4% market share in December 2015. MyUniverse is leveraging the platform by broadening the product offerings.

Telecom (Idea Cellular)

Idea Cellular ranks 3rd in India with an improved revenue market share of 18.5% up from 17.2% a year ago. Having a base of 182 million subscribers, Idea is the 6th largest cellular operator in the world in terms of subscribers, based on operations in a single country. Idea's consolidated revenue is higher by 12% at ₹ 9,001 Crore and EBITDA is up by 9% at ₹ 3,159 Crore led by subscribers' additions and rise in minutes of use and data volumes. To capitalise on the data opportunity, Idea is aggressively expanding its 3G and 4G footprints. On the back of strong quarterly average cash profit generation of about ₹ 2,500 Crore, Idea is competitively well positioned to support its growth plans.

Divisions (Jaya Shree, Indo-Gulf Fertilisers, Indian Rayon and Aditya Birla Insulators)

ABNL's divisions are India's leading manufacturers of linen, urea, viscose filament yarn (VFY) and insulators. Their combined revenue at ₹1,387 Crore is lower year-on-year by 9% due to pass through of reduction in natural gas prices in the Agri business on account of gas pooling policy effective from 1st June 2015. EBITDA is up by 8% at ₹ 190 Crore. Return on Average Capital Employed during the nine months period improved year-on-year from 19% per annum to 23% per annum.

Spurred by volume growth and improved realisation in Viscose Filament Yarn and Caustic Soda, EBITDA of **Indian Rayon** soared by 60% to ₹ 66 Crore. **Indo-Gulf fertilizers** reported a 10% decline in its EBITDA at ₹ 63 Crore. Due to subdued demand, EBITDA of **Jaya Shree** textiles marginally de-grew to ₹ 34 Crore while EBITDA of **Aditya Birla Insulators** declined by 9% to ₹ 27 Crore.

New Ventures

Payments Bank: RBI has given an in-principle approval to ABNL for setting up a Payments Bank as promoter. The proposed Payments Bank will be 51:49 Joint Venture (JV) between ABNL and Idea Cellular. The JV will apply to RBI for the final grant of license which will be subject to fulfilment of certain regulatory pre-requisites. Gearing to launch its consumer services by the second half of the calendar year 2016, the JV will capitalise on Idea's nationwide reach of 2 million+ retail distribution channel across 383,000 towns and villages and ABNL's experience of successfully promoting and scaling up a number of consumer centric businesses.

Solar Power: ABNL has forayed into the Solar Power business through **Aditya Birla Renewables Ltd.**, a 51:49 JV between ABNL and the Abraaj Group, to build a large scale solar power platform in India. The joint venture brings together highly experienced management and operations teams with strong execution capabilities.

Consolidation of branded apparel businesses

The Scheme of Arrangement for the consolidation of the branded apparel businesses under Pantaloons Fashion & Retail Ltd. (PFRL) has been sanctioned by the Gujarat High Court at Ahmedabad and the Bombay High Court. On scheme becoming effective on 9th January 2016, Madura Fashion & Lifestyle business stands transferred to and vested in PFRL, which has been rechristened as Aditya Birla Fashion



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& Retail Ltd. (ABFRL) w.e.f. 12th January 2016. ABFRL has allotted 26 equity shares to the shareholders of ABNL for every 5 equity shares held by them in ABNL as on the record date 21st January 2016. The new shares so allotted by ABFRL were listed and permitted for trading on BSE and NSE with effect from 4th February 2016. With the reduction in the resultant holding of ABNL in ABFRL to 9.1%, ABFRL has ceased to be the subsidiary of ABNL.

Sun Life Financial, Canada to raise its stake in Birla Sun Life Insurance (BSLI) from 26% to 49%

Pursuant to an agreement with ABNL, Sun Life Financial will increase its stake in BSLI from 26% to 49%, subject to the requisite statutory and regulatory approvals in India and Canada. ABNL will sell approximately 437 million equity shares in BSLI, constituting its 23% stake, for a sum of ₹ 1,664 Crore, valuing BSLI at ₹ 7,235 Crore. On closure of the transaction, which is expected within the next 2 to 3 months, ABNL will continue to hold controlling stake in BSLI at 51%.

Standalone Balance Sheet

Led by the realisation of subsidy in the Agri business and transfer of net debt to the tune of ₹ 439 Crore pursuant to the de-merger of Madura into PFRL, Standalone Net Debt has reduced from ₹ 3,584 Crore in March 2015 to ₹ 2,980 Crore in December 2015. Net debt to EBITDA stood at 3.4 times and Net Debt to Equity at 0.34 times.

Going Forward

For 2015-16, ABNL plans to invest ₹ 150 Crore towards the capital expenditure for its divisions. ABNL also plans to fund the growth capital requirements of the Financial Services businesses to the tune of ₹ 800 Crore. Out of these capital commitments, capex of ₹ 88 Crore and investment of ₹ 392 Crore has already been done during the nine months period ended 31st December 2015. Proceeds of ₹ 1,664 Crore from sale of 23% stake in BSLI will strengthen the balance sheet.

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About Aditya Birla Nuvo Ltd.

Aditya Birla Nuvo is a conglomerate with leadership position across its businesses. Its Financial Services business (including NBFC, Housing Finance, Life Insurance, Asset Management, General Insurance Advisory, Private Equity, Broking, Wealth Management and Online Money Management) ranks among the top 5 fund managers in India. Its Telecom venture, Idea Cellular, ranks among the top 3 cellular operators in India. It is a leading player in Linen, Agri, Rayon and Insulators businesses. ABNL has recently ventured into the Solar Power businesses and is foraying into the Health Insurance business. It has also received an in-principle approval from RBI to set up a Payments Bank in joint venture with Idea Cellular.

Aditya Birla Nuvo is a part of the **Aditya Birla Group**, a USD 41 billion Indian multinational. The Aditya Birla Group is in the league of Fortune 500. Anchored by an extraordinary force of over 120,000 employees, belonging to 42 nationalities, the Aditya Birla Group operates in 36 countries across the globe. Over 50 per cent of its revenues flow from its overseas operations.

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