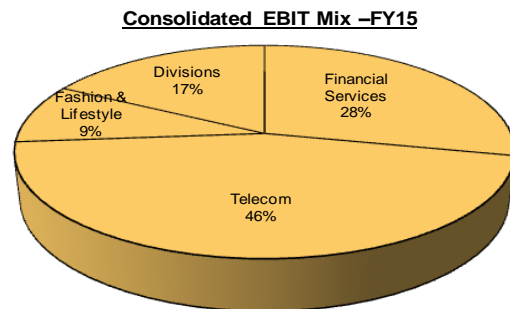
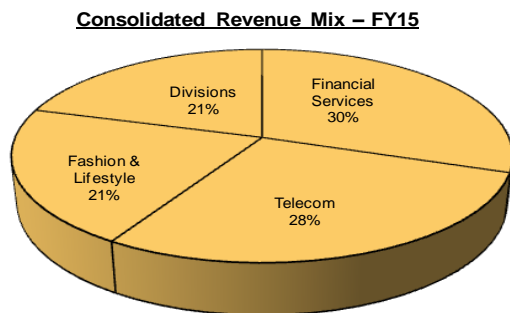
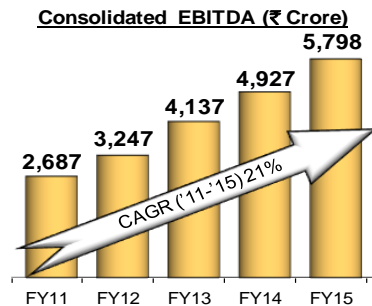
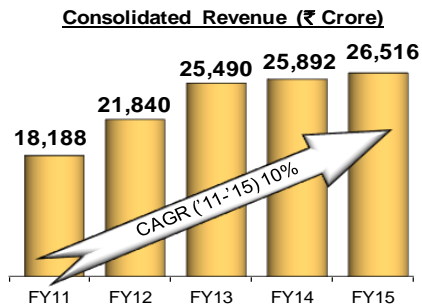


Aditya Birla Nuvo Ltd : A Snapshot



Aditya Birla Nuvo Ltd. (ABNL), a USD 4.4 billion conglomerate by revenue size, is part of Aditya Birla Group, a USD 41 billion Indian multinational. Having a market cap of about USD 4.2 billion as on 15th July, 2015, ABNL is present across Financial Services, Telecom, Fashion & Lifestyle, Linen and Manufacturing businesses. Anchored by over 53,750 employees, ABNL touches lives of more than 160 million Indians.



Note: Revenue and EBIT mix is excluding IT-ITeS business, which was divested w.e.f. 9th May 2014

ABNL commands leadership position in India across its businesses:

- ◆ Aditya Birla Financial Services ranks among top 5 fund managers in India (excl. LIC), with an AUM of USD 27.5 billion as on 31st March, 2015 & having annual revenue size of over USD 1.3 billion (2014-15). Trusted by 6 million customers & anchored by 10,700 employees, it has a nationwide presence through over 1,350 points of presence & about 127,500 agents / channel partners. It posted EBITDA of USD 152 million in FY15.
- ◆ Birla Sun Life Insurance (BSLI) is a 74:26 joint venture between ABNL and Sun Life Financial, Canada. BSLI ranks 6th in India among private players in terms of new business premium with a market share of 7.6% in FY15. It reported Embedded Value of ₹ 3,225 Crore as on 31st March 2014 and VNB margin at 16.2%. It is managing AUM of USD 5 billion as on 31st March, 2015.
- ◆ Birla Sun Life Asset Management (BSAMC) is a 51:49 joint venture with Sun Life Financial, Canada. BSAMC ranks 4th in India with a market share of 10.09% with an AUM of USD 22.3 billion as on 31st March'15.
- ◆ Aditya Birla Finance, the NBFC arm, has grown at a 75% CAGR since March 2011 to reach a lending book size of USD 3 billion as on 31st March, 2015.
- ◆ Aditya Birla Housing Finance commenced operations in Oct'14. Lending book as on 31st March'15 is ₹ 142 Crore.
- ◆ A prominent player in Private Equity, Wealth Management, Broking & General Insurance Advisory space.
- ◆ MyUniverse is India's #1 online personal finance management platform, enjoying trust of over 1.5 million registered users & helping customers manage more than ₹ 15,400 Crore of money as on 31st March' 15
- ◆ Foraying into health insurance business in India through joint venture with MMI Holdings Ltd. (a leading South African insurance-based financial services group).

- ABNL holds 23.29% in Idea Cellular, a USD 10.5 billion company by market cap as on 15th July, 2015. It posted revenue of USD 5.3 billion in FY15. Idea is the 3rd largest cellular operator in India with revenue market share at 17.5% (Q3FY15). Idea ranks among top 6 cellular operators in the world with about 2.1 billion minutes of usage per day. Serving a large customer base of over 158 million subscribers, Idea holds 16% in Indus towers, the world's largest tower company. Aditya Birla Group holds 42.29% in Idea Cellular. Idea has the highest 102.1% active subscribers' ratio in industry and has a leadership position in net subscribers' gainers post launch of mobile number portability in India.
- ABNL's Fashion & Lifestyle business is the largest premium branded apparel player in India trusted by 10.8 million loyalty customers. It posted revenue at USD 910 million, EBITDA at USD 89 million & ROACE at 27% in FY15.
 - ◆ Madura, a division of ABNL, is India's #1 branded menswear player having power brands viz., Louis Philippe, Van Heusen, Allen Solly and Peter England. It reaches out customers through 1,735 exclusive brand outlets spanning across 2.5 million square feet area besides 6000+ additional points of sale.
 - ◆ Pantaloons Fashion & Retail Ltd. is India's #1 branded womenswear retailer in India with 104 stores and 30 factory outlets spread over 2.3 million sq. ft. It is a subsidiary of ABNL, wherein ABNL owns 72.62% holding as on Mar'15.
- With combined revenue of USD 901 million in FY15, ABNL's divisions posted EBITDA of USD 102 million.
 - ◆ Jaya Shree is the largest linen yarn and fabric player in India
 - ◆ Indo-Gulf is among the best energy efficient urea plants in India
 - ◆ Indian Rayon is the second largest manufacturer of viscose filament yarn in India
 - ◆ Aditya Birla Insulators is India's largest and the world's fourth largest manufacturer of insulators

New Ventures and developments:

ABNL has applied to RBI for Payments Bank license, where ABNL will be the promoter, holding 51% of equity capital and Idea Cellular will hold balance 49% which may be increased to 60% if & when permitted with regulatory approval.

ABNL is also planning to foray in the Solar Power business.

In a bid to unlock value for the shareholders, Madura Fashion, a division of ABNL, is being demerged into Pantaloons Fashion & Retail Ltd., a listed subsidiary of ABNL, w.e.f. 1st April 2015, subject to statutory approvals.

Financial position remains healthy with Net Debt to EBITDA at 3 times and Net Debt to Equity at 0.42 times.

To sum up, most of the businesses are contributing to the profitable growth of the Company and are competitively well positioned. Going forward, the thrust is on capturing growth opportunities across the businesses to achieve the next higher level of growth.

Other information as on 31st March 2015

Promoter & Promoter Group shareholding (incl. 1.10% GDRs)	58.31%
Number of equity shareholders	132,505
Number of equity shares outstanding (Million)	130.14
Market Price per equity share (As per National Stock Exchange of India Ltd.)	₹ 1,664
Book Value per equity share (Consolidated)	₹ 989
Basic Earnings per equity share (Consolidated)	₹ 109

For analysts coverage on ABNL visit: http://www.adityabirlanuvo.com/Analyst_Coverage.php

Disclaimer

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Aditya Birla Nuvo Limited

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