

Ref. No.: ABSLAMCL/PS/61/2024-25

July 24, 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 ('SEBI Listing Regulations') – Investor Presentation**

Pursuant to Regulation 30 of the SEBI Listing Regulations, please find attached the investor presentation on the Unaudited Financial Results of the Company for the quarter ended June 30, 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**

**Prateek Savla**  
**Company Secretary & Compliance Officer**  
**ACS 29500**

**Encl. As above**

**Aditya Birla Sun Life  
AMC Ltd.**



# **INVESTOR PRESENTATION**

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**For quarter ended June 30, 2024**



**AUM growth**



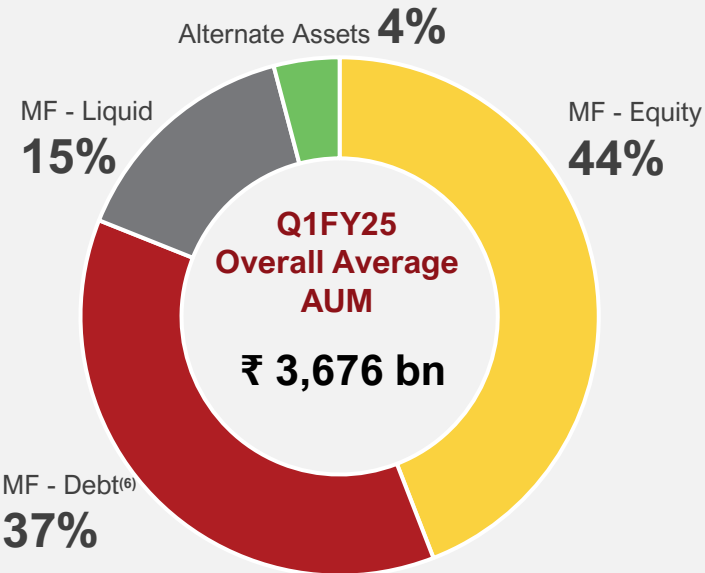
**Accelerated growth in Passive & Alternative investments**



**Sustainable growth in SIPs**

**Driven by a strong and robust risk management and governance framework**

## AUM



### Mutual Fund AUM<sup>(1)</sup>

**₹ 3,525 bn**

Market share<sup>(2)</sup> 6.7%

### Equity AUM<sup>(1)</sup>

**₹ 1,621 bn**

Market share 4.7%

### Individual AUM<sup>(3)</sup>

**₹ 1,857 bn**

### Passive AUM<sup>(4)</sup>

**₹ 299 bn**

### Total Alternate AUM<sup>(1)</sup>

**₹ 151 bn**

### PMS/AIF AUM<sup>(1)</sup>

**₹ 34 bn**

### Real Estate AUM<sup>(1)</sup>

**₹ 5 bn**

### Offshore AUM<sup>(1)</sup>

**₹ 112 bn**

## Financials (Q1 FY25)

### Total Revenue<sup>(5)</sup>

**₹ 4.8 bn**

### Profit Before Tax

**₹ 3.0 bn**

### Profit After Tax

**₹ 2.4 bn**

## Customer & Distribution

### Investor Folios

**9.4 mn**

### MF Distributors

**83,000+**

### Locations

**300+**

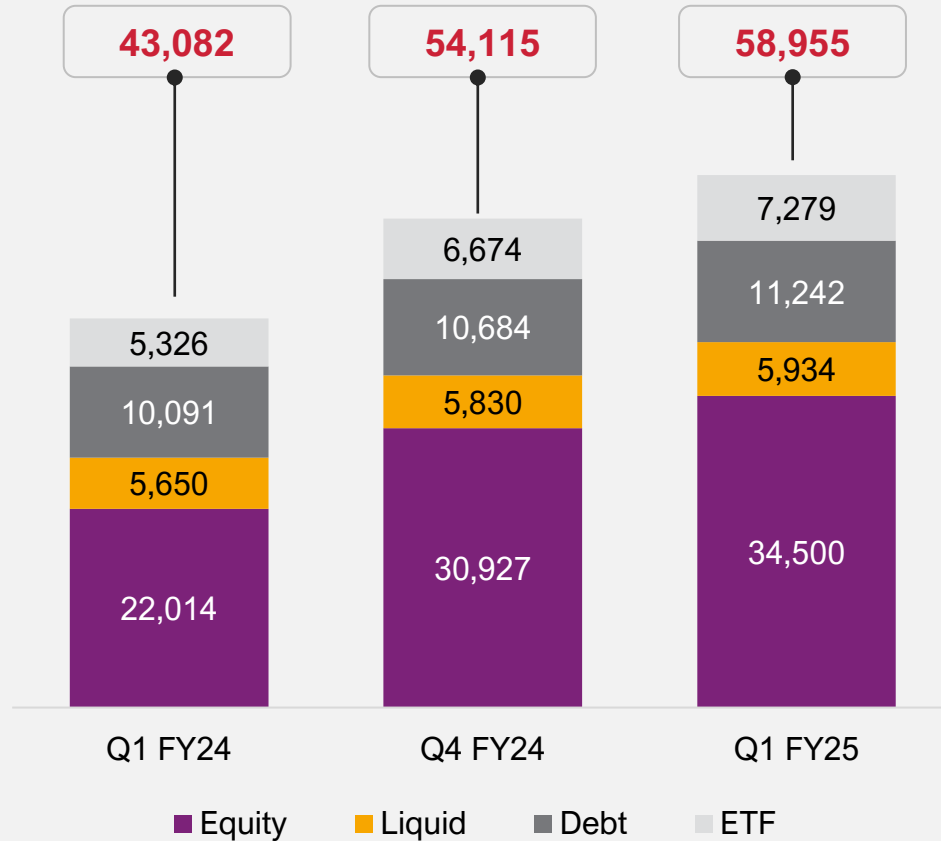
### Digital Partners

**130+**

# Industry Overview

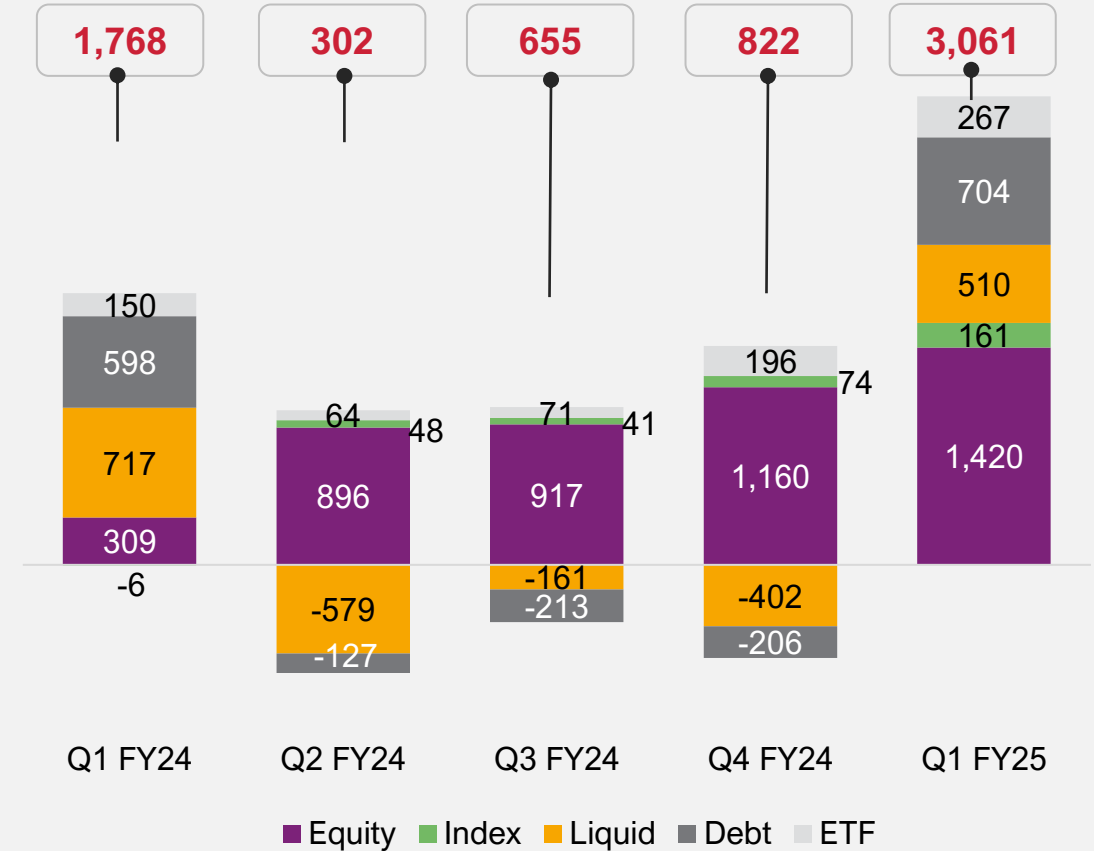
(INR billion unless otherwise stated)

## QAAUM



Industry QAAUM witnessed Q-o-Q growth of 9% in Q1 FY25

## Net Sales

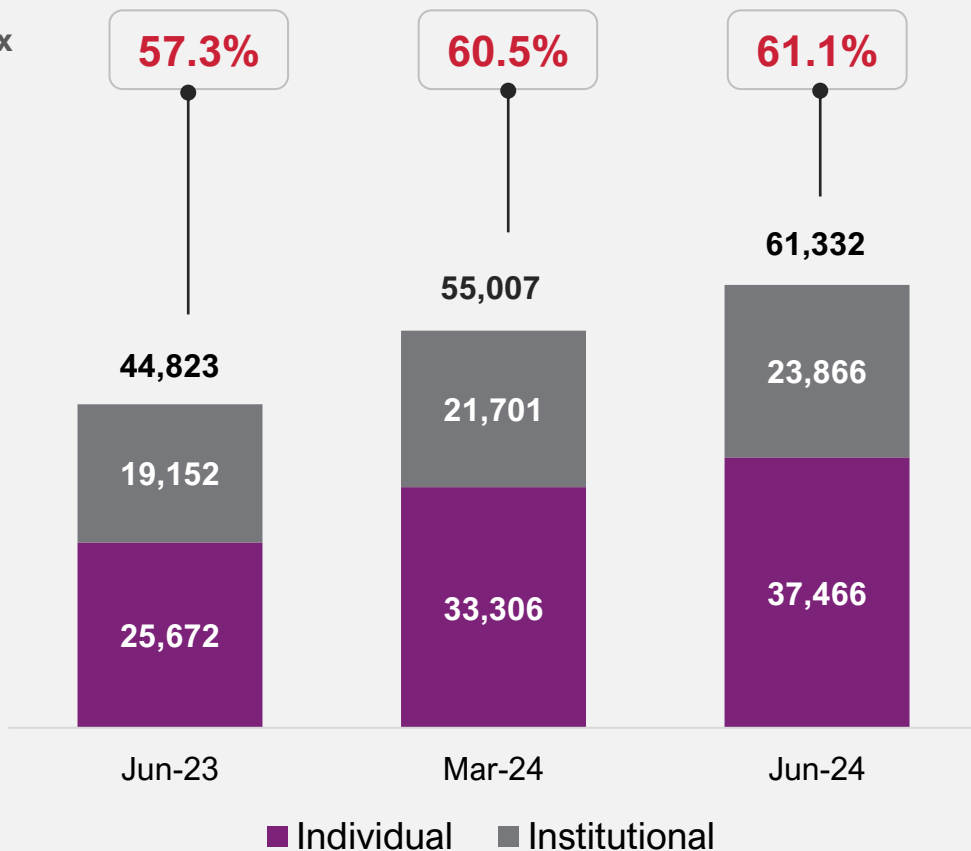


Industry witnessed strong inflows in Q1 FY25

(INR billion unless otherwise stated)

## Individual MAAUM

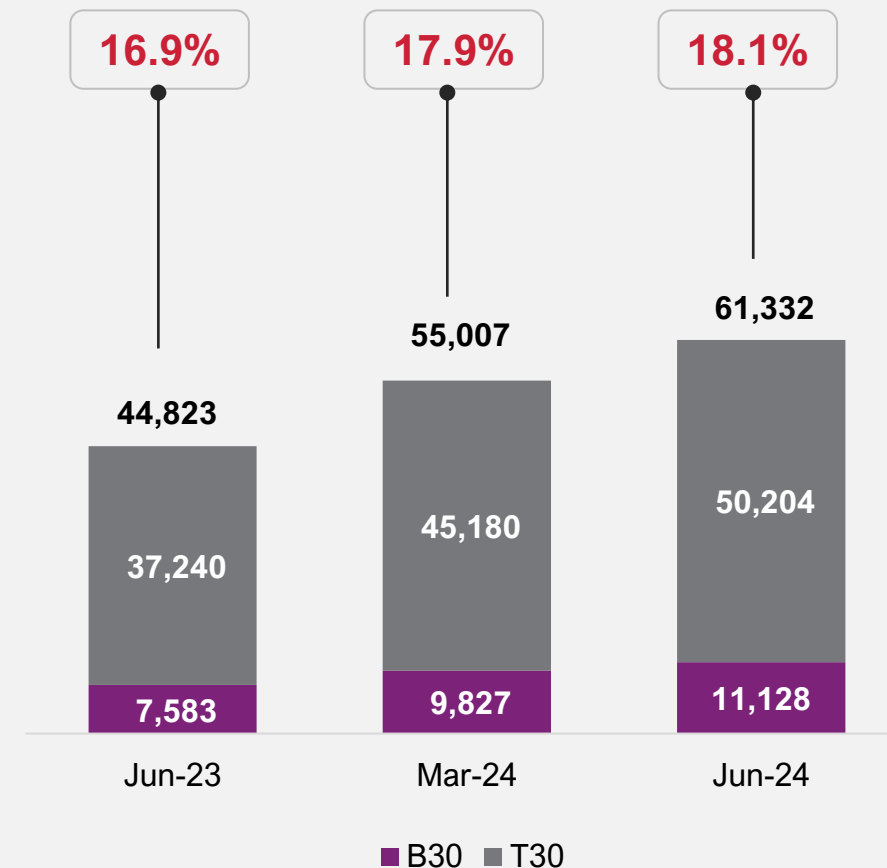
Individual Mix



Industry Individual MAAUM mix increased from 57.3% in Jun-23 to 61.1% in Jun-24

## B30 MAAUM

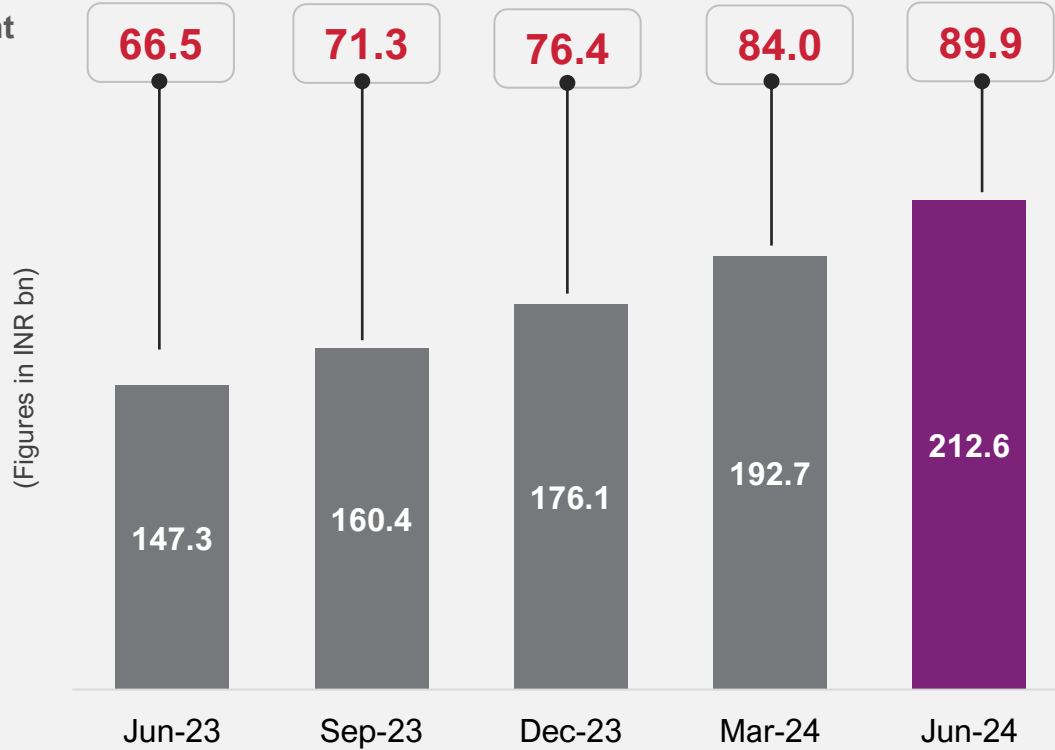
B-30 Mix



Industry B30 MAAUM mix increased from 16.9% in Jun-23 to 18.1% in Jun-24

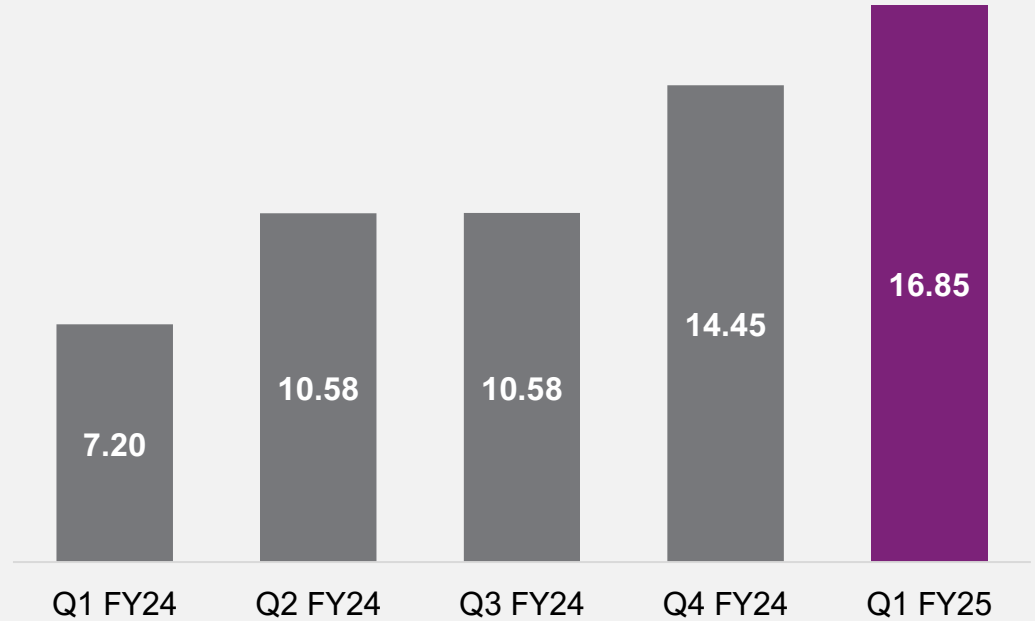
## SIP Flows

Live Count  
(mn)



Industry SIP Flows increased to INR 212.6 bn in Jun-24

## New SIP registrations Count (mn)



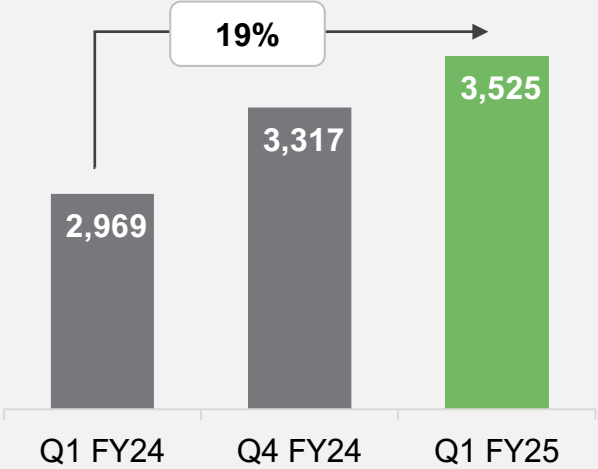
Industry new SIP registrations increased to 16.85 mn in Q1 FY25



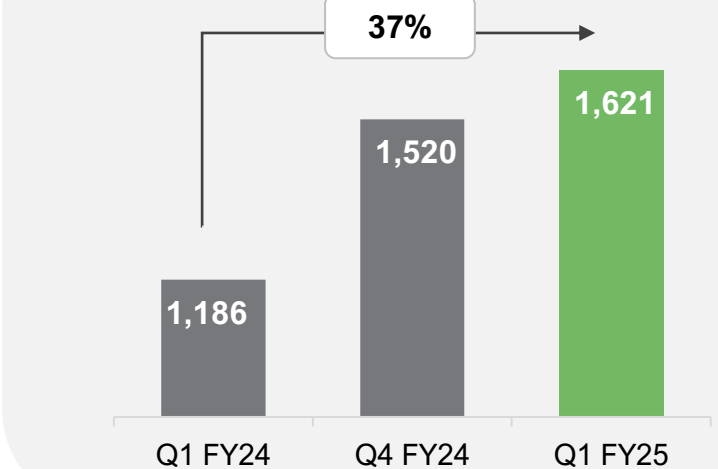
# ABSLAMC Performance Overview

(INR billion unless otherwise stated)

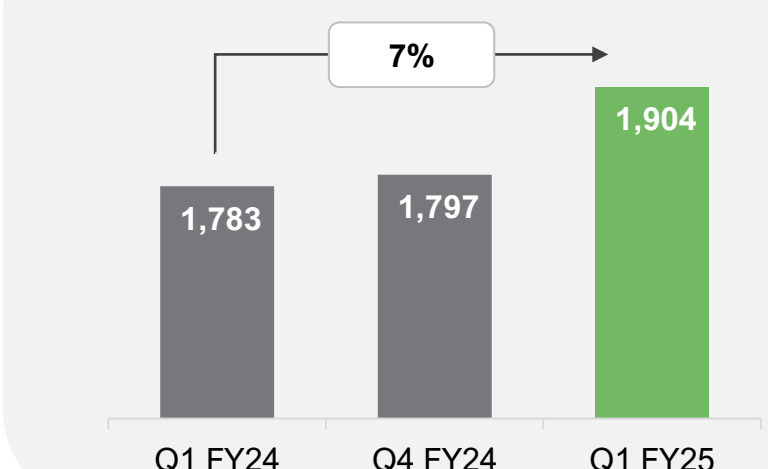
## Mutual Fund QAAUM



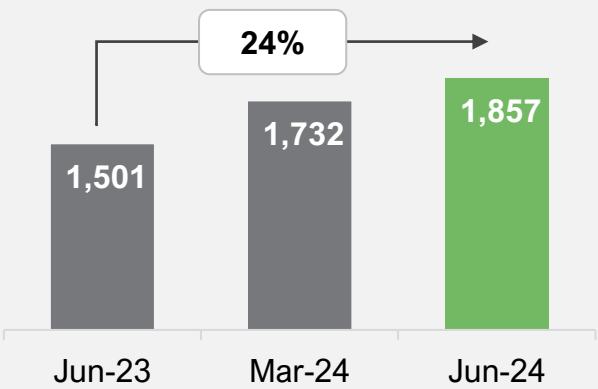
## Equity QAAUM



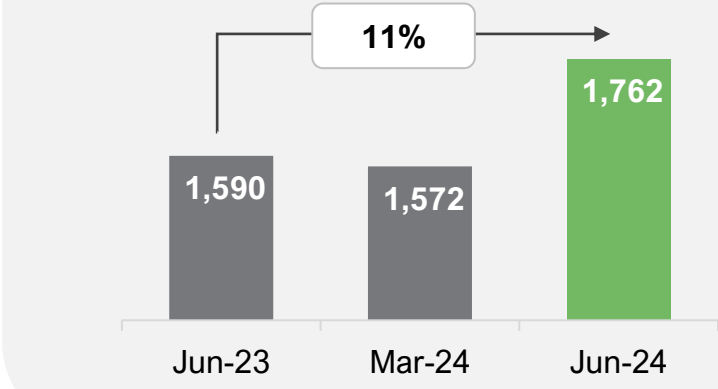
## Fixed Income QAAUM<sup>1</sup>



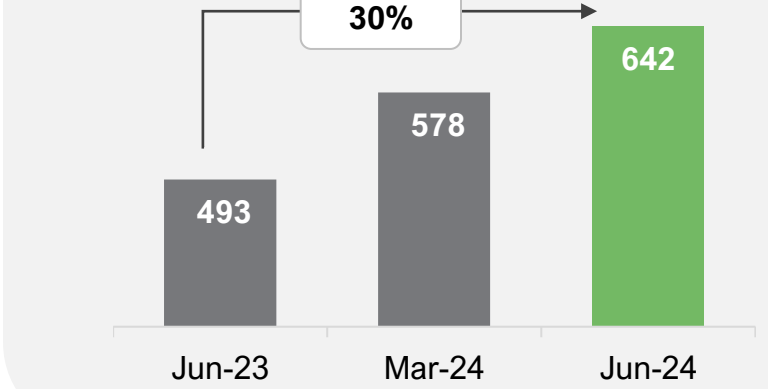
## Individual MAAUM



## Institutional MAAUM

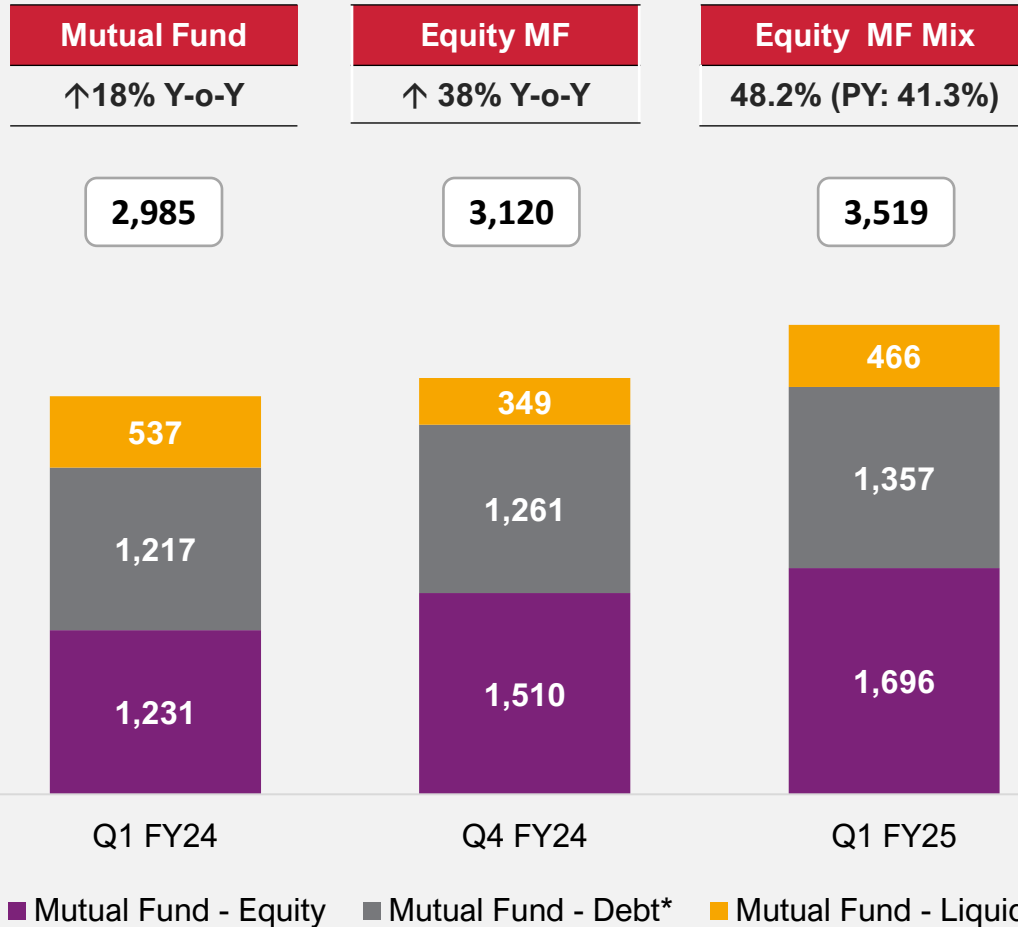


## B-30 MAAUM

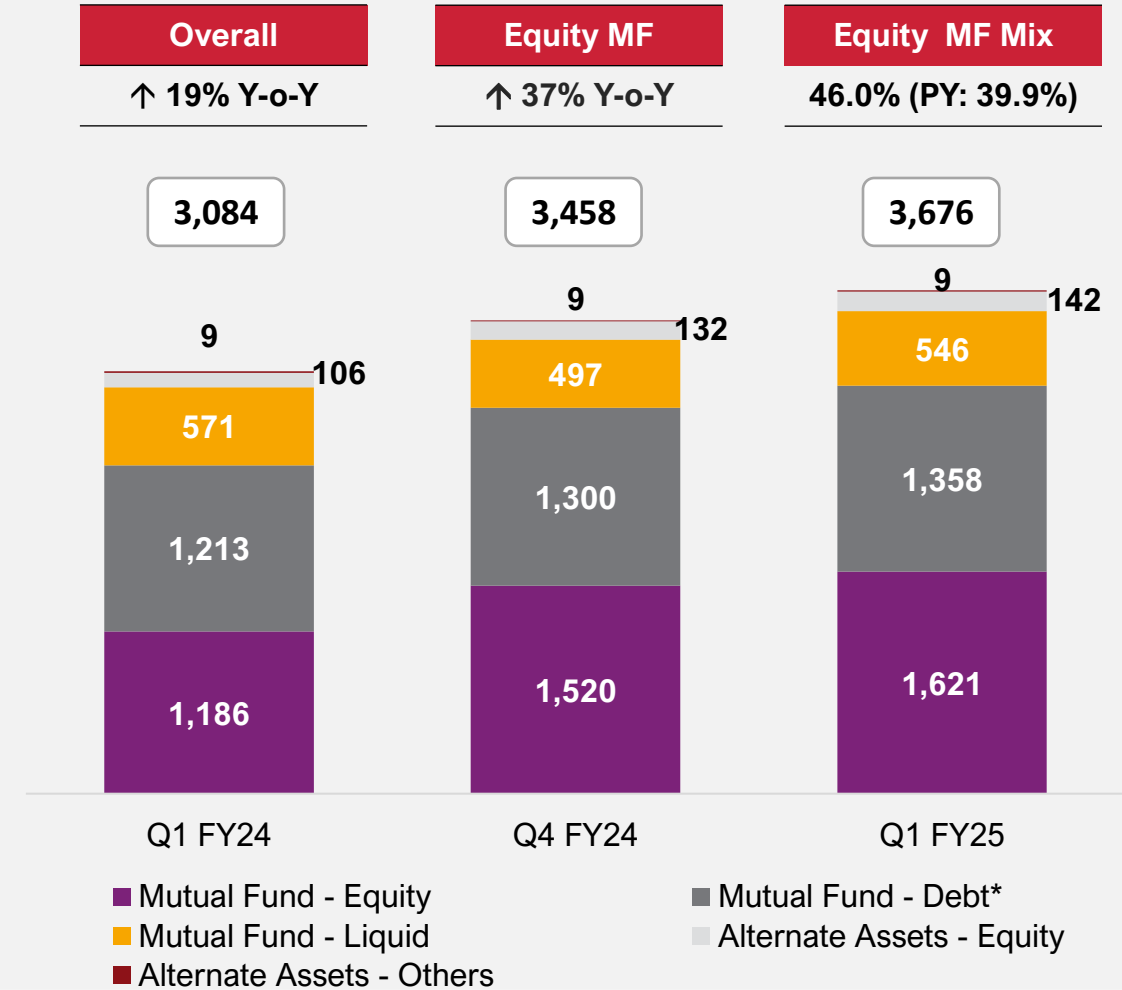


<sup>1</sup> Fixed Income QAAUM including ETF

## Mutual Fund Closing Assets under Management



## Overall Quarterly Average Assets under Management



\*Mutual Fund-Debt including ETF

Strong retail franchise with **9.4 mn** folios<sup>1</sup>

(INR billion unless otherwise stated)

 **Size**

 **Growth**

 **Contribution to AUM**

Equity  
QAAUM



**INR  
1,621 bn**

Q1 FY22

INR 1,027 bn

↑ 16.4%

Q1 FY25

INR 1,621 bn

Q1 FY22

37.3%

↑ 8.7%

Q1 FY25

46.0%

Individual  
MAAUM



**INR  
1,857 bn**

Jun-2021

INR 1,334 bn

↑ 11.7%

Jun-2024

INR 1,857 bn

Jun-2021

47.0%

↑ 4.3%

Jun-2024

51.3%

B-30  
MAAUM



**INR  
642 bn**

Jun-2021

INR 447 bn

↑ 12.8%

Jun-2024

INR 642 bn

Jun-2021

15.8%

↑ 1.9%

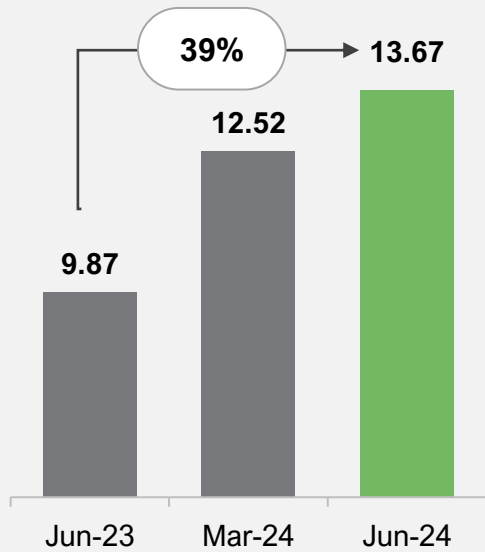
Jun-2024

17.7%

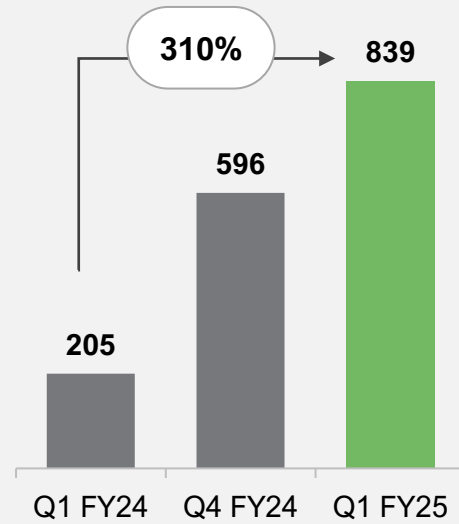
Higher share of SIPs generates consistent inflows across market cycles

## Building sustainable SIP Flows

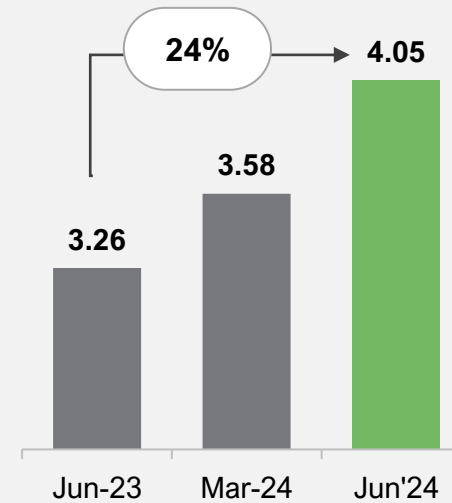
SIP<sup>1</sup> Flows (in INR bn)



New SIP<sup>1</sup> Registrations Count ('000)

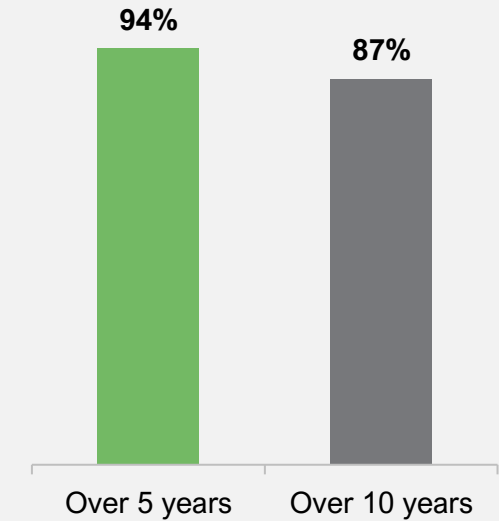


Number of Live Outstanding SIPs<sup>1</sup> (mn)



## Long Tenure SIP Book<sup>2</sup>

% Count of Total SIPs



<sup>1</sup> Includes STP ; <sup>2</sup> Based on tenure at the time of registration of all live SIPs as on June 30, 2024

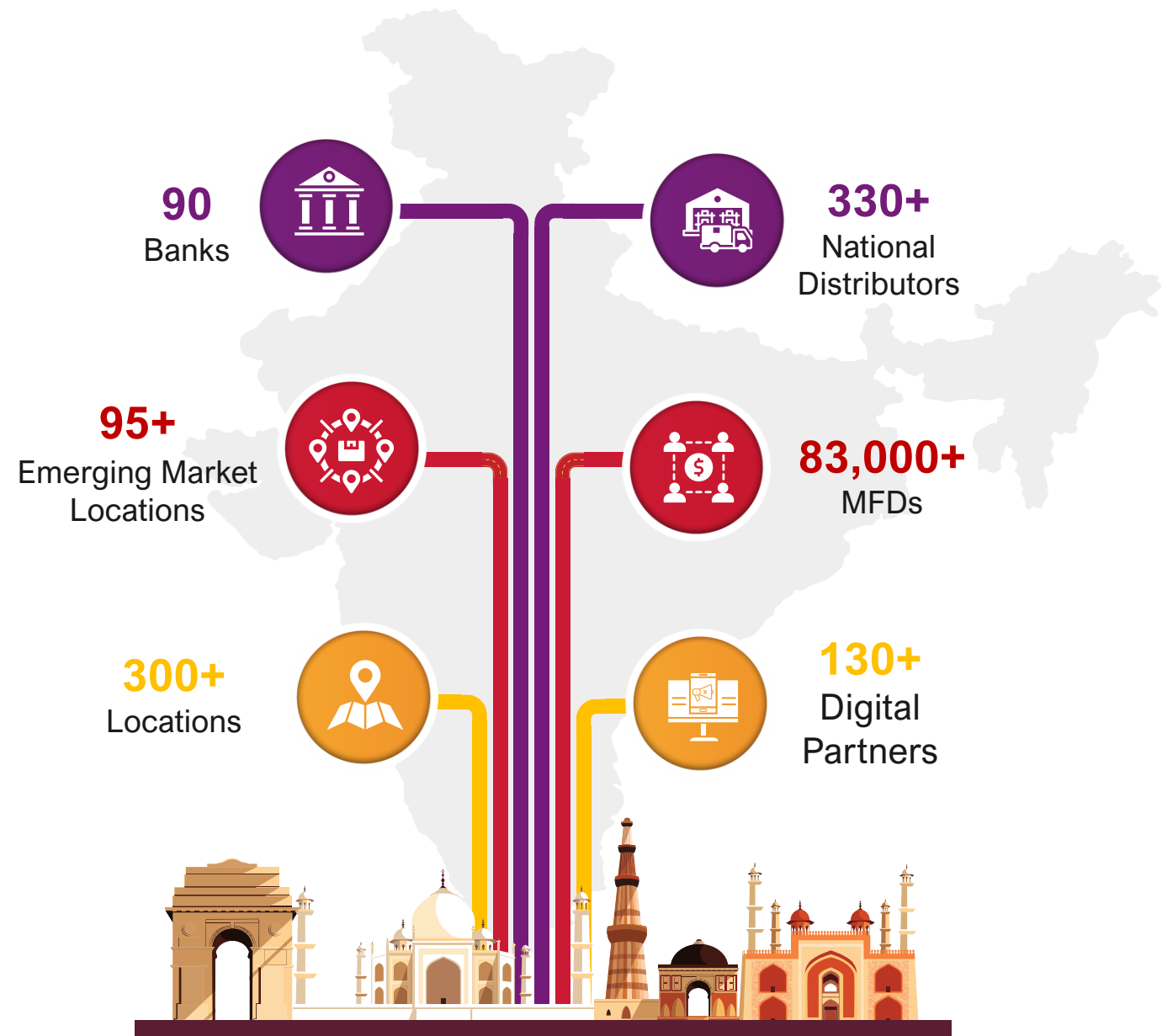
One of the largest empaneled distributor base Servicing Investors across

# 19,000+

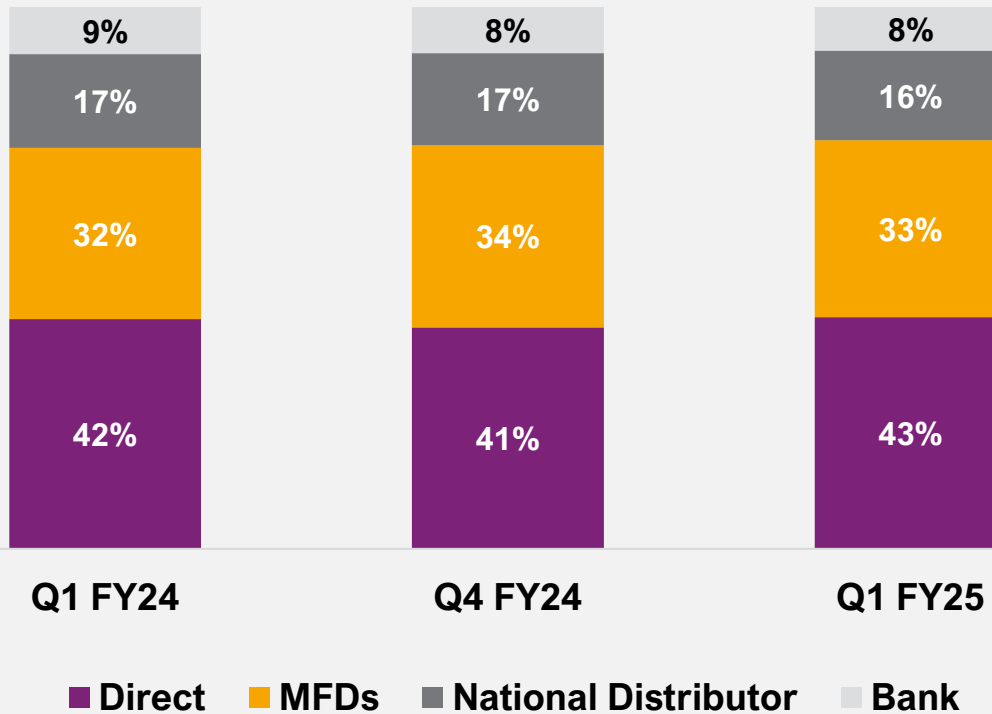
Pan India pin codes



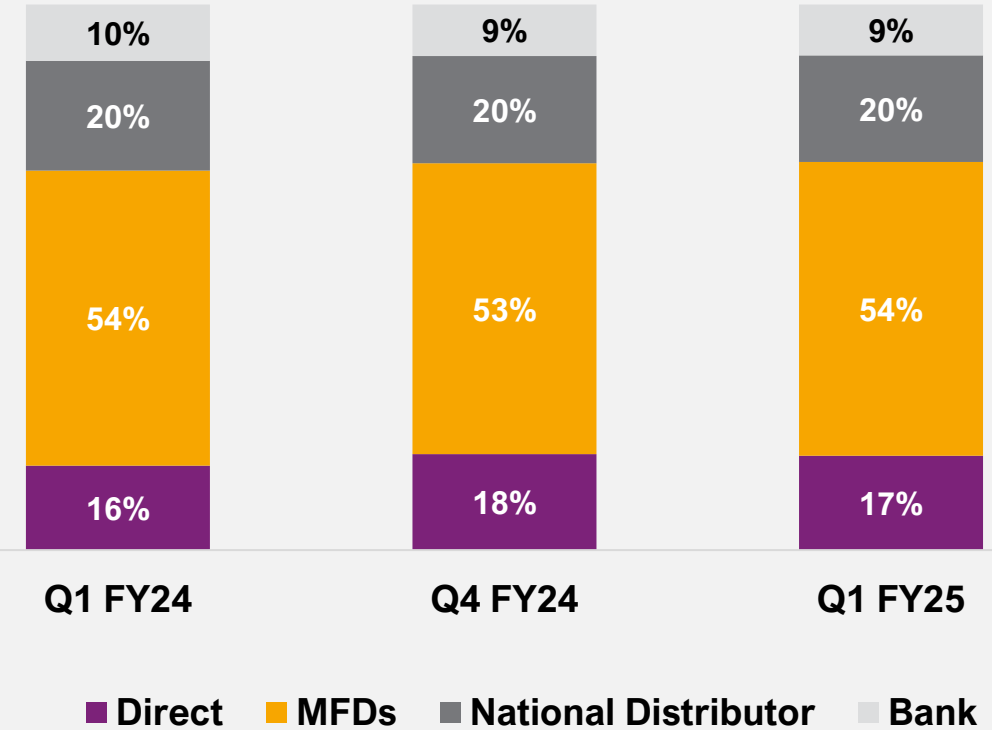
# 300+

 locations,  
over **80%** are in **B-30 cities**

## Overall Asset Sourcing Mix<sup>1</sup>



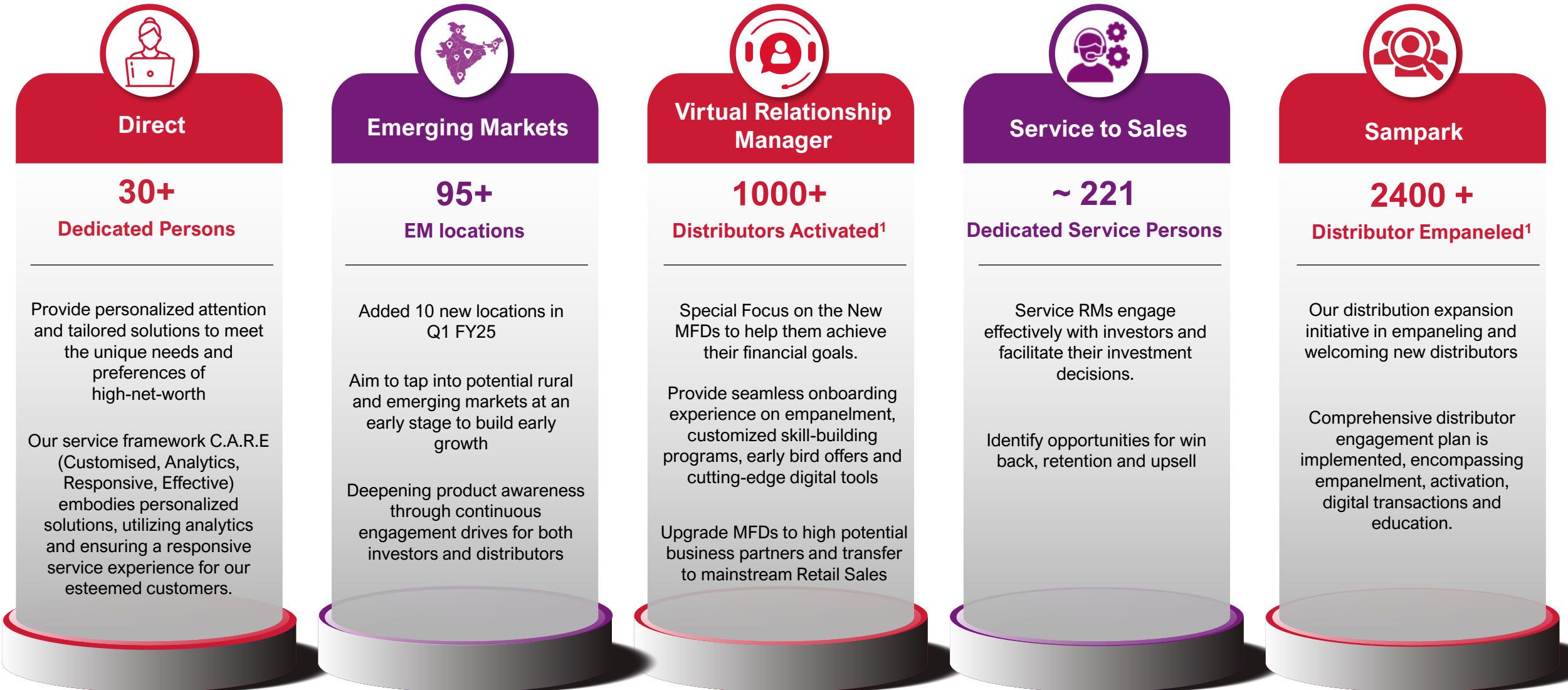
## Broad-based sourcing of Equity Assets



Continue to expand distributor base and empaneled 2,400 + new MFDs in Q1 FY25

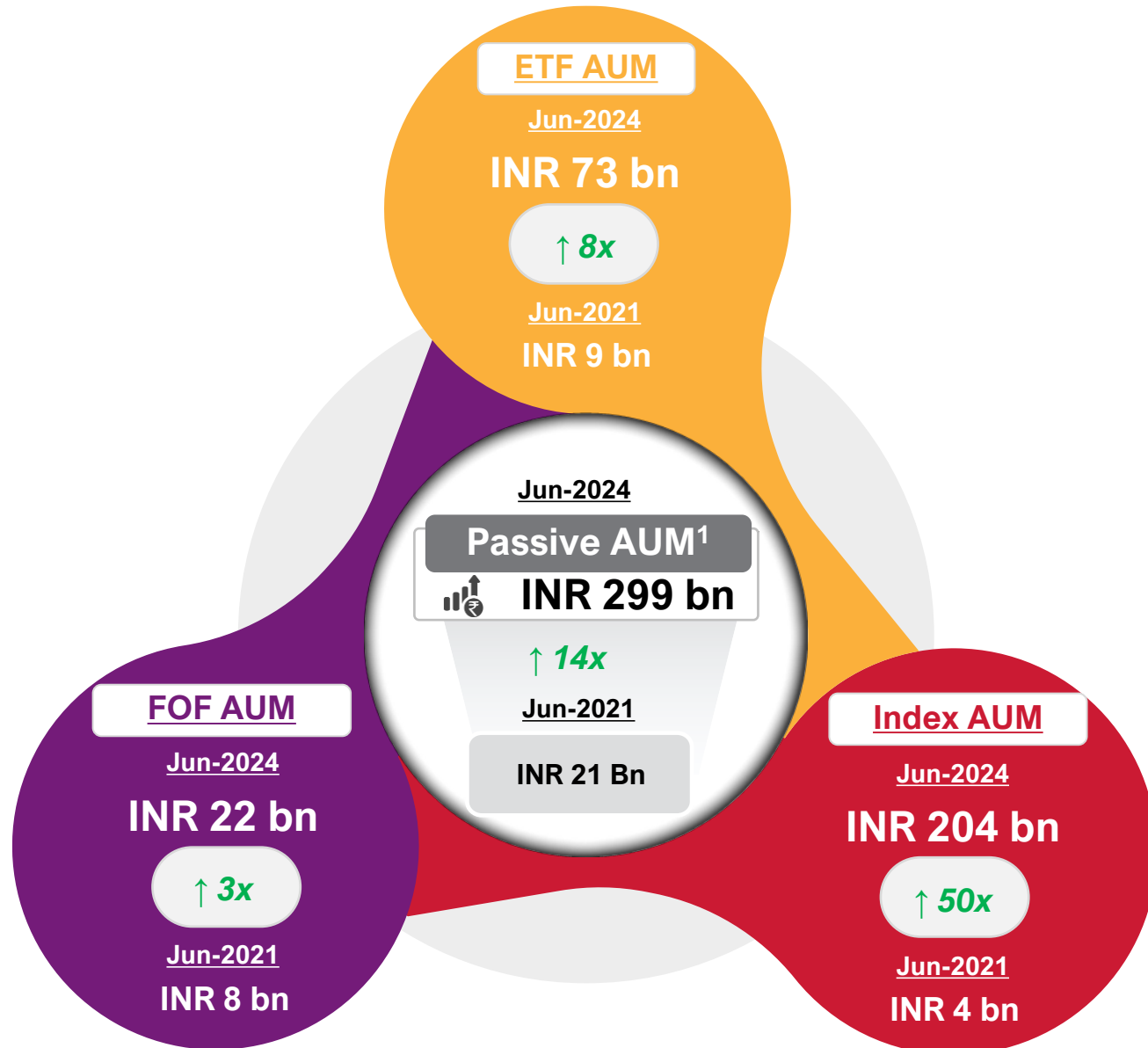
<sup>1</sup> Excludes ETF

Lean model to expand into deeper markets






Jun-24 unless stated otherwise



**~7,53,000**  
Investor Folios serviced **6x** growth since June 2021



**Rank 1**  
In Debt Index<sup>2</sup>



**44 Products**  
Extensive product bouquet **3x** growth since June 2021

<sup>1</sup>Closing AUM for ETFs, FoFs & Index Funds <sup>2</sup>Based on Average AUM for the quarter ending June 30,2024



## PMS / AIF

**QAAUM**  
INR 34 bn

Fund raising underway

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

Product Pipeline

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

**ABSL Money Manager Fund (CAT II AIF)**



## Real Estate

**QAAUM**  
INR 5 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 and one exit concluded)*



## Offshore

**QAAUM**  
INR 112 bn

Fund raising underway

**ABSL Global EM\* Equity Fund (IFSC) (Cat II AIF)**  
*(Global Equity FoF AIF) domiciled in GIFT City*

**ABSL Index Linked Fund (IFSC) (CAT III AIF)**  
*Investing in METYS Index linked Notes issued by HSBC Bank Plc*

**ABSL India Opportunities Fund**  
*Fixed Income Fund domiciled in Cayman Islands investing in Indian Issued Dollar Bonds*

Product Pipeline

**ABSL India ESG Engagement Fund (IFSC)**  
**ABSL Flexi Cap Fund (IFSC)**  
**ABSL Global Bluechip Fund (IFSC)**



**ABSL MF  
Customer Portal**



**Investor  
App**



**Active Savings  
App**



Lead and Drop  
cart nurturing  
using Voice BOT



One click SIP Registration  
via UPI auto pay



Partner easy Link



CAMS OTM will  
be taken for SIP  
/ Transaction



**ABSL MF  
Partner Portal**



**Partner  
App**



E KYC



**Investor  
Assets**



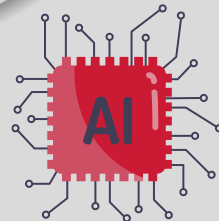
**Partner  
Assets**



ARN hardcoded  
Active Savings App



Digitization &  
Data Structuring



AI /ML Assisted Real Time  
Decisioning & Personalization



KYC stack for  
Resident Indian & NRI



Salary SIP



**API  
Gateway**

Aim to educate existing and next generation of investors and distributors

Reached **11,42,000+ people** through conducting over **15,000+ training sessions**<sup>1</sup>

## SAMRIDDI MAGAZINE



**5.4 million+**

passengers across 26 routes<sup>1</sup>  
Generated

**5,00,000+**

views on website

## FIRST FINANCIAL LESSONS AND FIRST PAY CHEQUE



Partnered with

**23** universities in association with

NISM<sup>2</sup> Reached over

**45,460** students<sup>1</sup>

## NIVESH MAHAKUMBH PROGRAM



Viewership of

**10,73,000+**

## INVESTORS HANGOUTS PROGRAM



**122K** active users<sup>1</sup> and over

**17 million** YouTube viewers<sup>1</sup>

## FOR HER - FINANCIAL EDUCATION



Customized engagements and  
workshops to

**create women investors and  
MFDs**

**9 Million**

Social Media Impressions<sup>1</sup>

## 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	
	Jun-24	Mar-24	Jun-23	Q-o-Q	Y-o-Y
<b>Revenue from Operations</b>	<b>3,866</b>	<b>3,656</b>	<b>3,112</b>	<b>6%</b>	<b>24%</b>
Employee Benefits Expense	892	842	774	6%	15%
Fees and Commission Expense	105	99	82	5%	28%
Depreciation and Amortization	91	100	66	-9%	38%
Other Expenses <sup>1</sup>	681	683	565	0%	21%
<b>Total Expenses</b>	<b>1,769</b>	<b>1,724</b>	<b>1,486</b>	<b>3%</b>	<b>19%</b>
<b>Operating Profit</b>	<b>2,097</b>	<b>1,932</b>	<b>1,625</b>	<b>9%</b>	<b>29%</b>
Other Income	948	744	778	27%	22%
<b>Profit Before Tax</b>	<b>3,045</b>	<b>2,676</b>	<b>2,403</b>	<b>14%</b>	<b>27%</b>
Tax Expense	688	592	557	16%	23%
<b>Net Income</b>	<b>2,357</b>	<b>2,084</b>	<b>1,846</b>	<b>13%</b>	<b>28%</b>

<sup>1</sup> Includes Finance Cost

## Balance Sheet

(INR million unless otherwise stated)

Particulars	As at	
	30 <sup>th</sup> June 2024	31 <sup>st</sup> March 2024
Share Capital	1,440	1,440
Other Equity	32,635	30,248
<b>Total Equity</b>	<b>34,075</b>	<b>31,688</b>
Financial Liabilities	2,390	2,035
Non-financial Liabilities	1,510	1,296
<b>Total Equity &amp; Liabilities</b>	<b>37,975</b>	<b>35,019</b>
Investments	33,995	31,222
Other Financial Assets	1,429	1,396
Non-financial Assets	2,551	2,401
<b>Total Assets</b>	<b>37,975</b>	<b>35,019</b>

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 30<sup>th</sup> June, 2024 has allotted 8,556 Equity Shares face value ₹ 5 each, fully paid up, on exercise of options by eligible grantees, in accordance with the Employee Stock Option Schemes approved by the Company.
4. The Board of Directors have proposed a final dividend of ₹ 13.50 per equity share (face value of ₹ 5 each) for the year ended March 31, 2024, subject to the approval of the shareholders at the ensuing Annual General Meeting.
5. 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 July 24, 2024. The results have been subjected to limited review by the statutory auditors of the Company.



Thank You

This presentation is for information purposes only and does not constitute a prospectus, an offering circular, an advertisement, a private placement offer letter or offer document or an offer or the recommendation or solicitation of an offer or invitation to purchase or sell any securities (“Securities”) of Aditya Birla Sun Life AMC Limited or its subsidiaries or its associates (together, the “Company”) under the Companies Act, 2013 and the rules made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India, the United States, or any other jurisdiction. This presentation has not been and will not be reviewed or approved by a regulatory authority in India or by any stock exchange in India. This presentation is being given solely for your information and for your use and may not be retained by you and neither this presentation nor any part thereof shall be (i) used or relied upon by any other party or for any other purpose; (ii) copied, photocopied, duplicated or otherwise reproduced in any form or by any means; or (iii) re-circulated, redistributed, passed on, published in any media, website or otherwise disseminated, to any other person, in any form or manner, in part or as a whole, without the prior written consent of the Company. The Company has prepared this presentation based on information available to it, including information derived from public sources that have not been independently verified. Please note that for ease of understanding and calculations purposes, figures are rounded off to the nearest number while presenting figures in trillion, billion and million. In view of the rounding off, any calculations representing growth in % may not tally as it is derived from the underlying number. No representation, warranty, guarantee or undertaking, express or implied, is provided, or will be provided, in relation to, and no reliance shall be placed on, the fairness, accuracy, correctness, completeness or reliability of the information, estimates, projections, opinions or conclusions expressed herein. This presentation should not be used as a basis for any investment decision. The Company may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any person of such revision or changes.

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