Financial Services

Aditya Birla Capital Limited (ABCL), a subsidiary of Grasim Industries, is a diversified financial services platform, offering a comprehensive suite of solutions across lending, insurance, asset management, wealth management and digital payments.

The Company's business model is built around creating an integrated financial ecosystem where customers can access multiple financial products through a single platform, enabling deeper engagement, cross-selling opportunities and higher customer lifetime value. The Company is strategically positioned as a scalable, digital-first financial solutions platform focused on retailisation, ecosystem synergies and long-term value creation across the financial lifecycle of its customers.

₹ 4,000 crore

Equity capital raised to fund growth

"By integrating lending, insurance, investments and payments through our omnichannel ecosystem ABCD, we are creating a scalable model centred on 'One Customer, One Experience and One Team'. As India's financialisation journey accelerates, our focus remains on leveraging technology, data intelligence and cross-business synergies to deepen customer engagement, enhance lifetime value and build a scalable, resilient and innovation-led institution positioned for long-term sustainable growth."

Vishakha Mulye
Managing Director & Chief Executive Officer

LEFT TO RIGHT

Rakesh Singh, Executive Director, Chief Executive Officer, NBFC • **Vijay Deswal,** Chief Strategy Officer and Head - Investor Relations
Pinky Mehta, Chief Financial Officer • **Subhro Bhaduri,** Chief Human Resources Officer

Industry Structure and Developments

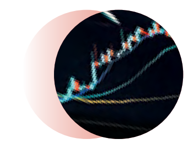
India's financial landscape is entering a new phase of evolution, shaped by rising household participation in formal financial products, accelerating digital connectivity and growing demand for integrated financial solutions.

Consumers today are increasingly seeking seamless access to credit, protection, savings and investment offerings through technology-enabled platforms. This in turn is driving a shift towards a more personalised, accessible and experience-led financial services. The industry also sees rapid expansion beyond metro cities, supported by improving financial awareness, digital public infrastructure and deeper penetration across emerging consumer segments.

At the same time, advancements in analytics, AI and automation are redefining how financial institutions engage with customers, assess risk and deliver scalable solutions with greater efficiency and agility. In this evolving environment, diversified financial services players are building strong digital ecosystems, multi-product capabilities and customer-centric platforms.

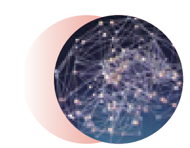
Together, these forces are expected to sustain the momentum of financial inclusion and innovation across both established and emerging markets, along with their unique positioning to participate in India's long-term structural growth opportunity and the ongoing transformation of the country's financial ecosystem.

Opportunities



India's Expanding Financialisation Opportunity

India is entering a multi-decadal structural growth cycle led by rising household participation in formal financial products, increasing penetration of insurance and investments, and expanding access to credit across emerging consumer segments. As aspirations rise and financial awareness deepens, the over US$ 1 trillion BFSI sector grows 22% annually, showing a significant shift towards holistic financial planning and creating long-term opportunities for diversified financial services platforms with scale, trust and innovation-led capabilities.



Technology and Data as Growth Multipliers

The next phase of growth in financial services will be shaped by intelligent digital ecosystems, hyper-personalisation and AI-led decision making. ABCL is strengthening its digital-first operating model through ABCD, leveraging analytics, automation and data intelligence to enhance underwriting, improve customer experience and create scalable, future-ready distribution capabilities across businesses.

Unlocking the Next Wave of Consumer Growth

Rapid digital adoption, increasing income levels and improving financial access across Tier-2, Tier-3 and emerging markets are redefining the opportunity landscape for the sector. ABCL continues to expand its reach through a diversified product portfolio, deeper distribution architecture and digitally enabled engagement models, positioning itself to participate meaningfully in India's evolving consumption and financial inclusion story over the coming decade.

Segment Performance

NBFC

The NBFC business delivered strong and well-diversified growth momentum in FY 2025-26, with the lending portfolio scaling up significantly on the back of sustained traction across retail, SME and secured lending segments. The segment's AUM grew 27% YoY to approximately ₹ 1.60 lakh crore, supported by deeper penetration into granular customer segments and continued expansion across emerging markets. Asset quality metrics improved materially, with gross Stage 2 and 3 assets reducing to 2.42%, reflecting the strength of the underwriting framework and collections infrastructure.

Housing Finance

The housing finance business continued to emerge as a key growth engine for the group, driven by strong demand in affordable and mid-income housing markets. Housing Finance AUM grew 53% YoY to ₹ 47,452 crore, while disbursements increased 37% to ₹ 7,977 crore in Q4FY26. Profit before tax for the business nearly doubled to ₹ 832 crore in FY 2025-26, reflecting strong operating leverage and improving business scale. The business also strengthened its capital position through a ₹ 2,750 crore equity fund-raise from Advent International, positioning it well for the next phase of growth.

AMC

The AMC business continued to benefit from increasing financialisation of household savings and robust participation in capital markets. Quarterly average mutual fund AUM grew 14% on-year to ₹ 4,35,866 crore, supported by healthy equity inflows, sustained SIP momentum and rising retail investor participation. The business maintained its focus on strengthening digital engagement, broadening distribution reach and enhancing product capabilities across investment categories.

Life Insurance

The life insurance business delivered resilient growth supported by improving product mix, higher protection orientation and strong customer demand for long-term savings solutions. Individual first-year premium income grew 15% YoY to ₹ 4,725 crore in FY 2025-26, reflecting healthy traction across proprietary, banca and digital channels. The business continued to strengthen its market positioning through customer-centric offerings, improved distribution productivity and greater operational efficiencies.

Health Insurance

The health insurance business sustained strong growth momentum during the year under review, driven by increasing healthcare awareness and rising adoption of comprehensive health protection products. Gross written premium increased 39% over the previous fiscal to ₹ 6,855 crore, making it one of the fastest growing businesses within the portfolio. Growth was supported by expansion in retail health, product innovation and wider distribution reach across physical and digital channels. The business also continued to strengthen operational capabilities and customer experience through technology-led interventions.

Key Performance Charts

Revenue (crore)

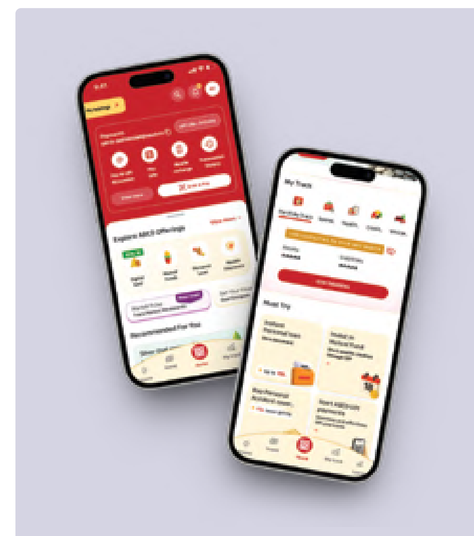
₹ 45,427 ↑ 12%

FY26	45,427
FY25	40,651

PAT - Owner's share (crore)

₹ 3,635 ↑ 22%

FY26	3,635
FY25	2,981



Tech-led Transformation

ABCL's ABCD Digital Platform

Accelerates a technology-led approach to customer acquisition, servicing, and distribution while leveraging data analytics and AI-powered capabilities to enhance underwriting, personalisation, and operational efficiency.

Outlook

Aditya Birla Capital enters FY 2026-27 with strong operating momentum, improving profitability and a well-diversified financial services platform that is increasingly benefitting from India's structural growth drivers. ABCL is strategically positioned to enhance market share across its core businesses while maintaining focus on profitability, operational efficiency and prudent risk management.

With a granular portfolio, strong distribution capabilities and an integrated common-platform approach, FY 2026-27 is expected to mark another year of sustainable growth, deeper customer franchise expansion and long-term value creation for stakeholders.