

Ref. No.: ABSLAMCL/PS/15/2025-26

April 28, 2025

**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 and Press Release**

Pursuant to Regulation 30 of the SEBI Listing Regulations, please find attached copy of Investor Presentation along with Press Release on the Audited Financial Results of the Company for the quarter and financial year ended March 31, 2025.

The above information is being hosted on the Company's website at <https://mutualfund.adityabirlacapital.com>.

This 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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**Q4 FY25**



**AUM growth**



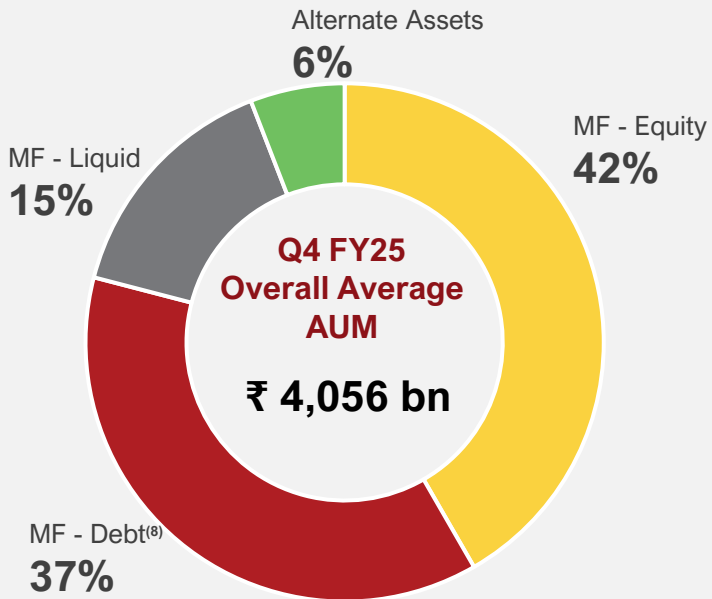
**Accelerated growth in Passive & Alternative investments**



**Sustainable growth in SIPs**

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

## AUM



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

**₹ 3,817 bn**

Market share<sup>(2)</sup> 6.30%

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

**₹ 1,691 bn**

Market share 4.23%

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

**₹ 1,845 bn**

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

**₹ 347 bn**

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

**₹ 239 bn**

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

**₹ 113 bn<sup>^</sup>**

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

**₹ 5 bn**

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

**₹ 121 bn**

## Financials (Q4 FY25)

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

**₹ 5.0 bn**

### Profit Before Tax

**₹ 3.1 bn**

### Profit After Tax

**₹ 2.3 bn**

### Dividend<sup>(6)</sup>

**₹ 24 per share**  
Payout<sup>(7)</sup> : 75%

## Customer & Distribution

### Investor Folios

**10.6 mn**

### MF Distributors

**89,000+**

### Locations

**300+**

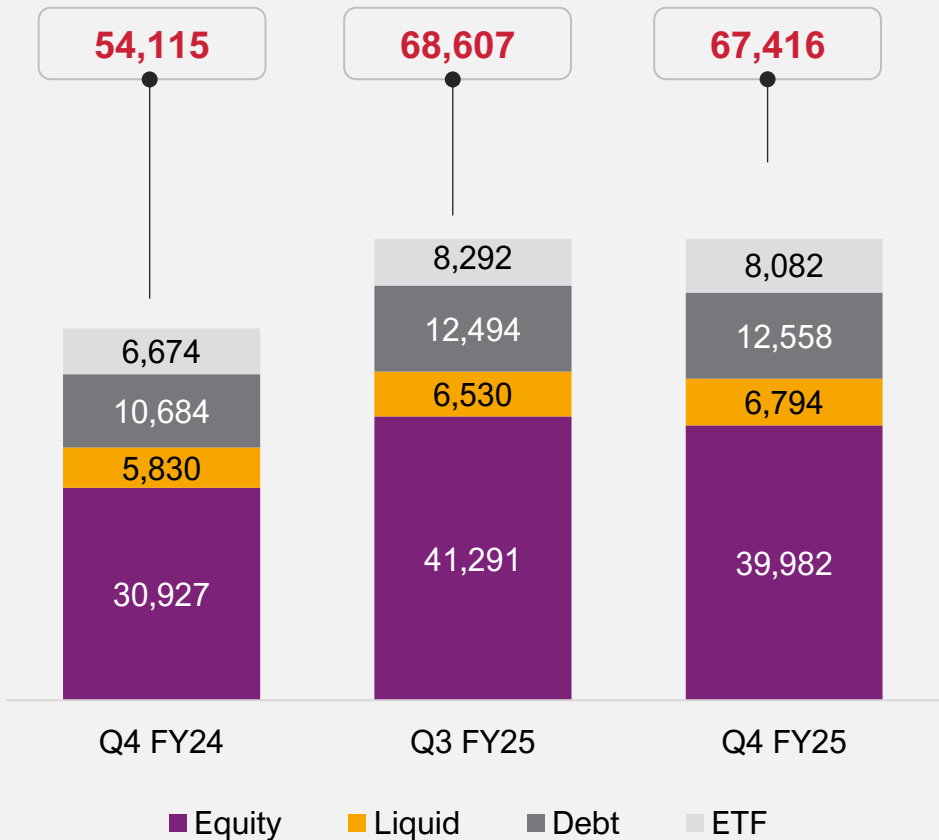
### Digital Partners

**130+**

# Industry Overview

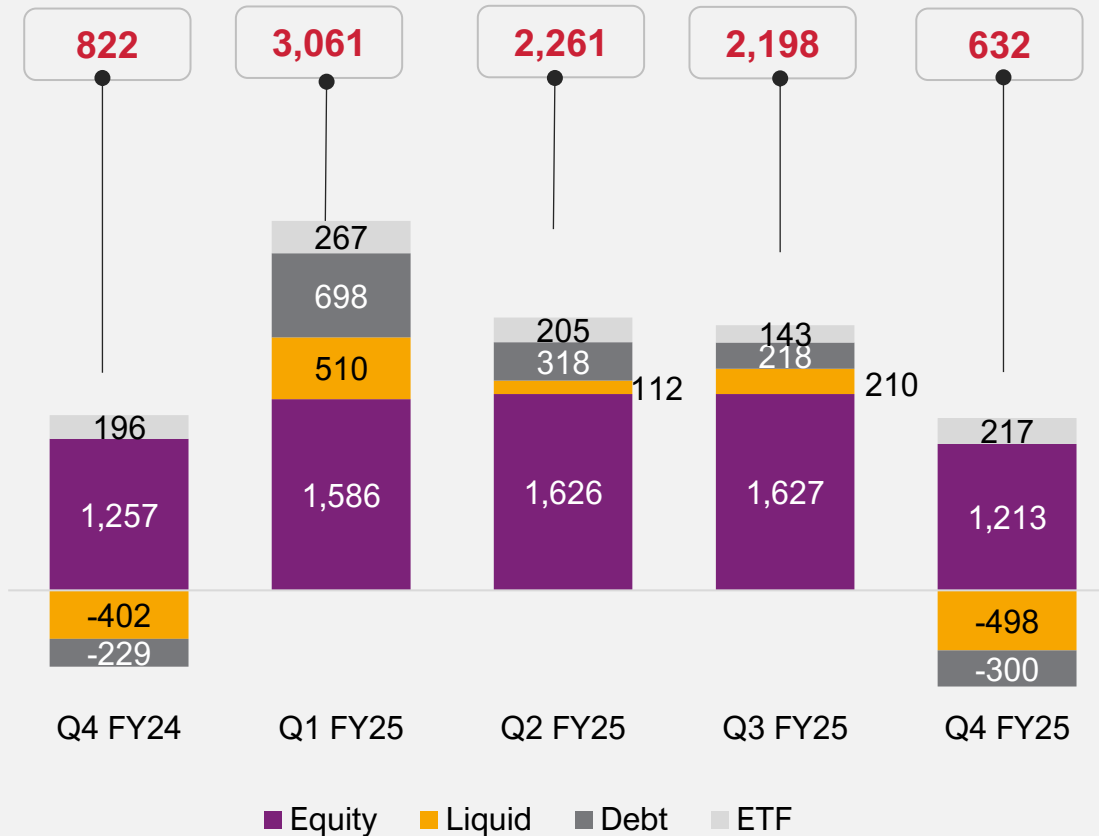
(INR billion unless otherwise stated)

## QAAUM



Industry witnessed Y-o-Y AUM growth of 25% in Q4 FY25

## Net Sales

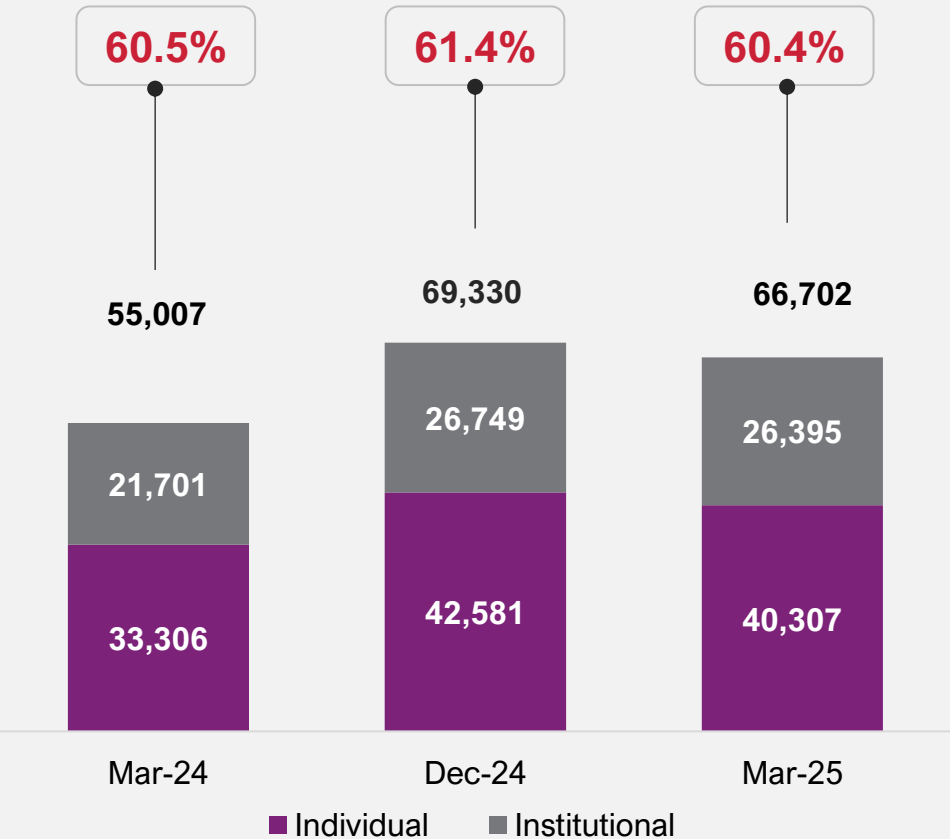


Industry equity inflows witnessed slowdown in Q4 FY25

(INR billion unless otherwise stated)

## Individual MAAUM

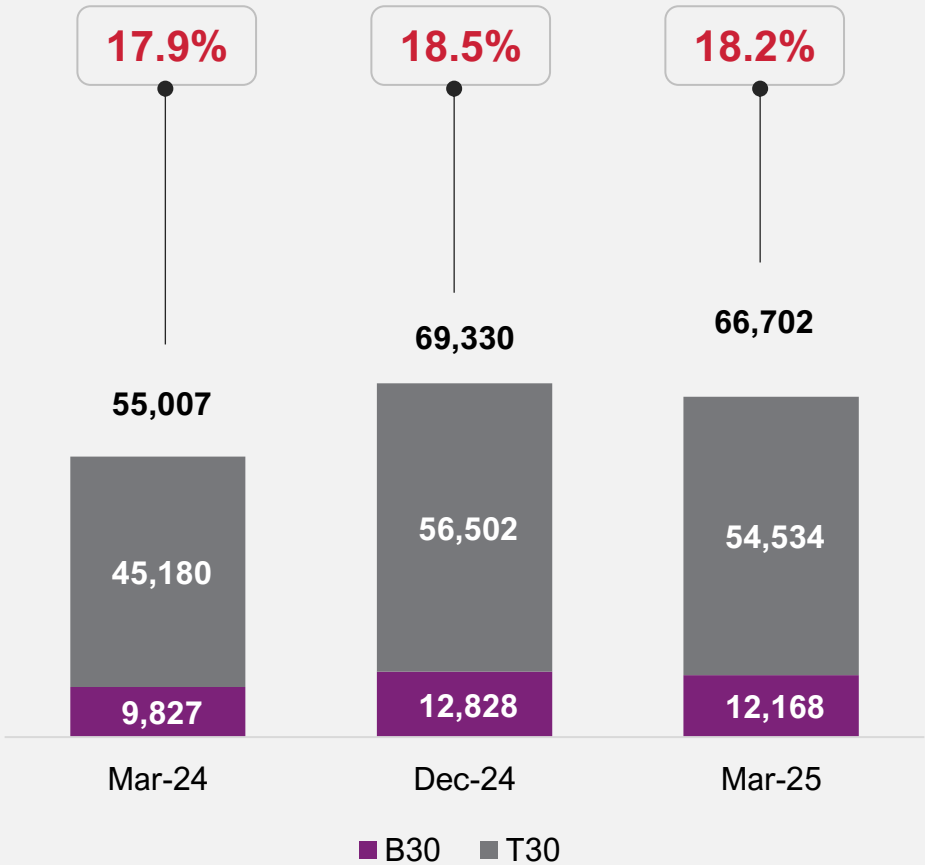
Individual Mix



Industry Individual AUM mix decreased from 61.4% in Dec-24 to 60.4% in Mar-25

## B30 MAAUM

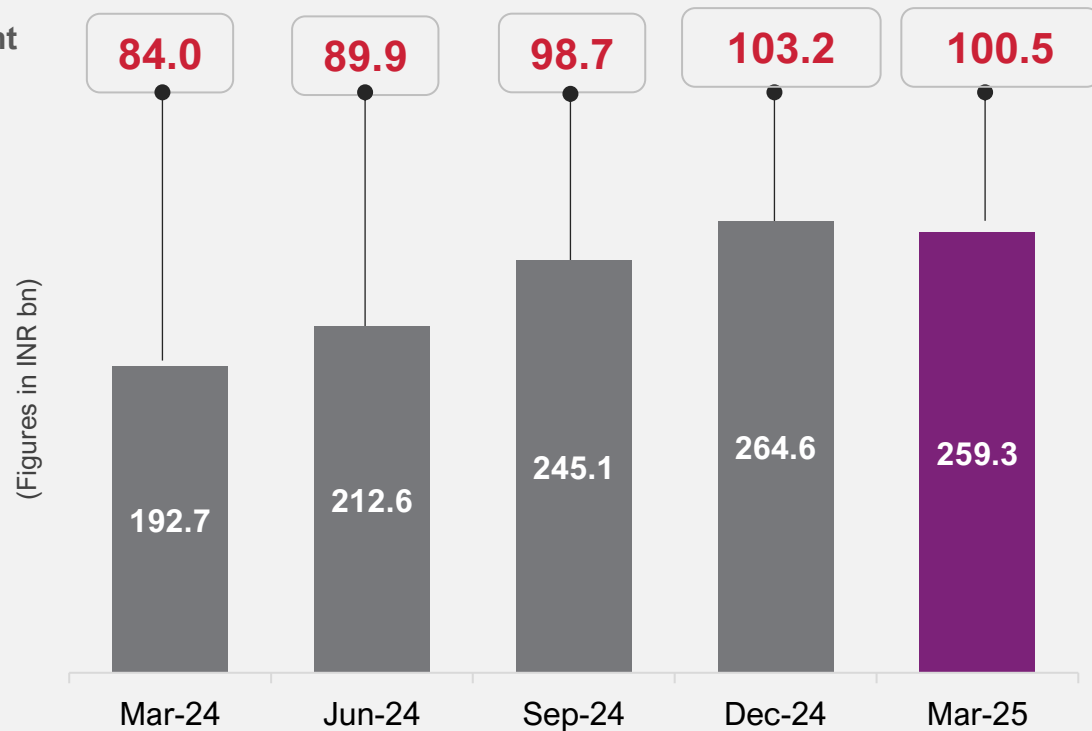
B-30 Mix



Industry B30 AUM mix stood at 18.2% in Mar-25

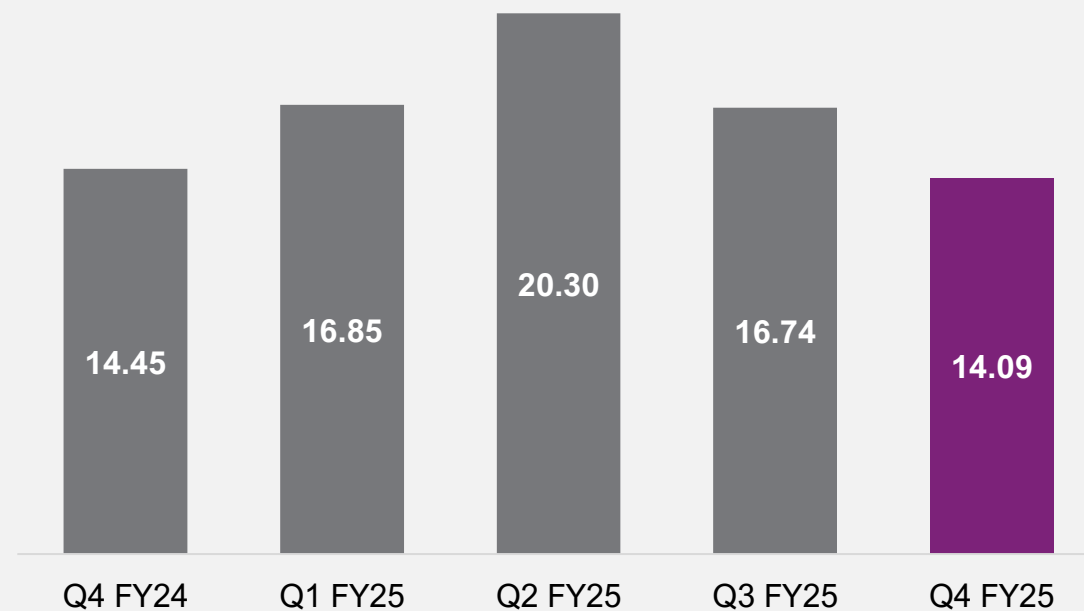
## SIP Flows

Live Count  
(mn)



Industry SIP Flows witnessed marginal Q-o-Q drop and stood at INR 259.3 bn in Mar-25

## New SIP registrations Count (mn)

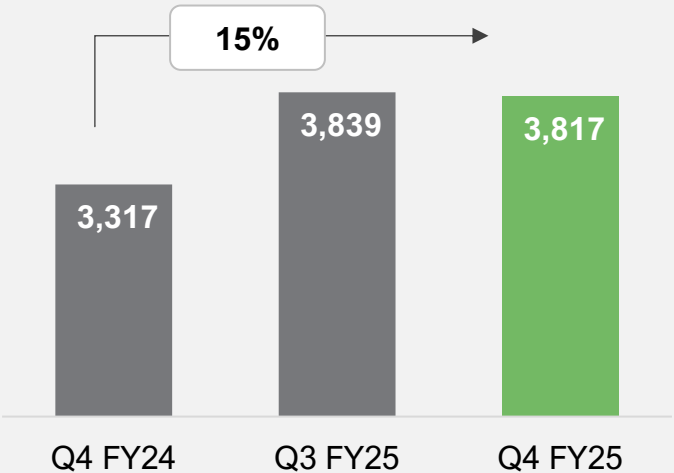


Industry new SIP registrations decreased by 16% Q-o-Q and stood at 14.09 mn in Q4 FY25

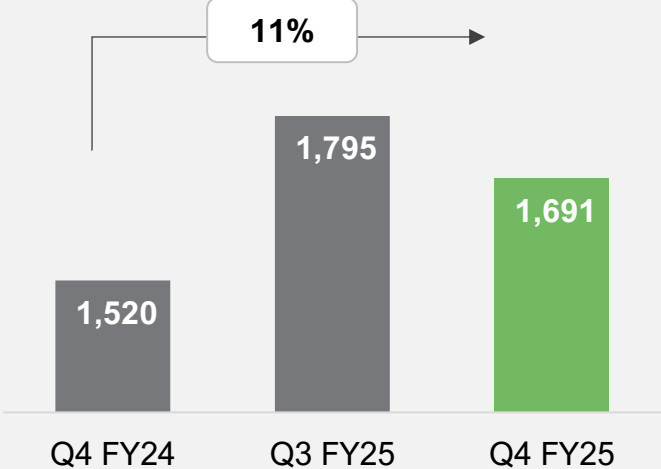
# ABSLAMC Performance Overview

(INR billion unless otherwise stated)

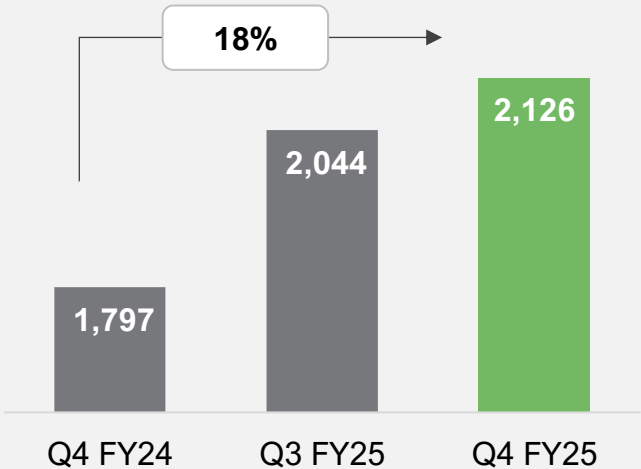
## Mutual Fund QAAUM



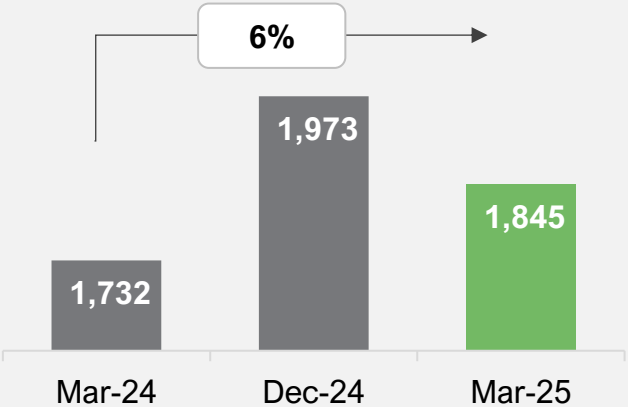
## Equity QAAUM



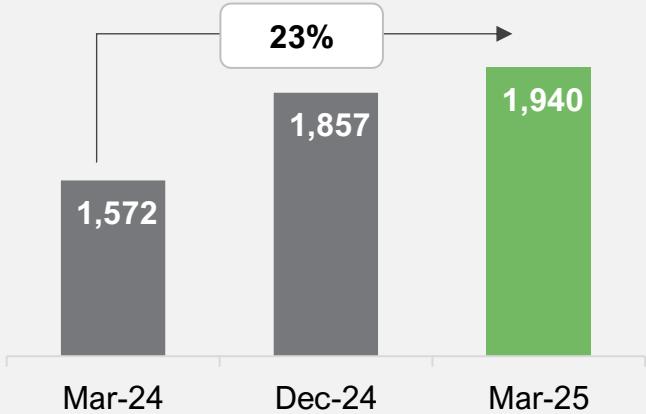
## Fixed Income QAAUM<sup>1</sup>



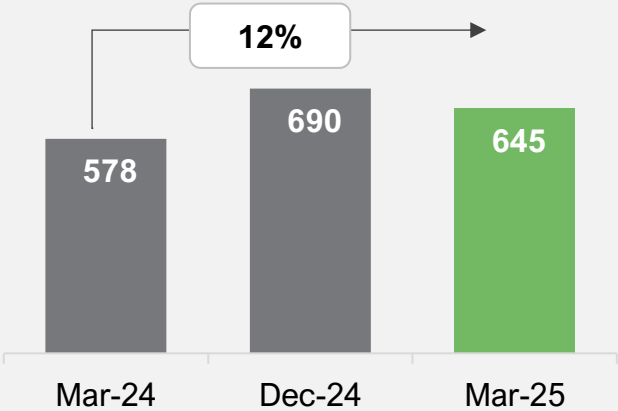
## Individual MAAUM



## Institutional MAAUM



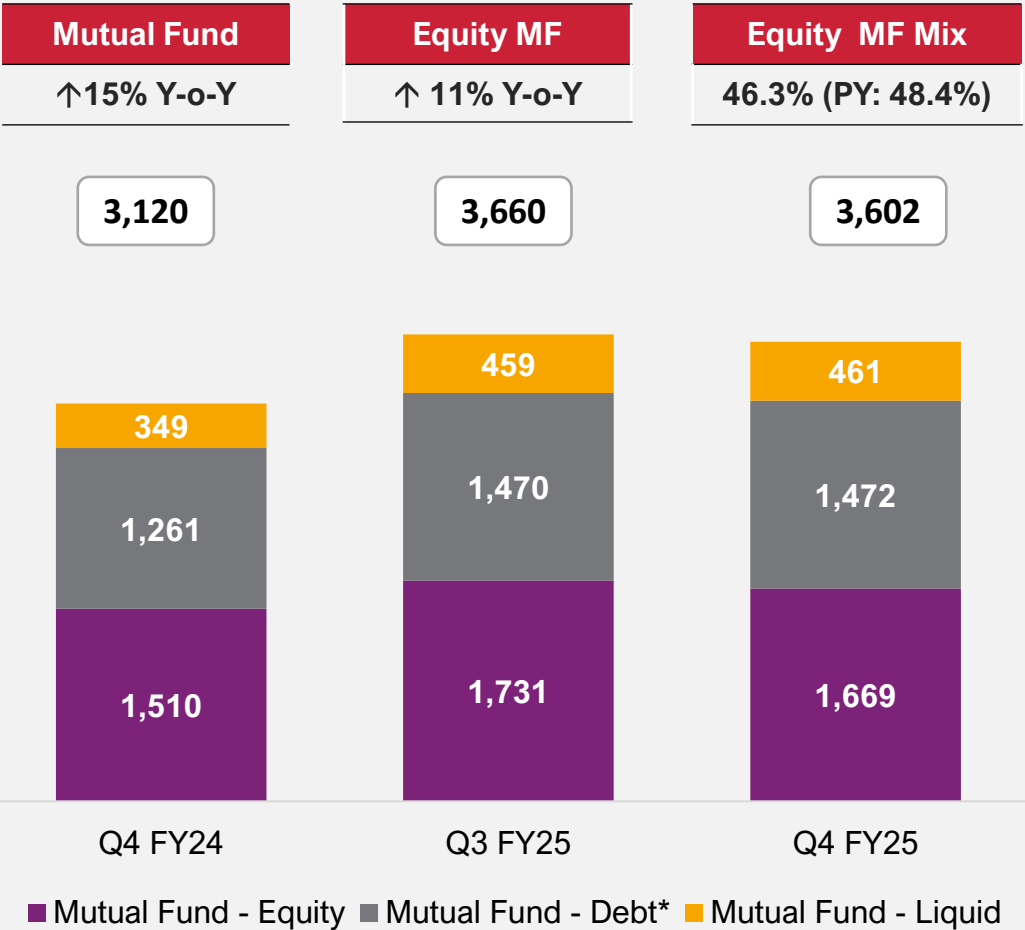
## B-30 MAAUM



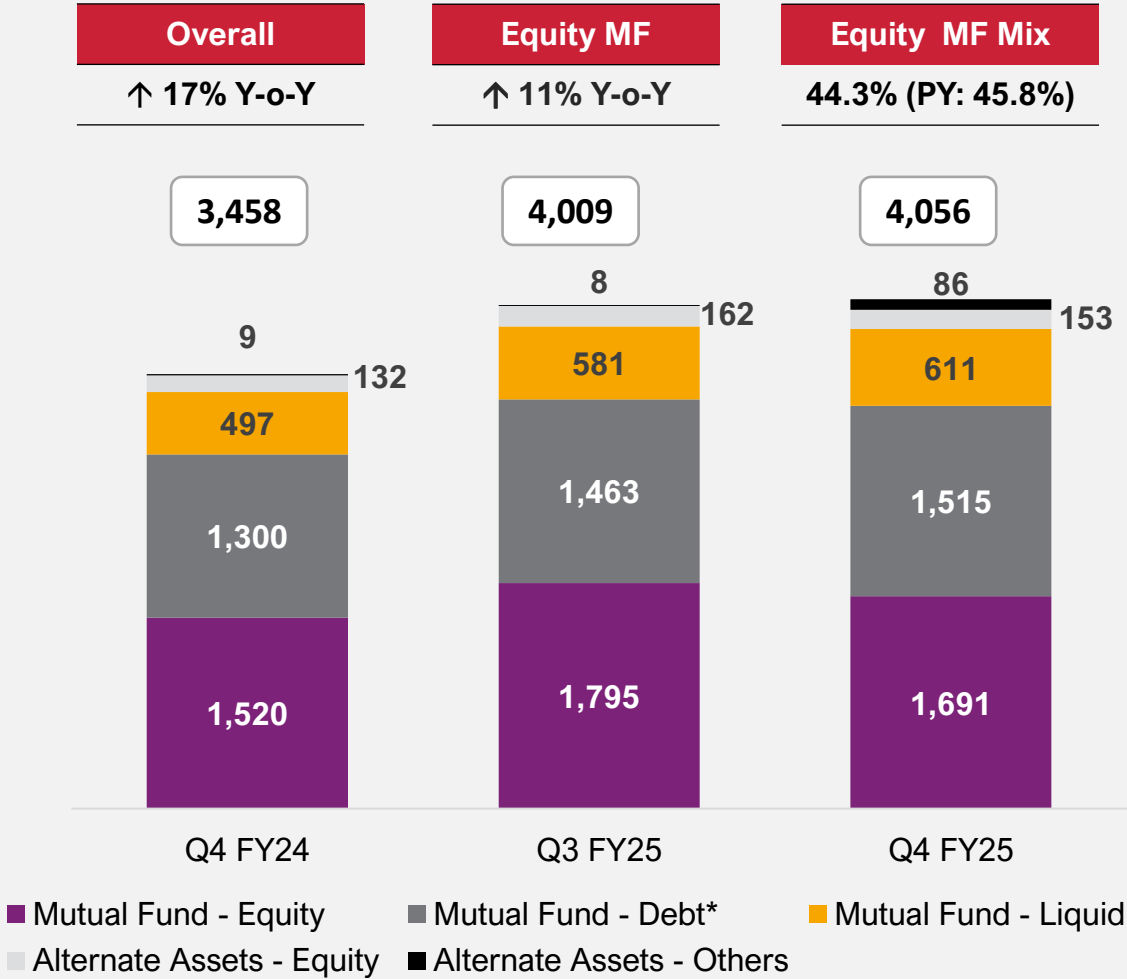
<sup>1</sup> Fixed Income QAAUM including ETF

(INR billion unless otherwise stated)

## Mutual Fund Closing Assets under Management



## Overall Quarterly Average Assets under Management



\*Mutual Fund-Debt including ETF

Strong retail franchise with **10.6 mn** folios<sup>1</sup>

(INR billion unless otherwise stated)

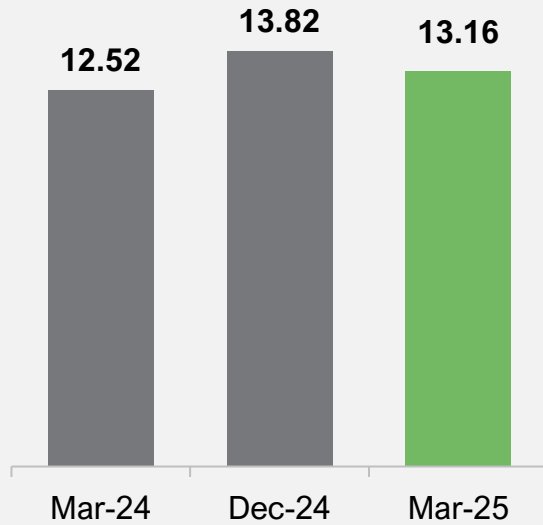


<sup>1</sup>as of Mar 31, 2025

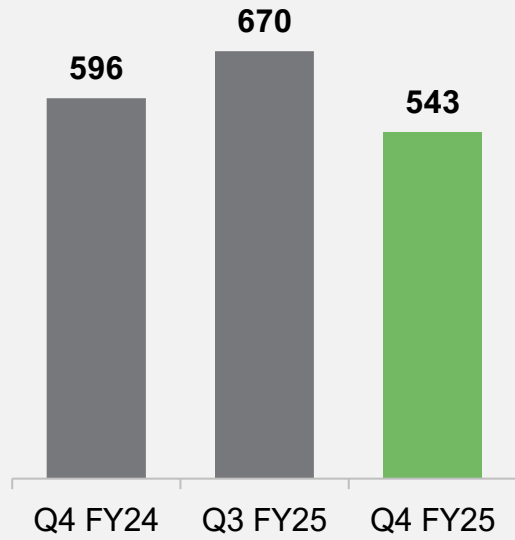
SIPs generates consistent inflows across market cycles

## Building sustainable SIP Flows

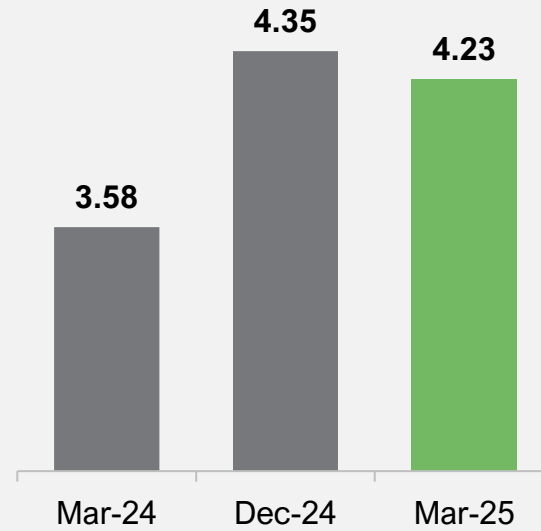
SIP<sup>1</sup> Flows (in INR bn)



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

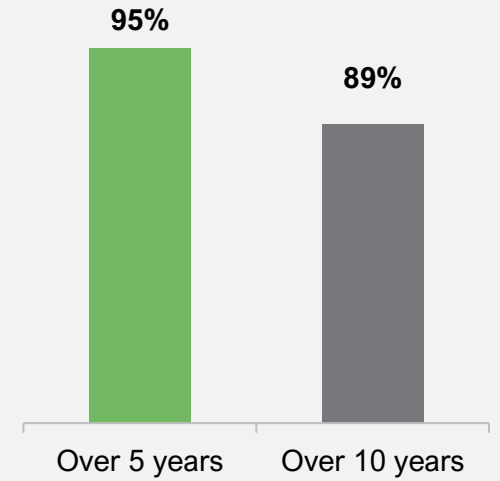


Number of Live  
Outstanding SIPs<sup>1</sup> (mn)



## 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 Mar 31, 2025

One of the largest empaneled  
distributor base Servicing Investors across

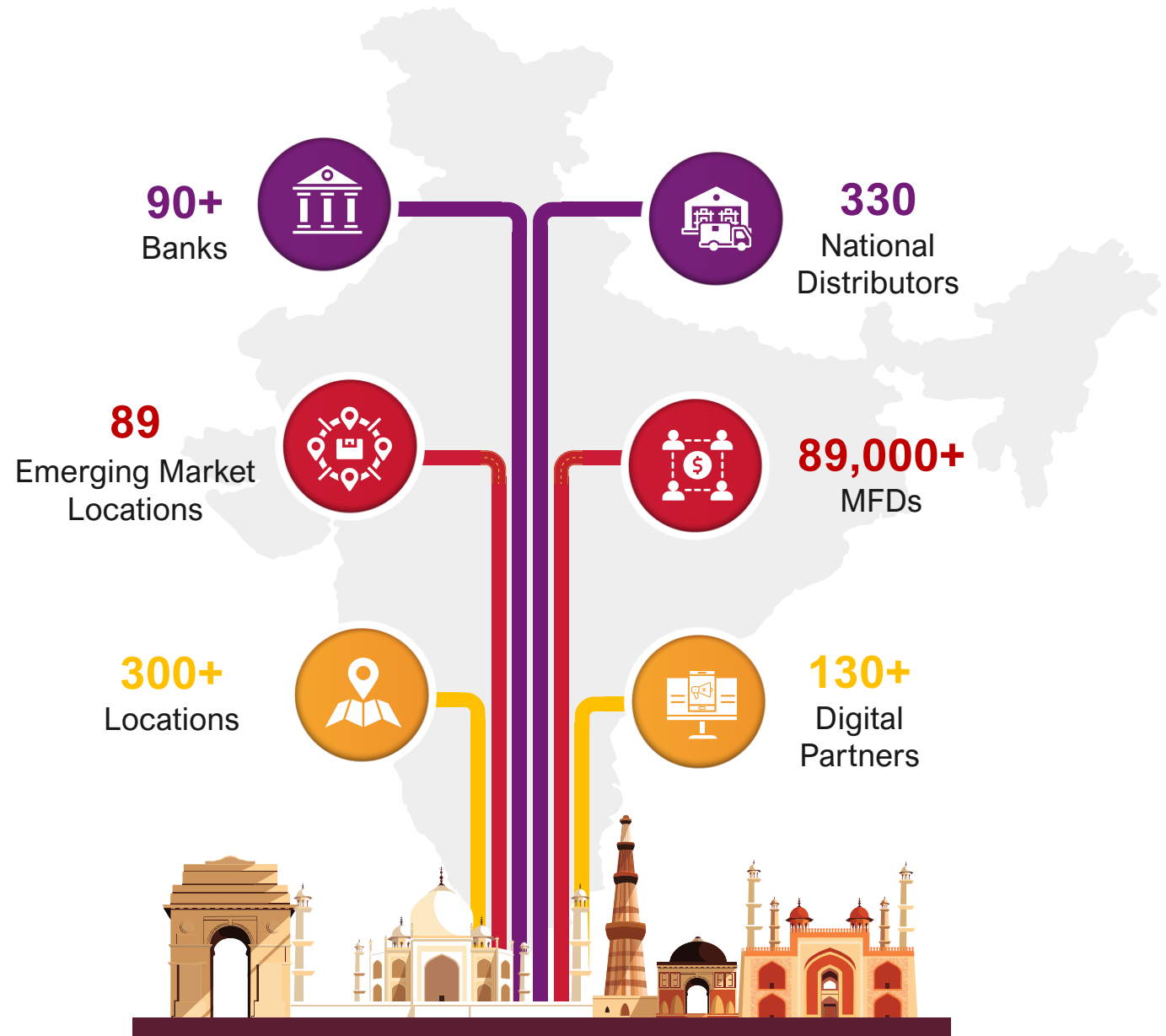
# 19,000+

Pan India pin codes

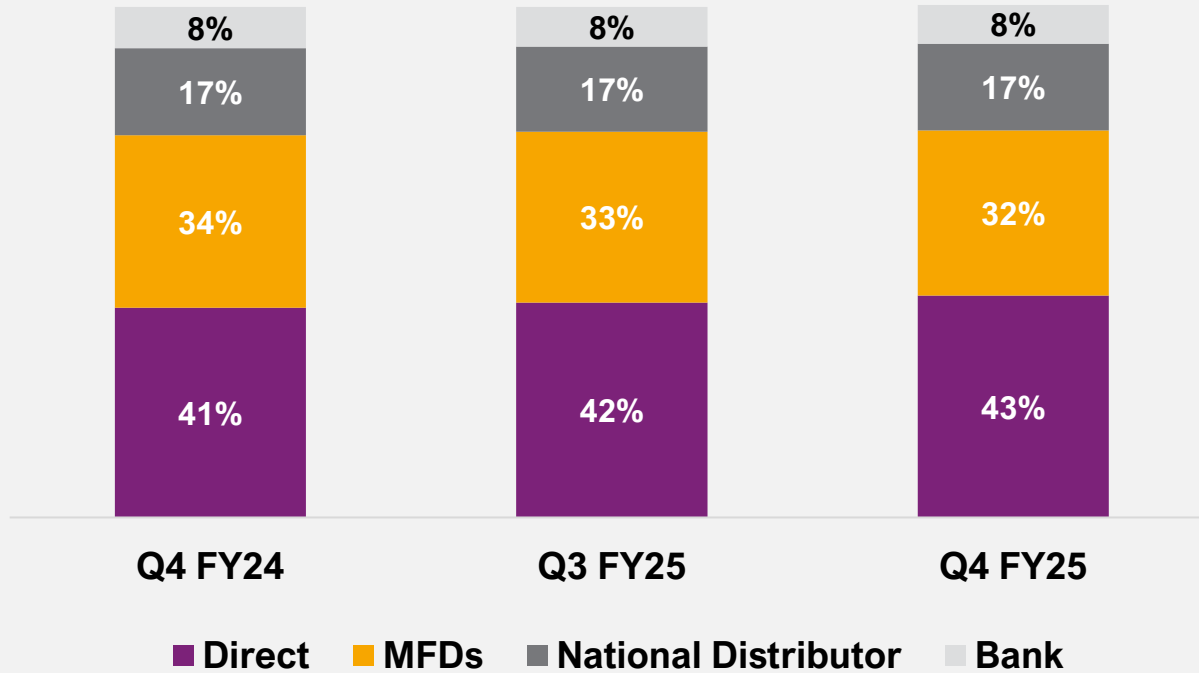


# 300+

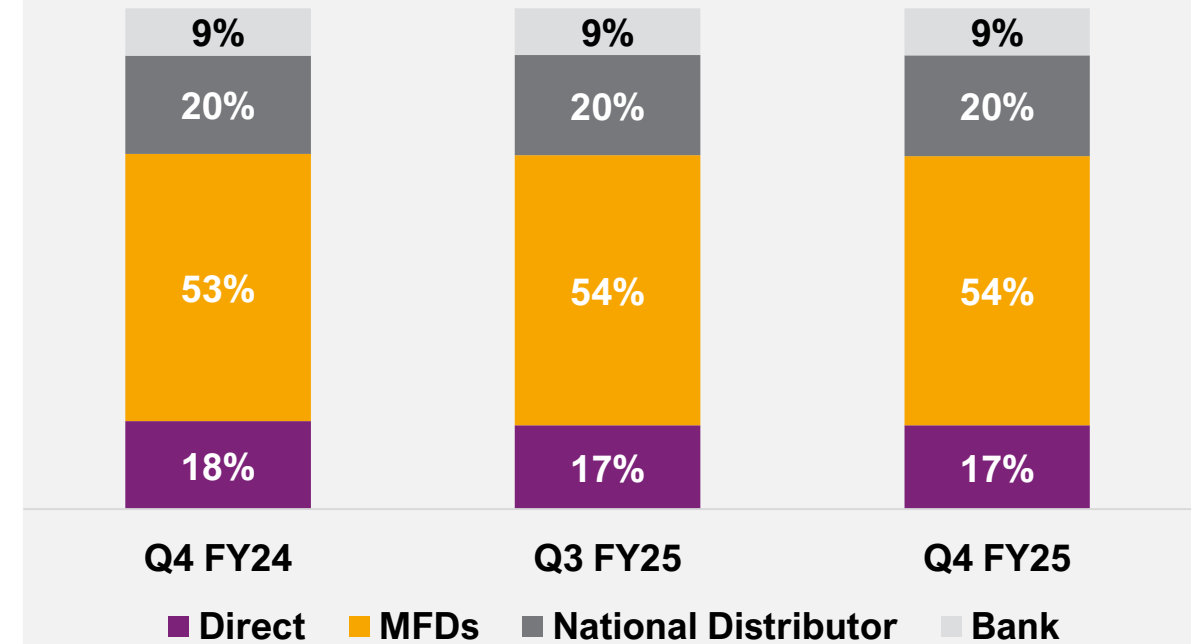
locations,  
over 80% are in **B-30 cities**



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



## Broad-based sourcing of Equity Assets



Continue to expand distributor base and empaneled 10,500 + new MFDs in FY25

<sup>1</sup> Excludes ETF

Lean model to expand into deeper markets



## Direct

**60+**

**Dedicated Persons**

Provide personalized attention and tailored solutions to meet the unique needs and preferences of high-net-worth

Our service framework C.A.R.E (Customized, Analytics, Responsive, Effective) embodies personalized solutions, utilizing analytics and ensuring a responsive service experience for our esteemed customers.



## Emerging Markets

**89**

**EM locations**

Aim to tap into potential rural and emerging markets at an early stage to build early growth

Deepening product awareness through continuous engagement drives for both investors and distributors



## Virtual Relationship Manager

**6,300+**

**Distributors Activated<sup>1</sup>**

Special Focus on the New MFDs to help them achieve their financial goals.

Provide seamless onboarding experience on empanelment, customized skill-building programs, early bird offers and cutting-edge digital tools

Upgrade MFDs to high potential business partners and transfer to mainstream Retail Sales



## Service to Sales

**~ 200+**

**Dedicated Service Persons**

Service RMs engage effectively with investors and facilitate their investment decisions.

Identify opportunities for win back, retention and upsell



## Sampark

**10,500 +**

**Distributor Empaneled<sup>1</sup>**

Our distribution expansion initiative in empaneling and welcoming new distributors

Comprehensive distributor engagement plan is implemented, encompassing empanelment, activation, digital transactions and education.

 Size

 Growth

 Funds Launched/Pipeline

PMS/AIF



INR  
113 bn<sup>^</sup>

(<sup>^</sup>Include ESIC mandate)

Q4 FY24



Q4 FY25

**Fund Raising underway**  
ABSL India Special Opportunities Fund  
ABSL Structured Opportunities Fund II  
ABSL Money Manager Fund

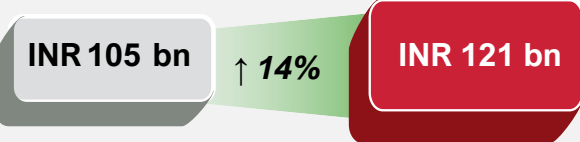
**Product Pipeline**  
ABSL India Equity Innovation Fund

Offshore



INR  
121 bn

Q4 FY24



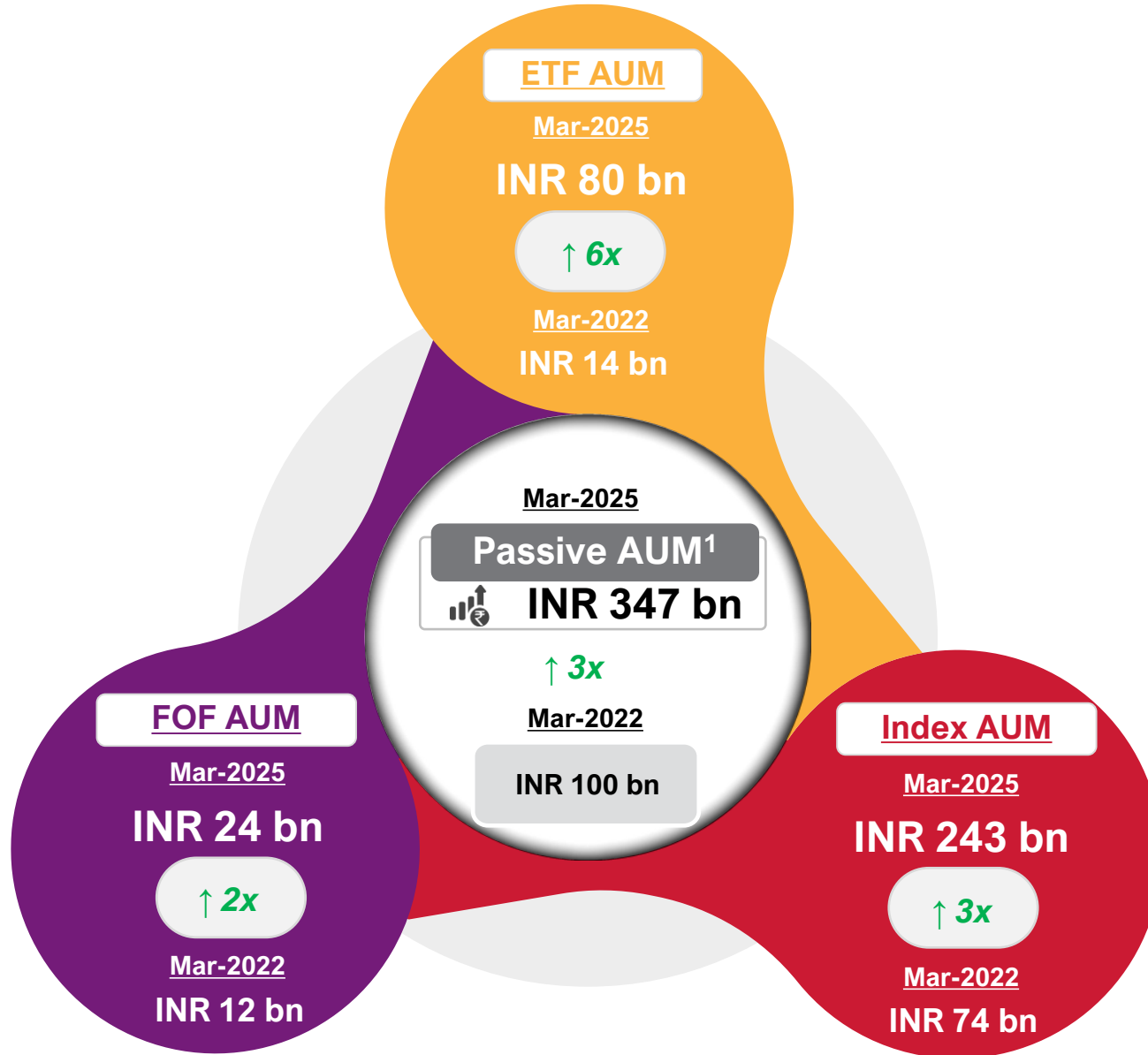
Q4 FY25

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

Real Estate AUM<sup>1</sup> at INR 5 bn. Fund raising underway in Credit Opportunities Scheme

<sup>^</sup>Include ESIC mandate QAAUM of 75 bn as on March 2025; <sup>1</sup>QAAUM as on March 2025

Mar-25 unless stated otherwise



**~11,60,000**

Investor Folios serviced **3X** growth since Mar 2022



**Rank 1**

In Debt Index<sup>2</sup>



**53 Products**

Extensive product bouquet **2X** growth since Mar 2022



**ABSL MF  
Web Platform**



Lead and Drop  
Cart nurturing



One click SIP Registration  
via UPI auto pay



Partner easy  
Transaction Link



CAMS OTM for  
SIP / Lumpsum



**ABSL MF  
Partner Portal**



**Investor  
App**



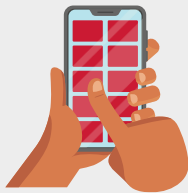
E KYC



**Investor  
Assets**



**Partner  
Assets**



ARN hardcoded  
Active Savings App



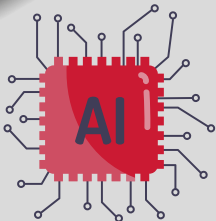
**Partner  
App**



**Active Savings  
App**



Digitization &  
Data Structuring



AI /ML assisted My Mutual  
Fund GPT



Co-browsing services



Salary SIP



**API  
Gateway**

Aim to educate existing and next generation of investors and distributors

Reached **12,67,000+ people** through conducting over **16,240+ training sessions**<sup>1</sup>

## SAMRIDDHI MAGAZINE



**6.2 million+**

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

**41,52,579+**

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

**43,25,000+**

## INVESTORS HANGOUTS PROGRAM



**177K** active users<sup>1</sup> and over  
**30 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	Q4 FY25	Q3 FY25	Q4 FY24	Q-o-Q	Y-o-Y
<b>Revenue from Operations</b>	<b>4,288</b>	<b>4,451</b>	<b>3,656</b>	<b>-4%</b>	<b>17%</b>
Employee Benefits Expense	988	877	842	13%	17%
Fees and Commission Expense	122	124	99	-2%	23%
Depreciation and Amortization	97	111	100	-13%	-3%
Other Expenses <sup>1</sup>	750	724	683	4%	10%
<b>Total Expenses</b>	<b>1,957</b>	<b>1,836</b>	<b>1,724</b>	<b>7%</b>	<b>14%</b>
<b>Operating Profit</b>	<b>2,331</b>	<b>2,615</b>	<b>1,932</b>	<b>-11%</b>	<b>21%</b>
Other Income	719	384	744	87%	-3%
<b>Profit Before Tax</b>	<b>3,050</b>	<b>2,999</b>	<b>2,676</b>	<b>2%</b>	<b>14%</b>
Tax Expense	769	754	592	2%	30%
<b>Profit After Tax</b>	<b>2,281</b>	<b>2,245</b>	<b>2,084</b>	<b>2%</b>	<b>9%</b>

<sup>1</sup> Includes Finance Cost

## Statement of Profit & Loss Account

(INR million unless otherwise stated)

Particulars	FY25	FY24	Y-o-Y
<b>Revenue from Operations</b>	<b>16,848</b>	<b>13,532</b>	<b>25%</b>
Employee Benefits Expense	3,652	3,208	14%
Fees and Commission Expense	471	351	34%
Depreciation and Amortization	398	345	15%
Other Expenses <sup>1</sup>	2,892	2,420	20%
<b>Total Expenses</b>	<b>7,413</b>	<b>6,324</b>	<b>17%</b>
<b>Operating Profit</b>	<b>9,435</b>	<b>7,208</b>	<b>31%</b>
Other Income	3,010	2,874	5%
<b>Profit Before Tax</b>	<b>12,445</b>	<b>10,082</b>	<b>23%</b>
Tax Expense	3,139	2,278	38%
<b>Profit After Tax</b>	<b>9,306</b>	<b>7,804</b>	<b>19%</b>

<sup>1</sup> Includes Finance Cost

## Balance Sheet

(INR million unless otherwise stated)

Particulars	As at	
	31 <sup>st</sup> March 2025	31 <sup>st</sup> March 2024
Share Capital	1,442	1,440
Other Equity	35,826	30,248
<b>Total Equity</b>	<b>37,268</b>	<b>31,688</b>
Financial Liabilities	2,262	2,035
Non-financial Liabilities	1,614	1,296
<b>Total Equity &amp; Liabilities</b>	<b>41,144</b>	<b>35,019</b>
Investments	36,917	31,222
Other Financial Assets	1,800	1,396
Non-financial Assets	2,427	2,401
<b>Total Assets</b>	<b>41,144</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 Groups'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 31st March, 2025 has allotted 25,208 Equity Shares face value Rs. 5 each, fully paid up, on exercise of options by eligible grantees, in accordance with the Employee Stock Option Schemes approved by the Company. As at 31st March, 2025, there were application money received towards 4,501 Equity Shares face value of Rs. 5 each, applied pending allotment. The Company has also approved a grant of 22,889 Options SARs (Stock Appreciation Rights) during the quarter.
4. As per the Finance (No.2) Act, enacted in August, 2024, the indexation benefit for calculating long-term capital gains on Debt Mutual fund investments has been withdrawn and the capital gains tax rates have been revised. Consequently, the Deferred Tax Liability recognized by the Company on fair value gains on its investments as on 30th June, 2024 has increased by Rs.16.01 Crore. This has led to additional charge on Company's Profit after tax for the period ended 30th September, 2024.
5. The Board of Directors has approved a final dividend of Rs 24 per equity share (face value of Rs. 5 each) for the year ended March 31, 2025, subject to the approval of the shareholders at the ensuing Annual General Meeting. During the year ended March 31, 2025, the Company has paid a final dividend Rs. 13.50 per equity share (face value of Rs. 5 each) for the year ended March 31, 2024 as approved by its shareholders at the Annual General Meeting held on 8th August, 2024.
6. Figures for the quarter ended March 31, 2025 and March 31, 2024 are derived by deducting the reviewed and reported year-to-date figures for the period ended December 31, 2024 and December 31, 2023 from the audited figures for the year ended March 31, 2025 and March 31, 2024 respectively.
7. 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 April 28, 2025. The Statutory Auditors of the Company have audited the aforesaid results.

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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**PRESS RELEASE**

**Key Highlights – Q4 FY25**

- Revenue from Operations at Rs. 4.3 bn; up 17% Y-o-Y
- Operating Profit at Rs. 2.3 bn; up by 21% Y-o-Y
- Profit before Tax at Rs 3.1 bn up by 14% Y-o-Y
- Profit after Tax at Rs 2.3 bn; up by 9% Y-o-Y
- Proposed dividend of Rs 24 per share in FY25
- MF QAAUM at Rs 3,817 bn; up 15% Y-o-Y
- Equity MF QAAUM at Rs 1,691 bn; up 11% Y-o-Y
- SIP Book at Rs 13.16 bn for March 2025 and New SIP registrations at ~ 5,43,000
- Serviced 10.6 million folios as of March 31, 2025; up by 23% Y-o-Y

**Mumbai, April 28, 2025:** Aditya Birla Sun Life AMC Limited (ABSLAMC) announced its audited financial results for the quarter and year ending March 31, 2025.

**Business Highlights:**

- ABSLAMC's overall QAAUM including Alternate assets grew by 17% year-on-year to Rs. 4,056 billion for the quarter ending March 31, 2025. ABSLAMC Mutual Fund QAAUM witnessed growth of 15% year-on-year to Rs. 3,817 billion.
- Equity Mutual Fund QAAUM increased by 11% year-on-year to Rs. 1,691 billion for quarter ending March 31, 2025. Equity Mutual Fund mix stood at 44% in Q4 FY25.
- Individual Monthly AAUM has increased by 6% year-on-year to Rs. 1,845 billion for March 2025. Individual mix is at 49% of Mutual Fund AUM.
- B-30 Monthly AAUM has increased by 12% year-on-year to Rs. 645 billion for March 2025. B-30 mix is at 17% of Mutual Fund AUM.
- Passive AUM stood at Rs. 347 billion as of March 31, 2025.
- ABSLAMC serviced 10.6 million folios as of March 31, 2025.
- Monthly systematic flows (including STP) stood at Rs. 13.16 billion for March 2025 with 4.23 million accounts.
- Registered around 5,43,000 new SIPs (including STP) for the quarter ending March 31, 2025.
- Over 89,000 KYD-compliant MFDs, 330 National Distributors and 90+ Banks serviced through 300+ locations of which over 80% are in B-30 cities.

**Financial Highlights:**

- Q4 FY25 Revenue from Operations is at Rs. 4.3 billion; up 17% year-on-year.
- Q4 FY25 Operating Profit is at Rs 2.3 billion; up 21% year-on-year.
- Q4 FY25 Profit Before Tax is at Rs. 3.1 billion up by 14% year-on-year
- Q4 FY25 Profit After Tax is at Rs 2.3 billion; up 9% year-on-year.
- FY25 Revenue from Operations is at Rs. 16.8 billion; up 25% year-on-year.
- FY25 Operating Profit is at Rs 9.4 billion; up 31% year-on-year.
- FY25 Profit Before Tax is at Rs 12.4 billion; up 23% year-on-year.
- FY25 Profit After Tax is at Rs 9.3 billion; up 19% year-on-year.

**About Aditya Birla Sun Life AMC Limited**

Aditya Birla Sun Life AMC Limited (ABSLAMC) was incorporated in the year 1994. Aditya Birla Capital Limited and Sun Life (India) AMC Investments Inc. are the promoters and major shareholders of the Company.

ABSLAMC is primarily the investment manager of Aditya Birla Sun Life Mutual Fund, a registered trust under the Indian Trusts Act, 1882. ABSLAMC also operates multiple alternate strategies including Portfolio Management Services, Real Estate Investments and Alternative Investment Funds. ABSLAMC is one of the leading asset managers in India, servicing around 10.6 million investor folios with a pan India presence across 300+ locations and overall AUM of Rs. 4,056 billion for the quarter ending March 31, 2025 under its suite of Mutual Fund (excluding domestic FoFs), Portfolio Management Services, Alternative Investment Funds, Offshore and Real Estate offerings.

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