ADITYA BIRLA CAPITAL
ASSET MANAGEMENT



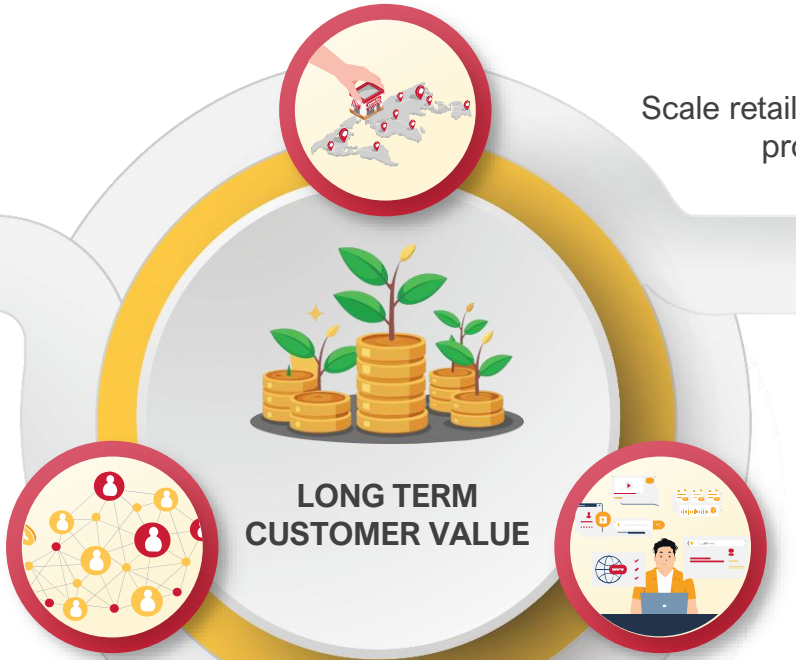
INVESTOR PRESENTATION

Q2 FY27

Aditya Birla Sun Life AMC Ltd.

Staying focused on building scalable business

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT



SCALE
Scale retail franchise and diversify product offerings

EXPAND
Geographic reach and strengthen multi-channel distribution network

EXPERIENCE
Leveraging digital platforms to deliver best-in-class service

AUM growth

Accelerated growth in Passive & Alternative investments

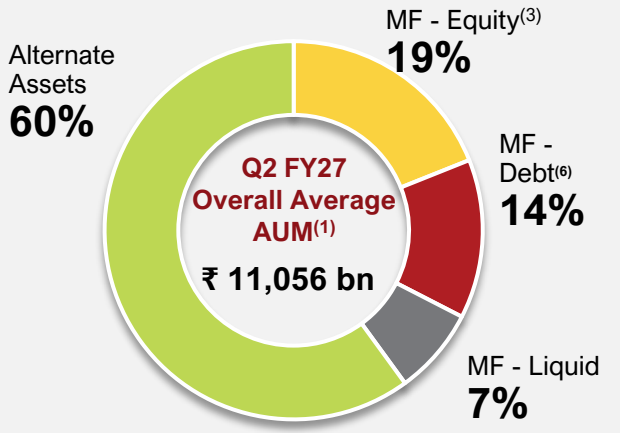
Sustainable growth in SIPs

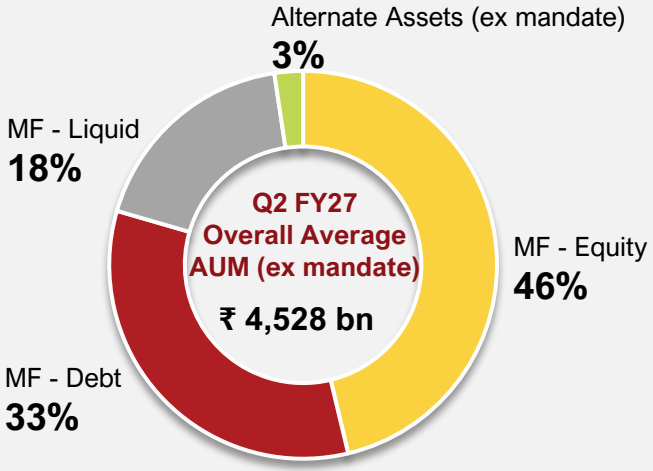
Driven by a strong and robust risk management and governance framework

Business Snapshot

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

AUM





Mutual Fund AUM(1) ₹ 4,418 bn Market share(2) 5.69%	**Equity AUM** ₹ 2,092 bn Market share 3.92%
Individual AUM(4) ₹ 2,177 bn	**Passive AUM(1)** ₹ 399 bn
Total Alternate AUM(1) ₹ 6,635 bn	**PMS/AIF AUM(1)** ₹ 6,576 bn^
Real Estate AUM(1) ₹ 9 bn	**Offshore AUM(1)** ₹ 51 bn

Financials (Q2 FY27)

Total Revenue(5) ₹ 5.3 bn	**Profit Before Tax** ₹ 3.0 bn
Profit After Tax ₹ 2.2 bn	

Customer & Distribution

Investor Folios 11.4 mn	**MF Distributors** 96,000+
Locations 310+	**Digital Partners** 130+

(1) Quarterly Average Assets under Management as of Sep 30, 2026; (2) Excluding ETF Share; (3) Equity AUM includes SIF ; (4) Monthly Average Assets under Management as of Sep 30, 2026 (5) Includes revenue from operations and other income; (6) MF-Debt include ETF; ^ Include mandate QAAUM of Rs 6,528 bn as on Sep 2026 ; All numbers are as of Sep-26 unless stated otherwise



ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

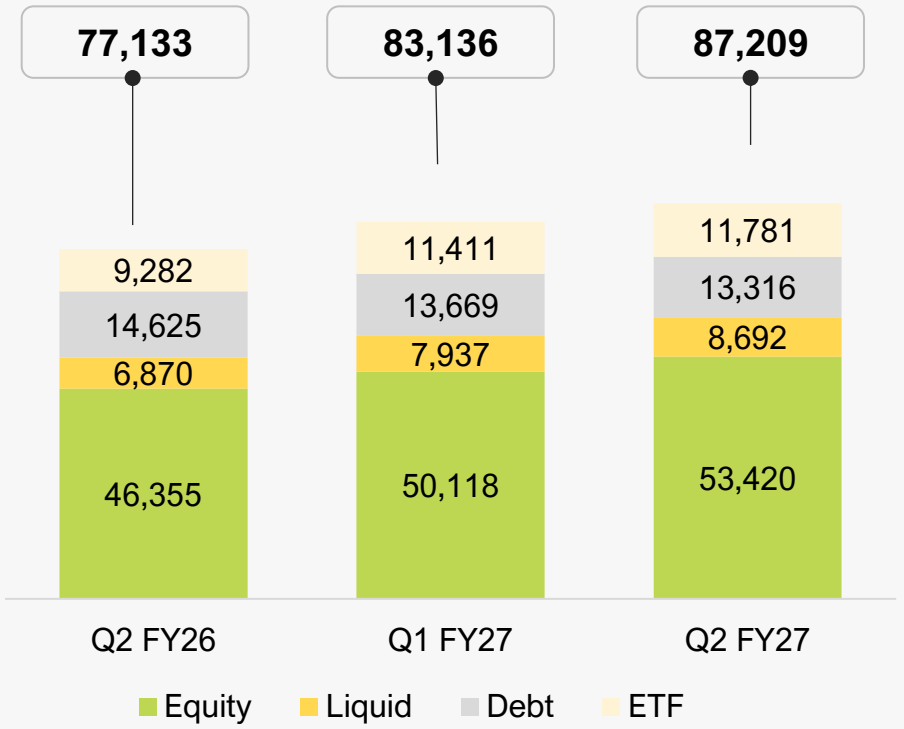
Industry Overview

Industry QAAUM & Net Sales Trend

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

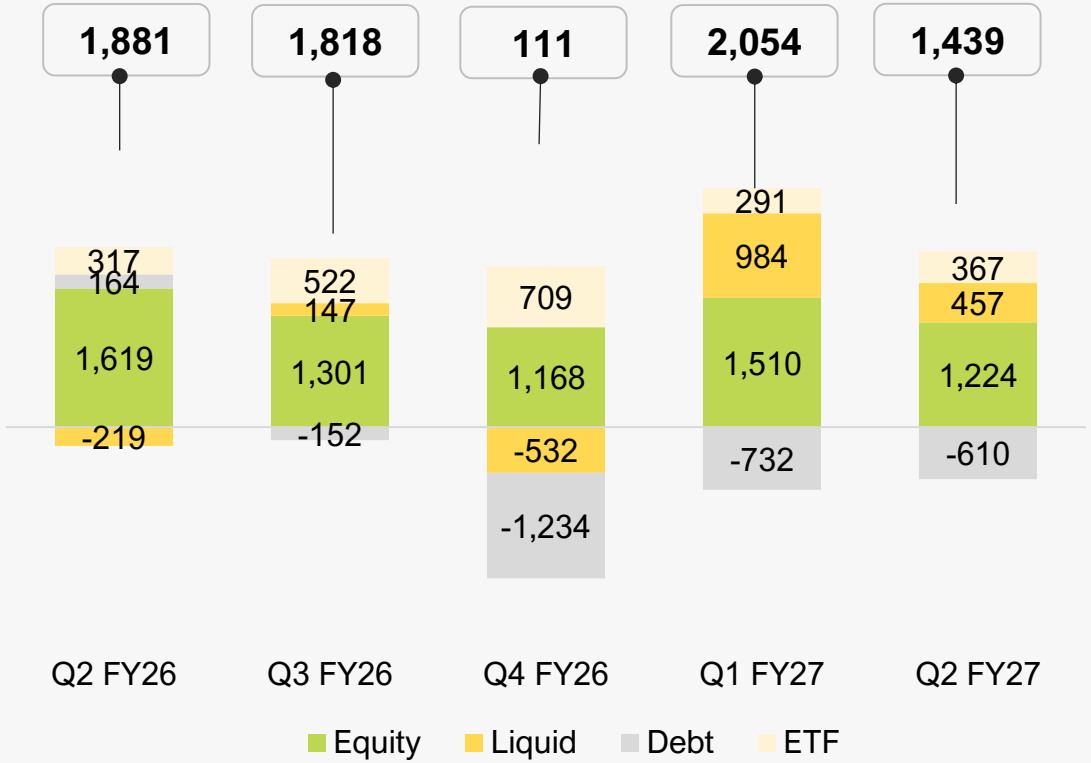
(INR billion unless otherwise stated)

QAAUM



Industry witnessed Y-o-Y AUM growth of 13% in Q2 FY27

Net Sales



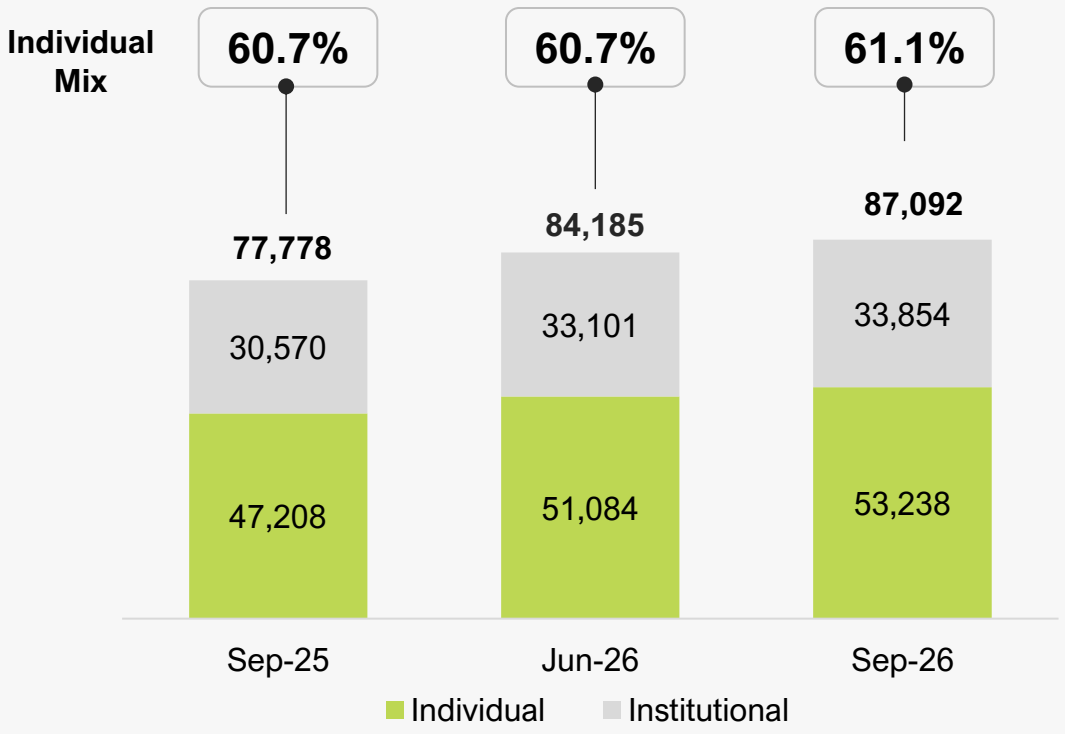
Industry witnessed moderated overall net sales in Q2 FY27

Source: AMFI. Equity Net Sales includes flows from Equity, Hybrid and Solution oriented Schemes

Industry AAUM - Individual & B30

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

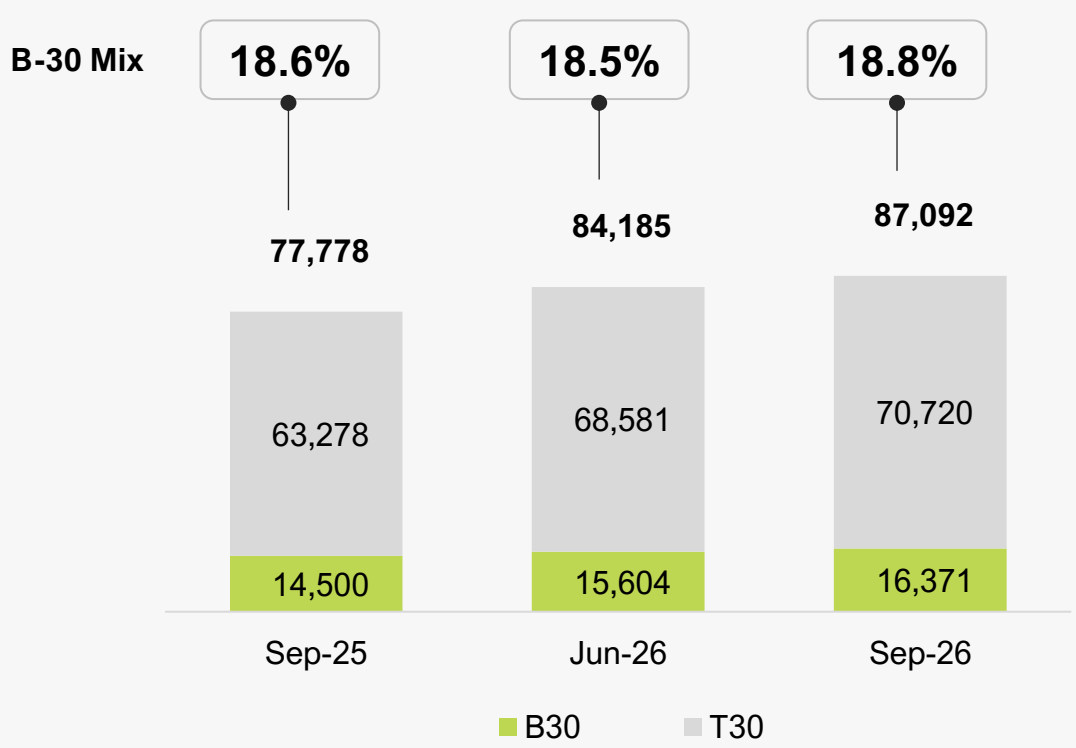
Individual MAAUM



Industry Individual AUM mix stood at 61.1% in Sep-26

(INR billion unless otherwise stated)

B30 MAAUM



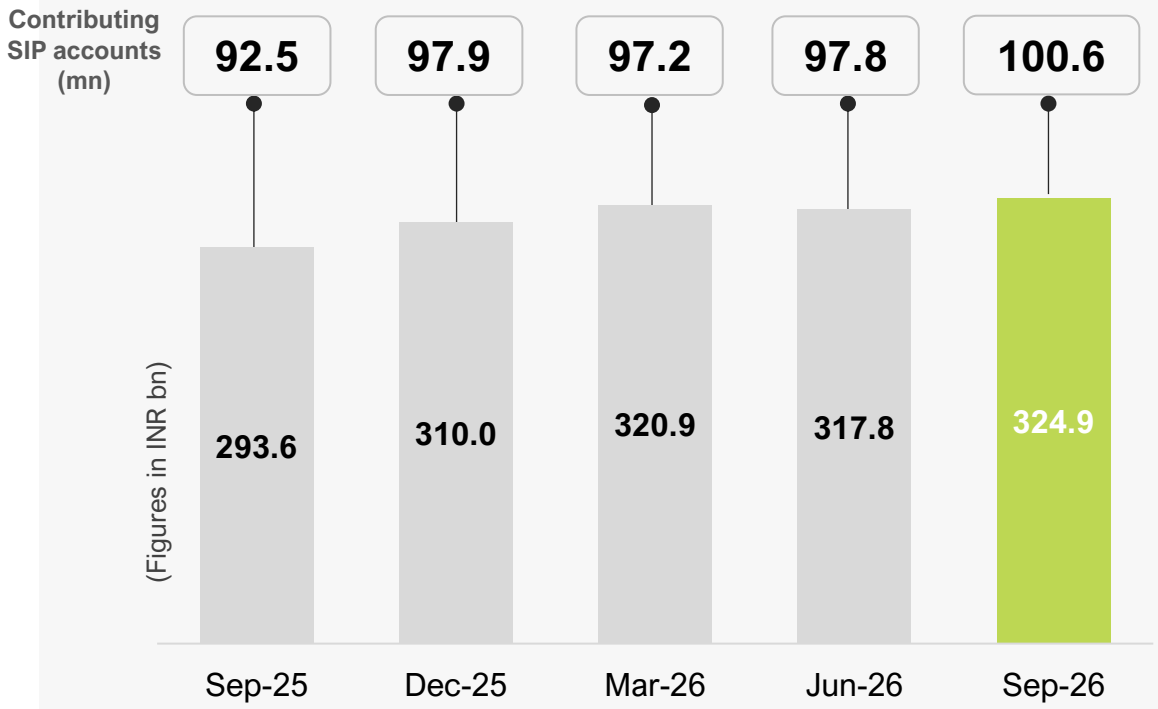
Industry B30 AUM mix was at 18.8% in Sep-26

Source: AMFI

Industry SIP Trend

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ASSET MANAGEMENT

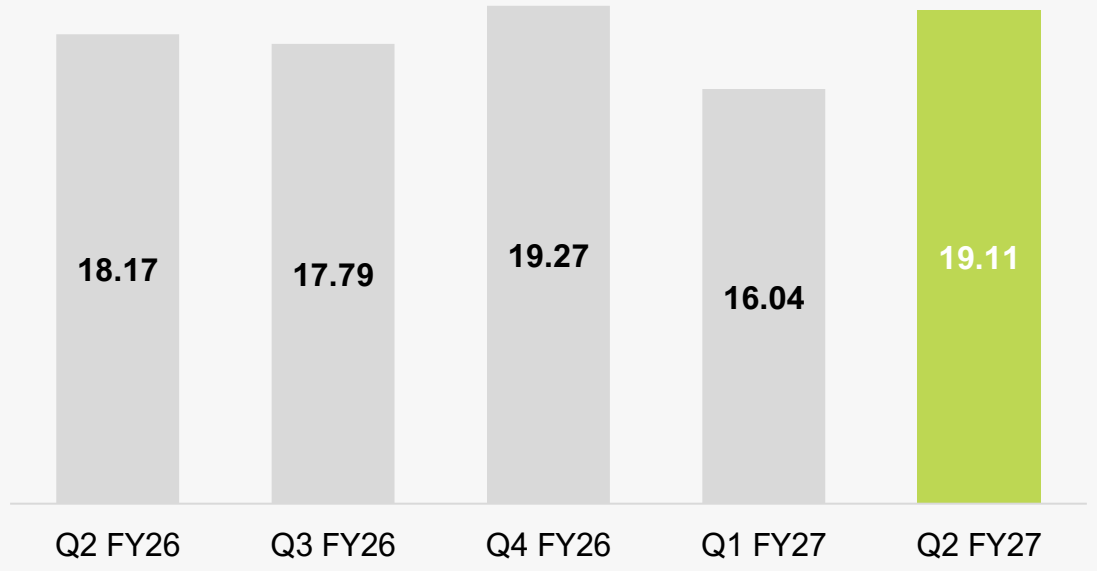
SIP Contribution



Industry SIP contribution increased to INR 324.9 bn in Sep-26

(INR billion unless otherwise stated)

New SIP registrations Count (mn)



Industry new SIP registrations increased to 19.11 mn in Q2 FY27

Source: AMFI



ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

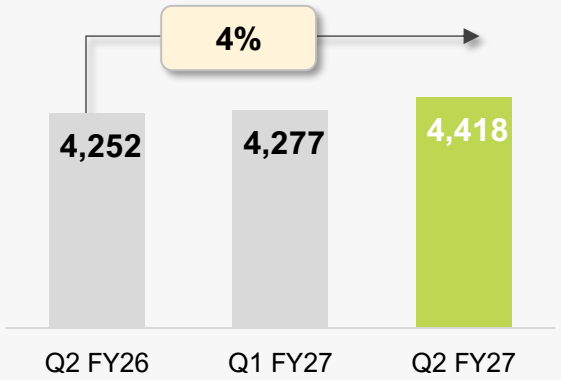
ABSLAMC Performance Overview

Performance at a Glance

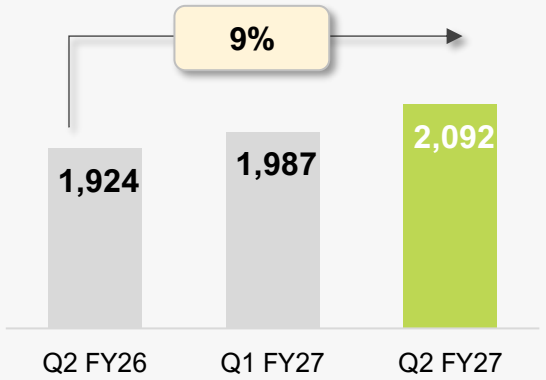
ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

(INR billion unless otherwise stated)

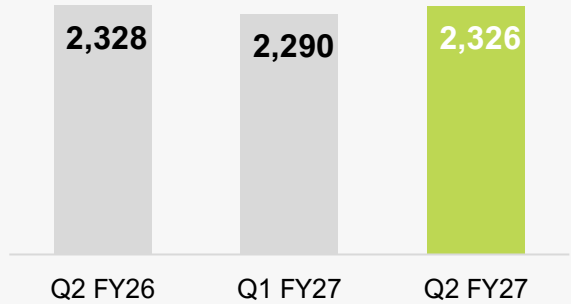
Mutual Fund QAAUM



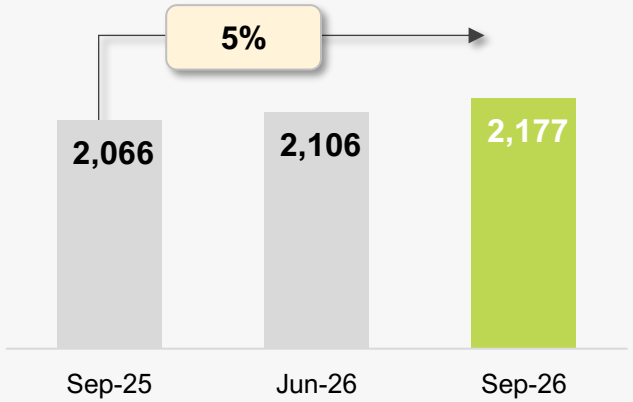
Equity QAAUM



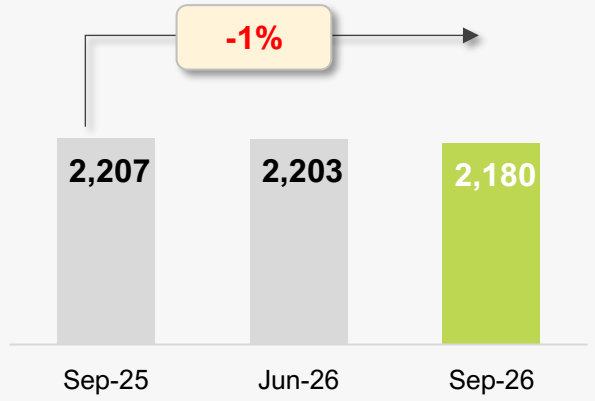
Fixed Income QAAUM[1]



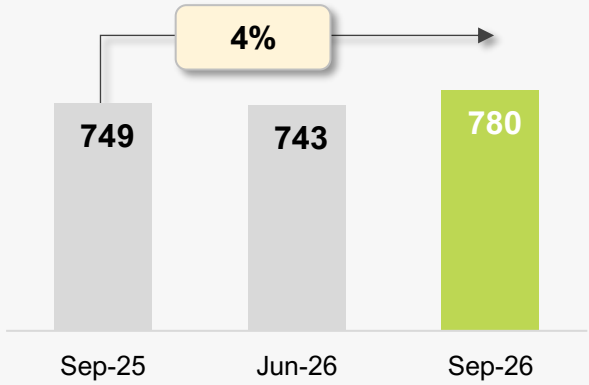
Individual MAAUM



Institutional MAAUM



B-30 MAAUM



[1] *Fixed Income QAAUM including ETF*

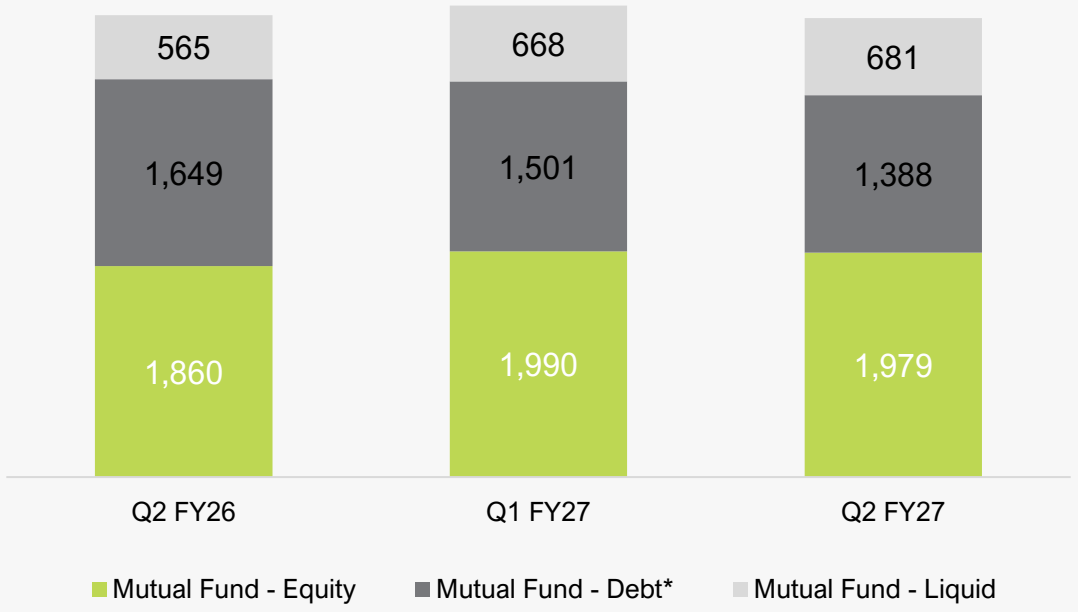
AUM Highlights

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

(INR billion unless otherwise stated)

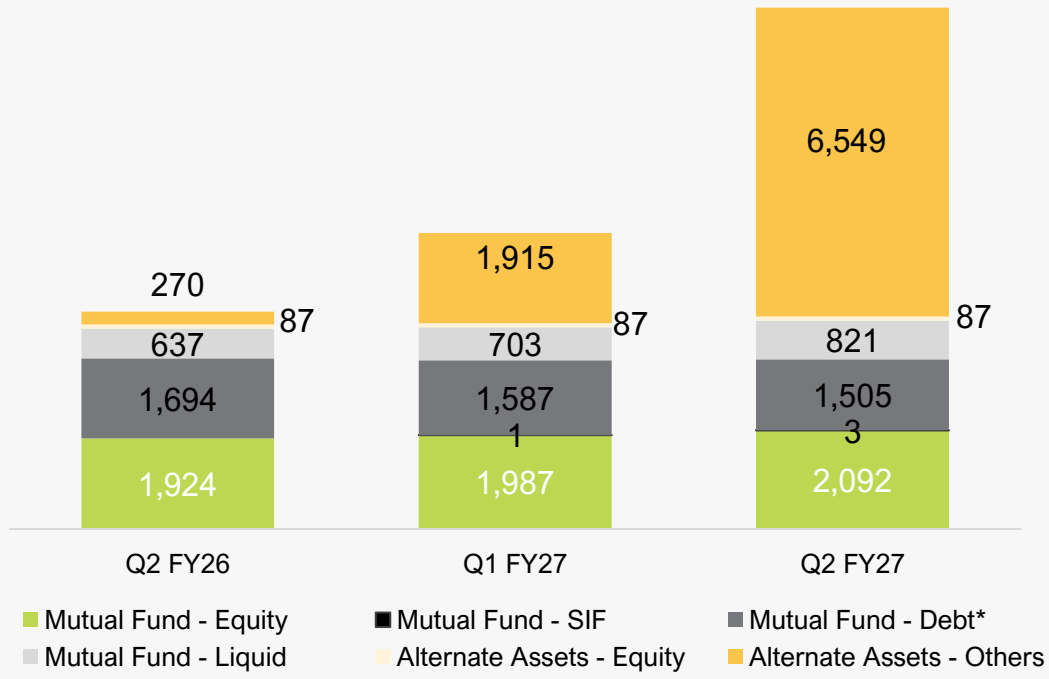
Mutual Fund Closing Assets under Management

Mutual Fund	Equity MF	Equity MF Mix
↓ 1% Y-o-Y	↑ 6% Y-o-Y	48.9%
4,073	4,159	4,048



Overall[1] Quarterly Average Assets under Management

Overall Ex Mandate	Equity MF	Equity MF Mix
↑ 4% Y-o-Y	↑ 9% Y-o-Y	47.4%
4,608	6,279	11,056



**Mutual Fund-Debt including ETF; Alternate Assets -Others includes mandate QAAUM of Rs 6,528 bn as on Sep 2026 ; [1]Overall Assets including mandate up by 140% Y-o-Y*

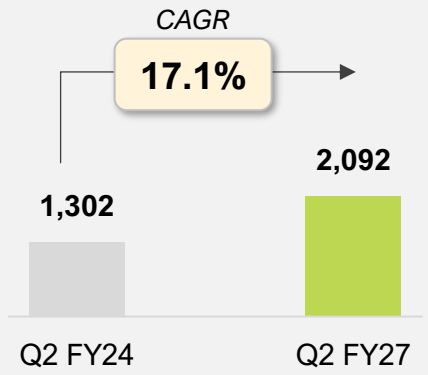
Scaling Retail Franchise

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

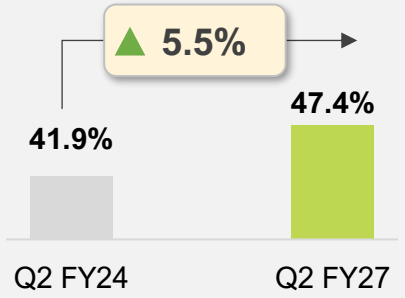
Strong retail franchise with **11.4 mn** folios[1]

Equity QAAUM

INR **2,092 bn**

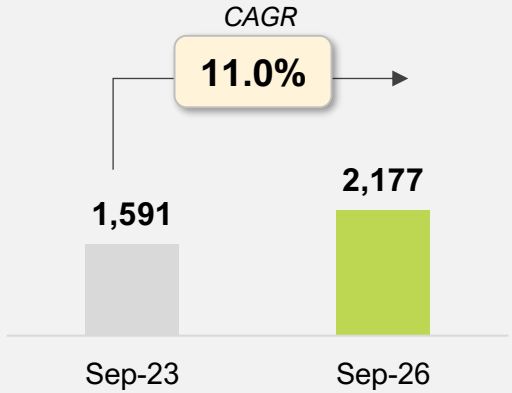


Contribution to AUM

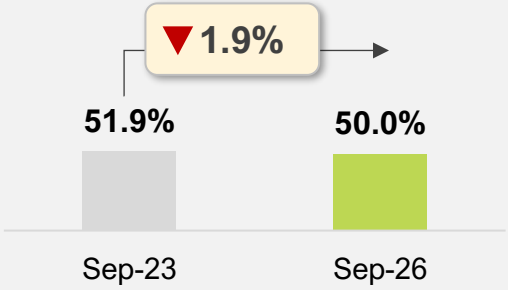


Individual MAAUM

INR **2,177 bn**

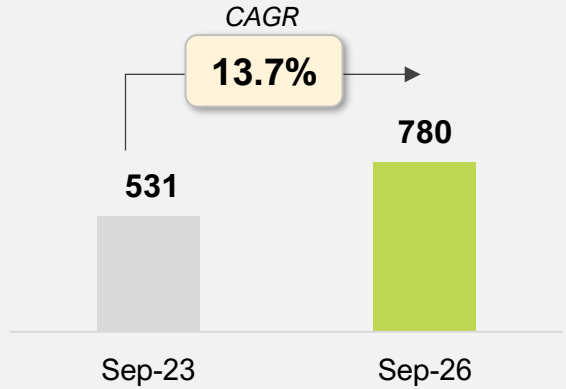


Contribution to AUM

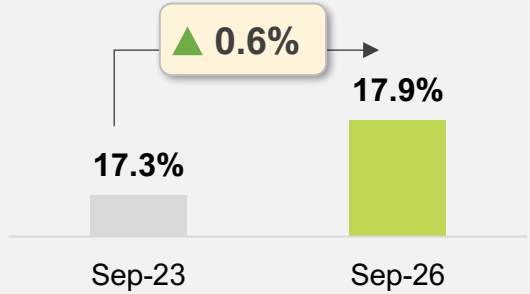


B-30 MAAUM

INR **780 bn**



Contribution to AUM



[1]as of Sep 30, 2026 ; All numbers in INR billion unless stated otherwise

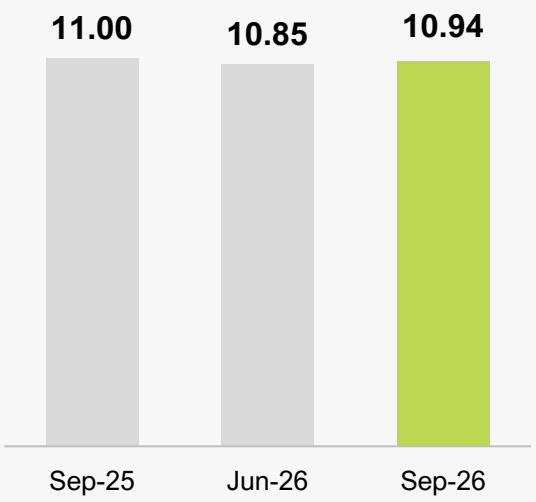
Focus on Growing SIP Flows

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

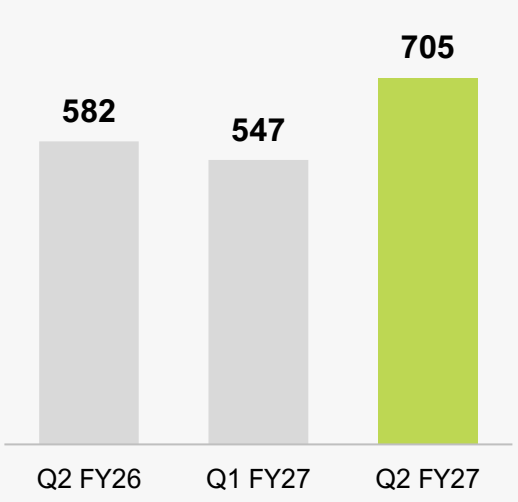
SIPs generates consistent inflows across market cycles

Building sustainable SIP Flows

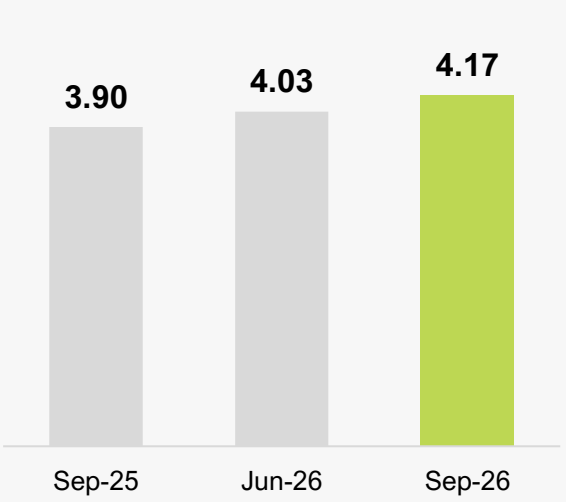
SIP[1] Contribution (in INR bn)*



New SIP[1] Registrations Count ('000)

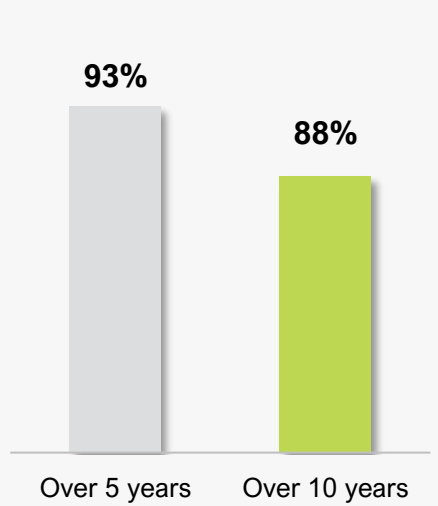


Contributing SIP[1] accounts (mn)*



Long Tenure SIP Book[2]

% Count of Total SIPs



[1] *Includes STP ;* [2] *Based on tenure at the time of registration of all live SIPs as on Sep 30, 2026*

Pan India Distribution Network

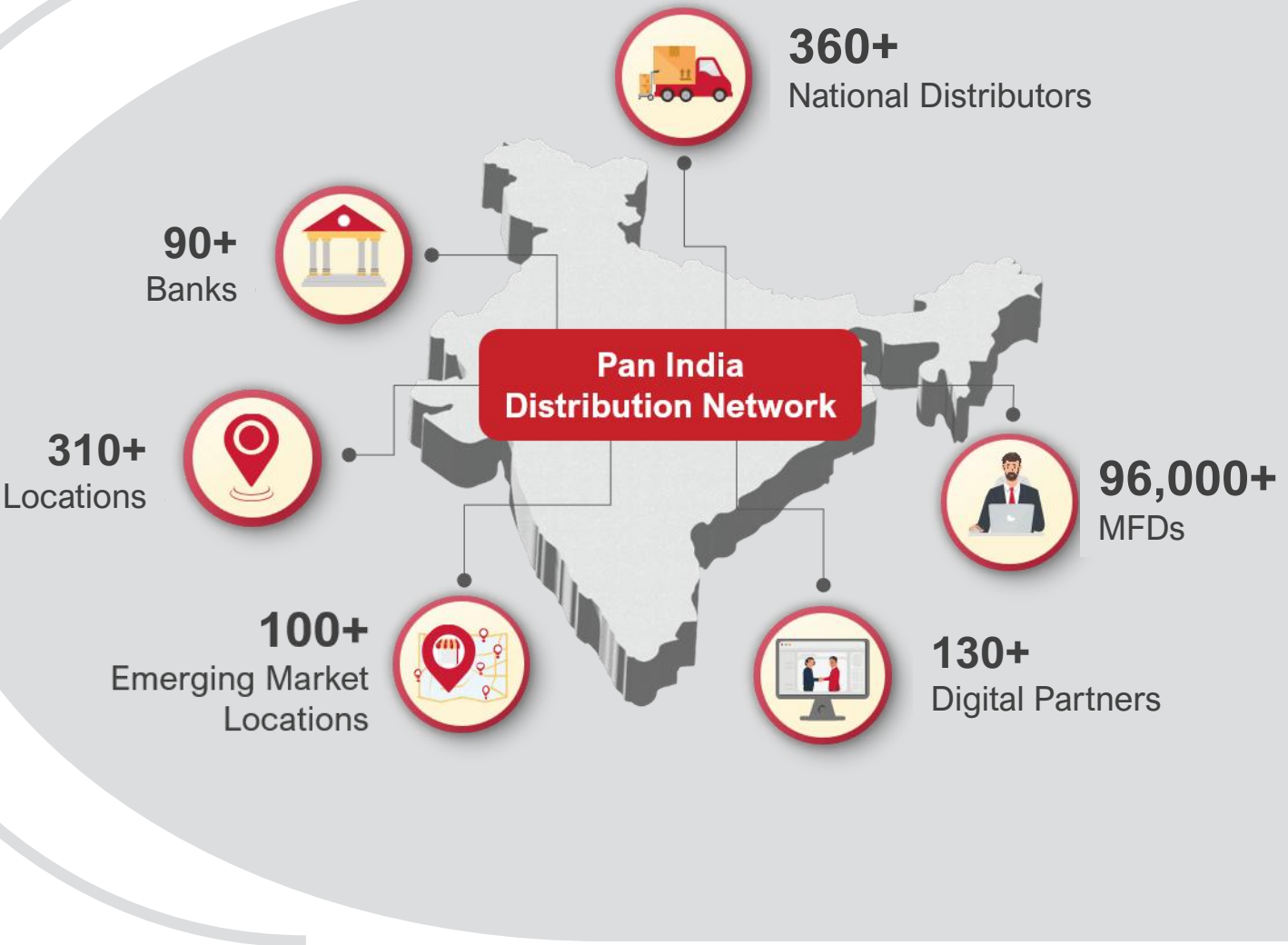
One of the largest empaneled distributor base Servicing Investors across

19,000+ Pan India pin codes



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

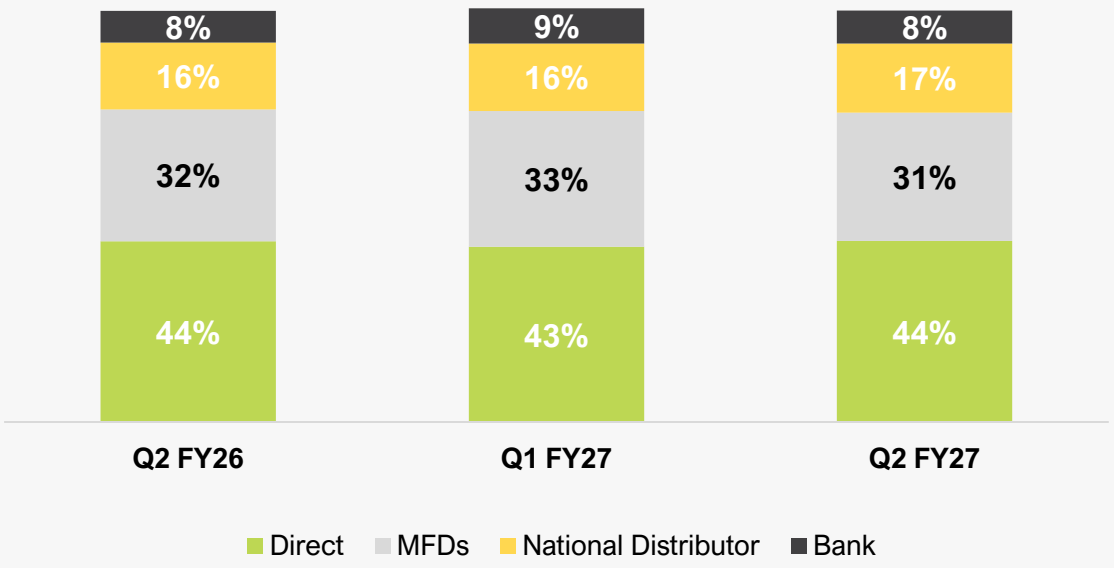




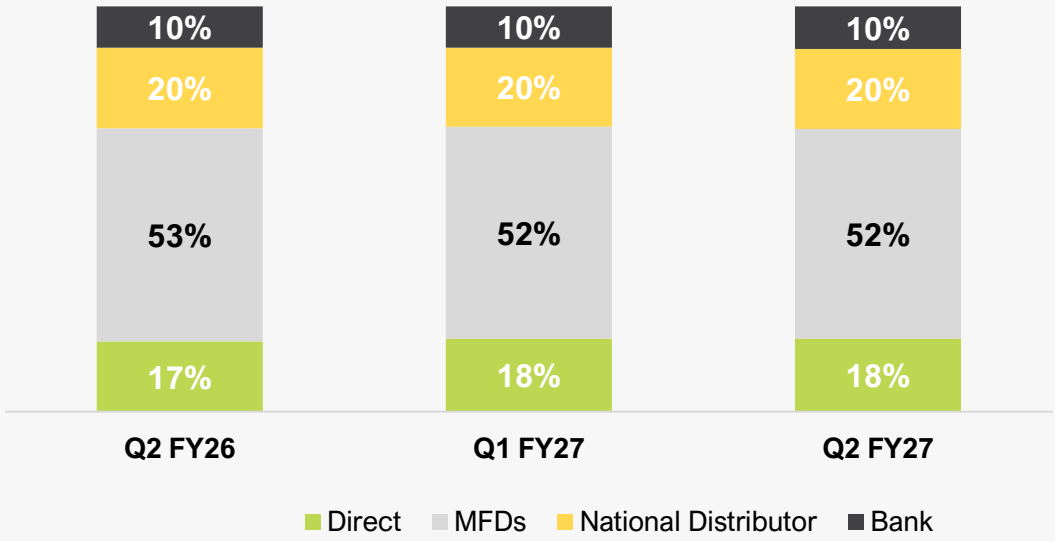
Multi-Channel Distribution Network

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

Overall Asset Sourcing Mix[1]



Broad-based sourcing of Equity Assets



Continue to expand distributor base and empaneled 3,800+ new MFDs in H1 FY27

[1] *Excludes ETF*

Sales Ecosystem - Multi-Channel Distribution Strategy

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT



Direct

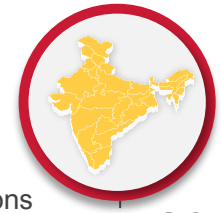
80+
Dedicated Persons

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

Virtual calling model for better client outreach, focusing on increasing client activations

Presence across **Top 14 locations** Pan India

.



Emerging Markets

100+
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

5,600
Unique Active Distributors[1]

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

VRM provides virtual assistance to advisors on call – offering financial solutions and servicing, skill-building programs & cutting-edge digital tools



Service to Sales

230+
Dedicated Service Persons

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

Identify opportunities for win back, retention and upsell



Sampark

3,800+
Distributor Empaneled[1]

Our distribution expansion initiative in empaneling and welcoming new distributors

Our new **WhatsApp-based** process has streamlined the empanelment of MFDs, making it more efficient and user-friendly

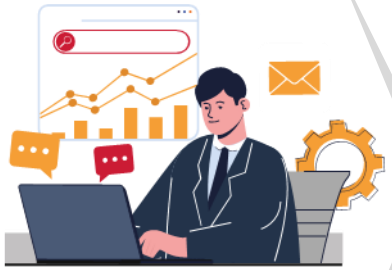
Started an initiative to capture key distributor details during empanelment to get enhanced insights



[1]H1 FY27

Alternate Assets

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT



PMS/AIF

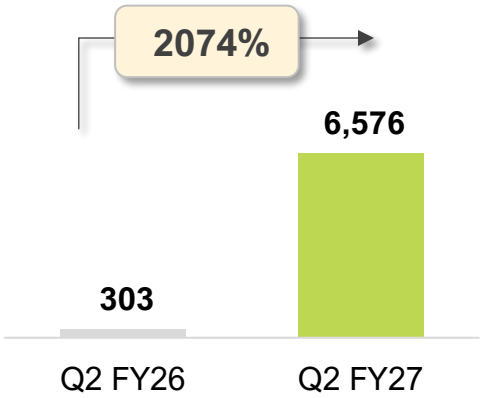
Size

INR

6,576 bn^

(^Includes mandate)

Y-o-Y Growth



Fund Launched/ Pipeline

Fund Raising underway

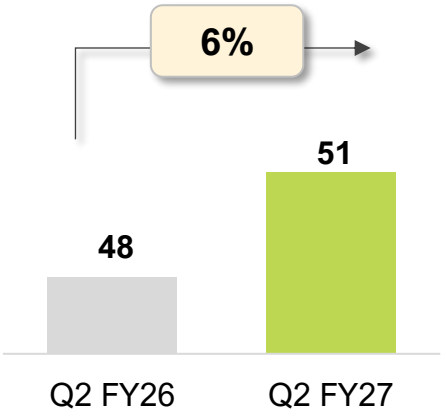
- ABSL India Select Sector Fund
- ABSL India Special Opportunities Fund Series II
- ABSL Structured Opportunities Fund II
- ABSL Money Manager Fund



Offshore

INR

51 bn



Fund Raising underway

- ABSL Flexi Cap Fund (IFSC)

Product Pipeline

- ABSL Emerging Market Equity Fund (Retail)
- ABSL Global Innovators Fund (Retail)
- ABSL India Growth Fund (Retail)
- ABSL Nasdaq 100 Fund of Fund (Retail)
- ABSL S&P500 100 Fund of Fund(Retail)
- ABSL MSCI India Fund (AIF)

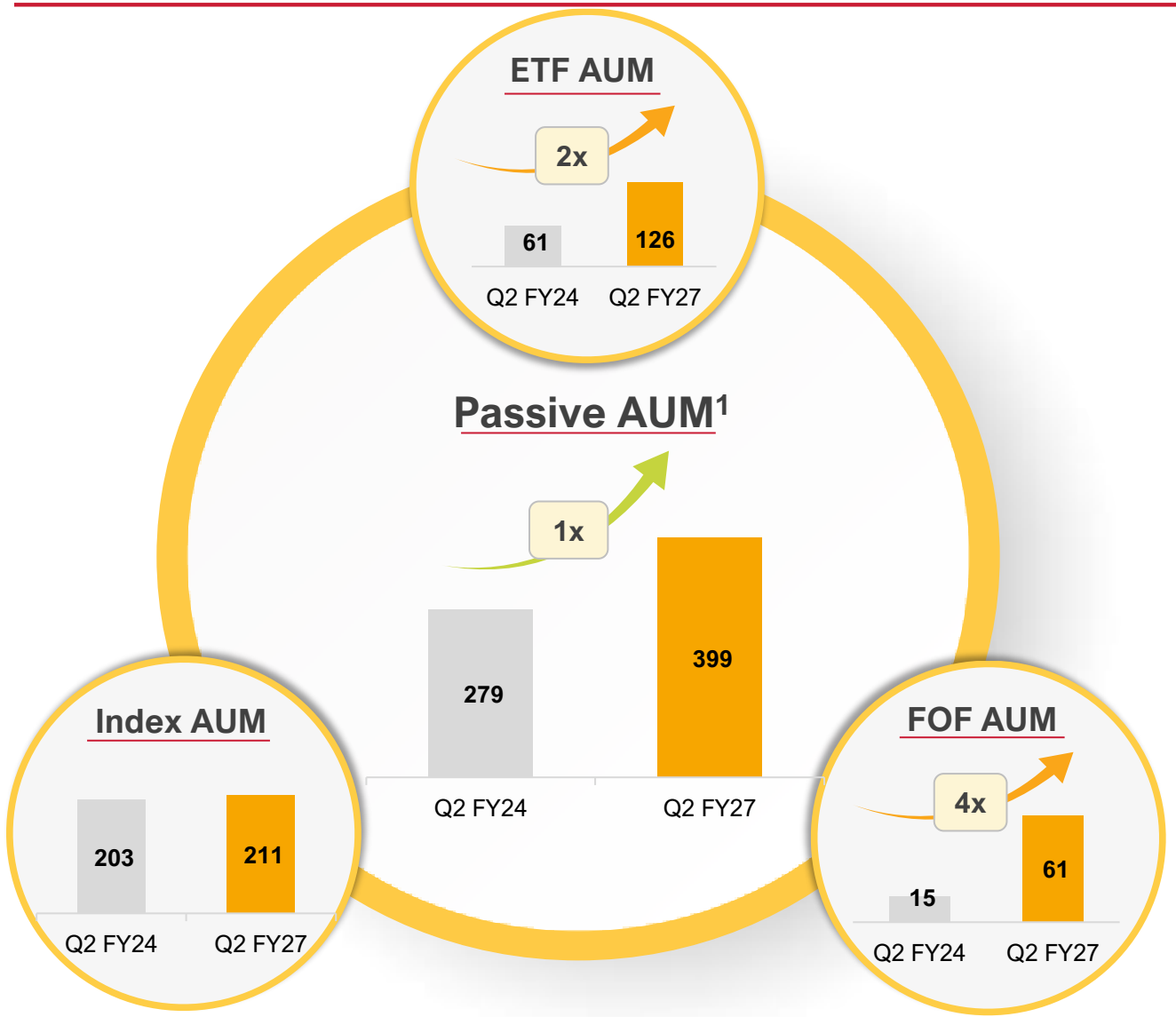
Real Estate AUM[1] at INR 9 bn. Fund raising underway in ABSL Real Estate Credit Opportunities Fund Series II

^Include mandate QAAUM of 6,528 bn as on Sep 2026; [1]QAAUM as on Sep 2026

Building Passives Business

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

(INR billion unless otherwise stated)



~17,89,000
Investor folios serviced
3X growth since Sep 2023

Rank 1
In debt index[2]

50 Products
Extensive product bouquet

[1]*Quarterly Average AUM for ETFs, FoFs & Index Funds* [2]*Based on QAAUM as on Sep 30, 2026*

ABSLAMC Digital Ecosystem

Aditya Birla Sun Life AMC Ltd.

ADITYA BIRLA CAPITAL ASSET MANAGEMENT

- **ABSL MF Web Platform & Partner Portal**
- **New Financial / Non Financial transactions on Investor / Partner WhatsApp** (NEW)
  24*7 DIY WhatsApp Services - 8657951029
- **GenAI Web Chatbot** (NEW)
- **Partner easy Transaction Link**
- **ARN hardcoded Active Savings App**
- **Salary SIP / Perquisite SIP**



Investor App | **Partner App**

- **Industry leading GenAI Voice bot for lead management**
- **Native eKYC journey across web and mobile** (NEW)
- **API Gateway**
- **Smart Hub for Partners**
- **One click SIP regn via UPI auto pay**
- **Revoke Redemption / SIP modification**

Investor Engagement

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

Aim to educate existing and next generation of distributors

Reached **11,09,450 +** people through conducting over **13,506+** Investor Awareness sessions

First Financial Lessons and First Pay Cheque

Partnered with **55** universities in association with NISM[2]. Reached over **7,315** students[1]



Nivesh Mahakumbh Program

Viewership of **48,29,530+**



Samriddhi Magazine

6.9 million+ passengers across 39 routes[1] Generated **97,28,363+** views on website







Investors Hangouts Program

213K active users[1] and over **52 Million** YouTube viewers[1]



For Her – Financial Education

Customized engagements and workshops to **create women investors & MFDs**

12 Million Social Media Impressions[1]

[1]As of Sep 30 2026; [2]National Institute of Securities Markets ("NISM")

Distributor Engagement

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT



Nipun Learning Academy

Trending modules

- Edge of asset allocation
- Unleashing the Power of SIP
- Branding, Communication, Business Expansion and New Client Acquisition
- Power of Equity and Scheme selection
- Business Transformation through Gen AI
- Growing Business through Successful selling



Certification Programs

508 sessions conducted
CFGP/ AFGP/ CRGP/ PGP/ GEN AI ETC.

28K+ people certified



NISM[2] Training For DOP Staff

Training programs conducted at various locations

Workshops attended by total **70+ DOP[3] staff**



Fulcrum

Training initiative aimed at strengthening the back-office and sales functions of MFDs to support sustainable business growth

Conducted sessions across **40+** locations, Empowering **2,300+** team members of **1200+** unique MFDs

Yashasvi

A platform to groom and empower **women MFDs** and the spouses of MFDs interested in joining the business

Conducted **5** batches at NISM campus. Mentored **170+** unique Women MFDs across **80** unique locations.

Conducted over **5,111+** training sessions and trained **2,91,367+** Distributors

[1]As of Sep 30 2026; [2]National Institute of Securities Markets ("NISM") ; [3]Department of Post Office



ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

Financial Performance

Summary of Financial Statements – Quarterly

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

Statement of Profit & Loss Account

(INR million unless otherwise stated)

Particulars	Q2 FY27	Q1 FY27	Q2 FY26	QoQ	YoY
Revenue from Operations	**4,838**	**4,630**	**4,613**	**5%**	**5%**
Employee Benefits Expense	1,263	1,163	951	9%	33%
Fees and Commission Expense	160	154	145	4%	11%
Depreciation and Amortization	131	128	108	2%	21%
Other Expenses [(1)]	746	748	705	0%	6%
Total Expenses	**2,300**	**2,193**	**1,909**	**5%**	**21%**
Operating Profit Before tax	**2,538**	**2,437**	**2,704**	**4%**	**-6%**
Other Income	424	1,624	452	-74%	-6%
Profit Before Tax	**2,962**	**4,061**	**3,156**	**-27%**	**-6%**
Tax Expense	752	966	743	-22%	1%
Net Income	**2,210**	**3,095**	**2,413**	**-29%**	**-8%**

[1]*Includes Finance Cost*

Summary of Financial Statements – Half Yearly

ADITYA BIRLA CAPITAL ASSET MANAGEMENT

Statement of Profit & Loss Account

(INR million unless otherwise stated)

Particulars	H1 FY 27	H1 FY 26	YoY
Revenue from Operations	**9,468**	**9,087**	**4%**
Employee Benefits Expense	2,426	1,877	29%
Fees and Commission Expense	314	279	12%
Depreciation and Amortization	259	211	23%
Other Expenses [1]	1,494	1,471	2%
Total Expenses	**4,493**	**3,838**	**17%**
Operating Profit Before tax	**4,975**	**5,249**	**-5%**
Other Income	2,048	1,630	26%
Profit Before Tax	**7,023**	**6,879**	**2%**
Tax Expense	1,718	1,695	1%
Net Income	**5,305**	**5,184**	**2%**

[1] *Includes Finance Cost*

Summary of Financial Statements

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

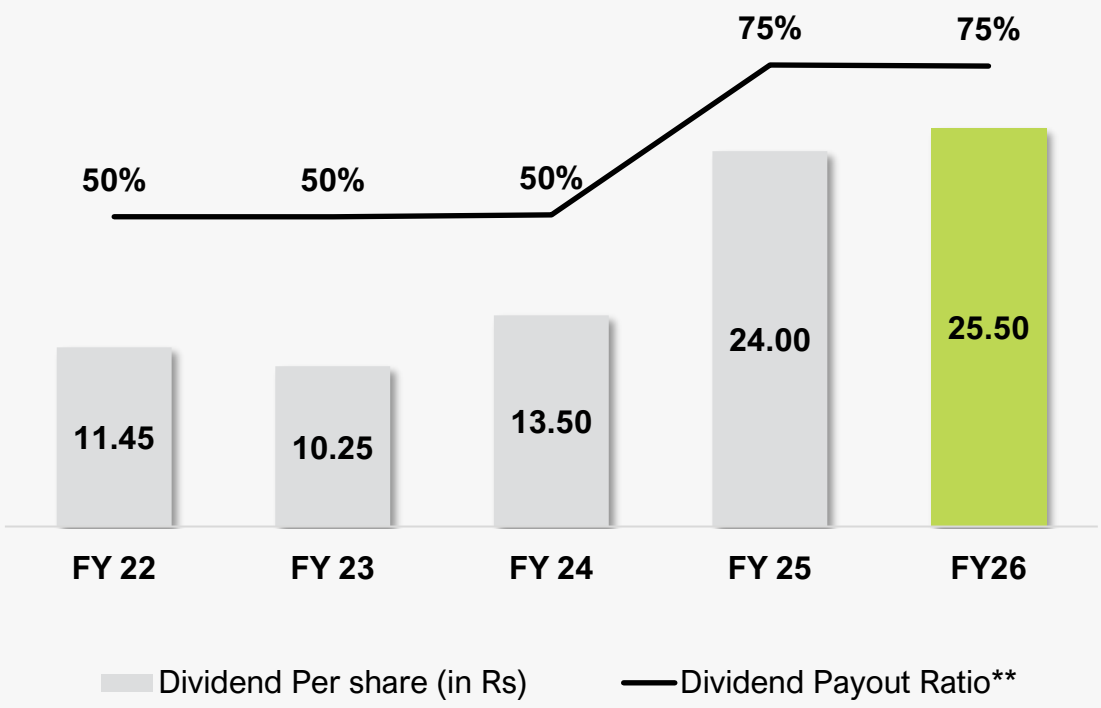
Balance Sheet

(INR million unless otherwise stated)

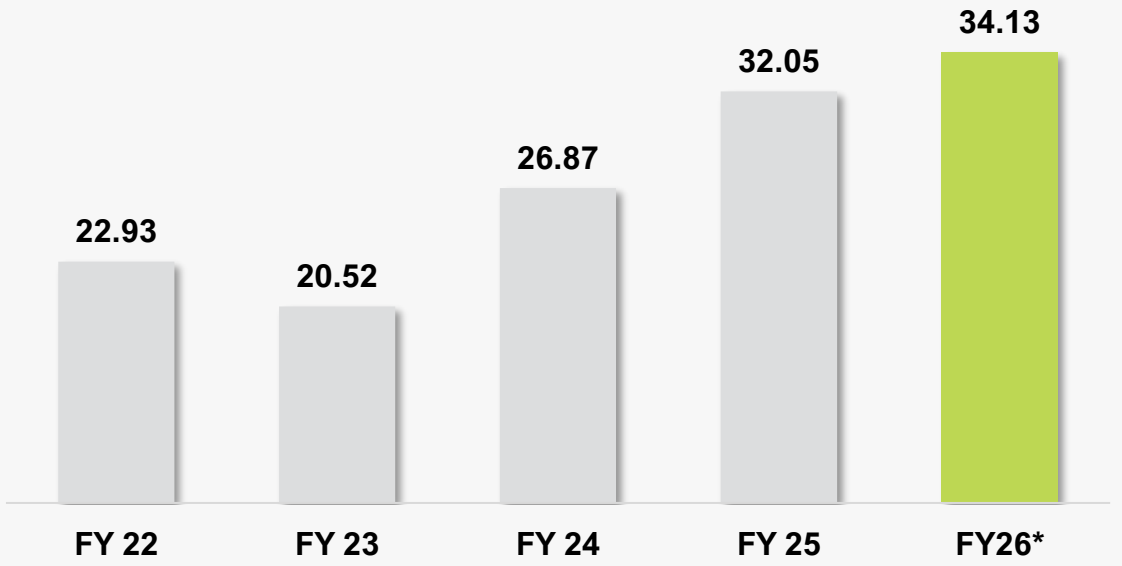
Particulars	As at	
	30th Sept 2026	31st Mar 2026
Share Capital	1,447	1,444
Other Equity	37,369	38,972
Total Equity	**38,816**	**40,416**
Financial Liabilities	1,931	2,266
Non-financial Liabilities	1,678	1,472
Total Equity & Liabilities	**42,425**	**44,154**
Investments	38,120	39,461
Other Financial Assets	1,947	2,177
Non-financial Assets	2,358	2,516
Total Assets	**42,425**	**44,154**

Dividend History

Dividend per share and Dividend Payout Ratio



Earnings per share



*Earning per share calculated on standalone basis, **on Standalone EPS;

Notes to Financials

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 30th September, 2026 has allotted 1,71,641 Equity Shares face value of ₹ 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 30th September, 2026, there were application money received towards 15,998 Equity Shares of face value ₹ 5 each, applied pending allotment.

4. The Government of India has implemented four new Labour Codes ("Codes"), including the Code on Wages, 2019, with effect from November 21, 2025. The Company has assessed the incremental impact of these changes based on an actuarial valuation and has recognised a charge amounting to ₹ 2.82 crores in the Statement of Profit and Loss for the year ended March 31, 2026 and reported it under "Exceptional Items". The Company has assessed its employee benefit obligations and is in compliance with the new Codes. It continues to recognise the benefits in accordance with the extant laws of the new Codes, Company's policy and applicable Indian accounting standards. The Government is in the process of notifying the related rules under the new Codes. The impact of these rules will be evaluated and accounted for in accordance with the applicable Indian accounting standards in the period in which they are notified and will be in compliance with the new Codes.

5. During the period ended 30th September, 2026, the Company has paid a final dividend of ₹25.50 per equity share (face value of ₹ 5 each) for the year ended March 31, 2026, as approved by its shareholders at the Annual General Meeting held on 29th July, 2026.

6. 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 October 21, 2026. The results have been subjected to limited review by the statutory auditors of the Company.

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

Thank You

Disclaimer

ADITYA BIRLA CAPITAL
ASSET MANAGEMENT

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