BIG IN YOUR LIFE

www.adityabirla.com
A $46.3 Billion Conglomerate across 6 continents and 36 countries

130 State of the Art manufacturing units globally | 120,000 employees of 42 nationalities

Our Vision
To be a premium global conglomerate with a clear focus on each of the businesses

Our Mission
To deliver superior value to our customers, shareholders, employees and society at large
Globally, the Aditya Birla Group is

1. #1 in Aluminium Rolling
2. #1 in Carbon Black
3. #1 in Viscose Staple Fibre
4. #3 in Cement (excluding China)

In India

1. #1 in Grey Cement, White Cement & Ready Mix Concrete
2. #1 in Fashion (Branded Apparel) & Lifestyle Player
3. #1 in Caustic Soda & Speciality Chemicals
4. #3 in Porcelain Insulator Manufacturer in India
5. #1 in Linen Manufacturer in India
6. #1 in Leading Telecom Player in India
7. #1 in Leading Player in Life Insurance & Asset Management

Global #3

4 businesses

India’s #1

5 businesses
ABG at a Glance

- The largest aluminium rolling company
- One of the 3 biggest producers of primary aluminium in Asia
- World’s largest recycler of aluminium
- The largest single location copper smelter
- The largest producer of viscose staple fibre
- The No. 1 producer of carbon black
- The 3rd largest producer of insulators (excluding China)
- The 5th largest producer of acrylic fiber
- Third largest cement producer globally (excluding China)
- Among the world’s largest telecom company
- Among the best energy efficient fertiliser plants
- The largest Indian MNC with manufacturing operations in the USA
Diversified Interests

AGRI-BUSINESS  CEMENT  TELECOM  ACRYLIC FIBRES & OVERSEAS SPINNING  CARBON BLACK
CHEMICALS  FINANCIAL SERVICES  INSULATORS  METALS  MINING
PULP & FIBRES  TEXTILES & APPARELS  RENEWABLES
ABG at a Glance

- No. 1 in fashion retail
- The top fashion (premium branded apparel) and lifestyle player
- The largest producer in the chlor-alkali sector
- The No. 1 in white cement
- No. 1 in ready mix concrete
- The no. 1 in Grey Cement
- The largest manufacturer of linen fabric
- The largest manufacturer and exporter of viscose filament yarn
- A leading player in Life Insurance and Asset Management
- Among the leading telecom players
- A leading player agri solutions provider
A compelling story of growth and evolution across every dimension

- **Employee Base**: ~1.6x Growth from 75k in 1995 to 120k in 2019.
- **Employee Nationalities**: ~5x Growth from 8 in 1995 to 42 in 2019.
- **Manufacturing Sites**: ~2.3x Growth from 55 in 1995 to 130 in 2019.
- **Avg. Employee Age**: Decreasing from 56 in 1995 to 38 in 2019.
- **Countries Present**: ~4x Growth from 8 in 1995 to 34 in 2019.
Timeline

1930 - 1970
Shaping of a Conglomerate

Set up of
- Grasim
- Hindalco
- Eastern Spinning
- Indo-Thai Synthetics

Acquisition of Indian Rayon

1971 - 2000
Making of India’s First MNC

Entry into countries
- Thailand
- Indonesia
- Malaysia
- Egypt

Entry into Services
- Financial
- Telecom
- Copper

Cement business of Indian Rayon demerged to Grasim

2001 - 2005
Building Scale through Acquisitions

India Acquisitions
- Indal
- Madura and TransWorks
- Annapoorna Fails
- L&T – Cement and Formation of UltraTech
- Merger of Birla AT&T and Tata Cellular

Global Acquisitions
- Tembec Inc, Canada
- Novelis
- Canadian Pulp Mill
- Dashiqiao Ronghua Chemical Company Limited, China - Carbon Black
- Mount Gordon Copper

Capacity Expansions
- Birla Copper, Birla Carbon, Cement & Aluminium, Acrylic Fibre Plant, Egypt

2005 to 2010
Growth and Consolidation

Growth and Consolidation
- Formation of Aditya Birla Nuvo: a premium conglomerate with diversified businesses
- Increase in copper smelter capacity – Birla Copper
- Cement and aluminium – capacity addition
- Carbon Black – capacity expansion at Patalganga

Entry into Retail – acquired Trinethra

Acquisition of Novelis and Transworks

Acquired Pulp Mill in Canada – AV Nackawic Inc.

2011 to present
Cementing Leadership Positions in Relevant Sectors

Cementing Leadership Positions in India:
- Taking over “Pantaloons Format” business
- Financial investment in Living Media India Ltd. (India Today Group).
- Chloro Chemicals Division of Kanoria Chemicals
- Chlor-Alkali & Phosphoric Acid Division of Solaris Chemtech Industries Limited
- Gujarat and Satna Cement Units of Jaypee Cement / Jaiprakash Associates Ltd
- MF Assets of ING Investment
- Chlor-Alkali Division of Jayshree Chemicals Ltd
- Total Superstore Business (“Total Undertaking”), the Retail Division of Jubilant Agri & Consumer Products Ltd
- Exclusive rights to market the global brand – ‘Forever 21’
- Vodafone Idea
- Binani Cement Limited

Globally:
- Columbian Chemicals – Carbon Black
- Domsjo Fabriker – Pulp
- Terrace Bay Pulp Mill
- Equity stake in Chemicals & Technologies for Polymer and Chemicals & Technologies for Polymers Advanced Materials, Germany – Epoxy

Massive Capacity Expansions at:
- Hindalco
- Novelis
- UltraTech
- Pulp & Fibre (Vilayat)
Global Presence

Australia | Bahrain | Bangladesh | Bolivia | Brazil | Canada |
China | Egypt | France | Germany | Hungary | India |
Indonesia | Italy | Ivory Coast | Kenya | Mozambique | Myanmar |
| Nigeria | Paraguay | Philippines | Russia | Singapore |
South Korea | Spain | Sri Lanka | Sweden | Switzerland |
| Tanzania | Thailand | Turkey | UAE | UK | USA |
Vietnam | Zambia
Aditya Birla Group: Structure
A Premium Conglomerate

Consolidation of similar business, simplifying cross holdings & creating pure plays

Note 1: Based on shareholding pattern as on 30th Sep’19 (Source: NSE)
Note 2: ABG’s 34.7% and 59.1% holding in Hindalco and Aditya Birla Fashion & Retail is inclusive of Grasim’s holding in these companies
Note 3: Shareholding of Grasim and Promoter Group in Aditya Birla Capital is post ongoing preferential issue
ALUMINIUM (HINDALCO, NOVELIS)

- 50 manufacturing units across 11 countries anchored by a 37,000 strong workforce
- World’s largest producer of Flat Rolled products
- Leading producer of Primary Aluminium in Asia
- World's largestrecycler of aluminum – 74+ Billion cans recycled every year
- Serving core industry sectors of automotives, building & construction, electricals, packaging, among others
- Around 76% of total sales are outside India

COPPER (BIRLA COPPER)

- One of the world's largest single-location custom copper smelter
- Leading producer of Copper Cathodes and Continuous Cast Copper Rods
- Catering to wire, cable, transformer industries
- Also manufactures fertilizers and precious metals
ULTRATECH

• Third largest cement company globally (excluding China)
• Largest producer of grey cement, white cement and ready-mix concrete in India.
• Operations in four countries—India, UAE, Bahrain and Sri Lanka
• Major brands: UltraTech Cement, UltraTech Concrete, Birla White, UltraTech Building Solutions and UltraTech Building Products
VODAFONE IDEA LIMITED

- An Aditya Birla Group & Vodafone Group partnership
- One of India’s leading telecom service provider with a subscriber base of nearly 280 million
- Pan India Subscriber Market Share of ~30% (VLR) and Revenue Market Share (GR) of ~26%
- Over 446,000 broadband sites with 4G coverage of nearly a billion Indians
- Expansive voice network with over 181,000 unique GSM sites to cover over 1.2 billion Indians (91% population coverage)
- Largest spectrum portfolio with 1,846 MHz and an adequate number of broadband carriers, to provide superior consumer experience across 2G, 3G and 4G platforms
- Widest distribution reach with ~1 million retailers and ~3,000 branded urban stores to service customers
ADITYA BIRLA CAPITAL LTD. (formerly known as Aditya Birla Financial Services Ltd.)

- Among the top fund managers in India with an aggregate AUM of Rs. 3000+ billion
- Among the top 5 private diversified NBFCs in India with a lending book (including housing finance) of Rs. 575 billion
- Ranks #5\(^1\) among the private Life Insurance Companies in India
- 4th largest\(^2\) Asset Management Company in India
- Among the top 5 General Insurance Brokers in the Country
- A diversified portfolio of 12 lines of business serving the end-to-end financial needs of the customers
- Nation-wide customer reach across more than 400 cities through 1,300+ points of presence and over 150,000 agents / channel partners
- Ranked among the best 3 financial services players to work for [As per study by Great Place to Work Institute, 2016]

\(^1\)In terms of new business based on Annual Premium Equivalent (APE) = 100% of regular premium + 10% of single premium (including both individual & group segments) for FY2016-17 [Source: IRDAI]

\(^2\)Based on domestic average AUM for the quarter ended March 31, 2017 [Source: AMFII]
GRASIM

- A leading global player in VSF and the largest chemicals (Chlor-Alkali) player in India. It is also the largest cement producer and diversified financial services (NBFC, Asset Management and Life Insurance) player in India through its subsidiaries UltraTech Cement and Aditya Birla Capital.
- Presence across entire value chain from pulp to apparel.
- Global leader in Viscose Staple Fibre - 7 manufacturing locations with world class manufacturing facilities in India, Indonesia, China, Thailand and pulp plants in Canada, Sweden & India.
- Strong focus on Research & Development (R&D), with state-of-the-art facilities in India.
- 100% Natural – Man Made & Biodegradable fibres having 360 degree sustainable green goals.
- Major producer of yarn and acrylic fibre - Plants in India, Thailand, Philippines and Indonesia.
- Largest Linen Yarn and fabric producer in India.
- Largest wool combing operations in India.
- The new generation innovative products like Livaeco™, Liva Reviva, Excel lyocell, Liva Antibac and Birla spun shades are designed with enhanced sustainably performance.
ADITYA BIRLA FASHION AND RETAIL (ABFRL)

• India’s No. 1 fashion lifestyle entity - a combination of Madura F&L, India’s leading menswear player and Pantaloons, India’s leading womenswear player
  • Madura F&L: largest distribution network in India - 2052 stores, retail footprint of about 3 million sq.ft.
  • Pantaloons: a complete value fashion shopping destination with 209 stores in 97 cities.
• Spans the fashion spectrum from formals to semi-formals and casuals; and from luxury apparel to fast fashion and value fashion.
ADITYA BIRLA FASHION AND RETAIL (ABFRL) … continued

- Planet Fashion: multi-brand menswear retail format with the largest apparel retail network in its segment in India.
- People: fast-fashion brand for the youth
- The Collective: super-premium concept store featuring a vast array of marquee global brands
- Deep partnerships with global brands: Ted Baker, Forever 21 and Simon Carter
- Powered by nine state-of-the-art production and design facilities, all fed by an indigenous and global supply chain
BIRLA CARBON

• No. 1 Carbon Black producer in the world with annual capacity of over 2 million tonnes
• 3 business segments – Rubber Carbon Blacks, Mechanical Rubber Goods & Specialty Blacks
• Key industries served: tires, rubber, plastics, coatings, inks and other industries
• Global manufacturing presence across Asia, Europe, Africa & Americas: 16 manufacturing plants and 9 offices across 12 countries
• State-of-the-art Technology centres at Marietta, Georgia, USA & Taloja, Maharashtra, India and well equipped regional satellite laboratories
• Supplies consistent high quality products to customers in more than 70 countries globally
• Portfolio of products include ASTM and non ASTM (BC) grades and Specialty Blacks for a diverse range of applications
• Awarded gold rating by EcoVadis for Sustainability in 2016, 2017 & 2018
ADITYA BIRLA CHEMICALS

- India’s largest Chlor-alkali producer
- Among the top 6 and pioneers in the manufacture of Epoxy Resins globally (manufacturing facilities in India, Thailand and Germany)
- Amongst the Leading producer of sodium and potassium phosphates
- Among the top 3 globally in sodium sulphite and sodium meta bisulphite
ADITYA BIRLA INSULATORS

- World’s third largest and India’s largest manufacturer (excluding China)
- High performance Porcelain and Composite insulators for Transmission & Distribution sector
- Our Insulators support transmission of electricity in 70 countries
- World’s fourth largest and India’s largest manufacturer
- High performance Porcelain and Composite insulators for Transmission & Distribution sector
- Our Insulators run electricity through 70 countries
ADITYA BIRLA NATURAL RESOURCES / ESSEL MINING

- One of India's largest iron ore mining company
- Largest producer of Noble Ferro Alloys
- Wind power generation
- Largest contractual coal mining company
OUR VISION
To be a premium global conglomerate with a clear focus on each business

OUR MISSION
To deliver superior value to our customers, shareholders, employees and society at large.

OUR VALUES
Integrity
Commitment
Passion
Seamlessness
Speed
Group People Vision

“Aditya Birla Group as an exciting world of global opportunities for professional growth with human care”
People Vision

Our Employee Value Proposition (EVP)

A WORLD OF OPPORTUNITIES

ENHANCE CAREERS
LEARNING & DEVELOPMENT
REWARDS & RECOGNITION
ENRICH YOUR LIFE
Government of India - recognized world class commercial R & D company focused on enabling the Group achieve a competitive edge via technological excellence in its Businesses.

FOCUS ON

- New processes and designs; new products and applications
- Science, Engineering and Business Development capabilities
- Offers diverse analytical and engineering modeling services
- Over 100 world class staff with Ph.D degrees
- Patents filed: 59, Knowledge center in support to the businesses
- Increased collaboration with universities, national labs and research institutes for identifying differentiators for group businesses
SUSTAINABILITY | Focus on Energy, Water and Technology

• NOVELIS
  • World’s largest recycler of used beverage cans (over 50 billion annually)

• ULTRATECH
  • Plastic positivity > 2.1 times
  • Water positivity > 2.8 times
  • 17.2% of alternative material used out of total raw material
  • 0.36 million tonne of industrial waste used as alternate fuel

• GRASIM
  • Among India’s Top 10 sustainable companies in report by Economic Times and Futurescape 2020.
  • Grasim’s plant in Kharach, recycles 99.7% of the chemical used in fiber production.
  • Viscose sites in India are among the most water efficient sites.
  • Grasim Nagda would be world’s first Zero Liquid Discharge plant by 2021

• INDO GULF
  • Customized fertilizers to improve nutrient use efficiency and reduction of losses to the environment

• ESSEL MINING
  • Wind energy farms

• BIRLA CARBON
  • Energy positive and zero industrial waste water discharge plants
Transcending boundaries

- 4,500 women empowerment groups setup
- Over 90 million vaccinated for polio
- Over 1 million patients treated at our 5,000 camps and 20 hospitals
- We reach 7.5 million people across 5,000 villages
- 1,000 biogas plants installed
- 46,500 students educated in 56 schools
- 74,000 children provided mid-day meals daily
CORPORATE SOCIAL RESPONSIBILITY

VISION
“To actively contribute to the social and economic development of the communities in which we operate. In so doing, build a better, sustainable way of life for the weaker sections of society and raise the country’s Human Development Index.” – Mrs. Rajashree Birla

ABG Works in 7000 villages, reaching out to 9.5 million people annually across the globe

India
- Subsidised Education; 25,000
- Children Subsidized healthcare to 1 million patients
- Sustainable livelihood projects reaching 80,000
- 4,500 Self Help Groups empowering over 45,000 women
- Affordable homes with Habitat for Humanity
- Over 300 model villages in rural India

Around the Globe
- Egypt
  - Adoption of 2 schools
  - Tailoring Centre for women
  - Pediatrics ward at the Cancer Hospital
- Philippines
  - Reaching out to physically challenged
  - Vocational Training to over 20,000 youngsters
- Thailand
  - Over 5000 trained by Aditya Birla Knowledge Centre for vocational training
- USA
  - Global Recycling
  - International Robotics participation sponsors
  - Maths and Science Scholarships
  - Community Safety Programs